



# Project Finance & Infrastructure

## 2026



PROFILED:

**GUIDO LINIADO**

Latham & Watkins LLP



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Project Finance  
& Infrastructure



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### PERSONAL BIOGRAPHY

**Guido Liniado** brings two decades of expertise in complex cross-border finance and capital markets transactions with a particular focus on the energy and infrastructure sectors across Latin America and the Caribbean. His experience includes representing sponsors, asset managers, corporates, investment and commercial banks, institutional investors and development finance institutions in transactions across the capital structure, including in project development and finance, project bonds, securitisation and structured finance, private capital, acquisition finance, corporate finance, multi-source and multi-currency financings, and credit enhancement.

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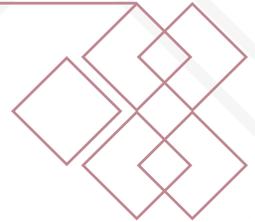
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## Q&amp;A WITH GUIDO LINIADO

**What qualities and values do you believe are essential for building strong, trusting relationships with clients?**

◆ Trust is built on responsiveness, transparency and genuine investment in understanding a client's business objectives – not just the immediate legal question. In energy and infrastructure, transactions move quickly and complex issues arise frequently. Clients need counsel who can distil complexity into clear, actionable guidance and propose creative solutions under pressure. I prioritise being direct about risks and counterparty expectations, and realistic about timelines, even when that means delivering difficult news. Above all, I believe in pragmatism and a commercially-minded approach. Clients value lawyers who understand their business objectives and prioritise practical solutions over technical perfection – getting deals done efficiently is what matters. Reliability underpins everything: clients need to know their lawyer will deliver consistently, meet deadlines and remain fully committed to their commercial success throughout the lifecycle of a transaction and beyond.

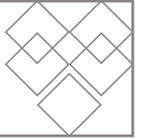
**How do you stay ahead in your field? Are there any emerging trends or innovations you are particularly excited about in your area of expertise?**

◆ Two areas dominate my attention right now: digital infrastructure and energy transition. The explosive growth of data centres is creating unprecedented transactional opportunities, including in Latin America, where Brazil, Chile and Mexico are emerging as attractive destinations for hyperscale investment. These projects require finance and capital markets sophistication alongside deep understanding of offtake and construction arrangements. The energy transition is equally compelling, particularly in Latin America, where the conversation extends beyond renewables to encompass battery storage, critical minerals, mining and the evolving role

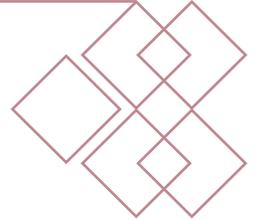


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of oil and gas. I stay ahead by collaborating closely with colleagues who focus on the US and other developed markets globally, which allows me to bring the latest legal technology and structuring innovations into my transactions. Combining these cutting-edge approaches with my regional experience enables me to produce optimal outcomes tailored to local needs and realities.



### Could you describe your approach to tackling complex legal challenges? What principles or philosophies guide your work?

◆ Complex transactions require breaking problems into component parts while never losing sight of the overarching commercial objectives. I approach challenges by first ensuring I fully understand what success looks like for the client, then working backward to identify obstacles and potential solutions. This often means asking difficult questions early – surfacing issues before they become dealbreakers. Collaboration is essential – I draw on colleagues across practice areas and geographies and maintain open dialogue with counterparties to find workable compromises. I have learned that the most elegant solutions often emerge from understanding the other side’s constraints, not just advocating rigidly for your client’s initial position. Persistence matters, but so does knowing when flexibility serves the deal better than perfection. Ultimately, my philosophy is that good lawyering means helping clients achieve their objectives efficiently, not creating unnecessary complexity or prolonging negotiations for their own sake. ■

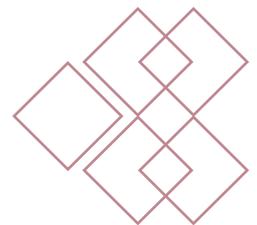
**“THE EXPLOSIVE GROWTH OF DATA CENTRES IS CREATING UNPRECEDENTED TRANSACTIONAL OPPORTUNITIES, INCLUDING IN LATIN AMERICA, WHERE BRAZIL, CHILE AND MEXICO ARE EMERGING AS ATTRACTIVE DESTINATIONS FOR HYPERSCALE INVESTMENT.”**

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**REPRESENTATIVE ENGAGEMENTS**

- ◆ Representing the financing sources in local currency loans and private placements to finance Mexican toll roads.
- ◆ Representing the sponsors in the acquisition, construction and financing of dual seawater impulsion systems for mining operations in Chile.
- ◆ Representing the financing sources in the securitisation of receivables to finance the construction of the fourth bridge over the Panama Canal.
- ◆ Representing a hybrid capital provider in the acquisition of a joint venture interest in an iron ore distribution centre in Oman.
- ◆ Representing the sponsor of an e-mobility platform in synthetic local currency project financings in Colombia and Chile.
- ◆ Representing the initial purchaser in the issuance of Brazilian debentures repackaged into a DFC-guaranteed bond to finance a public lighting and smart city project in Rio de Janeiro.
- ◆ Representing the initial purchaser in a bond offering to finance the purchase of receivables originating under the Chilean Tariff Stabilization Law.

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