Nader Hayaux Goebel advises Empresas Públicas de Medellín on the sale of TICSA to Odinsa

Category: Environment and Water,Firm news,Infrastructure, PPPs and Government Procurement,Mergers and Acquisitions,Project Finance
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Nader Hayaux Goebel advised Empresas Públicas de Medellín (EPM) and its subsidiaries, EPM Capital México and EPM Latam, on the sale of Tecnología Intercontinental (TICSA) to Odinsa and Odinsa Aguas.

The transaction closed in August 2026, following a year-long open and competitive international sale process involving strategic investors and private equity funds from several countries, and the satisfaction of the applicable merger control and third-party approval requirements.

The transaction represented a key step in EPM's long-term portfolio optimization strategy. For Odinsa, the acquisition marked its entry into Mexico and the water infrastructure sector, with TICSA becoming the foundation of Odinsa Aguas, its new regional platform focused on wastewater treatment, water reuse and desalination.

The Firm's advisory throughout the sale process included the negotiation and execution of the transaction documents, a multi-entity pre-closing carve-out, Mexican merger control clearance, third-party approvals and closing.

The Firm team was led by partners Alejandro Rojas and Fernando Castillo, with support from partners Alejandro Mendiola, Adalberto Valadez and Francisco Palmero, and associates José Manuel López, Miguel Salinas, César Parada, Benjamín Salinas, Allan Pastor, Adrián Rodríguez and Paola González. Nader Hayaux Goebel is honored to have supported EPM in the successful completion of this strategic cross-border transaction in the water infrastructure sector.