



 quarta  
acompañamiento de negocios



**MORE THAN JUST BUSINESS ADVICE,**

**WE PROVIDE**

AUTHENTIC BUSINESS GUIDANCE

# ABOUT US

The background of the page is a solid light blue color. In the lower-left quadrant, there are several overlapping, semi-transparent geometric shapes in a darker shade of blue. These shapes include a large triangle pointing downwards, a horizontal bar, and a long, thin triangle pointing to the right, creating a modern, abstract graphic design.



## ABOUT US

We are committed to providing specialized legal services. Guided by the principle of offering more than just simple advice, we deliver close and strategic support in the legal matters that impact our clients.

At Quarta, we work to ensure that each client manages their legal affairs efficiently, mitigates risk, complies with their obligations, and strengthens their legal structure on the path toward stability and growth.

# 01 PRACTICE AREAS

We specialize in the legal areas that directly impact business stability and growth: corporate, tax, labor, foreign exchange, estate planning, M&A, and complex litigation.



Our approach combines technical expertise, strategic vision, and transactional experience to build solid legal structures, reduce risks, and ensure compliance.

# 02 BUSINESS LAW

Our business law advisory service consists of providing specialized legal services in areas of vital importance to our clients, under the premise of offering more than mere legal advice—we provide true legal and strategic support tailored to their needs.

## A. COMMERCIAL

We assist our clients in the structuring of business transactions, the drafting and review of contracts, as well as the negotiation and resolution of commercial disputes. Our objective is to facilitate the achievement of their strategic goals through legally sound and efficient solutions.



- ▶ Drafting and review of national and international contract templates.
- ▶ Structuring of negotiation strategies, including partnership models such as Joint Ventures and participation accounts, as well as intermediation contracts (e.g., distribution, commercial agency, among others).
- ▶ Utilization of legal vehicles, such as commercial trusts, for business structuring purposes.
- ▶ Legal advice and representation in contractual negotiation processes.
- ▶ Resolution of disputes arising from the formation, performance, or termination of commercial contracts.

## B. CORPORATE LAW

We provide comprehensive support in matters of corporate law, corporate governance, and strategic business planning.

- ▶ Definition of corporate structures.
- ▶ Incorporation of companies, branches of foreign entities, and non-profit organizations.
- ▶ Support in the management of board of directors' and shareholders' meetings, including the drafting of minutes and shareholder relations.



- ▶ Management and safekeeping of corporate books.
- ▶ Advisory services in mergers, acquisitions, and corporate reorganizations.
- ▶ Drafting and implementation of shareholders' agreements.
- ▶ Assistance to foreign investors in Colombia and Colombian nationals with investments abroad.

## **C. TAX AND FOREIGN EXCHANGE LAW**

We assist individuals and legal entities in the planning and fulfillment of their tax obligations, as well as in the structuring of complex national and international transactions.



- ▶ Tax structuring of transactions and investments (both domestic and foreign).
- ▶ Advisory services in sale, merger, or acquisition processes.
- ▶ Support in foreign exchange transactions and international investments.

## **D. LABOR AND SOCIAL SECURITY LAW**

We provide specialized legal advice in labor law, focusing on the strategic management of human resources and ensuring compliance with the applicable legal framework.



- ▶ Strategic management of labor relations.
- ▶ Individual, collective, and international labor law.
- ▶ Advisory services on matters related to the Social Security System.
- ▶ Comprehensive support throughout the employment relationship: hiring, performance, and termination of the employment contracts.

# 03 ESTATE AND SUCCESSION PLANNING

We provide close and personalized assistance to families and family businesses seeking to restructure their estates in order to achieve tax efficiency, reduce legal risks, and facilitate a harmonious generational transition.



- ▶ Design and implementation of estate structures tailored to the needs of each family.
- ▶ Use of autonomous estates and companies as efficient management vehicles.
- ▶ Drafting of shareholders' agreements, family protocols, and codes of ethics.
- ▶ Management and administration of implemented estate structures.

# 04 BUSINESS MERGERS AND ACQUISITIONS (M&A)

Quarta M&A offers comprehensive and specialized services in merger and acquisition processes, with the goal of generating value in each transaction.



- ▶ **Legal due diligence:** evaluation of risks and mitigation proposals.
- ▶ **Valuations:** support in the evaluation and valuation of businesses.
- ▶ **Negotiations:** strategic representation to maximize client benefits.
- ▶ **Legal advisory:** drafting and review of contracts and transaction documents.
- ▶ **Financial planning:** design of comprehensive financial plans focused on profitability and efficiency.

# 05 STRATEGIC LITIGATION AND INSOLVENCY PROCEEDINGS

We represent our clients in civil and commercial disputes, designing legal strategies that reduce risks and strengthen their position in complex scenarios. Each case is approached with a tactical vision, always aiming for efficient and sustainable outcomes.

- ▶ We conduct a thorough analysis of the matters to anticipate contingencies and adverse scenarios.
- ▶ We design litigation strategies aimed at maximizing opportunities and optimizing results.
- ▶ We effectively defend our clients' interests before judges, arbitral tribunals, and administrative authorities.



Additionally, we provide comprehensive advice to companies and individuals facing financial crises. We structure legal solutions that facilitate both the reorganization of obligations and the orderly liquidation of assets.

In this regard, we assist our clients in making strategic decisions, ensuring the protection of their rights and the optimal use of their resources, whether through the continuity of the business or by implementing effective alternatives to address insolvency situations.

# 06 SOCIOS

## ESTEBAN MEJÍA ARANGO

☎ 300 7856067 ✉ emejia@quarta.co

### Education

- ▶ **LL.M International Business and Economic Law**  
Georgetown University 2012.
- ▶ **Foundations of American Law Course**  
Georgetown University, 2011.
- ▶ **Specialization in International Contracting**  
Universidad Externado de Colombia, 2009.
- ▶ **Lawyer**  
Universidad EAFIT, 2007.

### Experience

- ▶ **Chamber of Commerce of Medellín for Antioquia**  
2007 - 2008.
- ▶ **Servicios Nutresa S.A.S.**  
Head of Legal Assistance 2008-2013 -  
Director of International  
Legal Assistance 2014.
- ▶ **Sullivan & Cromwell LLP**  
New York, United States 2012 - 2013.
- ▶ **Universidad EAFIT**  
University Professor of  
International Law, 2008-Present.
- ▶ **QUARTA**  
Legal Support. Commercial and Corporate  
Law Area 2014 - Present.

# TULIO FLÓREZ ALZATE

☎ 314 7941543 ✉ tflorz@quarta.co

## Education

- ▶ **LL.M in International Taxation**  
Boston University School of Law, 2011.
- ▶ **Foundations of American Law Course**  
Georgetown University, 2010.
- ▶ **Specialization in Tax Law**  
Universidad Pontificia Bolivariana, 2009.
- ▶ **Political Scientist**  
Universidad EAFIT, 2009.
- ▶ **Lawyer**  
Universidad EAFIT, 2007.

## Experience

- ▶ **Cementos Argos S.A.**  
Tax Legal Management 2006 - 2011.
- ▶ **Grupo Argos S.A.**  
Corporate Tax Affairs 2011 - 2014.
- ▶ **Universidad EAFIT**  
University Professor of Constitution and Society 2008 - 2010.
- ▶ **QUARTA**  
Legal Support in Tax and Foreign Exchange Law 2014 - Present.