



# Landing PwC Colombia



**Establishing yourself in the Colombian market is possible**

- Entry strategy
- Operation model
- Analysis of investment operations according to regulations and tax incentives

**Company / vehicle structuring**

- Analysis and selection of the appropriate type of company in Colombia.
- Legal structuring
- Regulation
- Incentives
- Tax strategy

**Immigration regime**

Analysis and achievement of the type of Colombian visa applicable foreach case.

Advice on applicable entry permits.

Advice on the validation of professional titles before national entities.

Advice for the application for temporary licenses before the National Professional Councils.

Representation and/or assistance before the immigration authorities.

Comprehensive services to start and/or establishbusiness in Colombia.



## Work considerations

### Individual and Collective Law

- Design of labor policies, design, and implementation of hiring schemes.
- Advice on the payment of social benefits and compensation.
- Representation in administrative procedures before the authorities.

### Social Security

- Assistance in process related to parafiscal entities.
- Support in audit processes by the Pension and Parafiscal Management Unit (UGPP in spanish).
  - Entry strategy.
  - Appropriate vehicle structuring.
  - Foreign investment.
  - Compliance.
  - Immigration regime.
  - Labor considerations.
  - Imports/exports.

# Taxes in Colombia

## Foreign investment registration

### Exchange and Foreign Investment Regime

- General advice on the application of exchange regulation in Colombia.
- Structuring of external debt operations.
- Registration and administration of compensation accounts.
- Exchange litigation (administrative and judicial).
- Preparation of records and reports before the Bank of the Republic of Colombia.
- Filing of exchange declarations with local banks.

## Commercial and corporate law

01

Advice on the design, drafting, review and negotiation of contracts.

02

Legal consulting in recurring operations.

03

Advice and support in administrative procedures for obtaining, modifying, and canceling registrations, licenses, permits or authorizations.

04

Preparation of minutes for the documentation of corporate decisions.

05

Advice and support in compliance with the legal obligations of the company.

06

Advice on compliance with Colombian consumer protection and habeas data regulations.

- Advice on civil and commercial litigation.
- Negotiation and conflict resolution.
- Advice on the design and implementation of transactions.



**We help companies manage their taxes, considering national, international, and territorial systems, as well as the different tax incentives granted to foreign investors.**

### **Tax Compliance**

- Preparation and review of tax declaration (national and municipal).
- Support before tax authorities:
  - Attention and ordinary requirement.
  - Support in inspection.
- Requests for balances in favor.

### **Tax consulting**

- Tax reconciliation.
- Preparation and review of deferred tax.
- Tax advice on tax effects for adoption of IFRS.
- Preparation and review of Tax Package or Tax Tool.

### **Transfer prices**

- Compliance with formal obligations.
- Defending.
- Planning.
- Advance price agreements.
- Consulting and support in the application and negotiation.



# Imports / Exports

## **Customs consulting**

Customs optimization for the development of activities in Colombia:

- Tariff classification of products intended to be imported.
- Customs valuation, royalties, and franchises.
- Analysis of the application and benefits of Free Trade Agreements.
- Determination of conditions and requirements for the importation of goods.

## **Coordination with national logistics operators for customs operations:**

- Support in the signing of the customs mandate.
- Socialization of the company as a customs administrator before the Colombian customs authorities.
- Customs Litigation (Administrative and Judicial).
- Invima Records and associated consulting.

## **International Trade**

- Free, permanent zones.
- Studies and compliance of origin.
- Litigation regarding origin.
- Sectoral and economic studies.
- Application for authorization of international marketing companies.
- Vallejo Plan Application.

**Learn about our key investment publications in Colombia.**





## Doing Business in Colombia

- International investments and exchange rate regime.
- Foreign trade and customs.
- Labor regime.
- Tax regime.
- Corporate aspects.
- Legal compliance.
- Conflict resolution.
- Public contract.

## M&A in Colombia

- It comprehensively exposes the mergers and acquisitions process in Colombia.
- M&A (merge & acquisitions).
- Transactions.
- Due Diligence.
- Post Deal.

Check our publications here

“At PwC we promote foreign investment by sharing knowledge.”



[Doing Business](#)



[Doing Deals](#)



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