ITC by Country
Report

Colombia
05/12/2014
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1. Country / Territory Brief

Colombia has a long period of strong economic performance based on economic liberalization and important levels of foreign direct investment. The agricultural sector is of great importance to the economy because of its contribution to employment and exports. The mining and hydrocarbons sector also generate large amounts of export earnings. The country faces development challenges such as reduce poverty and inequality, increase productivity and competitiveness, and diversify its export base and reduce dependence on oil exports. Colombia’s priorities include materializing trade opportunities from recently signed free trade agreements, the consolidation of a business environment that helps enterprises start and develop their export business and to develop a strong services export sector. To support these efforts, ITC continues to coordinate its work in the country through the existing leading Trade Support Institutions, while aiming to work both at national and state level, given higher priority to the SME integration into regional and global value chains.
# 2. People and Economy

## 2.1 People

<table>
<thead>
<tr>
<th><strong>Total population (growth rates per annum)</strong></th>
<th>45,153,037 in 2012 with growth rates of 1.4% p.a during 2008-2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Population density (people per sq. km of land area)</strong></td>
<td>41 in 2012</td>
</tr>
<tr>
<td><strong>Female population</strong></td>
<td>50.8% in 2012</td>
</tr>
<tr>
<td><strong>Population below 15 years of age</strong></td>
<td>28.0% in 2008 ; 29.5% in 2012</td>
</tr>
<tr>
<td><strong>Urban population</strong></td>
<td>74.4% in 2012</td>
</tr>
<tr>
<td><strong>Population living below $1.25 a day at purchasing power parity (PPP)</strong></td>
<td>11.3% in 2012</td>
</tr>
</tbody>
</table>

| **Ranking in the Human Development Index (HDI)** | 91 out of 186 in 2012 |

### Evolution of the Human Development Index (HDI)

Source: United Nations Development Programme Human Development Indicators

Note: The Human Development Index measures the overall development of a nation and ranges from 0 (low level of development) to 1 (highest level of development). The United Nations Development Programme (http://hdr.undp.org) provides a detailed explanation. ITC Regional group refers to ITC definition.

<table>
<thead>
<tr>
<th><strong>Health</strong></th>
<th>Life expectancy at birth (years) (74); Mortality rate, under-5 (per thousand live births) (17.6) in 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Education</strong></td>
<td>Education index - expected and mean years of schooling (rank) ( 109 out of 191) in 2012</td>
</tr>
<tr>
<td><strong>Income level</strong></td>
<td>NA</td>
</tr>
<tr>
<td><strong>Inequality</strong></td>
<td>Inequality-adjusted HDI (rank) (74 out of 191)in 2012</td>
</tr>
<tr>
<td><strong>Poverty</strong></td>
<td>Multidimensional Poverty Index (rank)( 67 out of 191) in 2012</td>
</tr>
<tr>
<td><strong>Gender</strong></td>
<td>Gender inequality index (rank) (61 out of 191) in 2012</td>
</tr>
<tr>
<td><strong>Sustainability</strong></td>
<td>NA</td>
</tr>
</tbody>
</table>
## 2.2 Economy

### Added value per sector (current US$ and % of GDP)

<table>
<thead>
<tr>
<th>Sector added value</th>
<th>2004</th>
<th>2008</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>US $</td>
<td>%GDP</td>
<td>US $</td>
</tr>
<tr>
<td>Agriculture</td>
<td>9,262</td>
<td>8.6</td>
<td>16,752</td>
</tr>
<tr>
<td>Industry</td>
<td>34,802</td>
<td>32.4</td>
<td>79,103</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>16,874</td>
<td>15.7</td>
<td>33,984</td>
</tr>
<tr>
<td>Services</td>
<td>63,399</td>
<td>59</td>
<td>127,049</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: Added value is US$ terms are expressed in million, GDP US$, and "6,976 to be read 6'976"

### Evolution of GDP (constant 2005 US$)

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI

### Evolution of GDP per capita (constant 2005 US$)

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI
Aid Dependency (Official Development Assistance/Gross National Income)

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI. Regional group refers to ITC definition

Remittances as a Share of GDP

Remittances as a Share of GDP

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2008</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Remittance ($ millions)</td>
<td>3,190</td>
<td>4,884</td>
<td>NA</td>
</tr>
<tr>
<td>Remittance (% GDP)</td>
<td>272.5</td>
<td>200.2</td>
<td>NA</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on World Bank WDI, IMF BOP statistics, and "6,976 to be read 6'976"
3. Trade Performance
3.1 General Trade Performance
3.1.1 Evolution of Trade Ratio to GDP - Goods

Evolution of the total imports and exports of goods of Colombia

3.1.2 Evolution of Trade Ratio to GDP - Services

Evolution of the total imports and exports of services of Colombia
3.1.3 Evolution of Total Trade

Evolution of the total import and export of goods of Colombia

<table>
<thead>
<tr>
<th>Year</th>
<th>Imports</th>
<th>Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>58,443</td>
<td>58,821</td>
</tr>
<tr>
<td>2012</td>
<td>56,333</td>
<td>60,273</td>
</tr>
<tr>
<td>2011</td>
<td>53,372</td>
<td>56,953</td>
</tr>
<tr>
<td>2010</td>
<td>40,682</td>
<td>38,619</td>
</tr>
<tr>
<td>2009</td>
<td>32,897</td>
<td>32,853</td>
</tr>
</tbody>
</table>

3.1.4 Trade Map

List of importing markets for a product exported by Colombia in 2013
Product: TOTAL - All products
3.1.5 Export and Import by Leading Destination - Export

3.1.6 Export and Import by Leading Destination - Import
3.1.7 Evolution of Exports and Imports by Destination - Export

![Graph showing evolution of exports by destination for Colombia](image)

**Source:** ITC Trade Map.

**Note:** ITC data as of 2021.

3.1.8 Evolution of Exports and Imports by Destination - Import

![Graph showing evolution of imports by destination for Colombia](image)

**Source:** ITC Trade Map.

**Note:** ITC data as of 2021.
3.1.9 Total Export Growth

Source: ITC, calculations based on ITC’s Trade Competitiveness Map data.
Note: Graph shows decomposition of the country’s export growth in value terms by diversification pattern over the indicated period.

3.1.10 Marginal Export Growth

Source: ITC, calculations based on ITC’s Trade Competitiveness Map data.
Note: Graph shows decomposition of the country’s export growth in value by structural driving effects over the indicated period. Values are in US$ thousands.
3.1.11 Composition of Trade in Services - Export

List of services exported by Colombia

Sources: ITC Trade Map.

3.1.12 Composition of Trade in Services - Import

List of services imported by Colombia

Sources: ITC Trade Map.
3.1.13 Evolution of FDI

![Graph showing Evolution of FDI in Colombia as % of GDP]

Source: ITC based on World Bank IEDI
3.2 Sector Trade Performance

3.2.1 Sectoral Diversification in Products - Export

### Sectoral diversification in products for Colombia’s exports

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country’s exports</th>
<th>Share of top-3 detailed products (%) in sector’s exports</th>
<th>Sector leading exported product ISIC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2000-2013</td>
<td>2009-2013</td>
<td></td>
</tr>
<tr>
<td>Minerals</td>
<td></td>
<td>65.0% 50.6% 53.4%</td>
<td>271000 Petroleum oils and oils obtained from bituminous minerals and crude</td>
</tr>
<tr>
<td>Fresh food</td>
<td></td>
<td>16.0% 69.6% 61.6%</td>
<td>009111 Coffee, not roasted, not decaffeinated</td>
</tr>
<tr>
<td>Chemicals</td>
<td></td>
<td>6.6% 22.6% 23.5%</td>
<td>380401 Polyethylene, not mixed with any other substances</td>
</tr>
<tr>
<td>Unclassified products</td>
<td></td>
<td>4.6% 99.0% 99.0%</td>
<td>710812 Gold in unprepared forms non-precious</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td></td>
<td>3.8% 46.4% 48.3%</td>
<td>703201 PET resin</td>
</tr>
<tr>
<td>Processed food</td>
<td></td>
<td>2.9% 42.1% 43.1%</td>
<td>170300 Sugar confectionery nes (incl. white chocolate), not containing cocoa</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td></td>
<td>1.6% 24.6% 22.4%</td>
<td>282310 Carbohydrates, fats, oils and similar articles of plastics</td>
</tr>
<tr>
<td>Transport equipment</td>
<td></td>
<td>1.3% 44.6% 79.3%</td>
<td>870102 Automobiles w reciprocating piston engine displacement &gt; 150 to 3000 cc</td>
</tr>
<tr>
<td>Clothing</td>
<td></td>
<td>1.2% 31.6% 31.6%</td>
<td>693100 Textiles in the form of fabric woven or similar yarn fils or cloths</td>
</tr>
<tr>
<td>Wood products</td>
<td></td>
<td>1.2% 44.1% 42.0%</td>
<td>681100 Sanitary articles of paper, incl. sanitary 841000 Oil and fat products</td>
</tr>
<tr>
<td>Textiles</td>
<td></td>
<td>0.9% 24.5% 21.6%</td>
<td>682201 Paints, varnishes, lacquers, varnish line, reflective films</td>
</tr>
<tr>
<td>Electronic components</td>
<td></td>
<td>0.9% 49.6% 42.3%</td>
<td>857101 Lead-acid electric accumulators and related equipment</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td></td>
<td>0.7% 17.3% 10.3%</td>
<td>841311 Pumps, valves and related equipment</td>
</tr>
<tr>
<td>Leather products</td>
<td></td>
<td>0.5% 39.2% 43.6%</td>
<td>170811 Full grooms, unsplit and grain split, in the wet state</td>
</tr>
<tr>
<td>IT &amp; consumable electronics</td>
<td></td>
<td>0.1% 37.2% 53.6%</td>
<td>857321 Telephones for cellular networks, mobile telephones or for other similar use</td>
</tr>
</tbody>
</table>

Sources: [ITC Trade Competitiveness Map](https://www.itc.int/tcm/); HS codes refer to the revision 2007.

3.2.2 Sectoral Diversification in Products - Import

### Sectoral diversification in products for Colombia’s imports

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country’s imports 2000-2013</th>
<th>Share of top-3 detailed products (%) in sector’s imports</th>
<th>Sector leading imported product ISIC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2009-2013</td>
<td>2009-2013</td>
<td></td>
</tr>
<tr>
<td>Chemicals</td>
<td>13.3% 14.9% 16.6%</td>
<td>200400 Medicaments, exc. in dosage</td>
<td></td>
</tr>
<tr>
<td>Transport equipment</td>
<td>14.1% 56.2% 45.5%</td>
<td>840310 Automobiles w reciprocating piston engine displacement &gt; 150 to 3000 cc</td>
<td></td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>11.7% 14.3% 9.7%</td>
<td>846110 Taps, cocks, valves and similar appliances, exc.</td>
<td></td>
</tr>
<tr>
<td>IT &amp; consumable electronics</td>
<td>9.1% 42.1% 55.4%</td>
<td>851210 Telephones for cellular networks, mobile telephones or for other similar use</td>
<td></td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>9.0% 16.9% 14.2%</td>
<td>731410 Bars &amp; rods, iron, steel, &amp; for concrete pipe, &amp; other building products</td>
<td></td>
</tr>
<tr>
<td>Minerals</td>
<td>8.2% 89.3% 86.7%</td>
<td>742100 Other petroleum oils and preparations</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>6.1% 11.8% 12.6%</td>
<td>901800 Instruments and appliances, used in medical or veterinary sciences, exc.</td>
<td></td>
</tr>
<tr>
<td>Fresh food</td>
<td>5.7% 16.6% 16.0%</td>
<td>805350 Maize (corn) nes</td>
<td></td>
</tr>
<tr>
<td>Processed food</td>
<td>5.0% 35.7% 32.9%</td>
<td>224060 Soyabean oil-cake/soy. solid residues, whether or not g or pressed</td>
<td></td>
</tr>
<tr>
<td>Electronic components</td>
<td>3.4% 13.5% 13.0%</td>
<td>855440 Static converters, exc.</td>
<td></td>
</tr>
<tr>
<td>Textiles</td>
<td>2.6% 14.6% 12.1%</td>
<td>520140 Denim fabrics of cotton, not more than 200 g/m²</td>
<td></td>
</tr>
<tr>
<td>Wood products</td>
<td>2.0% 22.1% 17.4%</td>
<td>470310 Chemical wood pulp, soda or sulphate coniferous semi-bleached wood</td>
<td></td>
</tr>
<tr>
<td>Clothing</td>
<td>1.2% 19.1% 16.8%</td>
<td>692310 Membranes, textiles, and sheets, of cotton, not listened</td>
<td></td>
</tr>
<tr>
<td>Leather products</td>
<td>1.1% 54.4% 50.7%</td>
<td>644100 Footwear, boots, or outer soles of rubber/plastics/leather or other</td>
<td></td>
</tr>
<tr>
<td>Unclassified products</td>
<td>0.3% 100.0% 100.0%</td>
<td>900900 Commodities not elsewhere specified</td>
<td></td>
</tr>
</tbody>
</table>

Sources: [ITC Trade Competitiveness Map](https://www.itc.int/tcm/); HS codes refer to the revision 2007.

Please be cautious: figures may not reflect the most recent data.
### 3.2.3 Sectoral Diversification in Destinations - Export

<table>
<thead>
<tr>
<th>Sector</th>
<th>Sector’s export growth in value (% p.a.) 2009-2013</th>
<th>Share of top 3 importing countries in sector’s exports 2009</th>
<th>Share of top 3 importing countries in sector’s exports 2013</th>
<th>List of the top 3 importing countries</th>
<th>List of the top 3 importing countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>25.1 %</td>
<td>60.5 %</td>
<td>62.3 %</td>
<td>United States of America ; Netherlands ; China</td>
<td>United States of America ; China ; India</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>30.6 %</td>
<td>64.7 %</td>
<td>66.4 %</td>
<td>Ecuador ; Venezuela ; United States of America</td>
<td>Mexico ; Argentina ; Ecuador</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>8.6 %</td>
<td>50.6 %</td>
<td>58.1 %</td>
<td>United States of America ; Switzerland ; Italy</td>
<td>United States of America ; Switzerland ; India</td>
</tr>
<tr>
<td>Chemicals</td>
<td>7.9 %</td>
<td>43.4 %</td>
<td>45.7 %</td>
<td>Venezuela ; Ecuador ; Peru</td>
<td>Brazil ; Ecuador ; Peru</td>
</tr>
<tr>
<td>IT &amp; consumable electronics</td>
<td>3.1 %</td>
<td>73.8 %</td>
<td>75.7 %</td>
<td>United States of America ; Mexico ; Venezuela</td>
<td>United States of America ; Netherlands ; Mexico</td>
</tr>
<tr>
<td>Fresh food</td>
<td>2.9 %</td>
<td>62.3 %</td>
<td>68.3 %</td>
<td>United States of America ; Venezuela ; Belgium</td>
<td>United States of America ; Venezuela ; Belgium</td>
</tr>
<tr>
<td>Processed food</td>
<td>2.6 %</td>
<td>39.5 %</td>
<td>38.7 %</td>
<td>Venezuela ; United States of America ; Peru</td>
<td>Venezuela ; United States of America ; Peru</td>
</tr>
<tr>
<td>Clothing</td>
<td>6.9 %</td>
<td>75.6 %</td>
<td>68.1 %</td>
<td>Venezuela ; United States of America ; Mexico</td>
<td>United States of America ; Ecuador ; Venezuela</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>-3.3 %</td>
<td>57.9 %</td>
<td>41.3 %</td>
<td>Venezuela ; United States of America ; Ecuador ; Peru</td>
<td>Ecuador ; United States of America ; Peru</td>
</tr>
<tr>
<td>Wood products</td>
<td>-8.7 %</td>
<td>72.5 %</td>
<td>62.2 %</td>
<td>Venezuela ; Ecuador ; Peru ; Ecuador ; Venezuela</td>
<td>Russia ; United States of America ; China</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>1.9 %</td>
<td>51.9 %</td>
<td>47.7 %</td>
<td>China ; United States of America ; Venezuela</td>
<td>China ; United States of America ; Venezuela</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>-2.4 %</td>
<td>60.3 %</td>
<td>49.1 %</td>
<td>Venezuela ; United States of America ; Ecuador</td>
<td>Venezuela ; United States of America ; Ecuador</td>
</tr>
<tr>
<td>Leather products</td>
<td>-2.5 %</td>
<td>74.2 %</td>
<td>49.3 %</td>
<td>Venezuela ; United States of America ; Italy</td>
<td>United States of America ; China ; Italy</td>
</tr>
<tr>
<td>Electronic components</td>
<td>-3.7 %</td>
<td>63.8 %</td>
<td>58.5 %</td>
<td>Venezuela ; Ecuador ; Peru ; Ecuador ; Peru</td>
<td>Venezuela ; United States of America ; Brazil</td>
</tr>
<tr>
<td>Textiles</td>
<td>-11.8 %</td>
<td>80.1 %</td>
<td>67.7 %</td>
<td>Venezuela ; Ecuador ; Mexico</td>
<td>Ecuador ; United States of America ; China ; Venezuela</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>14.4 %</td>
<td>49.0 %</td>
<td>48.7 %</td>
<td>Argentina ; United States of America ; Bolivia</td>
<td>United States of America ; Bolivia ; Argentina</td>
</tr>
<tr>
<td>Textiles</td>
<td>15.6 %</td>
<td>44.3 %</td>
<td>56.4 %</td>
<td>China ; United States of America ; India</td>
<td>China ; India ; United States of America</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>11.5 %</td>
<td>20.2 %</td>
<td>21.5 %</td>
<td>United States of America ; China ; Brazil</td>
<td>United States of America ; Brazil</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Report

### 3.2.4 Sectoral Diversification in Destinations - Import

<table>
<thead>
<tr>
<th>Sector</th>
<th>Sector’s import growth in value (% p.a.) 2009-2013</th>
<th>Share of top 3 supplying countries in sector’s imports 2009</th>
<th>Share of top 3 supplying countries in sector’s imports 2013</th>
<th>List of the top 3 supplying countries</th>
<th>List of the top 3 supplying countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>48.5 %</td>
<td>82.7 %</td>
<td>90.9 %</td>
<td>United States of America ; Trinidad and Tobago ; Venezuela</td>
<td>United States of America ; Mexico ; Trinidad and Tobago</td>
</tr>
<tr>
<td>Clothing</td>
<td>29.2 %</td>
<td>61.7 %</td>
<td>63.0 %</td>
<td>China ; Spain ; Peru</td>
<td>China ; Viet Nam ; United States of America</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>24.8 %</td>
<td>75.9 %</td>
<td>86.9 %</td>
<td>India ; China ; Japan</td>
<td>India ; China ; Taiwan, Province of China</td>
</tr>
<tr>
<td>IT &amp; consumable electronics</td>
<td>19.9 %</td>
<td>75.2 %</td>
<td>82.7 %</td>
<td>China ; Mexico ; United States of America</td>
<td>China ; Mexico ; United States of America</td>
</tr>
<tr>
<td>Leather products</td>
<td>19.8 %</td>
<td>75.6 %</td>
<td>78.8 %</td>
<td>China ; Panama ; Ecuador</td>
<td>China ; Viet Nam ; Brazil</td>
</tr>
<tr>
<td>Processed food</td>
<td>15.9 %</td>
<td>49.0 %</td>
<td>48.7 %</td>
<td>Argentina ; United States of America ; Bolivia</td>
<td>United States of America ; Argentina</td>
</tr>
<tr>
<td>Textiles</td>
<td>15.6 %</td>
<td>44.3 %</td>
<td>56.4 %</td>
<td>China ; United States of America ; India</td>
<td>China ; India ; United States of America</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>14.4 %</td>
<td>39.3 %</td>
<td>50.3 %</td>
<td>United States of America ; China ; Brazil</td>
<td>United States of America ; Brazil</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Report
3.2.5 Sectors by World Demand - Export

Growth of national supply and international demand for the products exported by Colombia in 2013

Losers in growing sectors
27 - Mineral fuels, oils, distillation products, etc.
15 - Animal, vegetable fats and oils, cleavage products, etc.
71 - Pearls, precious stones, metals, coins, etc.
90 - Coffee, tea, mate and spices
85 - Electrical, electronic equipment
86 - Plastics and articles thereof
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
88 - Aircraft, spacecraft, and parts thereof
83 - Paper and paperboard, articles of pulp, paper and board
62 - Articles of apparel, accessories, not knit or crochet

Winners in growing sectors
99 - Commodities not elsewhere specified
23 - Residues, wastes of food industry, animal fodder and other waste materials, etc.
40 - Rubber and articles thereof
10 - Cereals
33 - Essential oils, perfumes, cosmetics, toiletries
31 - Fertilizers
73 - Articles of iron or steel
59 - Plastics and articles thereof
58 - Miscellaneous chemical products
85 - Electrical, electronic equipment
30 - Pharmaceutical products
29 - Organic chemicals
48 - Paper and paperboard, articles of pulp, paper and board
71 - Pearls, precious stones, metals, coins, etc.
90 - Coffee, tea, mate and spices
40 - Rubber and articles thereof
58 - Miscellaneous chemical products
30 - Pharmaceutical products
10 - Cereals
33 - Essential oils, perfumes, cosmetics, toiletries
73 - Articles of iron or steel
59 - Plastics and articles thereof
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
72 - Iron and steel
70 - Copper and articles thereof

Scale: 7,000 USD million

Annual growth of world imports between 2009-2013, %

3.2.6 Sectors by World Demand - Import

Growth of national demand and international supply for the products imported by Colombia in 2013

Losers in declining sectors
89 - Aircraft, spacecraft, and parts thereof
16 - Articles of apparel, accessories, not knit or crochet
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
58 - Miscellaneous chemical products
30 - Pharmaceutical products
73 - Articles of iron or steel
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
88 - Aircraft, spacecraft, and parts thereof
83 - Paper and paperboard, articles of pulp, paper and board
62 - Articles of apparel, accessories, not knit or crochet

Winners in declining sectors
99 - Commodities not elsewhere specified
23 - Residues, wastes of food industry, animal fodder and other waste materials, etc.
40 - Rubber and articles thereof
10 - Cereals
33 - Essential oils, perfumes, cosmetics, toiletries
31 - Fertilizers
73 - Articles of iron or steel
59 - Plastics and articles thereof
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
72 - Iron and steel
70 - Copper and articles thereof
84 - Machinery, nuclear reactors, boilers, etc.
88 - Aircraft, spacecraft, and parts thereof
83 - Paper and paperboard, articles of pulp, paper and board
62 - Articles of apparel, accessories, not knit or crochet

Scale: 1,000 USD million

Annual growth of world exports between 2009-2013, %

The country imports have increased
The country exports have increased

ITC by country - Colombia
3.2.7 Trade Performance Index

Trade Performance Index of Colombia

Minerals (US$ 39206 m.)
Fresh food (US$ 2236 m.)
Chemicals (US$ 3776 m.)
Basic manufactures (US$ 1688 m.)
Processed food (US$ 1461 m.)
Transport equipment (US$ 832 m.)
Miscellaneous manufacturing (US$ 769 m.)
Clothing (US$ 616 m.)
Wood products (US$ 596 m.)
Electronic components (US$ 463 m.)
Non-electronic machinery (US$ 493 m.)
Textiles (US$ 365 m.)
Leather products (US$ 262 m.)
IT & consumable electronics (US$ 60 m.)

Source: ITC Trade Competitiveness Map
Note: The figures displayed on the bars correspond to the country’s global rankings among other countries that export the same category of products. The current index and change in market share index are the world country ranking for the sector under review.
Only sectors with more than 1 US$ million exports are considered.
## 4. Trade Strategy and Policy

### 4.1 Trade and Development Strategies

<table>
<thead>
<tr>
<th>Year</th>
<th>Strategy name</th>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>Plan Nacional de Desarrollo&lt;br&gt;The National Development Plan aims at increasing sustainable development and competitiveness in...</td>
<td>Software and ICT Services, Business Process Outsourcing and Offshoring, Health and...</td>
</tr>
<tr>
<td>2011</td>
<td>Plan Sectoral de Turismo&lt;br&gt;The Plan for Tourism builds on the previous priorities set for the...</td>
<td>Tourism</td>
</tr>
<tr>
<td>2008</td>
<td>Plan Estratégico Exportador para la Region Bogotá-Cundinamarca 2007-2019&lt;br&gt;The Strategic Export Plan for the Bogota-Cundinamarca region is aligned with previous...</td>
<td>Food Industry, Beverage Industry, Floriculture, Fruits and Vegetables, Graphic Communication Industry,...</td>
</tr>
<tr>
<td>2007</td>
<td>UNDAF Colombia 2008-2012&lt;br&gt;The UNDAF frames the assistance of the United Nations System to Colombia...</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>Plan Nacional de Desarrollo Minero&lt;br&gt;The plan provides an overview of the current situation of the mining...</td>
<td>Coal, Gold, Ferronickel, Platinum, Emeralds, Construction Materials, Mining Products for Fertilizers</td>
</tr>
<tr>
<td>2005</td>
<td>Vision Colombia 2019&lt;br&gt;The Colombia National Vision 2019 is organized around two major principles: 1)...</td>
<td></td>
</tr>
<tr>
<td>2001</td>
<td>Plan Estratégico Exportador para la Region Cundinamarca 2001&lt;br&gt;The plan is aligned with the Colombian National Export Plan 1999-2009 and...</td>
<td>Vegetables, Tubers, Fruits, Spices and Aromatic Herbs, Livestock, Dairy Products, Milling...</td>
</tr>
<tr>
<td>2000</td>
<td>Plan Nacional de Desarrollo Forestal&lt;br&gt;The plan aims at developing in a sustainable way the forestry sector...</td>
<td>Forestry</td>
</tr>
<tr>
<td>1999</td>
<td>Plan Estratégico Exportador&lt;br&gt;The plan outlines the core national priorities and goals for the 1999-2009...</td>
<td></td>
</tr>
</tbody>
</table>
4.2 Domestic and Foreign Market Access

Overview: Trade Policy and Business Environment

The Republic of Colombia is classified as an upper middle income country. According to the World Economic Forum (WEF) Enabling Trade Index (2012), which measures institutions, policies and services to facilitate trade in countries, the country was ranked 89th out of 132. The liberalization of foreign trade has been the cornerstone of its economic reforms that began in 1990. Tariffs were drastically reduced and imports were liberalized to a large extent. Even now, Colombia has continued steering its trade policy towards greater openness, setting its sights on closer integration with Latin America and the Caribbean, as well as with the rest of the world, through the negotiation of preferential agreements to increase external trade and foreign investment flows. However, loose regulations, uncertainty about market access, among others, and the inadequacy of infrastructure hinder the country from developing foreign trade and transiting from a traditional trade pattern of exporting value-added goods and importing raw materials and commodities.

WEF, 2012, Global Enabling Trade Report
Bertelsmann Stiftung, 2012, Country Report (Colombia)

<table>
<thead>
<tr>
<th>INDICATOR, UNITS</th>
<th>RANK/132</th>
<th>SCORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Market Access</td>
<td>The pillar assesses the level and complexity of a country’s tariff protection as a result of its trade policy. This component includes the effective trade-weighted average tariff applied by a country, the share of goods imported duty free and the complexity of the tariff regime, measured through tariff variance, the prevalence of tariff peaks and specific tariffs, and the number of distinct tariffs.</td>
<td>36</td>
</tr>
<tr>
<td>Foreign Market Access</td>
<td>The pillar assesses tariff barriers faced by a country’s exporters in destination markets. It includes the average tariffs faced by the country as well as the margin of preference in destination markets negotiated through bilateral or regional trade agreements or granted in the form of trade preferences.</td>
<td>18</td>
</tr>
<tr>
<td>Tariff rate (%)</td>
<td>This indicator is calculated as a trade-weighted average of all the applied tariff rates, including preferential rates that a country applies to the rest of the world. The weights are the trade patterns of the importing country’s reference group (2012 data). An applied tariff is a customs duty that is levied on imports of merchandise goods.</td>
<td>79</td>
</tr>
<tr>
<td>Complexity of tariffs , index 1-7 (best)</td>
<td>This indicator is calculated as the average of the following indicators: Tariff dispersion, Specific tariffs and Number of distinct tariffs. See description of each individual indicator for more details. Prior to averaging, values for each indicator were transformed to a 1–7 score, using the min-max method.</td>
<td>36</td>
</tr>
<tr>
<td>Tariffs dispersion (standard deviation)</td>
<td>This indicator reflects differences in tariffs across product categories in a country’s tariff structure. The variance is calculated across all the tariffs on imported merchandise goods, at the 6-digit level of the Harmonized Schedule.</td>
<td>52</td>
</tr>
<tr>
<td>Tariffs peaks (%)</td>
<td>This indicator is the ratio of the number of tariff lines exceeding three times the average domestic tariff (across all products) to the MFN (most-favoured nation) tariff schedule. The tariff schedule is equal to the total number of tariff lines for each country. These tariffs are revised on a yearly basis.</td>
<td>56</td>
</tr>
<tr>
<td>Specific tariffs (%)</td>
<td>This indicator is the ratio of the number of Harmonized System (HS) tariff lines, with at least one specific tariff, to the total number of HS tariff lines. A specific tariff is a tariff rate charged on fixed amount per quantity (as opposed to ad valorem)</td>
<td>1</td>
</tr>
<tr>
<td>Number of distinct tariffs</td>
<td>This indicator reflects the number of distinct tariff rates applied by a country to its imports across all sectors.</td>
<td>43</td>
</tr>
<tr>
<td>Share of duty-free imports (%)</td>
<td>Share of trade, excluding petroleum, that is imported free of tariff duties, taking into account MFN tariffs and preferential agreements. Tariff data is from 2013 or most recent year available and imports data is from 2012</td>
<td>77</td>
</tr>
<tr>
<td>Tariffs faced (%)</td>
<td>This indicator is calculated as the trade-weighted average of the applied tariff rates, including preferential rates that the rest of the world applies to each country. The weights are the trade patterns of the importing country’s reference group (2012 data). A tariff is a customs duty that is levied by the destination country on imports of merchandise goods.</td>
<td>15</td>
</tr>
</tbody>
</table>
Index of margin of preference in destination markets, 0-100 (best) This indicator measures the percentage by which particular imports from one country are subject to lower tariffs than the MFN rate. It is calculated as the average of two components: 1) the trade-weighted average difference between the MFN tariff and the most advantageous preferential duty (advantage score), and 2) the ratio of the advantage score to the trade-weighted average MFN tariff level. This allows capturing both the absolute and the relative margin of preference.

Source: WEF, 2014, Global Enabling Trade Report

Trade Policy and Market Access

Colombia has been a member of WTO since 1995, and in 2012 it applied a simple average MFN tariff of 8.8 per cent. The agricultural sector is relatively protected through differentiated tariffs. Together with Bolivia, Ecuador and Peru, Colombia was a founding member of the Andean Community (CAN). Colombia’s tariff policy is therefore defined according to the CAN framework and guidelines, and is aligned with the CAN Common External Tariff, with certain exceptions. In the framework of the Latin American Integration Association (LAIA), Colombia has signed agreements with Costa Rica, Chile, Cuba, Mexico, Nicaragua and Panama and the Bolivarian Republic of Venezuela, as well as with the member countries of the Caribbean Community, the Northern Triangle of Central America, and MERCOSUR. Colombia grants preferential treatment for all imports from Bolivia, Ecuador and Peru, provided they fulfil the CAN’s origin requirements, and imports from countries with which it has signed agreements in the LAIA framework.

WTO, 2012, Tariff profile (Colombia)

Standard Compliance and Other Relevant Import/Export Restrictions

The Colombian Technical Standards Institute is designated as the main standards development organization and the Superintendent of Industry and Commerce as the national accreditation organization. Colombia’s National Accreditation Organization serves for international recognition of the country’s conformity assessment certificates. Colombia also applies the Andean regional sanitary and phytosanitary (SPS) regulations, which are in line with the sub-regional integration process and – by incorporating the principles of the WTO’s SPS Agreement – international agricultural health requirements. Colombia also has participated with the other CAN countries in efforts to harmonize SPS regulations and SPS procedures in Andean intraregional and third country trade.

U.S. Department of State, 2013, Investment Climate Statement (Colombia)
4.3 Trade Facilitation

According to the World Bank’s Logistics Performance Index (LPI) (2012) which measures countries’ trade logistics efficiency, Colombia was ranked 64th out of 155 countries. Its overall performance is better than the averages of the Latin American and Caribbean region and upper middle income group. While Colombia excels in customs, logistics competence, and timeliness, it lags behind in tracking and tracing. The OECD Trade Facilitation Indicators (2013) also points out streamlining of procedures, involvement of the trade community and internal/external border agency cooperation as strengths of the Colombian trade facilitation indicators, whereas automation stands out as its weakness. According to the World Bank Doing Business Report (2013), trading across border is more difficult in Colombia than the regional average with respect to the cost. In order to export and import one standard container of goods, Colombia pays 60% more (USD 2,355 for export and USD 2,470 for import) than the average cost of Latin America and Caribbean region (USD 1,283 for export and USD 1,676 for import). Two thirds of the Colombian costs are due to inefficient inland transportation and handling. However, with respect to the time, exporting and importing the container takes 3 to 5 days less in Colombia (14 days for export and 13 days for import) than the regional average (17 days for export and 19 days for import).

Source: OECD, 2013, Trade Facilitation Indicators (Colombia)
World Bank, 2013, Doing Business 2014 (Colombia)
World Bank, 2012, Logistics Performance Index (LPI)

Logistics Performance Index – Evolution


Note: Source: World Bank, 2012
4.4 Business and Regulatory Environment

The World Bank Doing Business Report (2013) ranked Colombia 43rd out of 189 economies, which is 57 points higher than the regional rank. Among its 10 categories, Colombia’s level of investor protection is ranked 6th in the world. In order to protect investors, Colombia is party to the Multilateral Investment Guarantee Agency, the International Centre for Settlement of Investment Disputes and the Overseas Private Investment Corporation. Each of these agreements constitutes an important mechanism for the protection of foreign investment. Moreover, Colombia has negotiated or ratified up to 24 bilateral Agreements on the Reciprocal Promotion and Protection of Investments which aim to secure foreign investment by setting protection standards such as fair and equitable treatment, prohibition of unlawful expropriation, dispute resolution mechanisms such as state-investor international arbitration. Together with sound regulatory framework, Colombia widely liberalized its market to foreign investors. According to the United States Investment Climate Statement (2013) on Colombia, the country lifted controls on remittance of profits and capital, and allowed foreign investment in most sectors from the early 1990s. Liberalization has progressed furthest in telecommunications, accounting/auditing, energy, mining, and tourism, and to a lesser extent in legal services, insurance, distribution services, advertising, and data processing. However, its performance in enforcing contracts is poorly ranked at 155th. Foreign investors have found the arbitration process in Colombia complex and dilatory, especially with regards to the enforcement of awards. In October 2012 the new National and International Arbitration Statute entered into force. The Law is modeled after the United Nations Commission on International Trade Law and designed to provide a more complete and clear set of rules for national arbitration and international arbitration.

Source: Proexport Colombia, 2013, Legal Guide to Do Business In Colombia
U.S. Department of State, 2013, Investment Climate Statement (Colombia)
World Bank, 2013, Doing Business 2014 (Colombia)
Abstract

The Trade Treaties Map tool is a web-based system on multilateral trade treaties and instruments designed to assist trade support institutions (TSIs) and policymakers in optimizing their country's legal framework on international trade.

<table>
<thead>
<tr>
<th>Instrument ratified:</th>
<th>99 / 266 instruments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratification rate:</td>
<td>37.2%</td>
</tr>
<tr>
<td>Weighted score:</td>
<td>49/100</td>
</tr>
<tr>
<td>Ratification Rate Rank</td>
<td>87 / 193</td>
</tr>
<tr>
<td>Weighted Score Rank</td>
<td>86 / 193</td>
</tr>
<tr>
<td>In World:</td>
<td>South America</td>
</tr>
<tr>
<td>Ratification Rate Rank</td>
<td>7 / 10</td>
</tr>
<tr>
<td>Weighted Score Rank</td>
<td>7 / 10</td>
</tr>
<tr>
<td>In Development level:</td>
<td>Developing country</td>
</tr>
<tr>
<td>Ratification Rate Rank</td>
<td>37 / 88</td>
</tr>
<tr>
<td>Weighted Score Rank</td>
<td>36 / 88</td>
</tr>
</tbody>
</table>

Graph

Presents a visual illustration breaking down a country's ratification level according to various categories and compares it to the world average.

Instruments ratified

Click here for a full list and more details about these multi-lateral trade instruments.
4.5 Infrastructure

The World Economic Forum Global Competitiveness Report (2013) ranked the quality of overall infrastructure of Colombia 92nd out of 148 countries. The qualities of roads, railroad infrastructure, and port infrastructure were found to be the most problematic, ranked at 130th. Colombia is split by the Andes into three chains and its Pacific coast is obstructed by jungle. These geographical characteristics make it difficult to build transport infrastructure as the average cost of building a kilometer of road in Colombia in the Andes (USD 10 million) is significantly higher than in the US (USD 2.25 million) or Europe (USD 2.6 million). Moreover, existing infrastructure is in poor condition. Colombia has paved only 15 per cent of its roads and has just 1,000 kilometers of dual-lane divided highways, leading to the second-fewest vehicles per person in South America. It also has 900 kilometers of railroads and is yet to develop river navigation to transport goods on a large-scale. In addition to poor conditions to establish or improve the transport infrastructure, the supply of trans-border transportation services is limited. Foreign companies can only provide multimodal freight services within or from Colombian territory if they have a domiciled agent or representative legally responsible for its activities in Colombia. International cabotage companies can provide cabotage services (i.e. between two points within Colombia) “only when there is no national capacity to provide the service” according to Colombian law. Cargo reserve requirements in transport have remained for foreign vessels of those nations that impose reserve requirements on Colombian vessels.

Source:
- WEF, 2013, Global Competitiveness Report 2013-14
- BTL, 2012, Country Report (Colombia)
- BBVA Research, 2012, Economic Watch (Colombia)
- The Economist, 2013, Taking the Slow Road – Infrastructure in Colombia

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
<th>Rank/148</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of overall infrastructure</td>
<td>3.52</td>
<td>84</td>
</tr>
<tr>
<td>Quality of roads</td>
<td>2.59</td>
<td>121</td>
</tr>
<tr>
<td>Quality of railroad infrastructure</td>
<td>1.45</td>
<td>103</td>
</tr>
<tr>
<td>Quality of port infrastructure</td>
<td>3.47</td>
<td>101</td>
</tr>
<tr>
<td>Quality of air transport infrastructure</td>
<td>3.99</td>
<td>90</td>
</tr>
<tr>
<td>Individuals using Internet (%)</td>
<td>102.85</td>
<td>81</td>
</tr>
<tr>
<td>Mobile telephone subscriptions/100 pop</td>
<td>48.98</td>
<td>62</td>
</tr>
<tr>
<td>Fixed broadband Internet subscriptions/100 pop</td>
<td>8.16</td>
<td>65</td>
</tr>
</tbody>
</table>

5. ITC and the Country/Territory

5.1 ITC Projects

5.1.1 Current projects

ITC programme on non-tariff measures (NTMs) – phase II

5.1.2 Recent projects

No Recent Projects Found!
5.2 Events

5.2.1 Upcoming events
No data

5.2.2 Recent events
No data
5.3 ITC Contacts

Matias URRUTIGOITY
Senior Trade Promotion Officer
+41 22 730 0436
urrutigoity@intracen.org

Claudia URIBE PINEDA
Chief, Office for Latin America and the Caribbean
+41 22 730 0521
uribe@intracen.org
6. Trade Information Sources and Contacts

6.1 Trade Information Sources

This section provides a list of country specific print and online publications on trade-related topics, including both ITC and external sources.

6.1.1 ITC publications

**The Andean Community, Mercosur & Chile: Sub-Regional Trade and Investment Opportunities in Essential Drugs**

[No Image Available]

**Keys to Online Trade Information in Emerging Markets**

[No Image Available]

Directory of selected online trade information sources with national, international and regional coverage with a particular focus on emerging markets such as China, Croatia, Georgia, Hong Kong, Hungary, India, Iran,...
Etude sur la soie 2001: Examen des tendances internationales de la production et du commerce. - 6ème ed

Etude mondiale de la production et du commerce de la soie, fil de soie, tissus et vêtements en soie - donne une vue d'ensemble de la production, du commerce international,...

Read more

Latinpharma 2003 (Report)

Read more

Colombia : Proexport's Actions, Services for Entrepreneurs

Paper presented at ITC Executive Forum : "Export of Services : Hype or High Potential? Implications for Strategy-Makers", Montreux, Switzerland, 5-8 October, 2005 - focuses on the instruments that...

Read more
International Trade of Professional Services and the Andean Community

Paper presented at ITC Executive Forum: "Export of Services: Hype or High Potential? Implications for Strategy-Makers", Montreux, Switzerland, 5-8 October, 2005 - focuses on agreement of integration...

Read more

Mercado Común Centroamericano, Comunidad Andina, Mercosur y Chile: LatinPharma 2005

The Andean Community: Statistical Indicators for Identifying Intra-regional Export Potential

Read more
Colombia: Estudio de Oferta y Demanda del Sector de Productos Naturales

Estudio sobre el mercado de productos naturales en Colombia - analiza las características de las empresas del sector, la cadena de producción, el comercio exterior, las normas de calidad, y...

Read more

Export Promotion and the WTO: A Brief Guide

Study looking at export promotion schemes which are consistent with international rules on subsidies, and are most frequently used by developing countries - examines the rules contained in the WTO...

Read more

Le financement des exportations

Manuel de financement des exportations en ce qui concerne tout particulièrement les pays en voie de développement dans le contexte de leurs efforts de promotion des exportations - traite le...

Read more
Financiación de las exportaciones

Manual de financiación de las exportaciones, consagrado especialmente a los países en desarrollo en relación con sus actividades de promoción de las exportaciones - se examina la función y la...

Gestión de la Calidad de Exportación : Libro de Respuestas para Pequeños y Medianos Exportadores. - [Colombia]

Las preguntas y respuestas sobre todos los aspectos de la gestión y el control de la calidad dirigidas a los exportadores - cubren los reglamentos técnicos y las normas, la...

Environmentally-Responsible Management of Packaging Waste in Colombia

Read more
Gestion des déchets d'emballage respectueuse de l'environnement en Colombie

Manejo ambiental de residuos de envases y embalajes en Colombia

Quality First

Estudio de mercado sobre el sector farmacéutico en Colombia - analiza la estructura de la industria farmacéutica, su capacidad de producción, la demanda interna y las exportaciones; ofrece información sobre...


Survey of world production and trade of silk, silk yarn, silk fabrics and silk clothing - provides overview of production, international trade, consumption, generic promotion of raw silk and various...

The Andean Community, Mercosur and Chile: Sub-Regional Trade Opportunities
Colombia: Estudio de Oferta y Demanda del Sector Farmacéutico y Productos Naturales

Estudio de mercado sobre el sector farmacéutico y los productos naturales en Colombia - analiza la estructura de la industria farmacéutica, su capacidad de producción, la demanda interna y las...

Colombia : Confirming Value : Export Strategy Performance Measurement

Paper presented at ITC Executive Forum : 'Managing Competitive Advantage: The Values of National Strategy', Montreux, Switzerland, 25-28 September, 2002 - addresses Colombia’s Proexport experience in designing and implementing management...

Colombia : La Red Nacional para la Estrategia de Exportaciones : En qué Debe Concentrarse? y Qué Servicios Debe Ofrecer a la Comunidad Empresarial?

Ponencia preparada por el equipo nacional de Colombia, presentada al foro ejecutivo regional del CCI : 'Estrategia de Exportación en un Contexto Empresarial en Mutación', Santa Cruz de la...

6.1.2 Selected printed information sources

- 2004 Perfiles de mercado para productos bolivianos en los mercados de Argentina, Brasil, Chile, Colombia, Ecuador, México, Paraguay, Perú, Uruguay y Venezuela
- 2011 Noticias - Proexport
- 2009 Colombia. Cotton Products
2009 EL Mercado de Colombia para Productos Bolivianos
2006 Trends in Audiovisual Markets: Regional Perspectives from the South
2000 - Claessens S; Jansen M, eds. Internationalization of Financial Services: Issues and Lessons for Developing Countries
1997 - Josling T Agricultural Trade Policies in the Andean Group: Issues and Options
2011 Informe al congreso de la republica
1997 - Roberts M J; Tybout J R What Makes Exports Boom?
1992 Environmental Market Conditions and Business Opportunities in Key Latin American Countries
2006 - Bown, Chad P The World Trade Organization and Antidumping in Developing Countries
2006 U.S.-Colombia Trade Promotion Agreement: Potential Economy-wide and Selected Sectoral Effects
2010 Integrating Developing Countries' SMEs into Global Value Chains
2008 Plan Nacional de Tecnologías de la Información y las Comunicaciones
2006 Tropical Flowers and Foliage: Market Scan in the European Union
2007 Case Studies Highlighting the Gendered Dynamic around Agriculture, Trade and Food Sovereignty = Estudios de Casos que Destacan la Dinámica de Género en Torno a la Agricultura, el Comercio y la Soberanía Alimentaria = Des études de cas soulignant la dynamique d'après le genre autour de la suveraineté alimentaire, de l'agriculture, et du commerce
2010 - Capling A; Low P, eds. Governments, Non-State Actors and Trade Policy-Making: Negotiating Preferentially or Multilaterally
2010 - Volpe Martinucus C Odyssey in International Markets: An Assessment of the Effectiveness of Export Promotion in Latin America and the Caribbean
2009 Textile and Apparel Industry in Colombia
2010 Software and IT Services Industry in Colombia
2006 Sustainable Trade and Poverty Reduction: New Approaches to Integrated Policy Making at the National Level
2005 Biocambio en la Subregión Andina: Oportunidades para el Desarrollo
2008 Sector del aceite de oliva en Colombia
2009 Colombia. Building Materials Industry
2012 Colombia: Coffee Annual
2008 Perfil de la Industria Paraguaya de Software
2009 Characteristics of Malaysia's Animal Feed Market
2014 Perspectives on Global Development 2014: Boosting Productivity to Meet the Middle-Income Challenge
2010 Mobilizing Aid for Trade for SPS-Related Technical Cooperation in the Greater Mekong Sub-Region
2010 Leather Garments in the EU
2006 Overview of the Current State of Organic Agriculture in Kenya, Uganda and the Republic of Tanzania and the Opportunities for Regional Harmonization
2007 Export Diversification and Value Addition for Human Development: Addressing the Impact of the Agreement on Textiles and Clothing Expiration on Cambodia
2006 - Ruffing, Lorraine Deepening Development Through Business Linkages
2012 OECD Economic Surveys: Chile
2005 - Magder, D Egypt after the Multi-Fiber Arrangement: Global Apparel and Textile Supply Chains as a Route for Industrial Upgrading
2006 Bangladesh: Furniture Export Market Sector Brief
2006 - Boutou, Olivier Management de la sécurité des aliments : De l'HACCP à l'ISO 22000
2006 Trading up: Economic Perspectives on Development Issues in the Multilateral Trading System
2004 Perfiles de mercado para productos bolivianos en los mercados de Argentina, Brasil, Chile, Colombia, Ecuador, México, Paraguay, Perú, Uruguay y Venezuela
2010 Vietnam: Oilseeds and Products
2007 Organic Farming in the Czech Republic: 2007 Yearbook
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- Federación Nacional de Cultivadores de Palma de Aceite
- Colombian Yellow Pages
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- Buletín Virtual Business.col
- Colombia. Cámara de Comercio de Bucaramanga
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- Asociación Latinoamericana de Integración (ALADI)
- Asociación Colombiana de Exportadores de Flores (ASOCOLFLORES)
- Fideicomiso de Promoción de Exportaciones (PROEXPORT)
- Colombia. Ministerio del Medio Ambiente, Vivienda y Desarrollo Territorial
- Asociación Colombiana de Medianas y Pequeñas Industrias (ACOPI)
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- Colombia. Asociación Nacional de Instituciones Financieras (ANIF)
- Colombia. Asociación Nacional de Industriales (ANDI)
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- Comisión Panamericana de Normas Técnicas (COPANT)
- Colombia Trade News
- Colombia. Cámara de Comercio de Bogotá
- Cueronet
- Corporación de Exportadores de El Salvador (COEXPORT)
- Macau Trade and Investment Promotion Institute (IPIM)
- Malta External Trade Corporation (METCO)
- Mauritius Chamber of Commerce and Industry (MCCI)
- Instituto Nacional de Estadística, Geografía e Informática (INEGI)
- Banco Nacional De Comercio Exterior (BANCOMEXT)
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• Trade Development Authority of Pakistan (TDAP)
• Lahore Chamber of Commerce & Industry (LCCI)
• Seckin Net
• Turkey. Undersecretariat of Foreign Trade
## 6.2 Trade Contacts

<table>
<thead>
<tr>
<th>Official Name</th>
<th>Address</th>
<th>City</th>
<th>Phone Number</th>
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<td>Artesanías de Colombia</td>
<td>(Office and Home Store) Las Aguas, Carrera 2 No. 18A-58</td>
<td>Bogotá</td>
<td>+571 286 1766</td>
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<td>Asociación Colombiana de las Micro, Pequeñas y Medianas Empresas - ACOPI</td>
<td>Carrera 15 No 36-70</td>
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<td>57 1 320 47 83/84/85</td>
<td></td>
<td><a href="mailto:comunicaciones@acopi.org.co">comunicaciones@acopi.org.co</a></td>
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<td>57 1 5331048</td>
<td><a href="mailto:comunicaciones@digaredesign.com">comunicaciones@digaredesign.com</a></td>
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<td>Piel Acida</td>
<td>Calle 163A No 16c-65</td>
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<td>57 1 6714240</td>
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<td>Carrera 22 Nº 80-25 Int. 80-57</td>
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<td><a href="mailto:info@prodisenet.com">info@prodisenet.com</a></td>
<td><a href="http://www.rldisiono.com/">http://www.rldisiono.com/</a></td>
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<tr>
<td>Asociación Centro Colombiano del Empaque</td>
<td>Calle 28 -nr. 13A-53</td>
<td>Bogota</td>
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<td><a href="mailto:asopack@latino.net.co">asopack@latino.net.co</a></td>
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<tr>
<td>Centro Tecnológico del Empaque, Embalaje y Transporte</td>
<td>Calle 73 Vía 40 - 260</td>
<td>Barranquilla</td>
<td>57 5 3530270</td>
<td>57 5 3534955</td>
<td><a href="mailto:info@cenpack.com">info@cenpack.com</a></td>
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<td>Cámara de Comercio de Medellín Departamento de Comercio</td>
<td>Carrera 46 52-82 Avenida Oriental</td>
<td>Medellin</td>
<td>+57 4 5116111 Ext.109 y 229</td>
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<td><a href="mailto:camaravirtual@camaramed.org.co">camaravirtual@camaramed.org.co</a></td>
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<td>57 1 340 61 55</td>
<td>57 1 340 52 63</td>
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