

Total exports from January to December 2016

Number 97

## Total Exports

**-5,8%**

Growth 2015/2016

**771**

Million USD/FOB

Participation in the  
Colombian

**2,5%**

## Exports excluding petroleum and its derivatives

**4,6%**

Growth 2015/2016

**237**

Million USD/FOB

**1,1%**

## Export destinations

### North America

Participation 46,0% | Growth 19,3%

Exporters 141

### Europe

Participation 21,7% | Growth -11,7%

Exporters 51

### South America

Participation 15,9%  
Growth -0,6%

Exporters 160

### Central America

Participation 10,9%  
Growth -39,0%

Exporters 159

### Asia

Participación 5,1%  
Growth 39,7%

Exporters 23

### África

Participation 0,2%  
Growth -95,7%

Exporters 8

### Oceania

Participation 0,03%  
Growth -46,8%

Exporters 6

## Destination Countries

**95**

## Export Companies

**375**

## Tariff Position

**669**

Main chapters excluding  
coffee and petroleum

USD/FOB  
(Millions)

Variation  
2015/2016

Exporter  
Companies

Main Products

Main Destinations

Cocoa 16,1 -22,7% 9

-Other raw or whole 100%

-Malaysia 24,1%  
-Spain 22,8%

Tobacco 16,0 -8,4% 7

-Blond stripped tobacco 73,3%  
-Blond tobacco cigarettes 20,1%

-Chile 62,8%  
-Aruba 17,5%

Machine 13,4 20,6% 55

-Coffee bean sheller and pulper 22,4%  
-Machine parts 10,4%

-Ecuador 19,1%  
-Guatemala 11,4%

Plastic and rubber 11,6 47,6% 26

-Tubes and pipe fittings 56,4%  
-Other covers and shut-off devices 27,0%

-Peru 63,9%  
-Ecuador 8,8%

Fat and vegetable oil 9,5 44,8% 4

-Crude palm kernel oil 57,1%  
-Crude palm oil 36,8%

-Spain 63,8%  
-Netherlands 30,1%

Footwear 4,1 5,3% 113

-Footwear with plastic sole and natural leather 69,0%  
-Other footwear with plastic upper part 13,0%

-Panama 42,6%  
-Ecuador 23,4%

Clothing 4,0 24,6% 38

-Cotton clothes for babies 24,7%  
-Cotton dresses for women and girls 16,2%

-United States 53,4%  
-United Kingdom 14,9%

Edible fruit 3,1 -7,1% 27

-Tahiti lime 84,1%  
-Fresh avocados 5,7%

-United States 45,4%  
-Ecuador 18,6%

Hides and leathers 3,1 14,4% 4

-Undivided full grain leathers and hides 95,0%  
-Leathers and hides divided with grain 2,9%

-China 66,8%  
-Spain 13,7%

Meat 2,9 -53,4% 5

-Other frozen and boneless bovine meat 74,3%  
-Other boneless meat 15,5%

-Russia 65,9%  
-Jordania 20,8%

Gold 2,4 138,9% 10

-Platinum jewelry on common metal 73,3%  
-Non-alloy silver ingots 17,0%

-Chile 48,0%  
-Panama 27,9%

Auto parts 2,4 -45,6% 10

-Parts and accessories for vehicles 83,1%  
-Parts for drive shaft transmissions 9,9%

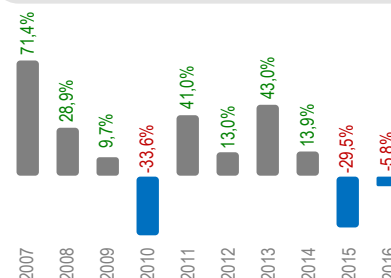
-Ecuador 56,5%  
-Venezuela 14,3%

Live animals 2,2 - 3

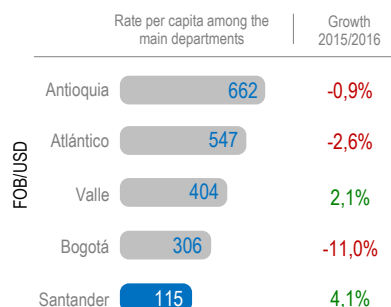
-Other male domestic live bovines 100%

-Libano 100%

## EXPORTS GROWTH TOTAL IN SANTANDER



## EXPORTS EXCLUDING PETROLEUM AND ITS DERIVATIVES



## MAIN RESULTS

■ Exports in 2016 left incomes of 31 thousand million dollars to the country with a reduction of 13% in comparison with 2015.

■ In the case of Santander, total exports decreased 5,8%, but the ones related with oil products increased 4,6%.

■ The department focused its merchandising on regions such as North America, Europe and South America in order of importance, reaching a total of 95 countries in the world with 669 types of products.

■ Assets, such as cocoa, tobacco, machine parts, plastic and rubber, mainly dominated non-traditional exports.