

-29,5%

Growth 2014/2015

818

Million USD/FOB

Participation
in Colombia

2,3%

Exports excluding oil
and its derivatives

15,9%

Growth 2014/2015

227

Million USD/FOB

1,1%

Export destinations

North America

Participation 36,3% Growth -42,5%

Exporters 165

Europe

Participation 23,2% Growth -24,6%

Exporters 119

South America

Participation 15,1%

Growth -32,6%

Exporters 231

Central America

Participation 14,1%

Growth -13,1%

Exporters 203

Africa

Participation 6,0%

Growth 8.275,8%

Exporters 10

Asia

Participation 3,6%

Growth -59,0%

Exporters 48

Oceania

Participation 0,1%

Growth 294,7%

Exporters 5

Country
Destinations

92

Export
Enterprises

348

Tariff
positions

538

Main chapters excluding coffee and petroleum

USD/FOB (Millions)

Variation 2014/2015

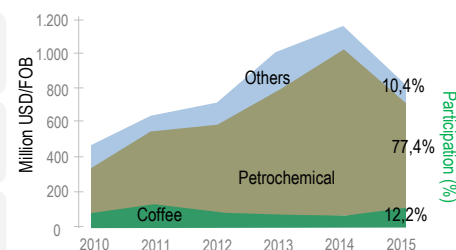
Exporter companies

Main products

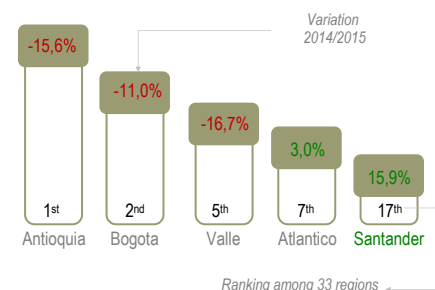
Main destinations

Main chapters excluding coffee and petroleum	USD/FOB (Millions)	Variation 2014/2015	Exporter companies	Main products	Main destinations
Cocoa	20,9	77,2%	10	-Other raw or whole cocoa 99,9% -Defatted cocoa paste 0,1%	-Mexico 34,2% -Malaysia 30,6%
Tabacco	17,5	85,7%	7	-Black raw stripped tobacco 78,3% -Blond raw tobacco 7,5%	-Chile 49,9% -United States 11,0%
Machine parts	11,1	-13,2%	29	-Coffee shellers and pulp machines 26,3% -Cylinder liners 11,8%	-United States 11,0% -Guatemala 9,3%
Plastic and rubber	7,8	11,2%	20	-Tubes and plastic accessories 55,3% -Other capsules and closing devices 32,7%	-Peru 59,3% -Costa Rica 12,3%
Fat and vegetable oil	6,5	6,3%	5	-Raw palm kernel oil 64,2% -Raw palm oil 27,9%	-Netherlands 65,0% -Spain 27,0%
Meat	6,1	-67,8%	6	-Other boneless and frozen bovine meat 88,2% -Pieces of frozen hen/rooster 10,0%	-Russia 80,4% -Hong Kong 11,5%
Autoparts	4,4	-58,9%	8	-Vehicles parts and accessories 82,8% -Parts for drive-shaft transmissions 11,6%	-Ecuador 60,9% -Venezuela 23,4%
Footwear	3,9	-18,5%	99	-Footwear with outer soles of plastic and natural leather 66,6% -Footwear with uppers of plastic 14,9%	-Panama 36,6% -Ecuador 33,9%
Edible fruits	3,3	34,9%	16	-Tahiti Lime 69,0% -Fresh avocados 28,0%	-Netherlands 32,2% -United States 23,4%
Clothing	3,2	-33,2%	44	-Babies cotton clothes 25,8% -Women and girls cotton dresses 14,9%	-United States 45,8% -Ecuador 23,1%
Raw hides and	2,7	-39,4%	6	-Full grains and unsplit hides and skins 96,9% -Other whole hides and skins 2,3%	-Spain 73,9% -Italy 23,0%
Apparel of knitted fabric	1,8	-31,0%	34	-Other cooper electric conductors 22,0% -Power transformers 21,0%	-Mexico 60,4% -United States 25,6%
Machines and electric equipment	1,6	1,4%	9	-Knitted shirts and cotton men/boys 43,4% -Others sugars 26,8%	-Ecuador 47,5% -Panama 26,8%

SANTANDER EXPORTS



EXPORTS EXCLUDING PETROLEUM AND ITS DERIVATIVES



MAIN RESULTS

■ A negative balance was shown in Colombian exports in 2015, which reached 36 thousand million dollars, but with a decrease of 34,9% in comparison with 2014.

■ The results by departments in Colombia also evidenced decreasing, and in the specific case of Santander total exports dropped in 29,5%, this result was caused by the diminish of petroleum derivatives. Although this, agricultural and industrial products increased 15,9%, taking advantage of the positive juncture of the exchange ratio.