

## Colombia

### Basic statistics

Current diversification (number of products)	9,490	Potential new products more complex (percentage)	82
Potential new products	2,605	Export opportunity in more complex products (percentage)	49
Potential new products more complex than the country's average	2,148	Import replacement opportunity in more complex products (percentage)	60

### Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Iron and steel	11
Organic chemicals	10
Electrical, electronic equipment	6
Pharmaceutical products	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	4
Meat and edible meat offal	4
Inorganic chemicals, precious metal compound, isotopes	3
Nickel and articles thereof	3
Sum of others with smaller share	37

Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
USA	11
China	11
France	6
Germany	6
Italy	4
Thailand	4
United Kingdom	3
India	3
Japan	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	19
Northern America	13
Southern Europe	8
Eastern Europe	7
Northern Europe	7
South America	3

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

Product	Percent
Meat and edible meat offal	34
Cereals	16
Dairy products, eggs, honey, edible animal products	10

## Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Vegetable, fruit, nut, etc food preparations	5
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Animal,vegetable fats and oils, cleavage products, etc	2
Sugars and sugar confectionery	2
Beverages, spirits and vinegar	1
Edible fruit, nuts, peel of citrus fruit, melons	1
Sum of others with smaller share	1

### Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
China	25
Germany	7
France	5
Viet Nam	4
USA	4

By regions

Region	Percent
Asia	44
Western Europe	19
Northern Europe	10
Eastern Europe	6
Northern America	6

United Kingdom	4	Southern Europe	5
Japan	4	South America	3
Netherlands	3		
Others	23		

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Inorganic chemicals, precious metal compound, isotopes	(281820) Aluminium oxide, except artificial corundum, \$0-0	AE 668.9	CN 358.7	FR 254.2	1559.4
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

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	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6

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	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Iron and steel	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	TH 347.6	JP 205.1	BE 133.5	1065.9
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	CN 591.4	IT 216.4	MK 32.1	985.9
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750512) Bars, rods and profiles, nickel alloy, \$23-60	CN 84.2	GB 68.9	US 64.8	363.5
	(750620) Plates, sheet, strip and foil, nickel alloy, \$22-66	IN 49	ID 40.5	CN 22.4	176.1
	(750712) Tubes and pipe, nickel alloy, \$0-27	IT 27.1	KR 23.8	SA 18.6	132.8

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	(750522) Wire, nickel alloy, \$24-75	SA 33.3	VN 12	CN 11.9	123.1
Machinery & mech appliance etc	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850434) Transformers electric, power capacity > 500 KVA, nes, \$687-26651	VN 67.9	KZ 64.6	KR 27	326.5
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
Optical, photo, technical, medical, etc apparatus	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

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	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902111) Artificial joints, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8

Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$7-12	FI 263.3	US 69.4	CN 67.8	687.5
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9



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	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
Edible fruit, nuts, peel of citrus fruit, melons	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
	(080212) Almonds, fresh or dried, shelled, \$9-15	EG 15.3	FR 5	DK 1.7	27.3
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1

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	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0

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	(151790) Edible mix & preparations of animal & veg fat, oil nes, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6

## Catalogue of Diversification Opportunities 2022

	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200870) Peaches, otherwise prepared or preserved, \$0-1	FR 13.7	UY 4.9	AU 2.9	33.1
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200510) Homogenized vegetable preparations, not frozen/vinega, \$1-5	GB 8.8	KZ 7.4	ES 2.9	25.6
	(200490) Vegetables nes and mixtures, prepared, frozen, \$4-7	FR 5.4	KW 4	SE 3.8	22.1
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8

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	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6