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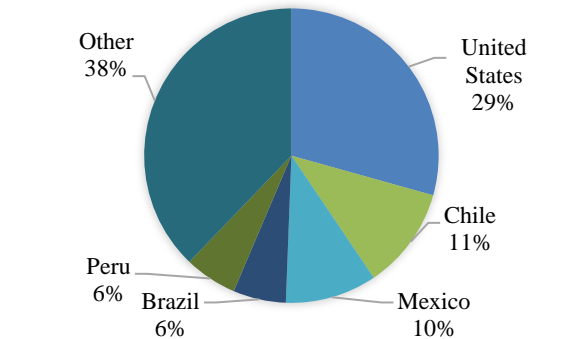
**Report Highlights:**

This report provides food and beverage exporters guidance on how to enter the Colombian market. In 2024 the United States exported \$4.5 billion in agricultural products to Colombia, making it the 6th largest agricultural export market for the United States.

Executive Summary:

In 2024, Colombia remained the sixth largest global export market for U.S. agricultural products, with total U.S. ag exports reaching \$4.5 billion, a 21 percent increase from 2023. Colombia’s GDP in 2024 increased by 1.7 percent to \$419 billion, positioning the country as the 39th largest economy in the world and the 4th largest in Latin America.

Graph 1: 2024 Suppliers of Consumer-Oriented Products to Colombia (by value)



Data source: Trade Data Monitor

Food Retail Industry:

According to Euromonitor, Colombia’s retail food sales increased 12 percent in 2024, fueled by growth mainly among hard discounters. The retail market is dominated by mom-and-pop stores (47 percent) and discounters (18 percent).

Food Processing Industry:

Colombia is a net importer of many food ingredients. According to Colombia’s National Business Association (ANDI), Colombia’s food industry is comprised of 45,000 registered companies and approximately 98 percent of them are small and midsize businesses. Although the food industry focuses on the local market, it still exports to 140 countries. Food processing represents 29 percent of Colombia’s total manufacturing.

Food Service Industry:

Although Colombia’s food service sales reached \$17 billion in 2024, a 6 percent increase from 2023, this growth did not outpace inflation. The Colombian food service industry is expected to only grow by 1 percent in 2025, driven by consumer uncertainty related to interest and inflation rates.

Quick Facts CY 2023

Imports of Consumer-Oriented Products (US \$2.9 billion)

Top 10 Growth Products in Colombia, 2022 to 2023

1 Roasted chicory and other coffee substitutes	2 fresh orange juice
3 Prepared/preserved strawberries	4 Prepared/preserved pears
5 Not defatted cocoa paste	6 Fresh/dried ginseng roots
7 Fresh/dried hazelnuts	8 Rose bulbs
9 Meat offals	10 Frozen boneless meat of sheep

Sales by Channels (U.S. billion)

Retail Food Industry*	\$54
Food Service-HRI	\$17
Food Processing	\$13
Food and Agriculture Exports	\$12

\*Euromonitor

Top 10 Host Colombian Retailers (based on sales)

1 Koba Colombia (D1)	2 Grupo Exito
3 Jeronimo Martins Colombia (Ara)	4 Colombiana de Comercio (Alkosto)
5 Olimpica	6 Cencosud
7 PriceSmart	8 Makro
9 Supertendencias Cañaveral	10 Supermercados Mercacentro

GDP/Population

Population (millions): 52.7  
GDP (billions USD, current prices): \$418.6  
GDP per capita (USD, current prices): \$7,943.9  
Sources: DANE, TDM, GATS, Central Bank, IMF, Fenalco, local media outlets

Strengths/Weaknesses/Opportunities/Threats

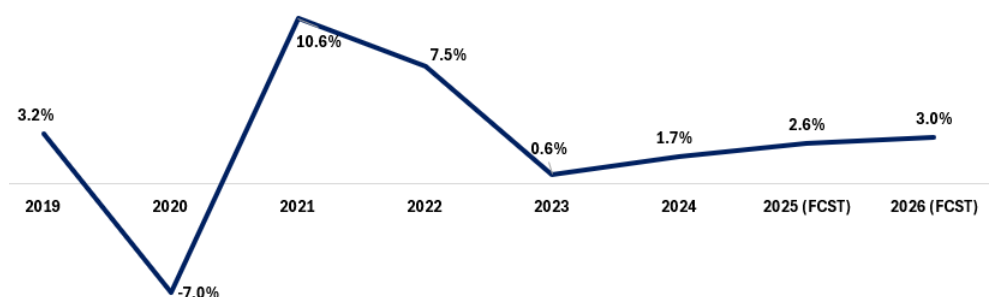
Strengths	Weaknesses
- Diverse retail market - Several major large urban hubs - Four ports	- Deficient infrastructure - Political and economic uncertainty
Opportunities	Threats
- Growing middle class - Growing demand for consumer-oriented products	- New nutritional regulations/health taxes - Currency exchange rate fluctuations

## Section I: Market Overview

In 2024, Colombia became the sixth largest destination for U.S. agricultural exports, which reached \$4.5 billion in 2024. Top U.S. agricultural exports in 2024 by value included corn, soybean meal, ethanol, pork, and pork products. Top competitors to U.S. agricultural exports to Colombia are Brazil, Ecuador, Canada, and Chile. Since the U.S.-Colombia Trade Promotion Agreement (CTPA) was implemented in 2012, U.S. agricultural exports have grown by 309 percent. The CTPA immediately eliminated over 80 percent of all agricultural tariff lines, and all remaining tariffs will phase out by 2030. \ This has helped the United States become the top supplier of agricultural exports to the country. \ More information on bilateral trade available at [US Agricultural Exports to Colombia Reached Record High in 2024](#).

According to the [Colombian Department of Statistics \(DANE\)](#), Colombia's gross domestic product (GDP) increased by 1.7 percent in 2024, resulting from higher private consumption levels thanks to lower interest and inflation rates. General uncertainty due to changes in labor and pension systems continue affecting investment levels. Based on the [Central Bank](#) forecast, GDP growth is expected to reach 2.6 percent in 2025.

**Graph 1: Colombian Annual GDP Growth (%), 2019-2026**



Source: DANE, OCDE  
FCST: forecast

## Key Demographic Trends

Colombia is the third most populous country in Latin America with 52 million inhabitants. The main demographic trends stimulating changes in lifestyles and eating patterns include:

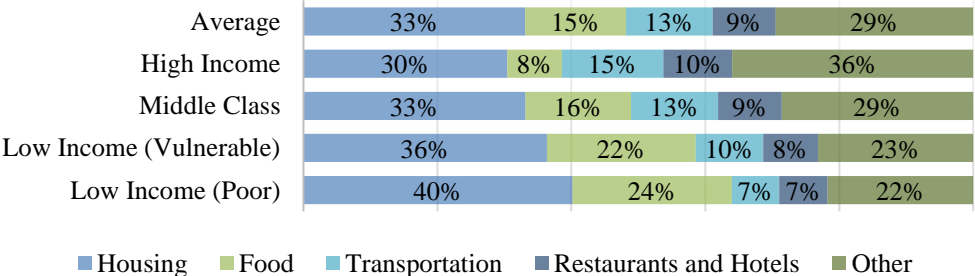
- **Urbanization:** 82 percent of the Colombian population resides in urban areas. Colombia is atypical of Latin America, with multiple decentralized urban centers. It has five cities with over one million residents, which include Bogotá, Medellín, Cali, Barranquilla, and Cartagena.
- **Middle-class recovery:** Following the COVID-19 pandemic, the size of the middle-class is slowly returning to pre-pandemic levels. [DANE](#) estimates that almost 40 percent of the population belongs to the middle-class. This population has shifted its consumption trends, preferring shopping in discounters and online.
- **Aging population:** Birth rates are dropping, with a 33 percent decline in the last decade<sup>1</sup>, and life expectancy is increasing. It is expected that 19 percent of the Colombian population will be over 60 years old by 2035<sup>2</sup>. Fertility rates are continuing to decline, from 3 children per woman in 1990 to 1.7 in 2022.

<sup>1</sup> <https://www.larepublica.co/economia/nacimientos-en-colombia-llegaron-a-uno-de-los-puntos-mas-bajos-de-la-historia-reciente-4095232>

<sup>2</sup> [https://www.laopinion.co/economia/en-2035-la-poblacion-colombiana-habra-envejecido#:~:text=Las%20retroproyecciones%20de%20poblaci%C3%B3n%20con,a%C3%B1os%20\(18%2C9%20%25\).](https://www.laopinion.co/economia/en-2035-la-poblacion-colombiana-habra-envejecido#:~:text=Las%20retroproyecciones%20de%20poblaci%C3%B3n%20con,a%C3%B1os%20(18%2C9%20%25).)

- **Smaller households:** In Bogota, the average household was 3.1 members in 2019, and it is forecasted to be only 2.2 members by 2050. In 2022, 18 percent of households consisted of a single person, with projections indicating that by 2035, these could represent 28 percent of households. Smaller households are more likely to purchase smaller food portions, ready-to-eat products, snacks, and easily accessible fresh products.
- **Growing female labor participation:** Urban households in Colombia are increasingly becoming dual income, fueling demand for increased convenience in shopping and processed food products that require less preparation.
- **Pet humanization:** 70% of Colombian households with pets consider them family members, resulting in a growing demand for premium and healthy pet products.
- **Venezuelan immigration:** The Colombian government estimates that 2.9 million Venezuelans live in Colombia, leading to a higher demand for staple foods such as dry beans, pulses, rice, and corn flour.

**Graph 2: Colombian Household Expenditures by Category (%), 2024**



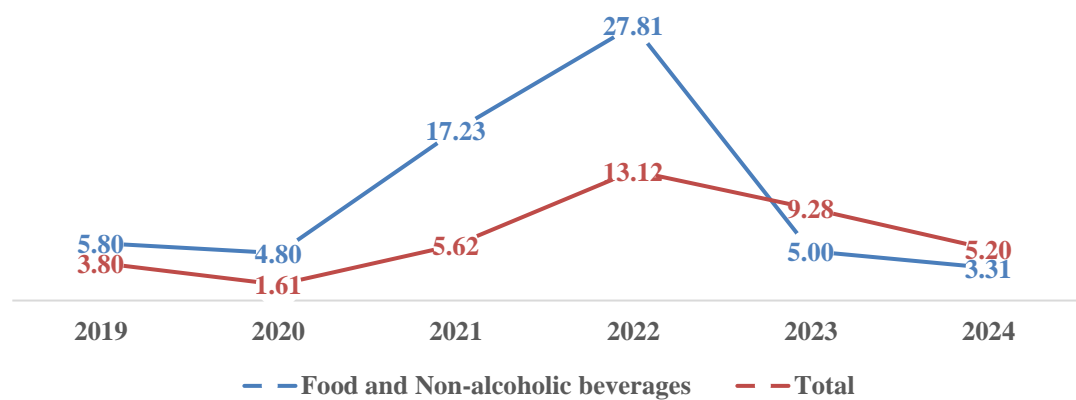
Source: La Republica newspaper, based on DANE statistics

### Size of Economy

Colombia is the fourth largest economy in Latin America. Colombia’s GDP in 2024 increased by 1.7 percent to \$419 billion. Although the 2024 inflation rate slowed (5.2 percent) compared to 2023 (9.3 percent) and 2022 (13.1 percent), higher prices have reduced overall household expenditures. The Colombian peso depreciated 15 percent compared to the U.S. dollar in 2024, challenging U.S. export competitiveness. The average unemployment rate for 2024 was 9.1 percent<sup>3</sup> and the minimum wage was \$319 per month<sup>4</sup>. The United States had an agricultural trade surplus with Colombia, as U.S. exports reached \$4.5 billion in 2024 and Colombian ag exports totaled \$4.3 billion.

<sup>3</sup> [DANE](#)  
<sup>4</sup> Considering an exchange rate of COP\$4,073.75 per USD

Graph 3: Inflation in Colombia (%)



Source: DANE

Overall Business Climate

According to the National Business Association (ANDI), “healthy taxes” have negatively affected processed food sales, especially in the dairy, meat, and snack sectors. Under Law 2277 of 2022, Colombia currently applies a 20 percent “healthy tax” to a large swath of imported and domestically produced processed food products that have high salt, sugar, or saturated fat. Also, the industry has expressed concerns related to increasing domestic transportation costs resulting from security challenges, weather conditions, and frequent protests that disrupt routes. On top of that, investment in innovation has been hampered due to uncertainty related to possible regulatory changes related to labor and pension systems.

Table 1: Colombian Market Advantages and Challenges

ADVANTAGES	CHALLENGES
CTPA provides preferential product treatment for many U.S. agricultural goods.	Colombia has trade agreements with many other countries, increasing competition with U.S. products.
The United States holds a reputation for producing high-quality agricultural products.	Colombian per capita consumption of processed products is still relatively low compared to other countries in the region.
Increased acceptance of American style restaurants provides an avenue for introducing U.S. recipes and food ingredients into the Colombian diet.	Colombian peso exchange rate fluctuations hurt U.S. export competitiveness.
Growing tourism increases demand for raw materials and ingredients.	There is an overarching cultural perception that frozen and canned food products are unhealthy and lack quality.
Growing middle-class and urbanization stimulate new consumer trends and increases processed foods sales.	Internal transportation costs from ports of entry are high due to difficult geography and poor infrastructure.
The market for healthy products is growing.	The cold chain is underdeveloped and deficient, increasing logistical costs.
U.S. food suppliers and manufacturers have a good reputation in terms of food safety, availability, quality, and delivery.	New nutritional regulations create additional burdens that can be hard for international companies to meet, including front of pack labeling rules and sodium content requirements.

## Section II: Exporter Business Tips

### Entry Strategy

Any U.S. exporter wanting to enter the Colombian market for the first time should start with market research to better understand competitors, consumer preferences, and the business environment. Additionally, exporters must understand Colombian standards and regulations to avoid clearance delays at ports of entry. Colombian buyers value exporters that are willing to send samples and provide detailed product information. Critical steps for market entry include the following:

- Build relationships with large importers and wholesalers/distributors;
- Highlight social responsibility in marketing techniques;
- Develop ways to meet the needs of the Colombian market, ideally through personal visits, to have a greater understanding about the market and identify needs of buyers and developing trends;
- Consider consolidation when exporting small amounts of product;
- Develop business relationships with top executives (i.e., marketing directors, and purchasing managers);
- Participate in local trade shows and/or food festivals, such as [Agroexpo](#), [Alimentec](#), and [Expo IAlimentos](#), to learn about consumer trends;
- Participate in U.S. trade delegations such as those led by USDA or the State Regional Trade Groups;
- Attend trade events in the United States like the [IFT Event and Expo](#), [National Restaurant Association Show](#), [Sweets and Snacks Expo](#), or [Americas Food and Beverage Show](#), which provide opportunities to meet and educate Colombian importers;
- Develop Spanish marketing/communication materials;
- Work closely with local importers to comply with food import regulations to facilitate the registration and import of food products and minimize port of entry risks;
- Support the importer with promotional campaigns, which can sometimes be supported by the USDA Branded Program.

For more information on doing business in Colombia, see the [Colombia Country Commercial Guide](#).

### Market Research

Additional exporter assistance and market research reports are available at the [Global Agricultural Information Network](#), including the key Food and Agricultural Import Regulations report.

### Local Business Customs and Trends

Colombians are open to meeting foreigners, and U.S. citizens are generally well-received. Business culture changes throughout the country: major cities such as Bogota and Medellin have a more formal business culture than smaller cities. Personal relationships are crucial for Colombians to build trust; therefore, it is recommended to be patient when negotiating with locals, since they prefer to take time to get to know their counterpart before making business decisions. Follow up emails/phone calls after a first meeting are appreciated. Keep in mind local holidays when scheduling meetings. Christmas, New Year, and Easter should be avoided. For more information on business culture, see [Colombian business culture](#).

## Key Consumer Trends

Consumer expenditures have rebounded in recent years following Colombia's economic recovery. However, inflation and lower GDP growth still place pressure on prices. The main consumer trends stimulating changes in lifestyles and eating patterns include:

- **Higher price sensitivity:** Increased product price sensitivity among consumers has created an opportunity for in-house/store brands to gain popularity, as they tend to be cheaper than other labels. Store brands, also known as “private labels,” are particularly relevant for milk, vegetable oil, and rice. This trend is driven by changes in consumer behavior and a decrease in purchasing power.
- **Increasing health and environmental awareness:** Colombian consumers are caring more about the health and environmental impacts of the products they consume, translating into opportunities for healthy and sustainable food products. Colombians tend to look for a healthier version of products they are familiar with, such as bread and snacks, and pay attention to innovation that means less environmental impact, such as eco-friendly packaging. Preference for high-protein and calcium content products has bolstered demand for meat and dairy products. Per capita consumption of pork, poultry, fish, and cheese has grown in recent years.
- **E-commerce and delivery service adoption:** These services continue to be a challenge for the retail and food service sectors. E-commerce transactions grew 26.7 percent in 2024<sup>5</sup> and are expected to grow 19 percent in 2025. Consolidating e-commerce platforms are very important players in the economy. Challenges arise from infrastructure and logistics weaknesses.
- **Higher interest in plant-based options:** Although plant-based protein products are perceived as expensive, 93 percent of Colombians say they are interested in trying plant-based food products for health, nutrition, and environmental reasons.

The [Food Processing Ingredients GAIN Report](#), [Food Service - HRI GAIN Report](#) and the [Food Retail Industry GAIN Report](#) provide data and analysis on Colombian food trends.

## Section III: Import Food Standards, Regulations and Procedures

**Customs Clearance:** The [Ministry of Commerce, Industry and Tourism \(MINCIT\)](#) and the [National Tax and Customs Directorate \(DIAN\)](#) are responsible for the overall import-export operations and customs procedures, respectively. DIAN recently issued [Decree 659/2024](#), announcing that it will require advanced import declaration for all products, including food products, at least 48 hours before the shipment arrival to Colombia. This obligation will come into force once Decree 659 is fully implemented by DIAN, expected in early 2026. Failure to comply can result in steep fines or product confiscation.

**Documents Generally Required by the Colombian Authority for Imported Food:** Every Colombian importer must be registered with MINCIT. All U.S. exporters should verify that the importer has obtained the legal authorization to import food and agricultural products from MINCIT and, depending on the type of product to be imported, other governmental authorities, including the [Colombian Institute for Agriculture and Livestock \(ICA\)](#) and the [National Institute for the Surveillance of Food and](#)

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<sup>5</sup> <https://ccce.org.co/noticias/informe-de-cierre-del-comportamiento-del-comercio-electronico-en-colombia-durante-2024/>

[Medicines \(INVIMA\)](#). Additionally, every importer must obtain an “electronic signature” from the Ministry of Finance through the [Unique Window for Foreign Trade-VUCE](#).

**Language Labeling Requirements:** Nutritional information in packaged food must be provided in Spanish either on the label or, under certain circumstances, on an authorized sticker/label affixed to the product. Whenever the label on the imported product is written in a language other than Spanish, an additional label can be used to provide required information. However, INVIMA will require original labels that, at the very least, include expiration date and lot number.

When food products or raw materials originate in countries where information on the expiration date and/or minimum shelf life is not required, the importer must get prior approval from INVIMA by providing that information in a document issued by the producer/manufacturer. **Note:** U.S. dates are registered MM/DD/YYYY, whereas in Colombia, dates are registered DD/MM/YYYY. Inconsistencies can cause problems.

**Tariffs and Free Trade Agreements:** The Colombia Trade Promotion Agreement (CTPA) entered into force in May 2012. This comprehensive trade agreement eliminated tariffs and other barriers to goods and services. Over 80 percent of U.S. exports of consumer and industrial products to Colombia have become duty-free and remaining tariffs will be eliminated during the first 15 years of the agreement implementation, except for rice (19 years) and chicken leg quarters (18 years) that will continue paying out-of-quota duty until 2030 and 2029, respectively. The CTPA provided a duty-free tariff-rate-quota (TRQ) on certain goods that operate under a first come/first serve basis, except for rice and chicken leg quarters, which are subject to auctions managed by Export Trading Companies. For more information on Export Trading Companies, see [Col-Rice ETC](#) and [Colom-Peq ETC](#).

For further information on specific agricultural products based on the Harmonized Tariff Schedule (HS) and TRQ schedule, see Section 2 of the [Colombia Trade Promotion Agreement - Final Text](#).

**Trademarks and Patents Market Research:** The patent regime in Colombia currently provides a 20-year protection period for patents. Provisions covering protection of trade secrets and new plant varieties have improved Colombia’s compliance with its World Trade Organization – Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS) obligations. However, the Colombian government does not provide patent protection for new use of previously known or patented products.

For more information on import regulations and procedures, see [FAIRS Annual Country GAIN Report](#).

## **Section IV: Market Sector Structure and Trends**

### **Retail Sector**

Colombia’s retail sector sales increased 12 percent, due to a growth among hard discounters. Their market share expanded to 18 percent, following small mom-and-pop stores that still lead the market with 47 percent. It is estimated that 80 percent of Colombian households regularly buy at least one product in discount stores. E-commerce also continues to grow, thanks to Colombia’s rapid digital adoption, moving retailers to develop online sales channels, and strengthening applications already present in the market, such as [Rappi](#). Although e-commerce has emerged as a key player in the retail sector, traditional retail outlets are still the most common shopping format in the country. Main products sold in mom-and-

pop stores are beer, sodas, milk, cigarettes, and snacks. Surveyed retailers and food importers feel there is significant potential for new products in all food categories, including private label. Healthy food products are a growing trend, and retailers are searching for the best suppliers. The biggest retailer in Colombia is Koba Colombia (D1), followed by Grupo Exito, Jerónimo Martins (ARA), Alkosto, and Olimpica.

Colombia's entire retail market was valued at \$54 billion in 2024, according to Euromonitor. More information available at the [Food Retail Industry GAIN Report](#).

### **Food Service- Hotel, Restaurant, Institutional**

In 2024 Colombian GDP from lodging and restaurants decreased 4 percent compared to 2023 due to inflation rates and decrease in the average household's expenditure in non-essential services. Major drivers of HRI historic expansion include urbanization, a growing number of shopping malls and food courts, increasing dual income households, and a growing flow of tourists. Most Colombians still link the experience of dining-out with celebrations. Hotel occupancy rates averaged 50.9 percent, lower compared to 2023 when they were 52.2 percent, due to an increase in non-formal lodging services such as digital platforms. In the HRI sector, Post has identified good sales potential for products such as poultry, pork, and beef, as well as pulses and specialty rice. In addition, growing demand for craft beer opens opportunities for innovation in hops to provide new product attributes. The main companies in the HRI sector are Frisby, Sodexo, Crepes & Waffles, Promotora de Café Colombia, and IRCC.

Colombia's hotel, restaurant, and institutional market was valued at \$17 billion in 2024<sup>6</sup>. More information is available at the [Food Service - HRI GAIN Report](#).

### **Food Processing**

Colombia's food processing sector represents 29 percent of the country's manufacturing industry. This sector relies on the United States as its top agricultural input supplier. The largest segments of this sector include beverages and tobacco, meat and poultry, milled/baked products, and dairy. A key opportunity for U.S. agricultural exporters to remain competitive in this market is in the growth in demand for ingredients that allow manufacturers to comply with Colombia's increasing number of nutritional regulations, including front-of-pack labeling requirements and maximum sodium thresholds. This leads to good sales potential for ingredients that substitute/replace fats, sugar, and/or sodium. Additionally, new vegetable proteins such as hemp and canola, although the first one is highly regulated in Colombia, would complement the growing vegetable protein portfolio. Superfruits, such as berries, that are not available domestically are in demand by manufacturers of functional food products.

Colombia's food processing industry was valued at \$13 billion in 2024<sup>7</sup>. More information available at the [Food Processing Ingredients GAIN Report](#).

### **Competition Challenges**

U.S. competitors for food ingredients include Brazil, Bolivia, Chile, and China. For consumer-oriented products specifically, Chile, Mexico, Brazil, and Peru. Colombian consumers have become increasingly conscious of the source of their food. This change encourages consumers to purchase products made domestically and that have connections with local communities.

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<sup>6</sup> [DANE](#)

<sup>7</sup> [DANE](#)

The United States and Colombia have a robust bilateral trade relationship in the agricultural sector. In 2024, Colombia’s agricultural imports totaled \$8.4 billion in 2024, being the United States the main trade partner with a market share of 47 percent. The top U.S. exports in 2024 to Colombia included corn, soybean meal, ethanol, pork, distiller grains, soybeans, dairy products, wheat, and soybean oil. Main competitors are Brazil (7 percent with cane or beet refined sugar, unroasted coffee, cigarettes, dog and cat food, and food preparations), Canada (6 percent with wheat, dried lentils, and meat of swine), Bolivia (5 percent with soybean oil, soybean oilcake, and sunflower seed), Chile (4 percent with fresh apples, meat of swine, wine, powder milk, and prepared or preserved tomatoes), and Mexico (4 percent with cigarettes, spirits, food preparations, other non-alcoholic beverages, and food preparations for infant use).

**Table 2: Main Food Retailers in Colombia**

Retailer	Sales (USD\$ million)	Website
Koba Colombia (D1)	\$4,763	<a href="http://www.tiendasd1.com/">http://www.tiendasd1.com/</a>
Grupo Exito	\$4,001	<a href="https://www.carulla.com/">https://www.carulla.com/</a> <a href="https://www.exito.com/">https://www.exito.com/</a> <a href="https://www.surtimax.com.co/">https://www.surtimax.com.co/</a> <a href="https://www.superinter.com.co/">https://www.superinter.com.co/</a> <a href="https://www.surtimayorista.com/">https://www.surtimayorista.com/</a>
Jeronimo Martins (Ara)	\$3,363	<a href="https://www.aratiendas.com/">https://www.aratiendas.com/</a>
Colombiana de Comercio (Alkosto)	\$2,823	<a href="http://www.alkosto.com/">http://www.alkosto.com/</a>
Olimpica	\$1,724	<a href="http://www.olimpica.com/">http://www.olimpica.com/</a>

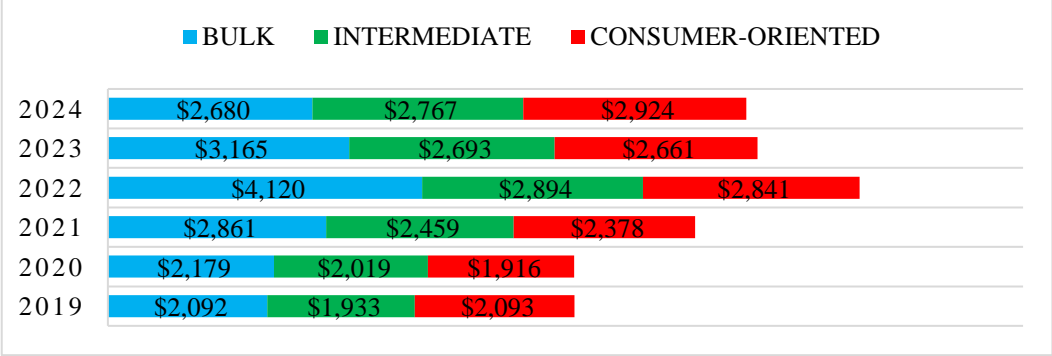
Source: Online company reports and financial statements

**Section V: Agricultural and Food Imports**

**Agricultural and Food Import Statistics**

In 2024 Colombia’s overall bulk commodity imports from the World decreased by 15 percent from the previous calendar year, particularly corn, which decreased by 17 percent, soybeans by 26 percent, and wheat by 10 percent by value. Although soybean meal imports decreased by 20 percent, intermediate product imports went up by 3 percent due to 20 percent higher purchases of soybean oil and 38 percent of ethanol. Colombian imports of consumer-oriented products grew by 10 percent. Frozen meat of swine imports increased by 33 percent, food preparations by 12 percent, and fresh apples by 25 percent.

**Graph 2: Colombian Agricultural Imports from the World (U.S. million)**



Source: TDM

**Table 2: Key Export Opportunities for Consumer-Oriented Products to Colombia Based on Five-Year Import Growth, by volume**

Product Category	5-Year Avg. Annual Import Growth	Key Constraints on Market Development/Expansion	Market Attractiveness for United States
Non-Alcoholic Beverages	28%	Strong competition from Mexico (flavored water). Healthy tax has negatively affected non-alcoholic beverages due to their sugar content	Flavored water and ready-to-drink tea consumption are on the rise driven by healthy trends
Eggs & Products	27%	Strong competition from Peru (dried yolks, eggs for incubation, and dried bird eggs)	Growing demand from the food industry. Colombia is a net importer of various food ingredients
Pork & Pork Products	24%	Aggressive marketing campaign to encourage local pork consumption. Increasing competition coming from Canada and Chile	Pork per capita consumption increased from 4.8 kg/year in 2010 to 14.7 kg/year in 2024
Tobacco Manufacturing	15%	Tobacco control measures such as smoke-free policies and advertising restrictions. Strong competition from increasing cigarette smuggling. Main suppliers are Brazil and Mexico	Reduced-risk products due to health concerns
Nursery Products	14%	Propagation material mostly imported from Netherlands	Strong flower industry that will keep demanding high-quality propagation material
Beef and Beef Products	14%	Main supplier is Chile. Growing competition from Argentina and Uruguay and Canada. Challenges from lack of knowledge about product origin, handling, cuts, and grades	Willingness to pay higher prices for high-quality beef. High-protein cuts such as livers are appreciated for healthy diets. Growing demand for offals from the food industry

Source: TDM

## Agricultural and Food Import Statistics

**Table 3: Top Ten Consumer-Oriented Products Imports into Colombia by value (U.S. million)**

Product	2020	2021	2022	2023	2024	Change 23/24
020329 Frozen meat of swine	\$136	\$255	\$273	\$300	\$398	33%
210690 Food preparations	\$220	\$253	\$293	\$280	\$313	12%
080810 Fresh apples	\$95	\$100	\$100	\$109	\$136	25%
240220 Tobacco cigarettes	\$105	\$102	\$114	\$117	\$122	5%
230910 Dog and cat food for retail sale	\$64	\$89	\$118	\$107	\$121	13%
200410 Frozen potatoes	\$35	\$55	\$86	\$89	\$98	10%
220830 Whiskey	\$55	\$81	\$89	\$74	\$79	7%
190110 Infant food preparations	\$58	\$64	\$63	\$66	\$65	-2%
220299 Other non-alcoholic beverages	\$30	\$40	\$43	\$37	\$65	73%
220421 Wine	\$58	\$61	\$79	\$53	\$64	19%

Source: TDM

See Appendix I for BICO table for U.S. agricultural exports to Colombia over the last 5 years.

## Section VI: Key Contacts and Further Information

Colombian government sources	<a href="#">Colombian Department of Statistics (DANE)</a> <a href="#">Colombian Central Bank (Banrep)</a>
Colombian Government regulatory agency contacts	
Phytosanitary and Zoosanitary Requirements	Edilberto Brito

Ministry of Agriculture and Rural Development ICA (APHIS counterpart)	Deputy Manager Animal Health Protection Tel. +(57) 601-7563030 ext. 3201 e-mail: <a href="mailto:subgerencia.animal@ica.gov.co">subgerencia.animal@ica.gov.co</a>  Alberto Rosero Deputy Manager Plant Health Protection Tel: +57-601-7563030 ext. 3101 e-mail: <a href="mailto:subgerencia.vegetal@ica.gov.co">subgerencia.vegetal@ica.gov.co</a>
Food Product Registration and Health Permits Ministry of Health and Social Protection INVIMA (FDA counterpart)	Alba Jimenez Director Division of Food and Alcoholic Beverages Phone: +(57) 601-7422121 Ext. 4001 e-mail: <a href="mailto:ajimenezt@invima.gov.co">ajimenezt@invima.gov.co</a>
<b>Colombian ministries responsible for food policies and import policies</b>	
Customs Clearance	<a href="#">National Tax and Customs Directorate (DIAN)</a>
Import-export operations	<a href="#">Ministry of Commerce, Industry and Tourism (MINCIT)</a>
Food Product Registration and Health Permits	<a href="#">Ministry of Health and Social Protection</a>
Phytosanitary and Zoosanitary Requirements	<a href="#">Ministry of Agriculture and Rural Development</a>
<b>U.S. Embassy links</b>	
Website	<a href="#">U.S. Embassy in Colombia</a>
Social media channels	<a href="#">X</a> <a href="#">Facebook</a> <a href="#">Instagram</a> <a href="#">Youtube</a> <a href="#">Flickr</a> <a href="#">LinkedIn</a>

Agricultural Affairs Office Physical Address: Carrera 45#24b-27 <a href="http://www.fas.usda.gov">http://www.fas.usda.gov</a>	Phone: +(57) 601-275-4622 Email: <a href="mailto:agbogota@state.gov">agbogota@state.gov</a>
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## Appendix I: Trade Data

	2020	2021	2022	2023	2024	Change
Product	Value in Millions of Dollars					%23-24
<b>Bulk Agricultural Total</b>	<b>1,308</b>	<b>1,547</b>	<b>1,658</b>	<b>1,605</b>	<b>2,026</b>	<b>26</b>
Corn	881	1,092	962	1,140	1,565	37
Soybeans	192	229	327	236	212	-10
Wheat	133	191	238	133	124	-7
Rice	65	6	71	61	83	37
Pulses	21	14	16	30	34	15
Cotton	9	8	38	3	5	99
Peanuts	6	4	4	1	1	60
Oilseeds NESOI	-	1	1	1	1	-32
Other Bulk Commodities	1	1	-	-	1	56
Coarse Grains (ex. corn)	-	-	-	-	-	102
Coffee, Unroasted	-	-	0	0	-	
Cocoa Beans	0	0	0	0	-	
Tobacco	-	0	-	0	0	
<b>Intermediate Agricultural Total</b>	<b>917</b>	<b>949</b>	<b>1,142</b>	<b>1,309</b>	<b>1,562</b>	<b>19</b>
Soybean meal	485	528	734	737	654	-11
Ethanol, incl. bev.	121	91	31	230	379	65
Distillers Grains	46	65	104	114	213	88
Other Feeds & Fodders	86	115	117	112	124	11
Soybean Oil	77	42	38	7	84	1,055
Dextrins, Peptones, & Proteins	25	26	31	27	34	26
Essential Oils	19	21	21	18	20	12
Sugars & Sweeteners	8	9	15	10	13	33
Other Intermediate Products	8	10	13	22	11	-49
Planting Seeds	11	7	13	12	10	-14
Vegetable Oils NESOI	20	19	8	9	9	5
Industrial Alcohols & Fatty Acids	5	6	7	6	6	-5
Milled Grains & Products	2	4	6	4	3	-24
Live Animals	1	1	1	-	1	178
Animal Fats	2	4	1	1	1	19
Oilseed Meal/Cake (ex. soybean)	-	1	1	1	-	-73
Hides & Skins	-	-	-	-	-	70
Palm Oil	-	0	0	-	0	
Hay	0	0	-	0	0	
<b>Consumer Oriented Agricultural Total</b>	<b>637</b>	<b>872</b>	<b>866</b>	<b>779</b>	<b>897</b>	<b>15</b>
Pork & Pork Products	147	258	246	269	356	32
Dairy Products	115	127	154	119	123	3
Poultry Meat & Prods. (ex. eggs)	91	113	101	56	79	42
Soup & Other Food Preparations	62	75	69	64	72	12
Dog & Cat Food	33	53	55	47	45	-4
Tree Nuts	25	28	25	24	31	28
Condiments & Sauces	17	24	23	24	27	10
Beef & Beef Products	19	40	48	39	23	-42
Fresh Fruit	17	12	10	23	21	-8
Chocolate & Cocoa Products	17	19	20	15	17	17
Bakery Goods, Cereals, & Pasta	14	17	18	11	15	36
Non-Alcoholic Bev. (ex. juices, coffee, tea)	25	29	20	18	14	-24
Processed Fruit	10	14	14	11	12	18
Processed Vegetables	20	27	22	16	12	-26
Meat Products NESOI	6	8	9	9	11	20
Distilled Spirits	3	4	9	10	9	-10
Fresh Vegetables	4	5	4	5	5	17
Tea	4	3	3	4	5	35
Chewing Gum & Candy	2	3	3	3	4	27
Eggs & Products	1	2	1	2	4	132
Beer	1	3	4	2	4	114
Mfg. Tobacco	-	-	-	2	3	73
Wine & Related Products	1	2	2	1	2	25
Nursery Products & Cut Flowers	1	2	3	3	1	-54
Spices	1	1	1	1	1	-13
Coffee, Roasted and Extracts	-	1	1	1	1	-20
Fruit & Vegetable Juices	2	1	1	1	-	-35
<b>Agricultural Related Product Total</b>	<b>19</b>	<b>27</b>	<b>30</b>	<b>22</b>	<b>21</b>	<b>-6</b>
Forest Products	5	13	16	13	12	-9
Seafood Products	13	14	14	10	9	-2
<b>TOTAL</b>	<b>2,881</b>	<b>3,395</b>	<b>3,695</b>	<b>3,714</b>	<b>4,507</b>	<b>21</b>

**Attachments:**

No Attachments