

# Maritime Industry in Colombia

Business Opportunities for Dutch Companies

September, 2020

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Government of the Netherlands

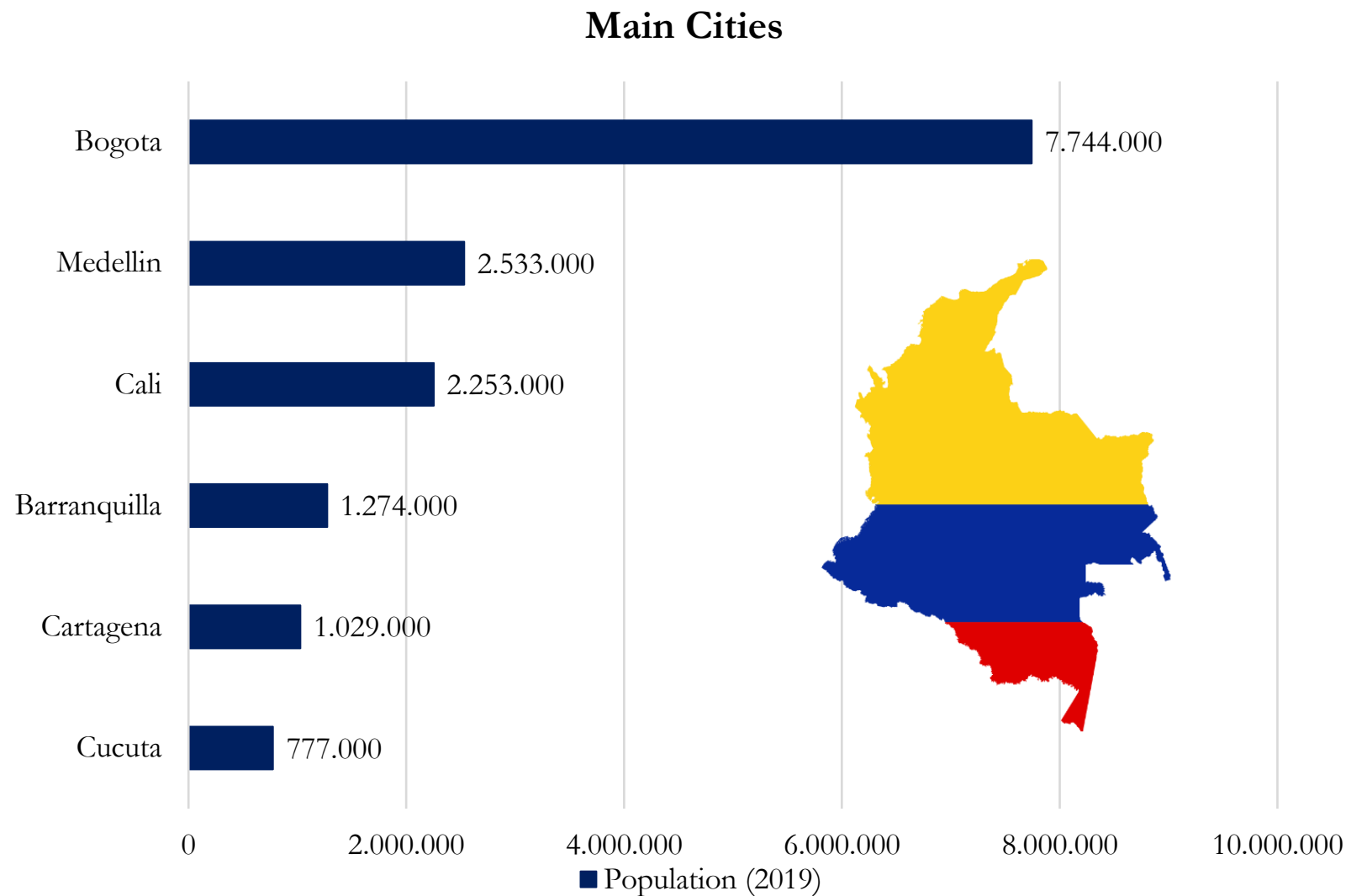
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# Chapter 1: Colombia in a Nutshell

# Key Facts - Colombia

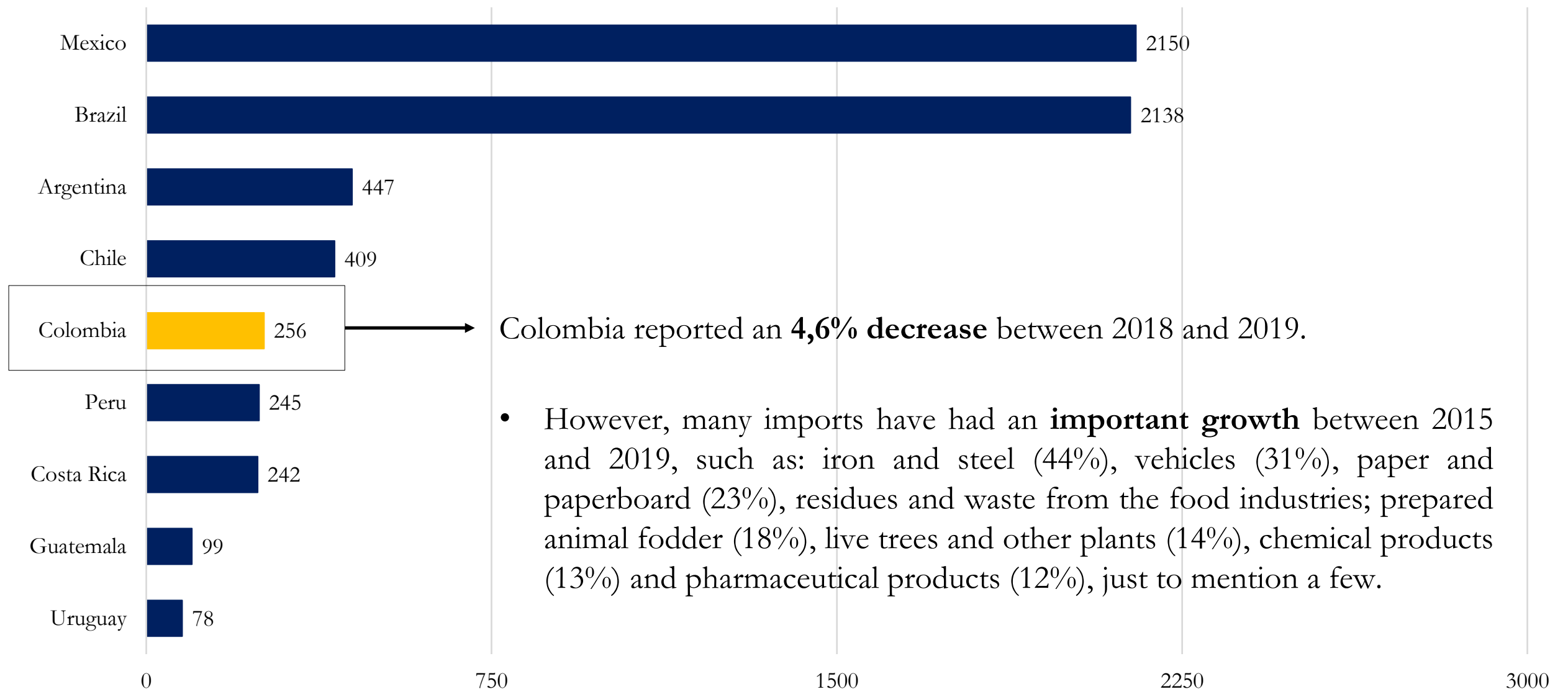
- **Total Area:** 1.141.748 km<sup>2</sup>
- **Population:** 50.000.000 (2019).
- **Labor Force:** 22.200.000 (2019).
- **GDP:** USD \$340,7 billions (2019).  
*3,3% growth from 2018.*
- **GDP Per Capita:** USD \$6.836 (2019).  
*3,2% growth from 2018.*
- **Inflation:** 3,8% (2019).
- **Unemployment:** 10,5% (2019).
- **Total Exports:** USD \$39,5 billions (2019).
- **Total FDI:** USD \$14,58 billions (2019).
- **Doing Business Ranking:** 67/190 (2020).





# Colombian Imports from The Netherlands

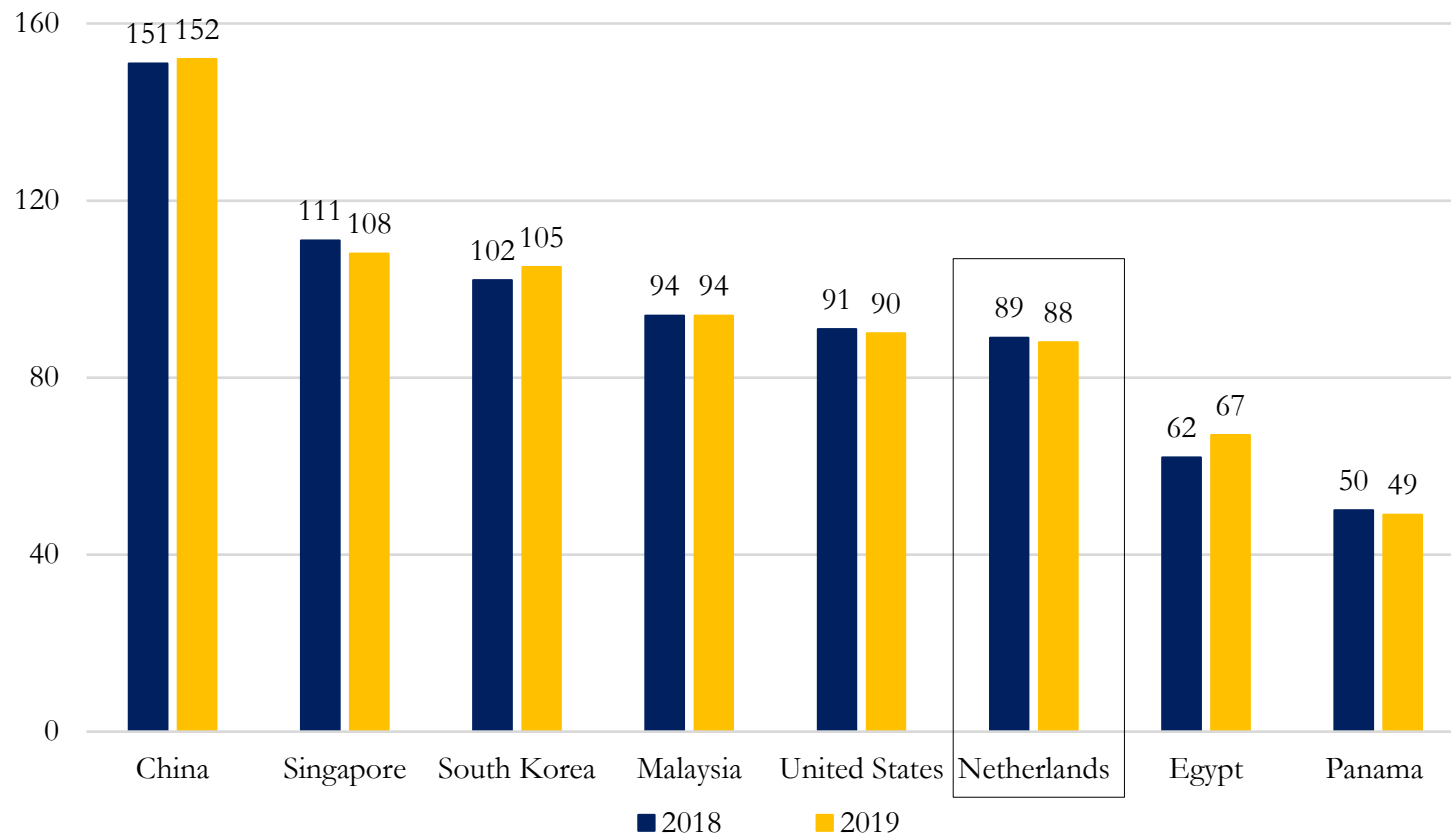
Latin American Imports From the Netherlands 2019 (USD Millions)



# Chapter 2: Global Context

# Maritime Industry - Global Trade

**Liner Shipping Connectivity Index**  
(China 2006 = 100)



## World Seaborne Trade - Key Figures 2018:

- **Seaborne Trade Volume:** 11.0 billion tons.
- **World Commercial Fleet Capacity (as of 31 December):** 2.0 billion dwt.
- **Growth in Commercial Fleet Capacity:** +2.7%
- **Global Container Port Traffic:** 793 million TEUs.
- 61% of all goods unloaded in Asian seaports.
- Developing economies' share of seaborne trade imports rose to 64%.

## Transport Indicators - Key Figures 2019:

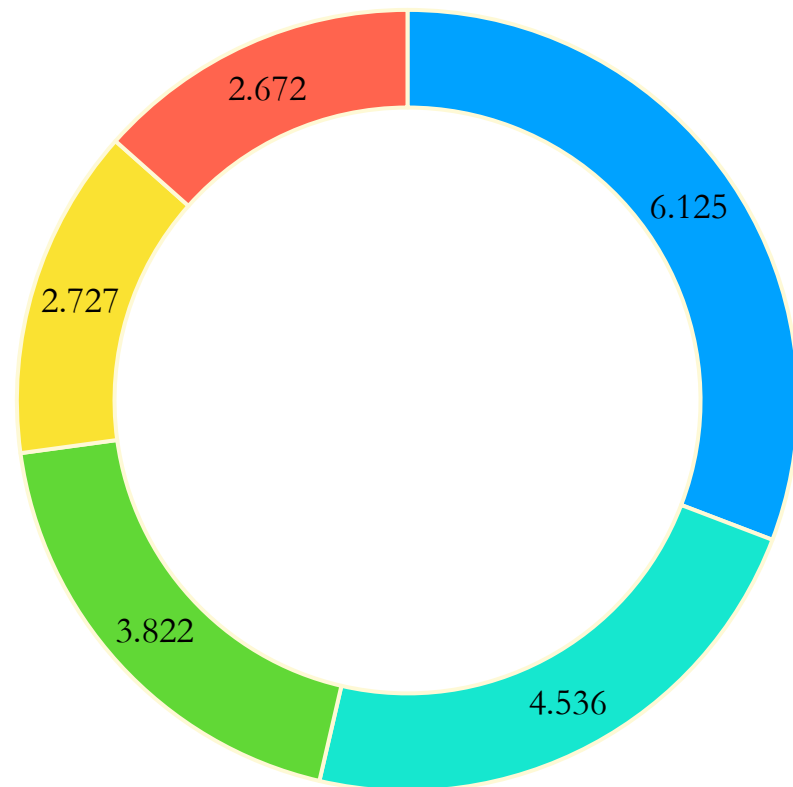
- Although global trade declined in 2019, Container Port Throughput grew by 4.7%
- Bilateral connectivity is highest within continents such as Europe, Asia and North America, rather than between.

## World Merchant Fleet - Key Figures 2019:

- World commercial fleet grew by 52 million dwt.
- 90% of global shipbuilding occurred in China, South Korea and Japan.

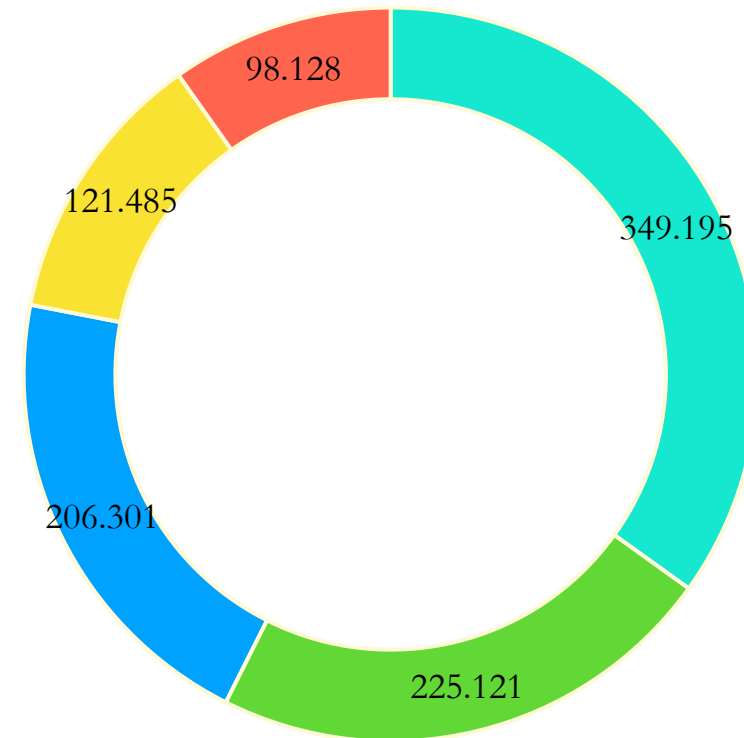
# Maritime Industry - Global Fleet

Top 5 - Ownership of World Fleet by Vessels (2019)



China Greece Japan Singapore Germany

Top 5 - Ownership of World Fleet by Deadweight – Thousands (2019)

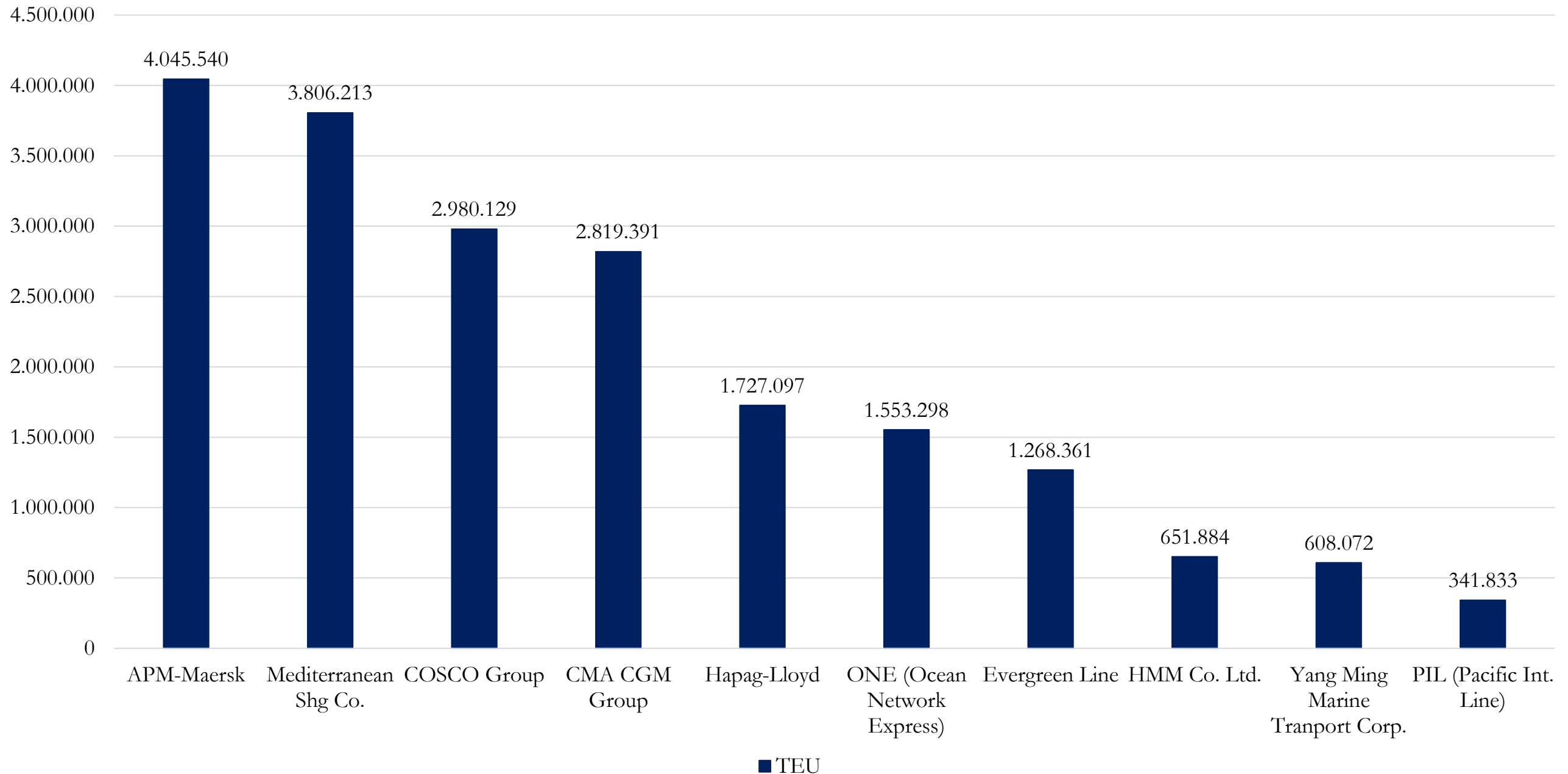


Greece Japan China Singapore Hong Kong (China)

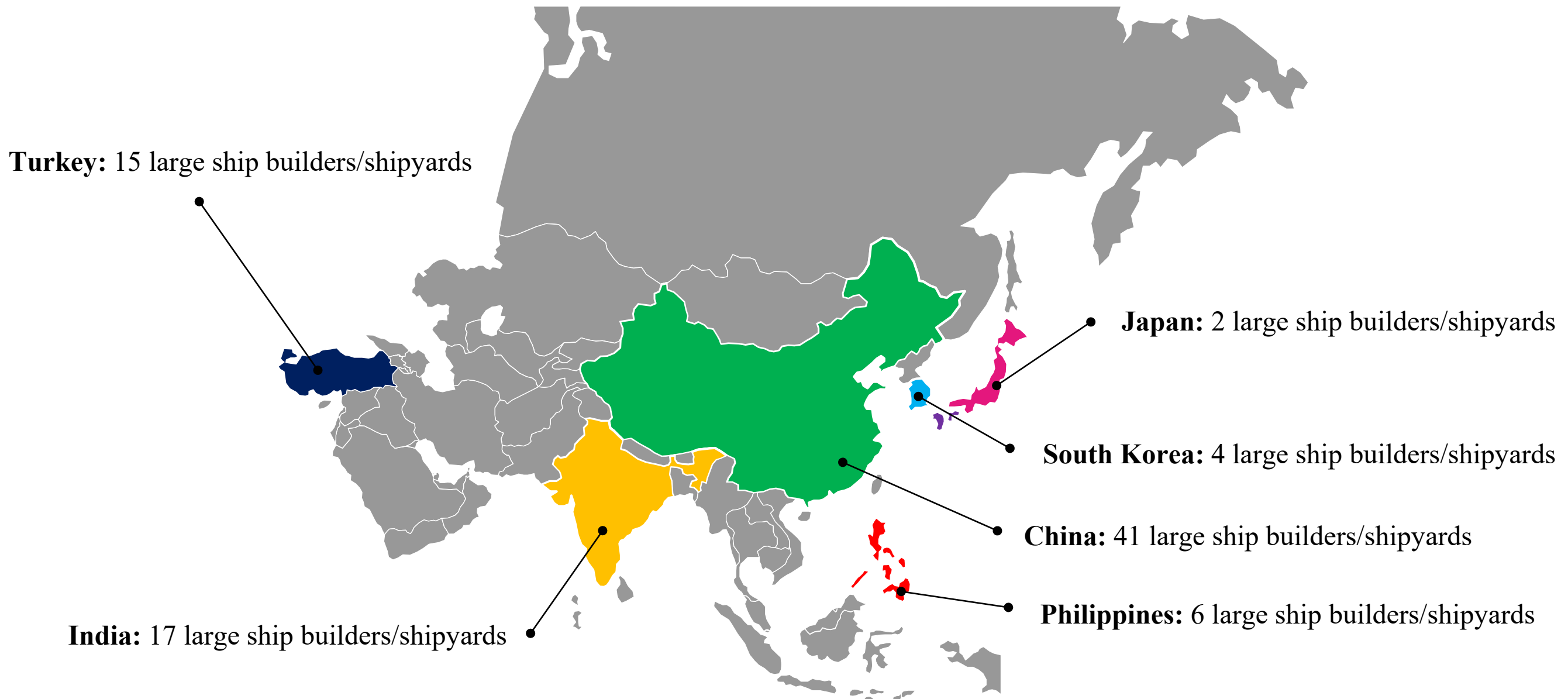


# Maritime Industry - Global Fleet

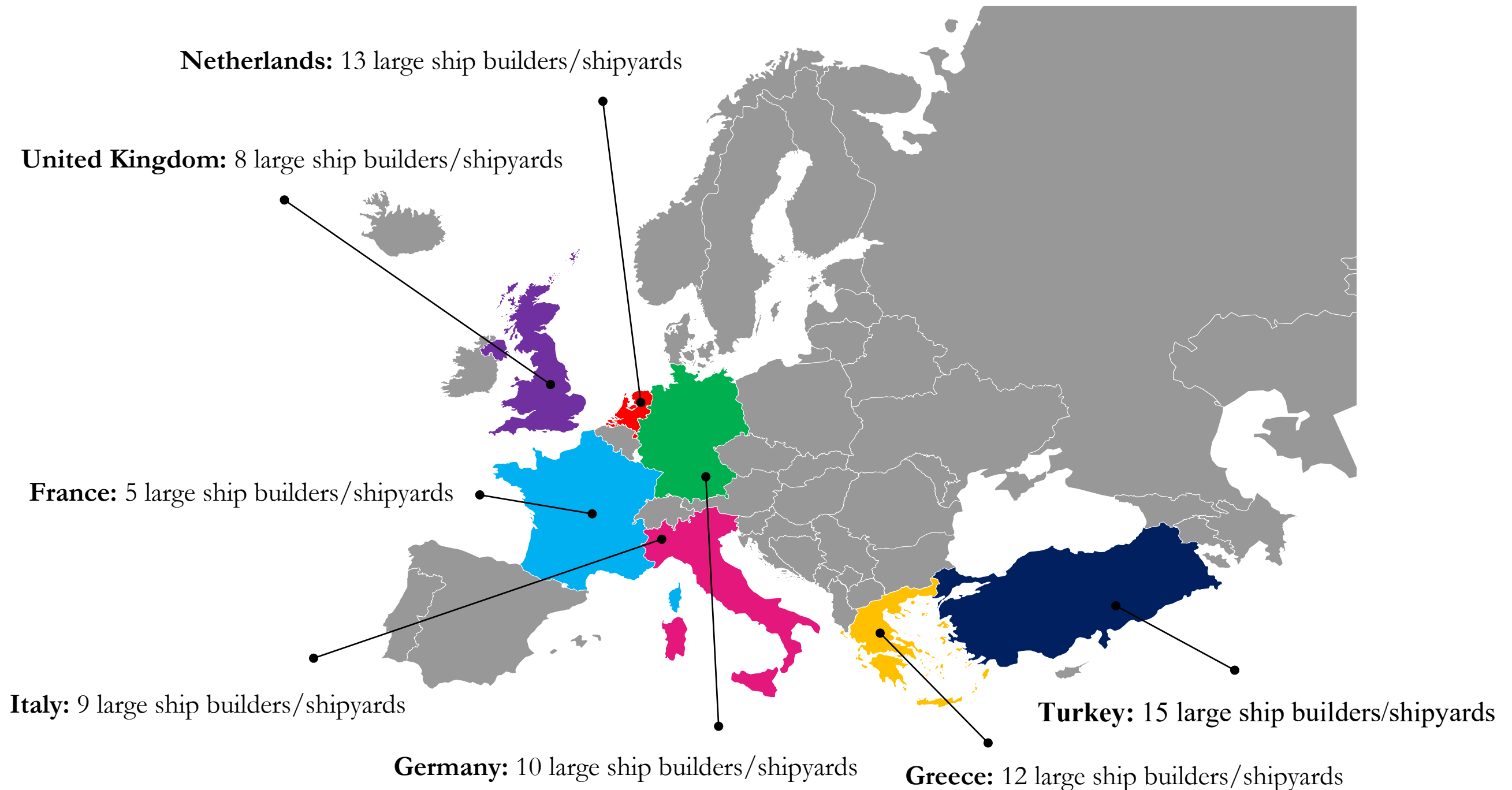
Top 10 – Largest Container/Liner Operators (2020)



# Maritime Industry - Global Shipbuilding (Asia)

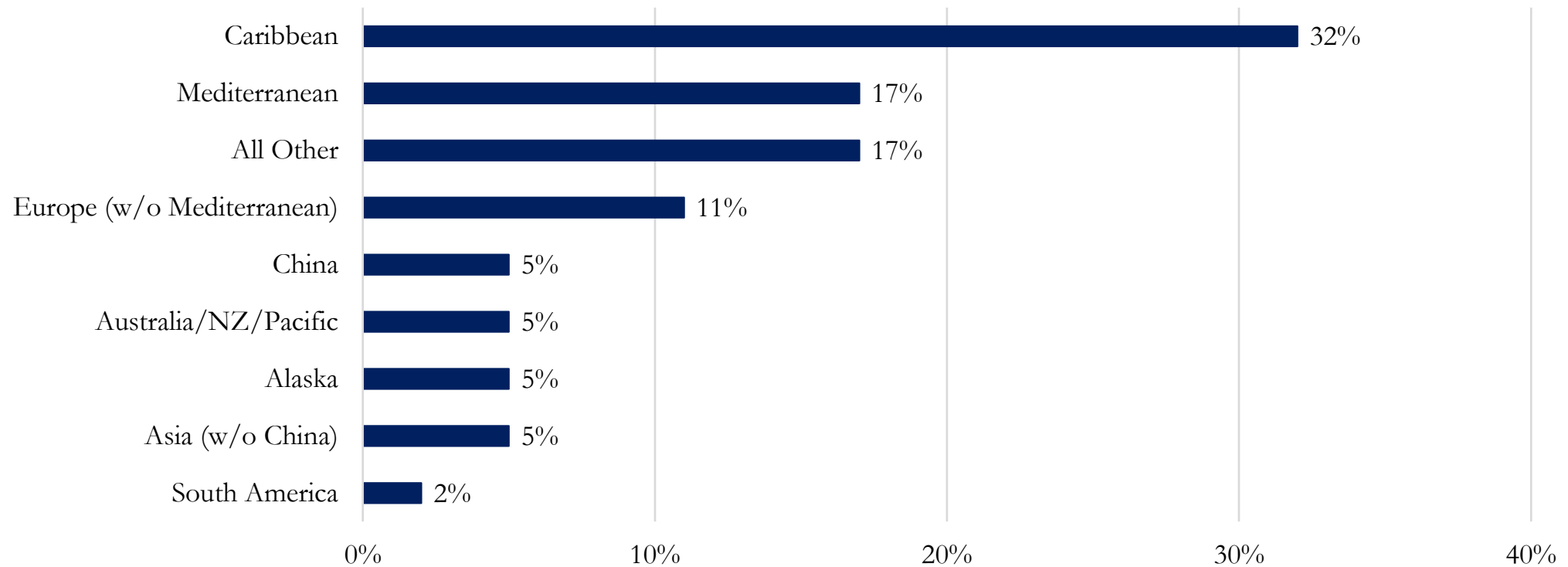


# Maritime Industry - Global Shipbuilding (Europe)



# Maritime Industry - Global Cruise Industry

2020 Cruise Line Deployment by Region (% ALBD)



## Cruise Industry - Key Figures 2020:

- **USD \$22 billion invested** in new energy efficiency technologies and cleaner fuels.
- **40% target reduction in rate of carbon emissions by 2030** (compared to 2008).
- 14.1 years average age of fleet vs. 14.6 in 2018.
- Innovation in LNG, exhaust gas cleaning systems, advanced wastewater treatment systems and shore-side power.
- **30 million passengers** cruised during 2019.



# Global Regulations - IMO



## [Carriage of Cargoes and Containers \(CCC\)](#)

Deals with the carriage of packed dangerous goods, solid bulk cargoes, bulk gas cargoes, and containers.

## [Ship Design and Construction \(SDC\)](#)

Considers a wide range of technical and operational matters related to ship design and construction, including subdivision and stability.

## [Implementation of IMO Instruments \(III\)](#)

Brings together flag, port and coastal States to consider implementation issues, including the analysis of consolidated audit summary reports from the mandatory IMO Member State Audit Scheme.

## [Navigation, Communications and Search and Rescue \(NCSR\)](#)

Deals with all matters related to navigation and communication, including the analysis and approval of ships routing measures and ship reporting systems; carriage requirements and performance standards for navigation and communication equipment; LRIT system and the development of e-navigation. It also deals with search and rescue matters and the Global Maritime Distress and Safety System (GMDSS).

## [Human Element, Training and Watchkeeping \(HTW\)](#)

Deals with the human side of shipping, including training and certification; the review, updating and revision of IMO model courses; and guidance addressing issues such as fatigue.

## [Ship Systems and Equipment \(SSE\)](#)

Deals with a wide range of technical and operational matters related to systems and equipment on all types of ships, vessels, craft and mobile units covered by IMO instruments.

## [Pollution Prevention and Response \(PPR\)](#)

Deals with all matters related to pollution prevention and response which falls within IMO's remit.

# Chapter 3: Dutch Context

# The Dutch Maritime Industry - 2018 Exports

After a lean year in 2016, the Netherlands' maritime industry grew in 2018. Exports increased in 2018 by 5,2%. The total Export of the maritime cluster amounted to nearly EUR 33 billion in 2018, a 4,24% increase compared to 2017 (€31,6 billion).

The ports and offshore subsectors are the largest Export sectors with €9.9 billion and €6,8 billion in 2018, respectively.

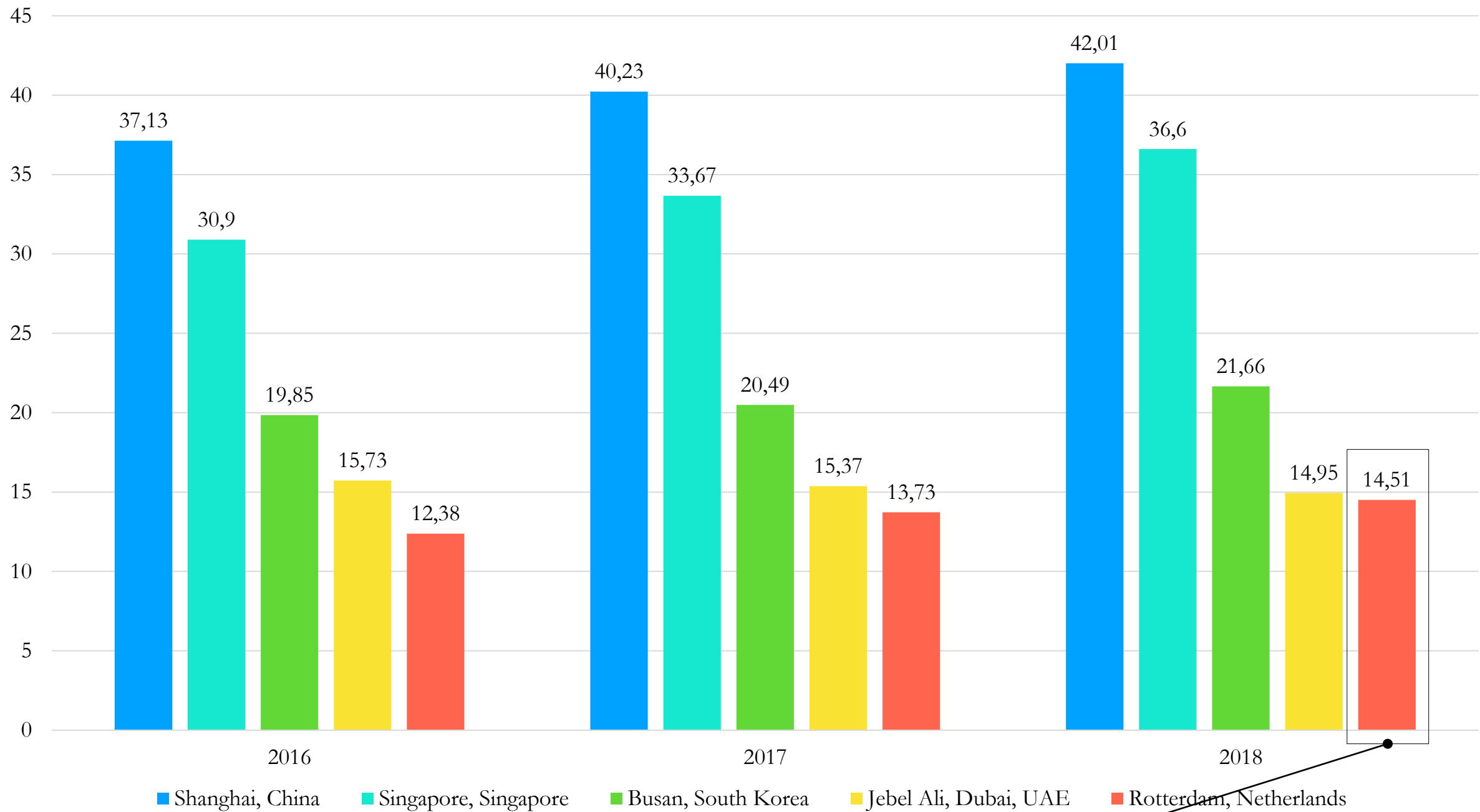


## • 2018 Maritime Cluster Highlights:

- 263,328 employees (direct & indirect) in the maritime sector.
- 2,8% of total employment in the Netherlands.
- €23.216 billion in total value added.
- €49.013 billion in production value.
- 3,0% of total GDP of the Netherlands.

# The Dutch Maritime Industry – Rotterdam Port

Top Ports Worldwide – Million TEU

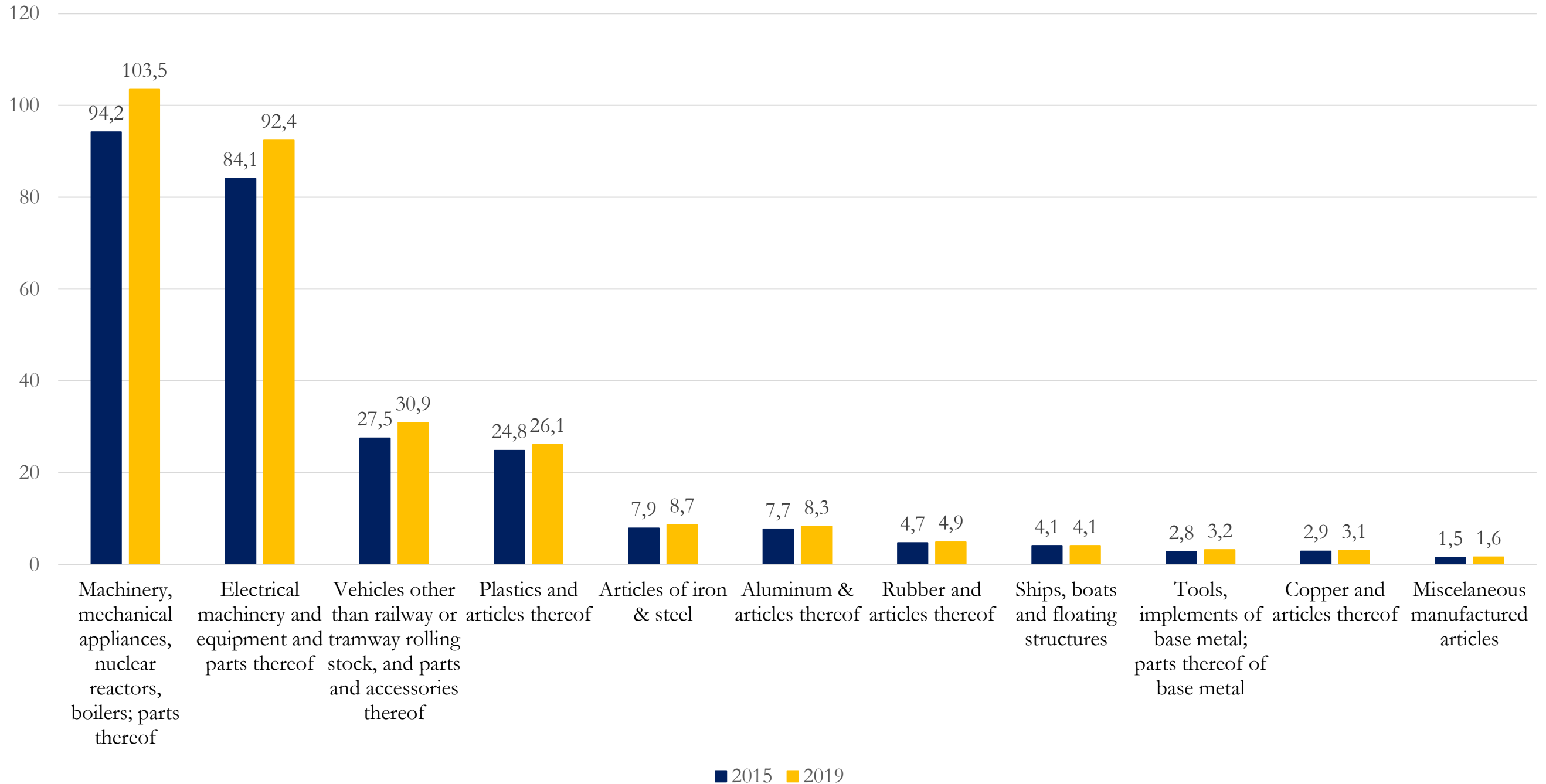


- In terms of TEU, Rotterdam is currently ranked the **best port in Europe**.



# The Dutch Maritime Industry - 2019 Exports

Maritime Technology Exports from the Netherlands 2015-2019 (USD Billions)



# Chapter 4: Colombia Sets Sail

# Colombian Maritime Industry

## By 2024

- **Colombia is projected to become an important ship repair center** for the United States and the Caribbean. This due to, but not limited to, Colombia's:
  - Access to both the Caribbean and Pacific Oceans.
  - Proximity to the Caribbean cruise industry.
  - Important port development, which will lead to gradual increase in logistics participation in Latin America.
  - Inland transportation project development, specially focused on its main river, the Magdalena.
  - Low manufacturing costs when compared to other Latin American and Caribbean countries, as well as the United States.
  - Large pool of professionals in maritime-related industries such as metalworking, etc.



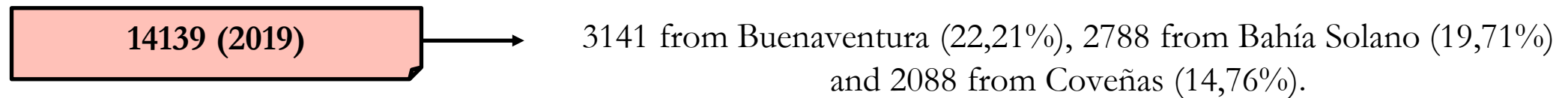
- In the next ten years, the industry **expects to employ 20,000** (between direct and indirect jobs), and reach a turnover of **USD \$1.5 billion by 2027**, with exports of **USD \$500 million**.

# Colombian Maritime Industry

## Total International Transport Operations



## Total National Transport Operations

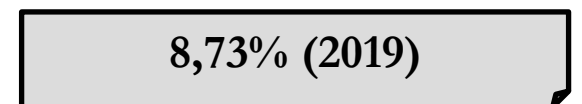
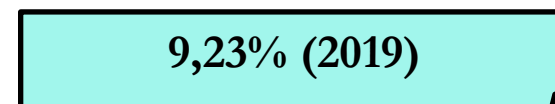
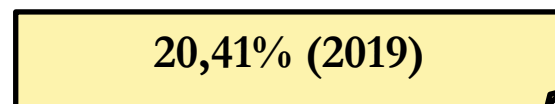
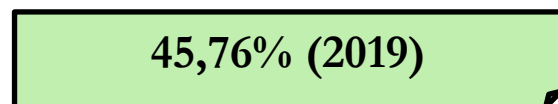


### Container Ships

### Bulk Carrier

### General Cargo

### Tankers





# Colombian Maritime Industry

## Where do Inspected Ships Come From? (Flags of Inspected Ships 2019)

**Panama #1**

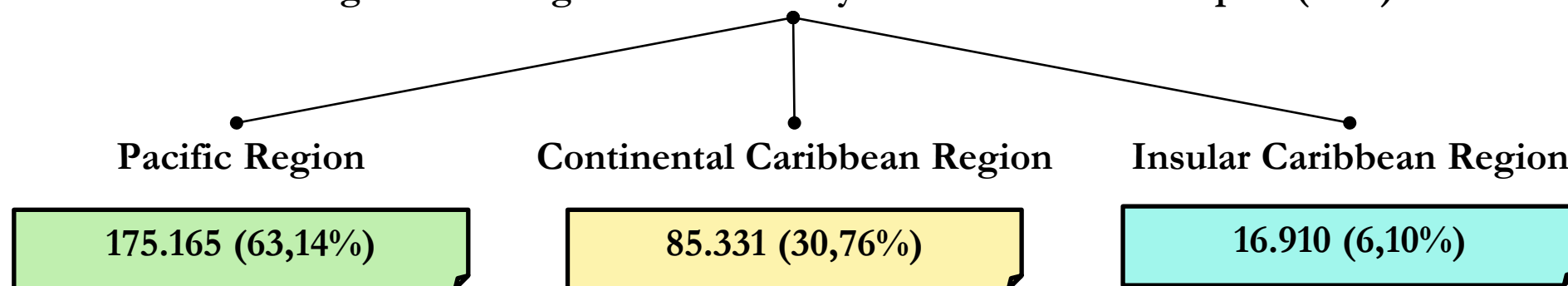
Panama (18,62%), Marshall Islands (14,95%), Liberia (13,29%), Singapore (7,34%), Hong Kong - China (5,86%), Bahamas (5,68%), Malta (5,51%), Cyprus (2,97%), Antigua & Barbuda (2,62%), Denmark (1,92%), Netherlands (1,84%), Portugal (1,57%), Greece (1,49%).

## Certified Port Installations

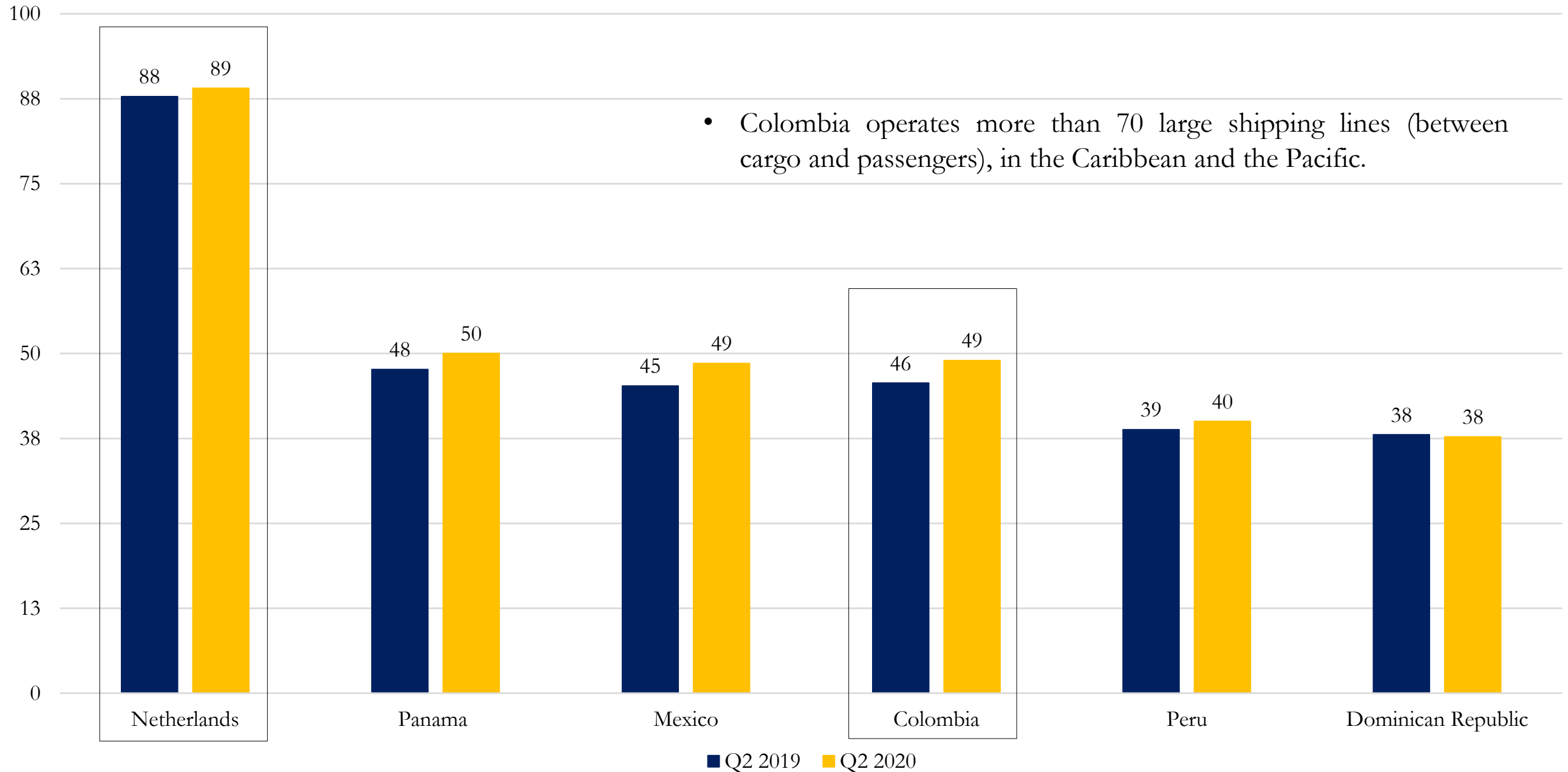
**Total: 56**

Cartagena (23), Barranquilla (10), Buenaventura (6), Santa Marta (4), Turbo (4), Coveñas (3), Tumaco (2), San Andrés (2), Puerto Bolívar (1), Riohacha (1).

## Percentage of Passengers Mobilized by Sea - National Transport (2019)



# Liner Shipping Connectivity Index (China 2006 = 100)



# Port Activity in Latin America (2018)

## Ranking - Throughput (TEU) in 2018

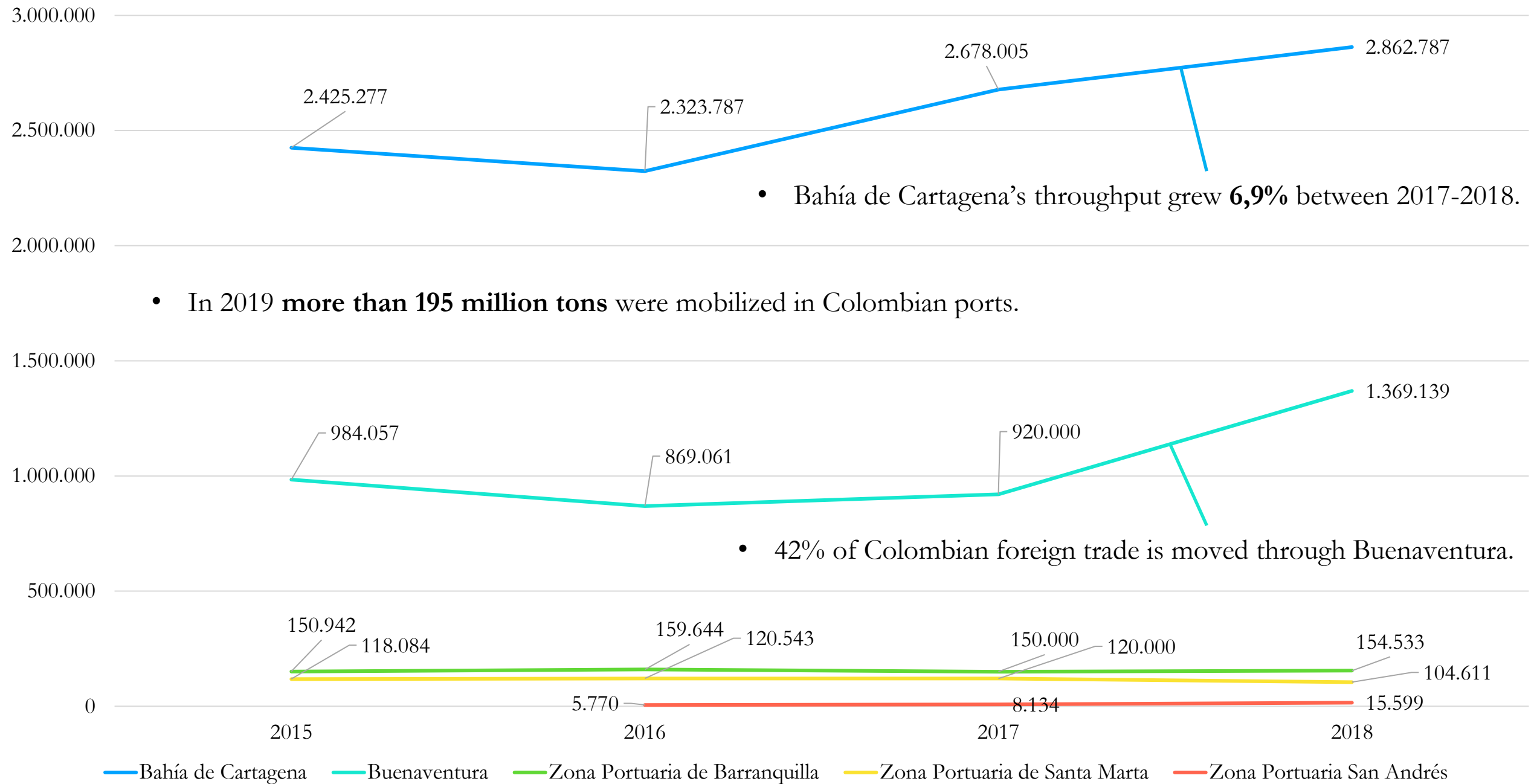


### Colombian Port Rankings (Top 100 in TEU):

- Cartagena (4) – Largest in TEU.
- Buenaventura (12) – Largest in turnover.
- Barranquilla (55)
- Santa Marta (62)
- Turbo (66) – Largest in agricultural exports
- San Andrés (95) – Largest island port.

# Port Activity in Colombia (2015-2018)

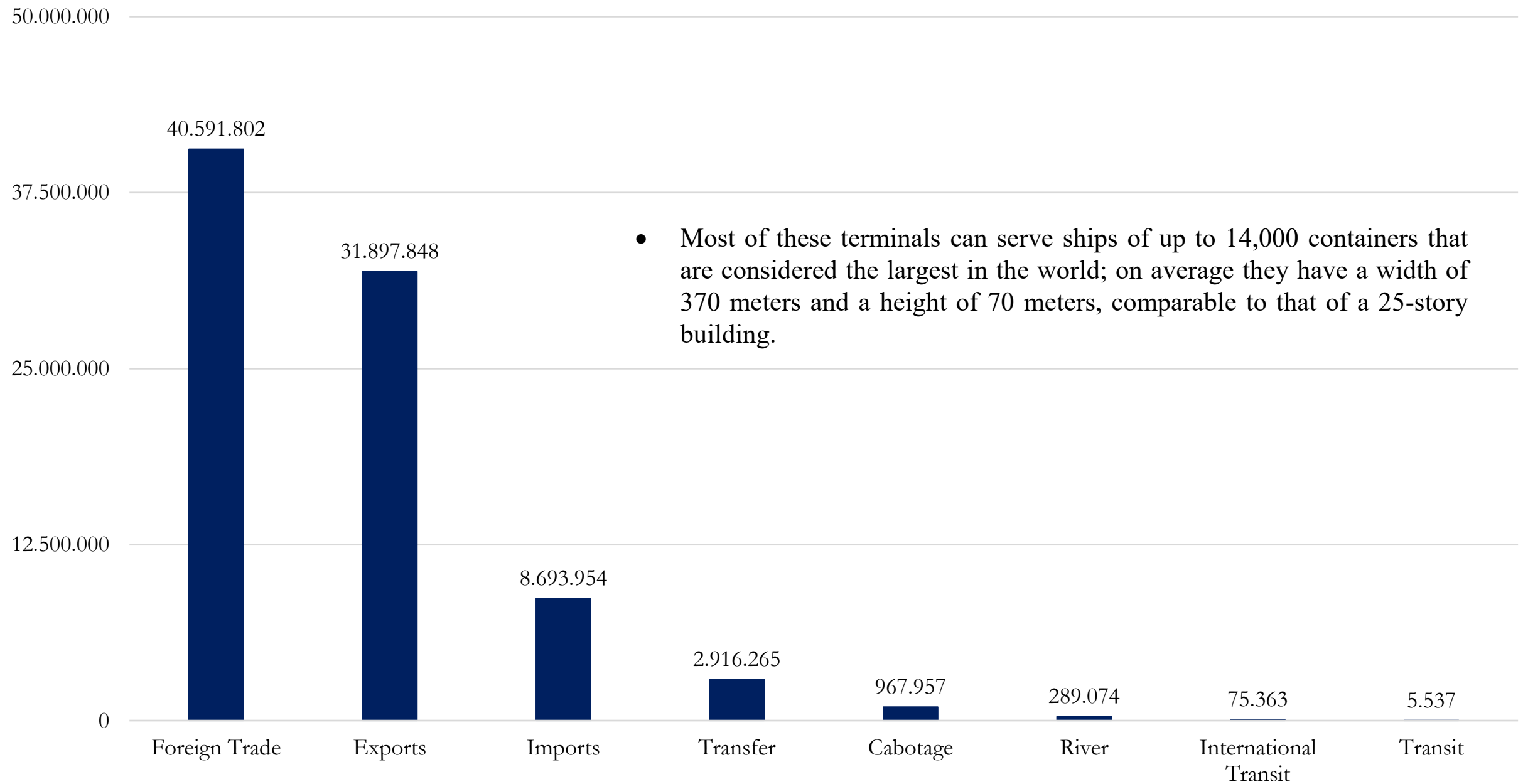
Colombian Port Throughput (TEU) Between 2015-2018





# Colombian Ports

Metric Tons Mobilized Through Ports (Q1 2020)



# Shipbuilding & Repair in Colombia



- **USD +\$75 million** in exports between 2011-2019.
- **USD \$8,3 million** in 2018 alone.
- Average **9% growth** in past few years.
- There are **33 shipyards** that generate about 6,000 direct and 4,000 indirect jobs, and **17 naval workshops**.
- 5 of these shipyards are able to **meet the international standards** required today.
- **More than 100 ships** were built in Colombian shipyards between 2015-2019, and were verified by The Maritime General Directorate (Dimar).
- Dimar carried out **102 inspections of shipyards** and **47 inspections of naval repair shops** between 2017-2019.



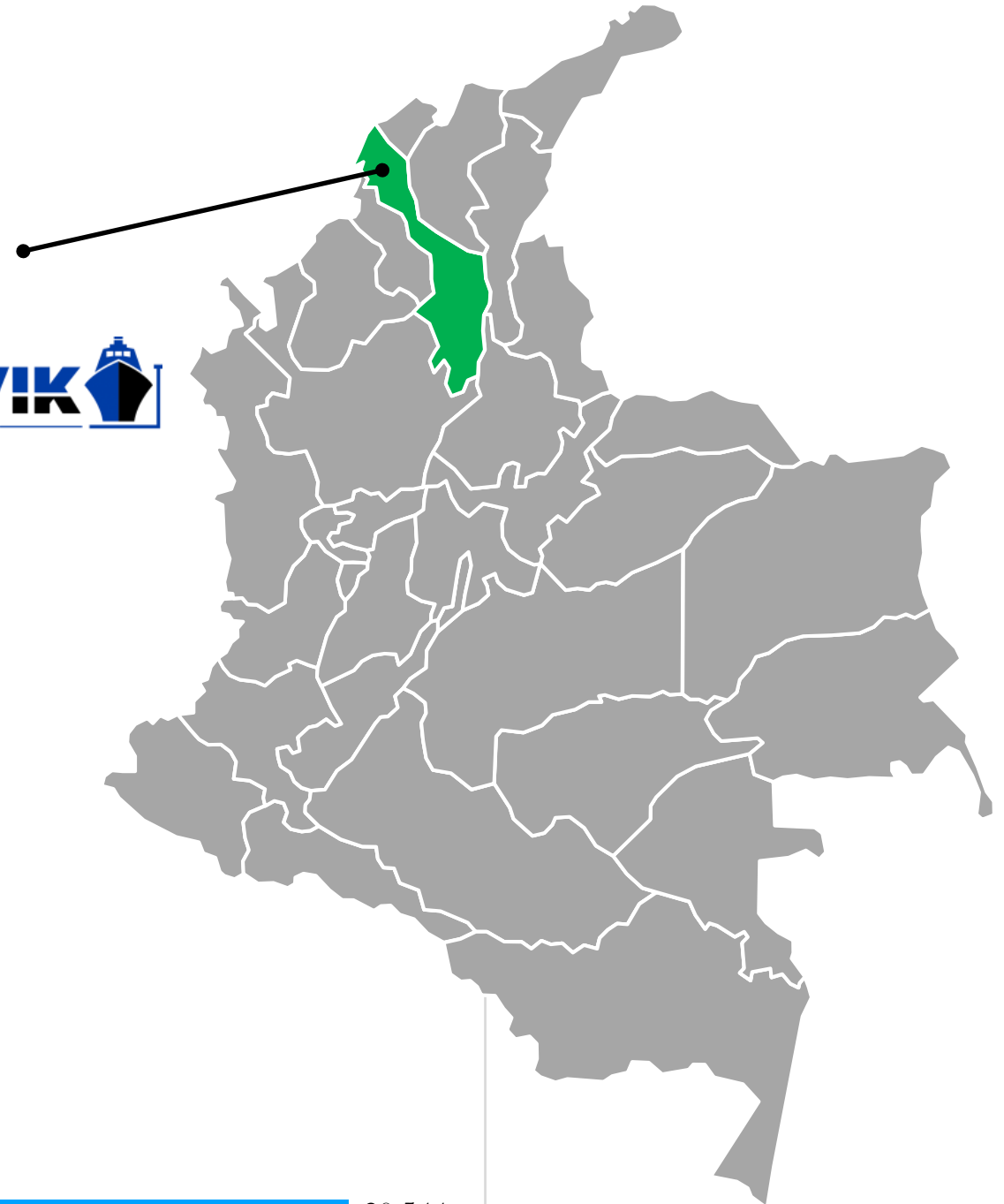
**Dirección General Marítima**  
Autoridad Marítima Colombiana

# Shipbuilding & Repair in Colombia

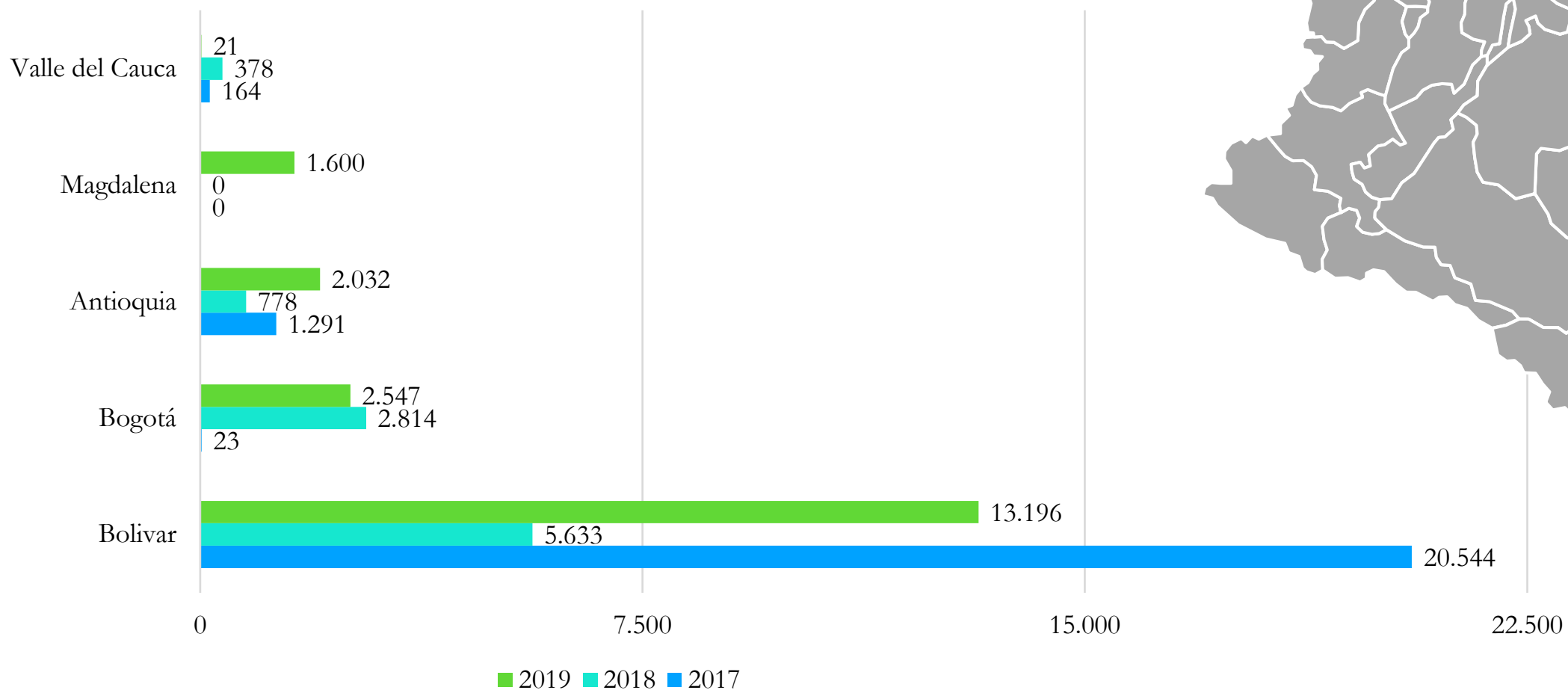
Colombia has 2 main shipyards in its Caribbean coast, these being:

## Cartagena Bay:

- COTECMAR shipyard Colombia [www.cotecmar.com](http://www.cotecmar.com)
- Industrias Astivik S.A. Colombia Shipyard [www.astivik.com](http://www.astivik.com)



Ship Exports by Region (USD Thousand)



# Shipbuilding & Repair in Colombia



- Cotecmar (Corporation of Science and Technology for the Development of the Maritime and River Naval Industry) is a Colombia state-owned shipbuilder, supervised by the Colombian Ministry of National Defense. In 2019, it attended **72 repair and maintenance projects**, 18 in Mamonal (25%) and 54 in Bocagrande (75%).
- **63 projects** were attended by Cotecmar in dams (88%), 5 in docks (7%), and 3 in external docks (4%).
- 74% of the vessels served by Cotecmar, that is 53 projects, were of repurchase. The remaining 26%, that is 19 projects, were from new clients.
- 31 of Cotecmar's projects corresponded to exports (43%), and 41 projects (57%) corresponded to national sales.
- Export destinations were led by Venezuela with 37%, followed by Panama with 20%, Germany with 18% and the **Netherlands with 10%** (Dutch Antilles not included).
- Cotecmar's latest ship for Honduras, "Gracias a Dios" was built in 11 months by 2.500 professionals. The ship can transport 246 tons of cargo, and can travel 40 days, nonstop.
- In 2019, Cotecmar showed a **30% growth** in operational income.



# Shipbuilding & Repair in Colombia



Cotecmar's new hydrographic research vessel, to be built in Colombia in collaboration with DAMEN.

# Shipbuilding & Repair in Colombia

Other Colombian ship builders and ship repairers include:



**Inser S.A.S.**  
Cartagena

[www.inser.com](http://www.inser.com)



**INSM S.A.S.**  
Barranquilla

[www.ingnavalsenamaritima.com](http://www.ingnavalsenamaritima.com)



**Mompresa**  
Cartagena / Bogotá

[www.ingnavalsenamaritima.com](http://www.ingnavalsenamaritima.com)



**Astilleros Uniban**  
Medellín

[www.uniban.com](http://www.uniban.com)



**DMARS S.A.S. Delta Marine River Service**  
Cartagena

[www.dmars.com.co](http://www.dmars.com.co)



**Ferroalquimar**  
Cartagena

[www.ferroalquimar.com](http://www.ferroalquimar.com)



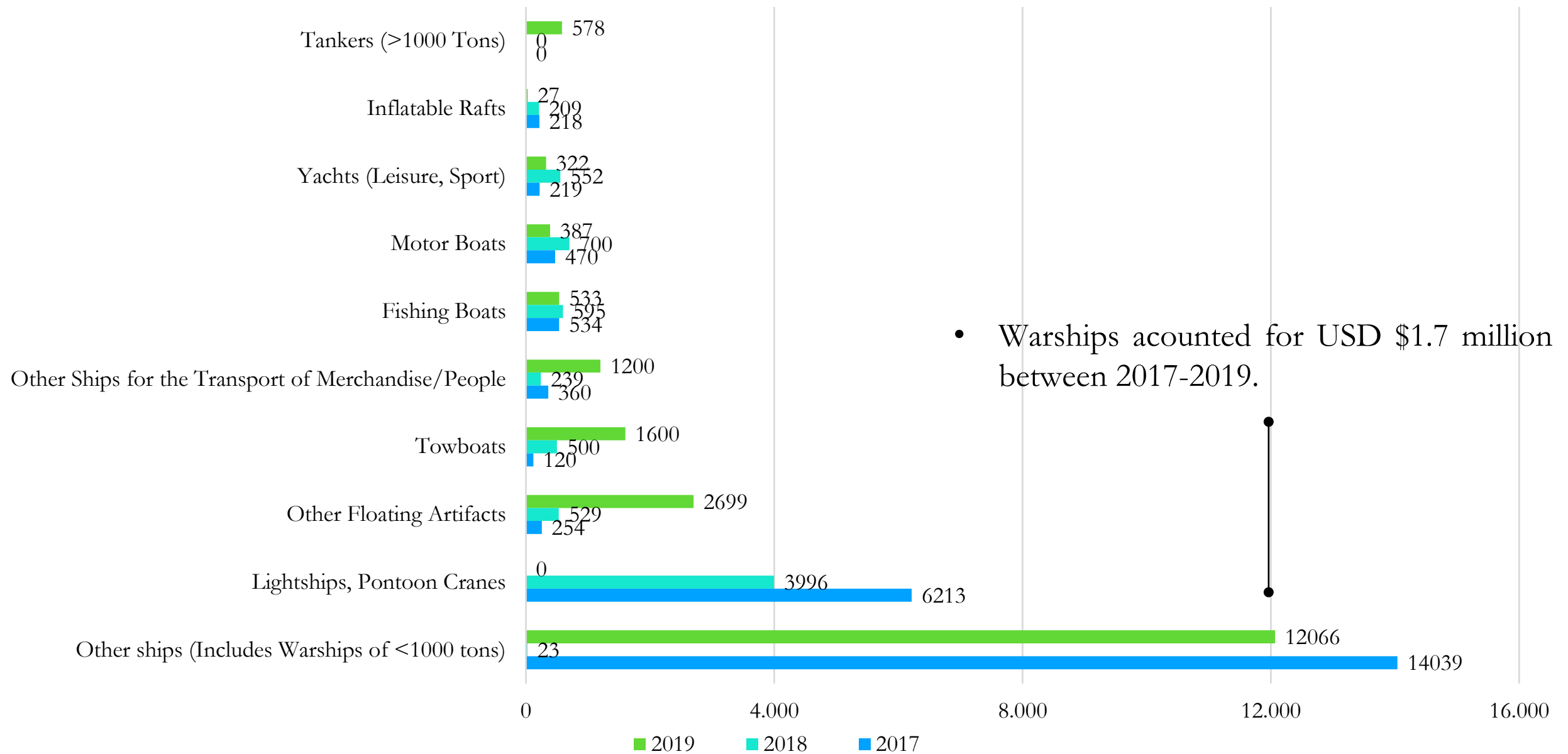
**Corena Ingeniería**  
Cartagena / Buenaventura

[www.corenaingenieria.com](http://www.corenaingenieria.com)



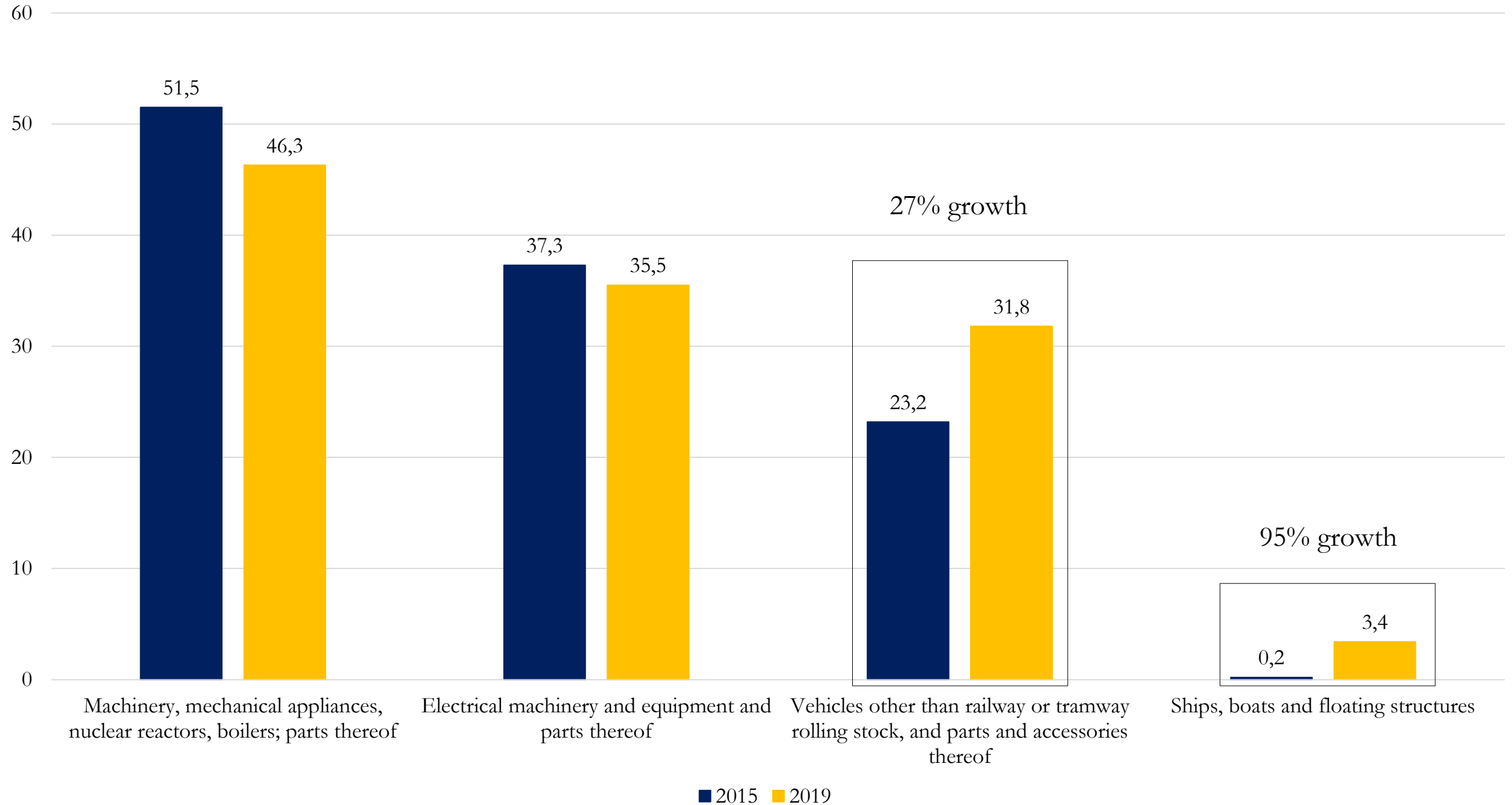
# Shipbuilding & Repair in Colombia

Ship Exports by Vessel Type (USD Thousand)



# The Colombian Maritime Industry - 2019 Imports

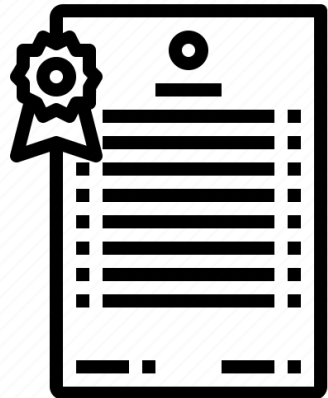
Colombian Maritime Technology Imports from the Netherlands 2015-2019 (USD Millions)



# Colombian Maritime Legislation

## Decree 590 of 2018:

The Productive Transformation Program (PTP) is intended to reduce the **tariff to 0% for 395 subheadings** that Colombia does not produce and that are necessary to manufacture and repair vessels – the industry can save up to USD \$116 million a year.

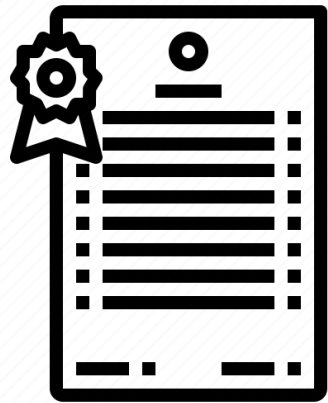


PTP analysis indicates that building a vessel can **generate up to USD \$1.66 million in these productive chains**, since such construction requires pieces grouped into 1,563 systems in the steel, propulsion, electrical, monitoring and surveillance sectors, auxiliary systems of ships, non-slip, doors, windows, glass, kitchens, metalwork, paintings, profiles and masts.

## Resolution 1425 of 2018:

Establishes the internal procedure that the Ministry of Commerce, Industry and Tourism must observe to process the applications for the authorization of the program for the promotion of the shipyard industry (**Proastilleros**) and regulation of the methodology to assign the unique numerical coding (CIUU) to the goods included in the tariff subheadings established in Decree 1074 of 2015.

# Decree 590 of 2018



All 395 product subheadings exempt from custom duties are available in **Article 2.2.1.12.1.3** of the [Decree](#).

- Subheadings must NOT have a national production record, valid on the date of shipment of the merchandise (date of issuance of the transport document).
- For merchandise from a Free Zone, the date of presentation and acceptance of the import declaration will be taken into account.



[www.colombiaproductiva.com](http://www.colombiaproductiva.com)

# Chapter 5: SWOT

# Market Insights - SWOT

## Strengths:

The subsectors with the greatest potential in Colombia are **shipbuilding, offshore, dredging and the supply of maritime spare parts and equipment.**

Colombia has **built and exported top-quality ships** to Guatemala and Honduras.

By 2024, **Colombia is projected to become an important ship repair center** for the United States and the Caribbean.

## Weaknesses:

Colombia still has room to improve in relation to providing ships and vessels for the **fisheries and water sports** subsectors.

Many systems and components for the maritime industry are imported since they are **not manufactured locally.**

One of the few countries in the region with multiple rivers, but with **poor inland transportation,** which greatly increases trade costs.

## Opportunities:

Colombia's maritime industry expects to reach a turnover of **USD \$1.5 billion by 2027,** with exports of **USD \$500 million.**

Currently, there are 13 port development projects throughout the Caribbean and Pacific coasts.

There are also various **offshore projects** in the Caribbean coast, all led by Ecopetrol.

**Decree 590 of 2018** has reduced the tariff to 0% for 395 subheadings.

## Threats:

Due to the delay in the Buenaventura Port expansion project (dredging + maintenance), countries like **Ecuador and Peru** have taken over some of the cargo destined for the port.

Continuous growth of **other Latin American shipyards** such as Panama's Astillero Nacional or Peru's SIMA Peru, which attract a significant amount of business.

Summed to few available resources to invest, **corruption** greatly affects the Colombian shipbuilding industry.



# Chapter 6: Opportunities

# Data, Software, Automation, Robotics, Connectivity

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Big Data Analytics / Software
2. Automation Systems
3. Sensors
4. Navigation / Operations Systems
5. Ship Connectivity / Communications
6. Robotics

POTENTIAL COMPANIES



# Propulsion, Engines, Motors, Ballast, Solar Solutions

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Propulsion, Nozzle & Rudder Systems
2. Motors
3. Maritime Solar Solutions
4. Ship Engines
5. Ballast Systems

POTENTIAL COMPANIES



# Water & Fuel, Exhaust, Heat, Pump, Cooling

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Water & Fuel Solutions
2. Exhaust Gas Recirculation / Cleaning
3. Pump & Cooling Water Systems
4. Heat Exchange & Recovery

POTENTIAL COMPANIES





# Sealing, Scrubbers, Winches, Paint, Panels

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.marimetechology.nl](http://www.marimetechology.nl)

OPPORTUNITIES

1. Sealing & Polymer
2. Sulphur Scrubbing Systems
3. Winches / Mooring Equipment
4. Hull Corrosion Protection & Paint / Adhesives
5. Panels

POTENTIAL COMPANIES



# Machinery, Deck Equipment, Dredgers, Other Products

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Deck Equipment
2. Construction Equipment / Machinery
3. Cranes / Lifting / Cables
4. Dredging
5. Semi-finished Products
6. Offshore Solutions

POTENTIAL COMPANIES





# Electrical & Mechanical Parts, Spare Parts

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Separators
2. Hydraulic Systems
3. Gas Detection Systems
4. Gear Box Shifts
5. Compressors

POTENTIAL COMPANIES



# Electrical & Mechanical Parts, Spare Parts

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at: [www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Electrical Systems
2. Plates/ Foils / Round Bars / Tubes
3. Power Supply & Chargers
4. Generators
5. Pistons / Bearings / Cylinder Heads
6. Valves

POTENTIAL COMPANIES



THECLA BODEWES  
SHIPYARDS



# Electrical & Mechanical Parts, Spare Parts

The following information determines specific opportunities for Dutch, maritime products in Colombia. All of the listed companies are part of the Netherlands Maritime Technology Company Guide. More companies available at:

[www.maritimetechnology.nl](http://www.maritimetechnology.nl)

OPPORTUNITIES

1. Filters / Air Coolers / Fans
2. Converters
3. Boilers
4. Control Units & Stations
5. Oil Discharge

POTENTIAL COMPANIES



# Chapter 7: COVID-19 Impact



# Will There be an Impact?

- Although the COVID-19 pandemic has greatly affected business in countries around the world, Colombia is still **moving forward** with its strategic plans for the marine industry throughout the country.
- Colombia sees local shipbuilding, port development, among other strategic activities, as key boosters for national subsectors related to the industry such as metalworking, etc. that generate hundreds of jobs.

The following are some of the positive headlines during the pandemic:

- According to Marta Lucía Ramírez, Vice President of Colombia, the national government has defined 10 strategic areas for the benefit of 47 coastal municipalities (both in the Caribbean and Pacific coasts), among which **ship building; the improvement of ports, piers and nautical marinas; support for seafarers; flagging of ships; offshore development; and marine research stand out.**
- Cotecmar began construction of the **largest and most technologically equipped ship manufactured in Colombia** under the license of DAMEN. The scientific research ship will be built for Colombia's Maritime General Direction, Dimar. The new scientific research vessel will be equipped with a dynamic positioning system, with hydrology and geophysics, geology, wet and dry laboratories.

# Chapter 8: Importers & Distributers



# Importers & Distributors



**Eduardoño**

Cartagena / Buenaventura / Bogotá

[www.eduardono.com](http://www.eduardono.com)



**Astilleros Unidos S.A.**

Barranquilla

[www.ausa.com](http://www.ausa.com)



**Polmarine**

Bogotá

[www.polmarine.com.co](http://www.polmarine.com.co)



**El Proveedor Naval**

Barranquilla

[www.proveedornaval.com](http://www.proveedornaval.com)



**Lalizas**

Cartagena

[www.lalizas.com.co](http://www.lalizas.com.co)



**LJProp Center**

Cartagena / Montería / Medellín

[www.ljpropcenter.com](http://www.ljpropcenter.com)



**Transmidiesel**

Medellín

[www.transmidiesel.com](http://www.transmidiesel.com)



**Ride Colombia**

Barranquilla

[www.ridecolombia.com](http://www.ridecolombia.com)

# Chapter 9: Helpful Tips

# Helpful Tips

- Contact the Embassy of the Kingdom of the Netherlands in Colombia and the Dutch-Colombian Chamber of Commerce – Holland House to clarify any doubt you have on the aforementioned information.
- Contact the Cartagena Chamber of Commerce as they have specific clusters for the maritime industry and are the main private sector organization to get into contact with the most important companies from the sector.
- Contact importers and distributors in Colombia, as they are the main point of entry for your products in Colombia. Through them you can also expand your business and sales networks throughout the country and reach new customers.
- Contact Colombia Productiva to learn more about Decree 590 of 2018 and all of the tariff exemption benefits it encompasses.
- Contact Dutch maritime companies currently working in Colombia, to learn more about the current business environment. DAMEN would be a great point of reference, as they are currently assisting Cotecmar in manufacturing a ship for the Colombian navy and could introduce some of its Dutch providers/colleagues to Colombian potential clients.
- Participate in Colombian and Latin American events on the Maritime Industry, specifically on topics related to shipbuilding and repair. **COLOMBIAMAR (September 1-3, 2021) is a recommended event. This event was created to promote the development of the naval, maritime and river industries and has seen a 166% growth in sales in the past 5 years.**
- EXPOMARITIMA (September 21 & 25, 2020), organized by World Trade Center Cartagena for the maritime industry clusters of Cartagena and Manizales, will also be conducted virtually this year.

For more information, please contact:

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