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3. Proexport Services

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No matter which way you look at it, Colombia is your investment destination because we create everything with our best natural gift – the Passion of Colombians.

www.colombiaespasion.com
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<th>Preface</th>
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</thead>
<tbody>
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<td>2.</td>
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<tr>
<td>4.</td>
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Some of the reasons to invest are:

I. 17 million hectares (42 million acres) suited for timberland, spread out in a range of altitudes. Today 1.5% of that potential (253,066 hectares - 625,326 acres)⁴ is in use.

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IV. Important biotechnology and genetic improvement. The country has consolidated a high quality forestry germplasm base² with enough plant material.

V. Legal Incentives for sector investors including income tax exemptions for new plantations and a Forestry Certificate Incentive.

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<tr>
<th>Department</th>
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<th>With lower restrictions (Ha)</th>
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<td>Huila</td>
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</tr>
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<td>467,834</td>
<td>4,28,106</td>
</tr>
<tr>
<td>Total</td>
<td>5,127,650</td>
<td>12,185,356</td>
</tr>
</tbody>
</table>

Total Area Suited for Timberland 17,313,006

¹ MADR. Number estimate to 2008.

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In the Valle del Cauca Department, the potential area is estimated in 200,000 ha. The Department has experience in timberland and has one of the most important ports of the Country: Buenaventura.
Currently, the Industry is Only Using 1.5% of the Forestry Potential in Colombia

Colombia has 17 million hectares (42 million acres) with soil suited for forests, but today 1.5% of that potential (253,066 hectares - 625,326 acres) is in use.

Of the 17 million hectares suited for forest, 5.1 million has no restrictions (thus, this soil needs no improvement to be planted and developed for forestry projects) while 12.1 million has limited restrictions.

60.7 Million Hectares are Protected

From the total area of the country: 114 million hectares (281.6 million acres); 53.3% (60.7 million hectares to 149.9 million acres) are covered by native forest. This area is unavailable for forestry projects.

The National Forestry Development Plan (PNDF) Gives a Strategic View of the Sector to 2025

The development of the forestry sector is a long-term national plan. The goal is to have 1.3 million planted. To 2025, the sector will incorporate significant involvement from the farming sector, employment generation by incorporating sustainable use practices and the management of native and planted forest.
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Areas Suited for Commercial Plantations

Key
- Areas suited for commercial plantations with no restrictions
- Areas suited for commercial plantations with lower restrictions
- Production areas with high restrictions, agro-forestry systems
- Areas suited for ecosystem habitat restoration
- Areas suited for protective timberland
- Areas with poor drainage
- Preserved areas
- Urban areas

Source: CONIF 2008

Native forest is divided in: Forest basal areas (38.7 million hectares), Andean forests (9.1 million hectares), Riparian (gallery) forest (3.4 million hectares), Rain Forest, mangrove and marsh (2.8 million hectares), and some fragments where forest basal areas and Andean forests areas are mixed together which add up to 9.9 (3.8 million hectares).

Note: MADR. Number estimate to 2008
1.2 Three Potential Regions for Forestry Development in Colombia.

The Ministry of Agriculture and Rural Development (MADR) has identified three regions with high potential for forestry development projects. The identified regions include Eje Cafetero, the Caribbean and Orinoquia.

Potential Zones for Forestry Development

Caribbean and Upper Magdalena: Altitude 300 - 2,500 ft Species: Teak, Melina, Ceiba, Acacia and Eucalyptus

Eje Cafetero and South West Region: Altitude 3,500 - 7,000 ft Species: Laurel, Cedar, Eucalyptus and Pine.

Orinoquia Region: Altitude 300 - 1,600 ft Species: Eucalyptus and Pine.

1.3 More than 10 High Value Added Commercial Timber Species

More than 10 commercial timber species are suitable for planting in Colombia. These offer an immense potential for increasing yields by applying biotechnology and genetic improvement processes. In Colombia, commercial timber species need less time to grow. Thus, operations can be more productive than in other countries. For example, the Eucalyptus has a yield of 30 m³/ha per year in an 8 year turnover.

Yield by Species in Colombia

<table>
<thead>
<tr>
<th>Scientific Name</th>
<th>Common Name</th>
<th>Yield (m³/ha/año)</th>
<th>Turnover (years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eucalyptus grandis</td>
<td>Eucalyptus</td>
<td>25 - 40</td>
<td>8</td>
</tr>
<tr>
<td>Acacia magnum</td>
<td>Acacia</td>
<td>26 - 30</td>
<td>12</td>
</tr>
<tr>
<td>Bombacopsis quinata</td>
<td>Ceiba Tolua</td>
<td>&lt;18</td>
<td>&gt;20</td>
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<tr>
<td>Cordia alliadora</td>
<td>Laurel</td>
<td>8 - 20</td>
<td>20</td>
</tr>
<tr>
<td>Eucalyptus globulus</td>
<td>Eucalyptus</td>
<td>15 - 35</td>
<td>8 - 12</td>
</tr>
<tr>
<td>Gmelia arborea</td>
<td>Melina</td>
<td>20 - 25</td>
<td>10 - 16</td>
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<tr>
<td>Eucalyptus pellita</td>
<td>Eucalyptus</td>
<td>15 - 20</td>
<td>12</td>
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<tr>
<td>Eucalyptus tereticornis</td>
<td>Eucalyptus</td>
<td>20</td>
<td>8 - 12</td>
</tr>
<tr>
<td>Schizolobium parahybum</td>
<td>Brazilian Firetree</td>
<td>13</td>
<td>16</td>
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<tr>
<td>Tectona grandis</td>
<td>Teak</td>
<td>7 - 10</td>
<td>25 - 28</td>
</tr>
<tr>
<td>Cariniana pyriformis</td>
<td>Colombian Mahogany</td>
<td>7</td>
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<tr>
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<td>26–30</td>
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Source: CONIF/MADR
1.4 In Colombia, consumption of raw timber has increased, supplied mainly by imports

Between 2006 and 2007, consumption of lumber, wood board and paneling, and chips rose by 7%. During the same period, pulp consumption rose 3%. This increase has been fueled, in large part, by imports of these materials.

This is an opportunity to execute forestry projects in Colombia. Thanks to the increase in consumption in both national and international markets, Colombia has enough available land (17 million hectares, or 42 million acres) for timberland to substitute the long term imports of wood products.
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![Trade Balance and Consumption in Colombia](source)

![Colombia - Consumption](source)
1.5 Colombia exports lumber and furniture. Venezuela is the most important market. Between 2004-2008 the exports of lumber and manufactures rose to an accumulate number of USD $548.8 million. The furniture represents the highest value. On the other hand, for the same period the export of lumber represents the highest concentration in volume.

**Lumber and Manufactures Exports Value, accumulate 2004-2008 (Percentage)**

- Furniture 56%
- Manufacturing 10%
- Lumber 33%
- Handicraft 1%

Total Value Exported: USD $548.8 million

**Lumber and Manufactures Exports Volume, accumulate 2004-2008 (Percentage)**

- Furniture 19%
- Manufacturing 5%
- Lumber 76%
- Handicraft 0%

Total Volume Exported: 495,639 Tons

---

Venezuela is actually the most important market representing 42% of the total export value and 39% of the volume. The wooden and office furniture are the products with the highest marketing rate.

United States is the second market with 21% of the lumber exports. China and India have 2% respectively. These two countries import manufactures for their internal production.

Source: DANE, Proexport Statistics
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**Lumber and Manufactures Exports Volume, accumulate 2004-2008 (Percentage)**

- Furniture 19%
- Manufacturing 5%
- Lumber 76%
- Handicraft 0%

Total Volume Exported: 495,839 Tons

Source: DANE, Proexport Statistics

**Lumber and Manufactures Colombian Exports Value by Market, accumulate 2004-2008 (Percentage)**

- Venezuela 42%
- United States 21%
- Panama 8%
- Puerto Rico 3%
- Ecuador 2%
- Mexico 2%
- Costa Rica 2%
- Chile 2%
- China 2%
- India 2%
- Others 14%

Total Value Exported: USD 548.8 million

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### Lumber and Manufactures Exports Volume, accumulate 2004-2008 (Percentage)

- **United States**: 13%
- **Venezuela**: 39%
- **Guatemala**: 2%
- **India**: 11%
- **China**: 6%
- **Puerto Rico**: 2%
- **Ecuador**: 2%
- **Jamaica**: 2%
- **Costa Rica**: 4%
- **Panama**: 3%
- **Others**: 16%

Total Volume Exported: 495,839 Tons

Source: DANE, Proexport Statistics

### 1.6 Existence of potential strategic partners

Colombia has a group of companies engaged in the production, transformation and commercialization of lumber products, located in different zones of the country, with a large knowledge of consumption patterns and the local distribution networks. This places the Colombian companies as very interesting potential strategic partners for any foreign company interested in the development of business plans in our country.

### Main Companies in the Forestry Sector in Colombia

<table>
<thead>
<tr>
<th>Company</th>
<th>Species</th>
<th>Hectares</th>
<th>Location</th>
<th>Uses of wood</th>
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<td>Magdalena</td>
<td>Architectonic Line</td>
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<td>Oak</td>
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<td>Magdalena</td>
<td>Agroindustrial and Construction line</td>
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<td>Casanare</td>
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<td>1279</td>
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<tr>
<td><em>Securitas Kappa, Cartel de Colombia</em></td>
<td>Eucalyptus (17,000 ha)</td>
<td>10,000</td>
<td>Carmen</td>
<td>Paper and Packaging</td>
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<tr>
<td></td>
<td>Pinus (7,000 ha)</td>
<td>16,000</td>
<td>Cali</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>19,000</td>
<td>Popayan</td>
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<tr>
<td><em>Pizarro</em></td>
<td>Ceiba Roja Melina</td>
<td>20,000</td>
<td>Barranquilla Uribi Valle del Cauca</td>
<td>Construction</td>
</tr>
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<td></td>
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<td></td>
<td>Plywood</td>
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<td>Maderor</td>
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<td></td>
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<td></td>
<td></td>
<td>Doors</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Furniture</td>
</tr>
<tr>
<td><em>Reforestadora Industrial de Antioquia</em></td>
<td>Pinus púdula Melina Pinus oocarpa Azuca Teak</td>
<td>30,000</td>
<td>Antioquia</td>
<td>The company offers wood supply of raw materials to different industries</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><em>Kangardó 3F, Proyecto Bosques del Pacifico</em></td>
<td>Azuca Melina Teak</td>
<td>4100</td>
<td>Córdoba</td>
<td>Architecture</td>
</tr>
<tr>
<td></td>
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<td></td>
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<td>Furniture</td>
</tr>
<tr>
<td><em>Reforestadora El Guásimo</em></td>
<td>Pinus maximinoi</td>
<td>96</td>
<td>Antioquia</td>
<td>Goldas Tunics</td>
</tr>
<tr>
<td></td>
<td>Pinus púdula Ciprés Other species</td>
<td>4554</td>
<td></td>
<td>Whole management of plantations and forestry sector</td>
</tr>
<tr>
<td></td>
<td></td>
<td>203</td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>33</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Companies Web Pages
**Lumber and Manufactures Exports Volume, accumulate 2004-2008 (Percentage)**

- **Venezuela 39%**
- **United States 13%**
- **India 11%**
- **China 6%**
- **Costa Rica 4%**
- **Panama 3%**
- **Guatemala 2%**
- **Puerto Rico 2%**
- **Ecuador 2%**
- **Jamaica 2%**
- **Others 16%**

Total Volume Exported: 495,839 Tons

Source: DANE, Proexport Statistics

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**Main Companies in the Forestry Sector in Colombia**

<table>
<thead>
<tr>
<th>Company</th>
<th>Species</th>
<th>Hectares</th>
<th>Location</th>
<th>Uses of wood</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refocosta</td>
<td>Teak</td>
<td>1269</td>
<td>Magdalena</td>
<td>Architectonic line</td>
</tr>
<tr>
<td></td>
<td>Oak</td>
<td>762</td>
<td>Magdalena</td>
<td>Agroindustrial and Construction</td>
</tr>
<tr>
<td></td>
<td>Pinus Eucalyptus</td>
<td>1279</td>
<td>Casanare</td>
<td>Construction</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Magdalena</td>
<td>Plywood</td>
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<td>Medecor</td>
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<td>Doors</td>
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<td>Furniture</td>
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<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pizarra</td>
<td>Ceiba Roja</td>
<td>20000</td>
<td>Barranquilla</td>
<td>Wood supply of raw materials</td>
</tr>
<tr>
<td></td>
<td>Melina</td>
<td></td>
<td>Urbana</td>
<td>different industries</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Valle del Cauca</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Reforestadora Industrial</td>
<td>Pinus pátula</td>
<td>8000</td>
<td>Antioquia</td>
<td>Wood supply of raw materials</td>
</tr>
<tr>
<td>de Antioquia</td>
<td>Melina</td>
<td></td>
<td></td>
<td>different industries</td>
</tr>
<tr>
<td></td>
<td>Pino oocarpa</td>
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<tr>
<td></td>
<td>Arceo</td>
<td></td>
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</tr>
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<td>Kangarol 3F</td>
<td>Arceo</td>
<td>4100</td>
<td>Córdoba</td>
<td>Wood supply of raw materials</td>
</tr>
<tr>
<td>Proyecto Bosques del Papel</td>
<td>Melina</td>
<td></td>
<td></td>
<td>different industries</td>
</tr>
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<td></td>
<td>Teak</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reforestadora El Buenavento</td>
<td>Pinus maximinoi</td>
<td>96</td>
<td>Antioquia</td>
<td>Whole management of plantations</td>
</tr>
<tr>
<td></td>
<td>Pino oocarpa</td>
<td>4554</td>
<td></td>
<td>and forestry sector</td>
</tr>
<tr>
<td></td>
<td>Pinus tecunimani</td>
<td>202</td>
<td>Tolima</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other species</td>
<td>33</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
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</tr>
<tr>
<td>Industria Forestal De la</td>
<td>Pinus pátula</td>
<td>10000</td>
<td>M ox dellín</td>
<td>Wood supply of raw materials</td>
</tr>
<tr>
<td>Luna</td>
<td>Pino oocarpa</td>
<td></td>
<td>Yarumal</td>
<td>different industries</td>
</tr>
<tr>
<td></td>
<td>Pinus tecunimani</td>
<td></td>
<td>Angoliana</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other species</td>
<td></td>
<td>Yarumal</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Cipreses</td>
<td>Cipresses</td>
<td>3300</td>
<td>Caldas</td>
<td>Wood supply of raw materials</td>
</tr>
<tr>
<td></td>
<td>Liquidífera</td>
<td></td>
<td>Antioquia</td>
<td>different industries</td>
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<tr>
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<td>Pinus pátula</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Madellex</td>
<td>Eucalyptus</td>
<td>4600</td>
<td>Magdalena</td>
<td>Door and window</td>
</tr>
</tbody>
</table>

Source: Companies Web Pages

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**1.6 Existence of potential strategic partners**

Colombia has a group of companies engaged in the production, transformation and commercialization of lumber products, located in different zones of the country, with a large knowledge of consumption patterns and the local distribution networks. This places the Colombian companies as very interesting potential strategic partners for any foreign company interested in the development of business plans in our country.
2. Colombia, an Opportunity to Invest in the Forestry Sector: Understand the Reasons Why

2.1 In Colombia, it is possible to obtain excellent yields in softwood timber similar to the countries with the highest production.

Take the case of Tecun Uman Pine (Pinus tecunumanii). In Colombia, it is possible to obtain a Mean Annual Increment (MAI) of 30 to 40 m³/ha/year for a turnover rate of 16 years compared to other softwood in the region.

In hardwood timber, Colombia followed Brazil with the second highest yield with 30 m³/ha per year for a 7 year turnover.

<table>
<thead>
<tr>
<th>Species</th>
<th>Turnover (years)</th>
<th>Yield-IMA (m³/ha/year)</th>
</tr>
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<tbody>
<tr>
<td>P. tecunumanii</td>
<td>16</td>
<td>30 – 40</td>
</tr>
<tr>
<td>P. radiata</td>
<td>20-25</td>
<td>10 – 25</td>
</tr>
<tr>
<td>Pinus spp.</td>
<td>20</td>
<td>16 – 23</td>
</tr>
<tr>
<td>P. patula</td>
<td>16</td>
<td>12 – 22</td>
</tr>
<tr>
<td>Pinus spp.</td>
<td>15 – 20</td>
<td>16</td>
</tr>
<tr>
<td>Pinus spp.</td>
<td>25</td>
<td>10 – 15</td>
</tr>
</tbody>
</table>

Source: CONIF 2002, CENPAPEL 2003

Higher Yield in Four Species than in Competing Countries

As a result of climatic conditions, biotechnology and genetic enhancement, several species produce higher yields in Colombia than in competing countries. For example, Acacia can yield 30 m³/ha/year.

<table>
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<tr>
<th>Species</th>
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<th>Yield of Other Countries (m³/ha/year)</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acacia</td>
<td>26 – 30</td>
<td>8 – 19</td>
<td>Philippines, Malaysia, Haiti, India, Thailand, Indonesia, Panama</td>
</tr>
<tr>
<td>Teak</td>
<td>7 – 13</td>
<td>10 – 12</td>
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<td>20 – 25</td>
<td>12 – 19</td>
<td>Bolivia, Brazil, Costa Rica, Philippines, Indonesia, Malawi, Malaysia</td>
</tr>
</tbody>
</table>

Source: CONIF FAO

2.2 Real Pre-Tax Rate of 10.6% to 12.6%

In Colombia, it is possible to achieve a real pre-tax rate (minus inflation) of 10.6% to 12.6% for a forestry investment -- attractive rates in comparison to competing countries such as Chile and Brazil.

Discount Rate Ranges for Latin America Timberland Investments, 2005

<table>
<thead>
<tr>
<th>Region</th>
<th>IRR %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brazil</td>
<td>8-12%</td>
</tr>
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<td>25</td>
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2.3 The Colombian Forestry Investment Fund (CFIF) -- Timberland Investment Mechanism

The Colombian Forestry Investment Fund was created with an objective to construct an incentive for foreign and domestic timber investment. The private equity fund, which is closed for the medium term (10 years), aims to co-invest in Colombian commercial forestry projects with specialized operators located in suitable forested regions, near core forestry areas, as well as by main roads and markets. Currently, the fund is managed by LAEFM Colombia Ltd., which is simultaneously a capital investor in the project. LAEFM Colombia, together with the investment committee, is responsible for making investment decisions, doing follow up, and withdrawing investments from projects. The fund value has risen to US$ 26, 3 million. FINAGRO acts as a minor investor in the fund with an investment of US $10 million.

2.4 Legal Incentives for Sector Investors

New legislation allows companies from the Forestry Sector to set up throughout the country and be a beneficiary of various exemptions, including 0% income tax for the use of new forest plantations. Here you will find the incentives for the Forestry Sector in Colombia, the Free Trade Zone Regime, and the requirements for forestry projects to be included in a Free Trade Zone Regime. Finally, you will find information regarding Plan Vallejo - the special import-export system - and Legal Stability Agreements.

a. Permanent Income Tax Exemption

New forestry fields will be income tax exempt. This exemption has no term. Additionally, sawmills related to new forestry projects will be income tax exempt.

Note: Forest fields existing at the moment of the expedition of the law may be exempt from income tax, when they perform technical renewal in the field. (Technical renewal denotes that the company must replant the field).

Requirements for New Fields:
- Register the project with the Autonomous Regional Corporation.
- Owner’s certificate or lease contract where the company can prove that they have the right to exploit the field.
- Certificate of the Autonomous Regional Corporation stating that this is a new field.
- Accounting certificate stating both the income generated by the new field and other incomes the company may have.

Requirements for New Sawmills:
- Proof of purchase for sawmill and accompanying machinery, acquired after 2003.
- Contract purchasing the wood production from a new forest.
- Accounting certificate stating both the income generated by the new forest and other incomes that the company may have.

b. Forest Incentive Certificate (CIF)

The CIF is the monetary subsidy that recognizes 50% of the investment for an introduced species and 75% for an investment in autochthonous species to finance the establishment and maintenance (from the second to the fifth year) of new forest plantations. The CIF is neither compatible with the tax benefits nor with other subsidies from the government. For 2009, the government has COP $15 billion (USD 6.8 million) to subsidize reforestation in Colombia.

The Ministry of Agriculture has established the national average value of the total net costs for the establishment and maintenance of a hectare of a planted forest as well as the maximum quantity that will be recognized by the CIF in 2009. These figures appear below.

These zones are designed so that one enterprise may set up in any place in the country with the benefits of a Free Trade Zone. Agro-Industry Projects May Install Processing Plants in a Single-Enterprise Free Trade Zone Whenever the Company Fulfills the Following Requirements:

Requirements:
1. Investment of USD $ 33.89 million.

*The exchange rate is COP $2200= USD $ 1 (market exchange rate is subject to change). The previous values are valid for forest plantations with density of 1000 trees per hectare or more.
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Requirements:
1. Investment of USD $ 33.89 million.6

6 The market exchange rate used is USD 1 = COP 2,200. The requirements for calculating Monthly Legal Minimum Wages of 2009 is of $ 496,900 COP. The Monthly Legal Minimum Wage is subject to change.
2. Creation of 150 direct jobs.

For every extra 23,000 “Minimum Monthly Legal Wages” (USD 5.19 million) the job requirements decreases by 15 jobs, but never less than 50 jobs total.

Benefits:
- A single 15% income tax rate.
- Goods introduced from the rest of the world into a FTZ (i.e. capital goods) are not considered imports; therefore, they do not pay import tariffs or VAT.
- Raw materials, parts and inputs sold from a national customs territory to FTZ users will be VAT exempt.

d. Tariff and VAT Free Capital Goods Imports: Import-Export System “Plan Vallejo”
Plan Vallejo for Capital Goods is a special import-export system in which a company may request a program for the importation of capital goods free from tariffs and VAT.

Requirements:
- The good must be on the list of the Resolution 1148 of 2002.
- Export 1.5 the FOB price of the imported capital goods.
- Submit an application for the program to DIAN

e. Tariff and VAT free inputs and Raw Material Imports: Plan Vallejo for Inputs and Raw Materials
Imports of raw materials and inputs for the production of goods which may be partially exported, provided that they are used to produce goods whose importation, are tariff exempt. Exports must represent consumption of at least sixty per cent (60%) of the imported inputs.

f. Colombia Offers Legal Stability Agreements to Guarantee Investments
Legal Stability Agreements are tools that allow investors to “stabilize” regulations they find determining their investment. Thus, the result is that if the regulation is changed in a detrimental way for the investor, the previous regulation that was stabilized will be applied during the term of the agreement. In exchange, the investor must pay 1% of the investment to the state.

The main characteristics of the agreement are:

Objective
Guarantees the legislation and interpretation that the investor finds determining in the project.

Conditions
More than USD $1,780,000 *

Duration
3 to 20 years

- In order to apply for such an agreement, the investor must pay the government a premium equivalent to 1% of the amount of the investment made every year.
- The Legal Stability Agreements exclude norms related to the social security system, the obligation to report and pay taxes levied by the government under a state of emergency, indirect taxes (i.e., VAT or tax on banking transactions) and rights, guaranties and duties mentioned in the Constitution in pursuance of ratified international treaties.

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7 http://www.mincomercio.gov.co/eContent/NewsDetail.asp?ID=567&IDCompany=1

*The market exchange rate used is USD 1 = COP 2,200. The requirements for calculating Monthly Legal Minimum Wages of 2009 is of $ 496,900 COP. The Monthly Legal Minimum Wages as well as market exchange rate are subject to change.
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4. Proexport Services

The Colombian Government places special emphasis on generating favorable conditions and providing the best support possible to investors. Proexport, the agency that occupied position 16 in the list of best promotion agencies according to the World Bank (2009), provides services to foreign investors that include the following:

- Information requests (economic, legal, procedural or sector-specific information).
- Contacts with the public and private sectors.
- Agenda organization for investors who decide to visit Colombia.
- Support services for investors already established in the country.
- Evaluation and improvement of the business environment.

All services are free of charge. The main objective is to develop new businesses through efficient and friendly processes. All information provided during the process is handled with discretion.

Proexport has support teams in 21 cities around the world. It would be our pleasure to help you. Access our contact information at:

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Villanueva Casanare. Eucalyptus pellita. Seeding Tree. Photograph by CONIF.