



Sample Report

Upholstered Furniture

South African Imports and Exports

Q1 2020 to Q3 2021

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Scope of Analysis

Tariff Codes

HS Code	Tariff Description	Type of Trade
Tariff Heading		  This analysis looks at both Exports and Imports
Chapter 94	Furniture; Bedding, Mattresses, Mattress Supports, Cushions and similar stuffed furnishings; Lamps and Lighting fittings, not elsewhere specified or included; illuminated signs, illuminated name-plates and the like; Prefabricated Buildings	
9401	Seats (excluding those of Heading 9402), whether or not convertible into beds ,and parts thereof:	
9401.6	Other seats, with wooden frames:	
Tariff Code		
9401.61	Upholstered	

Period of Review

This analysis is for the 3 year (36 month) period:

- October 2017 to September 2018 (Year 1)
- October 2018 to September 2019 (Year 2)
- October 2019 to September 2020 (Year 3)

Measurement Legend	
Value	Rands (R)
Volume	Units (U)
Average Unit Price (AUP)	Rands / Unit (R/U)

Colour Legend	
Imports	
Exports	
Combined	

Regulatory Landscape

Overview of Potential Duty and Levy Changes

Regulatory Exposure	9401.61 Upholstered Furniture Seats	
	Imports	Exports
Brexit Exposure		N/A
Bound Rates	20%	20%
General Customs Duties	20%	N/A
European Union (EU)	Free	N/A
EFTA	Free	N/A
SADC	Free	N/A
Mercosur	18%	N/A
Import Surges	N/A	N/A
Safeguard Duties	N/A	N/A
Anti-Dumping Duties	N/A	N/A
Open Investigations	N/A	N/A
Specific Excise Duties	N/A	N/A
Environmental Levies	N/A	N/A

Regulatory landscape is stable with predictable outlook and mild volatility



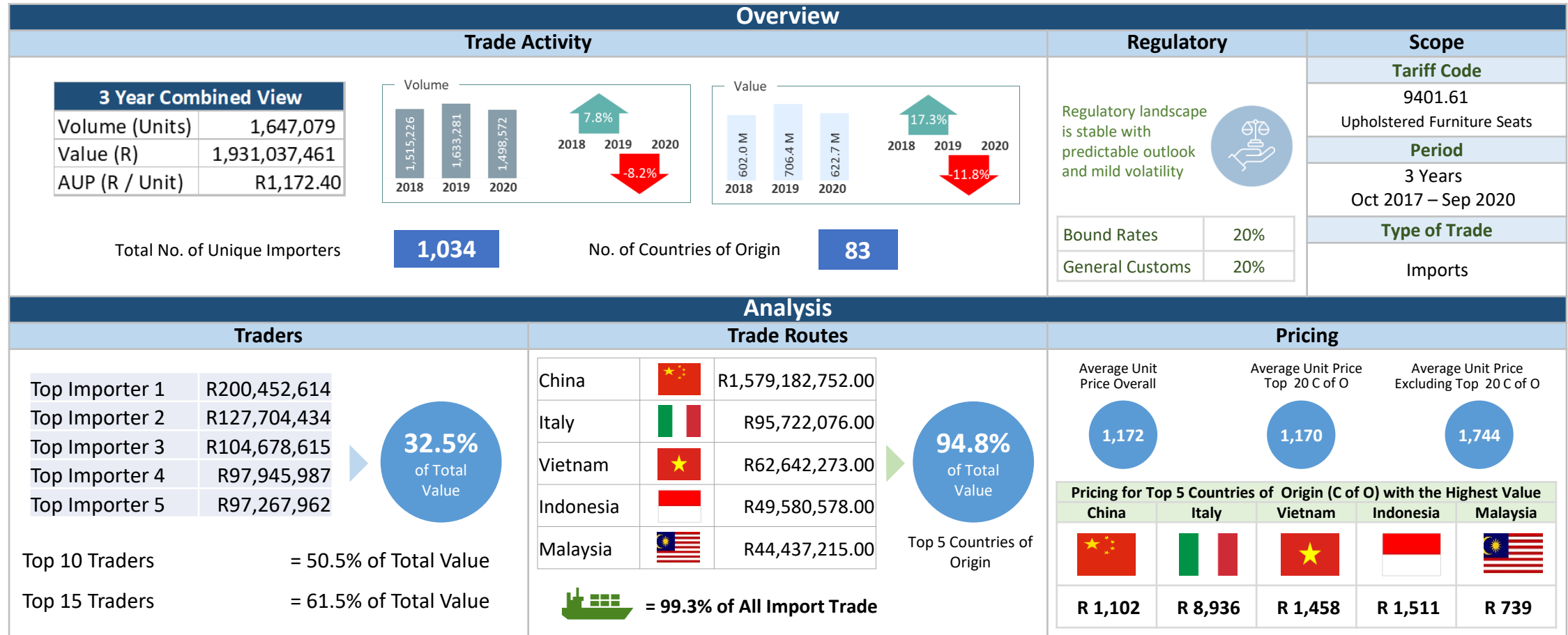
What are Bound Rates?

The bound rate is the maximum level the general customs duties can be raised to. This is no indication that it will be raised to that level, but merely that the possibility exists.

When joining the WTO, countries commit to an upper level on their duties, known as the bound rate. This upper level is different for each country and each tariff code. If the General rate of duty (the duties applicable to all countries except those South Africa has trade agreements with), is below the bound rate for that tariff code, the General rate of duty can potentially be increased to the bound rate. Such an increase would not affect the duties on trade agreement regions such as the EU.

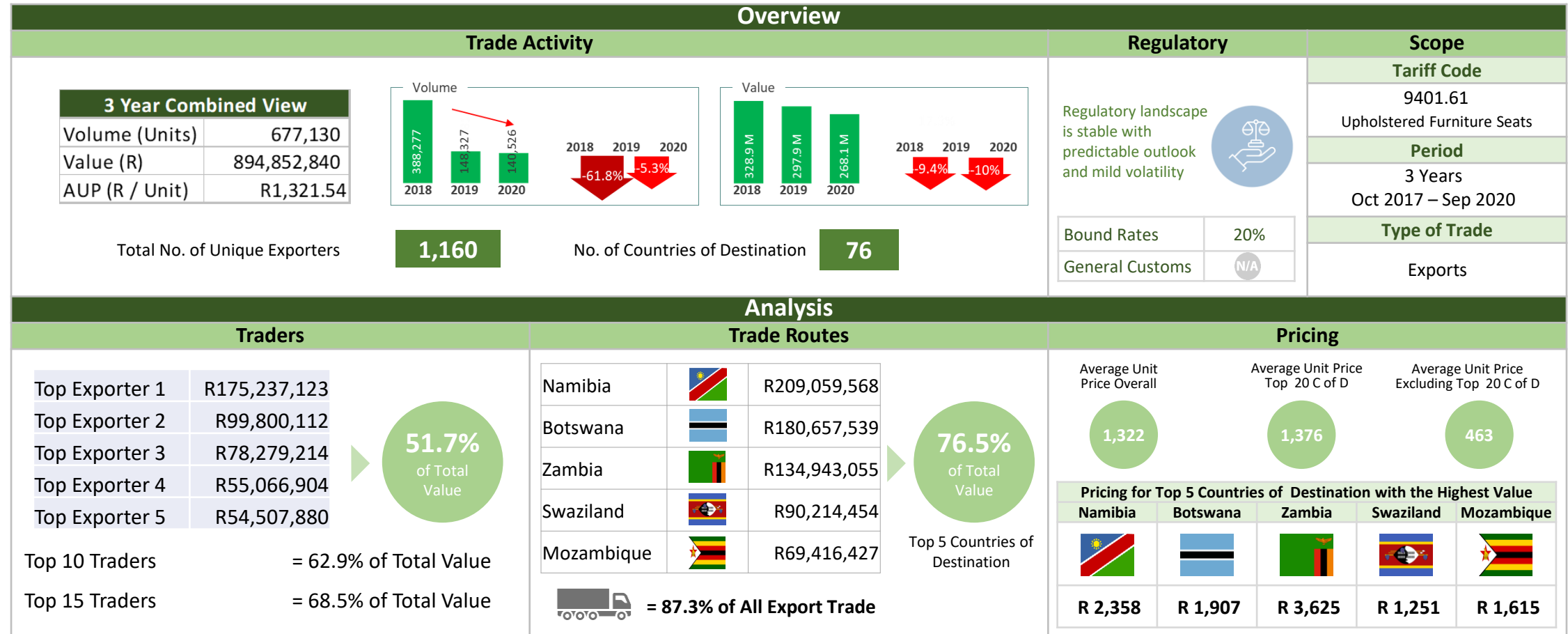
Executive Summary

Imports



Executive Summary

Exports





Import Analysis

A South African Import Perspective

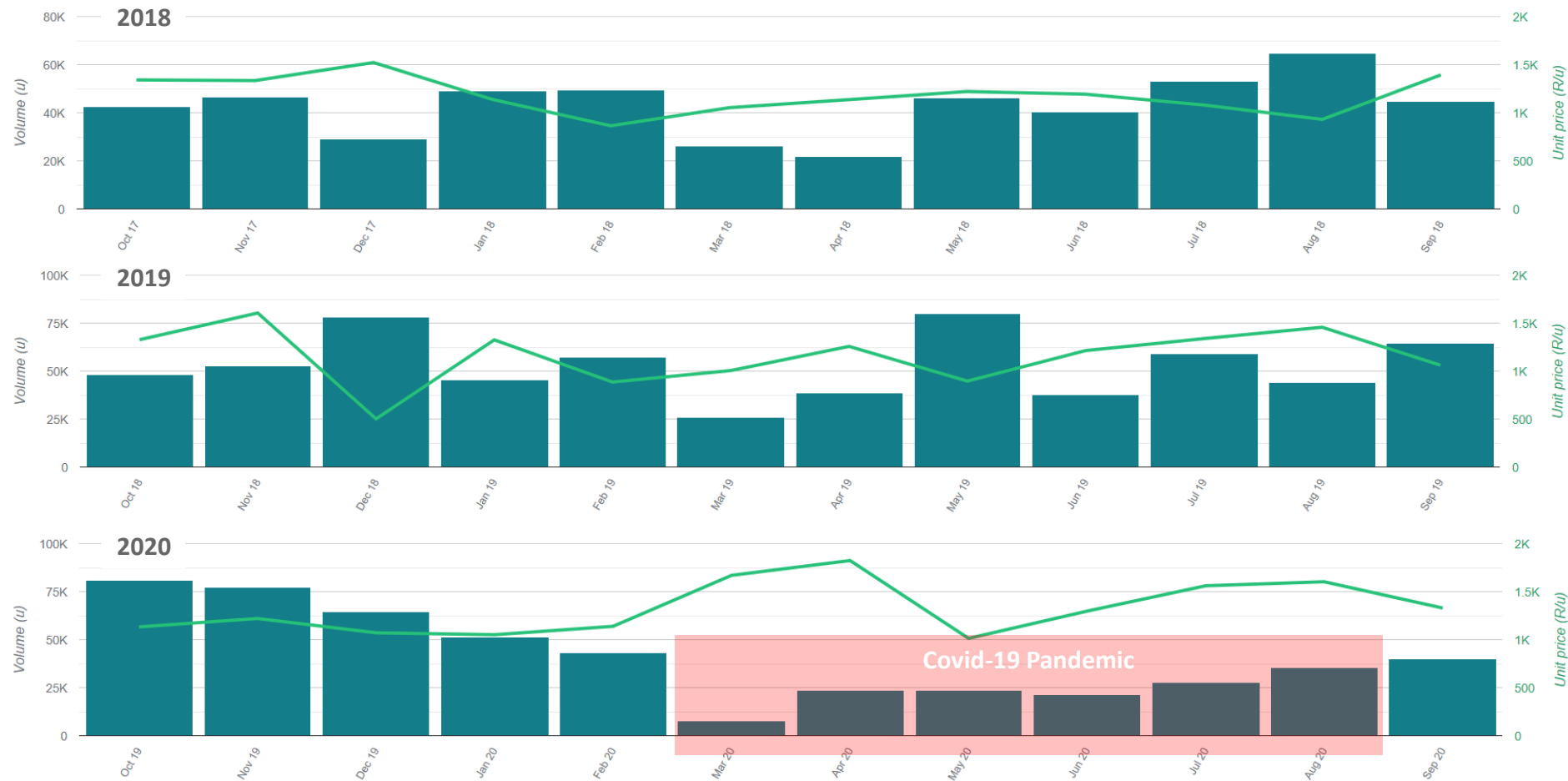
Tariff Code 9401.61

3 Years from October 2017 to September 2020

Trade Activity Overview (Imports)

Seasonal Profile

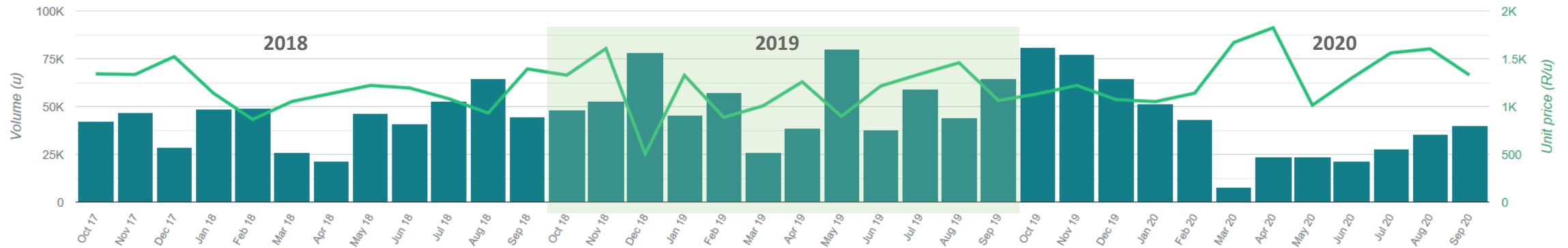
Tariff Code	9401.61
Type of Trade	Imports
Period	Oct '17 – Sep '20



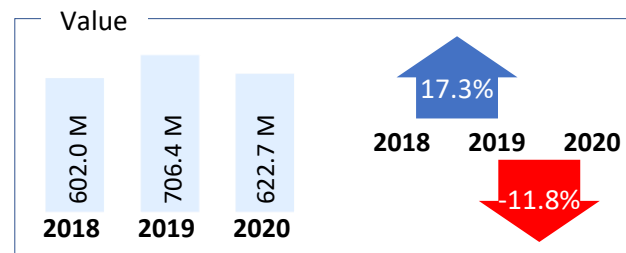
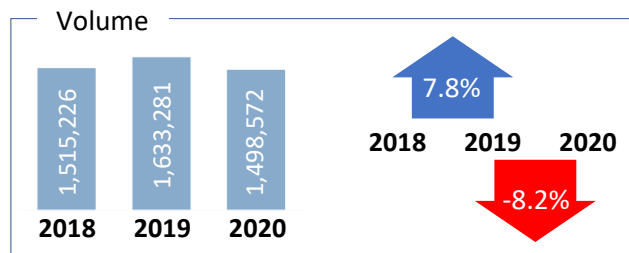
Covid-19 has affected the three year import profile. There does, however, appear to be no seasonal spikes or irregular trade patterns.

Trade Activity Overview (Imports)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20



	Metric	October	November	December	January	February	March	April	May	June	July	August	September	Total
2018	Volume	42,581	46,956	29,026	48,890	49,620	26,341	21,756	46,483	40,642	53,099	64,804	45,028	515,226
	Value	57,223,695	62,788,596	44,257,750	55,828,225	43,020,308	27,798,840	24,769,271	56,847,994	48,613,643	57,525,802	60,507,921	62,862,835	602,044,880
	AUP	R1,343.88	R1,337.18	R1,524.76	R1,141.92	R867.00	R1,055.34	R1,138.50	R1,222.98	R1,196.14	R1,083.37	R933.71	R1,396.08	R1,168.51
2019	Volume	48,022	52,718	78,440	45,587	57,176	25,989	38,686	80,187	37,902	59,184	44,428	64,962	633,281
	Value	63,883,829	84,816,034	39,605,320	60,576,278	50,824,534	26,213,850	48,762,596	72,069,476	46,115,166	79,414,513	64,870,054	69,175,689	706,327,339
	AUP	R1,330.30	R1,608.86	R504.91	R1,328.81	R888.91	R1,008.65	R1,260.47	R898.77	R1,216.69	R1,341.82	R1,460.12	R1,064.86	R1,115.35
2020	Volume	81,435	77,282	64,904	51,635	43,046	7,924	23,592	23,782	21,475	27,594	35,658	40,245	498,572
	Value	92,461,344	94,520,110	69,723,230	54,425,859	49,123,983	13,251,854	43,087,622	24,164,203	27,913,506	43,143,404	57,251,457	53,598,670	622,665,242
	AUP	R1,135.40	R1,223.05	R1,074.25	R1,054.05	R1,141.20	R1,672.37	R1,826.37	R1,016.07	R1,299.81	R1,563.51	R1,605.57	R1,331.81	R1,248.90



3 Year Combined View	
Volume (Units)	1,647,079
Value (R)	1,931,037,461
AUP (R / Unit)	R1,172.40

Importer Analysis

Top 20 Importers (based on Total 3 Year Value)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Trader	Year 1		Year 2		Year 3		Total Volume	Volume Rank	Total Value	% of Total					
	Volume	Value	Volume	Value	Volume	Value				0%	2%	4%	6%	8%	10%
Top Importer 1	35,616	67,580,560	51,535	78,332,109	24,198	54,539,945	111,349	3	200,452,614	10.4%					
Top Importer 2	36,435	42,730,146	27,701	44,487,636	29,381	40,486,652	93,517	6	127,704,434	6.6%					
Top Importer 3	24,306	50,939,834	9,889	43,087,009	2,083	10,651,772	36,278	11	104,678,615	5.4%					
Top Importer 4	7,450	14,040,124	7,294	26,463,067	10,252	57,442,796	24,996	13	97,945,987	5.1%					
Top Importer 5	37,708	31,911,942	40,537	27,617,922	52,537	37,738,098	130,782	1	97,267,962	5.0%					
Top Importer 6	5,870	24,977,419	8,043	35,283,044	6,290	35,567,398	20,203	16	95,827,861	5.0%					
Top Importer 7	14,472	25,524,547	32,767	29,254,150	10,112	24,184,899	57,351	8	78,963,596	4.1%					
Top Importer 8	8,972	1,320,023	48,108	28,589,186	59,634	38,805,420	116,714	2	68,714,629	3.6%					
Top Importer 9	5,443	7,777,038	12,783	24,411,195	11,160	21,400,429	29,386	12	53,588,662	2.8%					
Top Importer 10	39,529	19,348,132	47,489	22,056,513	16,582	9,372,553	103,600	5	50,777,198	2.6%					
Top Importer 11	5,853	14,769,688	5,553	17,911,743	4,658	16,764,340	16,064	24	49,445,771	2.6%					
Top Importer 12	5,392	982,403	40,015	16,895,481	61,492	22,980,291	106,899	4	40,858,175	2.1%					
Top Importer 13	24,055	10,826,699	31,718	16,062,432	30,472	13,587,269	86,245	7	40,476,400	2.1%					
Top Importer 14	8,195	18,380,185	8,312	21,719,895			16,507	23	40,100,080	2.1%					
Top Importer 15	8,340	15,447,533	5,870	16,576,450	3,844	7,848,631	18,054	20	39,872,614	2.1%					
Top Importer 16	3,424	13,528,781	3,767	13,917,696	4,408	10,943,389	11,599	27	38,389,866	2.0%					
Top Importer 17	3,630	9,543,729	13,660	18,988,005	3,231	9,199,086	20,521	15	37,730,820	2.0%					
Top Importer 18	4,693	15,655,422	2,348	9,049,118	2,243	6,472,237	9,284	32	31,176,777	1.6%					
Top Importer 19	3,660	8,588,370	4,260	10,932,663	2,895	7,740,082	10,815	28	27,261,115	1.4%					
Top Importer 20	7,965	8,835,346	7,084	8,957,161	3,672	5,878,768	18,721	18	23,671,275	1.2%					
Sub Total (Top 20)	291,008	402,707,921	408,733	510,592,475	339,144	431,604,055	1,038,885		1,344,904,451						
% of Total	56.5%	66.9%	64.5%	72.3%	68.0%	69.3%	63.1%		69.6%						
Rest (1,014 of 1,034)	224,218	199,336,959	224,548	195,734,864	159,428	191,061,187	608,194		586,133,010						
Total	515,226	602,044,880	633,281	706,327,339	498,572	622,665,242	1,647,079		1,931,037,461						

Top 5

32.5%

Top 10

50.5%

Trader's names are deliberately and totally anonymous and there is no way of extracting or exposing their identity from the data source.

Importer Analysis

Top 20 Importers Market Movement (based on Total 3 Year Value)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Importer	2018		2019		2020		Total	% of Total	Value Change		Rank Change	
	Value	Rank	Value	Rank	Value	Rank			2018/2019	2019/2020	2018/2019	2019/2020
Top Importer 1	67,580,560	1	78,332,109	1	54,539,945	2	200,452,614	10.4%	15.9%	-30.4%	0	-1
Top Importer 2	42,730,146	3	44,487,636	2	40,486,652	3	127,704,434	6.6%	4.1%	-9.0%	1	-1
Top Importer 3	50,939,834	2	43,087,009	3	10,651,772	13	104,678,615	5.4%	-15.4%	-75.3%	-1	-10
Top Importer 4	14,040,124	12	26,463,067	8	57,442,796	1	97,945,987	5.1%	88.5%	117.1%	4	7
Top Importer 5	31,911,942	4	27,617,922	7	37,738,098	5	97,267,962	5.0%	-13.5%	36.6%	-3	2
Top Importer 6	24,977,419	6	35,283,044	4	35,567,398	6	95,827,861	5.0%	41.3%	0.8%	2	-2
Top Importer 7	25,524,547	5	29,254,150	5	24,184,899	7	78,963,596	4.1%	14.6%	-17.3%	0	-2
Top Importer 8	1,320,023	19	28,589,186	6	38,805,420	4	68,714,629	3.6%	2065.8%	35.7%	13	2
Top Importer 9	7,777,038	18	24,411,195	9	21,400,429	9	53,588,662	2.8%	213.9%	-12.3%	9	0
Top Importer 10	19,348,132	7	22,056,513	10	9,372,553	14	50,777,198	2.6%	14.0%	-57.5%	-3	-4
Top Importer 11	14,769,688	11	17,911,743	13	16,764,340	10	49,445,771	2.6%	21.3%	-6.4%	-2	3
Top Importer 12	982,403	20	16,895,481	14	22,980,291	8	40,858,175	2.1%	1619.8%	36.0%	6	6
Top Importer 13	10,826,699	14	16,062,432	16	13,587,269	11	40,476,400	2.1%	48.4%	-15.4%	-2	5
Top Importer 14	18,380,185	8	21,719,895	11	-	20	40,100,080	2.1%	18.2%	-100.0%	-3	-9
Top Importer 15	15,447,533	10	16,576,450	15	7,848,631	16	39,872,614	2.1%	7.3%	-52.7%	-5	-1
Top Importer 16	13,528,781	13	13,917,696	17	10,943,389	12	38,389,866	2.0%	2.9%	-21.4%	-4	5
Top Importer 17	9,543,729	15	18,988,005	12	9,199,086	15	37,730,820	2.0%	99.0%	-51.6%	3	-3
Top Importer 18	15,655,422	9	9,049,118	19	6,472,237	18	31,176,777	1.6%	-42.2%	-28.5%	-10	1
Top Importer 19	8,588,370	17	10,932,663	18	7,740,082	17	27,261,115	1.4%	27.3%	-29.2%	-1	1
Top Importer 20	8,835,346	16	8,957,161	20	5,878,768	19	23,671,275	1.2%	1.4%	-34.4%	-4	1
Sub Total	402,707,921		510,592,475		431,604,055		1,344,904,451					
% of Total	66.9%		72.3%		69.3%		69.6%					
Rest (1,014 of 1,034)	199,336,959		195,734,864		191,061,187		586,133,010					
Total	602,044,880		706,327,339		622,665,242		1,931,037,461					

Value or rank Change refers to changes in position between years. Where both changes are positive the Trader is improving market position.

Market Position Legend	
Market Movers	★
Market Fallers	●

● ★ ★ ★ ● ●

Market Position Changes in Top 20	
↑ and then ↑	4
↑ and then ↓	5
↓ and then ↑	7
↓ and then ↓	4

Importer Analysis

Top 20 Importer's Countries of Origin (Value)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Importer	China	India	Indonesia	Italy	Malaysia	Turkey	Vietnam	Sub Total	% of Total	Total (R)
										
Top Importer 1	179,147,017				6,218,719		15,086,878	200,452,614	100.0%	200,452,614
Top Importer 2	126,882,934				525,153		296,347	127,704,434	100.0%	127,704,434
Top Importer 3	99,735,824			256,126	2,713,079		1,672,810	104,377,839	99.7%	104,678,615
Top Importer 4	96,426,303				193,989			96,620,292	98.6%	97,945,987
Top Importer 5	96,278,838						231,947	96,510,785	99.2%	97,267,962
Top Importer 6	88,337,194				4,629,205		2,861,462	95,827,861	100.0%	95,827,861
Top Importer 7	74,268,245			149,723		4,098,192	210,273	78,726,433	99.7%	78,963,596
Top Importer 8	66,029,284				2,685,345			68,714,629	100.0%	68,714,629
Top Importer 9	49,279,205	107,255	2,609,357				1,592,845	53,588,662	100.0%	53,588,662
Top Importer 10	49,453,056	541,479					782,663	50,777,198	100.0%	50,777,198
Top Importer 11	42,881,510				5,080,784		457,954	48,420,248	97.9%	49,445,771
Top Importer 12	37,307,615		2,367,404		1,183,156			40,858,175	100.0%	40,858,175
Top Importer 13	37,007,512	3,108,599			116,764		243,525	40,476,400	100.0%	40,476,400
Top Importer 14	26,584,901				10,999,244		2,288,469	39,872,614	99.4%	40,100,080
Top Importer 15	34,538,894		3,730,723		120,249			38,389,866	96.3%	39,872,614
Top Importer 16	36,236,666							36,236,666	94.4%	38,389,866
Top Importer 17	25,749,324	145,922	9,362,215	261,425	12,183		407,499	35,938,568	95.2%	37,730,820
Top Importer 18	31,060,210							31,060,210	99.6%	31,176,777
Top Importer 19	27,261,115							27,261,115	100.0%	27,261,115
Top Importer 20	19,943,521	152,643	3,503,990					23,600,154	99.7%	23,671,275
Sub Total (Top 20)	1,244,409,168	4,055,898	21,573,689	667,274	34,477,870	4,098,192	26,132,672	1,335,414,763	99.3%	1,344,904,451
% of Total	78.8%	55.1%	43.5%	0.7%	77.6%	24.2%	41.7%	72.0%		69.6%
Total	1,579,182,752	7,365,138	49,580,578	95,722,076	44,437,215	16,929,747	62,642,273	1,855,859,779	96.1%	1,931,037,461

Top Traders

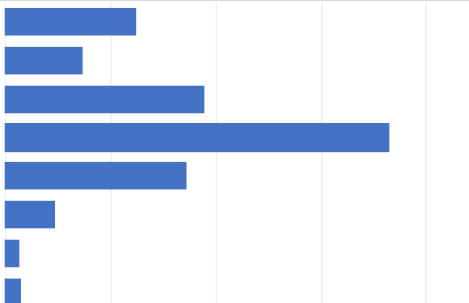
- Top Traders are ordered by value highest to lowest for the 3 year period.
- Trader's names are deliberately and totally anonymous and there is no way of extracting or exposing their identity from the data source.

Importer Analysis

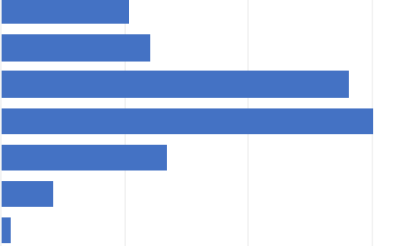
Trader Activity Breakdown and Segmentation

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Breakdown by MRNs

No. MRNs / Importer	No. of Importers	Volume (Units)	% of Total					
				0%	10%	20%	30%	40%
> 2,000	2	204,866	12.4%					
1,001 - 2,000	3	120,806	7.3%					
501 - 1,000	7	312,406	19.0%					
101 - 500	32	601,151	36.5%					
11 - 100	126	284,152	17.3%					
3 - 10	234	77,037	4.7%					
2	155	22,596	1.4%					
1	475	24,065	1.5%					
	1,034	1,647,079	100.0%					

Breakdown by Value (Rand)

Value / Trader	No. of Importers	Value (R)	% of Total				
				0%	10%	20%	30%
> R200m	1	200,452,614	10.4%				
R100m < x ≤ R200m	2	232,383,049	12.0%				
R50m < x ≤ R100m	7	543,085,895	28.1%				
R10m < x ≤ R50m	26	599,927,126	31.1%				
R1m < x ≤ R10m	86	259,236,827	13.4%				
R100k ≤ x ≤ R1m	240	80,640,077	4.2%				
< R100k	672	15,311,873	0.8%				
	1,034	1,931,037,461	100.0%				

This is the breakdown of the total number of MRNs imported by each Trader (importer) for the three year period.

For example 3 importers had between 1,000 – 2,000 MRNs for the 3 year period and imported 120,806 units between them.

This is the breakdown of the total value imported by each Trader (importer) over the three year period.

For example only two importers imported between R100m and R200m of value over the three year period.

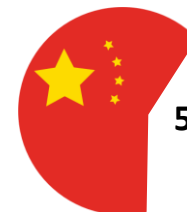
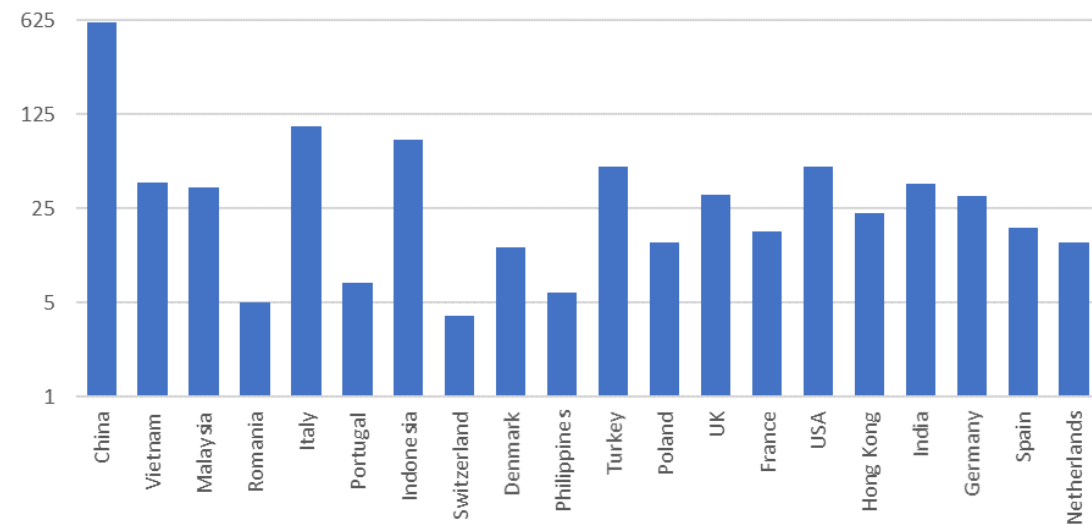
Importer Analysis

Average Value per Trader per Country of Origin

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Rank (Avg. / Importer)	Rank (Value)	Country of Origin	Total (R)	No. of Importers	Average / Importer
1	1	China	1,579,182,752	608	2,597,340
2	3	Vietnam	62,642,273	39	1,606,212
3	5	Malaysia	44,437,215	36	1,234,367
4	13	Romania	5,365,960	5	1,073,192
5	2	Italy	95,722,076	103	929,341
6	10	Portugal	6,079,377	7	868,482
7	4	Indonesia	49,580,578	81	612,106
8	19	Switzerland	1,904,560	4	476,140
9	11	Denmark	6,008,931	13	462,225
10	18	Philippines	2,194,843	6	365,807
11	6	Turkey	16,929,747	51	331,956
12	16	Poland	3,824,357	14	273,168
13	8	UK	8,137,727	32	254,304
14	15	France	3,872,221	17	227,778
15	7	USA	10,369,993	51	203,333
16	14	Hong Kong	4,671,974	23	203,129
17	9	India	7,365,138	38	193,819
18	12	Germany	5,601,900	31	180,706
19	17	Spain	2,771,923	18	153,996
20	20	Netherlands	1,670,511	14	119,322
Sub Total (Top20)			1,918,334,056		
% of Total			99.3%		
Total			1,931,037,461		

No. of Importers per Country of Origin



58.8%

Of the 1,034
Importers in Total
608 are Importing
from China



81.8%

81.8% of all
imports in value
are from China

Importer Analysis

Top Trader's Number of Countries of Origin

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Rank (Avg. Trader / C of O)	Trader	Value	No. of Countries of Origin	Average Value / C of O
1	Top Importer 1	200,452,614	3	66,817,538
2	Top Importer 2	127,704,434	3	42,568,145
3	Top Importer 8	68,714,629	2	34,357,315
4	Top Importer 6	95,827,861	3	31,942,620
5	Top Importer 19	27,261,115	1	27,261,115
6	Top Importer 5	97,267,962	4	24,316,991
7	Top Importer 3	104,678,615	5	20,935,723
8	Top Importer 10	50,777,198	3	16,925,733
9	Top Importer 4	97,945,987	6	16,324,331
10	Top Importer 7	78,963,596	5	15,792,719
11	Top Importer 18	31,176,777	2	15,588,389
12	Top Importer 12	40,858,175	3	13,619,392
13	Top Importer 9	53,588,662	4	13,397,166
14	Top Importer 15	39,872,614	3	13,290,871
15	Top Importer 16	38,389,866	3	12,796,622
16	Top Importer 13	40,476,400	4	10,119,100
17	Top Importer 11	49,445,771	5	9,889,154
18	Top Importer 17	37,730,820	4	9,432,705
19	Top Importer 20	23,671,275	4	5,917,819
20	Top Importer 14	40,100,080	10	4,010,008
Sub Total		1,344,904,451		
% of Total		69.6%		
Grand Total		1,931,037,461		

No. of Importers	No. of Countries of Origin	Value	% of Total				
			0%	10%	20%	30%	40%
1	44	2,444,318	0.1%				
1	12	350,275	0.0%				
16	6 - 10	217,472,621	11.3%				
5	5	235,351,760	12.2%				
21	4	315,236,165	16.3%				
32	3	676,530,245	35.0%				
113	2	244,613,548	12.7%				
845	1	239,038,529	12.4%				
1,034		1,931,037,461	100.0%				

This is the number of Traders (Importers) and their respective number of Countries of Origin that they import from.

For example there are 5 Traders (Importers) that import from 5 Countries of Origin and 21 Traders that import from 4 Countries of Origin.

Top 20 Importers Average
No. of Countries of Origin

3.9

Rest (1,014 of 1,034 Importers)
Average No. of Countries of Origin

1.4

Overall importers Average No.
of Countries of Origin

1.4

Trade Route Analysis

Top 20 Countries of Origin (Value)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Rank	Country of Origin	Air	% of Total	Sea	% of Total	Total Value (R)	% of Total
1	China	628,034	0.0%	1,578,554,718	100.0%	1,579,182,752	81.8%
2	Italy	3,772,992	3.9%	91,949,084	96.1%	95,722,076	5.0%
3	Vietnam	4,219	0.0%	62,638,054	100.0%	62,642,273	3.2%
4	Indonesia	34,056	0.1%	49,546,522	99.9%	49,580,578	2.6%
5	Malaysia	8,722	0.0%	44,428,493	100.0%	44,437,215	2.3%
6	Turkey	260,909	1.5%	16,668,838	98.5%	16,929,747	0.9%
7	USA	924,959	8.9%	9,445,034	91.1%	10,369,993	0.5%
8	UK	776,690	9.5%	7,361,037	90.5%	8,137,727	0.4%
9	India	31,941	0.4%	7,333,197	99.6%	7,365,138	0.4%
10	Portugal	32,490	0.5%	6,046,887	99.5%	6,079,377	0.3%
11	Denmark	2,326,087	38.7%	3,682,844	61.3%	6,008,931	0.3%
12	Germany	96,291	1.7%	5,505,609	98.3%	5,601,900	0.3%
13	Romania		0.0%	5,365,960	100.0%	5,365,960	0.3%
14	Hong Kong	861	0.0%	4,671,113	100.0%	4,671,974	0.2%
15	France	332,687	8.6%	3,539,534	91.4%	3,872,221	0.2%
16	Poland	11,342	0.3%	3,813,015	99.7%	3,824,357	0.2%
17	Spain	465,506	16.8%	2,306,417	83.2%	2,771,923	0.1%
18	Philippines	73,417	3.3%	2,121,426	96.7%	2,194,843	0.1%
19	Switzerland	10,191	0.5%	1,894,369	99.5%	1,904,560	0.1%
20	Netherlands		0.0%	1,670,511	100.0%	1,670,511	0.1%
Sub Total		9,791,394	0.5%	1,908,542,662	99.5%	1,918,334,056	99.3%
% of Total		97.4%		99.5%		99.3%	
Rest (63 of 83)		257,731		9,415,874		12,703,405	
Total		10,049,125	0.5%	1,917,958,536	99.3%	1,931,037,461	

Mode of Transport Breakdown				
Metric	Sea	Air	Road	Total
				
Volume (U)	1,641,795	3,356	1,928	1,647,079
% of Total	99.7%	0.2%	0.1%	
Value (R)	1,917,958,536	10,049,125	3,029,800	R1,931,037,461
% of Total	99.3%	0.5%	0.2%	

Road Transport Imports with Southern African Countries

Country of Origin	Volume	Value
Zimbabwe	973	1,383,701
Unclassified	395	774,128
Namibia	117	394,472
Botswana	269	225,515
Swaziland	100	154,707
Lesotho	60	84,616
Zambia	9	7,386
Mozambique	5	5,275
Total	1,928	3,029,800

Trade Route Analysis

Most Popular Trade Routes (Aggregated – Top 10 Countries of Origin)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Country of Origin	Mode of Transport	China 	India 	Indonesia 	Italy 	Malaysia 	Portugal 	Turkey 	UK 	USA 	Vietnam 	Total	% of Total
Durban	Sea	1,067,860,738	4,967,625	18,320,418	31,643,117	23,458,308	5,919,398	13,852,553	5,001,882	858,609	46,320,018	1,218,202,666	63.1%
Cape Town	Sea	220,668,815	1,046,936	26,494,980	40,494,061	5,275,988	127,489	849,150	2,154,070	8,478,862	11,136,239	316,726,590	16.4%
Johannesburg	Sea	181,098,654	1,206,191	1,122,286	16,785,530	4,649,479		1,702,852	197,217	105,563	1,023,212	207,890,984	10.8%
Port Elizabeth	Sea	73,412,392	107,255	3,608,838	3,026,376	45,474			7,868	2,000	1,870,116	82,080,319	4.3%
Pretoria	Sea	27,157,584	5,190			10,999,244		264,283			2,288,469	40,714,770	2.1%
East London	Sea	8,319,643										8,319,643	0.4%
Johannesburg	Air	298,116	2,045	34,056	2,120,772	1,856	1,772	15,967	338,811	866,550	2,578	3,682,523	0.2%
Cape Town	Air	297,682	29,877		1,615,570	6,866		244,942	407,407	58,409	1,641	2,662,394	0.1%
Durban	Air	32,236	19		36,650		30,718		30,472			130,095	0.0%
Bloemfontein	Sea	22,208										22,208	0.0%
Germiston	Sea	14,684										14,684	0.0%
Sub Total		1,579,182,752	7,365,138	49,580,578	95,722,076	44,437,215	6,079,377	16,929,747	8,137,727	10,369,993	62,642,273	1,880,446,876 (97.4% of Total)	
% of Total		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		
Total		1,579,182,752	7,365,138	49,580,578	95,722,076	44,437,215	6,079,377	16,929,747	8,137,727	10,369,993	62,642,273		

Countries of Origin falling outside the Top 10 above make up R 50,590,585 (2.6%)

Trade Route Analysis

Most Popular Trade Routes (Individual – Top 20)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Rank	Country of Origin	Port of Entry	Mode Of Transport	Total Volume	Total Value	% of Total						
						0%	10%	20%	30%	40%	50%	60%
1	China	Durban	Sea	876,727	1,067,860,738	55.3%						
2	China	Cape Town	Sea	319,575	220,668,815	11.4%						
3	China	Johannesburg	Sea	180,963	181,098,654	9.4%						
4	China	Port Elizabeth	Sea	42,060	73,412,392	3.8%						
5	Vietnam	Durban	Sea	31,198	46,320,018	2.4%						
6	Italy	Cape Town	Sea	3,219	40,494,061	2.1%						
7	Italy	Durban	Sea	5,796	31,643,117	1.6%						
8	China	Pretoria	Sea	10,799	27,157,584	1.4%						
9	Indonesia	Cape Town	Sea	18,391	26,494,980	1.4%						
10	Malaysia	Durban	Sea	40,276	23,458,308	1.2%						
11	Indonesia	Durban	Sea	9,758	18,320,418	0.9%						
12	Italy	Johannesburg	Sea	1,226	16,785,530	0.9%						
13	Turkey	Durban	Sea	17,571	13,852,553	0.7%						
14	Vietnam	Cape Town	Sea	6,712	11,136,239	0.6%						
15	Malaysia	Pretoria	Sea	6,000	10,999,244	0.6%						
16	USA	Cape Town	Sea	391	8,478,862	0.4%						
17	China	East London	Sea	2,720	8,319,643	0.4%						
18	Portugal	Durban	Sea	1,736	5,919,398	0.3%						
19	Malaysia	Cape Town	Sea	10,872	5,275,988	0.3%						
20	UK	Durban	Sea	566	5,001,882	0.3%						
				Sub Total	1,586,556	1,842,698,424						
				% Of Total	96.3%	95.4%						
				Total	1,647,079	1,931,037,461						

Trade Route Analysis

Port of Entry Analysis

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Port of Entry	Sea		Air		Road		Total Volume	Total Value	% of Total
	Volume	Value	Volume	Value	Volume	Value			
Durban	1,003,052	1,238,221,451	39	130,338			1,003,091	1,238,351,789	64.1%
Cape Town	376,406	331,195,333	610	4,576,236			377,016	335,771,569	17.4%
Johannesburg	195,122	214,507,728	2,707	5,342,551			197,829	219,850,279	11.4%
Port Elizabeth	45,700	84,912,934					45,700	84,912,934	4.4%
Pretoria	18,771	40,759,655					18,771	40,759,655	2.1%
East London	2,721	8,319,843					2,721	8,319,843	0.4%
Beit Bridge					1,164	1,402,486	1,164	1,402,486	0.1%
Kopfontein					425	868,461	425	868,461	0.0%
Skilpadshek					52	337,257	52	337,257	0.0%
Oshoek					42	88,908	42	88,908	0.0%
Maseru Bridge					47	74,388	47	74,388	0.0%
Mahamba					6	60,260	6	60,260	0.0%
Nakop					31	35,587	31	35,587	0.0%
Van Rooyenhek					19	26,984	19	26,984	0.0%
Golela					64	26,078	64	26,078	0.0%
Groblers Bridge					26	25,853	26	25,853	0.0%
Ficksburg Bridge					5	23,738	5	23,738	0.0%
Bloemfontein	11	22,208					11	22,208	0.0%
Germiston	12	19,384					12	19,384	0.0%
Calendonspoort					16	18,317	16	18,317	0.0%
Vioolsdrift					7	16,078	7	16,078	0.0%
Lebombo					15	10,350	15	10,350	0.0%
Nerston					1	9,348	1	9,348	0.0%
Qacha's Nek					1	2,000	1	2,000	0.0%
Mananga					1	1,913	1	1,913	0.0%
Ramatlabama					6	1,794	6	1,794	0.0%
Total	1,641,795	1,917,958,536	3,356	10,049,125	1,928	3,029,800	1,647,079	1,931,037,461	

99.4%

Top 20 Largest Individual Shipments

From	To	By	Value
USA	Cape Town	Sea	3,516,494
China	Durban	Sea	2,929,626
China	Durban	Sea	2,726,319
China	Durban	Sea	2,530,698
China	Durban	Sea	2,513,728
China	Durban	Sea	2,388,971
China	Durban	Sea	2,283,366
USA	Cape Town	Sea	2,273,430
Denmark	Durban	Sea	2,262,584
China	Durban	Sea	2,236,730
China	Durban	Sea	2,137,923
Italy	Port Elizabeth	Sea	2,057,645
China	Durban	Sea	1,979,330
China	Durban	Sea	1,932,013
Switzerland	Port Elizabeth	Sea	1,818,471
UK	Durban	Sea	1,788,373
China	Cape Town	Sea	1,734,964
China	Durban	Sea	1,692,925
China	Durban	Sea	1,683,331
China	Durban	Sea	1,657,360

Pricing Analysis

Average Unit Price (AUP) by Countries of Origin

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Ordered by
Highest Value

Rank	Country of Origin	Value (R)	Volume (U)	AUP (R / U)
1	China	1,579,182,752	1,433,631	1,102
2	Italy	95,722,076	10,712	8,936
3	Vietnam	62,642,273	42,978	1,458
4	Indonesia	49,580,578	32,823	1,511
5	Malaysia	44,437,215	60,098	739
6	Turkey	16,929,747	28,208	600
7	USA	10,369,993	1,924	5,390
8	UK	8,137,727	906	8,982
9	India	7,365,138	16,131	457
10	Portugal	6,079,377	1,753	3,468
11	Denmark	6,008,931	771	7,794
12	Germany	5,601,900	1,948	2,876
13	Romania	5,365,960	2,424	2,214
14	Hong Kong	4,671,974	1,017	4,594
15	France	3,872,221	449	8,624
16	Poland	3,824,357	1,751	2,184
17	Spain	2,771,923	677	4,094
18	Philippines	2,194,843	964	2,277
19	Switzerland	1,904,560	47	40,523
20	Netherlands	1,670,511	582	2,870
Sub Total		1,918,334,056	1,639,794	1,170
% Of Total		99.3%	99.6%	
Rest (63 of 83)		12,703,405	7,285	1,744
Total		1,931,037,461	1,647,079	1,172



Rank	Country of Origin	Value (R)	Volume (U)	AUP (R / U)
9	India	7,365,138	16,131	457
6	Turkey	16,929,747	28,208	600
5	Malaysia	44,437,215	60,098	739
1	China	1,579,182,752	1,433,631	1,102
3	Vietnam	62,642,273	42,978	1,458
4	Indonesia	49,580,578	32,823	1,511
16	Poland	3,824,357	1,751	2,184
13	Romania	5,365,960	2,424	2,214
18	Philippines	2,194,843	964	2,277
20	Netherlands	1,670,511	582	2,870
12	Germany	5,601,900	1,948	2,876
10	Portugal	6,079,377	1,753	3,468
17	Spain	2,771,923	677	4,094
14	Hong Kong	4,671,974	1,017	4,594
7	USA	10,369,993	1,924	5,390
11	Denmark	6,008,931	771	7,794
15	France	3,872,221	449	8,624
2	Italy	95,722,076	10,712	8,936
8	UK	8,137,727	906	8,982
19	Switzerland	1,904,560	47	40,523
Sub Total		1,918,334,056	1,639,794	1,170
% Of Total		99.3%	99.6%	
Rest (63 of 83)		12,703,405	7,285	1,744
Total		1,931,037,461	1,647,079	1,172

Ordered by AUP
(Lowest to
Highest)

Pricing Analysis

Top Trader's AUP

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Ordered by
Highest Value

Country of Origin	Value (R)	Volume (U)	AUP (R / U)
Top Importer 1	200,452,614	111,349	1,800
Top Importer 2	127,704,434	93,517	1,366
Top Importer 3	104,678,615	36,278	2,885
Top Importer 4	97,945,987	24,996	3,918
Top Importer 5	97,267,962	130,782	744
Top Importer 6	95,827,861	20,203	4,743
Top Importer 7	78,963,596	57,351	1,377
Top Importer 8	68,714,629	116,714	589
Top Importer 9	53,588,662	29,386	1,824
Top Importer 10	50,777,198	103,600	490
Top Importer 11	49,445,771	16,064	3,078
Top Importer 12	40,858,175	106,899	382
Top Importer 13	40,476,400	86,245	469
Top Importer 14	40,100,080	16,507	2,429
Top Importer 15	39,872,614	18,054	2,209
Top Importer 16	38,389,866	11,599	3,310
Top Importer 17	37,730,820	20,521	1,839
Top Importer 18	31,176,777	9,284	3,358
Top Importer 19	27,261,115	10,815	2,521
Top Importer 20	23,671,275	18,721	1,264
Sub Total	1,344,904,451	1,038,885	1,295
% Of Total	69.6%	63.1%	
Rest (1,014)	586,133,010	608,194	964
Total	1,931,037,461	1,647,079	1,172



Country of Origin	Value (R)	Volume (U)	AUP (R / U)
Top Importer 12	40,858,175	106,899	382
Top Importer 13	40,476,400	86,245	469
Top Importer 10	50,777,198	103,600	490
Top Importer 8	68,714,629	116,714	589
Top Importer 5	97,267,962	130,782	744
Top Importer 20	23,671,275	18,721	1,264
Top Importer 2	127,704,434	93,517	1,366
Top Importer 7	78,963,596	57,351	1,377
Top Importer 1	200,452,614	111,349	1,800
Top Importer 9	53,588,662	29,386	1,824
Top Importer 17	37,730,820	20,521	1,839
Top Importer 15	39,872,614	18,054	2,209
Top Importer 14	40,100,080	16,507	2,429
Top Importer 19	27,261,115	10,815	2,521
Top Importer 3	104,678,615	36,278	2,885
Top Importer 11	49,445,771	16,064	3,078
Top Importer 16	38,389,866	11,599	3,310
Top Importer 18	31,176,777	9,284	3,358
Top Importer 4	97,945,987	24,996	3,918
Top Importer 6	95,827,861	20,203	4,743
Sub Total	1,344,904,451	1,038,885	1,295
% Of Total	69.6%	63.1%	
Rest (1,014)	586,133,010	608,194	964
Total	1,931,037,461	1,647,079	1,172

Ordered by AUP
(Lowest to
Highest)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Pricing Analysis

AUP by Ports of Entry



Port of Entry	Mode of Transport	Total Value	Total Volume	AUP
Durban	Sea	1,238,221,451	1,003,052	1,234.45
Cape Town	Sea	331,195,333	376,406	879.89
Johannesburg	Sea	214,507,728	195,122	1,099.35
Port Elizabeth	Sea	84,912,934	45,700	1,858.05
Pretoria	Sea	40,759,655	18,771	2,171.42
East London	Sea	8,319,843	2,721	3,057.64
Bloemfontein	Sea	22,208	11	2,018.91
Germiston	Sea	19,384	12	1,615.33

← Lowest

← Highest



Port of Entry	Mode of Transport	Total Value	Total Volume	AUP
Johannesburg	Air	5,342,551	2,707	1,973.61
Cape Town	Air	4,576,236	610	7,502.03
Durban	Air	130,338	39	3,342.00



Port of Entry	Mode of Transport	Total Value	Total Volume	AUP
Beit Bridge	Road	1,402,486	1,164	1,204.88
Kopfontein	Road	868,461	425	2,043.44
Skilpadshek	Road	337,257	52	6,485.71
Oshoek	Road	88,908	42	2,116.86
Maseru Bridge	Road	74,388	47	1,582.72
Mahamba	Road	60,260	6	10,043.33
Nakop	Road	35,587	31	1,147.97
Van Rooyenhek	Road	26,984	19	1,420.21
Golela	Road	26,078	64	407.47
Grobblers Bridge	Road	25,853	26	994.35
Ficksburg Bridge	Road	23,738	5	4,747.60
Calendonspoort	Road	18,317	16	1,144.81
Vioolsdrift	Road	16,078	7	2,296.86
Lebombo	Road	10,350	15	690.00
Nerston	Road	9,348	1	9,348.00
Qacha's Nek	Road	2,000	1	2,000.00
Mananga	Road	1,913	1	1,913.00
Ramatlabama	Road	1,794	6	299.00

← Highest

← Lowest

Pricing Analysis

AUP by Most Popular Trade Routes and Ports of Origin (ordered by Value)

Tariff Code	9401.61
Type of Trade	Imports
Period	Oct'17 – Sep '20

Rank	Country of Origin	Port of Entry	Mode Of Transport	Total Volume	Total Value	Average Unit Price					
						-	5,000	10,000	15,000	20,000	
1	China	Durban	Sea	876,727	1,067,860,738	1,218					
2	China	Cape Town	Sea	319,575	220,668,815	691					
3	China	Johannesburg	Sea	180,963	181,098,654	1,001					
4	China	Port Elizabeth	Sea	42,060	73,412,392	1,745					
5	Vietnam	Durban	Sea	31,198	46,320,018	1,485					
6	Italy	Cape Town	Sea	3,219	40,494,061	12,580					
7	Italy	Durban	Sea	5,796	31,643,117	5,459					
8	China	Pretoria	Sea	10,799	27,157,584	2,515					
9	Indonesia	Cape Town	Sea	18,391	26,494,980	1,441					
10	Malaysia	Durban	Sea	40,276	23,458,308	582					
11	Indonesia	Durban	Sea	9,758	18,320,418	1,877					
12	Italy	Johannesburg	Sea	1,226	16,785,530	13,691					
13	Turkey	Durban	Sea	17,571	13,852,553	788					
14	Vietnam	Cape Town	Sea	6,712	11,136,239	1,659					
15	Malaysia	Pretoria	Sea	6,000	10,999,244	1,833					
16	USA	Cape Town	Sea	391	8,478,862	21,685					
17	China	East London	Sea	2,720	8,319,643	3,059					
18	Portugal	Durban	Sea	1,736	5,919,398	3,410					
19	Malaysia	Cape Town	Sea	10,872	5,275,988	485	← Lowest				
20	UK	Durban	Sea	566	5,001,882	8,837					
			Sub Total	1,586,556	1,842,698,424	1,161					
			% Of Total	96.3%	95.4%						
			Total	1,647,079	1,931,037,461	1,172					



Export Analysis

A South African Export Perspective

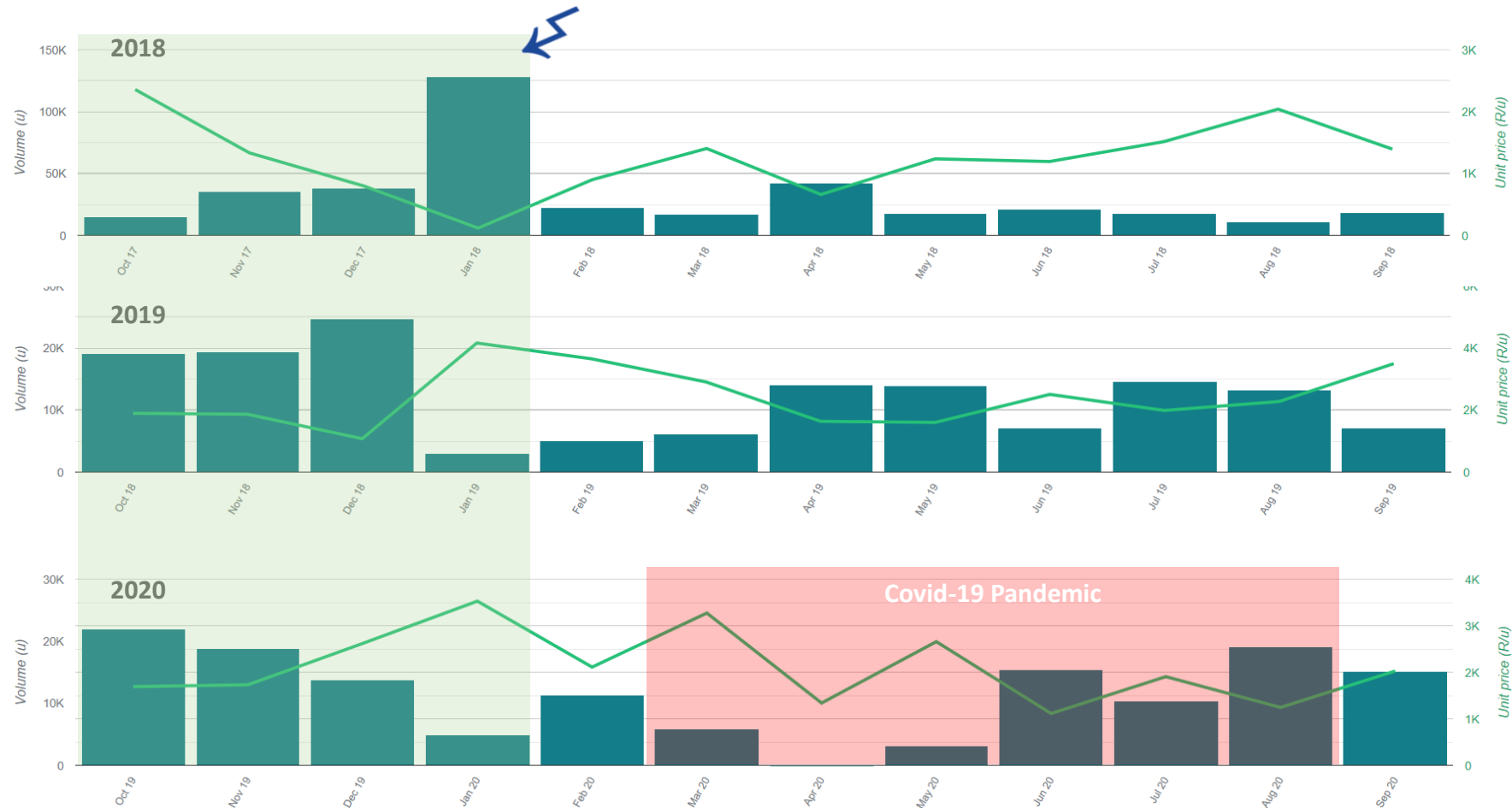
Tariff Code 9401.61

3 Years from October 2017 to September 2020

Trade Activity Overview (Exports)

Seasonal Profile

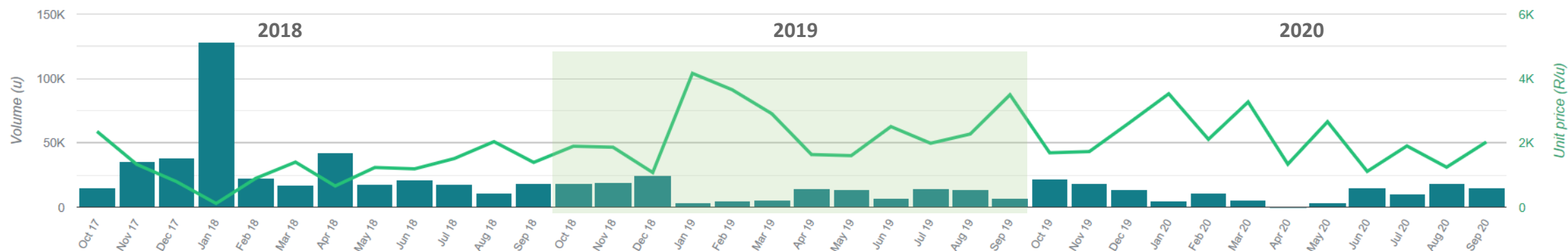
Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20



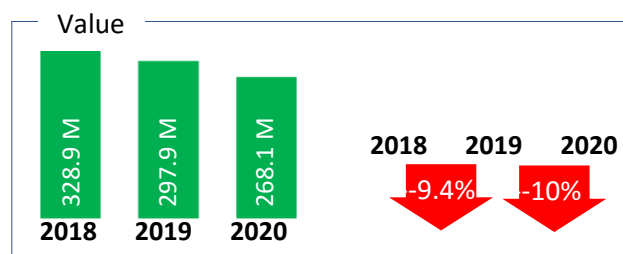
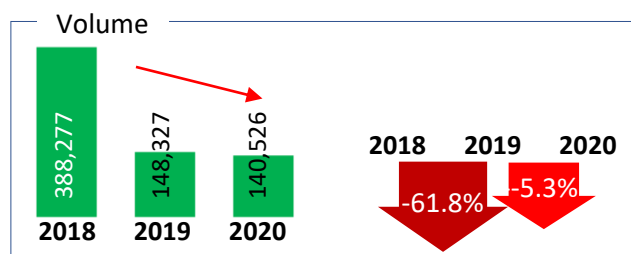
Covid-19 has affected the three year import profile. There does, however, there may appear to a seasonal skewing towards the last quarter of the year.

Trade Activity Overview (Exports)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20



	Metric	October	November	December	January	February	March	April	May	June	July	August	September	Total
2018	Volume	15,714	36,101	38,068	128,688	22,832	17,448	42,279	18,138	21,470	17,490	11,074	18,975	388,277
	Value	37,097,002	48,266,237	30,552,797	15,726,152	20,654,421	24,563,696	28,127,688	22,504,142	25,709,486	26,549,220	22,631,973	26,524,791	328,907,605
	AUP	2,360.76	1,336.98	802.58	122.20	904.63	1,407.82	665.29	1,240.72	1,197.46	1,517.97	2,043.70	1,397.88	847.10
2019	Volume	19,088	19,463	24,775	3,092	5,124	6,207	14,212	13,984	7,132	14,733	13,340	7,177	148,327
	Value	36,283,356	36,392,767	26,851,944	12,880,536	18,739,574	18,074,067	23,346,037	22,490,115	17,909,915	29,365,508	30,423,362	25,123,398	297,880,579
	AUP	1,900.85	1,869.84	1,083.83	4,165.76	3,657.22	2,911.88	1,642.70	1,608.27	2,511.21	1,993.18	2,280.61	3,500.54	2,008.27
2020	Volume	21,974	18,977	13,768	4,938	11,344	6,004	3	3,201	15,589	10,439	19,120	15,169	140,526
	Value	37,271,929	32,934,168	36,118,909	17,439,636	24,003,673	19,669,662	4,032	8,522,269	17,441,445	19,941,241	23,892,263	30,825,429	268,064,656
	AUP	1,696.18	1,735.48	2,623.40	3,531.72	2,115.98	3,276.09	1,344.00	2,662.38	1,118.83	1,910.26	1,249.60	2,032.13	1,907.58



3 Year Combined View	
Volume (Units)	677,130
Value (R)	894,852,840
AUP (R / Unit)	R1,321.54

Exporter Analysis

Top 20 Exporters (based on Total 3 Year Value)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Trader	Year 1		Year 2		Year 3		Total Volume	Volume Rank	Volume Rank	Total Value	% of Total					
	Volume	Value	Volume	Value	Volume	Value					0%	5%	10%	15%	20%	25%
Top Exporter 1	245,715	84,087,803	30,030	51,454,031	19,673	39,695,289	295,418	1	175,237,123	19.6%	Top 5 51.7% Top 10 62.9%					
Top Exporter 2	9,450	40,380,036	6,724	29,298,714	6,514	30,121,362	22,688	4	99,800,112	11.2%						
Top Exporter 3	10,236	30,061,247	8,420	29,256,468	24,739	18,961,499	43,395	2	78,279,214	8.7%						
Top Exporter 4	307	518,026	3,217	15,939,088	6,854	38,609,790	10,378	11	55,066,904	6.2%						
Top Exporter 5	2,954	25,513,060	11,068	16,716,567	2,226	12,278,253	16,248	7	54,507,880	6.1%						
Top Exporter 6	8,775	16,111,707	4,869	8,505,963	4,559	7,377,022	18,203	6	31,994,692	3.6%						
Top Exporter 7	1,612	5,662,873	1,639	7,555,483	4,242	9,329,433	7,493	16	22,547,789	2.5%						
Top Exporter 8	5,994	5,728,155	3,462	6,914,143	1,163	5,020,843	10,619	10	17,663,141	2.0%						
Top Exporter 9	2,275	4,748,278	3,159	6,791,886	6,246	2,916,481	11,680	9	14,456,645	1.6%						
Top Exporter 10	584	4,599,345	771	4,903,182	736	3,627,953	2,091	29	13,130,480	1.5%						
Top Exporter 11	615	4,831,392	938	5,725,659	76	594,970	1,629	33	11,152,021	1.2%						
Top Exporter 12	-	-	89	396,011	4,290	9,960,620	4,379	18	10,356,631	1.2%						
Top Exporter 13	4,317	4,471,610	2,500	2,853,017	2,110	2,582,529	8,927	15	9,907,156	1.1%						
Top Exporter 14	-	-	1,016	3,079,342	7,932	6,426,736	8,948	14	9,506,078	1.1%						
Top Exporter 15	366	2,515,424	432	2,209,758	616	4,557,547	1,414	37	9,282,729	1.0%						
Top Exporter 16	992	1,336,200	4,610	7,197,090	1	9,565	5,603	17	8,542,855	1.0%						
Top Exporter 17	1,356	4,233,111	545	2,296,374	219	1,155,900	2,120	28	7,685,385	0.9%						
Top Exporter 18	352	458,760	1,872	3,100,514	1,339	2,451,744	3,563	20	6,011,018	0.7%						
Top Exporter 19	1,133	3,489,425	529	1,851,946			1,662	32	5,341,371	0.6%						
Top Exporter 20	-	-	-	-	212	5,269,727	212	117	5,269,727	0.6%						
Sub Total (Top 20)	297,033	238,746,452	85,890	206,045,236	93,747	200,947,263	476,670		645,738,951		Trader's names are deliberately and totally anonymous and there is no way of extracting or exposing their identity from the data source.					
% of Total	76.5%	72.6%	57.9%	69.2%	66.7%	75.0%	70.4%		72.2%							
Rest (1,140 of 1,160)	91,244	90,161,153	62,437	91,835,343	46,779	67,117,393	200,460		249,113,889							
Total	388,277	328,907,605	148,327	297,880,579	140,526	268,064,656	677,130		894,852,840							

Exporter Analysis

Top 20 Exporters Market Movement (based on Total 3 Year Volume)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Exporter	2018		2019		2020		Total	% of Total	Volume Change		Rank Change	
	Volume	Rank	Volume	Rank	Volume	Rank			2018/2019	2019/2020	2018/2019	2019/2020
Top Exporter 1	245,715	1	30,030	1	19,673	2	295,418	43.6%	-87.8%	-34.5%	0	-1
Top Exporter 2	10,236	5	8,420	4	24,739	1	43,395	6.4%	-17.7%	193.8%	1	3
Top Exporter 3	27,510	2	6	18	3	16	27,519	4.1%	-100.0%	-50.0%	-16	2
Top Exporter 4	9,450	6	6,724	5	6,514	6	22,688	3.4%	-28.8%	-3.1%	1	-1
Top Exporter 5	75	18	19,111	2	868	15	20,054	3.0%	25381.3%	-95.5%	16	-13
Top Exporter 6	8,775	7	4,869	7	4,559	8	18,203	2.7%	-44.5%	-6.4%	0	-1
Top Exporter 7	2,954	11	11,068	3	2,226	11	16,248	2.4%	274.7%	-79.9%	8	-8
Top Exporter 8	12,145	3	-	19	-	19	12,145	1.8%	-100.0%		-16	0
Top Exporter 9	2,275	12	3,159	11	6,246	7	11,680	1.7%	38.9%	97.7%	1	4
Top Exporter 10	5,994	8	3,462	9	1,163	14	10,619	1.6%	-42.2%	-66.4%	-1	-5
Top Exporter 11	10,542	4	-	20	-	20	10,542	1.6%	-100.0%		-16	0
Top Exporter 12	307	16	3,217	10	6,854	5	10,378	1.5%	947.9%	113.1%	6	5
Top Exporter 13	986	15	6,653	6	1,932	13	9,571	1.4%	574.7%	-71.0%	9	-7
Top Exporter 14	173	17	1,259	14	7,883	4	9,315	1.4%	627.7%	526.1%	3	10
Top Exporter 15		19	1,016	15	7,932	3	8,948	1.3%		680.7%	4	12
Top Exporter 16	4,317	9	2,500	12	2,110	12	8,927	1.3%	-42.1%	-15.6%	-3	0
Top Exporter 17	1,612	13	1,639	13	4,242	10	7,493	1.1%	1.7%	158.8%	0	3
Top Exporter 18	992	14	4,610	8	1	17	5,603	0.8%	364.7%	-100.0%	6	-9
Top Exporter 19		20	89	17	4,290	9	4,379	0.6%		4720.2%	3	8
Top Exporter 20	3,165	10	466	16	-	18	3,631	0.5%	-85.3%	-100.0%	-6	-2
Sub Total (Top 20)	347,223		108,298		101,235		556,756	82.2%	Volume or rank Change refers to changes in position between years. Where both changes are positive the Trader is improving market position.			
% of Total	89.4%		73.0%		72.0%		82.2%					
Rest (1,140)	41,054		40,029		39,291		120,374					
Total	388,277		148,327		140,526		677,130					



Market Position Legend	
Market Movers	★
Market Fallers	●

Market Position Changes in Top 20	
↑ and then ↑	7
↑ and then ↓	7
↓ and then ↑	4
↓ and then ↓	2

Exporter Analysis

Top 20 Exporter's Countries of Destination (Value)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Exporter	Angola	Botswana	Lesotho	Mozambique	Namibia	Swaziland	Tanzania	USA	Zambia	Zimbabwe	Sub Total	% of Total	Total
													
Top Exporter 1		27,092,819	1,712,910	6,748,139	54,467,452	25,106,679	8,292,009	11,856,443	23,823,653	1,118,011	160,218,115	91.4%	175,237,123
Top Exporter 2	22,445,865	8,766,520	709,019	36,162,746	12,031,786	634,688			18,940,667		99,691,291	99.9%	99,800,112
Top Exporter 3		3,874,336	13,302,790		46,624,217	14,477,871					78,279,214	100.0%	78,279,214
Top Exporter 4		35,904,307			19,022,177						54,926,484	99.7%	55,066,904
Top Exporter 5		8,120,381					18,717		44,944,027	129,547	53,212,672	97.6%	54,507,880
Top Exporter 6		5,769,116		200,853	9,882,011	953,000			4,987,839		21,792,819	68.1%	31,994,692
Top Exporter 7		4,841,164	1,043,889	2,426,116	6,871,531		754,280		4,752,833		20,689,813	91.8%	22,547,789
Top Exporter 8		2,282,287	3,754,891		6,341,307	5,059,852					17,438,337	98.7%	17,663,141
Top Exporter 9		6,292,687	201,799		5,975,883	1,986,276					14,456,645	100.0%	14,456,645
Top Exporter 10	62,164	7,963,832		1,555,684	1,566,299	77,237	58,382		1,115,314	15,275	12,414,187	94.5%	13,130,480
Top Exporter 11									11,074,861	77,160	11,152,021	100.0%	11,152,021
Top Exporter 12		727,590	721,434		7,190,740	1,716,867					10,356,631	100.0%	10,356,631
Top Exporter 13			9,907,156								9,907,156	100.0%	9,907,156
Top Exporter 14		454,988	1,174,460		3,559,529	4,317,101					9,506,078	100.0%	9,506,078
Top Exporter 15		2,200,880		115,271	29,255		38,596		1,857,207	4,577,896	8,819,105	95.0%	9,282,729
Top Exporter 16		8,542,855									8,542,855	100.0%	8,542,855
Top Exporter 17		3,218,899			2,343,911	2,092,325				30,250	7,685,385	100.0%	7,685,385
Top Exporter 18		5,995,268	15,750								6,011,018	100.0%	6,011,018
Top Exporter 19					5,081,481	259,890					5,341,371	100.0%	5,341,371
Top Exporter 20		413,748	2,438,625		2,107,512						4,959,885	94.1%	5,269,727
Sub Total	22,508,029	132,461,677	34,982,723	47,208,809	183,095,091	56,681,786	9,161,984	11,856,443	111,496,401	5,948,139	615,401,082	95.3%	645,738,951
% of Total	77.8%	73.3%	74.3%	68.0%	87.6%	62.8%	74.5%	71.4%	82.6%	40.6%	76.6%		72.2%
Grand Total	28,914,302	180,657,539	47,080,144	69,416,427	209,059,568	90,214,454	12,303,458	16,595,363	134,943,055	14,663,317	803,847,627	89.8%	894,852,840

Exporter Analysis

Trader Activity Breakdown and Segmentation

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Breakdown by MRNs

No. MRNs / Exporter	No. of Exporters	Volume (Units)	% of Total			
			0%	20%	40%	60%
> 2,000	4	379,704	56.1%			
1,001 - 2,000	-	-	0.0%			
501 - 1,000	7	59,675	8.8%			
101 - 500	15	41,830	6.2%			
11 - 100	163	136,944	20.2%			
3 - 10	264	38,674	5.7%			
2	181	11,112	1.6%			
1	526	9,191	1.4%			
	1,160	677,130	100.0%			

Breakdown by Value (Rand)

Value / Trader	No. of Exporters	Value (R)	% of Total			
			0%	10%	20%	30%
> R200m	-	-	0.0%			
R100m < x ≤ R200m	1	175,237,123	19.6%			
R50m < x ≤ R100m	4	287,654,110	32.1%			
R10m < x ≤ R50m	7	121,301,399	13.6%			
R1m < x ≤ R10m	69	194,457,960	21.7%			
R100k ≤ x ≤ R1m	302	95,034,727	10.6%			
< R100k	777	21,167,521	2.4%			
	1,160	894,852,840	100.0%			

This is the breakdown of the total number of MRNs exported by each Trader (exporter) for the three year period.

For example 7 exporters had between 501 – 1,000 MRNs for the 3 year period and exported 59,675 units between them.

This is the breakdown of the total value exported by each Trader (exporter) over the three year period.

For example only four exporters exported between R50m and R100m of value over the three year period.

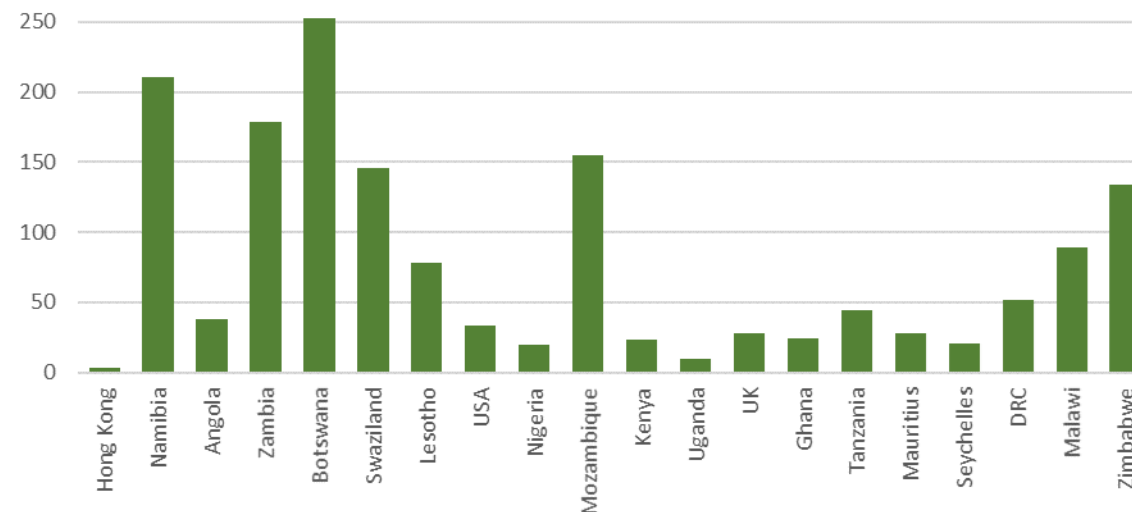
Exporter Analysis

Average Value per Trader per Country of Destination

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Rank (Avg. / Exporter)	Rank (Value)	Country of Destination	Total (R)	No. of Exporters	Average / Exporter
1	16	Hong Kong	6,910,654	3	2,303,551
2	1	Namibia	209,059,568	211	990,804
3	7	Angola	28,914,302	38	760,903
4	3	Zambia	134,943,055	179	753,872
5	2	Botswana	180,657,539	253	714,061
6	4	Swaziland	90,214,454	146	617,907
7	6	Lesotho	47,080,144	78	603,592
8	8	USA	16,595,363	33	502,890
9	12	Nigeria	9,822,220	20	491,111
10	5	Mozambique	69,416,427	155	447,848
11	14	Kenya	8,420,981	23	366,130
12	20	Uganda	3,448,400	10	344,840
13	13	UK	9,343,498	28	333,696
14	15	Ghana	7,633,305	24	318,054
15	10	Tanzania	12,303,458	44	279,624
16	17	Mauritius	6,526,790	28	233,100
17	19	Seychelles	3,596,649	21	171,269
18	18	DRC	6,381,409	52	122,719
19	11	Malawi	10,357,332	89	116,375
20	9	Zimbabwe	14,663,317	134	109,428
Sub Total (Top20)			876,288,865		
% of Total			97.9%		
Total			894,852,840		

No. of Exporters per Country of Destination



Exporter Analysis

Top Trader's Number of Countries of Destination

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Rank (Avg. Trader / C of D)	Trader	Value	No. of Countries of Destination (C of D)	Average Value / C of D
1	Top Exporter 3	78,279,214	4	19,569,804
2	Top Exporter 4	55,066,904	3	18,355,635
3	Top Exporter 5	54,507,880	5	10,901,576
4	Top Exporter 1	175,222,198	17	10,307,188
5	Top Exporter 2	99,800,112	10	9,980,011
6	Top Exporter 13	9,907,156	1	9,907,156
7	Top Exporter 16	8,542,855	1	8,542,855
8	Top Exporter 11	11,152,021	2	5,576,011
9	Top Exporter 20	5,269,727	1	5,269,727
10	Top Exporter 9	14,456,645	4	3,614,161
11	Top Exporter 8	17,663,141	5	3,532,628
12	Top Exporter 7	22,547,789	7	3,221,113
13	Top Exporter 18	6,011,018	2	3,005,509
14	Top Exporter 6	31,994,692	11	2,908,608
15	Top Exporter 19	5,341,371	2	2,670,686
16	Top Exporter 12	10,356,631	4	2,589,158
17	Top Exporter 14	9,506,078	4	2,376,520
18	Top Exporter 17	7,685,385	4	1,921,346
19	Top Exporter 15	9,282,729	8	1,160,341
20	Top Exporter 10	13,092,327	19	689,070
Sub Total		645,685,873		
% of Total		72.2%		
Grand Total		894,852,840		

No. of Exporters	No. of Countries of Destination	Value	% of Total						
			0%	5%	10%	15%	20%	25%	30%
-	20+	-	0.0%						
5	11 - 20	223,000,541	24.9%						
14	6 - 10	144,517,100	16.1%						
16	5	90,647,211	10.1%						
35	4	158,115,527	17.7%						
57	3	95,154,683	10.6%						
136	2	55,732,392	6.2%						
897	1	127,685,386	14.3%						
1,160		894,852,840	100.0%						

This is the number of Traders (Exporters) and their respective number of Countries of Destination that they export to.

For example there are 5 Traders (Exporters) that export to between 11 and 20 Countries of Destination with exports totalling R223,000,541 between them.

Top 20 Exporters Average No. of
Countries of Destination

5.7

Rest (1,014 of 1,034 Importers)
Average No. of Countries of Destination

1.4

Overall Exporters Average No. of
Countries of Destination

1.5

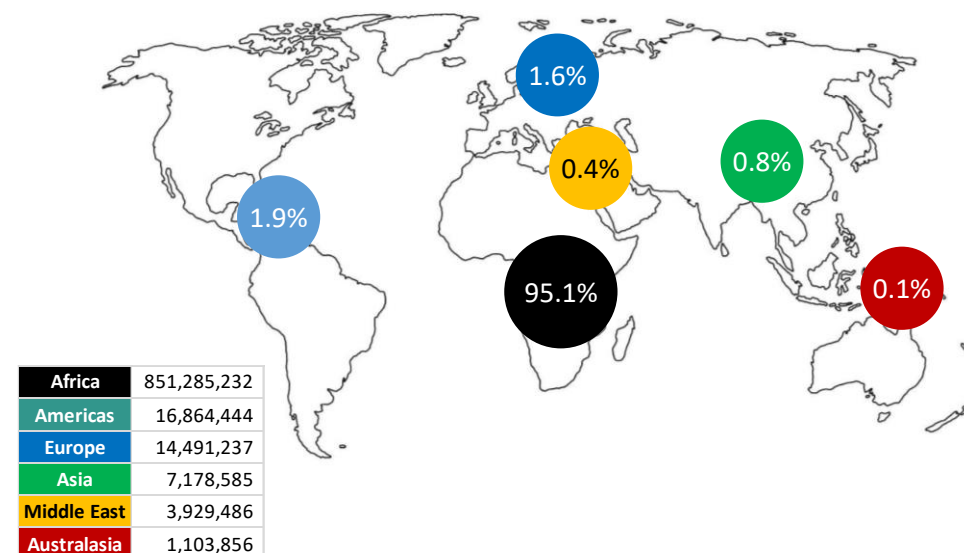
Trade Route Analysis

Top 20 Countries of Destination (Value)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Rank	Country of Destination	Air	% of Total	Sea	% of Total	Road	% of Total	Grand Total	% of Total
1	Namibia		0.0%	71,400	0.0%	208,988,168	100.0%	209,059,568	23.4%
2	Botswana		0.0%		0.0%	180,657,539	100.0%	180,657,539	20.2%
3	Zambia		0.0%	142,500	0.1%	134,800,555	99.9%	134,943,055	15.1%
4	Swaziland		0.0%		0.0%	90,214,454	100.0%	90,214,454	10.1%
5	Mozambique		0.0%	6,158,445	8.9%	63,257,982	91.1%	69,416,427	7.8%
6	Lesotho		0.0%		0.0%	47,080,144	100.0%	47,080,144	5.3%
7	Angola	83,191	0.3%	5,211,595	18.0%	23,619,516	81.7%	28,914,302	3.2%
8	USA	1,420,032	8.6%	15,175,331	91.4%		0.0%	16,595,363	1.9%
9	Zimbabwe	64,909	0.4%		0.0%	14,598,408	99.6%	14,663,317	1.6%
10	Tanzania	356,918	2.9%	11,534,350	93.7%	412,190	3.4%	12,303,458	1.4%
11	Malawi	430	0.0%		0.0%	10,356,902	100.0%	10,357,332	1.2%
12	Nigeria	309,891	3.2%	9,512,329	96.8%		0.0%	9,822,220	1.1%
13	UK	391,990	4.2%	8,951,508	95.8%		0.0%	9,343,498	1.0%
14	Kenya	1,180,815	14.0%	7,158,784	85.0%	81,382	1.0%	8,420,981	0.9%
15	Ghana	141,755	1.9%	7,491,550	98.1%		0.0%	7,633,305	0.9%
16	Hong Kong	48,000	0.7%	6,862,654	99.3%		0.0%	6,910,654	0.8%
17	Mauritius	15,395	0.2%	6,511,395	99.8%		0.0%	6,526,790	0.7%
18	DRC	7,000	0.1%	1,590,419	24.9%	4,783,990	75.0%	6,381,409	0.7%
19	Seychelles	46,926	1.3%	3,549,723	98.7%		0.0%	3,596,649	0.4%
20	Uganda	529,189	15.3%	2,889,211	83.8%	30,000	0.9%	3,448,400	0.4%
Sub Total		4,596,441	0.5%	92,811,194	10.6%	778,881,230	88.9%	876,288,865	
% of Total		68.7%		86.9%		99.7%		97.9%	
Rest (56 of 76)		2,095,139		13,982,816		2,449,409		18,563,975	
Total		6,691,580	0.7%	106,794,010	11.9%	781,330,639	87.3%	894,852,840	

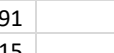
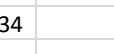
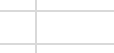
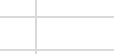
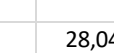
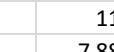
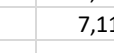
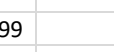
Mode of Transport Breakdown				
Metric	Sea	Air	Road	Total
Volume (U)	259139	29922	388069	677,130
% of Total	38.3%	4.4%	57.3%	
Value (R)	106,794,010	6,691,580	781,367,250	R894,852,840
% of Total	11.9%	0.7%	87.3%	



Trade Route Analysis

Most Popular Trade Routes (Aggregated – Top 10 Countries of Destination)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Rank	Port of Exit	Mode of Transport	Angola	Botswana	Lesotho	Mozambique	Namibia	Swaziland	Tanzania	USA	Zambia	Zimbabwe	Total	% of Total	Total for Port of Exit
															
1	Kopfontein	Road		97,963,191			49,253,029		88,482		1,258,913	10,132	148,573,747	99.5%	149,321,514
2	Skilpadshek	Road	20,917,317	71,732,215			51,826,012		4,350		3,154,395	17,391	147,651,680	99.5%	148,389,072
3	Grobblers Bridge	Road		7,327,334			560,058		162,213		91,291,355	5,087,331	104,428,291	97.2%	107,429,959
4	Nakop	Road	2,573,303				83,118,465						85,691,768	99.9%	85,807,623
5	Beit Bridge	Road				20,671,732			157,145		39,095,892	9,483,554	69,408,323	84.7%	81,933,215
6	Lebombo	Road				40,790,165							40,790,165	67.7%	60,240,202
7	Golela	Road				1,787,037		35,901,530					37,688,567	92.0%	40,971,018
8	Cape Town	Sea	4,385,187			5,913,384	15,400		5,344,535	14,869,371	142,500		30,670,377	81.4%	37,688,567
9	Ficksburg Bridge	Road			28,048,071								28,048,071	75.8%	36,997,705
10	Oshoek	Road						27,942,617					27,942,617	98.9%	28,260,972
11	Mahamba	Road						24,715,449					24,715,449	88.1%	28,048,071
12	Vioolsdrift	Road	128,896		117,045		23,105,793						23,351,734	94.5%	24,715,449
13	Maseru Bridge	Road			7,889,164								7,889,164	33.8%	23,351,734
14	Van Rooyenhek	Road			7,114,541								7,114,541	90.2%	7,889,164
15	Durban	Sea	212,820			245,061	56,000		5,444,316	305,960			6,264,157	88.0%	7,114,541
16	Ramatlabama	Road		3,634,799			1,124,811						4,759,610	100.0%	4,759,610
17	Qacha’s Nek	Road			1,990,427								1,990,427	46.4%	4,287,872
18	Calendonspoort	Road			1,920,896								1,920,896	45.7%	4,205,449
19	Jeppes Reef	Road						1,557,038					1,557,038	47.7%	3,262,486
20	Cape Town	Air							60,338	979,148			1,039,486	45.9%	2,265,860
		Sub Total	28,217,523	180,657,539	47,080,144	69,407,379	209,059,568	90,116,634	11,261,379	16,154,479	134,943,055	14,598,408	801,496,108	(99.7% of Total)	
		% of Total	98%	100%	100%	100%	100%	100%	92%	97%	100%	100%			
		Total	28,914,302	180,657,539	47,080,144	69,416,427	209,059,568	90,214,454	12,303,458	16,595,363	134,943,055	14,663,317			

Trade Route Analysis

Most Popular Trade Routes (Individual – Top 20)

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Rank	Port of Exit	Country of Destination	Mode Of Transport	Total Volume	Total Value	% of Total							
						0%	2%	4%	6%	8%	10%	12%	
1	Kopfontein	Botswana	Road	49,547	97,963,191	10.9%							
2	Groblers Bridge	Zambia	Road	29,190	91,291,355	10.2%							
3	Nakop	Namibia	Road	23,907	83,118,465	9.3%							
4	Skilpadshek	Botswana	Road	34,082	71,732,215	8.0%							
5	Skilpadshek	Namibia	Road	33,900	51,826,012	5.8%							
6	Kopfontein	Namibia	Road	14,704	49,253,029	5.5%							
7	Lebombo	Mozambique	Road	16,074	40,790,165	4.6%							
8	Beit Bridge	Zambia	Road	6,998	39,095,892	4.4%							
9	Golela	Swaziland	Road	38,400	35,901,530	4.0%							
10	Ficksburg Bridge	Lesotho	Road	29,571	28,048,071	3.1%							
11	Oshoek	Swaziland	Road	17,161	27,942,617	3.1%							
12	Mahamba	Swaziland	Road	15,955	24,715,449	2.8%							
13	Vioolsdrift	Namibia	Road	15,432	23,105,793	2.6%							
14	Skilpadshek	Angola	Road	4,558	20,917,317	2.3%							
15	Beit Bridge	Mozambique	Road	4,141	20,671,732	2.3%							
16	Cape Town	USA	Sea	167,882	14,869,371	1.7%							
17	Beit Bridge	Malawi	Road	3,644	10,122,097	1.1%							
18	Beit Bridge	Zimbabwe	Road	3,507	9,483,554	1.1%							
19	Durban	Nigeria	Sea	1,521	8,006,503	0.9%							
20	Maseru Bridge	Lesotho	Road	20,432	7,889,164	0.9%							
			Sub Total	530,606	756,743,522								
			% of Total	78.4%	84.6%								
			Total	677,130	894,852,840								

Trade Route Analysis

Port of Exit Analysis

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Port of Exit	Air		Sea		Road		Total Volume	Total Value	% of Total
	Volume	Value	Volume	Value	Volume	Value			
Kopfontein					64,742	149,321,514	64,742	149,321,514	16.7%
Skilpadshek					74,019	148,389,072	74,019	148,389,072	16.6%
Groblers Bridge					41,647	107,429,959	41,647	107,429,959	12.0%
Nakop					24,505	85,807,623	24,505	85,807,623	9.6%
Beit Bridge					19,500	81,933,215	19,500	81,933,215	9.2%
Cape Town	170	2,265,860	241,914	60,240,202			242,084	62,506,062	7.0%
Lebombo					16,252	40,971,018	16,252	40,971,018	4.6%
Golela					38,678	37,688,567	38,678	37,688,567	4.2%
Durban	19	133,991	14,000	36,997,705			14,019	37,131,696	4.1%
Oshoek					17,287	28,260,972	17,287	28,260,972	3.2%
Ficksburg Bridge					29,571	28,048,071	29,571	28,048,071	3.1%
Mahamba					15,955	24,715,449	15,955	24,715,449	2.8%
Vioolsdrift					15,576	23,351,734	15,576	23,351,734	2.6%
Maseru Bridge					20,432	7,889,164	20,432	7,889,164	0.9%
Van Rooyenhek					5,785	7,114,541	5,785	7,114,541	0.8%
Ramatlabama					1,708	4,759,610	1,708	4,759,610	0.5%
Johannesburg	29,732	4,287,872	2,008	4,205,449			31,740	8,493,321	0.9%
Germiston			945	3,262,486			945	3,262,486	0.4%
Calendonspoort					1,138	2,032,408	1,138	2,032,408	0.2%
Qacha's Nek					699	1,990,427	699	1,990,427	0.2%
Jeppes Reef					402	1,557,038	402	1,557,038	0.2%
Pretoria			145	1,295,208			145	1,295,208	0.1%
Port Elizabeth	1	3,857	127	792,960			128	796,817	0.1%
Mananga					173	106,868	173	106,868	0.0%
Total	29,922	6,691,580	259,139	106,794,010	388,069	781,367,250	677,130	894,852,840	
	4.4%	0.7%	38.3%	11.9%	57.3%	87.3%			



64.0%

Top 20 Largest Individual Shipments

From	To	By	Volume	Value
Cape Town	USA	Sea	9,960	1,331,923
Cape Town	USA	Sea	8,630	1,198,833
Cape Town	Hong Kong	Sea	8,900	942,285
Cape Town	USA	Sea	64,912	809,003
Cape Town	USA	Sea	5,740	717,903
Cape Town	USA	Sea	5,690	711,146
Cape Town	Mozambique	Sea	6,520	709,644
Cape Town	USA	Sea	31,925	399,717
Vioolsdrift	Namibia	Road	10,000	303,078
Kopfontein	Botswana	Road	12,110	191,377
Skilpadshek	Namibia	Road	15,000	169,522
Cape Town	UK	Sea	5,640	168,181
Skilpadshek	Botswana	Road	10,500	121,379
Mahamba	Swaziland	Road	7,000	91,000
Maseru Bridge	Lesotho	Road	5,600	73,400
Golela	Swaziland	Road	6,270	48,850
Groblers Bridge	Botswana	Road	8,887	30,733
Johannesburg	Bahrain	Air	27,500	27,500
Maseru Bridge	Lesotho	Road	7,800	26,087
Groblers Bridge	Zambia	Road	10,539	10,539

Pricing Analysis

Average Unit Price (AUP) by Countries of Destination

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Ordered by
Highest Value

Rank	Country of Destination	Volume (U)	Value (R)	AUP (R / U)
1	Namibia	88,655	209,059,568	2,358
2	Botswana	94,758	180,657,539	1,907
3	Zambia	37,228	134,943,055	3,625
4	Swaziland	72,089	90,214,454	1,251
5	Mozambique	42,982	69,416,427	1,615
6	Lesotho	57,621	47,080,144	817
7	Angola	5,898	28,914,302	4,902
8	USA	168,532	16,595,363	98
9	Zimbabwe	4,891	14,663,317	2,998
10	Tanzania	2,317	12,303,458	5,310
11	Malawi	3,859	10,357,332	2,684
12	Nigeria	1,661	9,822,220	5,913
13	UK	27,348	9,343,498	342
14	Kenya	2,226	8,420,981	3,783
15	Ghana	6,326	7,633,305	1,207
16	Hong Kong	15,059	6,910,654	459
17	Mauritius	1,438	6,526,790	4,539
18	DRC	2,302	6,381,409	2,772
19	Seychelles	566	3,596,649	6,355
20	Uganda	1,276	3,448,400	2,703
Sub Total		637,032	876,288,865	1,376
% of Total		94.1%	97.9%	
Rest (56 of 76)		40,098	18,563,975	463
Grand Total		677,130	894,852,840	1,322



Ordered by AUP
(Lowest to
Highest)

Rank	Country of Destination	Volume (U)	Value (R)	AUP (R / U)
8	USA	168,532	16,595,363	98
13	UK	27,348	9,343,498	342
16	Hong Kong	15,059	6,910,654	459
6	Lesotho	57,621	47,080,144	817
15	Ghana	6,326	7,633,305	1,207
4	Swaziland	72,089	90,214,454	1,251
5	Mozambique	42,982	69,416,427	1,615
2	Botswana	94,758	180,657,539	1,907
1	Namibia	88,655	209,059,568	2,358
11	Malawi	3,859	10,357,332	2,684
20	Uganda	1,276	3,448,400	2,703
18	DRC	2,302	6,381,409	2,772
9	Zimbabwe	4,891	14,663,317	2,998
3	Zambia	37,228	134,943,055	3,625
14	Kenya	2,226	8,420,981	3,783
17	Mauritius	1,438	6,526,790	4,539
7	Angola	5,898	28,914,302	4,902
10	Tanzania	2,317	12,303,458	5,310
12	Nigeria	1,661	9,822,220	5,913
19	Seychelles	566	3,596,649	6,355
Sub Total		637,032	876,288,865	1,376
% of Total		94.1%	97.9%	
Rest (56 of 76)		40,098	18,563,975	463
Grand Total		677,130	894,852,840	1,322

Pricing Analysis

Top Trader's AUP

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Ordered by
Highest Value

Trader	Volume (U)	Value (R)	AUP (R / U)
Top Exporter 1	295,418	175,237,123	593
Top Exporter 2	22,688	99,800,112	4,399
Top Exporter 3	43,395	78,279,214	1,804
Top Exporter 4	10,378	55,066,904	5,306
Top Exporter 5	16,248	54,507,880	3,355
Top Exporter 6	18,203	31,994,692	1,758
Top Exporter 7	7,493	22,547,789	3,009
Top Exporter 8	10,619	17,663,141	1,663
Top Exporter 9	11,680	14,456,645	1,238
Top Exporter 10	2,091	13,130,480	6,280
Top Exporter 11	1,629	11,152,021	6,846
Top Exporter 12	4,379	10,356,631	2,365
Top Exporter 13	8,927	9,907,156	1,110
Top Exporter 14	8,948	9,506,078	1,062
Top Exporter 15	1,414	9,282,729	6,565
Top Exporter 16	5,603	8,542,855	1,525
Top Exporter 17	2,120	7,685,385	3,625
Top Exporter 18	3,563	6,011,018	1,687
Top Exporter 19	1,662	5,341,371	3,214
Top Exporter 20	212	5,269,727	24,857
Sub Total	476,670	645,738,951	1,355
% of Total	70%	72.2%	
Rest (56 of 76)	200,460	249,113,889	1,243
Grand Total	677,130	894,852,840	1,322



Trader	Volume (U)	Value (R)	AUP (R / U)
Top Exporter 1	295,418	175,237,123	593
Top Exporter 14	8,948	9,506,078	1,062
Top Exporter 13	8,927	9,907,156	1,110
Top Exporter 9	11,680	14,456,645	1,238
Top Exporter 16	5,603	8,542,855	1,525
Top Exporter 8	10,619	17,663,141	1,663
Top Exporter 18	3,563	6,011,018	1,687
Top Exporter 6	18,203	31,994,692	1,758
Top Exporter 3	43,395	78,279,214	1,804
Top Exporter 12	4,379	10,356,631	2,365
Top Exporter 7	7,493	22,547,789	3,009
Top Exporter 19	1,662	5,341,371	3,214
Top Exporter 5	16,248	54,507,880	3,355
Top Exporter 17	2,120	7,685,385	3,625
Top Exporter 2	22,688	99,800,112	4,399
Top Exporter 4	10,378	55,066,904	5,306
Top Exporter 10	2,091	13,130,480	6,280
Top Exporter 15	1,414	9,282,729	6,565
Top Exporter 11	1,629	11,152,021	6,846
Top Exporter 20	212	5,269,727	24,857
Sub Total	476,670	645,738,951	1,355
% of Total	70%	72.2%	
Rest (56 of 76)	200,460	249,113,889	1,243
Grand Total	677,130	894,852,840	1,322

Ordered by AUP
(Lowest to
Highest)

Pricing Analysis

AUP by Ports of Exit

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20



Port of Exit	Volume	Value	AUP
Cape Town	241,914	60,240,202	249
Durban	14,000	36,997,705	2,643
Johannesburg	2,008	4,205,449	2,094
Germiston	945	3,262,486	3,452
Pretoria	145	1,295,208	8,932
Port Elizabeth	127	792,960	6,244
	259,139	106,794,010	412

← Lowest

← Highest



Port of Exit	Volume	Value	AUP
Cape Town	170	2,265,860	13,329
Durban	19	133,991	7,052
Johannesburg	29,732	4,287,872	144
Port Elizabeth	1	3,857	3,857
	29,922	6,691,580	224



Port of Exit	Volume	Value	AUP
Kopfontein	64,742	149,321,514	2,306
Skilpadshek	74,019	148,389,072	2,005
Grobblers Bridge	41,647	107,429,959	2,580
Nakop	24,505	85,807,623	3,502
Beit Bridge	19,500	81,933,215	4,202
Lebombo	16,252	40,971,018	2,521
Golela	38,678	37,688,567	974
Oshoek	17,287	28,260,972	1,635
Ficksburg Bridge	29,571	28,048,071	948
Mahamba	15,955	24,715,449	1,549
Vioolsdrift	15,576	23,351,734	1,499
Maseru Bridge	20,432	7,889,164	386
Van Rooyenhek	5,785	7,114,541	1,230
Ramatlabama	1,708	4,759,610	2,787
Calendonspoort	1,138	2,032,408	1,786
Qacha's Nek	699	1,990,427	2,848
Jeppes Reef	402	1,557,038	3,873
Mananga	173	106,868	618
	388,069	781,367,250	2,013

← Highest

← Lowest

Pricing Analysis

AUP by Most Popular Trade Routes and Ports of Destination

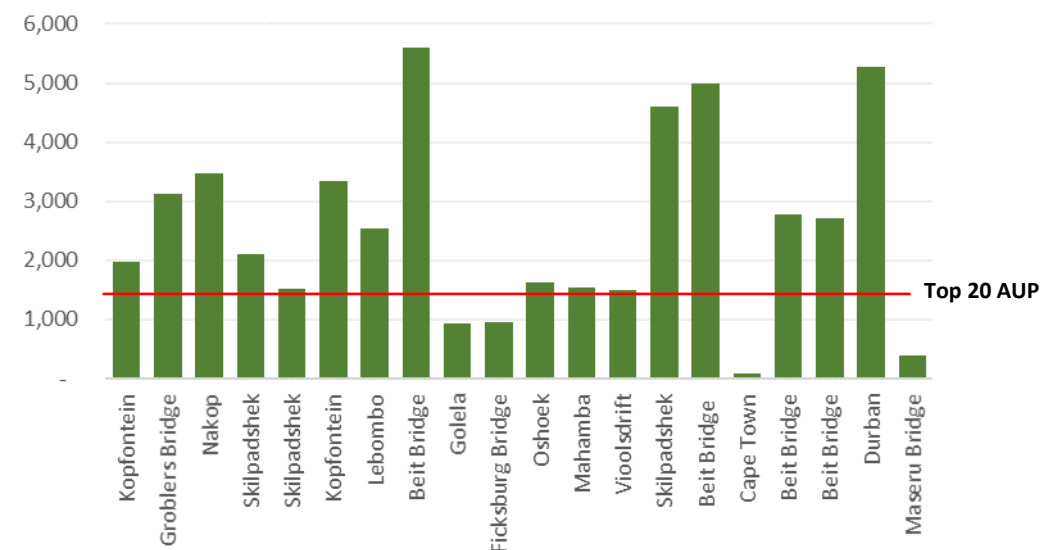
Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Most Popular Trade Route's AUP (ordered by Value)

Rank	Port of Exit	Country of Destination	Mode Of Transport	Total Volume	Total Value	AUP
1	Kopfontein	Botswana	Road	49,547	97,963,191	1,977
2	Groblers Bridge	Zambia	Road	29,190	91,291,355	3,127
3	Nakop	Namibia	Road	23,907	83,118,465	3,477
4	Skilpadshek	Botswana	Road	34,082	71,732,215	2,105
5	Skilpadshek	Namibia	Road	33,900	51,826,012	1,529
6	Kopfontein	Namibia	Road	14,704	49,253,029	3,350
7	Lebombo	Mozambique	Road	16,074	40,790,165	2,538
8	Beit Bridge	Zambia	Road	6,998	39,095,892	5,587
9	Golela	Swaziland	Road	38,400	35,901,530	935
10	Ficksburg Bridge	Lesotho	Road	29,571	28,048,071	948
11	Oshoek	Swaziland	Road	17,161	27,942,617	1,628
12	Mahamba	Swaziland	Road	15,955	24,715,449	1,549
13	Violsdrift	Namibia	Road	15,432	23,105,793	1,497
14	Skilpadshek	Angola	Road	4,558	20,917,317	4,589
15	Beit Bridge	Mozambique	Road	4,141	20,671,732	4,992
16	Cape Town	USA	Sea	167,882	14,869,371	89
17	Beit Bridge	Malawi	Road	3,644	10,122,097	2,778
18	Beit Bridge	Zimbabwe	Road	3,507	9,483,554	2,704
19	Durban	Nigeria	Sea	1,521	8,006,503	5,264
20	Maseru Bridge	Lesotho	Road	20,432	7,889,164	386
Sub Total				530,606	756,743,522	1,426
% of Total				78.4%	84.6%	
Rest				146,524	138,109,318	943
Total				677,130	894,852,840	1,322

← Lowest

← Highest





Combined View

A South African Import and Export Perspective

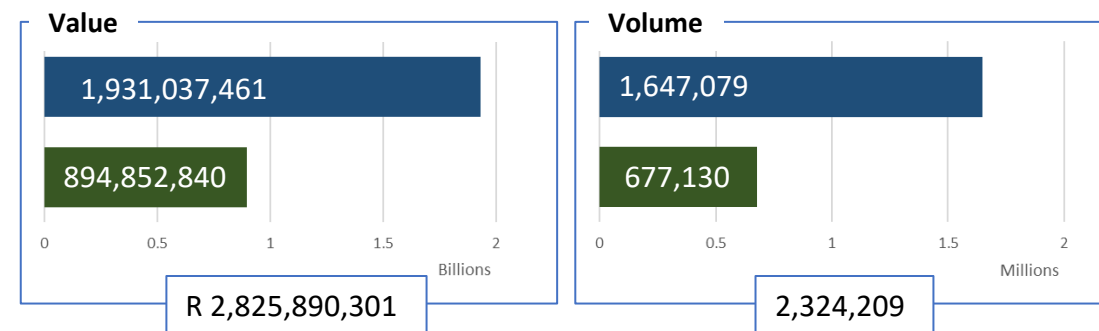
Tariff Code 9401.61

3 Years from October 2017 to September 2020

Combined Traders Overview

Tariff Code	9401.61
Type of Trade	Exports
Period	Oct'17 – Sep '20

Combined (Imports & Exports)	Imports		Exports		Combined Total
	Value	Importer Rank	Value	Exporter Rank	
Combined 1	200,452,614	Top Importer 1	99,800,112	Top Exporter 2	300,252,726
Combined 2	373,188	Top Importer 197	175,237,123	Top Exporter 1	175,610,311
Combined 3	49,445,771	Top Importer 11	55,066,904	Top Exporter 4	104,512,675
Combined 4	97,267,962	Top Importer 5	2,794,763	Top Exporter 33	100,062,725
Combined 5	97,945,987	Top Importer 4	1,784,151	Top Exporter 53	99,730,138
Combined 6	95,827,861	Top Importer 6	263,298	Top Exporter 228	96,091,159
Combined 7	39,872,614	Top Importer 15	54,507,880	Top Exporter 5	94,380,494
Combined 8	1,820,732	Top Importer 95	78,279,214	Top Exporter 3	80,099,946
Combined 9	78,963,596	Top Importer 7	391,066	Top Exporter 158	79,354,662
Combined 10	50,777,198	Top Importer 10	13,130,480	Top Exporter 10	63,907,678
Combined 11	40,476,400	Top Importer 13	2,229,045	Top Exporter 43	42,705,445
Combined 12	40,100,080	Top Importer 14	2,267,866	Top Exporter 41	42,367,946
Combined 13	40,858,175	Top Importer 12	454,310	Top Exporter 143	41,312,485
Combined 14	38,389,866	Top Importer 16	522,761	Top Exporter 126	38,912,627
Combined 15	31,176,777	Top Importer 18	25,000	Top Exporter 695	31,201,777
Combined 16	23,671,275	Top Importer 20	381,224	Top Exporter 162	24,052,499
Combined 17	22,227,407	Top Importer 21	1,564,894	Top Exporter 63	23,792,301
Combined 18	24,390	Top Importer 592	22,547,789	Top Exporter 7	22,572,179
Combined 19	20,809,998	Top Importer 22	1,114,836	Top Exporter 77	21,924,834
Combined 20	19,708,069	Top Importer 24	1,085,018	Top Exporter 78	20,793,087
Combined 21	2,118,049	Top Importer 85	17,663,141	Top Exporter 8	19,781,190
Combined 22	17,606,296	Top Importer 25	296,178	Top Exporter 205	17,902,474
Sub Total	1,009,914,305		531,407,053		1,541,321,358
% of Combined Total	84.6%		85.5%		84.9%
Rest (154 of 176)	183,650,292		89,971,248		273,621,540
Combined Total (CT)	1,193,564,597		621,378,301		1,814,942,898
% CT to OT	61.9%		69.5%		64.3%
Overall Total (OT)	1,927,619,808		894,178,011		2,821,797,819



R1,172
Imports AUP

R1,322
Exports AUP

R1,216
Combined AUP

Metric	Amount	Combined (Traders who Import and Export)
No. Importers	1,034	176
No. Exporters	1,160	

16

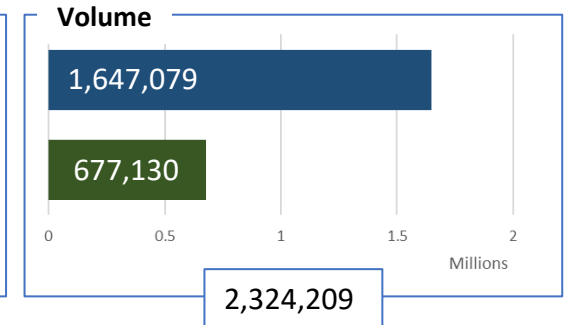
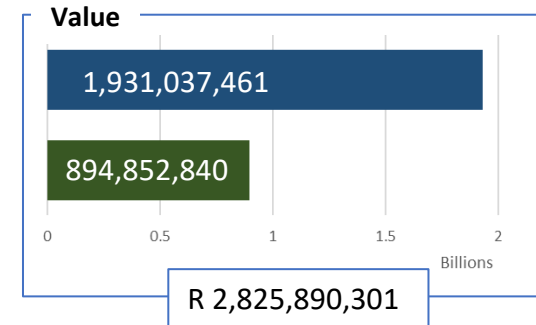
16 of the Top 22 Importers were in the Top 22 Combined Traders Table

8

8 of the Top 22 Exporters were in the Top 22 Combined Traders Table

Combined Traders Overview

Combined (Imports & Exports)	Imports		Exports		Combined Total
	Value	Importer Rank	Value	Exporter Rank	
Combined 1	200,452,614	Top Importer 1	99,800,112	Top Exporter 2	300,252,726
Combined 2	373,188	Top Importer 197	175,237,123	Top Exporter 1	175,610,311
Combined 3	49,445,771	Top Importer 11	55,066,904	Top Exporter 4	104,512,675
Combined 4	97,267,962	Top Importer 5	2,794,763	Top Exporter 33	100,062,725
Combined 5	97,945,987	Top Importer 4	1,784,151	Top Exporter 53	99,730,138
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Combined 9	78,963,596	Top Importer 7	391,066	Top Exporter 158	79,354,662
Combined 10	50,777,198	Top Importer 10	13,130,480	Top Exporter 10	63,907,678
Combined 11	40,476,400	Top Importer 13	2,229,045	Top Exporter 43	42,705,445
Combined 12	40,100,080	Top Importer 14	2,267,866	Top Exporter 41	42,367,946
Combined 13	40,858,175	Top Importer 12	454,310	Top Exporter 143	41,312,485
Combined 14	38,389,866	Top Importer 16	522,761	Top Exporter 126	38,912,627
Combined 15	31,176,777	Top Importer 18	25,000	Top Exporter 695	31,201,777
Combined 16	23,671,275	Top Importer 20	381,224	Top Exporter 162	24,052,499
Combined 17	22,227,407	Top Importer 21	1,564,894	Top Exporter 63	23,792,301
Combined 18	24,390	Top Importer 592	22,547,789	Top Exporter 7	22,572,179
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Combined 20	19,708,069	Top Importer 24	1,085,018	Top Exporter 78	20,793,087
Combined 21	2,118,049	Top Importer 85	17,663,141	Top Exporter 8	19,781,190
Combined 22	17,606,296	Top Importer 25	296,178	Top Exporter 205	17,902,474
Sub Total	1,009,914,305		531,407,053		1,541,321,358
% of Combined Total	84.6%		85.5%		84.9%
Rest (154 of 176)	183,650,292		89,971,248		273,621,540
Combined Total (CT)	1,193,564,597		621,378,301		1,814,942,898
% CT to OT	61.9%		69.5%		64.3%
Overall Total (OT)	1,927,619,808		894,178,011		2,821,797,819



R1,172

Imports AUP

R1,322

Exports AUP

R1,216

Combined AUP

Metric	Amount	Combined (Traders who Import and Export)
No. Importers	1,034	176
No. Exporters	1,160	

16

16 of the Top 22 Importers
were in the Top 22
Combined Traders Table

8

8 of the Top 22 Exporters
were in the Top 22
Combined Traders Table

Need Even More Insight?

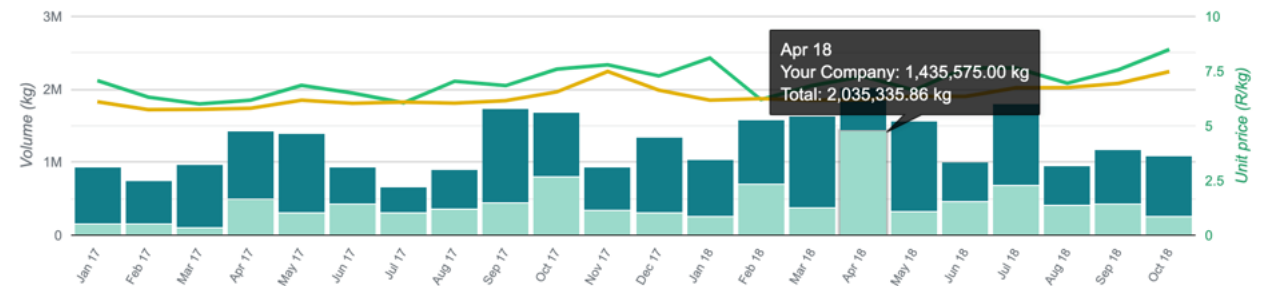
Overlay your own Trade Data

Benchmark your trade data!

Growthhorn allows you to overlay your data so that you can see how you stack up against the competition.

Country of Origin	Value (R)	Volume (U)	AUP (R / U)
Top Importer 1	200,452,614	111,349	1,800
Top Importer 2	127,704,434	93,517	1,366
Top Importer 3	104,678,615	36,278	2,885
Top Importer 4	97,945,987	24,996	3,918
Top Importer 5	97,267,962	130,782	744
Top Importer 6	95,827,861	20,203	4,743
Top Importer 7	78,963,596	57,351	1,377
Top Importer 8	68,714,629	116,714	589

Rank (Avg. Trader / C of D)	Trader	Value	No. of Countries of Destination (C of D)	Average Value / C of D
1	Top Exporter 3	78,279,214	4	19,569,804
2	Top Exporter 4	55,066,904	3	18,355,635
3	Top Exporter 5	54,507,880	5	10,901,576
4	Top Exporter 1	175,222,198	17	10,307,188
5	Top Exporter 2	99,800,112	10	9,980,011
6	Top Exporter 13	9,907,156	1	9,907,156
7	Top Exporter 16	8,542,855	1	8,542,855
8	Top Exporter 11	11,152,021	2	5,576,011
9	Top Exporter 20	5,269,727	1	5,269,727
10	Top Exporter 9	14,456,645	4	3,614,161
11	Top Exporter 8	17,663,141	5	3,532,628
12	Top Exporter 7	22,547,789	7	3,221,113
13	Top Exporter 18	6,011,018	2	3,005,509



Contact Details



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Other Reporting Options Available



Industry Analysis

- Understand trade behaviour in your industry
- Get a sense of who the dominant players are, popular trade routes and countries dealt with
- Identify trends and shifts



Company Analysis

- Understand how competitive your trading decisions are
- Get a better feel for optimal routes, pricing and entry and exit points
- Know where you stand in the market



Product Analysis

- Understand trade behaviour per tariff code or cluster of tariff codes
- See how these products behave and perform over time
- The impact of regulatory changes



Trade Route Analysis

- Understand the competitiveness of each trade lane and route (down to MRN level)
- Analyse countries of origin and destination, ports of entry and exit as well as transport modes



Country Analysis

- Understand all trade activity that South Africa shares with another country
- Get as sense of the size of the market, strength of that country as well as size of traders and routes