

Sample Report

Chrome Exports from South Africa

Product Analysis

October 2018 to September 2020



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Scope of Analysis

Tariff Codes

HS Code	Tariff Description	Type of Trade
Tariff Heading		 This analysis only looks at Exports
Chapter 26	Ores, Slag and Ash	
Tariff Code		
26.10	Chromium Ores and Concentrates	

Period of Review

The data used in this analysis is for the 2 year (24 month) period:

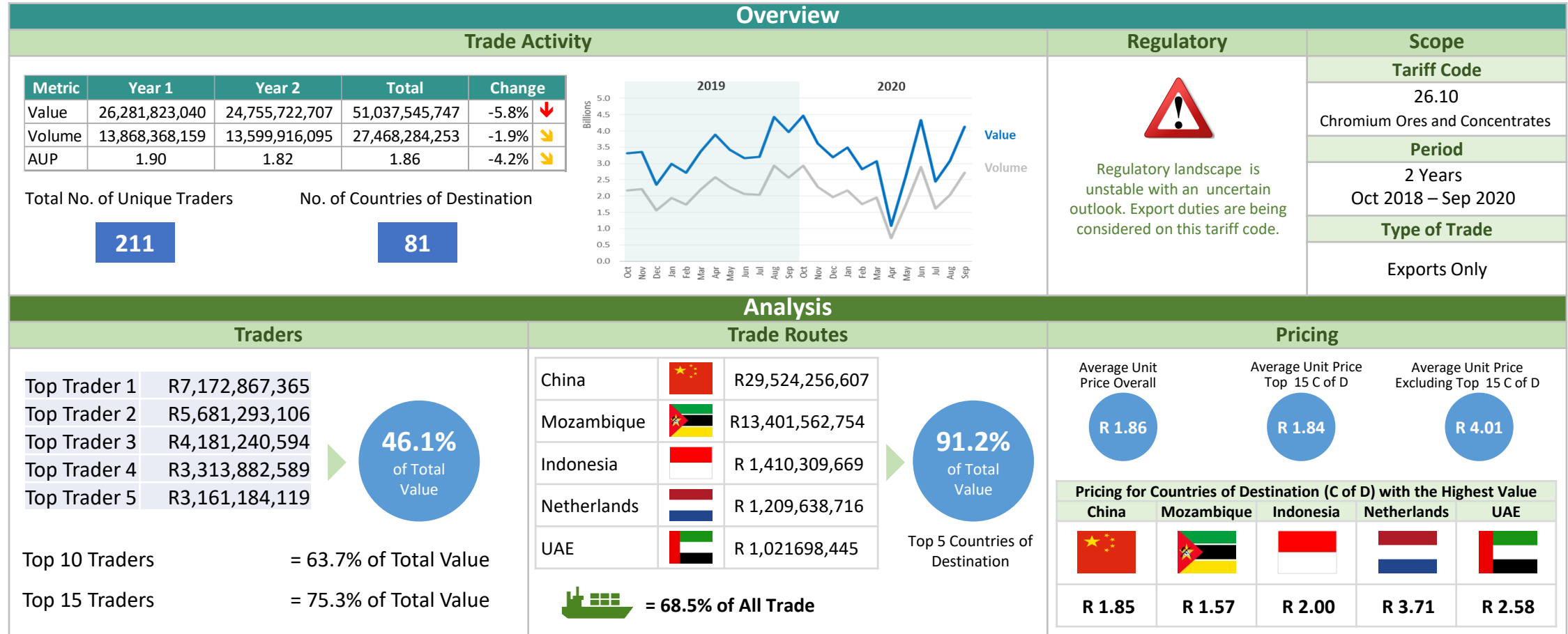
- October 2018 to September 2019 (Year 1)
- October 2019 to September 2020 (Year 2)

Measurement Legend	
Value	Rands (R)
Volume	Kilograms (Kg)
Average Unit Price (AUP)	Rands / Kilogram (R/Kg)



AUP is set at the FOB Point and therefore includes all costs up to the point of loading onto the vessel

Executive Summary



Regulatory Landscape

Overview of Potential Duty and Levy Changes

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Regulatory Exposure	26.10 Chromium Ores and Concentrates
Open Investigation	
Brexit Exposure	N/A
Bound Rates	N/A
General Customs Duties	Free
Import Surges	N/A
Safeguard Duties	N/A
Anti-Dumping Duties	N/A
Specific Excise Duties	N/A
Environmental Levies	N/A

Regulatory landscape is unstable with an uncertain outlook. Export duties are being considered on this tariff code.



What are Open Duty Investigations?

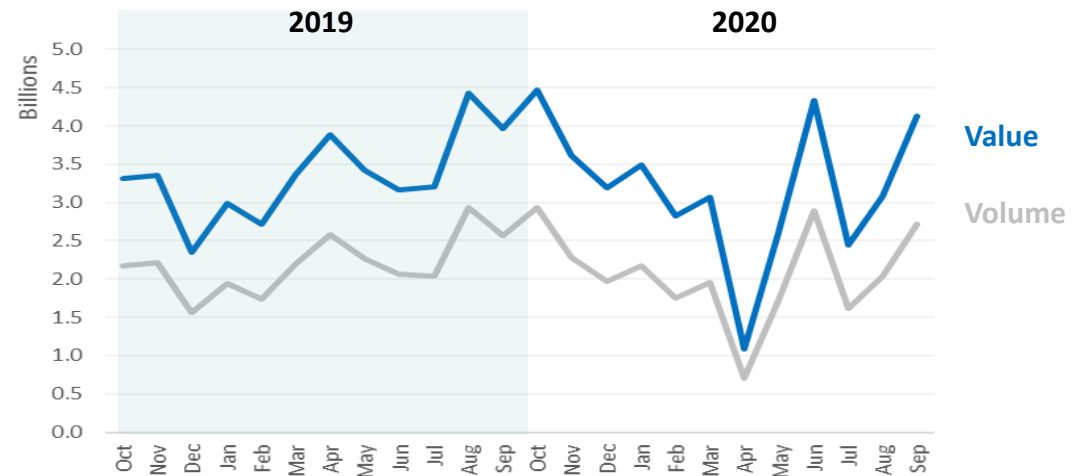
An open investigation is when either an import or export duty change is being investigated. This could take the form of:

- Imports
 - Duty increase or reduction
 - Rebate of duty
 - Anti-dumping investigation
 - Safeguards investigation
 - Other import control investigations
- Exports
 - Export Duty Investigation
 - Other export control investigations

Trade Activity Overview

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Year	Month	Value	Volume	AUP	Summary
2019	October	2,179,658,830	1,138,995,065	R1.91	Value = R26,281,823,040 Volume = 13,868,368,159 Kg Average Unit Price = R1.90
	November	2,214,403,046	1,136,745,385	R1.95	
	December	1,561,213,624	782,972,086	R1.99	
	January	1,945,158,962	1,040,388,869	R1.87	
	February	1,732,941,818	982,631,790	R1.76	
	March	2,198,368,211	1,172,725,160	R1.87	
	April	2,587,458,697	1,296,056,340	R2.00	
	May	2,269,316,981	1,156,841,894	R1.96	
	June	2,062,292,815	1,096,413,829	R1.88	
	July	2,031,359,040	1,178,342,467	R1.72	
	August	2,937,451,316	1,488,583,212	R1.97	
	September	2,562,199,700	1,397,672,062	R1.83	
2020	October	2,939,572,639	1,531,262,706	R1.92	Value = R24,755,722,707 Volume = 13,599,916,095 Kg Average Unit Price = R1.82
	November	2,286,198,047	1,331,918,050	R1.72	
	December	1,963,948,457	1,225,887,246	R1.60	
	January	2,179,456,882	1,309,120,637	R1.66	
	February	1,746,222,562	1,081,224,632	R1.62	
	March	1,949,940,735	1,124,614,213	R1.73	
	April	709,606,939	373,519,253	R1.90	
	May	1,719,848,421	886,921,197	R1.94	
	June	2,899,673,353	1,435,281,400	R2.02	
	July	1,612,373,863	834,246,756	R1.93	
	August	2,031,794,142	1,054,062,578	R1.93	
	September	2,717,086,667	1,411,857,427	R1.92	
Total		51,037,545,747	27,468,284,253	R1.86	



Change from 2019 to 2020		
Value	Volume	Average Unit Price
5.8%	1.9%	4.2%

Trader (Exporter) Analysis

Top 15 Traders over 2019 and 2020 (Value)

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Traders	2019	2020	Total	Change		Trader's % of Total Value (R)							
						0%	2%	4%	6%	8%	10%	12%	14%
Top Trader 1	3,838,647,317	3,334,220,048	7,172,867,365	-13.1%		<div><div></div></div> <div>Top 5 Traders = 46.1% of Total Value Top 10 Traders = 63.7% of Total Value</div>							
Top Trader 2	3,191,719,370	2,489,573,736	5,681,293,106	-22.0%	●								
Top Trader 3	1,855,663,496	2,325,577,098	4,181,240,594	25.3%	■								
Top Trader 4	1,552,002,537	1,761,880,052	3,313,882,589	13.5%									
Top Trader 5	1,552,927,712	1,608,256,407	3,161,184,119	3.6%									
Top Trader 6	1,102,718,118	1,346,748,415	2,449,466,533	22.1%	■								
Top Trader 7	985,633,281	795,396,530	1,781,029,811	-19.3%									
Top Trader 8	841,401,170	883,964,436	1,725,365,606	5.1%									
Top Trader 9	1,014,922,533	614,507,588	1,629,430,121	-39.5%	●								
Top Trader 10	553,917,950	838,357,758	1,392,275,708	51.4%	■								
Top Trader 11	814,202,083	549,158,668	1,363,360,751	-32.6%	●								
Top Trader 12	491,435,124	789,733,639	1,281,168,763	60.7%	■								
Top Trader 13	682,841,819	571,786,737	1,254,628,556	-16.3%									
Top Trader 14	378,382,178	735,808,800	1,114,190,978	94.5%	■								
Top Trader 15	414,509,496	513,480,806	927,990,302	23.9%	■								
Sub Total	19,270,926,203	19,158,452,738	38,429,374,902	-0.6%	<div>Change Legend</div> <div>Increase > 20%■</div> <div>Decrease > 20%●</div>						* A year runs from October to September		
% of Total	73.3%	77.4%	75.3%	5.5%									
Rest (196 of 211)	7,010,896,837	5,597,269,969	12,608,170,845	-20.2%									
Total	26,281,823,040	24,755,722,707	51,037,545,747	-5.8%									

Top 5 Traders = 46.1% of Total Value
Top 10 Traders = 63.7% of Total Value

Change Legend











Increase > 20%	■
Decrease > 20%	●

* A year runs from October to September

Trader (Exporter) Analysis

Top 15 Trader's Countries of Destination (Value)

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Trader	China	Mozambique	UAE	Netherlands	Indonesia	India	Turkey	USA	Hong Kong	Japan	Sub Total	% of Total	Total
													
Top Trader 1	4,131,876,475	1,336,924,229	5,450,392	596,962,501	48,344,005	142,437,995	86,547,590	79,893,503	336,856,630	147,287,720	6,912,581,040	96.4%	7,172,867,365
Top Trader 2	2,200,887,518	3,122,212,409		171,559,885	40,030,794			16,860,199	68,933,834		5,620,484,639	98.9%	5,681,293,106
Top Trader 3	3,488,902,636				495,122,688	155,998,854		40,643,106			4,180,667,284	100.0%	4,181,240,594
Top Trader 4	1,391,878,952	1,769,305,167									3,161,184,119	95.4%	3,313,882,589
Top Trader 5	1,596,955,233	243,791,994	888,295,357	82,483,908	147,922,910	17,707,484	26,105,172	53,429,896		37,311,538	3,094,003,492	97.9%	3,161,184,119
Top Trader 6	95,357,004	2,354,057,031									2,449,414,035	100.0%	2,449,466,533
Top Trader 7	1,189,277,379			44,926,651		13,080,958	471,637,932				1,718,922,920	96.5%	1,781,029,811
Top Trader 8	1,395,187,193	206,067,500				1,389,785					1,602,644,478	92.9%	1,725,365,606
Top Trader 9	781,453,409	11,966,057	11,811,693		169,661	355,724,759	81,505,777	238,362,909		5,157,764	1,486,152,029	91.2%	1,629,430,121
Top Trader 10	1,366,997,026				25,200,565					78,117	1,392,275,708	100.0%	1,392,275,708
Top Trader 11	855,916,728	482,985,483				19,132,721			5,157,013		1,363,191,945	100.0%	1,363,360,751
Top Trader 12	108,196,680	1,172,972,083									1,281,168,763	100.0%	1,281,168,763
Top Trader 13	1,120,089,706				22,237,079						1,142,326,785	91.0%	1,254,628,556
Top Trader 14	1,114,190,978										1,114,190,978	100.0%	1,114,190,978
Top Trader 15	757,569,149	136,658,612	15,837,343			5,370,063					915,435,167	98.6%	927,990,302
Sub Total	21,594,736,066	10,836,940,565	921,394,785	895,932,945	779,027,702	710,842,619	665,796,471	429,189,613	410,947,477	189,835,139	37,434,643,382	97.4%	38,429,374,902
% of Total	73.1%	80.9%	65.3%	74.1%	76.2%	87.4%	91.0%	61.3%	71.3%	93.0%	75.5%		
Total	29,524,256,607	13,401,562,754	1,410,309,669	1,209,638,716	1,021,698,445	813,312,165	731,572,375	699,755,234	576,358,221	204,168,961	49,592,633,147	97.2%	51,037,545,747



Top Traders

- Top Traders are ordered by value highest to lowest for the 2 year period.
- Trader's names are totally anonymous and there is no way of exposing their identity from the data source.

Trader (Exporter) Analysis

Trader Activity Breakdown and Segmentation

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Breakdown by MRNs

No. MRNs / Trader	No. of Traders	Amount	% of Total				
			0%	10%	20%	30%	40%
> 40,000	2	86,764	34.7%				
20,001 - 40,000	2	47,126	18.9%				
10,001 - 20,000	3	54,611	21.8%				
5,001 - 10,000	3	24,518	9.8%				
1,001 - 5,000	11	25,982	10.4%				
101 - 1,000	31	9,188	3.7%				
11 - 100	43	1,509	0.6%				
3 - 10	42	209	0.1%				
2	19	38	0.0%				
1	55	55	0.0%				
No. of Traders	211	250,000	100.0%				

This is the count of the total number of MRNs exported by each Trader (exporter) for both years.

For example 3 traders had between 10,000 – 20,000 MRNs for the 2 year period.



What is an MRN?

A Movement Reference Number (MRN) represents a clearance through customs.

Breakdown by Value (Rand)

Value / Trader	No. of Traders	Value (R)	% of Total			
			0%	10%	20%	30%
> R5B	2	12,854,160,471	25.2%			
R2B < x ≤ R5B	4	13,105,773,835	25.7%			
R1B < x ≤ R2B	8	11,541,450,294	22.6%			
R500m < x ≤ R1B	6	4,633,171,867	9.1%			
R100m < x ≤ R500m	24	6,588,504,718	12.9%			
R10m ≤ x ≤ R100m	57	2,048,513,550	4.0%			
< R10m	110	265,971,012	0.5%			
No. of Traders	211	51,037,545,747	100.0%			

This is the count of the total value exported by each Trader (exporter) over the 2 year period.

For example only two traders exported more than R5 Billion over the 2 year period.

Trader (Exporter) Analysis

Average Value per Trader per Country of Destination

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Rank (Avg/Trader)	Rank (Value)	Country of Destination	Value	No. of Traders	Average / Trader
1	2	Mozambique	13,401,562,754	42	319,084,827
2	1	China	29,524,256,607	145	203,615,563
3	3	Indonesia	1,410,309,669	13	108,485,359
4	15	Fiji	112,301,771	2	56,150,886
5	4	Netherlands	1,209,638,716	22	54,983,578
6	7	Turkey	731,572,375	15	48,771,492
7	5	UAE	1,021,698,445	26	39,296,094
8	9	USA	576,358,221	15	38,423,881
9	6	India	813,312,165	29	28,045,247
10	8	Hong Kong	699,755,234	27	25,916,861
11	10	Japan	204,168,961	8	25,521,120
12	11	Russia	156,875,327	14	11,205,381
13	12	Spain	150,585,774	15	10,039,052
14	13	Italy	135,182,892	14	9,655,921
15	14	South Korea	129,402,628	17	7,611,919
16	28	Iran	20,127,351	3	6,709,117
17	24	Finland	25,805,439	4	6,451,360
18	18	Chile	63,603,468	10	6,360,347
19	23	Oman	36,706,876	6	6,117,813
20	21	Taiwan	54,656,418	9	6,072,935
Sub Total			50,477,881,091		
% of Total			98.9%		
Grand Total			51,037,545,747		

No. of Traders	No. of Countries of Destination	Value		% of Total			
			0%	20%	40%	60%	
145	China	29,524,256,607	57.8%				
42	Mozambique	13,401,562,754	26.3%				
21 - 30	4	3,744,404,560	7.3%				
11 - 20	14	3,652,046,938	7.2%				
6 - 10	14	478,111,056	0.9%				
3 - 5	21	95,891,324	0.2%				
2	25	141,099,015	0.3%				
1	1	173,493	0.0%				
	81	51,037,545,747	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 4 Countries of Destination that have between 21-30 Traders exporting to them and 25 Countries of Destination have only 2 Traders from South Africa exporting to them.

Trader (Exporter) Analysis

Top Trader's Number of Countries of Destination

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Trader	Total	No. of Countries of Destination
Top Trader 1	7,172,867,365	28
Top Trader 2	5,681,293,106	8
Top Trader 3	4,181,240,594	5
Top Trader 4	3,313,882,589	26
Top Trader 5	3,161,184,119	2
Top Trader 6	2,449,466,533	3
Top Trader 7	1,781,029,811	40
Top Trader 8	1,725,365,606	6
Top Trader 9	1,629,430,121	7
Top Trader 10	1,392,275,708	3
Top Trader 11	1,363,360,751	5
Top Trader 12	1,281,168,763	2
Top Trader 13	1,254,628,556	3
Top Trader 14	1,114,190,978	1
Top Trader 15	927,990,302	6

No. of Countries of Destination	No. of Traders	Value	0%	% of Total	10%	20%	30%
> 30	1	1,781,029,811	3.5%				
21 - 30	4	10,689,681,433	20.9%				
11 - 20	9	1,903,346,265	3.7%				
6 - 10	10	10,668,637,093	20.9%				
3 - 5	30	14,897,401,124	29.2%				
2	35	7,792,333,543	15.3%				
1	122	3,305,116,478	6.5%				
	211	51,037,545,747	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 4 Traders (Exporters) that export to between 21-30 Countries of Destination and 30 Traders that export to between 3 – 5 Countries of Destination.

Top 15 Traders Average No. of Countries of Destination

9.7

Rest (196) Traders Average No. of Countries of Destination

2.7

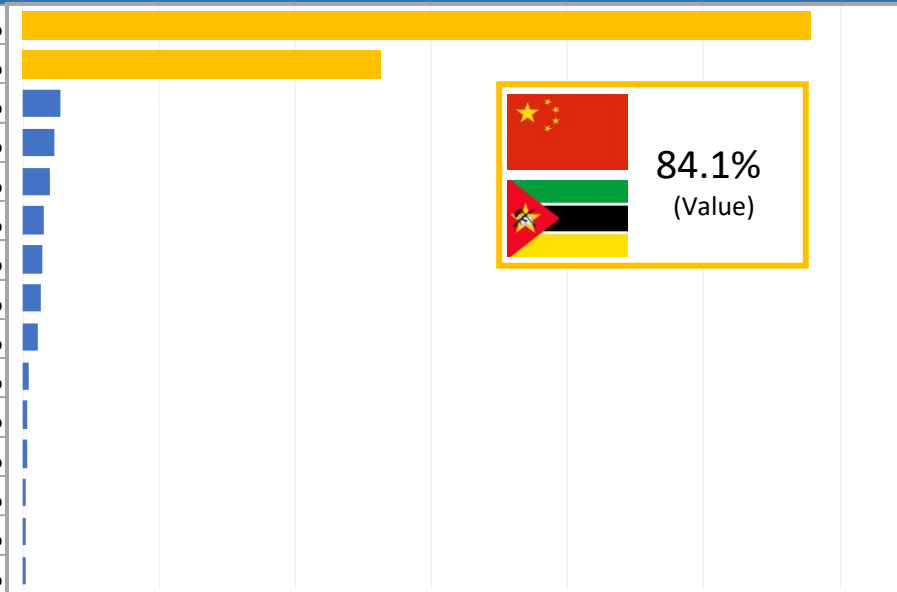
Overall Traders Average No. of Countries of Destination

3.2

Trade Route Analysis

Top 15 Countries of Destination

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Rank	Country of Destination	Air	Sea	Rail	Road	Total (R)	% of Total						
							0%	10%	20%	30%	40%	50%	60%
1	China	309	28,395,572,162	1,032,104,436	96,579,700	29,524,256,607	57.8%	 <div>84.1% (Value)</div>					
2	Mozambique			17,862,847	13,383,699,907	13,401,562,754	26.3%						
3	Indonesia		1,410,309,669			1,410,309,669	2.8%						
4	Netherlands		1,209,638,716			1,209,638,716	2.4%						
5	UAE	10,980	103,866,099	886,304,695	31,516,671	1,021,698,445	2.0%						
6	India	56	799,496,005		13,816,104	813,312,165	1.6%						
7	Turkey		731,572,375			731,572,375	1.4%						
8	Hong Kong		96,031,724	526,417,368	77,306,142	699,755,234	1.4%						
9	USA		574,143,220		2,215,001	576,358,221	1.1%						
10	Japan		204,168,961			204,168,961	0.4%						
11	Russia		156,875,327			156,875,327	0.3%						
12	Spain		150,585,774			150,585,774	0.3%						
13	Italy		135,182,892			135,182,892	0.3%						
14	South Korea		129,402,628			129,402,628	0.3%						
15	Fiji		112,301,771			112,301,771	0.2%						
Sub Total		11,345	34,209,147,323	2,462,689,346	13,605,133,525	50,276,981,539							
% of Total		29.4%	97.8%	99.7%	100.0%	98.5%							
Rest (66 of 81)		27,215	753,515,862	6,301,710	719,421	760,564,208							
Total		38,560	34,962,663,185	2,468,991,056	13,605,852,946	51,037,545,747							

Trade Route Analysis

Most Popular Trade Routes

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Port of Exit	China	Mozambique	Indonesia	Netherlands	UAE	India	Turkey	Hong Kong	USA	Japan	% of Total	Total (R)
Richards Bay	15,195,672,570		984,391,798	1,169,023,333		101,359	471,773,049	43,993,566	262,492,024		100.0%	18,127,447,699
Lebombo	1,128,684,136	13,401,562,754			917,821,366	13,816,104		603,723,510	2,215,001		100.0%	16,067,822,871
Durban	11,560,864,894		423,750,912	21,915,178	54,116,702	727,594,257	251,563,496	27,175,605	300,120,844	189,962,395	100.0%	13,557,064,283
Johannesburg	1,168,714,109		2,166,959	18,590,073	49,749,397	61,385,400	5,455,541	23,981,284	4,612,327	14,206,566	100.0%	1,348,861,656
Pretoria	346,240,245					3,234,990			185,244		100.0%	349,660,479
Port Elizabeth	108,832,123					6,037,053					100.0%	114,869,176
Cape Town	15,248,221										100.0%	15,248,221
Germiston				110,132		1,142,946	2,780,289	881,269	6,732,781		100.0%	11,647,417
Sub Total	29,524,256,298	13,401,562,754	1,410,309,669	1,209,638,716	1,021,687,465	813,312,109	731,572,375	699,755,234	576,358,221	204,168,961	100.0%	49,592,621,802
% of Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		100.0%
Total	29,524,256,607	13,401,562,754	1,410,309,669	1,209,638,716	1,021,698,445	813,312,165	731,572,375	699,755,234	576,358,221	204,168,961	100.0%	49,592,633,147

Top Routes (Over R1 Billion)

From	To	Value (R)	% of Total
Richards Bay	China	15,195,672,570	29.8%
Lebombo	Mozambique	13,401,562,754	26.3%
Durban	China	11,560,864,894	22.7%
Richards Bay	Netherlands	1,169,023,333	2.3%
Johannesburg	China	1,168,714,109	2.3%
Lebombo	China	1,128,684,136	2.2%

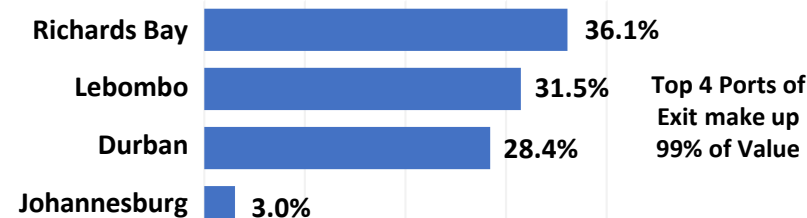
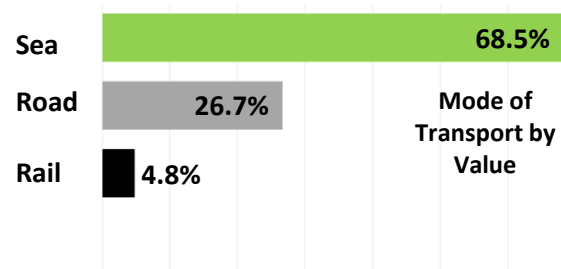
85.6%
of Value of
all Routes

Trade Route Analysis

Port of Exit Analysis

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Port of Exit	Air			Sea			Rail			Road			Value (R)	Volume (Kg)	AUP (R/Kg)
	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP			
Richards Bay				18,409,507,512	9,194,926,027	R2.00							18,409,507,512	9,194,926,027	R2.00
Lebombo							2,468,991,056	1,104,030,720	R2.24	13,605,692,158	8,655,941,258	R1.57	16,074,683,214	9,759,971,978	R1.65
Durban	75	7	R11.54	14,513,978,161	7,495,918,052	R1.94							14,513,978,161	7,495,918,052	R1.94
Johannesburg	38,485	6,342	R6.07	1,535,437,525	721,253,547	R2.13							1,535,437,525	721,253,547	R2.13
Pretoria				349,660,479	225,957,345	R1.55							349,660,479	225,957,345	R1.55
Port Elizabeth				120,932,571	61,161,780	R1.98							120,932,571	61,161,780	R1.98
Germiston				17,898,716	4,084,400	R4.38							17,898,716	4,084,400	R4.38
Cape Town				15,248,221	4,982,691	R3.06							15,248,221	4,982,691	R3.06
Beit Bridge										111,719	20,134	R5.55	111,719	20,134	R5.55
Nakop										30,515	1,023	R29.83	30,515	1,023	R29.83
Maseru Bridge										8,610	151	R57.02	8,610	151	R57.02
Kopfontein										7,284	172	R42.35	7,284	172	R42.35
Skilpadshok										2,660	605	R4.40	2,660	605	R4.40
Total	38,560	6,349	R6.07	34,962,663,185	17,708,283,842	R1.97	2,468,991,056	1,104,030,720	R2.24	13,605,852,946	8,655,963,343	R1.57	51,037,545,747	27,468,284,253	R1.86
% of Total	0.0%	0.0%		68.5%	64.5%		4.8%	4.0%		26.7%	31.5%				



99%

Pricing Analysis

Average Unit Price (AUP) by Countries of Destination

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Ordered by Highest Value

Rank	Country of Destination	Value	Volume	AUP
1	China	29,524,256,607	15,950,512,510	R1.85
2	Mozambique	13,401,562,754	8,540,185,150	R1.57
3	Indonesia	1,410,309,669	704,369,615	R2.00
4	Netherlands	1,209,638,716	325,758,449	R3.71
5	UAE	1,021,698,445	396,723,358	R2.58
6	India	813,312,165	274,271,733	R2.97
7	Turkey	731,572,375	308,433,361	R2.37
8	Hong Kong	699,755,234	361,865,783	R1.93
9	USA	576,358,221	183,363,853	R3.14
10	Japan	204,168,961	43,816,712	R4.66
11	Russia	156,875,327	36,724,679	R4.27
12	Spain	150,585,774	22,654,668	R6.65
13	Italy	135,182,892	42,470,469	R3.18
14	South Korea	129,402,628	37,552,367	R3.45
15	Fiji	112,301,771	50,058,000	R2.24
Sub Total		50,276,981,539	27,278,760,705	R1.84
% of Total		98.5%	99.3%	
Rest (66 of 81)		760,564,208	189,523,549	R4.01
Grand Total		51,037,545,747	27,468,284,253	R1.86



Ordered by AUP (Lowest to Highest)

Rank	Country of Destination	Value	Volume	AUP
2	Mozambique	13,401,562,754	8,540,185,150	R1.57
1	China	29,524,256,607	15,950,512,510	R1.85
8	Hong Kong	699,755,234	361,865,783	R1.93
3	Indonesia	1,410,309,669	704,369,615	R2.00
15	Fiji	112,301,771	50,058,000	R2.24
7	Turkey	731,572,375	308,433,361	R2.37
5	UAE	1,021,698,445	396,723,358	R2.58
6	India	813,312,165	274,271,733	R2.97
9	USA	576,358,221	183,363,853	R3.14
13	Italy	135,182,892	42,470,469	R3.18
14	South Korea	129,402,628	37,552,367	R3.45
4	Netherlands	1,209,638,716	325,758,449	R3.71
11	Russia	156,875,327	36,724,679	R4.27
10	Japan	204,168,961	43,816,712	R4.66
12	Spain	150,585,774	22,654,668	R6.65
Sub Total		50,276,981,539	27,278,760,705	R1.84
% of Total		98.5%	99.3%	
Rest (66 of 81)		760,564,208	189,523,549	R4.01
Grand Total		51,037,545,747	27,468,284,253	R1.86

Pricing Analysis

AUP by Most Popular Trade Routes and Ports of Destination

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

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

Rank	Port of Exit	Mode of Transport	Country of Destination	Value	Volume	AUP
1	Richards Bay	Sea	China	15,195,672,570	7,966,588,848	R1.91
2	Lebombo	Road	Mozambique	13,383,699,907	8,527,965,170	R1.57
3	Durban	Sea	China	11,560,864,894	6,544,342,484	R1.77
4	Richards Bay	Sea	Netherlands	1,169,023,333	319,894,290	R3.65
5	Johannesburg	Sea	China	1,168,714,109	613,434,561	R1.91
6	Lebombo	Rail	China	1,032,104,436	499,507,240	R2.07
7	Richards Bay	Sea	Indonesia	984,391,798	494,903,900	R1.99
8	Lebombo	Rail	UAE	886,304,695	334,488,450	R2.65
9	Durban	Sea	India	727,594,257	241,921,532	R3.01
10	Lebombo	Rail	Hong Kong	526,417,368	252,449,700	R2.09
11	Richards Bay	Sea	Turkey	471,773,049	217,576,003	R2.17
12	Durban	Sea	Indonesia	423,750,912	209,140,215	R2.03
13	Pretoria	Sea	China	346,240,245	223,883,365	R1.55
14	Durban	Sea	USA	300,120,844	93,881,705	R3.20
15	Richards Bay	Sea	USA	262,492,024	86,579,150	R3.03
16	Durban	Sea	Turkey	251,563,496	89,487,218	R2.81
17	Durban	Sea	Japan	189,962,395	42,259,292	R4.50
18	Durban	Sea	Russia	143,828,539	33,624,229	R4.28
19	Port Elizabeth	Sea	China	108,832,123	53,481,970	R2.03
20	Lebombo	Road	China	96,579,700	44,286,992	R2.18
Sub Total				49,229,930,694	26,889,696,312	R1.83
% of Total				96.5%	97.9%	
Grand Total				51,037,545,747	27,468,284,253	R1.86



← Lowest

← Highest

AUP by Ports of Exit (ordered by AUP)

Rank (Value)	Port of Exit	Mode of Transport	Value	Volume	AUP
6	Pretoria	Sea	349,660,479	225,957,345	R1.55
3	Lebombo	Road	13,605,692,158	8,655,941,258	R1.57
2	Durban	Sea	14,513,978,161	7,495,918,052	R1.94
7	Port Elizabeth	Sea	120,932,571	61,161,780	R1.98
1	Richards Bay	Sea	18,409,507,512	9,194,926,027	R2.00
5	Johannesburg	Sea	1,535,437,525	721,253,547	R2.13
4	Lebombo	Rail	2,468,991,056	1,104,030,720	R2.24
9	Cape Town	Sea	15,248,221	4,982,691	R3.06
8	Germiston	Sea	17,898,716	4,084,400	R4.38
15	Skilpadshek	Road	2,660	605	R4.40
10	Beit Bridge	Road	111,719	20,134	R5.55
11	Johannesburg	Air	38,485	6,342	R6.07
16	Durban	Air	75	7	R11.54
12	Nakop	Road	30,515	1,023	R29.83
14	Kopfontein	Road	7,284	172	R42.35
13	Maseru Bridge	Road	8,610	151	R57.02
Total			51,037,545,747	27,468,284,253	R1.86

Pricing Analysis

Top Trader's AUP

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Ordered by Highest Volume

Trader	Value	Volume	AUP
Top Trader 1	7,172,867,365	3,388,025,516	R2.12
Top Trader 2	5,681,293,106	2,761,285,351	R2.06
Top Trader 3	4,181,240,594	1,989,007,198	R2.10
Top Trader 4	3,313,882,589	1,400,807,858	R2.37
Top Trader 5	3,161,184,119	1,654,883,440	R1.91
Top Trader 6	2,449,466,533	1,602,958,773	R1.53
Top Trader 7	1,781,029,811	653,113,976	R2.73
Top Trader 8	1,725,365,606	913,871,930	R1.89
Top Trader 9	1,629,430,121	894,677,522	R1.82
Top Trader 10	1,392,275,708	722,063,555	R1.93
Top Trader 11	1,363,360,751	1,120,904,643	R1.22
Top Trader 12	1,281,168,763	611,846,630	R2.09
Top Trader 13	1,254,628,556	583,802,000	R2.15
Top Trader 14	1,114,190,978	1,305,685,590	R0.85
Top Trader 15	927,990,302	570,528,553	R1.63
Sub Total	38,429,374,902	20,173,462,534	R1.90
% of Total	75.3%	73.4%	
Rest (196 of 211)	12,608,170,845	7,294,821,719	R1.73
Total	51,037,545,747	27,468,284,253	R1.86



Ordered by AUP (Lowest to Highest)

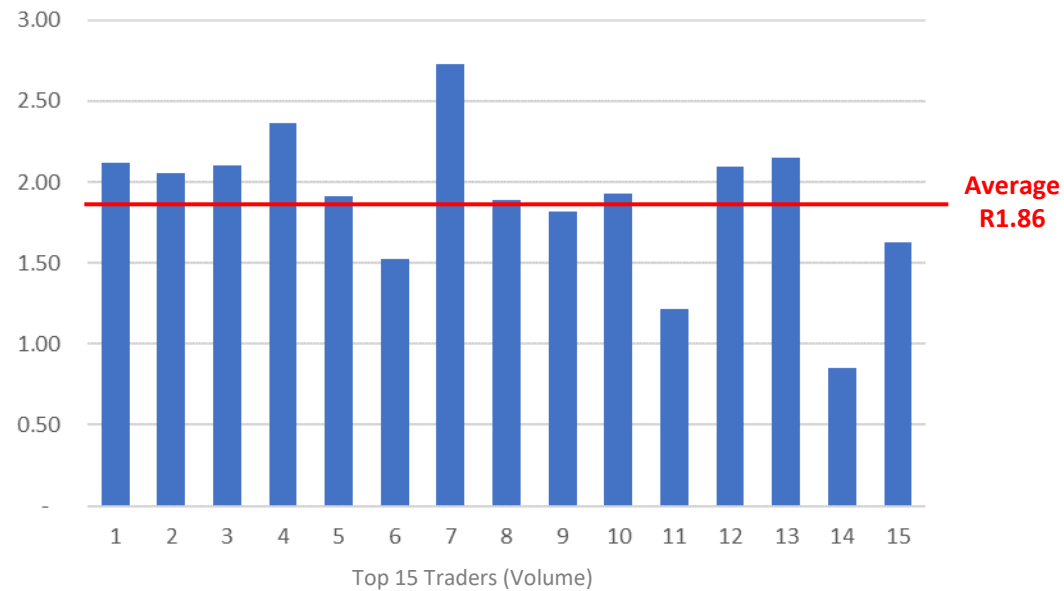
Trader	Value	Volume	AUP
Top Trader 14	1,114,190,978	1,305,685,590	R0.85
Top Trader 11	1,363,360,751	1,120,904,643	R1.22
Top Trader 6	2,449,466,533	1,602,958,773	R1.53
Top Trader 15	927,990,302	570,528,553	R1.63
Top Trader 9	1,629,430,121	894,677,522	R1.82
Top Trader 8	1,725,365,606	913,871,930	R1.89
Top Trader 5	3,161,184,119	1,654,883,440	R1.91
Top Trader 10	1,392,275,708	722,063,555	R1.93
Top Trader 2	5,681,293,106	2,761,285,351	R2.06
Top Trader 12	1,281,168,763	611,846,630	R2.09
Top Trader 3	4,181,240,594	1,989,007,198	R2.10
Top Trader 1	7,172,867,365	3,388,025,516	R2.12
Top Trader 13	1,254,628,556	583,802,000	R2.15
Top Trader 4	3,313,882,589	1,400,807,858	R2.37
Top Trader 7	1,781,029,811	653,113,976	R2.73
Sub Total	38,429,374,902	20,173,462,534	R1.90
% of Total	75.3%	73.4%	
Rest (196 of 211)	12,608,170,845	7,294,821,719	R1.73
Total	51,037,545,747	27,468,284,253	R1.86

Pricing Analysis

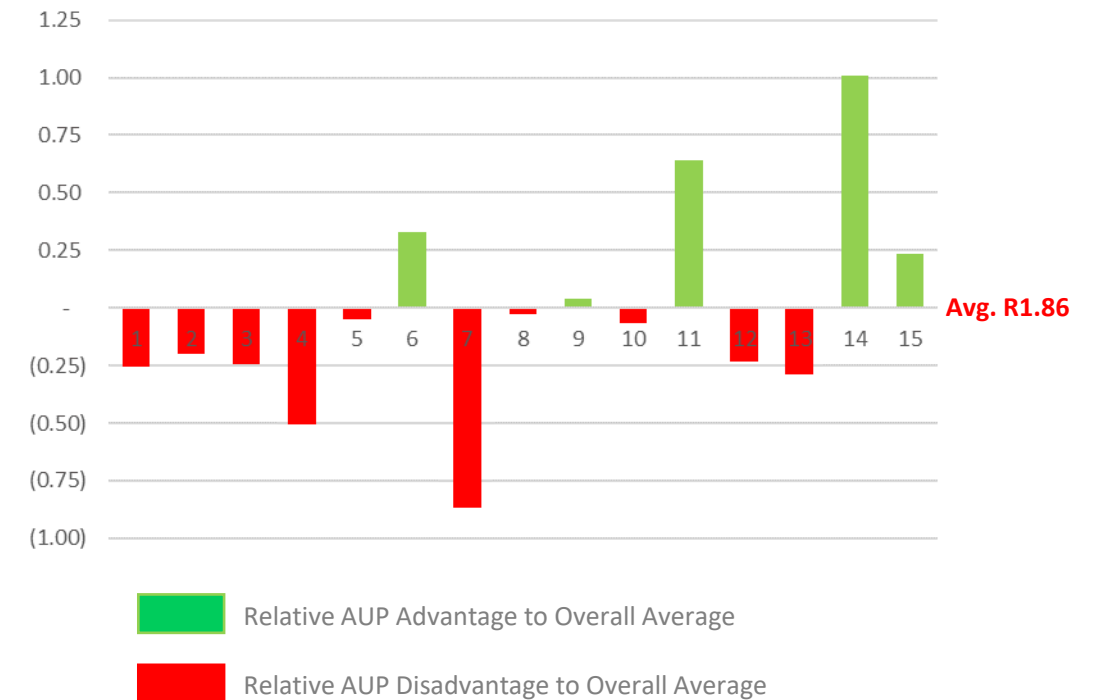
Top Trader's AUP

Tariff Code	26.10
Period	Oct 2018 – Sep 2020
Trade Type	Exports Only

Top 15 Traders AUP



Top 15 Traders (Volume) AUP Relative to Overall Average



Need Even More Insight?

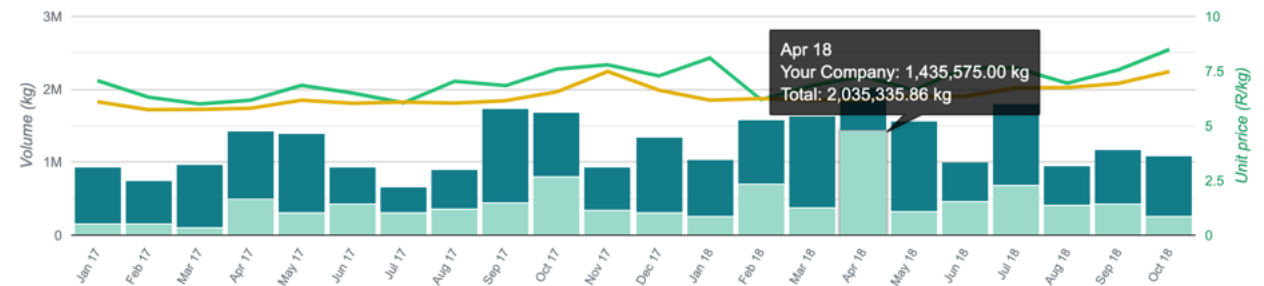
Overlay your own Trade Data

Benchmark your trade data!

Growthorn 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