



Sample Report

Data Driven Product Analysis

Wheelbarrow Exports from South Africa

December 2019 to November 2020



Disclaimers



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Scope of Analysis

Tariff Codes

| HS Code | Tariff Description | Type of Trade |
|-----------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Tariff Heading | |  <p>This analysis only looks at Exports</p> |
| Chapter 87 | Vehicles (Excluding Railway or Tramway Rolling-Stock), and parts and accessories thereof. | |
| 87.16 | Trailers and semi-trailers; other vehicles, not mechanically propelled; parts thereof: | |
| 8716.8 | Other vehicles: | |
| Tariff Code | | |
| 8716.80.10 | Wheelbarrows | |

Period of Review

The data used in this analysis is for the 1 year (12 month) period:

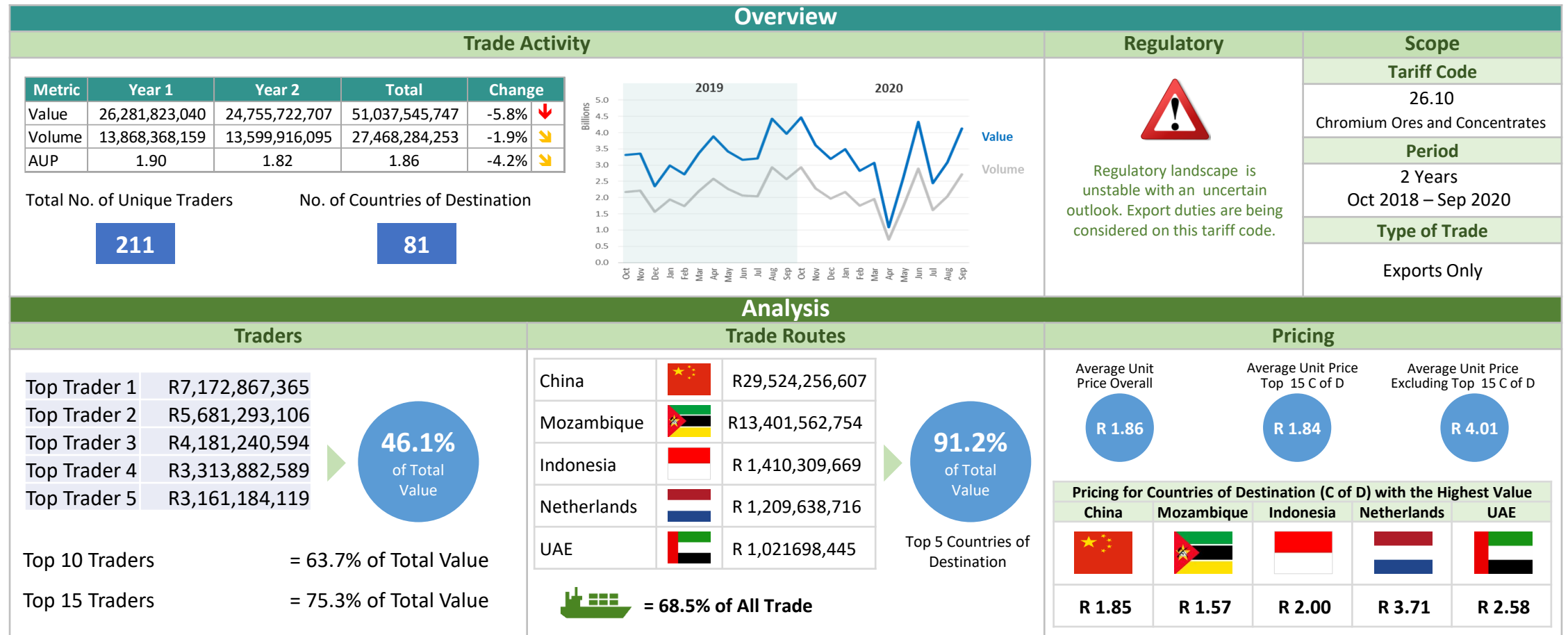
- December 2019 to November 2020



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

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

Executive Summary



Regulatory Landscape

Overview of Potential Duty and Levy Changes

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 2020 |
| Trade Type | Exports Only |

| Regulatory Exposure | 8716.80.10 Wheelbarrows |
|------------------------|----------------------------|
| Open Investigation | N/A |
| Brexit Exposure | ✓ |
| Bound Rates | 15% |
| General Customs Duties | 15% |
| Import Surges | N/A |
| Safeguard Duties | N/A |
| Anti-Dumping Duties | ✓ |
| Specific Excise Duties | N/A |
| Environmental Levies | N/A |

Regulatory landscape is stable with predictable outlook and mild volatility



What are bound rates?

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 we have 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.

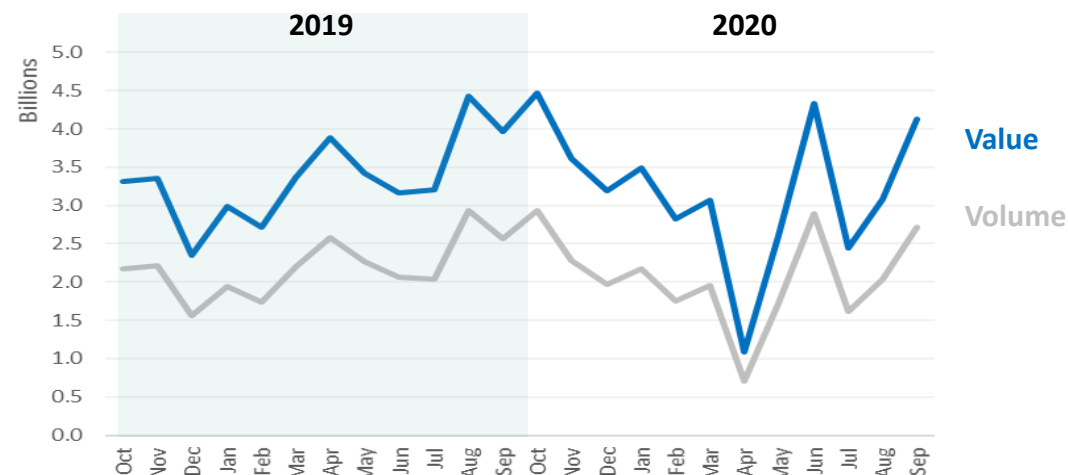
What do we mean by 'Brexit Exposure'?

If the UK has a 'hard exit', i.e. leaves the EU without a deal in place, all imports from the UK will move from the preferential duties currently enjoyed under the Economic Partnership Agreement, to the 'general' rate of duty. Any tariff code that is susceptible to a change in duty for imports from the UK has been identified as a Brexit risk.

Trade Activity Overview

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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% | | | | | | | | | |
| 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% | | | | | | | | | |
| % 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% | | | | | | | | | |

Change Legend

Increase > 20%

Decrease > 20%

■

●

Top 5 Traders = 46.1% of Total Value

Top 10 Traders = 63.7% of Total Value

* A year runs from October to September

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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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% | | | | |

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 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.

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.



What is an MRN?

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

Trader (Exporter) Analysis

Average Value per Trader per Country of Destination

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 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 | 0% | % of Total 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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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 | % of Total | 0% | 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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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><div></div><div><div><div><div><div></div><div></div><div></div><div></div><div></div></div><div><div></div><div></div><div></div><div></div><div></div></div></div><div><div><div><div></div><div></div><div></div></div><div><div></div><div></div><div></div></div></div><div>84.1% (Value)</div></div></div></div></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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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% |

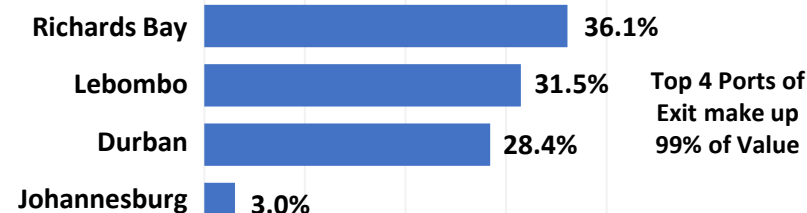
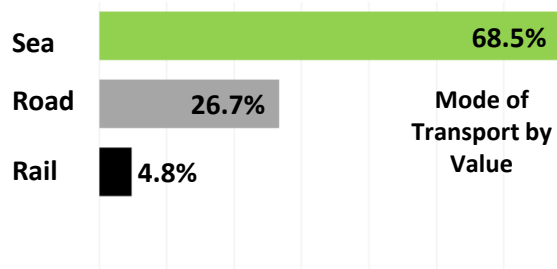
85.5%
of Value of
all Routes

Trade Route Analysis

Port of Exit Analysis

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 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 |
| Skilpadshek | | | | | | | | | | 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 | 8716.80.10 |
| Period | Dec 2019 – Nov 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

Top Trader's AUP

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 2020 |
| Trade Type | Exports Only |

Ordered by Highest Value

| 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

AUP by Most Popular Trade Routes and Ports of Destination

| | |
|-------------|---------------------|
| Tariff Code | 8716.80.10 |
| Period | Dec 2019 – Nov 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 |

Need Even More Insight?

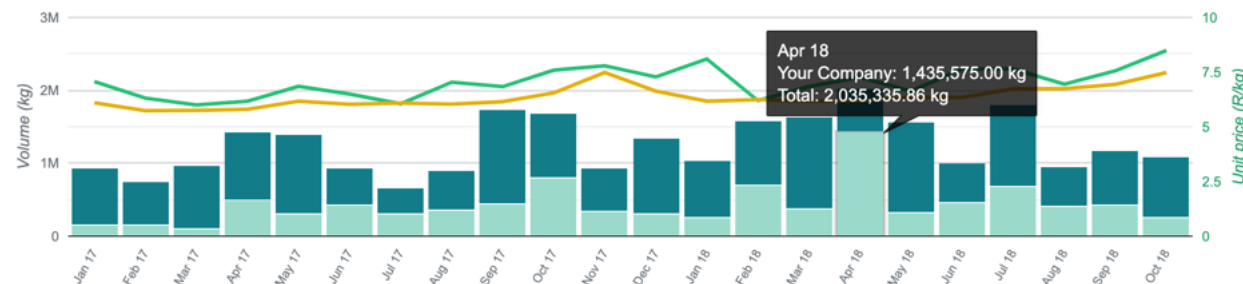
Overlay your own Trade Data

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



www.growthhorn.com



sales@growthhorn.com



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