

Sample Report



Cars Smaller than 1000 CC **Tariff Codes: 8703.21.75 & 8703.21.90**

South African Imports and Exports

October 2016 and September 2020

Disclaimers



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Scope of Analysis

Tariff Codes

HS Code	Tariff Description	Type of Trade
Tariff Heading		 
Chapter 87	Vehicles (excluding Railway or Tramway Rolling-stock), and Parts and Accessories thereof.	
87.03	Motor cars and other motor vehicles principally designed for the transport of persons (excluding those of heading 87.02), including station wagons and racing cars:	
8703.2	Other vehicles, with only spark-ignition internal combustion reciprocating piston engine:	
8703.21	Of a cylinder capacity not exceeding 1000 cm ³ :	
Tariff Codes used in this Analysis		This analysis looks at both Exports and Imports
8703.21.75	Other, with a vehicle mass exceeding 250kg but not exceeding 800kg	
8703.21.90	Other	

Period of Review

This analysis is for the 4 year (48 month) period:

- October 2016 to September 2017 (Year 1)
- October 2017 to September 2018 (Year 2)
- October 2018 to September 2019 (Year 2)
- October 2019 to September 2020 (Year 4)

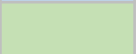
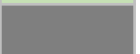
Measurement Legend

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



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

Colour Legend

Imports	
Exports	
Combined	

Regulatory Landscape

Regulatory Exposure	8703.21.75 Cars less than 1000 cc		8703.21.90 Cars less than 1000 cc: Other	
	Imports	Exports	Imports	Exports
Brexit Exposure	N/A	✓	✓	✓
Bound Rates	50%	N/A	50%	N/A
AGOA Benefits	N/A	✓	N/A	✓
General Customs Duties	Free	N/A	Free	N/A
European Union (EU)	Free	N/A	Free	N/A
EFTA	Free	N/A	Free	N/A
SADC	Free	N/A	Free	N/A
Mercosur	Free	N/A	Free	N/A
Import Surges	N/A	N/A	N/A	N/A
Safeguard Duties	N/A	N/A	N/A	N/A
Anti-Dumping Duties	N/A	N/A	N/A	N/A
Open Investigations	N/A	N/A	N/A	N/A
Specific Excise Duties	N/A	N/A	N/A	N/A
Environmental Levies	✓	N/A	✓	N/A
Possible Duty Increases	✓	N/A	✓	N/A

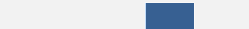
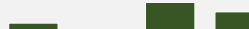
Regulatory landscape is stable with predictable outlook and mild volatility



Executive Summary

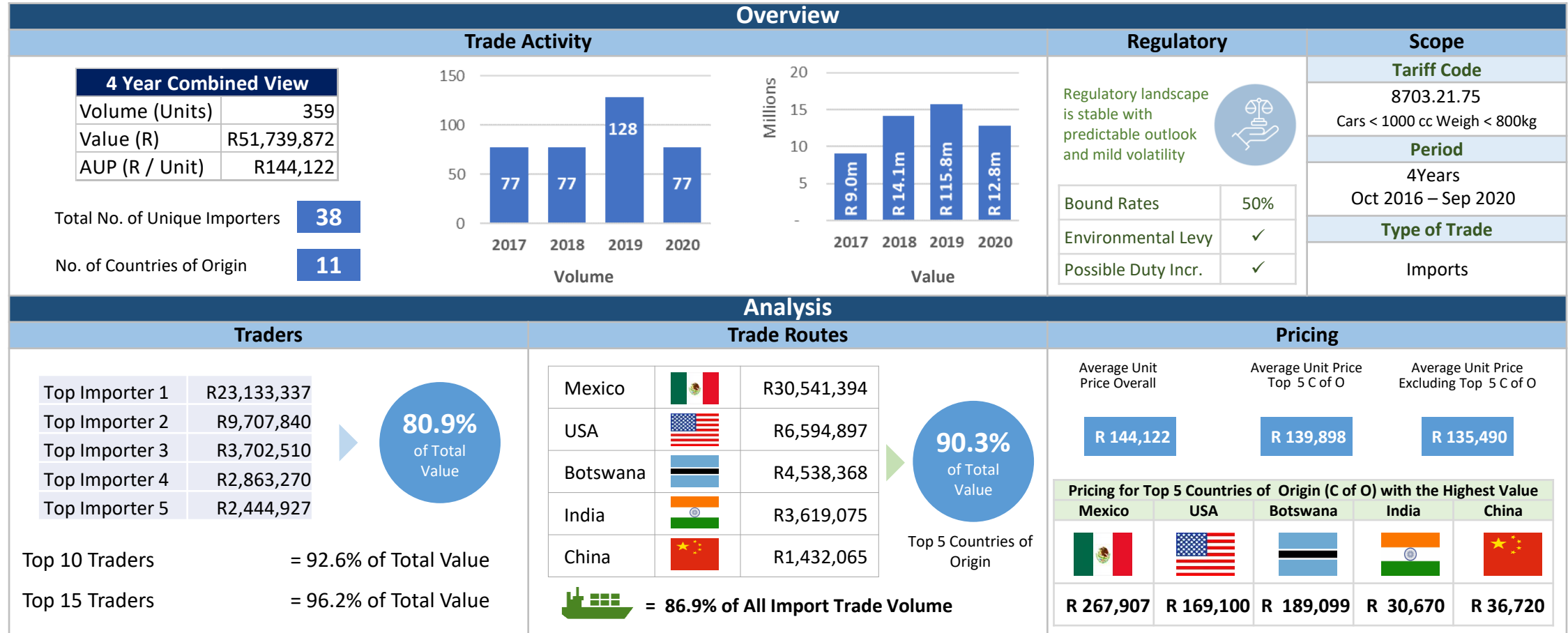
Overview of Both Tariff Codes

Tariff Codes	8703.21.75 and 8703.21.90
Period	October 2016 to September 2020
Trade Type	Imports and Exports

Metric	8703.21.75			8703.21.90		
	Import	Export	Combined Total	Import	Export	Combined Total
Value	R51,739,872 	R15,137,167 	R66,877,039	R25,073,455,898 	R52,585,516,104 	R77,658,972,002
Volume	359 	97 	456	211,197 	249,312 	460,509
Average Unit Price	R144,122	R156,053	R146,660	R118,721	R210,923	R168,637
No. of Traders	38	43	Only 1 Trader Imported and Exported. This was Top Exporter 2 (although they only imported 1 unit)	73	459	34 Traders Imported and Exported. The Top 20 of these Traders make up 99.1% of the Overall Total
No. of Countries	11	12		29	40	
Top 5 Traders %	80.9%	64.2%		89.7%	98.9% (1 Trader)	
Top 5 Countries %	90.3%	89.2%		83.2%	98.9% (1 Trader)	
Top Port	Durban Sea Port 69.3%	Maseru Bridge 53.0%		Durban Sea Port 72.1%	Port Elizabeth 98.2%	
Top Mode of Transport	 86.9%	 87.5%		 99.9%	 99.3%	

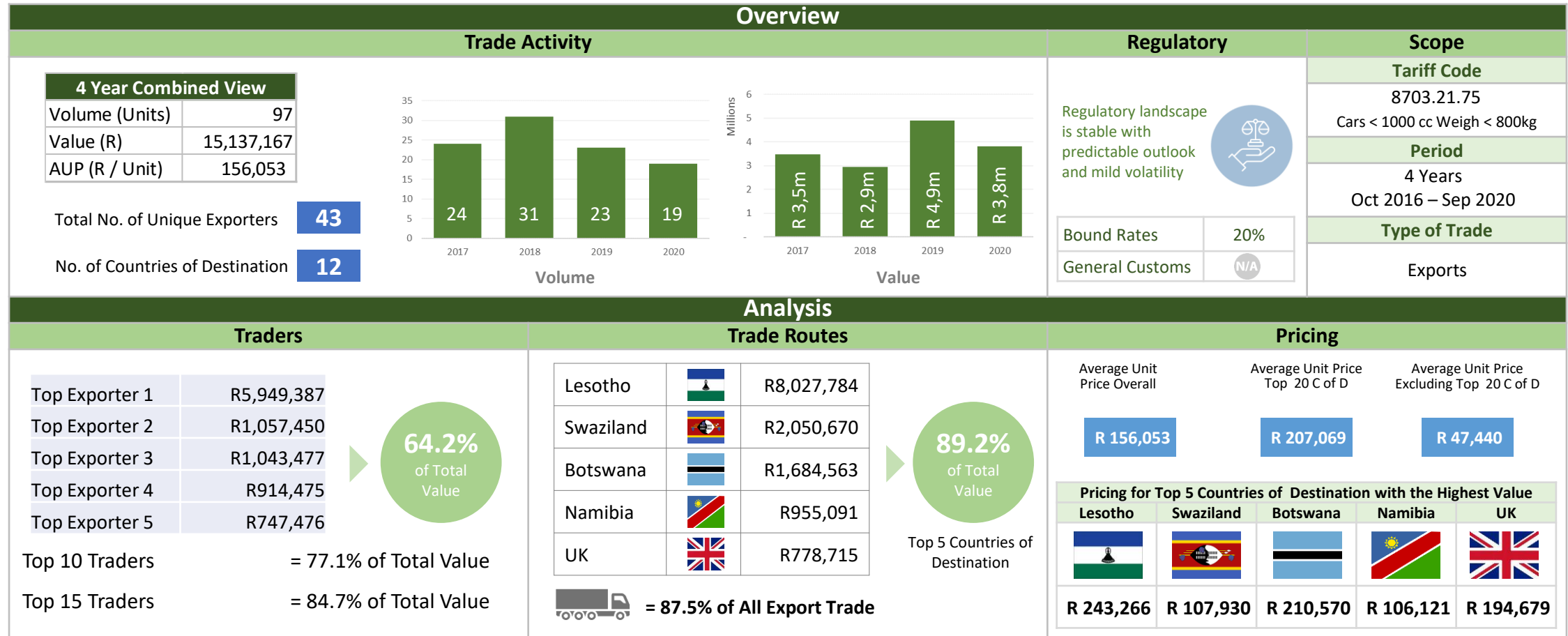
Executive Summary

Imports for 8703.21.75



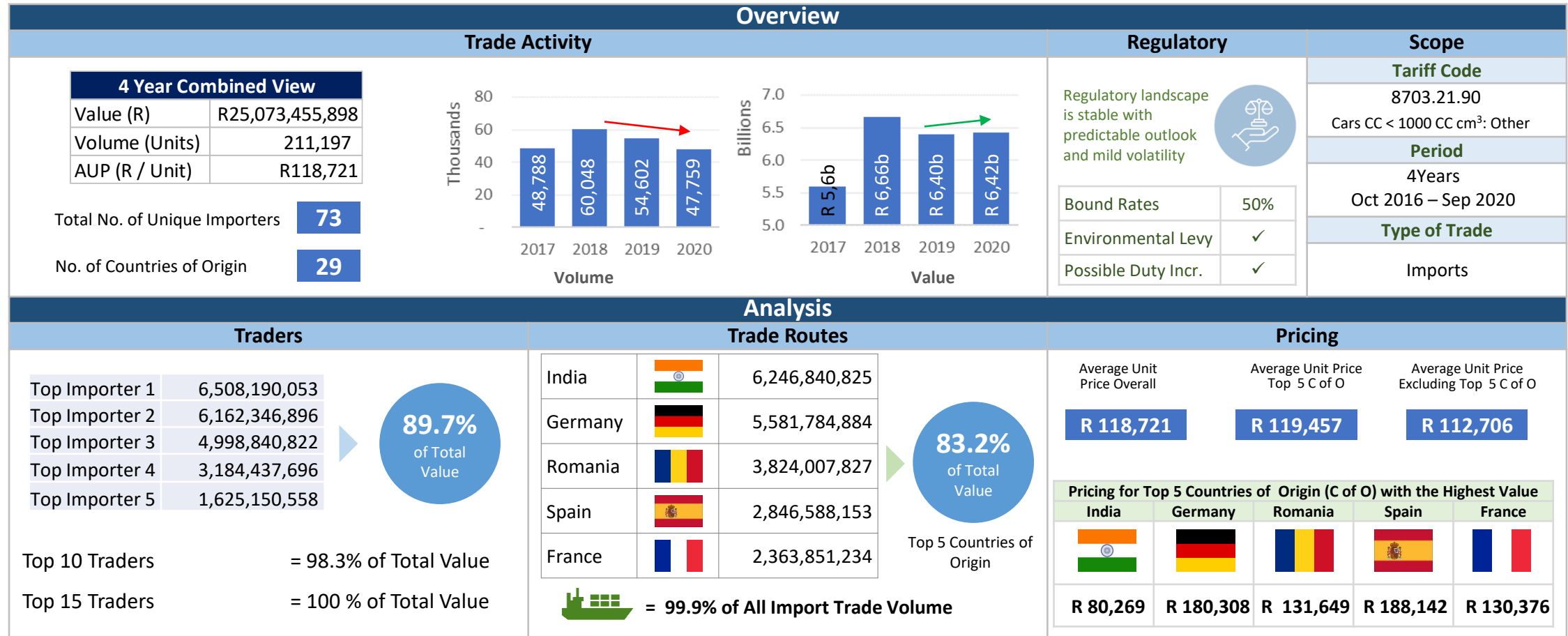
Executive Summary

Exports for 8703.21.75



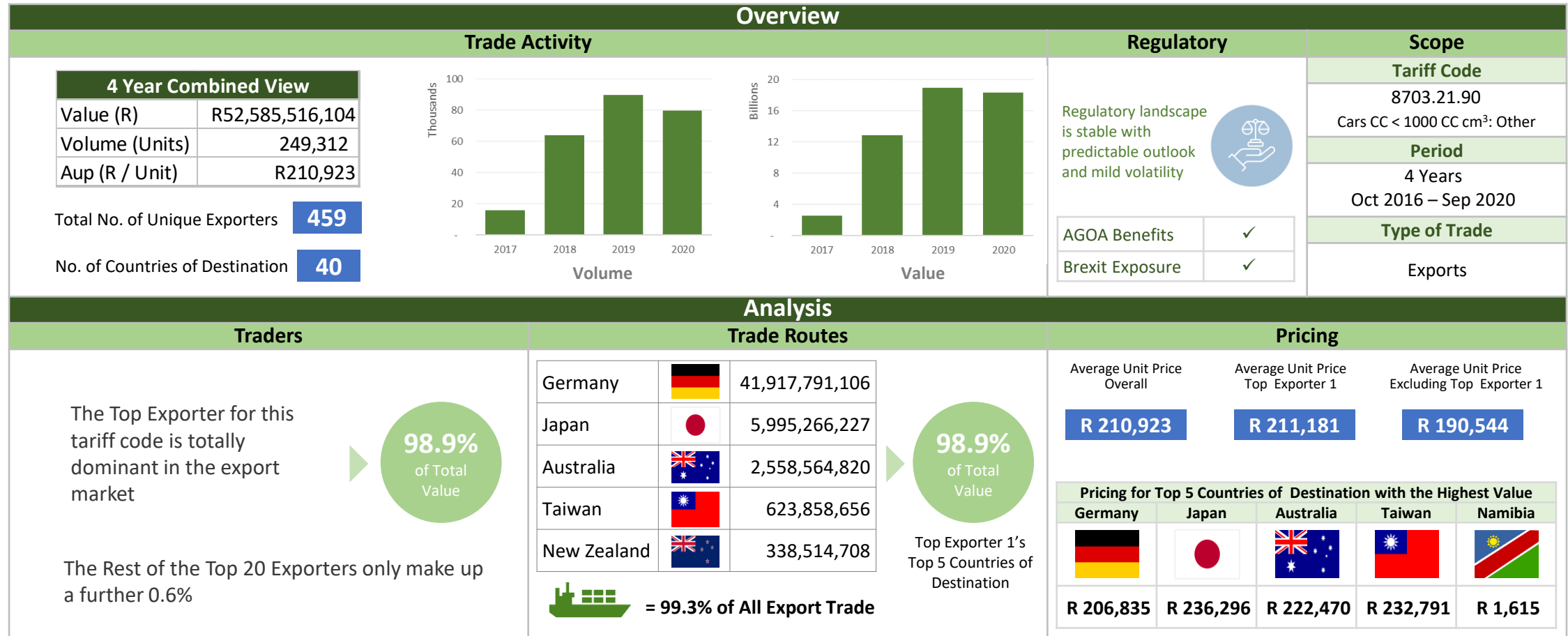
Executive Summary

Imports for 8703.21.90



Executive Summary

Exports for 8703.21.90



Sample Report

Tariff Code 8703.21.75

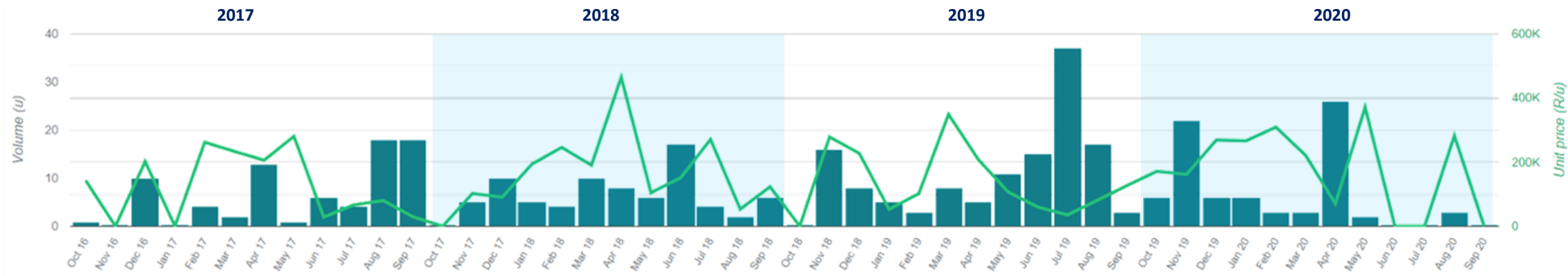
Cars with a cylinder capacity not exceeding 1000 cm³ and weighing less than 800Kg
South African Imports



October 2016 and September 2020

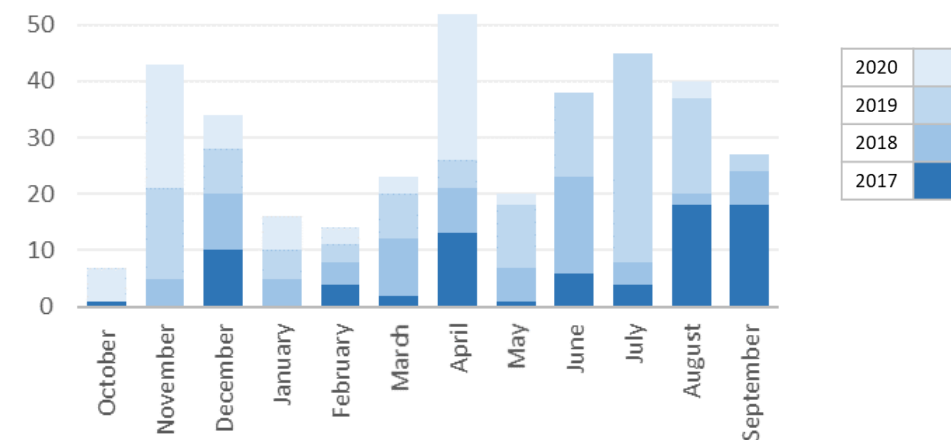
Trade Activity Overview (Imports)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports



Month	2017		2018		2019		2020		Total Volume (U)	Total Value (R)
	Volume	Value	Volume	Value	Volume	Value	Volume	Value		
October	1	142,950					6	1,026,519	7	1,169,469
November			5	509,655	16	4,451,818	22	3,557,806	43	8,519,279
December	10	2,016,612	10	905,814	8	1,818,304	6	1,612,508	34	6,353,238
January			5	968,382	5	263,921	6	1,597,359	16	2,829,662
February	4	1,046,888	4	982,993	3	304,528	3	926,565	14	3,260,974
March	2	466,598	10	1,902,256	8	2,789,561	3	662,677	23	5,821,092
April	13	2,675,368	8	3,715,501	5	1,039,790	26	1,825,846	52	9,256,505
May	1	280,223	6	627,801	11	1,177,475	2	742,238	20	2,827,737
June	6	170,766	17	2,572,104	15	895,690			38	3,638,560
July	4	264,252	4	1,082,857	37	1,298,196			45	2,645,305
August	18	1,443,554	2	106,276	17	1,373,130	3	846,513	40	3,769,473
September	18	530,100	6	737,709	3	380,769			27	1,648,578
Total	77	9,037,311	77	14,111,348	128	15,793,182	77	12,798,031	359	51,739,872

View of Units Sold by Month of the Year (October 2016 to September 2020)



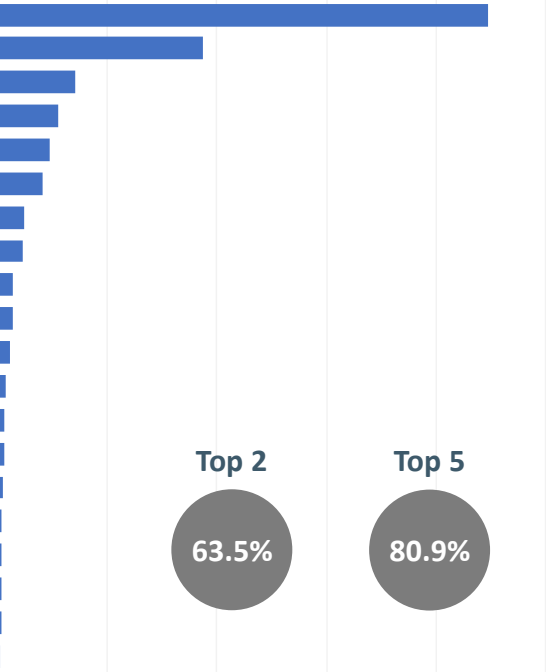
Importer Analysis

Top 20 Importers (based on Total 4 Year Value)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

38

Number of Unique Importers for the Period

Importer	2017		2018		2019		2020		Total Volume	Volume Rank	Total Value	% of Total											
	Volume	Value	Volume	Value	Volume	Value	Volume	Value				0%	10%	20%	30%	40%	50%						
Top Importer 1	23	5,720,940	19	4,615,959	22	5,770,801	21	7,025,637	85	2	23,133,337	44.7%											
Top Importer 2	2	538,208	26	4,526,484	9	2,628,948	8	2,014,200	45	3	9,707,840	18.8%											
Top Importer 3					20	3,702,510			20	5	3,702,510	7.2%											
Top Importer 4	30	879,714			24	888,228	34	1,095,328	88	1	2,863,270	5.5%											
Top Importer 5	8	1,418,408					6	1,026,519	14	7	2,444,927	4.7%											
Top Importer 6			1	2,107,668					1	16	2,107,668	4.1%											
Top Importer 7			1	1,276,727					1	17	1,276,727	2.5%											
Top Importer 8							4	1,203,774	4	9	1,203,774	2.3%											
Top Importer 9					30	755,805			30	4	755,805	1.5%											
Top Importer 10					3	727,590			3	10	727,590	1.4%											
Top Importer 11	4	264,252	7	349,878					11	8	614,130	1.2%											
Top Importer 12			7	154,152	8	208,682			15	6	362,834	0.7%											
Top Importer 13							2	328,947	2	12	328,947	0.6%											
Top Importer 14					1	301,766			1	18	301,766	0.6%											
Top Importer 15			1	34,974	2	200,000			3	11	234,974	0.5%											
Top Importer 16			1	200,000	1	9,800			2	13	209,800	0.4%											
Top Importer 17					1	207,125			1	19	207,125	0.4%											
Top Importer 18			2	188,712					2	14	188,712	0.4%											
Top Importer 19					1	183,616			1	20	183,616	0.4%											
Top Importer 20			2	160,000					2	15	160,000	0.3%											
Sub Total	67	8,821,522	67	13,614,554	122	15,584,871	75	12,694,405	331		50,715,352	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	87.0%	97.6%	87.0%	96.5%	95.3%	98.7%	97.4%	99.2%	92.2%		98.0%												
Rest (18 of 38)	10	215,789	10	496,794	6	208,311	2	103,626	28		1,024,520												
Grand Total	77	9,037,311	77	14,111,348	128	15,793,182	77	12,798,031	359		51,739,872												

Importer Analysis

Top 20 Importer's Countries of Origin (Value)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Importers	Mexico	USA	Botswana	India	China	Spain	Canada	Namibia	Taiwan	Total
Top Importer 1	22,502,957	630,380								23,133,337
Top Importer 2	8,038,437	1,626,507							42,896	9,707,840
Top Importer 3			2,573,980					96,604		3,702,510
Top Importer 4				2,863,270						2,863,270
Top Importer 5		2,444,927								2,444,927
Top Importer 6										2,107,668
Top Importer 7			1,276,727							1,276,727
Top Importer 8		1,203,774								1,203,774
Top Importer 9				755,805						755,805
Top Importer 10						727,590				727,590
Top Importer 11					614,130					614,130
Top Importer 12					362,834					362,834
Top Importer 13		328,947								328,947
Top Importer 14										301,766
Top Importer 15			234,974							234,974
Top Importer 16			9,800							209,800
Top Importer 17							207,125			207,125
Top Importer 18					188,712					188,712
Top Importer 19		183,616								183,616
Top Importer 20			160,000							160,000
Sub Total	30,541,394	6,418,151	4,255,481	3,619,075	1,165,676	727,590	207,125	96,604	42,896	50,715,352
% of Total	100.0%	97.3%	93.8%	100.0%	81.4%	100.0%	96.3%	100.0%	100.0%	98.0%
Total	30,541,394	6,594,897	4,538,368	3,619,075	1,432,065	727,590	215,002	96,604	42,896	51,739,872

- 2 Countries of Origin
- 3 Countries of Origin
- 2 Countries of Origin

All the rest of the Traders
only import from one
Country of Origin

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	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Breakdown by MRNs

No. MRNs / Importer	No. of Importers	Value (R)	% of Total	0% 10% 20% 30% 40% 50%					
> 80	2	25,996,607	50.2%						
31 - 80	1	9,707,840	18.8%						
16 - 30	2	4,458,315	8.6%						
11 - 15	3	3,421,891	6.6%						
3 - 10	4	2,295,208	4.4%						
2	7	1,159,788	2.2%						
1	19	4,700,223	9.1%						
	38	51,739,872	100.0%						

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

For example 3 importers had between 11 – 15 MRNs for the 4 year period and imported R3,421,891 worth between them.

Breakdown by Value (Rand)

Value / Trader	No. of Importers	Value (R)	% of Total	0% 10% 20% 30% 40% 50%					
> R10m	1	23,133,337	44.7%						
R5m < x ≤ R10m	1	9,707,840	18.8%						
R2m < x ≤ R5m	4	11,118,375	21.5%						
R750k < x ≤ R2m	3	3,236,306	6.3%						
R250k < x ≤ R750k	5	2,335,267	4.5%						
R50k ≤ x ≤ R250k	15	2,064,450	4.0%						
< R50k	9	144,297	0.3%						
	38	51,739,872	100.0%						

Breakdown by No. of Shipments

No. of Shipments / Trader	No. of Importers	Value (R)	% of Total	0% 10% 20% 30% 40% 50%					
26	1	23,133,337	44.7%						
11 - 25	2	13,410,350	25.9%						
3 - 10	3	3,712,374	7.2%						
2	8	4,205,695	8.1%						
1	24	7,278,116	14.1%						
	38	51,739,872	100.0%						

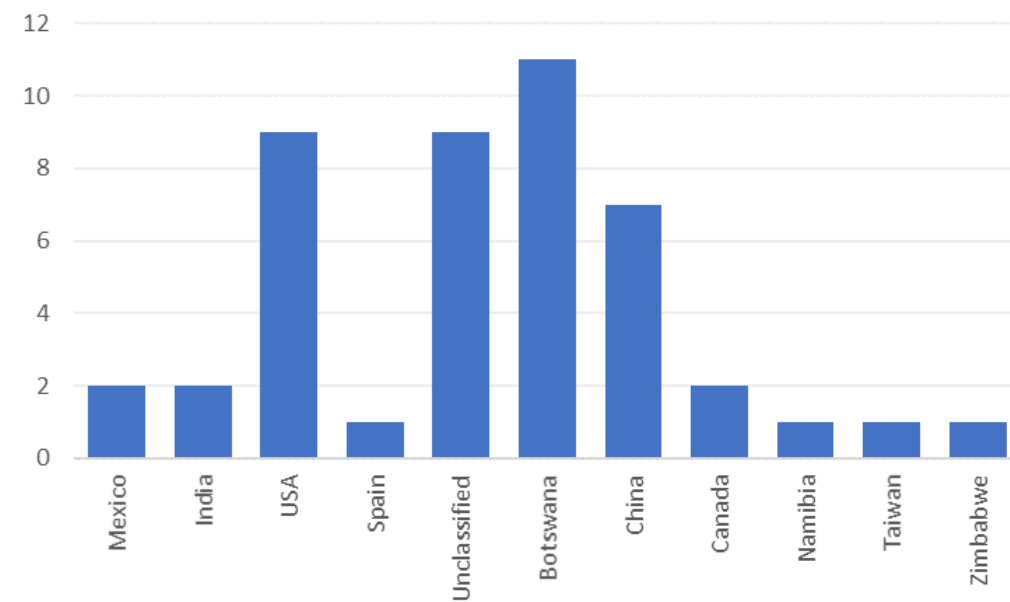
Importer Analysis

Average Value per Trader per Country of Origin

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Rank (Value / Importer)	Rank (Value)	Country of Origin	Value (R)	Volume (U)	No. of Importers	Average Value / Importer
1	1	Mexico	30,541,394	114	2	15,270,697
2	5	India	3,619,075	118	2	1,809,538
3	2	USA	6,594,897	39	9	732,766
4	7	Spain	727,590	3	1	727,590
5	4	Unclassified	3,930,155	17	9	436,684
6	3	Botswana	4,538,368	24	11	412,579
7	6	China	1,432,065	39	7	204,581
8	8	Canada	215,002	2	2	107,501
9	9	Namibia	96,604	1	1	96,604
10	10	Taiwan	42,896	1	1	42,896
11	11	Zimbabwe	1,826	1	1	1,826
			51,739,872	359		

No. of Importers per Country of Origin

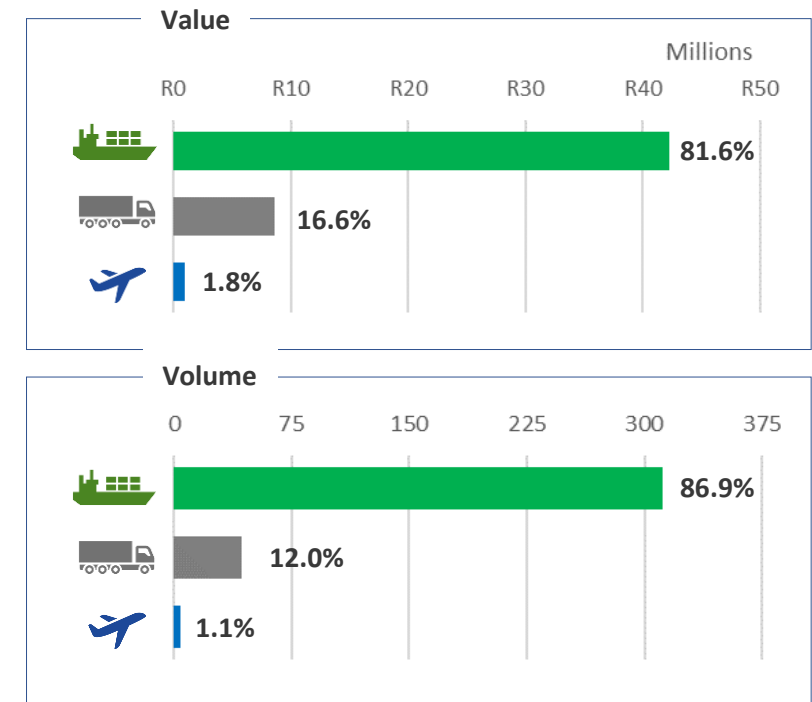


Trade Route Analysis

Countries of Origin and Modes of Transport

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Country of Origin	Air		Sea		Road		Total Value	Total Volume
								
	Value	Volume	Value	Volume	Value	Volume		
Mexico			30,541,394	114			30,541,394	114
USA			6,594,897	39			6,594,897	39
Botswana					4,538,368	24	4,538,368	24
Unclassified					3,930,155	17	3,930,155	17
India			3,619,075	118			3,619,075	118
China			1,432,065	39			1,432,065	39
Spain	727,590	3					727,590	3
Canada	207,125	1	7,877	1			215,002	2
Namibia					96,604	1	96,604	1
Taiwan			42,896	1			42,896	1
Zimbabwe					1,826	1	1,826	1
Total	934,715	4	42,238,204	312	8,566,953	43	51,739,872	359
	1.8%	1.1%	81.6%	86.9%	16.6%	12.0%		



Trade Route Analysis

Most Popular Trade Routes (Ports of Entry)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Port of Entry	Mode of Transport	Mexico	USA	Botswana	Unclassified	India	China	Spain	Canada	Namibia	Taiwan	Zimbabwe	Total	% of Total
Durban	Sea	29,899,988	2,716,063			2,413,846	758,470				42,896		35,831,263	69.3%
Kopfontein	Road			4,471,868	3,930,155					96,604			8,498,627	16.4%
Port Elizabeth	Sea	641,406	2,444,927			755,805							3,842,138	7.4%
Cape Town	Sea		1,433,907				673,595						2,107,502	4.1%
Cape Town	Air							727,590					727,590	1.4%
Johannesburg	Sea					449,424			7,877				457,301	0.9%
Johannesburg	Air								207,125				207,125	0.4%
Groblers Bridge	Road			40,100									40,100	0.1%
Ramatlabama	Road			26,400									26,400	0.1%
Beit Bridge	Road											1,826	1,826	0.0%
Total		30,541,394	6,594,897	4,538,368	3,930,155	3,619,075	1,432,065	727,590	207,125	96,604	42,896	1,826	51,739,872	



Trade Route Analysis

Most Popular Trade Routes (Individual Routes)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Country of Origin	Port of Entry	Mode of Transport	Total Volume	Total Value	% of Total							
					0%	10%	20%	30%	40%	50%	60%	
Mexico	Durban	Sea	112	29,899,988	57.8%							
Botswana	Kopfontein	Road	22	4,471,868	8.6%							
Unclassified	Kopfontein	Road	17	3,930,155	7.6%							
USA	Durban	Sea	16	2,716,063	5.2%							
USA	Port Elizabeth	Sea	14	2,444,927	4.7%							
India	Durban	Sea	76	2,413,846	4.7%							
USA	Cape Town	Sea	9	1,433,907	2.8%							
China	Durban	Sea	20	758,470	1.5%							
India	Port Elizabeth	Sea	30	755,805	1.5%							
Spain	Cape Town	Air	3	727,590	1.4%							
China	Cape Town	Sea	19	673,595	1.3%							
Mexico	Port Elizabeth	Sea	2	641,406	1.2%							
India	Johannesburg	Sea	12	449,424	0.9%							
Canada	Johannesburg	Air	1	207,125	0.4%							
Namibia	Kopfontein	Road	1	96,604	0.2%							
Taiwan	Durban	Sea	1	42,896	0.1%							
Botswana	Groblers Bridge	Road	1	40,100	0.1%							
Botswana	Ramatlabama	Road	1	26,400	0.1%							
Canada	Johannesburg	Sea	1	7,877	0.0%							
Zimbabwe	Beit Bridge	Road	1	1,826	0.0%							
	Total		359	51,739,872								

20

No. of Trade Routes in Total

84.0%

Top 5 Trade Routes Value of Total

95.8%

Top 10 Trade Routes Value of Total

Pricing Analysis

Average Unit Price (AUP)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

AUP by Importers

Trader	Value	Volume	AUP
Top Importer 12	362,834	15	24,189
Top Importer 9	755,805	30	25,194
Top Importer 4	2,863,270	88	32,537
Top Importer 11	614,130	11	55,830
Top Importer 15	234,974	3	78,325
Top Importer 20	160,000	2	80,000
Top Importer 18	188,712	2	94,356
Top Importer 16	209,800	2	104,900
Top Importer 13	328,947	2	164,474
Top Importer 5	2,444,927	14	174,638
Top Importer 19	183,616	1	183,616
Top Importer 3	3,702,510	20	185,126
Top Importer 17	207,125	1	207,125
Top Importer 2	9,707,840	45	215,730
Top Importer 10	727,590	3	242,530
Top Importer 1	23,133,337	85	272,157
Top Importer 8	1,203,774	4	300,944
Top Importer 14	301,766	1	301,766
Top Importer 7	1,276,727	1	1,276,727
Top Importer 6	2,107,668	1	2,107,668
Sub Total	50,715,352	331	153,219
% of Total	98.0%	92.2%	
Rest (18 of 38)	1,024,520	28	36,590
Grand Total	51,739,872	359	144,122

AUP by Port of Entry

Port of Entry	Mode of Transport	Volume	Value	Value Rank	AUP
Beit Bridge	Road	1	1,826	10	1,826
Ramatlabama	Road	1	26,400	9	26,400
Johannesburg	Sea	13	457,301	6	35,177
Groblers Bridge	Road	1	40,100	8	40,100
Cape Town	Sea	28	2,107,502	4	75,268
Port Elizabeth	Sea	46	3,842,138	3	83,525
Durban	Sea	225	35,831,263	1	159,250
Johannesburg	Air	1	207,125	7	207,125
Kopfontein	Road	40	8,498,627	2	212,466
Cape Town	Air	3	727,590	5	242,530
Total		359	51,739,872		144,122



R135,379



R199,231



R233,679

AUP by Countries of Origin

Country of Origin	Value (R)	Volume (U)	Value Rank	AUP
Zimbabwe	1,826	1	11	1,826
India	3,619,075	118	5	30,670
China	1,432,065	39	6	36,720
Taiwan	42,896	1	10	42,896
Namibia	96,604	1	9	96,604
Canada	215,002	2	8	107,501
USA	6,594,897	39	2	169,100
Botswana	4,538,368	24	3	189,099
Unclassified	3,930,155	17	4	231,186
Spain	727,590	3	7	242,530
Mexico	30,541,394	114	1	267,907
Total	51,739,872	359		144,122

Pricing Analysis

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

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Imports

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					

← Lowest

Sample Report

Tariff Code 8703.21.75

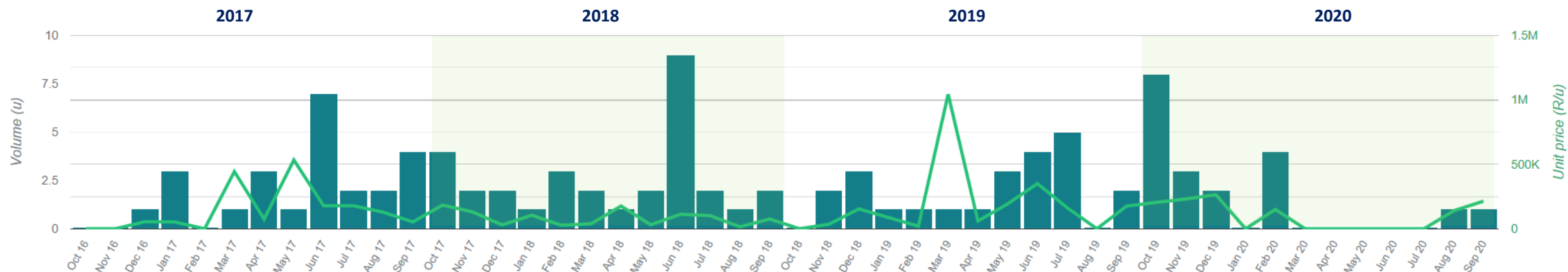
Cars with a cylinder capacity not exceeding 1000 cm³ and weighing less than 800Kg
South African Exports



October 2016 and September 2020

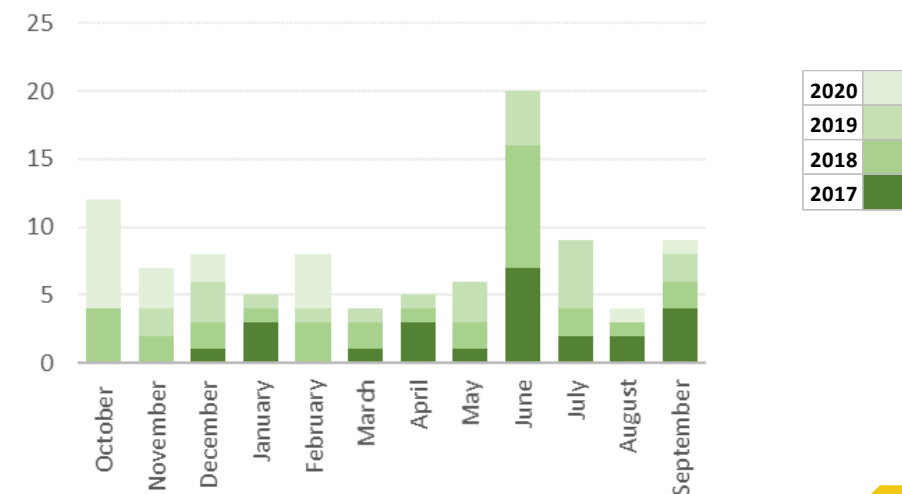
Trade Activity Overview (Exports)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports



Month	2017		2018		2019		2020		Total Volume (U)	Total Value (R)
	Volume	Value	Volume	Value	Volume	Value	Volume	Value		
October			4	734,500			8	1,636,902	12	2,371,402
November			2	263,246	2	71,450	3	692,880	7	1,027,576
December	1	55,000	2	60,000	3	461,725	2	528,857	8	1,105,582
January	3	157,469	1	105,000	1	87,000			5	349,469
February			3	79,474	1	20,000	4	599,352	8	698,826
March	1	443,191	2	79,050	1	1,043,477			4	1,565,718
April	3	224,982	1	176,233	1	60,000			5	461,215
May	1	533,289	2	61,800	3	579,086			6	1,174,175
June	7	1,247,971	9	1,013,544	4	1,401,951			20	3,663,466
July	2	357,064	2	203,000	5	817,463			9	1,377,527
August	2	257,018	1	15,000			1	139,950	4	411,968
September	4	212,400	2	152,000	2	351,843	1	214,000	9	930,243
Total	24	3,488,384	31	2,942,847	23	4,893,995	19	3,811,941	97	15,137,167

View of Units Sold by Month of the Year (October 2016 to September 2020)



Exporter Analysis

Top 20 Importers (based on Total 4 Year Value)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

43

Number of Unique Exporters for the Period

Trader	2017		2018		2019		2020		Total Volume	Total Value	% of Total				
	Volume	Value	Volume	Value	Volume	Value	Volume	Value			0%	10%	20%	30%	40%
Top Exporter 1					12	2,762,561	13	3,186,826	25	5,949,387	39.3%				
Top Exporter 2	1	80,000	4	921,000	1	56,450			6	1,057,450	7.0%				
Top Exporter 3					1	1,043,477			1	1,043,477	6.9%				
Top Exporter 4	5	914,475							5	914,475	6.0%				
Top Exporter 5	1	533,289	1	214,187					2	747,476	4.9%				
Top Exporter 6	1	443,191							1	443,191	2.9%				
Top Exporter 7	1	217,018	1	208,246					2	425,264	2.8%				
Top Exporter 8	5	241,500	4	156,000					9	397,500	2.6%				
Top Exporter 9					1	354,725			1	354,725	2.3%				
Top Exporter 10	1	335,464							1	335,464	2.2%				
Top Exporter 11			1	267,794					1	267,794	1.8%				
Top Exporter 12					1	239,130			1	239,130	1.6%				
Top Exporter 13			1	217,359					1	217,359	1.4%				
Top Exporter 14							1	214,000	1	214,000	1.4%				
Top Exporter 15	1	209,900							1	209,900	1.4%				
Top Exporter 16							1	201,900	1	201,900	1.3%				
Top Exporter 17			3	104,850	1	77,000			4	181,850	1.2%				
Top Exporter 18			1	176,233					1	176,233	1.2%				
Top Exporter 19					1	148,652			1	148,652	1.0%				
Top Exporter 20			1	141,304					1	141,304	0.9%				
Sub Total	16	2,974,837	17	2,406,973	18	4,681,995	15	3,602,726	66	13,666,531					
% of Total	66.7%	85.3%	54.8%	81.8%	78.3%	95.7%	78.9%	94.5%	68.0%	90.3%					
Rest (23 of 43)	8	513,547	14	535,874	5	212,000	4	209,215	31	1,470,636					
Total	24	3,488,384	31	2,942,847	23	4,893,995	19	3,811,941	97	15,137,167					

Top 5

64.2%

Top 10

77.1%

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

Exporter Analysis

Top 20 Exporter's Countries of Destination (Value)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Trader	Lesotho	Botswana	Swaziland	UK	Namibia	Australia	Cameroon	Zambia	Taiwan	Total
Top Exporter 1	5,949,387									5,949,387
Top Exporter 2				774,450		80,000			203,000	1,057,450
Top Exporter 3	1,043,477									1,043,477
Top Exporter 4		914,475								914,475
Top Exporter 5			747,476							747,476
Top Exporter 6					443,191					443,191
Top Exporter 7	425,264									425,264
Top Exporter 8						397,500				397,500
Top Exporter 9		354,725								354,725
Top Exporter 10			335,464							335,464
Top Exporter 11							267,794			267,794
Top Exporter 12		239,130								239,130
Top Exporter 13			217,359							217,359
Top Exporter 14								214,000		214,000
Top Exporter 15					209,900					209,900
Top Exporter 16	201,900									201,900
Top Exporter 17			181,850							181,850
Top Exporter 18		176,233								176,233
Top Exporter 19	148,652									148,652
Top Exporter 20	141,304									141,304
Sub Total	7,909,984	1,684,563	1,482,149	774,450	653,091	477,500	267,794	214,000	203,000	13,666,531
% of Total	98.5%	100.0%	72.3%	99.5%	68.4%	96.0%	100.0%	60.5%	100.0%	90.3%
Grand Total	8,027,784	1,684,563	2,050,670	778,715	955,091	497,500	267,794	353,950	203,000	15,137,167

The Top 20 Exporters are exporting predominantly to Southern Africa:

87.4%

Of Top 20
Exports

78.9%

Of Overall
Exports

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.

Exporter Analysis

Trader Activity Breakdown and Segmentation

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Breakdown by MRNs

No. MRNs / Exporter	No. of Exporters	Volume (Units)	% of Total	0%	20%	40%
25	1	5,949,387	39.3%			
6 - 10	2	1,454,950	9.6%			
3 - 5	4	1,237,425	8.2%			
2	5	1,367,139	9.0%			
1	31	5,128,266	33.9%			
	43	15,137,167	100.0%			

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

For example 4 exporters had between 3 -5 MRNs for the 4 year period and exported R 1,237,425 between them.

Breakdown by Value (Rand)

Value / Trader	No. of Exporters	Value (R)	% of Total	0%	10%	20%	30%	40%
> R5m	1	5,949,387	39.3%					
R1m < x ≤ R5m	2	2,100,927	13.9%					
R500k < x ≤ R1m	2	1,661,951	11.0%					
R200k < x ≤ R500k	11	3,306,227	21.8%					
R100k < x ≤ R200k	10	1,391,167	9.2%					
R50k ≤ x ≤ R100k	7	468,843	3.1%					
< R50k	10	258,665	1.7%					
	43	15,137,167	100.0%					

This is the breakdown of the total value in ZAR exported by each Trader (exporter) over the 4 year period.

For example only two traders exported between R500k and R1m worth of value over the four year period between them.



What is an MRN?

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

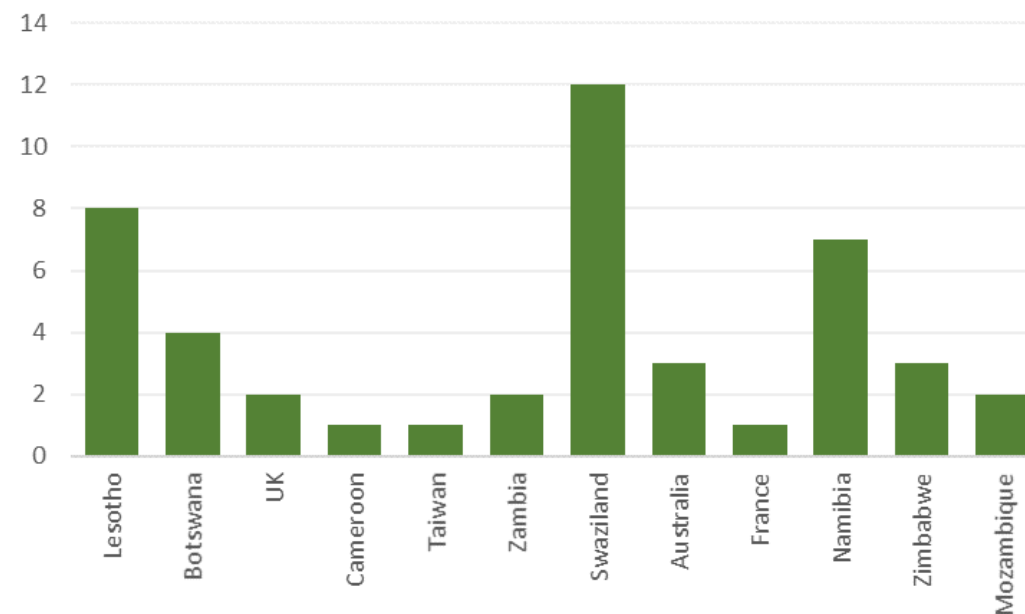
Exporter Analysis

Average Value per Trader per Country of Destination

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Rank (Avg. Value / Exporter)	Value Rank	Country of Destination	Value	Volume	No of Exporters	Average Value / Exporter
1	1	Lesotho	8,027,784	33	8	1,003,473
2	3	Botswana	1,684,563	8	4	421,141
3	5	UK	778,715	4	2	389,358
4	8	Cameroon	267,794	1	1	267,794
5	9	Taiwan	203,000	2	1	203,000
6	7	Zambia	353,950	2	2	176,975
7	2	Swaziland	2,050,670	19	12	170,889
8	6	Australia	497,500	11	3	165,833
9	10	France	140,000	1	1	140,000
10	4	Namibia	955,091	9	7	136,442
11	11	Zimbabwe	136,500	5	3	45,500
12	12	Mozambique	41,600	2	2	20,800
Total			15,137,167	97		

No. of Importers per Country of Destination

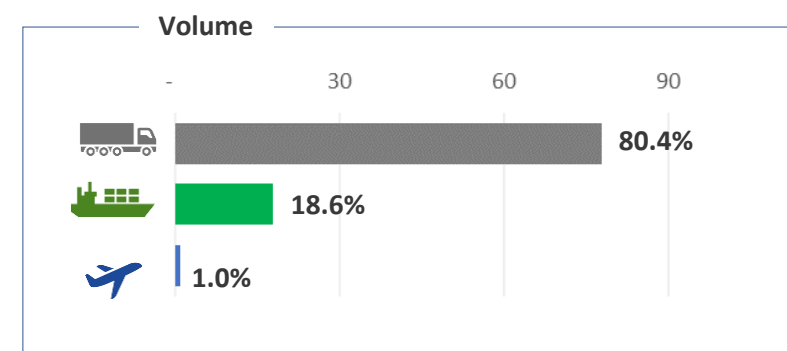
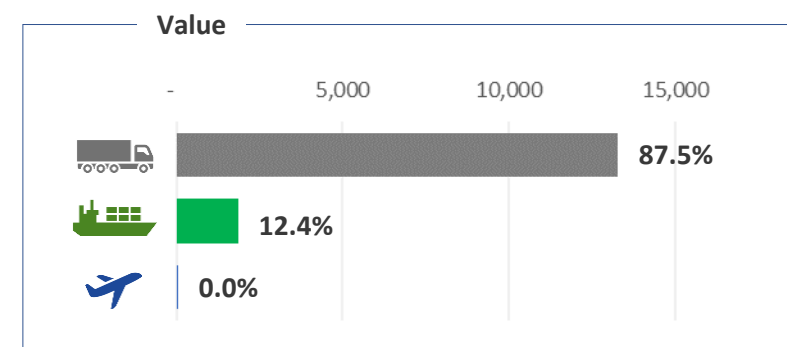


Trade Route Analysis

Countries of Destination and Modes of Transport

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Country of Destination	Air		Sea		Road		Total Value	Total Volume
								
	Value	Volume	Value	Volume	Value	Volume		
Lesotho					8,027,784	33	8,027,784	33
Swaziland					2,050,670	19	2,050,670	19
Botswana					1,684,563	8	1,684,563	8
Namibia					955,091	9	955,091	9
UK	4,265	1	774,450	3			778,715	4
Australia			497,500	11			497,500	11
Zambia					353,950	2	353,950	2
Cameroon			267,794	1			267,794	1
Taiwan			203,000	2			203,000	2
France			140,000	1			140,000	1
Zimbabwe					136,500	5	136,500	5
Mozambique					41,600	2	41,600	2
Total	4,265	1	1,882,744	18	13,250,158	78	15,137,167	97
% of Total	0.0%	1.0%	12.4%	18.6%	87.5%	80.4%		



Trade Route Analysis

Most Popular Trade Routes (Ports of Exit)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Port of Exit	M of T													Total	% of Total
Maseru Bridge	Road	8,027,784												8,027,784	53.0%
Oshoek	Road		1,844,550										21,600	1,866,150	12.3%
Kopfontein	Road			1,329,838										1,329,838	8.8%
Durban	Sea					756,450				203,000	140,000			1,099,450	7.3%
Nakop	Road				708,091									708,091	4.7%
Cape Town	Sea					18,000	417,500							435,500	2.9%
Skilpadshek	Road			354,725								34,500		389,225	2.6%
Johannesburg	Sea								267,794					267,794	1.8%
Vioolsdrift	Road				247,000									247,000	1.6%
Beit Bridge	Road							139,950				102,000		241,950	1.6%
Groblers Bridge	Road							214,000						214,000	1.4%
Mananga	Road		123,596											123,596	0.8%
Golela	Road		82,524											82,524	0.5%
Germiston	Sea						80,000							80,000	0.5%
Lebombo	Road												20,000	20,000	0.1%
Johannesburg	Air					4,265								4,265	0.0%
Total		8,027,784	2,050,670	1,684,563	955,091	778,715	497,500	353,950	267,794	203,000	140,000	136,500	41,600	15,137,167	100.0%

Pricing Analysis

Average Unit Price (AUP)

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

AUP by Importers

Trader	Value	Volume	AUP
Top Trader 8	397,500	9	44,167
Top Trader 17	181,850	4	45,463
Top Trader 20	141,304	1	141,304
Top Trader 19	148,652	1	148,652
Top Trader 18	176,233	1	176,233
Top Trader 2	1,057,450	6	176,242
Top Trader 4	914,475	5	182,895
Top Trader 16	201,900	1	201,900
Top Trader 15	209,900	1	209,900
Top Trader 7	425,264	2	212,632
Top Trader 14	214,000	1	214,000
Top Trader 13	217,359	1	217,359
Top Trader 1	5,949,387	25	237,975
Top Trader 12	239,130	1	239,130
Top Trader 11	267,794	1	267,794
Top Trader 10	335,464	1	335,464
Top Trader 9	354,725	1	354,725
Top Trader 5	747,476	2	373,738
Top Trader 6	443,191	1	443,191
Top Trader 3	1,043,477	1	1,043,477
Sub Total	13,666,531	66	207,069
% of Total	90.3%	68.0%	
Total	15,137,167	97	156,053

AUP by Port of Entry

Port of Exit	Mode of Transport	Value	Value (Rank)	Volume	AUP
Johannesburg	Air	4,265	16	1	4,265
Lebombo	Road	20,000	15	1	20,000
Cape Town	Sea	435,500	6	11	39,591
Vioolsdrift	Road	247,000	9	6	41,167
Golela	Road	82,524	13	2	41,262
Germiston	Sea	80,000	14	1	80,000
Beit Bridge	Road	241,950	10	3	80,650
Skilpadshek	Road	389,225	7	4	97,306
Oshoek	Road	1,866,150	2	17	109,774
Mananga	Road	123,596	12	1	123,596
Kopfontein	Road	1,329,838	3	7	189,977
Grobblers Bridge	Road	214,000	11	1	214,000
Durban	Sea	1,099,450	4	5	219,890
Nakop	Road	708,091	5	3	236,030
Maseru Bridge	Road	8,027,784	1	33	243,266
Johannesburg	Sea	267,794	8	1	267,794
Total		15,137,167			

AUP by Countries of Origin

Country of Destination	Value	Volume	Value (Rank)	AUP
Mozambique	41,600	2	12	20,800
Zimbabwe	136,500	5	11	27,300
Australia	497,500	11	6	45,227
Taiwan	203,000	2	9	101,500
Namibia	955,091	9	4	106,121
Swaziland	2,050,670	19	2	107,930
France	140,000	1	10	140,000
Zambia	353,950	2	7	176,975
UK	778,715	4	5	194,679
Botswana	1,684,563	8	3	210,570
Lesotho	8,027,784	33	1	243,266
Cameroon	267,794	1	8	267,794
Total	15,137,167	97		156,053



R 104,597



R 169,874



R 4,265

Pricing Analysis

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

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Country of Destination	Port of Exit	Mode of Transport	Value	Volume	Average Unit Price	Thousands									
						-	50	100	150	200	250	300	350	400	
Lesotho	Maseru Bridge	Road	8,027,784	33	243,266										
Swaziland	Oshoek	Road	1,844,550	16	115,284										
Botswana	Kopfontein	Road	1,329,838	7	189,977										
UK	Durban	Sea	756,450	2	378,225										
Namibia	Nakop	Road	708,091	3	236,030										
Australia	Cape Town	Sea	417,500	10	41,750										
Botswana	Skilpadshek	Road	354,725	1	354,725										
Cameroon	Johannesburg	Sea	267,794	1	267,794										
Namibia	VLD	Road	247,000	6	41,167										
Zambia	Groblers Bridge	Road	214,000	1	214,000										
Taiwan, China	Durban	Sea	203,000	2	101,500										
France	Durban	Sea	140,000	1	140,000										
Zambia	Beit Bridge	Road	139,950	1	139,950										
Swaziland	Mananga	Road	123,596	1	123,596										
Zimbabwe	Beit Bridge	Road	102,000	2	51,000										
Swaziland	Golela	Road	82,524	2	41,262										
Australia	Germiston	Sea	80,000	1	80,000										
Zimbabwe	Skilpadshek	Road	34,500	3	11,500										
Mozambique	Oshoek	Road	21,600	1	21,600										
Mozambique	Lebombo	Road	20,000	1	20,000										
UK	Cape Town	Sea	18,000	1	18,000										
UK	Johannesburg	Air	4,265	1	4,265										

← Lowest

Combined Traders Overview

Tariff Code	8703.21.75
Period	Oct 2016 – Sep 2020
Trade Type	Combined

Export			Import			Combined Value	Combined Volume
Trader	Value	Volume	Trader	Value	Volume		
Top Exporter 2	1,057,450	6	Top Importer 35	7,877	1	1,065,327	7

Only One Trader Exported and Imported during this period although the import is only a single unit at negligible value.

Metric	Amount	Combined (Traders who Import & Export)
No. Importers	38	1
No. Exporters	43	

Imports AUP

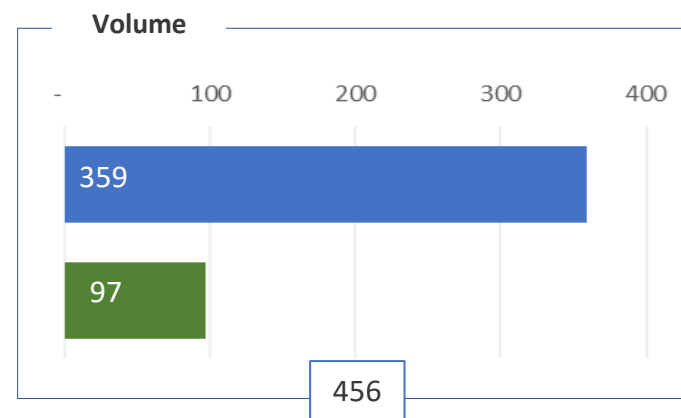
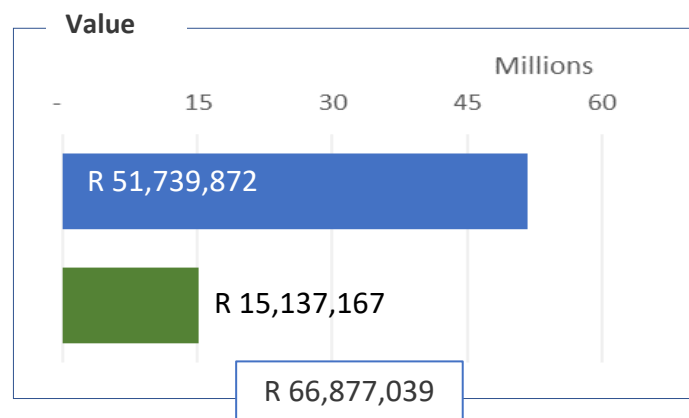
R 144,122

Exports AUP

R 156,053

Combined AUP

R 146,660



Sample Report

Tariff Code 8703.21.90

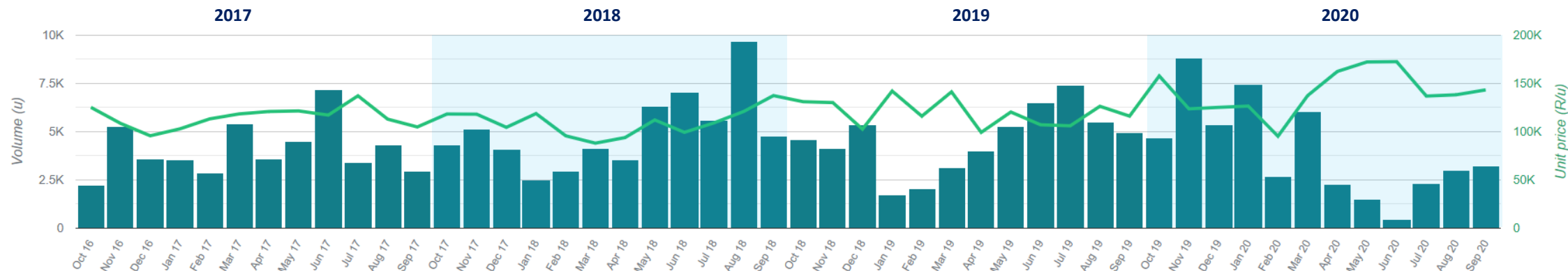
Cars with a cylinder capacity not exceeding 1000 cm3 and weighing less than 800Kg - Other
South African Imports



October 2016 and September 2020

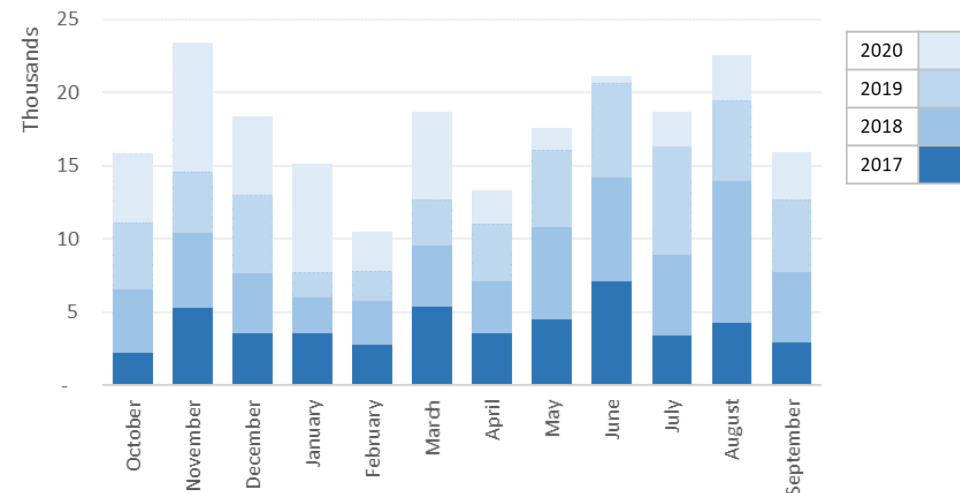
Trade Activity Overview (Imports)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports



Month	2017		2018		2019		2020		Total Volume	Total Value
	Volume	Value	Volume	Value	Volume	Value	Volume	Value		
October	2,221	278,001,348	4,327	511,681,058	4,619	605,029,946	4,665	735,747,760	15,832	2,130,460,112
November	5,298	574,952,243	5,110	603,332,254	4,174	543,124,007	8,812	1,089,091,702	23,394	2,810,500,206
December	3,595	344,033,259	4,110	429,253,021	5,333	546,933,738	5,322	665,976,453	18,360	1,986,196,471
January	3,550	365,191,164	2,482	294,581,171	1,708	242,623,614	7,447	942,079,279	15,187	1,844,475,228
February	2,829	320,143,439	2,938	281,035,480	2,051	237,916,399	2,679	254,972,034	10,497	1,094,067,352
March	5,424	642,106,832	4,171	367,142,514	3,104	438,310,481	6,034	828,654,542	18,733	2,276,214,369
April	3,579	432,458,970	3,546	332,720,981	3,950	391,892,860	2,286	371,110,934	13,361	1,528,183,745
May	4,512	547,878,586	6,329	709,468,746	5,271	634,174,489	1,463	251,994,576	17,575	2,143,516,397
June	7,144	836,822,986	7,034	698,286,661	6,492	695,229,160	451	77,814,229	21,121	2,308,153,036
July	3,391	464,987,023	5,561	606,642,807	7,393	783,864,436	2,339	320,157,828	18,684	2,175,652,094
August	4,293	484,884,597	9,681	1,170,538,836	5,536	699,001,650	3,029	418,482,969	22,539	2,772,908,052
September	2,952	309,483,268	4,759	653,712,497	4,971	576,927,364	3,232	463,005,707	15,914	2,003,128,836
Total	48,788	5,600,943,715	60,048	6,658,396,026	54,602	6,395,028,144	47,759	6,419,088,013	211,197	25,073,455,898

View of Units Sold by Month of the Year (October 2016 to September 2020)



Importer Analysis

Top 15 Importers (based on Total 4 Year Value)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Trader	2017		2018		2019		2020		Total Volume	Volume Rank	Total Value	% of Total						
	Volume	Value	Volume	Value	Volume	Value	Volume	Value				0%	5%	10%	15%	20%	25%	30%
Top Importer 1	16,849	1,300,948,240	22,466	2,048,931,161	22,117	1,930,467,892	15,252	1,227,842,760	76,684	1	6,508,190,053	26.0%	Top 5 89.7%					
Top Importer 2	7,157	1,363,982,788	7,219	1,307,559,963	7,429	1,351,208,551	9,559	2,139,595,594	31,364	2	6,162,346,896	24.6%						
Top Importer 3	13,078	1,901,905,573	6,884	1,174,274,348	5,681	1,086,574,314	4,363	836,086,587	30,006	3	4,998,840,822	19.9%						
Top Importer 4	1	80,965	9,942	846,051,296	9,926	1,085,912,408	8,600	1,252,393,027	28,469	4	3,184,437,696	12.7%						
Top Importer 5	5,902	370,111,745	7,573	523,286,808	4,898	421,009,760	3,281	310,742,245	21,654	5	1,625,150,558	6.5%						
Top Importer 6	1	168,976	2,004	279,434,522	963	139,437,826	761	124,960,789	3,729	8	544,002,113	2.2%						
Top Importer 7	2,456	282,796,059	787	96,662,236	1,020	130,359,246	173	23,064,596	4,436	7	532,882,137	2.1%						
Top Importer 8	418	28,512,424	398	28,502,459	1,316	89,398,788	4,581	311,179,100	6,713	6	457,592,771	1.8%						
Top Importer 9			899	131,660,641	597	92,802,671	369	94,464,810	1,865	10	318,928,122	1.3%						
Top Importer 10	1,980	249,591,691	391	57,229,156					2,371	9	306,820,847	1.2%						
Top Importer 11	558	55,718,724	837	79,017,103	302	26,399,930	158	16,259,221	1,855	11	177,394,978	0.7%						
Top Importer 12	329	39,086,632	451	57,112,387	180	23,002,020	60	7,809,900	1,020	12	127,010,939	0.5%						
Top Importer 13	1	98,418			134	15,165,284	569	70,489,724	704	13	85,753,426	0.3%						
Top Importer 14	35	5,148,966	167	26,784,665	2	332,349			204	14	32,265,980	0.1%						
Top Importer 15							1	1,626,355	1	15	1,626,355	0.0%						
Sub Total	48,765	5,598,151,201	60,018	6,656,506,745	54,565	6,392,071,039	47,727	6,416,514,708	211,075		25,063,243,693	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	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	99.9%	100.0%	99.9%		100.0%							
Rest (58 of 73)	23	2,792,514	30	1,889,281	37	2,957,105	32	2,573,305	122		10,212,205							
Total	48,788	5,600,943,715	60,048	6,658,396,026	54,602	6,395,028,144	47,759	6,419,088,013	211,197		25,073,455,898							

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Number of Unique Importers for the Period

Importer Analysis

Top 15 Importer's Countries of Origin (Value)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Trader	Belgium	Czech Rep.	France	Germany	Hungary	India	Italy	Poland	Romania	Slovakia	South Korea	Spain	Total	% of Importer's Total
														
Top Importer 1			1,584,533,048			2,260,671,891			2,183,652,427			420,436,673	6,449,294,039	99.1%
Top Importer 2	363,560,504			2,465,428,225	383,541,659			117,973,355		767,295,721		2,060,410,405	6,158,209,869	99.9%
Top Importer 3				2,993,496,460		364,988,962			1,640,355,400				4,998,840,822	100.0%
Top Importer 4						3,054,551,961					129,885,735		3,184,437,696	100.0%
Top Importer 5										136,633	1,625,013,925		1,625,150,558	100.0%
Top Importer 6			543,674,420			158,717							543,833,137	100.0%
Top Importer 7		415,303,772	117,578,365										532,882,137	100.0%
Top Importer 8						439,342,671							439,342,671	96.0%
Top Importer 9			182,254	42,790,032				52,933,369				223,022,467	318,928,122	100.0%
Top Importer 10				79,588,776				84,307,818				142,533,832	306,430,426	99.9%
Top Importer 11							90,771,536	86,538,254					177,309,790	100.0%
Top Importer 12						127,010,939							127,010,939	100.0%
Top Importer 13			85,753,426										85,753,426	100.0%
Top Importer 14			32,121,641	144,339									32,265,980	100.0%
Top Importer 15													-	0.0%
Sub Total	363,560,504	415,303,772	2,363,843,154	5,581,447,832	383,541,659	6,246,725,141	90,771,536	341,752,796	3,824,007,827	767,432,354	1,754,899,660	2,846,403,377	24,979,689,612	
% of Total	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	99.6%	100.0%	100.0%	100.0%	100.0%	100.0%	99.6%	
Rest (58 of 73)	-	549,633	8,080	337,052	-	115,684	373,672	-	-	-	-	184,776	93,766,286	
Total	363,560,504	415,853,405	2,363,851,234	5,581,784,884	383,541,659	6,246,840,825	91,145,208	341,752,796	3,824,007,827	767,432,354	1,754,899,660	2,846,588,153	25,073,455,898	

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	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Breakdown by MRNs

No. MRNs / Importer	No. of Importers	Value (R)	% of Total			
			0%	20%	40%	60%
> 50,000	1	6,508,190,053	26.0%			
25,001 - 50,000	3	14,345,625,414	57.2%			
5,001 - 25,000	2	2,082,743,329	8.3%			
1,001 - 5,000	6	2,007,039,136	8.0%			
11 - 1,000	3	119,292,637	0.5%			
2 - 10	17	4,554,030	0.0%			
1	41	6,011,299	0.0%			
	73	25,073,455,898	100.0%			

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

For example 3 importers had between 25,000 – 50,000 MRNs for the 4 year period and imported R14.35b between them.

Breakdown by Value (Rand)

Value / Trader	No. of Importers	Value (R)	% of Total			
			0%	10%	20%	30%
> R5b	2	12,670,536,949	50.5%			
R1.5b < x ≤ R5b	3	9,808,429,076	39.1%			
R500m < x ≤ R1.5b	2	1,076,884,250	4.3%			
R100m < x ≤ R500m	5	1,387,747,657	5.5%			
R2m < x ≤ R100m	2	118,019,406	0.5%			
R100k ≤ x ≤ R2m	28	10,610,391	0.0%			
< R100k	31	1,228,169	0.0%			
	73	25,073,455,898	100.0%			

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

For example only two importers imported between R500m and R1.5b of value over the four year period importing R1.1b between them.



What is an MRN?

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

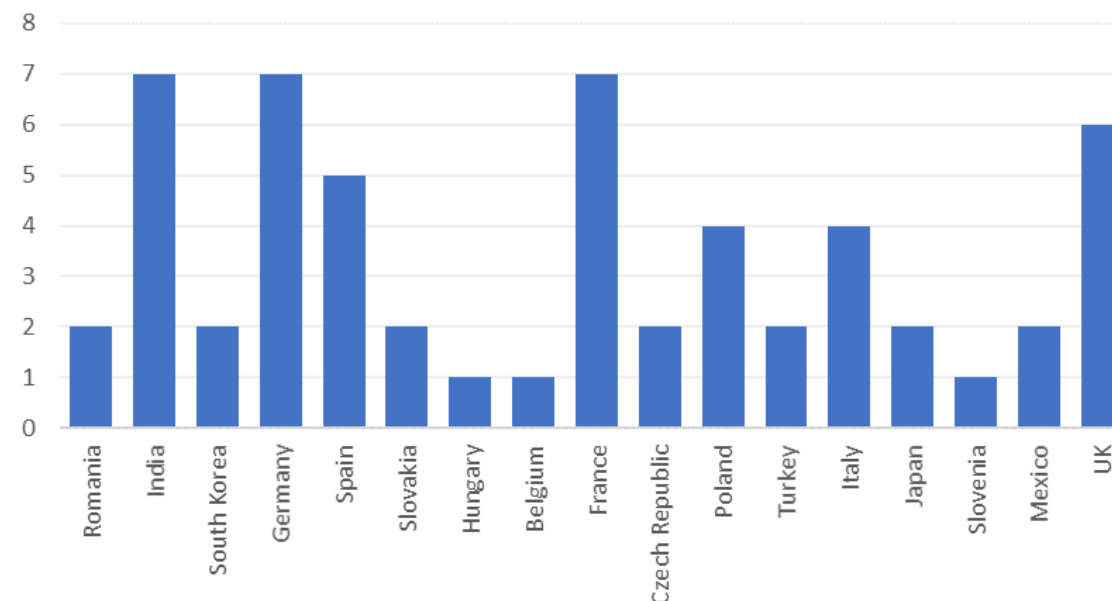
Importer Analysis

Average Value per Trader per Country of Origin

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Rank (Value / Importer)	Rank (Value)	Country of Origin	Total Value	No. of Importers	Average Value / Importer
1	3	Romania	3,824,007,827	2	1,912,003,914
2	1	India	6,246,840,825	7	892,405,832
3	6	South Korea	1,754,899,660	2	877,449,830
4	2	Germany	5,581,784,884	7	797,397,841
5	4	Spain	2,846,588,153	5	569,317,631
6	7	Slovakia	767,432,354	2	383,716,177
7	9	Hungary	383,541,659	1	383,541,659
8	10	Belgium	363,560,504	1	363,560,504
9	5	France	2,363,851,234	7	337,693,033
10	8	Czech Republic	415,853,405	2	207,926,703
11	11	Poland	341,752,796	4	85,438,199
12	13	Turkey	55,198,974	2	27,599,487
13	12	Italy	91,145,208	4	22,786,302
14	14	Japan	18,311,150	2	9,155,575
15	15	Slovenia	3,503,866	1	3,503,866
16	16	Mexico	1,355,511	2	677,756
17	17	UK	1,012,185	6	168,698
Sub Total			25,060,640,195		
% of Total			99.9%		
Rest (12 of 29)			12,815,703		
Grand Total			25,073,455,898		

No. of Importers per Country of Origin

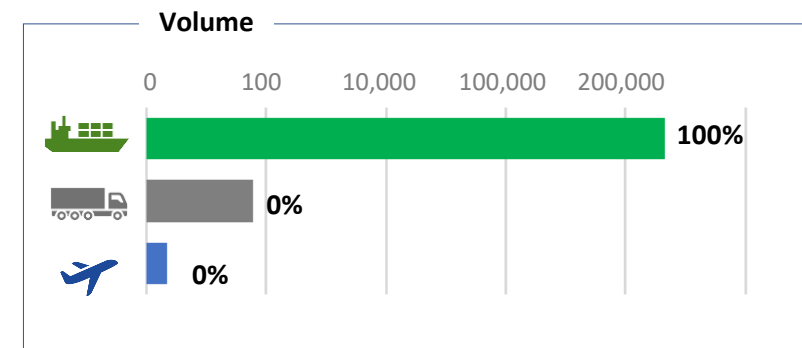
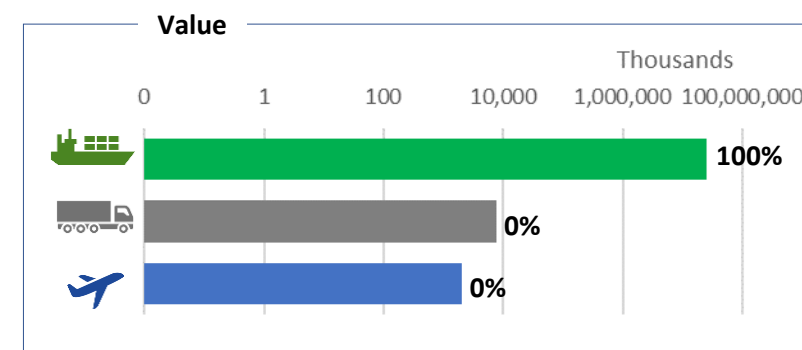


Trade Route Analysis

Countries of Origin and Modes of Transport

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

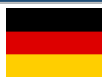
Rank	Country of Origin	Air		Sea		Road		Total Value	Total Volume
		Value	Volume	Value	Volume	Value	Volume		
1	India	55,341	1	6,246,785,484	77,823			6,246,840,825	77,824
2	Germany	244,045	1	5,581,540,839	30,956			5,581,784,884	30,957
3	Romania			3,824,007,827	29,047			3,824,007,827	29,047
4	Spain			2,846,588,153	15,130			2,846,588,153	15,130
5	France	658,063	3	2,363,193,171	18,128			2,363,851,234	18,131
6	South Korea			1,754,899,660	22,335			1,754,899,660	22,335
7	Slovakia			767,432,354	6,471			767,432,354	6,471
8	Czech Republic	549,633	1	415,303,772	3,524			415,853,405	3,525
9	Hungary			383,541,659	1,678			383,541,659	1,678
10	Belgium			363,560,504	1,976			363,560,504	1,976
11	Poland			341,752,796	2,328			341,752,796	2,328
12	Italy	249,364	6	90,895,844	942			91,145,208	948
13	Turkey	85,188	1	55,113,786	434			55,198,974	435
14	Japan			18,311,150	269			18,311,150	269
15	Slovenia			3,503,866	20			3,503,866	20
16	Mexico			1,355,511	6			1,355,511	6
17	UK	168,976	1	843,209	14			1,012,185	15
Sub Total		2,010,610	14	25,058,629,585	211,081	-	-	25,060,640,195	211,095
% of Total		99.9%	93.3%	100.0%	100.0%	0.0%	0.0%	99.9%	100.0%
Rest (12 of 29)		1,989	1	4,898,942	24	7,762,449	75	12,815,703	102
Total		2,012,599	15	25,063,528,527	211,105	7,762,449	75	25,073,455,898	211,197
		0.0%	0.0%	100.0%	100.0%	0.0%	0.0%		



Trade Route Analysis

Most Popular Trade Routes (Ports of Entry)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Port of Entry	Mode of Transport	India 	Germany 	Romania 	Spain 	France 	South Korea 	Slovakia 	Czech Rep. 	Total Value	% of Total
Durban	Sea	6,246,785,484	2,993,589,467	3,824,007,827	420,436,673	2,330,881,196	1,754,899,660	136,633	415,303,772	18,066,505,765	72.1%
Port Elizabeth	Sea		2,587,807,033		2,425,733,638	182,254		767,295,721		6,787,349,166	27.1%
East London	Sea		144,339		233,066	32,121,641				208,159,100	0.8%
Kopfontein	Road									2,182,735	0.0%
Johannesburg	Air	55,341	244,045			658,063			549,633	1,951,388	0.0%
Vioolsdrift	Road									1,814,312	0.0%
Maseru Bridge	Road									1,689,205	0.0%
Cape Town	Sea				184,776	8,080				920,217	0.0%
Sub Total		6,246,840,825	5,581,784,884	3,824,007,827	2,846,588,153	2,363,851,234	1,754,899,660	767,432,354	415,853,405	25,070,571,888	
% of Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Total		6,246,840,825	5,581,784,884	3,824,007,827	2,846,588,153	2,363,851,234	1,754,899,660	767,432,354	415,853,405	25,073,455,898	

Durban, PE and East London Sea Ports make up practically all Imports

100 %



72.1%

Durban Sea Port makes up 72.1% of all Imports.

Trade Route Analysis

20 Most Popular Trade Routes (Individual Routes)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Rank	Country of Origin	Port of Entry	Mode of Transport	Volume	Value	% of Total	0%	5%	10%	15%	20%	25%
1	India	Durban	Sea	77,823	6,246,785,484	24.9%						
2	Romania	Durban	Sea	29,047	3,824,007,827	15.3%						
3	Germany	Durban	Sea	19,115	2,993,589,467	11.9%						
4	Germany	Port Elizabeth	Sea	11,840	2,587,807,033	10.3%						
5	Spain	Port Elizabeth	Sea	12,203	2,425,733,638	9.7%						
6	France	Durban	Sea	17,923	2,330,881,196	9.3%						
7	South Korea	Durban	Sea	22,335	1,754,899,660	7.0%						
8	Slovakia	Port Elizabeth	Sea	6,470	767,295,721	3.1%						
9	Spain	Durban	Sea	2,925	420,436,673	1.7%						
10	Czech Republic	Durban	Sea	3,524	415,303,772	1.7%						
11	Hungary	Port Elizabeth	Sea	1,678	383,541,659	1.5%						
12	Belgium	Port Elizabeth	Sea	1,976	363,560,504	1.4%						
13	Poland	Port Elizabeth	Sea	1,410	255,214,542	1.0%						
14	Italy	East London	Sea	936	90,771,536	0.4%						
15	Poland	East London	Sea	905	84,888,518	0.3%						
16	Turkey	Durban	Sea	434	55,113,786	0.2%						
17	France	East London	Sea	203	32,121,641	0.1%						
18	Japan	Durban	Sea	268	18,271,150	0.1%						
19	Poland	Durban	Sea	13	1,649,736	0.0%						
20	France	Johannesburg	Air	3	658,063	0.0%						
Sub Total				211,031	25,052,531,606							
% of Total				99.9%	99.9%							
Total				211,197	25,073,455,898							

52.1%

Top 3 Trade Routes in Value to Durban Sea Port make up 52.1% of Total Imports

94.8%

Top 10 Trade Routes in Value of Total Imports

Pricing Analysis

Average Unit Price (AUP) by Country of Origin

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Ordered by Highest Value

Rank	Country of Origin	Value	Volume	AUP
1	India	6,246,840,825	77,824	80,269
2	Germany	5,581,784,884	30,957	180,308
3	Romania	3,824,007,827	29,047	131,649
4	Spain	2,846,588,153	15,130	188,142
5	France	2,363,851,234	18,131	130,376
6	South Korea	1,754,899,660	22,335	78,572
7	Slovakia	767,432,354	6,471	118,596
8	Czech Republic	415,853,405	3,525	117,973
9	Hungary	383,541,659	1,678	228,571
10	Belgium	363,560,504	1,976	183,988
11	Poland	341,752,796	2,328	146,801
12	Italy	91,145,208	948	96,145
13	Turkey	55,198,974	435	126,894
14	Japan	18,311,150	269	68,071
15	Slovenia	3,503,866	20	175,193
16	Mexico	1,355,511	6	225,919
17	UK	1,012,185	15	67,479
18	Namibia	871,757	13	67,058
19	Lesotho	865,234	9	96,137
20	USA	734,655	4	183,664
Sub Total		25,063,111,841	211,121	118,714
% of Total		100.0%	100.0%	
Total		25,073,455,898	211,197	118,721



Ordered by AUP (Lowest to Highest)

Rank	Country of Origin	Value	Volume	Value Rank	AUP
1	Namibia	871,757	13	18	67,058
2	UK	1,012,185	15	17	67,479
3	Japan	18,311,150	269	14	68,071
4	South Korea	1,754,899,660	22,335	6	78,572
5	India	6,246,840,825	77,824	1	80,269
6	Lesotho	865,234	9	19	96,137
7	Italy	91,145,208	948	12	96,145
8	Czech Republic	415,853,405	3,525	8	117,973
9	Slovakia	767,432,354	6,471	7	118,596
10	Turkey	55,198,974	435	13	126,894
11	France	2,363,851,234	18,131	5	130,376
12	Romania	3,824,007,827	29,047	3	131,649
13	Poland	341,752,796	2,328	11	146,801
14	Slovenia	3,503,866	20	15	175,193
15	Germany	5,581,784,884	30,957	2	180,308
16	USA	734,655	4	20	183,664
17	Belgium	363,560,504	1,976	10	183,988
18	Spain	2,846,588,153	15,130	4	188,142
19	Mexico	1,355,511	6	16	225,919
20	Hungary	383,541,659	1,678	9	228,571
Sub Total		25,063,111,841	211,121		118,714
% of Total		100.0%	100.0%		
Total		25,073,455,898	211,197		118,721

Pricing Analysis

Average Unit Price (AUP) by Importers

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Ordered by Highest Value

Trader	Value	Volume	AUP
Top Importer 1	6,508,190,053	76,684	84,870
Top Importer 2	6,162,346,896	31,364	196,478
Top Importer 3	4,998,840,822	30,006	166,595
Top Importer 4	3,184,437,696	28,469	111,856
Top Importer 5	1,625,150,558	21,654	75,051
Top Importer 6	544,002,113	3,729	145,884
Top Importer 7	532,882,137	4,436	120,127
Top Importer 8	457,592,771	6,713	68,165
Top Importer 9	318,928,122	1,865	171,007
Top Importer 10	306,820,847	2,371	129,406
Top Importer 11	177,394,978	1,855	95,631
Top Importer 12	127,010,939	1,020	124,521
Top Importer 13	85,753,426	704	121,809
Top Importer 14	32,265,980	204	158,167
Top Importer 15	1,626,355	1	1,626,355
Top Importer 16	1,273,231	20	63,662
Top Importer 17	1,198,755	5	239,751
Top Importer 18	1,116,755	4	279,189
Top Importer 19	700,000	1	700,000
Top Importer 20	540,000	1	540,000
Sub Total	25,068,072,434	211,106	118,746
% of Total	100.0%	100.0%	
Total	25,073,455,898	211,197	118,721



Ordered by AUP (Lowest to Highest)

Trader	Value	Volume	AUP
Top Importer 16	1,273,231	20	63,662
Top Importer 8	457,592,771	6,713	68,165
Top Importer 5	1,625,150,558	21,654	75,051
Top Importer 1	6,508,190,053	76,684	84,870
Top Importer 11	177,394,978	1,855	95,631
Top Importer 4	3,184,437,696	28,469	111,856
Top Importer 7	532,882,137	4,436	120,127
Top Importer 13	85,753,426	704	121,809
Top Importer 12	127,010,939	1,020	124,521
Top Importer 10	306,820,847	2,371	129,406
Top Importer 6	544,002,113	3,729	145,884
Top Importer 14	32,265,980	204	158,167
Top Importer 3	4,998,840,822	30,006	166,595
Top Importer 9	318,928,122	1,865	171,007
Top Importer 2	6,162,346,896	31,364	196,478
Top Importer 17	1,198,755	5	239,751
Top Importer 18	1,116,755	4	279,189
Top Importer 20	540,000	1	540,000
Top Importer 19	700,000	1	700,000
Top Importer 15	1,626,355	1	1,626,355
Sub Total	25,068,072,434	211,106	118,746
% of Total	100.0%	100.0%	
Total	25,073,455,898	211,197	118,721

Pricing Analysis

Average Unit Price (AUP) by Ports of Entry

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Ordered by Highest Value

Rank	Port of Entry	Mode of Transport	Value	Volume	AUP
14	Durban	Sea	18,066,505,765	173,445	104,163
19	Port Elizabeth	Sea	6,787,349,166	35,595	190,683
12	East London	Sea	208,159,100	2,046	101,740
10	Kopfontein	Road	2,182,735	23	94,902
17	Johannesburg	Air	1,951,388	14	139,385
20	Vioolsdrift	Road	1,814,312	7	259,187
16	Maseru Bridge	Road	1,689,205	14	120,658
9	Cape Town	Sea	920,217	10	92,022
6	Beit Bridge	Road	712,277	10	71,228
3	Pretoria	Sea	458,673	9	50,964
8	Skilpadshek	Road	343,000	4	85,750
11	Nakop	Road	303,600	3	101,200
18	Johannesburg	Sea	287,929	2	143,965
15	Groblers Bridge	Road	230,000	2	115,000
1	Ramatlabama	Road	203,520	8	25,440
13	Oshoek	Road	103,000	1	103,000
7	Ficksburg Bridge	Road	75,800	1	75,800
5	Golela	Road	65,000	1	65,000
4	Durban	Air	61,211	1	61,211
2	Mahamba	Road	40,000	1	40,000
Total			25,073,455,898	211,197	118,721



Ordered by AUP (Lowest to Highest)

Rank	Port of Entry	Mode of Transport	Value	Volume	Value (Rank)	AUP
1	Ramatlabama	Road	203,520	8	15	25,440
2	Mahamba	Road	40,000	1	20	40,000
3	Pretoria	Sea	458,673	9	10	50,964
4	Durban	Air	61,211	1	19	61,211
5	Golela	Road	65,000	1	18	65,000
6	Beit Bridge	Road	712,277	10	9	71,228
7	Ficksburg Bridge	Road	75,800	1	17	75,800
8	Skilpadshek	Road	343,000	4	11	85,750
9	Cape Town	Sea	920,217	10	8	92,022
10	Kopfontein	Road	2,182,735	23	4	94,902
11	Nakop	Road	303,600	3	12	101,200
12	East London	Sea	208,159,100	2,046	3	101,740
13	Oshoek	Road	103,000	1	16	103,000
14	Durban	Sea	18,066,505,765	173,445	1	104,163
15	Groblers Bridge	Road	230,000	2	14	115,000
16	Maseru Bridge	Road	1,689,205	14	7	120,658
17	Johannesburg	Air	1,951,388	14	5	139,385
18	Johannesburg	Sea	287,929	2	13	143,965
19	Port Elizabeth	Sea	6,787,349,166	35,595	2	190,683
20	Vioolsdrift	Road	1,814,312	7	6	259,187
Total			25,073,455,898	211,197		118,721



R118,725



R102,789



R134,173

Pricing Analysis

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

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Imports

Rank	Country of Origin	Port of Entry	Mode of Transport	Volume	Value	AUP	0	50,000	100,000	150,000	200,000	250,000
1	India	Durban	Sea	77,823	6,246,785,484	80,269						
2	Romania	Durban	Sea	29,047	3,824,007,827	131,649						
3	Germany	Durban	Sea	19,115	2,993,589,467	156,609						
4	Germany	Port Elizabeth	Sea	11,840	2,587,807,033	218,565						
5	Spain	Port Elizabeth	Sea	12,203	2,425,733,638	198,782						
6	France	Durban	Sea	17,923	2,330,881,196	130,050						
7	South Korea	Durban	Sea	22,335	1,754,899,660	78,572						
8	Slovakia	Port Elizabeth	Sea	6,470	767,295,721	118,593						
9	Spain	Durban	Sea	2,925	420,436,673	143,739						
10	Czech Republic	Durban	Sea	3,524	415,303,772	117,850						
11	Hungary	Port Elizabeth	Sea	1,678	383,541,659	228,571						
12	Belgium	Port Elizabeth	Sea	1,976	363,560,504	183,988						
13	Poland	Port Elizabeth	Sea	1,410	255,214,542	181,003						
14	Italy	East London	Sea	936	90,771,536	96,978						
15	Poland	East London	Sea	905	84,888,518	93,799						
16	Turkey	Durban	Sea	434	55,113,786	126,990						
17	France	East London	Sea	203	32,121,641	158,235						
18	Japan	Durban	Sea	268	18,271,150	68,176						
19	Poland	Durban	Sea	13	1,649,736	126,903						
20	France	Johannesburg	Air	3	658,063	219,354						
Sub Total				211,031	25,052,531,606							
% of Total				99.9%	99.9%							
Total				211,197	25,073,455,898							

Sample Report

Tariff Code 8703.21.90

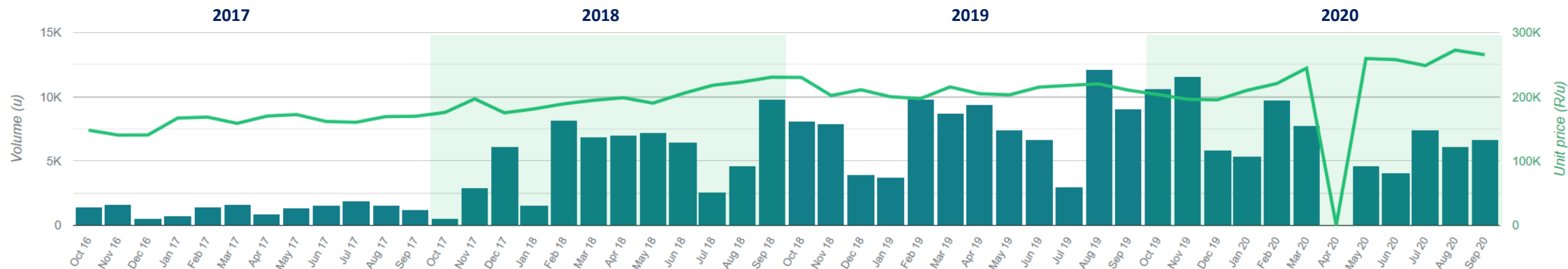
Cars with a cylinder capacity not exceeding 1000 cm³ and weighing less than 800Kg - Other
South African Exports



October 2016 and September 2020

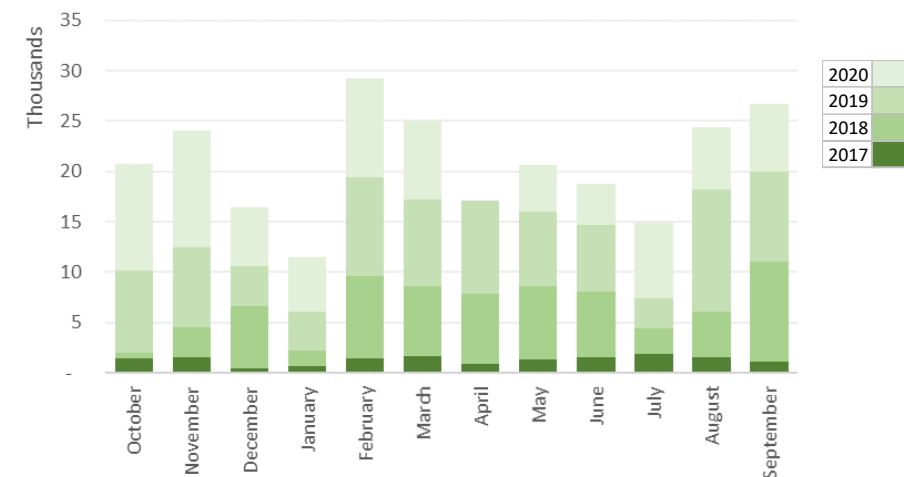
Trade Activity Overview (Exports)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports



Month	2017		2018		2019		2020		Total Volume	Total Value
	Volume	Value	Volume	Value	Volume	Value	Volume	Value		
October	1,487	220,067,855	528	92,740,748	8,099	1,863,047,365	10,624	2,162,340,481	20,738	4,338,196,449
November	1,606	225,411,890	2,929	576,212,011	7,899	1,594,697,603	11,579	2,270,356,213	24,013	4,666,677,717
December	486	68,304,094	6,152	1,076,306,731	3,951	833,131,760	5,887	1,149,762,741	16,476	3,127,505,326
January	730	121,780,666	1,538	278,620,977	3,762	752,573,662	5,407	1,135,658,006	11,437	2,288,633,311
February	1,463	246,378,138	8,152	1,540,727,515	9,808	1,932,512,591	9,756	2,151,840,097	29,179	5,871,458,341
March	1,660	263,204,314	6,917	1,345,643,871	8,688	1,870,278,387	7,770	1,900,222,466	25,035	5,379,349,038
April	855	145,266,071	6,964	1,382,013,371	9,338	1,912,097,674	-	-	17,157	3,439,377,116
May	1,391	239,625,714	7,218	1,371,949,599	7,435	1,508,939,581	4,599	1,193,516,888	20,643	4,314,031,782
June	1,568	253,316,761	6,476	1,327,224,940	6,632	1,426,234,505	4,064	1,047,633,453	18,740	4,054,409,659
July	1,847	295,924,349	2,533	551,623,027	3,024	658,169,945	7,456	1,853,027,534	14,860	3,358,744,855
August	1,537	259,948,300	4,584	1,022,439,286	12,077	2,657,841,718	6,173	1,682,491,598	24,371	5,622,720,902
September	1,164	197,389,956	9,833	2,265,880,932	9,014	1,895,949,045	6,652	1,765,191,675	26,663	6,124,411,608
Total	15,794	2,536,618,108	63,824	12,831,383,008	89,727	18,905,473,836	79,967	18,312,041,152	249,312	52,585,516,104

View of Units Sold by Month of the Year (October 2016 to September 2020)



Exporter Analysis

Top 20 Exporters (based on Total 4 Year Value)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Trader	2017		2018		2019		2020		Total Volume	Total Value	% of Total
	Volume	Value	Volume	Value	Volume	Value	Volume	Value			
Top Exporter 1	14,817	2,377,323,003	62,912	12,669,580,904	88,993	18,753,294,555	79,465	18,189,868,624	246,187	51,990,067,086	98.9%
Top Exporter 2	15	6,458,000	47	14,760,000	64	24,474,053	79	26,909,000	205	72,601,053	0.1%
Top Exporter 3	56	8,433,948	95	14,577,087	75	10,995,540	52	7,758,540	278	41,765,115	0.1%
Top Exporter 4	140	29,757,908	41	9,151,166	5	798,915			186	39,707,989	0.1%
Top Exporter 5	23	7,650,717	35	3,599,201	46	7,255,349	30	2,226,030	134	20,731,297	0.0%
Top Exporter 6	1	57,500	23	3,099,834	41	6,529,798	37	7,767,033	102	17,454,165	0.0%
Top Exporter 7	34	4,000,801	51	6,253,151	39	4,978,810	15	2,118,513	139	17,351,275	0.0%
Top Exporter 8	30	4,213,129	19	2,985,591	24	3,676,681	15	2,206,449	88	13,081,850	0.0%
Top Exporter 9	1	207,807	16	3,287,926	28	5,575,010	11	2,540,416	56	11,611,159	0.0%
Top Exporter 10	12	1,764,813	14	4,507,529	14	2,408,180	3	1,162,261	43	9,842,783	0.0%
Top Exporter 11	27	3,584,889	26	4,620,983					53	8,205,872	0.0%
Top Exporter 12	7	2,258,117	9	2,831,556	3	1,132,217	5	1,432,596	24	7,654,486	0.0%
Top Exporter 13	16	3,048,755	22	4,307,421			1	280,715	39	7,636,891	0.0%
Top Exporter 14	49	7,493,952	1	122,719					50	7,616,671	0.0%
Top Exporter 15	3	347,280	4	490,335	14	1,714,332	39	5,024,403	60	7,576,350	0.0%
Top Exporter 16	7	1,012,518	18	2,917,621	9	2,278,076	1	519,900	35	6,728,115	0.0%
Top Exporter 17	3	500,000	6	2,344,130	8	2,483,245	5	747,869	22	6,075,244	0.0%
Top Exporter 18	7	638,014	6	624,912	1	1,245,000	3	3,384,935	17	5,892,861	0.0%
Top Exporter 19	2	79,000	10	1,713,900	4	745,874	7	2,963,322	23	5,502,096	0.0%
Top Exporter 20	7	1,567,944	10	3,572,920	3	305,100			20	5,445,964	0.0%
Sub Total	15,257	2,460,398,095	63,365	12,755,348,886	89,371	18,829,890,735	79,768	18,256,910,606	247,761	52,302,548,322	
% Of Total	96.6%	97.0%	99.3%	99.4%	99.6%	99.6%	99.8%	99.7%	99.4%	99.5%	
Rest (439 of 459)	537	76,220,013	459	76,034,122	356	75,583,101	199	55,130,546	1,551	282,967,782	
Grand Total	15,794	2,536,618,108	63,824	12,831,383,008	89,727	18,905,473,836	79,967	18,312,041,152	249,312	52,585,516,104	

98.9%

Top Exporter totally dominates the market with 98.9% of Total Value

459

Number of Unique Importers for the Period

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

Exporter Analysis

Trader Activity Breakdown and Segmentation

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Breakdown by MRNs

No. MRNs / Exporter	No. of Exporters	Value (R)	% of Total		
			0%	50%	100%
246,187	1	51,990,067,086	98.9%		
200 - 300	2	114,366,168	0.2%		
51 - 200	8	135,719,957	0.3%		
16 - 50	30	121,449,393	0.2%		
6 - 15	50	85,033,740	0.2%		
3 - 5	63	51,881,838	0.1%		
2	54	24,862,762	0.0%		
1	251	62,135,160	0.1%		
	459	52,585,516,104	100%		

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

For example 2 exporters had between 200 – 300 MRNs for the 4 year period and exported R114.37m between them.

Breakdown by Value (Rand)

Value / Trader	No. of Exporters	Value (R)	% of Total		
			0%	50%	100%
	1	51,990,067,086	98.9%		
	1	72,601,053.00	0.1%		
R10m < x ≤ R50m	7	161,702,850	0.3%		
R5m < x ≤ R10m	16	104,227,857	0.2%		
R1m < x ≤ R5m	83	168,827,764	0.3%		
R250k < x ≤ R1m	134	66,797,553	0.1%		
R100k ≤ x ≤ R250k	99	15,964,569	0.0%		
< R100k	118	5,327,372	0.0%		
	459	52,585,516,104	100%		

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

For example seven exporters exported between R10m - R50m in value over the four year period totalling R161.7m between them.

Trade Route Analysis

Top Exporter 1

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

With Top Exporter 1 being so dominant in Exports (98.9%) they are a virtual proxy for the export market. This Trade Route Analysis is for Top Exporter 1.

Country of Destination	Top Exporter 1	Port Elizabeth	Nakop	Kopfontein	Durban	Skilpadshek	Beit Bridge	Oshoek	Port Elizabeth	% of Exporter's Total	% of Total Exports to C of D	Total for Country of Destination
		Sea	Road	Road	Sea	Road	Road	Road	Air			
Germany	41,917,791,106	41,875,306,799			790,000				41,694,307	80.6%	100.0%	41,919,299,106
Japan	5,995,266,227	5,994,653,083							613,144	11.5%	100.0%	5,995,291,227
Australia	2,558,564,820	2,558,564,820								4.9%	100.0%	2,559,743,366
Taiwan	623,858,656	622,498,946							1,359,710	1.2%	100.0%	623,878,656
New Zealand	338,514,708	338,514,708								0.7%	100.0%	338,638,887
Namibia	240,795,688		240,122,316			673,372				0.5%	67.1%	359,076,124
France	194,377,287	194,377,287								0.4%	97.4%	199,584,603
Botswana	71,067,190			71,067,190						0.1%	49.3%	144,118,316
Hong Kong	27,084,835	27,084,835								0.1%	99.4%	27,234,835
Singapore	16,113,543	16,113,543								0.0%	100.0%	16,113,543
Rwanda	3,787,505	3,787,505								0.0%	100.0%	3,787,505
Mauritius	2,316,761	2,316,761								0.0%	64.8%	3,576,804
Zimbabwe	250,000						250,000			0.0%	0.1%	178,653,577
Brazil	157,370	157,370								0.0%	100.0%	157,370
Swaziland	121,390							121,390		0.0%	0.3%	45,218,117
Total	51,990,067,086	51,633,375,657	240,122,316	71,067,190	790,000	673,372	250,000	121,390	43,667,161	100.0%	99.2%	52,414,372,036
% of Total	98.9%	100.0%	69.2%	45.8%	5.7%	5.8%	0.1%	0.3%	100.0%			99.7%
Total Exports	52,585,516,104	51,633,565,367	346,794,242	155,321,564	13,741,190	11,610,280	184,162,795	40,286,120	43,667,161			52,585,516,104

98.9%

Top Exporter totally dominates the market with 98.9% of Total Value



79.7%
of the Total tariff code is exported to Germany by Top Exporter 1

79.6%

Top Exporter 1's Trade Route where they are exporting from Port Elizabeth Sea Port to Germany accounts for 79.6% of all Exports

99.3%

0.6%

0.1%

Trade Route Analysis

Top 20 Exporter's Countries of Destination excluding Top Exporter 1 (Value)

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Trader	Zimbabwe	Namibia	Botswana	Zambia	Swaziland	Lesotho	Malawi	Mozambique	Kenya	Tanzania	Total Value
Top Trader 2	67,503,188			5,008,865				89,000			72,601,053
Top Trader 3	147,364	33,739,204	5,559,980								41,765,115
Top Trader 4	113,000	17,690,478	17,590,029		4,314,482						39,707,989
Top Trader 5	7,506,049	45,000		50,000		673,830			4,348,793	380,000	20,731,297
Top Trader 6	342,015	8,620,881	5,764,731	299,043	1,692,271						17,454,165
Top Trader 7		11,212,247			5,585,201						17,351,275
Top Trader 8	657,398	10,569,304	130,434	250,000	986,841	163,888	323,985				13,081,850
Top Trader 9		6,193,601	4,426,964		227,251			207,807			11,611,159
Top Trader 10	1,103,650		444,317	7,007,883			40,000			382,193	9,842,783
Top Trader 11	7,127,200			235,965						222,807	8,205,872
Top Trader 12				111,150			7,543,336				7,654,486
Top Trader 13			3,054,087		4,582,804						7,636,891
Top Trader 14		7,493,952			122,719						7,616,671
Top Trader 15		4,717,475	1,028,890		1,829,985						7,576,350
Top Trader 16	6,605,483						122,632				6,728,115
Top Trader 17	1,759,871			3,502,808					662,565	150,000	6,075,244
Top Trader 18	1,288,500		125,000	4,231,206							5,892,861
Top Trader 19	5,502,096										5,502,096
Top Trader 20	5,445,964										5,445,964
Sub Total	105,101,778	100,282,142	38,124,432	20,696,920	19,341,554	837,718	8,029,953	296,807	5,011,358	1,135,000	312,481,236
% of Total	58.8%	27.9%	26.5%	33.4%	42.8%	3.2%	36.9%	1.9%	38.1%	21.6%	52.5%
C of D Total	178,653,577	359,076,124	144,118,316	61,983,691	45,218,117	26,049,405	21,789,970	15,749,818	13,153,450	5,265,177	595,449,018

0.6%

Excluding the Top Exporter the rest of the Top 20 only make up 0.6% of the total Export market by value



Excluding the Top Exporter the rest of the Top 20 export predominantly to Southern African neighbours and the Rest of Africa

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.

Pricing Analysis

Average Unit Price (AUP) by Country of Destination

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Ordered by Highest Value

Rank	Country of Destination	Value	Volume	AUP
1	Germany	41,919,299,106	202,670	206,835
2	Japan	5,995,291,227	25,372	236,296
3	Australia	2,559,743,366	11,506	222,470
4	Taiwan	623,878,656	2,680	232,791
5	Namibia	359,076,124	1,790	200,601
6	New Zealand	338,638,887	1,518	223,082
7	France	199,584,603	907	220,049
8	Zimbabwe	178,653,577	861	207,495
9	Botswana	144,118,316	691	208,565
10	Zambia	61,983,691	219	283,031
11	Swaziland	45,218,117	333	135,790
12	Hong Kong	27,234,835	119	228,864
13	Lesotho	26,049,405	145	179,651
14	Malawi	21,789,970	98	222,347
15	Singapore	16,113,543	72	223,799
16	Mozambique	15,749,818	79	199,365
17	Kenya	13,153,450	46	285,945
18	Sri Lanka	5,357,450	13	412,112
19	Tanzania	5,265,177	21	250,723
20	Rwanda	3,787,505	22	172,159
Total		52,585,516,104	249,312	210,923



Ordered by AUP (Lowest to Highest)

Rank	Country of Destination	Value	Volume	Rank (Value)	AUP
1	Swaziland	45,218,117	333	11	135,790
2	Rwanda	3,787,505	22	20	172,159
3	Lesotho	26,049,405	145	13	179,651
4	Mozambique	15,749,818	79	16	199,365
5	Namibia	359,076,124	1,790	5	200,601
6	Germany	41,919,299,106	202,670	1	206,835
7	Zimbabwe	178,653,577	861	8	207,495
8	Botswana	144,118,316	691	9	208,565
9	France	199,584,603	907	7	220,049
10	Malawi	21,789,970	98	14	222,347
11	Australia	2,559,743,366	11,506	3	222,470
12	New Zealand	338,638,887	1,518	6	223,082
13	Singapore	16,113,543	72	15	223,799
14	Hong Kong	27,234,835	119	12	228,864
15	Taiwan	623,878,656	2,680	4	232,791
16	Japan	5,995,291,227	25,372	2	236,296
17	Tanzania	5,265,177	21	19	250,723
18	Zambia	61,983,691	219	10	283,031
19	Kenya	13,153,450	46	17	285,945
20	Sri Lanka	5,357,450	13	18	412,112
Total		52,585,516,104	249,312		210,923

Top Exporter 1

Country of Destination	Value	Volume	AUP
Germany	41,917,791,106	202,664	206,834
Japan	5,995,266,227	25,371	236,304
Australia	2,558,564,820	11,500	222,484
Taiwan	623,858,656	2,679	232,870
New Zealand	338,514,708	1,516	223,295
Namibia	240,795,688	1,004	239,836
France	194,377,287	906	214,544
Botswana	71,067,190	322	220,706
Hong Kong	27,084,835	118	229,533
Singapore	16,113,543	72	223,799
Rwanda	3,787,505	22	172,159
Mauritius	2,316,761	10	231,676
Zimbabwe	250,000	1	250,000
Brazil	157,370	1	157,370
Swaziland	121,390	1	121,390
Total	51,990,067,086	246,187	211,181



Top Exporter 1 is so dominant that they are practically a proxy for Exports on this tariff code.

Pricing Analysis

Average Unit Price (AUP) by Exporters

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

Ordered by Highest Value

Trader	Value	Volume	AUP
Top Exporter 1	51,990,067,086	246,187	211,181
Top Exporter 2	72,601,053	205	354,151
Top Exporter 3	41,765,115	278	150,234
Top Exporter 4	39,707,989	186	213,484
Top Exporter 5	20,731,297	134	154,711
Top Exporter 6	17,454,165	102	171,119
Top Exporter 7	17,351,275	139	124,829
Top Exporter 8	13,081,850	88	148,657
Top Exporter 9	11,611,159	56	207,342
Top Exporter 10	9,842,783	43	228,902
Top Exporter 11	8,205,872	53	154,828
Top Exporter 12	7,654,486	24	318,937
Top Exporter 13	7,636,891	39	195,818
Top Exporter 14	7,616,671	50	152,333
Top Exporter 15	7,576,350	60	126,273
Top Exporter 16	6,728,115	35	192,232
Top Exporter 17	6,075,244	22	276,147
Top Exporter 18	5,892,861	17	346,639
Top Exporter 19	5,502,096	23	239,222
Top Exporter 20	5,445,964	20	272,298



Ordered by AUP (Lowest to Highest)

Trader	Value	Volume	AUP
Top Exporter 7	17,351,275	139	124,829
Top Exporter 15	7,576,350	60	126,273
Top Exporter 8	13,081,850	88	148,657
Top Exporter 3	41,765,115	278	150,234
Top Exporter 14	7,616,671	50	152,333
Top Exporter 5	20,731,297	134	154,711
Top Exporter 11	8,205,872	53	154,828
Top Exporter 6	17,454,165	102	171,119
Top Exporter 16	6,728,115	35	192,232
Top Exporter 13	7,636,891	39	195,818
Top Exporter 9	11,611,159	56	207,342
Top Exporter 1	51,990,067,086	246,187	211,181
Top Exporter 4	39,707,989	186	213,484
Top Exporter 10	9,842,783	43	228,902
Top Exporter 19	5,502,096	23	239,222
Top Exporter 20	5,445,964	20	272,298
Top Exporter 17	6,075,244	22	276,147
Top Exporter 12	7,654,486	24	318,937
Top Exporter 18	5,892,861	17	346,639
Top Exporter 2	72,601,053	205	354,151

← Top Exporter 1

Pricing Analysis

Average Unit Price (AUP) by Ports of Entry

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports



Port of Exit	Value	Volume	AUP
Pretoria	42,686	2	21,343
Johannesburg	1,298,132	14	92,724
Germiston	303,046	2	151,523
Cape Town	5,306,906	28	189,532
Port Elizabeth	51,633,565,367	244,783	210,936
Durban	13,741,190	63	218,114
Total	51,654,257,327	244,892	210,927



Port of Exit	Value	Volume	AUP
Port Elizabeth	43,667,161	78	559,835
Johannesburg	13,325,404	20	666,270
Total	56,992,565	98	581,557



Port of Exit	Value	Volume	AUP
VRH	8,000	1	8,000
Mahamba	304,508	6	50,751
Jeppes Reef	447,324	7	63,903
Vioolsdrift	4,550,054	70	65,001
Ficksburg Bridge	576,432	7	82,347
Golela	3,783,208	40	94,580
Calendonspoort	121,739	1	121,739
Oshoek	40,286,120	283	142,354
Mananga	1,166,208	8	145,776
Skilpadshek	11,610,280	79	146,966
Ramatlabama	9,317,880	60	155,298
Maseru Bridge	25,343,234	136	186,347
Nakop	346,794,242	1,675	207,041
Beit Bridge	184,162,795	868	212,169
Kopfontein	155,321,564	731	212,478
Lebombo	16,554,308	69	239,918
Groblers Bridge	73,428,326	280	262,244
Total	873,776,222	4,321	202,216



R 202,216



R 210,927



R 581,557

Pricing Analysis

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

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Exports

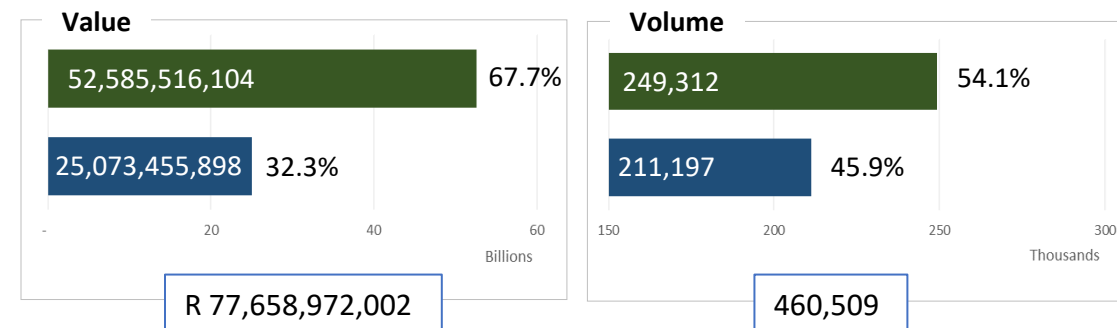
Country of Destination	Port of Exit	Mode of Transport	Value	Volume	-	Average Unit Price					Thousands
						100	200	300	400	500	
Germany	Port Elizabeth	Sea	41,875,306,799	202,592	206,698						
Japan	Port Elizabeth	Sea	5,994,653,083	25,369	236,298						
Australia	Port Elizabeth	Sea	2,558,564,820	11,500	222,484						
Taiwan	Port Elizabeth	Sea	622,498,946	2,673	232,884						
Namibia	Nakop	Road	343,654,858	1,654	207,772						
New Zealand	Port Elizabeth	Sea	338,514,708	1,516	223,295						
France	Port Elizabeth	Sea	194,377,287	906	214,544						
Zimbabwe	Beit Bridge	Road	162,795,342	763	213,362						
Botswana	Kopfontein	Road	134,025,060	637	210,400						
Zambia	Groblers Bridge	Road	48,588,091	160	303,676						
Germany	Port Elizabeth	Air	41,694,307	70	595,633						
Swaziland	Oshoek	Road	40,100,478	279	143,729						
Hong Kong	Port Elizabeth	Sea	27,084,835	118	229,533						
Lesotho	Maseru Bridge	Road	25,343,234	136	186,347						
Singapore	Port Elizabeth	Sea	16,113,543	72	223,799						
Mozambique	Lebombo	Road	14,011,236	60	233,521						
Namibia	Skilpadshek	Road	10,457,621	60	174,294						
Zimbabwe	Groblers Bridge	Road	10,375,344	56	185,274						
Malawi	Beit Bridge	Road	8,272,676	48	172,347						
Zambia	Beit Bridge	Road	6,731,482	26	258,903						
Botswana	Ramatlabama	Road	6,272,081	32	196,003						
Kenya	Johannesburg	Air	6,193,595	15	412,906						
Malawi	Groblers Bridge	Road	5,970,090	21	284,290						
Sri Lanka	Durban	Sea	5,357,450	13	412,112						

← Lowest

Combined Traders Overview

Tariff Code	8703.21.90
Period	Oct 2016 – Sep 2020
Trade Type	Combined

Trader	Top Exporter	Export Value	Top Importer	Import Value	Combined Total
Combined 1	Top Exporter 1	51,990,067,086	Top Importer 2	6,162,346,896	58,152,413,982
Combined 2	Top Exporter 3	41,765,115	Top Importer 1	6,508,190,053	6,549,955,168
Combined 3	Top Exporter 4	39,707,989	Top Importer 3	4,998,840,822	5,038,548,811
Combined 4	Top Exporter 6	17,454,165	Top Importer 4	3,184,437,696	3,201,891,861
Combined 5	Top Exporter 7	17,351,275	Top Importer 5	1,625,150,558	1,642,501,833
Combined 6	Top Exporter 9	11,611,159	Top Importer 6	544,002,113	555,613,272
Combined 7	Top Exporter 8	13,081,850	Top Importer 7	532,882,137	545,963,987
Combined 8	Top Exporter 15	7,576,350	Top Importer 8	457,592,771	465,169,121
Combined 9	Top Exporter 155	534,817	Top Importer 10	306,820,847	307,355,664
Combined 10	Top Exporter 44	2,540,408	Top Importer 11	177,394,978	179,935,386
Combined 11	Top Exporter 45	2,484,126	Top Importer 12	127,010,939	129,495,065
Combined 12	Top Exporter 93	1,160,706	Top Importer 13	85,753,426	86,914,132
Combined 13	Top Exporter 140	657,392	Top Importer 14	32,265,980	32,923,372
Combined 14	Top Exporter 5	20,731,297	Top Importer 16	1,273,231	22,004,528
Combined 15	Top Exporter 33	3,557,383	Top Importer 20	540,000	4,097,383
Combined 16	Top Exporter 30	3,868,311	Top Importer 32	138,888	4,007,199
Combined 17	Top Exporter 58	2,085,974	Top Importer 38	103,000	2,188,974
Combined 18	Top Exporter 68	1,879,195	Top Importer 54	51,960	1,931,155
Combined 19	Top Exporter 160	508,000	Top Importer 18	1,116,755	1,624,755
Combined 20	Top Exporter 112	946,133	Top Importer 56	45,769	991,902
Sub Total		52,179,568,731		24,745,958,819	76,925,527,550
% of Total		99.2%		98.7%	99.1%
Total		52,585,516,104		25,073,455,898	77,658,972,002



R 118,721	R 210,923	R 168,637
Imports AUP	Exports AUP	Combined AUP

Metric	Amount	Combined (Traders who Import and Export)
No. Importers	73	34
No. Exporters	459	



- Combined 1 dominates Total Value because of its high exports.
- Combined 2 to Combined 13's Value Totals are dominated by imports

Need Even More Insight?

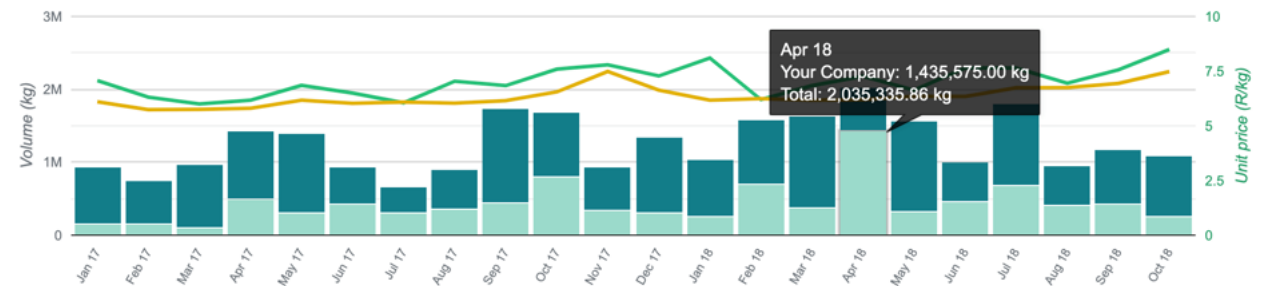
Overlay your own Trade Data

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