

Growthorn Industry and Market Analysis Report

In-depth Analysis of South African Import and Export Trade Activity



Growthorn Reporting Services

Industry	Chapter 73 Articles of Iron or Steel
Period	2019
Tariffs	7318.15.39

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2 Glossary

Abbreviation or Term Used	Meaning
Agent	Clearing & Forwarding Agent
CFA	Clearing & Forwarding Agent
Avg.	Average
Customer Share	This is the amount of business (as a %) that a Clearing Agent has as a percentage of a particular Trader's total business (for either import, export or both combined). Customer Share can also sometimes be referred to as the Customer's (Trader's) wallet share or share of wallet.
C of O or C o O	Country of Origin
HS	Harmonised System. The format in which tariff codes are formatted. In a 6-digit tariff code, the first two digits refer to the tariff book chapter, the second two digits refer to the tariff book heading and the last two digits refer to the tariff sub-heading.
M of T or M o T	Mode of Transport
Market Share	This is the % portion of the total market
P of E or P o E	Port of Entry Note: For Custom's abbreviation codes for ports of entry please refer to the Annexure Section at the end of the Report for the full list.
Quintile	The Total amount is divided into 5 equal parts (5 equal portions of 20%). The first quintile refers to the highest most 20%, the second quintile refers to the next 20% and so on.
Trades	Refers to each import or export transaction
Traders	Refers to the importer or exporter of goods





2.1 Colour Coding

The following colour codes are used to reference imports, exports or a combined view of exports and imports in the charts and tables in this Report:

	Imports
	Exports
	Imports & Exports Combined

2.2 Reporting Options

Growthorn Reporting Services offer a range of deep, comprehensive and insightful trade data reports that cover the full spectrum of import and export trade in South Africa. An overview of these reports is represented below.

	<p>All Tariff Overview Report</p>	<p>These Reports give a full overview of the South African market for imports, exports and a combined view of them.</p> <p>Some of the topics covered include:</p> <ul style="list-style-type: none"> • Customer share • Market share • Competitive Landscape • Market Movers • Trade Routes • Opportunities, Threats and Risks
	<p>Overlaid Report</p>	<p>These Reports are the same as the above reports, except that they now include your own trade data overlaid into the reports.</p> <p>This gives you great insight into how you are stacking up against other players in your market as well as benchmarking your performance against the industry's best!</p>
	<p>Tariff Specific or Tariff Cluster Specific Report</p>	<p>If you require detailed insight with regards a specific tariff or a grouping of tariffs, then these Reports will be better suited to your requirements.</p> <p>This may apply to tariffs you are already involved in, or may be looking to get involved in. Where applicable the Overlaid option is also available to subscribers.</p>
	<p>Customised Reports</p>	<p>If the above Reports still do not fulfil your requirements, then please contact Growthorn to see whether we can source the detail and information for you.</p> <p>If these Reports are to form part of a management pack or business plan, we will make every effort to make sure they are formatted to fit in seamlessly!</p>

3 Tariff Profile

3.1 Description

This Report is a Tariff Specific Report and provides trade insight to the NS Tariff Code 7318.15.39. A full description of this tariff and it's parent chapter are described in the table below.

Item	Description
Tariff Orientation	
Chapter 73	Articles of Iron or Steel
73.18	Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter-pins, washers (including spring washers) and similar articles of iron or steel:
7318.1	Threaded articles:
7318.15	Other screws and bolts, whether or not with their nuts or washers:
Focus of this Report	
7318.15.39	Other screws, fully threaded with hexagon heads (excluding those of stainless steel)

3.2 Regulatory Overview

3.2.1 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.

3.2.2 Safeguard Duties

The safeguard duty extension from 3 years to 10 years will have a material impact on the trade activity of this tariff.

3.2.3 Bound Rate

There is currently no bound rate identified for this tariff.

3.3 Scope of this Report

This Report only focuses on the import trade data for tariff code 7318.15.39.

The Report looks at the full import trade for 2019 and goes as far back as 2015 when analysing historic trends and changes in import trade activity.

Should you require more detail into this tariff or require insight into other tariffs within the South African Iron and Steel Industry please contact Growthorn for further information and guidance on how to access these Reports.

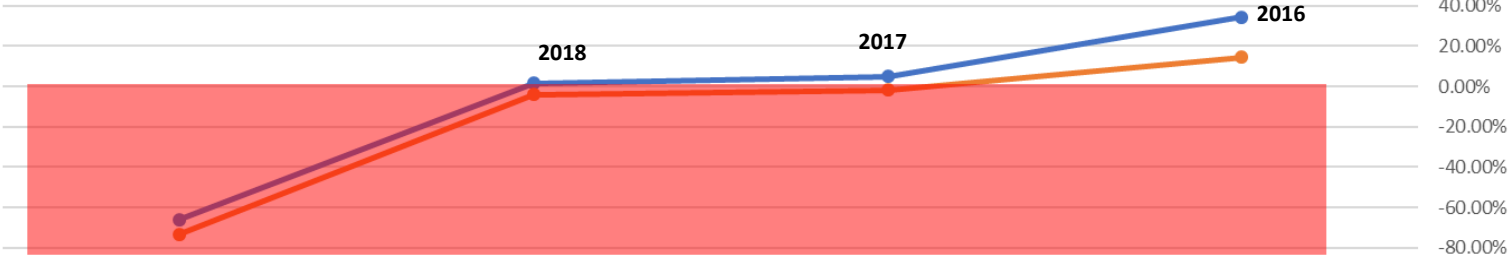
Industry:	Chapter 73 Articles of Iron or Steel
Period:	2019
Specific Tariff:	7318.15.39

4 Tariff Dashboard

4.1 2019 Trade Activity Summary

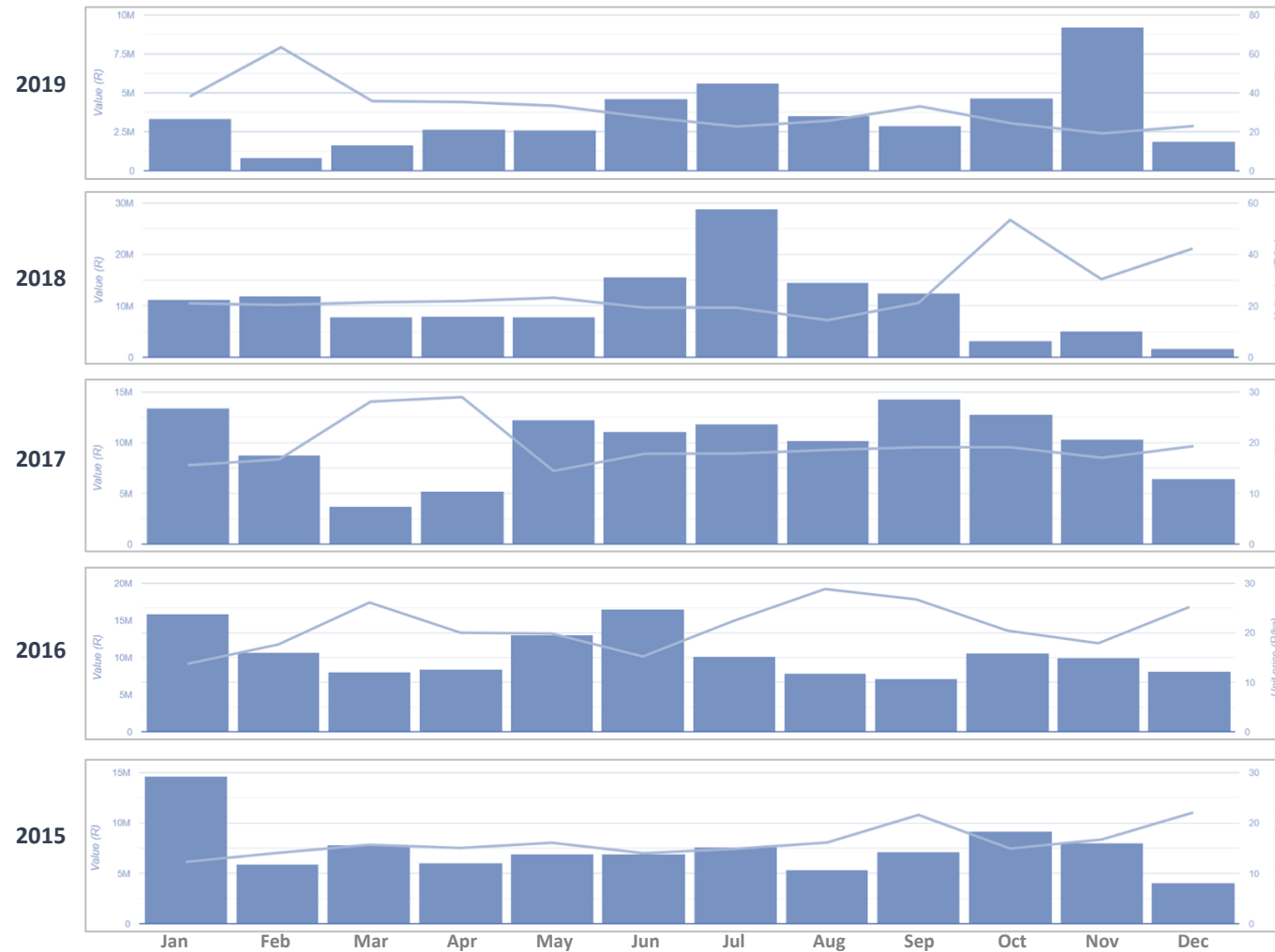
Key Data Indicators for the Period		Top 3 Countries of Origin			Avg. Unit Cost / Kg		Clearing & Forwarding Agents (CFAs)	
Description	Value	Country	Value	% Overall	Description	Value	Description	Value
Total No. of Countries of Origin	43	Thailand	R11,739,674	27.00%	Highest	3,171.67	Top 5 CFAs (of Total)	65.62%
Total No. of Trades	7,656	Taiwan	R5,434,181	12.50%	Lowest	7.45	Top 20 CFAs (of Total)	93.13%
Total Value (Rs)	R43,479,718	India	R4,552,402	10.47%	Median	255.58	Most No. of Trades by CFA	509
Total Volume (Kgs)	1,691,784	Vietnam	R4,299,571	9.89%	Mode of Transport		Highest Traded by a CFA	R13,348,659
No. of Unique Clearing & Forwarding Agents	210	USA	R3,446,611	7.93%	Description	Value	Most No. of Traders / CFA	33
No. of Unique Traders (Importers)	920		R29,472,439	67.78%	Sea	99.53%	No. of Traders that CFA	3

4.2 Trade Activity for the Last 5 Years

Last 5 Years	2019				2018				2017				2016				2015												
	Total	% Growth (on Prior Year)			Total	% Growth (on Prior Year)			Total	% Growth (on Prior Year)			Total	% Growth (on Prior Year)			Total												
Overall Value (Rs)	R43,479,718	↓	-66.14%		R128,407,103	↖	1.52%		R126,484,715	↖	4.91%		R120,562,115	↑	34.42%		R89,687,718												
Overall Volume (Kgs)	1,691,784	↓	-73.35%		6,348,964	↓	-4.21%		6,628,124	↓	-1.82%		6,751,206	↑	14.46%		5,898,285												
Difference between Highest point and Lowest point (Value). 2018 (Highest) R128,407,103 -66.14% 2019 (Lowest) R43,479,718		 <table><caption>% Growth (on Prior Year) for Overall Value (Rs)</caption><thead><tr><th>Year</th><th>% Growth (on Prior Year)</th></tr></thead><tbody><tr><td>2015</td><td>34.42%</td></tr><tr><td>2016</td><td>14.46%</td></tr><tr><td>2017</td><td>-1.82%</td></tr><tr><td>2018</td><td>1.52%</td></tr><tr><td>2019</td><td>-66.14%</td></tr></tbody></table>																Year	% Growth (on Prior Year)	2015	34.42%	2016	14.46%	2017	-1.82%	2018	1.52%	2019	-66.14%
Year	% Growth (on Prior Year)																												
2015	34.42%																												
2016	14.46%																												
2017	-1.82%																												
2018	1.52%																												
2019	-66.14%																												

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5 Tariff Activity Profile (Value Traded)



Comments:

- There does not appear to be any seasonal trends in the import trade data.
- Volumes appear to be higher during the middle of the year, but this is a weak pattern.
- There appears to be little evidence to suggest that the timing or planning of imports is taking place i.e. the annual spread of volume is consistent.

6 Country of Origin Analysis

6.1 Average Unit Price Rankings for 2019

The table below shows the average unit price for all countries of origin for this tariff in 2019.

Rank	Country of Origin	Avg. Unit Price
1	Namibia	7.45
2	Portugal	10.00
3	Turkey	16.70
4	Vietnam	17.07
5	Thailand	18.51
6	Indonesia	19.02
7	India	19.99
8	Croatia	21.53
9	Taiwan (China)	25.61
10	China	28.91
11	Brazil	32.79
12	Poland	68.33
13	Belarus	83.75
14	Ireland	133.87
15	Slovakia	163.84
16	Sweden	167.35
17	Finland	204.65
18	Germany	219.53
19	Serbia	223.33
20	Canada	240.96
21	UK	255.58
22	Philippines	283.65
23	Mexico	296.82
24	Bosnia	314.90
25	Luxembourg	323.05
26	Austria	323.07
27	Spain	329.51
28	Italy	330.47
29	Netherlands	333.67
30	Czech Republic	333.77
31	Japan	347.10
32	Malaysia	386.89
33	South Korea	397.36
34	USA	416.67
35	Denmark	430.76
36	France	447.88
37	Slovenia	466.99
38	Tunisia	533.33
39	Switzerland	564.19
40	Norway	1,257.89
41	Belgium	1,588.57
42	Singapore	3,171.67

500.00 1,000.00 1,500.00 2,000.00 2,500.00 3,000.00 3,500.00























Please Note:

- The Average Unit Price is calculated per trade or transaction, and not by Total Value divided by Total Volume per Country.
- While all Countries of Origin are referring to the same tariff code there is no assurance that the actual goods shipped are the same, and therefore comparisons between countries may not be on a like for like basis.

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6.2 Breakdown of Top 20 Countries of Origin

Rank (Value)	Country of Origin	Value (Rands)	% of Overall	No. of Trades	% of Overall	Avg. Price	Avg. Price Rank Overall (by Cheapest)	Volume (Kgs)	% of Overall	Histogram based on Value
1	Thailand	R11,739,674	27.00%	647	8.45%	18.51	5	634,142.02	37.48%	
2	Taiwan (China)	R5,434,181	12.50%	554	7.24%	25.61	9	212,197.13	12.54%	
3	India	R4,552,402	10.47%	1,188	15.52%	19.99	7	227,769.83	13.46%	
4	Vietnam	R4,299,571	9.89%	64	0.84%	17.07	4	251,881.33	14.89%	
5	USA	R3,446,611	7.93%	1,090	14.24%	416.67	35	8,271.75	0.49%	
6	Germany	R2,847,130	6.55%	1,181	15.43%	219.53	19	12,969.08	0.77%	
7	Croatia	R2,252,788	5.18%	129	1.68%	21.53	8	104,627.42	6.18%	
8	Turkey	R1,828,982	4.21%	280	3.66%	16.70	3	109,516.24	6.47%	
9	Italy	R1,551,973	3.57%	708	9.25%	330.47	29	3,110.18	0.18%	
10	Indonesia	R1,211,695	2.79%	139	1.82%	19.02	6	63,690.56	3.76%	
11	China	R1,209,603	2.78%	331	4.32%	28.91	11	41,835.80	2.47%	
12	Japan	R1,079,558	2.48%	120	1.57%	347.10	32	3,110.18	0.18%	
13	Czech Republic	R722,108	1.66%	136	1.78%	333.77	31	2,163.47	0.13%	
14	UK	R318,583	0.73%	148	1.93%	255.58	22	1,246.50	0.07%	
15	Brazil	R291,237	0.67%	93	1.21%	32.79	12	8,882.54	0.53%	
16	Poland	R195,915	0.45%	146	1.91%	68.33	13	2,867.02	0.17%	
17	South Korea	R79,034	0.18%	79	1.03%	397.36	34	198.90	0.01%	
18	Netherlands	R69,137	0.16%	47	0.61%	333.67	30	207.20	0.01%	
19	Mexico	R68,467	0.16%	13	0.17%	296.82	24	230.67	0.01%	
20	Austria	R59,735	0.14%	53	0.69%	323.07	27	39.46	0.00%	
Top 20 Total		R43,258,384	99.49%	7,146	93.34%			1,688,957.28	99.83%	
Overall Total		R43,479,718		7,656				1,691,784.05		

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6.3 Change in the Countries of Origin Landscape (Last 5 Years)

2019				2018	2017	2016	2015		
City of Origin	Value (Rands)	% of Market	Rank (Value)	Rank (Value)	Rank (Value)	Rank (Value)	Rank (Value)	City of Origin	% of Market
Thailand	R11,739,674	27.14%	1				1	China	66.45%
Taiwan (China)	R5,434,181	12.56%	2				2	Germany	12.08%
India	R4,552,402	10.52%	3				3	USA	6.14%
Vietnam	R4,299,571	9.94%	4				4	Italy	3.73%
USA	R3,446,611	7.97%	5				5	Indonesia	3.34%
Germany	R2,847,130	6.58%	6				6	India	1.39%
Croatia	R2,252,788	5.21%	7				7	Taiwan	1.21%
Turkey	R1,828,982	4.23%	8				8		
Italy	R1,551,973	3.59%	9				9		
Indonesia	R1,211,695	2.80%	10				10		
China	R1,209,603	2.80%	11				11		
Japan	R1,079,558	2.50%	12				12		
		95.83%	↓				↓		94.34%
			16				16	Japan	0.28%
			17				17		
			18				18		
			19				19		
			20				20		
			21				21		
			22				22	Turkey	0.12%
			23				23	Vietnam	0.10%
			↓				↓		
Malaysia	R11,216	0.03%	27				27	Thailand	0.06%
			28				28		0.04%
			29				29	Malaysia	
			30				30		
			31				31		
			↓				↓		
			50 >				50 >	Croatia	0.00%




Legend		
High Climber		● — ●
Climber		● — ●
Stable		● — ●
Faller		● — ●
High Faller		● — ●

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6.4 Average Unit Price and Trade Value Relationship

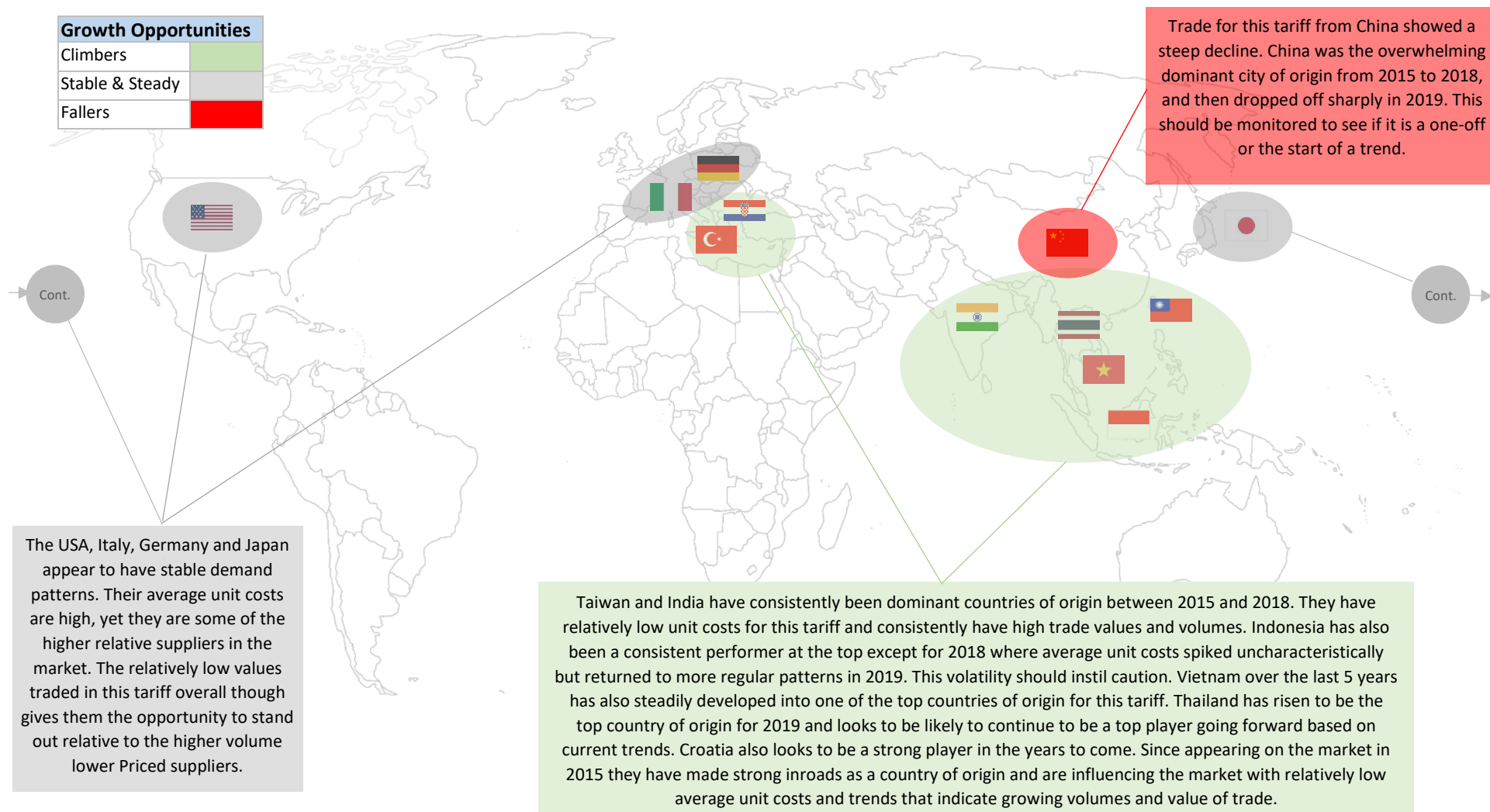
Ordered by Top 12 Countries of Origin (by 2019 Value)	2019			2018			2017			2016			2015			Average Unit Price Trend 2015 to 2019"	Unit Price and Trade Value Relationship
	Avg. Unit Price	Unit Price Rank	Value Rank	Avg. Unit Price	Unit Price Rank	Value Rank	Avg. Unit Price	Unit Price Rank	Value Rank	Avg. Unit Price	Unit Price Rank	Value Rank	Avg. Unit Price	Unit Price Rank	Value Rank		
Thailand	18.51	5	1	29.03	7	17	20.71	8	12	190.37	29	23	313.2	33	27		
Taiwan	25.61	9	2	41.07	10	4	86.98	15	5	54.41	11	5	39.23	8	7		
India	19.99	7	3	35.07	8	9	26.40	10	8	25.46	8	8	25.07	3	6		
Vietnam	17.07	4	4	15.49	2	17	17.11	5	10	25.24	7	18	330.12	35	23		
USA	416.67	34	5	173.35	28	5	190.10	23	4	255.06	35	3	426.22	38	3		
Germany	219.53	18	6	265.31	35	6	285.92	30	3	30.34	10	2	25.96	5	2		
Croatia	21.53	8	7	19.63	4	3	18.50	7	7								
Turkey	16.7	3	8	124.97	19	22	198.00	25	20	106.15	19	21	77.26	14	22		
Italy	330.47	28	9	377.88	41	7	389.59	38	6	141.32	21	4	54.49	9	4		
Indonesia	19.02	6	10	131.76	21	50	13.70	4	31	14.88	3	6	11.75	1	5		
China	28.91	10	11	15.74	3	1	12.89	3	1	13.05	2	1	11.84	2	1		
Japan	347.1	31	12	479.38	47	10	273.36	29	11	1209.09	53	9	526.39	44	16		

Relationship Legend

Strong Relationship	
Moderate	
Weak or Unrelated	

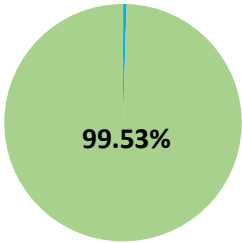




Industry:	Chapter 73 Articles of Iron or Steel
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6.5 Countries of Origin Opportunities



Industry:	Chapter 73 Articles of Iron or Steel
Period:	2019
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7 Modes of Transport Analysis

Mode of Transport	Customs Office	No. of Trades	% of Total	Value (Rands)	% of Total	Avg. Unit Price	Volume (Kgs)	% of Total	<p>Sea Transport dominates as the Mode of Transport almost exclusively</p> 
Road	Total	6	0.08%	R6,898	0.02%	R135.74	298.92	0.02%	
	Nakop	3	0.04%	R5,225	0.01%	R259.96	16.00	0.00%	
	Kopfontein	1	0.01%	R1,005	0.00%	R4.95	203.00	0.01%	
	Vioolsdrift	1	0.01%	R559	0.00%	R7.45	75.00	0.00%	
	Skilpadshek	1	0.01%	R109	0.00%	R22.15	4.92	0.00%	
Air	Total	1,895	24.75%	R2,525,272	5.81%	R855.03	7,720.55	0.46%	
	Joburg	1,782	23.28%	R2,520,909	5.80%	R883.66	7,514.54	0.44%	
	Durban	53	0.69%	R3,077	0.01%	R346.39	52.13	0.00%	
	Cape Town	60	0.78%	R1,286	0.00%	R453.64	153.88	0.01%	
Sea	Total	5,755	75.17%	R40,947,548	94.18%	R272.49	1,683,764.58	99.53%	Histogram for Sea
	Joburg	1,181	15.43%	R20,337,454	46.77%	R51.63	1,089,705.17	64.41%	
	Durban	3,610	47.15%	R17,843,622	41.04%	R323.83	574,791.11	33.98%	
	PE	860	11.23%	R2,634,490	6.06%	R373.28	17,282.32	1.02%	
	Cape Town	57	0.74%	R117,233	0.27%	R208.80	1,614.79	0.10%	
	Pretoria	46	0.60%	R14,474	0.03%	R105.38	370.49	0.02%	
	East London	1	0.01%	R275	0.00%	R392.86	0.70	0.00%	
		<u>7,656</u>		<u>R43,479,718</u>			<u>1,691,784.05</u>		

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8 Analysis of Top 20 Clearing Agents (Trading Density)

Rank (Value)	No. of Trades	% of Total	Value (Rands)	% of Total	No. of Traders	No. of Countries of Origin	Top 3 Countries of Origin per Clearing Agent								
							Largest			2nd Largest			3rd Largest		
							Country	No. of Trades	Value	Country	No. of Trades	Value	Country	No. of Trades	Value
1	1,092	14.26%	R13,348,659	30.70%	3	8	Thailand	422	R5,110,041	Taiwan	208	R2,873,163	Croatia	127	R2,246,114
2	1,305	17.05%	R5,507,717	12.67%	20	21	Thailand	55	R2,350,489	Vietnam	2	R1,977,346	Czech Rep.	82	R361,144
3	1,482	19.36%	R4,520,050	10.40%	33	30	USA	509	R1,815,834	India	204	R1,007,092	Japan	46	R531,002
4	99	1.29%	R2,581,581	5.94%	1	4	Vietnam	36	R1,267,847	India	58	R1,258,415	Taiwan	4	R30,463
5	1,020	13.32%	R2,572,459	5.92%	27	26	USA	395	R1,128,664	India	101	R436,892	Taiwan	82	R261,136
6	697	9.10%	R2,536,345	5.83%	1	14	Germany	387	R1,791,618	Italy	149	R309,404	Czech Rep.	33	R282,810
7	196	2.56%	R2,450,633	5.64%	4	5	Thailand	152	R2,057,713	Indonesia	36	R360,892	China	3	R30,174
8	4	0.05%	R1,506,156	3.46%	2	1	Taiwan	4	R1,506,156						
9	7	0.09%	R1,475,026	3.39%	1	1	India	7	R1,475,026						
10	4	0.05%	R733,466	1.69%	2	2	Singapore	1	R733,188	China	3	R278			
11	135	1.76%	R592,251	1.36%	0	10	Japan	10	R376,590	USA	86	R137,230	India	14	R34,370
12	191	2.49%	R549,961	1.26%	0	11	Italy	38	R315,138	Germany	76	R181,655	Poland	39	R27,713
13	37	0.48%	R502,815	1.16%	2	3	Thailand	1	R319,348	USA	35	R183,459	India	1	R8
14	24	0.31%	R495,603	1.14%	2	3	Taiwan	14	R338,057	Poland	9	R144,365	Germany	1	R13,181
15	143	1.87%	R356,687	0.82%	6	9	China	118	R214,047	Germany	4	R64,007	USA	6	R39,638
16	43	0.56%	R244,266	0.56%	1	9	Taiwan	14	R83,843	China	8	R82,296	USA	10	R35,222
17	4	0.05%	R183,444	0.42%	0	1	India	4	R183,444						
18	532	6.95%	R135,086	0.31%	13	21	Germany	117	R85,473	Taiwan	43	R15,442	Czech Rep.	9	R11,300
19	8	0.10%	R113,736	0.26%	3	4	UK	4	R59,114	USA	1	R38,935	China	2	R10,933
20	80	1.04%	R85,257	0.20%	8	13	Taiwan	19	R62,090	Germany	22	R15,818	UK	15	R2,341

7,103 **92.78%** **R40,491,198** **93.13%**
7,656 **R43,479,718**

9 Annexures

9.1 Growthorn Contact Details

Item	Details
Head Office Address	Lower Ground Floor Building 4 Manhattan Office Park, Pieter Street Highveld Technopark Centurion
Website	www.Growthorn.com
Sales	sales@Growthorn.com
Support	support@Growthorn.com

9.2 List of Ports of Entry and Abbreviation Codes

Abbreviation	Description
BBR	Beit Bridge
BFN	Bloemfontein
CLP	Calendonspoort
CTN	Cape Town
DBN	Durban
DFM	Cape Town International Airport
ELN	East London
FBB	Ficksburg Bridge
GMR	Germiston
GOL	Golela
GRB	Groblers Bridge
HFV	Port Elizabeth Airport
JHB	Johannesburg
JPR	Jeppes Reef
JSA	Johannesburg International Airport JSA
KBY	Kimberley
KFN	Kopfontein
KOM	Lebombo
LBA	Durban International Airport
MAF	Mmabatho
MAH	Mahamba
MAN	Mananga
MOS	Mossel Bay
MSB	Maseru Bridge
NAR	Nakop
NRS	Nerston
OSH	Oshoek
ODU	Oudtshoorn
PEX	Port Elizabeth
PMB	Pietermaritzburg
PRL	Paarl
PTA	Pretoria
QAC	Qacha's Nek
RAM	Ramatlabama
RBS	Robertson
RIC	Richards Bay
SKH	Skilpadshek
STE	Stellenbosch
UPT	Upington
VLD	Vioolsdrift
VRE	Vredendal
VRH	Van Rooyenhek
WOR	Worcester