



Sample Report

Company Analysis Report South African Imports and Exports

January to December 2021



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Content

Acme Logistics Company Analysis Report

- Introduction
- Trade Summary
- Client Analysis
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- Ports and Modes of Transport
- Market Share Analysis



Introduction

Scope of Analysis

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Tariff Codes
Only the Top 5 Tariff Codes have been analysed

Trade Routes
All trade routes have been included in this analysis

Modes of Transport
All modes of transport have been included in this analysis

Clients
All Clients are included in the analysis, although more detailed reports only look at the Top 20 (referred to as 'Top Traders')

Period of Review		
Year	2021	
Type of Report	Company Analysis	
	Annual Analysis	
Period of Review	January - December	

Type of Trade	
 	<p>This analysis looks at Imports and Exports. When Imports and Exports are added together they are referred to as 'Combined'</p>

Measurement Legend	
Value	Rands (R)
Volume	Units (U)
Average Unit Price (AUP)	Rands / U (R/U)
Clients	'Top Traders'
Imports (I)	
Exports (E)	
Combined (I and E)	

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

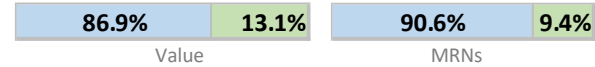
What is an MRN?
 A Movement Reference Number (MRN) represents a clearance through customs.

Trade Summary

Value and MRNs

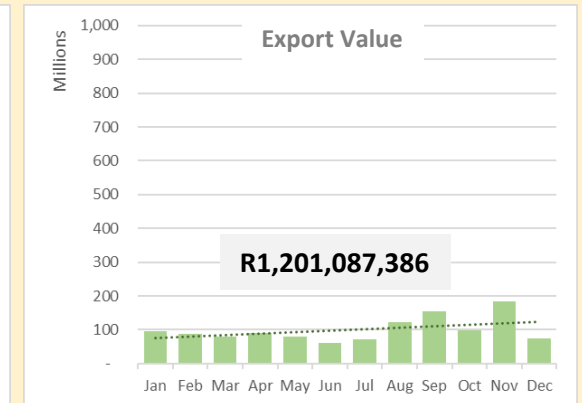
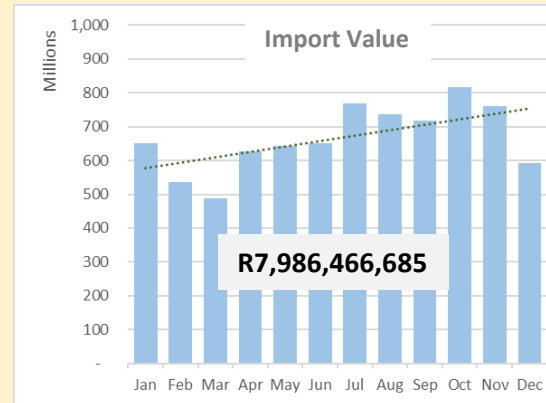
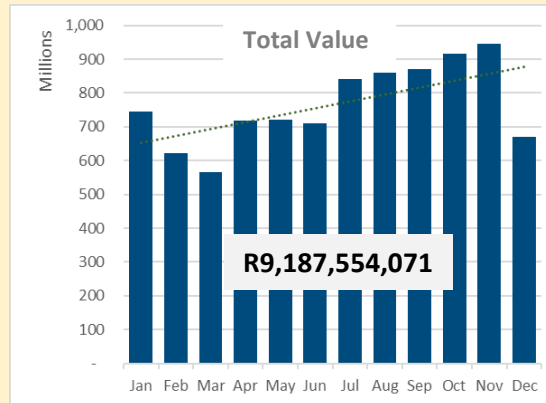
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Imports vs Exports

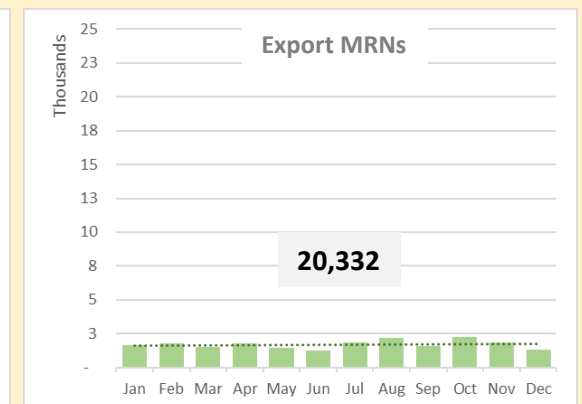
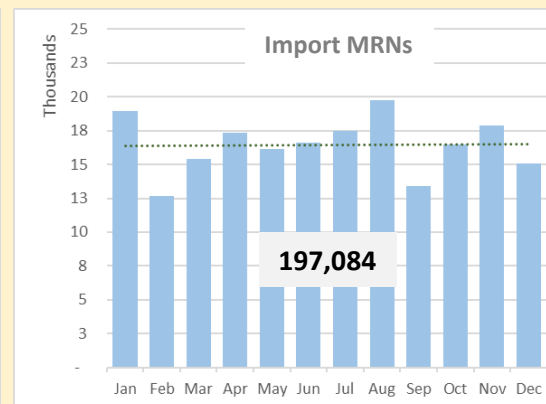
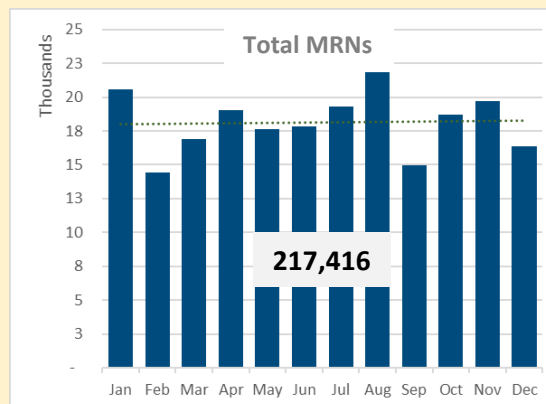


 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Value			
Period	Total Value	Imports	Exports
Jan	746,212,729	650,654,362	95,558,367
Feb	622,679,545	535,451,170	87,228,375
Mar	565,629,492	486,800,393	78,829,099
Apr	717,019,238	626,637,128	90,382,110
May	722,229,392	641,944,038	80,285,354
Jun	711,110,850	650,224,308	60,886,542
Jul	840,291,554	767,433,732	72,857,822
Aug	860,149,049	736,572,874	123,576,175
Sep	871,584,883	717,994,489	153,590,394
Oct	916,784,373	817,930,727	98,853,646
Nov	944,989,323	761,335,315	183,654,008
Dec	668,873,643	593,488,149	75,385,494
Grand Total	9,187,554,071	7,986,466,685	1,201,087,386
Average	765,629,506	665,538,890	100,090,616




Number of MRNs			
Period	Total Value	Imports	Exports
Jan	20,574	18,940	1,634
Feb	14,435	12,662	1,773
Mar	16,924	15,413	1,511
Apr	19,069	17,323	1,746
May	17,621	16,159	1,462
Jun	17,842	16,620	1,222
Jul	19,329	17,478	1,851
Aug	21,871	19,727	2,144
Sep	14,976	13,370	1,606
Oct	18,718	16,483	2,235
Nov	19,688	17,857	1,831
Dec	16,369	15,052	1,317
Grand Total	217,416	197,084	20,332
Average	18,118	16,424	1,694



Client Analysis

Traders (Total Value)

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Traders	January	February	March	April	May	June	July	August	September	October	November	December	Grand Total	% of Total
Top Trader 1	72,132,046	60,147,851	37,310,372	101,657,886	97,807,418	100,466,874	113,229,766	87,629,170	124,512,405	129,973,405	115,251,850	59,187,305	1,099,306,348	12.0%
Top Trader 2	46,505,582	40,108,159	52,503,901	48,041,588	73,100,412	71,449,111	62,665,443	108,083,621	70,189,157	79,310,399	66,803,437	30,377,174	749,137,984	8.2%
Top Trader 3	54,145,344	35,364,342	26,938,322	9,339,835	18,598,539	52,255,916	65,969,746	59,281,148	50,721,035	47,057,928	25,786,860	14,854,445	460,313,460	5.0%
Top Trader 4	28,326,433	9,718,250	13,993,961	23,027,747	63,669,844	20,125,414	82,547,706	50,415,216	3,144,858	20,173,957	31,722,516	34,807,591	381,673,493	4.2%
Top Trader 5	154,700		214,900	18,268,138	28,856,868	56,161,950	31,057,297	33,524,820	50,013,729	26,247,493	21,572,250	43,338,236	309,410,381	3.4%
Top Trader 6	27,086,589	14,382,726	29,498,165	16,683,406	25,519,275	18,109,172	13,476,451	38,270,730	24,911,528	33,792,661	36,208,187	24,004,563	301,943,453	3.3%
Top Trader 7	7,323,219	13,449,274	10,794,164	7,639,999	15,424,505	16,504,062	17,189,809	24,453,914	27,283,435	23,821,217	13,473,484	16,417,835	193,774,917	2.1%
Top Trader 8	22,639,686	14,240,213	18,734,142	25,314,756	18,570,265	17,223,149	2,591,159	14,129,228	11,271,621	19,371,778	28,552,191	521,539	193,159,727	2.1%
Top Trader 9	1,602,525	1,902,120	678,287	3,263,003		1,619,305	959,772	1,304,469	9,038,128	44,283,713	39,169,412	46,658,042	150,478,776	1.6%
Top Trader 10	13,002,954	13,275,994	6,191,000	17,321,425	19,099,432	18,810,294	17,048,165	5,885,187	5,747,888	8,412,632	6,165,418	14,220,709	145,181,098	1.6%
Top Trader 11	3,188,053	6,539,196	4,936,295	3,905,085	4,611,716	4,199,730	6,354,392	7,463,791	82,090,518	5,723,504	5,164,741	3,741,170	137,918,191	1.5%
Top Trader 12	16,629,993	12,970,066	2,998,994	7,602,604	9,656,412	8,196,324	8,534,322	11,742,964	10,546,254	17,027,357	18,397,112	11,682,495	135,984,897	1.5%
Top Trader 13	21,639,403	8,274,924	15,434,569	16,011,203	8,157,215	7,678,693	12,241,688	10,055,117	5,180,016	5,293,882	9,585,754	9,220,911	128,773,375	1.4%
Top Trader 14	6,433,192	11,062,947	9,426,645	11,952,883	861,865	7,852,902	12,074,263	18,834,776	11,127,533	12,984,781	5,269,517	5,763,443	113,644,747	1.2%
Top Trader 15	8,174,513	5,483,467	9,205,729	9,581,111	2,983,182	7,475,198	14,330,308	16,009,407	9,941,841	11,104,402	2,228,459	4,997,583	101,515,200	1.1%
Top Trader 16	10,015,489	7,807,829	6,293,887	14,829,905	4,247,879		9,541,633	2,173,843	13,076,398	9,895,603	8,090,929	13,105,037	99,078,432	1.1%
Top Trader 17	4,910,866	10,041,669	13,825,873	10,397,885	7,855,278	8,977,420	7,623,214	8,831,216	7,486,952	4,535,036	9,200,611	5,026,436	98,712,456	1.1%
Top Trader 18	5,101,656	9,139,288	16,669,138	4,023,129	13,699,619	4,991,303	9,275,253	9,211,937	6,394,894	6,051,964	4,751,837	3,028,323	92,338,341	1.0%
Top Trader 19	9,323,534	8,244,562	4,662,221	7,653,621	6,061,148	1,199,853	5,474,831	12,809,943	4,010,162	12,452,446	13,713,733	5,619,328	91,225,382	1.0%
Top Trader 20	7,810,202	19,277,925	9,739,559	28,939,108	11,609,032	5,679,319							83,055,145	0.9%
Top 20 Total	366,145,979	301,430,802	290,050,124	385,454,317	430,389,904	428,975,989	492,185,218	520,110,497	526,688,352	517,514,158	461,108,298	346,572,165	5,066,625,803	55.1%
Top 20 %	49.1%	48.4%	51.3%	53.8%	59.6%	60.3%	58.6%	60.5%	60.4%	56.4%	48.8%	51.8%	55.1%	
Grand Total	746,212,729	622,679,545	565,629,492	717,019,238	722,229,392	711,110,850	840,291,554	860,149,049	871,584,883	916,784,373	944,989,323	668,873,643	9,187,554,071	
No. Traders	290	280	295	304	298	279	301	319	320	334	308	300	854	

Client Analysis

Traders (Total Value)

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Value Band	No. Traders	% Total	No. MRNs	% Total	Value	% Total
< R100k	136	15.9%	776	0.4%	5,323,503	0.1%
R100k ≤ x < R250k	122	14.3%	1,872	0.9%	21,034,581	0.2%
R250k ≤ x < R500k	100	11.7%	2,963	1.4%	36,472,095	0.4%
R500k ≤ x < R1m	97	11.4%	4,011	1.8%	69,500,025	0.8%
R1m ≤ x < R2.5m	108	12.6%	10,119	4.7%	171,595,692	1.9%
R2.5m ≤ x < R5m	98	11.5%	13,650	6.3%	354,293,323	3.9%
R5m ≤ x < R10m	65	7.6%	13,647	6.3%	455,641,784	5.0%
R10m ≤ x < R20m	54	6.3%	16,244	7.5%	814,409,522	8.9%
R20m ≤ x < R50m	37	4.3%	19,101	8.8%	1,165,946,156	12.7%
R50m ≤ x < R100m	22	2.6%	34,790	16.0%	1,491,121,343	16.2%
R100m ≤ x < R250m	9	1.1%	49,668	22.8%	1,300,430,928	14.2%
R250m ≤ x < R500m	4	0.5%	43,563	20.0%	1,453,340,787	15.8%
R500m ≤ x < R1b	1	0.1%	5,006	2.3%	749,137,984	8.2%
> R1b	1	0.1%	2,006	0.9%	1,099,306,348	12.0%
Total	854	100%	217,416	100%	9,187,554,071	100%

What are Value Bands?

They refer to the total value (imports and exports) for each of your clients over the full year period. For example, you had 65 clients that traded between R5m and R10m during the course of 2021. These 65 clients represent 5.0% of the total value of goods traded.

MRN Band	No. Traders	% Total	No. MRNs	% Total	Value	% Total
Single	112	13.1%	112	0.1%	66,275,357	0.7%
2	67	7.8%	134	0.1%	70,923,210	0.8%
3 - 5	103	12.1%	389	0.2%	152,204,499	1.7%
6 - 10	93	10.9%	720	0.3%	80,959,051	0.9%
11 - 20	87	10.2%	1,255	0.6%	223,180,314	2.4%
21 - 40	90	10.5%	2,547	1.2%	432,676,842	4.7%
41 - 100	112	13.1%	7,262	3.3%	772,227,171	8.4%
101 - 200	67	7.8%	9,405	4.3%	492,966,868	5.4%
201 - 500	61	7.1%	19,662	9.0%	1,272,769,575	13.9%
501 - 1,000	25	2.9%	17,156	7.9%	596,675,387	6.5%
1,001 - 5,000	30	3.5%	64,238	29.5%	3,170,988,973	34.5%
5,001 - 7,000	5	0.6%	28,638	13.2%	1,336,115,140	14.5%
7,000 +	1	0.1%	31,460	14.5%	137,918,191	1.5%
7,000 +	1	0.1%	34,438	15.8%	381,673,493	4.2%
Total	854	100%	217,416	100%	9,187,554,071	100%

What are MRN Bands?

They refer to the total number of clearances your client's had through customs (imports and exports combined) over the full year period. For example, you had 112 clients that traded between 41 and 100 customs clearances during the course of 2021. These 112 clients accounted for 8.4% of the total value of goods traded.

Client Analysis

Summary

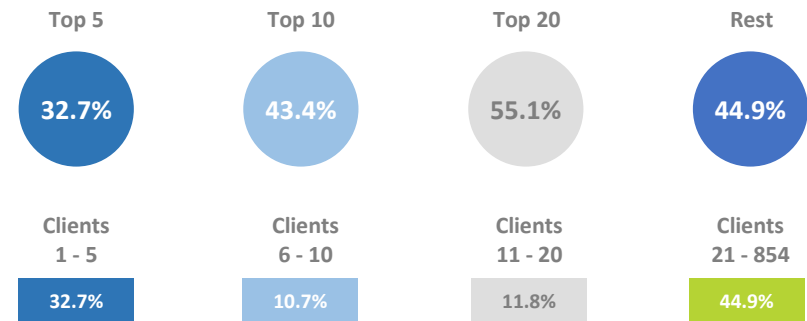
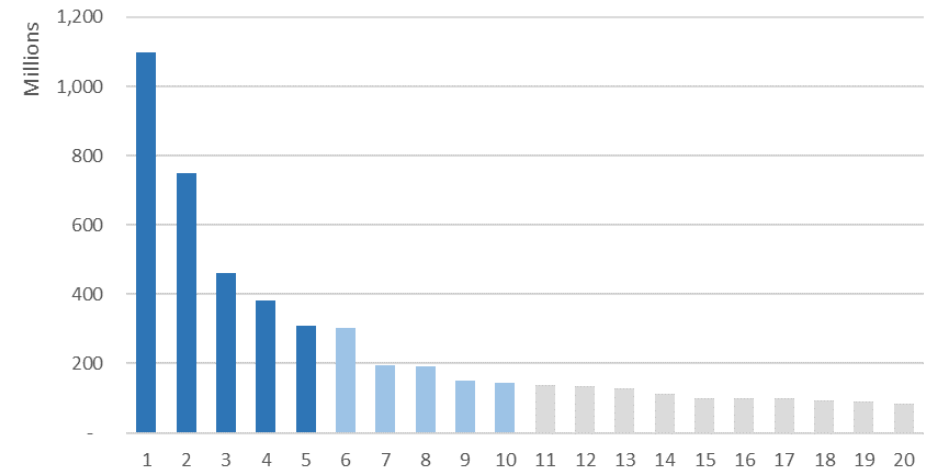
 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Top 10 Tariff Categories for Imports and Exports

Rank	Tariff Chapter	Type of Goods	Value	% of Total
1	Chapter 30	Pharmaceuticals	1,605,279,804	20.1%
2	Chapter 87	Vehicles	1,086,159,469	13.6%
3	Chapter 40	Rubber	814,619,602	10.2%
4	Chapter 72	Iron & Steel	614,957,935	7.7%
5	Chapter 9	Coffee, Tea & Spices	391,336,868	4.9%
6	Chapter 22	Beverages & Spirits	263,553,401	3.3%
7	Chapter 39	Plastics	231,607,534	2.9%
8	Chapter 64	Footwear	143,756,400	1.8%
9	chapter 69	Ceramic Products	71,878,200	0.9%
10	Chapter 29	Organic Chemicals	63,891,733	0.8%
Other			2,699,425,740	33.8%
Total			7,986,466,685	100.0%


Rank	Tariff Chapter	Type of Goods	Value	% of Total
1	Chapter 31	Fertilizers	231,809,865	19.3%
2	Chapter 72	Iron & Steel	211,391,380	17.6%
3	Chapter 87	Vehicles	132,119,612	11.0%
4	Chapter 22	Beverages & Spirits	116,505,476	9.7%
5	Chapter 10	Cereals	50,445,670	4.2%
6	Chapter 12	Oil Seeds and Fruits	37,233,709	3.1%
7	Chapter 26	Ores, Slag & Ash	24,021,748	2.0%
8	Chapter 94	Furniture & Bedding	21,619,573	1.8%
9	Chapter 29	Organic Chemicals	19,217,398	1.6%
10	Chapter 30	Pharmaceuticals	14,413,049	1.2%
Other			342,309,905	28.5%
Total			1,201,087,386	100.0%

Top 20 Clients



Country Analysis

Countries Traded With

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Rank	Countries Combined	Value	% of Total
1	China	1,840,392,531	20.0%
2	USA	1,070,338,446	11.6%
3	Italy	713,431,408	7.8%
4	India	707,367,200	7.7%
5	France	513,196,292	5.6%
6	Germany	485,565,381	5.3%
7	Vietnam	457,721,032	5.0%
8	Spain	416,824,070	4.5%
9	Indonesia	297,843,407	3.2%
10	Brazil	215,142,932	2.3%
11	Japan	191,598,724	2.1%
12	Thailand	158,679,140	1.7%
13	UK	152,852,133	1.7%
14	Romania	139,197,870	1.5%
15	Australia	120,115,354	1.3%
16	Finland	104,327,057	1.1%
17	Poland	94,307,595	1.0%
18	Turkey	92,913,143	1.0%
19	Malaysia	86,818,181	0.9%
20	Taiwan	81,100,566	0.9%
21	Mexico	64,694,476	0.7%
22	Canada	63,868,049	0.7%
23	UAE	61,848,527	0.7%
24	Portugal	52,707,367	0.6%
25	Netherlands	51,988,171	0.6%
Top 25 Total		8,234,839,052	89.6%
Rest (114 of 139)		952,715,019	
Grand Total		9,187,554,071	

Rank	Country of Origin	Value	% of Total
1	China	1,803,435,807	22.6%
2	USA	950,497,574	11.9%
3	India	684,312,717	8.6%
4	Italy	679,437,267	8.5%
5	France	502,976,278	6.3%
6	Vietnam	429,932,608	5.4%
7	Germany	411,239,909	5.1%
8	Spain	393,520,658	4.9%
9	Indonesia	297,398,670	3.7%
10	Brazil	198,109,323	2.5%
11	Japan	157,171,942	2.0%
12	Thailand	155,268,895	1.9%
13	Romania	139,192,870	1.7%
14	UK	114,319,643	1.4%
15	Finland	103,992,830	1.3%
16	Malaysia	86,818,181	1.1%
17	Turkey	81,740,653	1.0%
18	Poland	63,586,671	0.8%
19	Mexico	60,251,517	0.8%
20	Taiwan	57,076,190	0.7%
21	Austria	50,335,414	0.6%
22	Puerto Rico	47,738,101	0.6%
23	Canada	42,403,505	0.5%
24	Belgium	41,101,745	0.5%
25	Netherlands	34,931,639	0.4%
Top 25 Total		7,586,790,607	95.0%
Rest (80 of 105)		399,676,078	
Grand Total		7,986,466,685	

Rank	Country of Destination	Value	% of Total
1	USA	119,840,872	10.0%
2	Australia	105,661,442	8.8%
3	Ethiopia	83,798,686	7.0%
4	Germany	74,325,472	6.2%
5	Russia	44,554,670	3.7%
6	UAE	38,669,248	3.2%
7	UK	38,532,490	3.2%
8	China	36,956,724	3.1%
9	Sweden	34,892,416	2.9%
10	Japan	34,426,782	2.9%
11	Italy	33,994,141	2.8%
12	Poland	30,720,924	2.6%
13	Ghana	29,997,823	2.5%
14	Vietnam	27,788,424	2.3%
15	Taiwan	24,024,376	2.0%
16	Spain	23,303,412	1.9%
17	India	23,054,483	1.9%
18	Tanzania	22,511,080	1.9%
19	Portugal	21,842,756	1.8%
20	Canada	21,464,544	1.8%
21	Zambia	19,633,458	1.6%
22	DRC	17,566,496	1.5%
23	Netherlands	17,056,532	1.4%
24	Brazil	17,033,609	1.4%
25	Kenya	15,553,768	1.3%
Top 25 Total		957,204,628	79.7%
Rest (72 of 97)		243,882,758	
Grand Total		1,201,087,386	

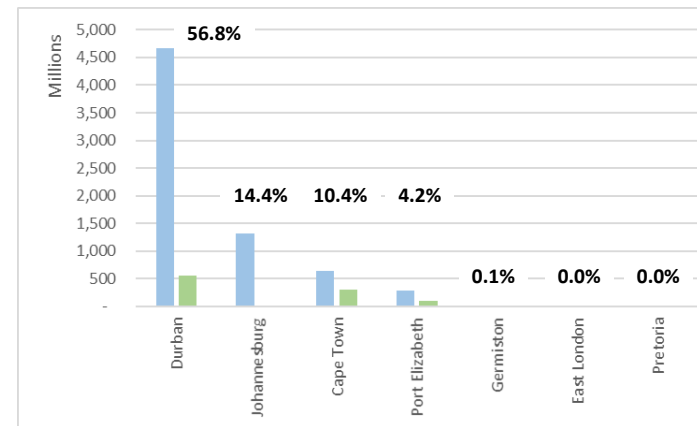
Ports and Modes of Transport

Ports of Entry and Exit by Modes of Transport

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Port	Mode	Import		Export		Grand Total	
		Value	% of Imports	Value	% of Exports	Total Value	% of Total
Durban	Sea	4,661,328,762	58.4%	561,470,419	46.7%	5,222,799,181	56.8%
Johannesburg	Sea	1,325,960,753	16.6%	1,420,993	0.1%	1,327,381,746	14.4%
Johannesburg	Air	1,014,253,768	12.7%	85,984,964	7.2%	1,100,238,732	12.0%
Cape Town	Sea	646,563,578	8.1%	308,629,755	25.7%	955,193,333	10.4%
Port Elizabeth	Sea	279,400,942	3.5%	103,759,956	8.6%	383,160,898	4.2%
Cape Town	Air	47,888,700	0.6%	73,132,024	6.1%	121,020,724	1.3%
Beit Bridge	Road		0.0%	27,034,943	2.3%	27,034,943	0.3%
Port Elizabeth	Air	362,482	0.0%	11,209,457	0.9%	11,571,939	0.1%
Nakop	Road	1,359,433	0.0%	6,442,373	0.5%	7,801,806	0.1%
Germiston	Sea		0.0%	6,204,465	0.5%	6,204,465	0.1%
Kopfontein	Road		0.0%	5,735,787	0.5%	5,735,787	0.1%
Lebombo	Road	1,414,145	0.0%	3,796,904	0.3%	5,211,049	0.1%
Groblers Bridge	Road	2,943,403	0.0%	1,529,524	0.1%	4,472,927	0.0%
Oshoek	Road		0.0%	2,779,557	0.2%	2,779,557	0.0%
East London	Sea	2,234,902	0.0%		0.0%	2,234,902	0.0%
Durban	Air	1,778,341	0.0%	67,703	0.0%	1,846,044	0.0%
Pretoria	Sea	977,476	0.0%		0.0%	977,476	0.0%
Skilpadshek	Road		0.0%	785,687	0.1%	785,687	0.0%
Maseru Bridge	Road		0.0%	499,377	0.0%	499,377	0.0%
Mananga	Road		0.0%	291,800	0.0%	291,800	0.0%
Vioolsdrift	Road		0.0%	259,909	0.0%	259,909	0.0%
Oudtshoorn	Road		0.0%	51,789	0.0%	51,789	0.0%
Grand Total		7,986,466,685	100%	1,201,087,386	100%	9,187,554,071	100%

Mode		Import		Export		Grand Total	
		Value	% of Imports	Value	% of Exports	Total Value	% of Total
Sea		6,916,466,413	86.6%	981,485,588	81.7%	7,897,952,001	86.0%
Air		1,064,283,291	13.3%	170,394,148	14.2%	1,234,677,439	13.4%
Road		5,716,981	0.1%	49,207,650	4.1%	54,924,631	0.6%
Total		7,986,466,685	100%	1,201,087,386	100%	9,187,554,071	100%



Durban Sea Port accounts for 56.8% of all trade

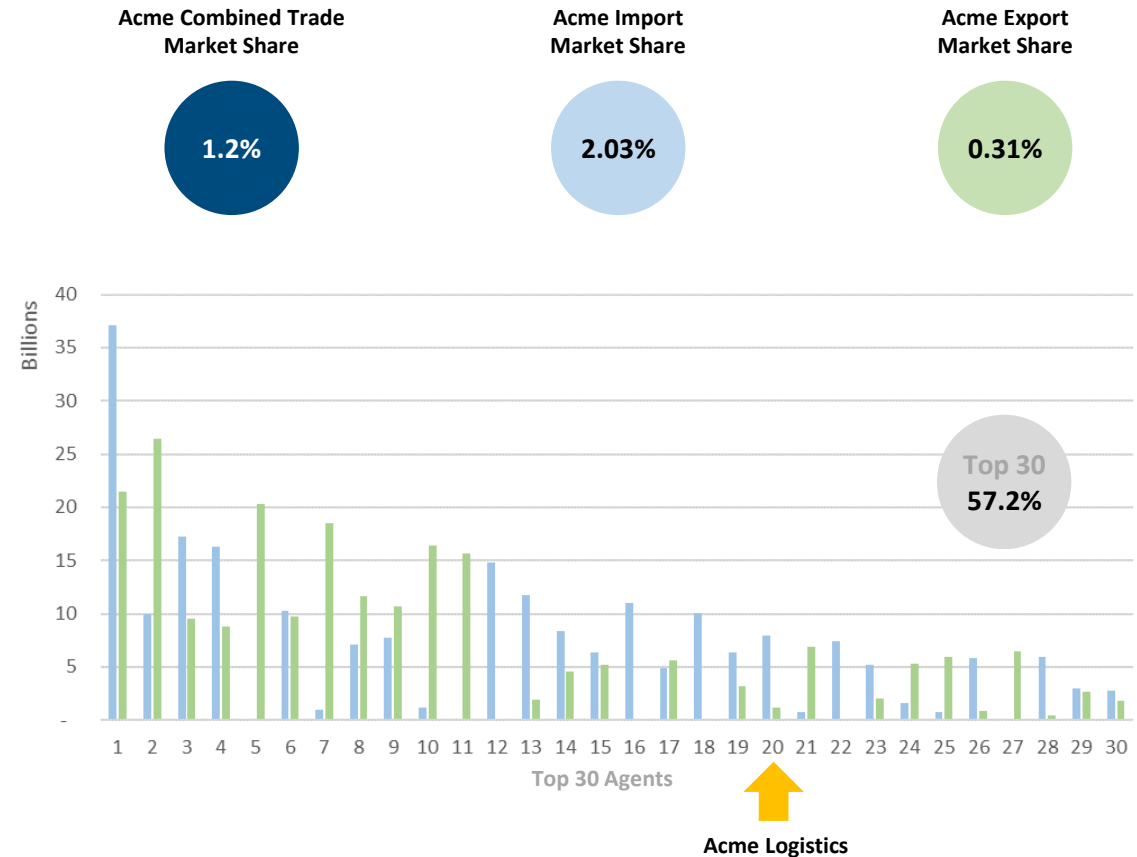


Market Share

Overall Share of South African Imports and Exports

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Rank	Agent	Imports	Exports	Grand Total	% of Total
1	Top CA 1	37,061,139,011	21,462,806,311	58,523,945,321	7.5%
2	Top CA 2	9,974,894,092	26,416,783,083	36,391,677,175	4.7%
3	Top CA 3	17,240,218,163	9,539,312,323	26,779,530,485	3.4%
4	Top CA 4	16,265,099,010	8,758,130,236	25,023,229,246	3.2%
5	Top CA 5	-	20,310,215,784	20,310,215,784	2.6%
6	Top CA 6	10,270,993,306	9,737,354,450	20,008,347,756	2.6%
7	Top CA 7	1,013,367,671	18,508,518,509	19,521,886,180	2.5%
8	Top CA 8	7,112,183,892	11,657,265,653	18,769,449,545	2.4%
9	Top CA 9	7,727,789,836	10,712,708,009	18,440,497,844	2.4%
10	Top CA 10	1,239,476,889	16,397,959,258	17,637,436,147	2.3%
11	Top CA 11	-	15,700,432,548	15,700,432,548	2.0%
12	Top CA 12	14,819,169,315	29,554	14,819,198,869	1.9%
13	Top CA 13	11,787,889,911	1,887,904,627	13,675,794,538	1.8%
14	Top CA 14	8,318,754,222	4,544,447,236	12,863,201,458	1.6%
15	Top CA 15	6,386,991,721	5,208,116,513	11,595,108,234	1.5%
16	Top CA 16	11,060,029,142	59,302	11,060,088,444	1.4%
17	Top CA 17	4,920,601,429	5,669,408,461	10,590,009,891	1.4%
18	Top CA 18	10,052,215,903	-	10,052,215,903	1.3%
19	Top CA 19	6,321,730,882	3,175,962,576	9,497,693,458	1.2%
20	Acme Logistics	7,986,466,685	1,201,087,386	9,187,554,071	1.2%
21	Top CA 21	738,585,181	6,849,726,733	7,588,311,914	1.0%
22	Top CA 22	7,420,879,623	1,793	7,420,881,416	1.0%
23	Top CA 23	5,198,029,820	2,034,901,070	7,232,930,890	0.9%
24	Top CA 24	1,659,002,827	5,338,394,068	6,997,396,895	0.9%
25	Top CA 25	781,900,306	5,974,843,637	6,756,743,942	0.9%
26	Top CA 26	5,874,199,330	854,801,493	6,729,000,823	0.9%
27	Top CA 27	-	6,469,972,175	6,469,972,175	0.8%
28	Top CA 28	5,921,521,622	429,895,865	6,351,417,487	0.8%
29	Top CA 29	2,988,920,938	2,629,806,507	5,618,727,445	0.7%
30	Top CA 30	2,782,927,454	1,826,369,495	4,609,296,950	0.6%
Top 30 Sub Total		222,924,978,180	223,297,214,656	446,222,192,837	57.2%
% of Total		56.7%	57.7%	57.2%	
Rest (1921 of 1951)		170,107,630,377	163,374,975,475	333,482,605,852	
Total		393,032,608,557	386,672,190,132	779,704,798,689	



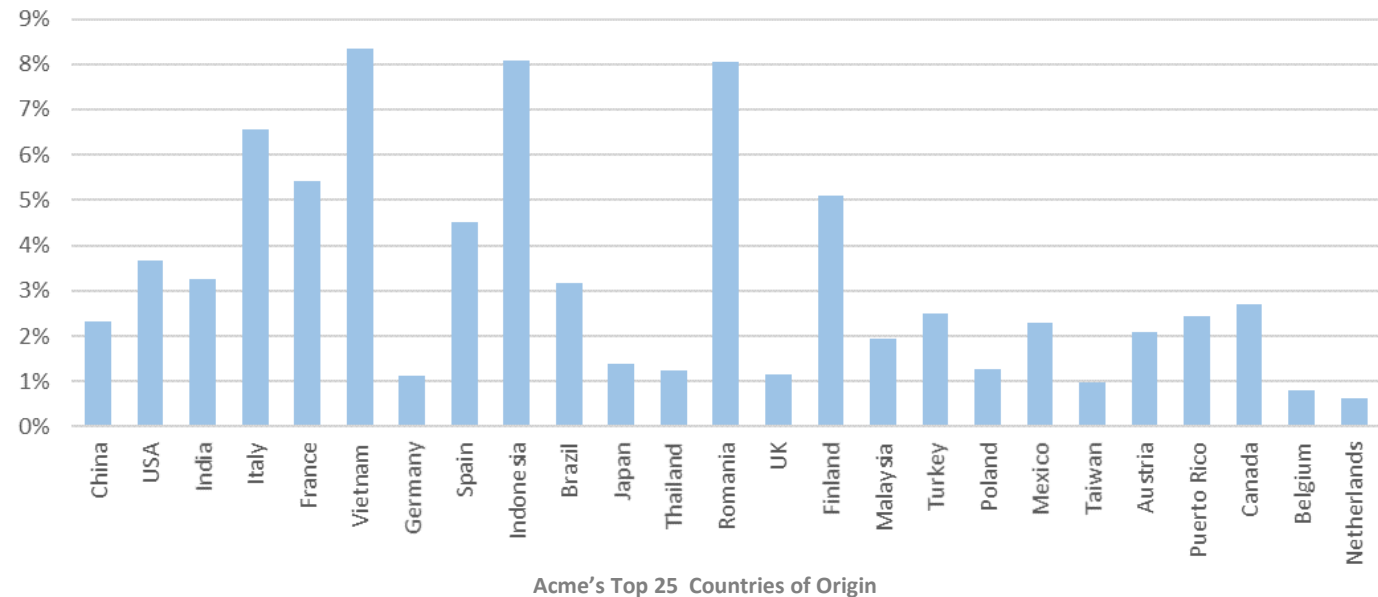
Market Share

Overall Share of South African Imports by Country of Origin

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Country of Origin	Total Imports	Acme Imports	Acme Market Share
China	77,820,456,494	1,803,435,807	2.32%
USA	26,026,708,556	950,497,574	3.65%
India	20,985,499,241	684,312,717	3.26%
Italy	10,375,512,195	679,437,267	6.55%
France	9,261,756,648	502,976,278	5.43%
Vietnam	5,158,446,741	429,932,608	8.33%
Germany	36,871,170,455	411,239,909	1.12%
Spain	8,734,188,232	393,520,658	4.51%
Indonesia	3,687,117,045	297,398,670	8.07%
Brazil	6,272,202,287	198,109,323	3.16%
Japan	11,254,792,889	157,171,942	1.40%
Thailand	12,544,404,574	155,268,895	1.24%
Romania	1,729,252,032	139,192,870	8.05%
UK	9,906,562,491	114,319,643	1.15%
Finland	2,039,931,211	103,992,830	5.10%
Malaysia	4,484,331,542	86,818,181	1.94%
Turkey	3,265,062,312	81,740,653	2.50%
Poland	5,035,347,444	63,586,671	1.26%
Mexico	2,614,394,598	60,251,517	2.30%
Taiwan	5,895,489,128	57,076,190	0.97%
Austria	2,397,505,360	50,335,414	2.10%
Puerto Rico	1,965,163,043	47,738,101	2.43%
Canada	1,572,130,434	42,403,505	2.70%
Belgium	5,211,203,583	41,101,745	0.79%
Netherlands	5,609,810,831	34,931,639	0.62%
Top 25 Sub Total	280,718,439,369	7,586,790,607	2.70%
Total Exports	393,032,608,557	7,986,466,685	2.03%

Acme's Import Market Share of All Imports by Country of Origin



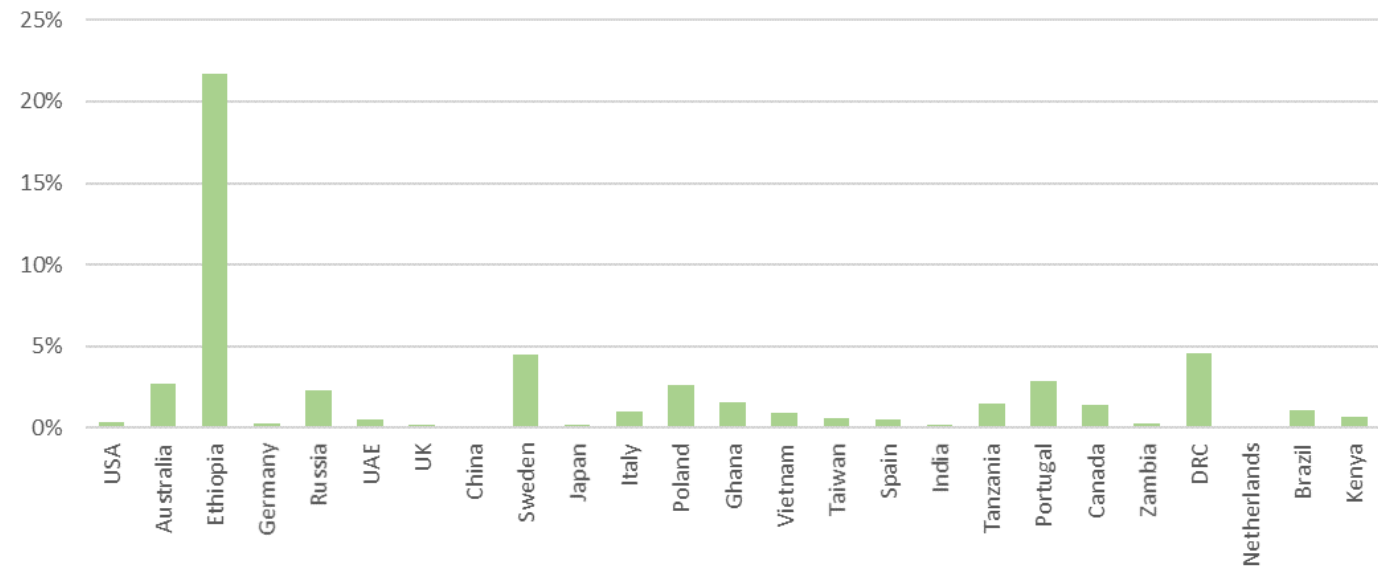
Market Share

Overall Share of South African Exports by Country of Origin

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Country of Destination	Total Exports	Acme Exports	Acme Market Share
USA	35,866,792,195	119,840,872	0.33%
Australia	3,866,721,901	105,661,442	2.73%
Ethiopia	386,672,190	83,798,686	21.67%
Germany	32,194,596,079	74,325,472	0.23%
Russia	1,933,360,951	44,554,670	2.30%
UAE	7,733,443,803	38,669,248	0.50%
UK	21,328,919,903	38,532,490	0.18%
China	45,240,646,245	36,956,724	0.08%
Sweden	773,344,380	34,892,416	4.51%
Japan	19,065,237,366	34,426,782	0.18%
Italy	3,480,049,711	33,994,141	0.98%
Poland	1,160,016,570	30,720,924	2.65%
Ghana	1,933,360,951	29,997,823	1.55%
Vietnam	3,093,377,521	27,788,424	0.90%
Taiwan	3,866,721,901	24,024,376	0.62%
Spain	4,627,973,186	23,303,412	0.50%
India	16,248,210,209	23,054,483	0.14%
Tanzania	1,546,688,761	22,511,080	1.46%
Portugal	773,344,380	21,842,756	2.82%
Canada	1,546,688,761	21,464,544	1.39%
Zambia	8,506,788,183	19,633,458	0.23%
DRC	386,672,190	17,566,496	4.54%
Netherlands	16,650,642,660	17,056,532	0.10%
Brazil	1,546,688,761	17,033,609	1.10%
Kenya	2,320,033,141	15,553,768	0.67%
Top 25 Sub Total	236,076,991,899	957,204,628	0.41%
Total Exports	386,672,190,132	1,201,087,386	0.31%

Acme's Export Market Share of All Exports by Country of Destination



Acme's Top 25 Countries of Destination

Market Share

Modes of Transport and Ports

 Company Analysis	Tariff Code	All
	Period	Jan – Dec 2021
	Trade Type	Combined

Port	Mode	Import			Export			Grand Total			
		Market Value	Acme Value	% Acme Market Share	Market Value	Acme Value	% Acme Market Share	Total Market Value	Acme Total Value	% Acme Market Share	Market Share by Mode
Durban	Sea	178,891,041,133	4,661,328,762	2.61%	92,159,781,534	561,470,419	0.61%	271,050,822,667	5,222,799,181	1.93%	2.05%
Johannesburg	Sea	13,951,283,444	1,325,960,753	9.50%	4,656,937,616	1,420,993	0.03%	18,608,221,060	1,327,381,746	7.13%	
Cape Town	Sea	32,492,822,809	646,563,578	1.99%	21,800,181,039	308,629,755	1.42%	54,293,003,849	955,193,333	1.76%	
Port Elizabeth	Sea	19,753,573,232	279,400,942	1.41%	3,850,544,722	103,759,956	2.69%	23,604,117,953	383,160,898	1.62%	
Germiston	Sea	2,656,159,325			1,368,380,784	6,204,465	0.45%	4,024,540,109	6,204,465	0.15%	
East London	Sea	8,510,025,021	2,234,902	0.03%	1,853,749,796			10,363,774,818	2,234,902	0.02%	
Pretoria	Sea	1,624,641,140	977,476	0.06%	836,970,771			2,461,611,911	977,476	0.04%	
Beit Bridge	Road	1,905,954,095			32,710,715,598	27,034,943	0.08%	34,616,669,693	27,034,943	0.08%	0.03%
Nakop	Road	607,391,964	1,359,433	0.22%	5,152,113,063	6,442,373	0.13%	5,759,505,027	7,801,806	0.14%	
Kopfontein	Road	973,921,598			16,827,299,577	5,735,787	0.03%	17,801,221,175	5,735,787	0.03%	
Lebombo	Road	1,539,424,462	1,414,145	0.09%	22,740,949,379	3,796,904	0.02%	24,280,373,841	5,211,049	0.02%	
Groblers Bridge	Road	586,447,414	2,943,403	0.50%	13,214,369,789	1,529,524	0.01%	13,800,817,203	4,472,927	0.03%	
Oshoek	Road	2,450,512,408			38,163,168,613	2,779,557	0.01%	40,613,681,021	2,779,557	0.01%	
Skilpadshak	Road	408,418,735			7,496,866,972	785,687	0.01%	7,905,285,707	785,687	0.01%	
Maseru Bridge	Road	848,254,295			13,995,648,908	499,377	0.00%	14,843,903,203	499,377	0.00%	
Mananga	Road	345,585,083			7,787,039,340	291,800	0.00%	8,132,624,423	291,800	0.00%	
Vioolsdrift	Road	492,196,937			7,678,636,382	259,909	0.00%	8,170,833,318	259,909	0.00%	
Oudtshoorn	Road	209,445,505			4,719,417,782	51,789	0.00%	4,928,863,287	51,789	0.00%	
Johannesburg	Air	106,020,072,947	1,014,253,768	0.96%	65,126,311,505	85,984,964	0.13%	171,146,384,452	1,100,238,732	0.64%	0.64%
Cape Town	Air	5,646,244,355	47,888,700	0.85%	8,655,486,840	73,132,024	0.84%	14,301,731,196	121,020,724	0.85%	
Port Elizabeth	Air	1,120,011,661	362,482	0.03%	856,208,231	11,209,457	1.31%	1,976,219,892	11,571,939	0.59%	
Durban	Air	2,678,790,778	1,778,341	0.07%	3,121,268,186	67,703	0.00%	5,800,058,964	1,846,044	0.03%	
Grand Total		383,712,218,343	7,986,466,685	2.08%	374,772,046,427	1,201,087,386	0.32%	758,484,264,770	9,187,554,071	1.21%	

Need Even More Insight?

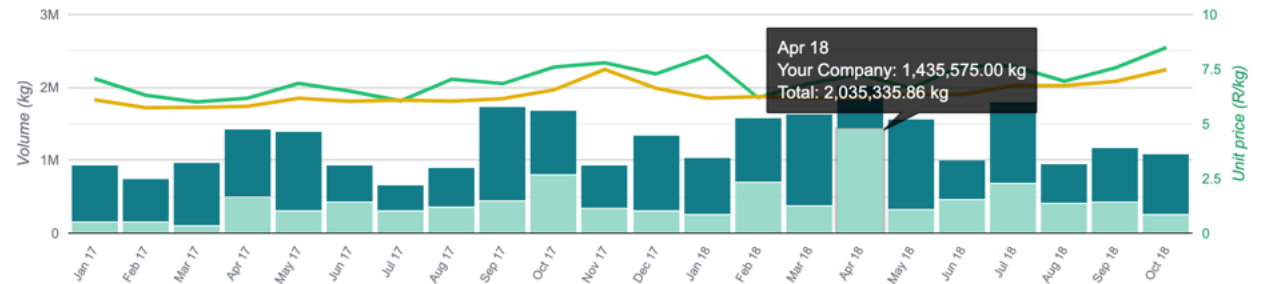
Overlay your own Trade Data

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
Top Importer 9	53,588,662	29,386	1,824
Top Importer 10	50,777,198	103,600	490
Top Importer 11	49,445,771	16,064	3,078
Top Importer 12	40,858,175	106,899	382
Top Importer 13	40,476,400	86,245	469
Top Importer 14	40,100,080	16,507	2,429
Top Importer 15	39,872,614	18,054	2,209
Top Importer 16	38,389,866	11,599	3,310
Top Importer 17	37,730,820	20,521	1,839
Top Importer 18	31,176,777	9,284	3,358
Top Importer 19	27,261,115	10,815	2,521
Top Importer 20	23,671,275	18,721	1,264
Total	1,344,904,451	1,038,885	1,295
Average	69.6%	63.1%	
Your Company	586,133,010	608,194	964

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



Contact Details



www.growthhorn.com



sales@growthhorn.com



Other Reporting Options Available



Industry Analysis

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



Company Analysis

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



Product Analysis

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



Trade Route Analysis

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



Country Analysis

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