



Sample Report

Overview of Africa South African Exports into Africa

Q1 2020 to Q3 2021

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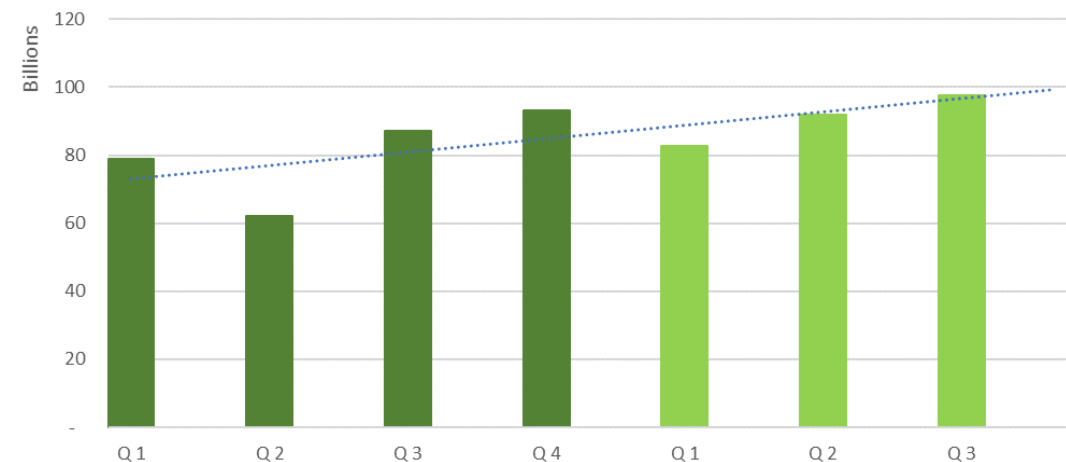
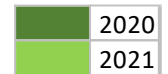
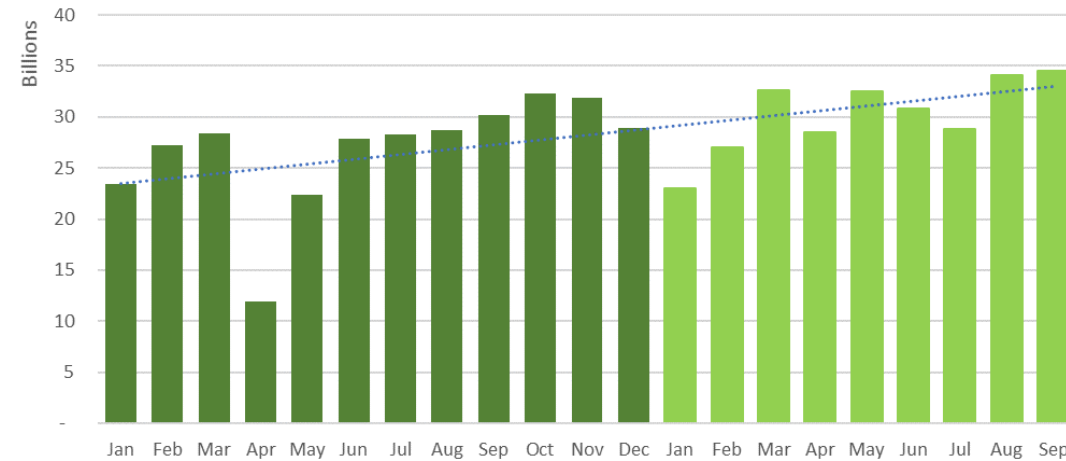


South African Export Values into Africa

Monthly Breakdown

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

	Period	No. MRNs	Monthly Value (R)	Quarterly Value (R)
2020	Jan	946,189	23,421,499,929	Q1 79,008,980,913
	Feb	981,576	27,218,818,275	
	Mar	976,111	28,368,662,709	
	Apr	369,928	11,953,702,100	Q2 62,208,619,676
	May	708,187	22,337,760,108	
	Jun	838,419	27,917,157,468	
	Jul	932,086	28,245,891,179	Q3 87,142,204,346
	Aug	898,222	28,745,227,593	
	Sep	968,884	30,151,085,574	
	Oct	1,057,708	32,299,833,617	Q4 93,143,830,374
	Nov	1,035,325	31,898,611,409	
	Dec	945,731	28,945,385,348	
2021	Jan	801,307	22,988,464,107	Q1 82,644,788,685
	Feb	905,736	27,060,906,583	
	Mar	1,042,381	32,595,417,995	
	Apr	988,121	28,488,753,428	Q2 91,854,564,446
	May	984,836	32,525,536,842	
	Jun	955,028	30,840,274,176	
	Jul	889,116	28,821,019,044	Q3 97,456,661,081
	Aug	997,550	34,075,179,501	
	Sep	1,045,819	34,560,462,536	
Grand Total		19,268,260	593,459,649,521	



What is an MRN?

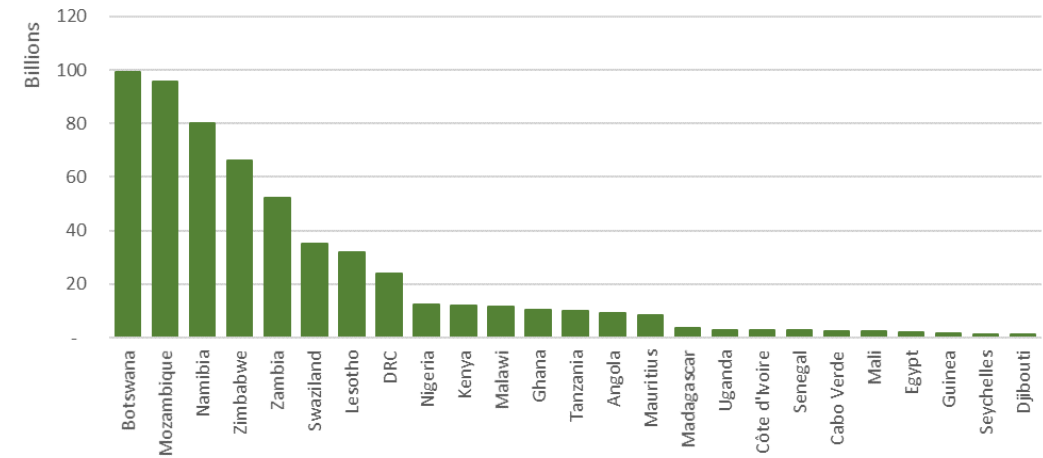
A Movement Reference Number (MRN) represents a clearance through customs.

South African Export Values into Africa

Country Breakdown (Rands)

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

Jan 2020 - Sep 2021								
No.	Country	Value of Exports	% of Total	Accumulating %	No. Clearing Agents (CA)	Avg. Value / CA	No. Traders	Avg. Value / Trader
1	Botswana	99,369,059,313	16.7%	16.7%	338	293,991,300	12,523	7,934,924
2	Mozambique	95,666,434,743	16.1%	32.9%	505	189,438,485	6,168	15,510,122
3	Namibia	79,903,720,893	13.5%	46.3%	283	282,345,304	17,799	4,489,225
4	Zimbabwe	66,278,169,445	11.2%	57.5%	517	128,197,620	8,501	7,796,514
5	Zambia	52,390,234,498	8.8%	66.3%	560	93,553,990	6,931	7,558,828
6	Swaziland	35,078,315,202	5.9%	72.2%	245	143,176,797	7,049	4,976,353
7	Lesotho	31,762,902,464	5.4%	77.6%	190	167,173,171	6,130	5,181,550
8	DRC	23,874,200,858	4.0%	81.6%	428	55,780,843	3,341	7,145,825
9	Nigeria	12,229,690,647	2.1%	83.7%	350	34,941,973	1,926	6,349,787
10	Kenya	11,996,147,907	2.0%	85.7%	435	27,577,352	2,889	4,152,353
11	Malawi	11,413,004,218	1.9%	87.6%	358	31,879,900	3,524	3,238,650
12	Ghana	10,195,064,256	1.7%	89.3%	368	27,703,979	2,182	4,672,348
13	Tanzania	9,980,819,361	1.7%	91.0%	469	21,281,065	2,521	3,959,072
14	Angola	9,060,318,365	1.5%	92.5%	405	22,371,156	1,700	5,329,599
15	Mauritius	8,244,422,566	1.4%	93.9%	388	21,248,512	3,134	2,630,639
16	Madagascar	3,710,172,890	0.6%	94.6%	231	16,061,355	928	3,998,031
17	Uganda	2,942,779,587	0.5%	95.1%	296	9,941,823	1,342	2,192,831
18	Côte d'Ivoire	2,816,904,073	0.5%	95.5%	221	12,746,172	675	4,173,191
19	Senegal	2,757,924,815	0.5%	96.0%	202	13,653,093	641	4,302,535
20	Cabo Verde	2,343,453,445	0.4%	96.4%	15	156,230,230	23	101,889,280
21	Mali	2,300,943,890	0.4%	96.8%	117	19,666,187	503	4,574,441
22	Egypt	2,081,168,171	0.4%	97.1%	180	11,562,045	405	5,138,687
23	Guinea	1,685,552,715	0.3%	97.4%	156	10,804,825	397	4,245,725
24	Seychelles	1,329,622,669	0.2%	97.6%	242	5,494,309	937	1,419,021
25	Djibouti	1,264,224,612	0.2%	97.8%	106	11,926,647	185	6,833,647
Top 25 Countries		580,675,251,603	97.8%	97.8%				
Grand Total		593,459,649,521	100.0%	100.0%	1,233	481,313,584	37,036	16,023,859



66.3%

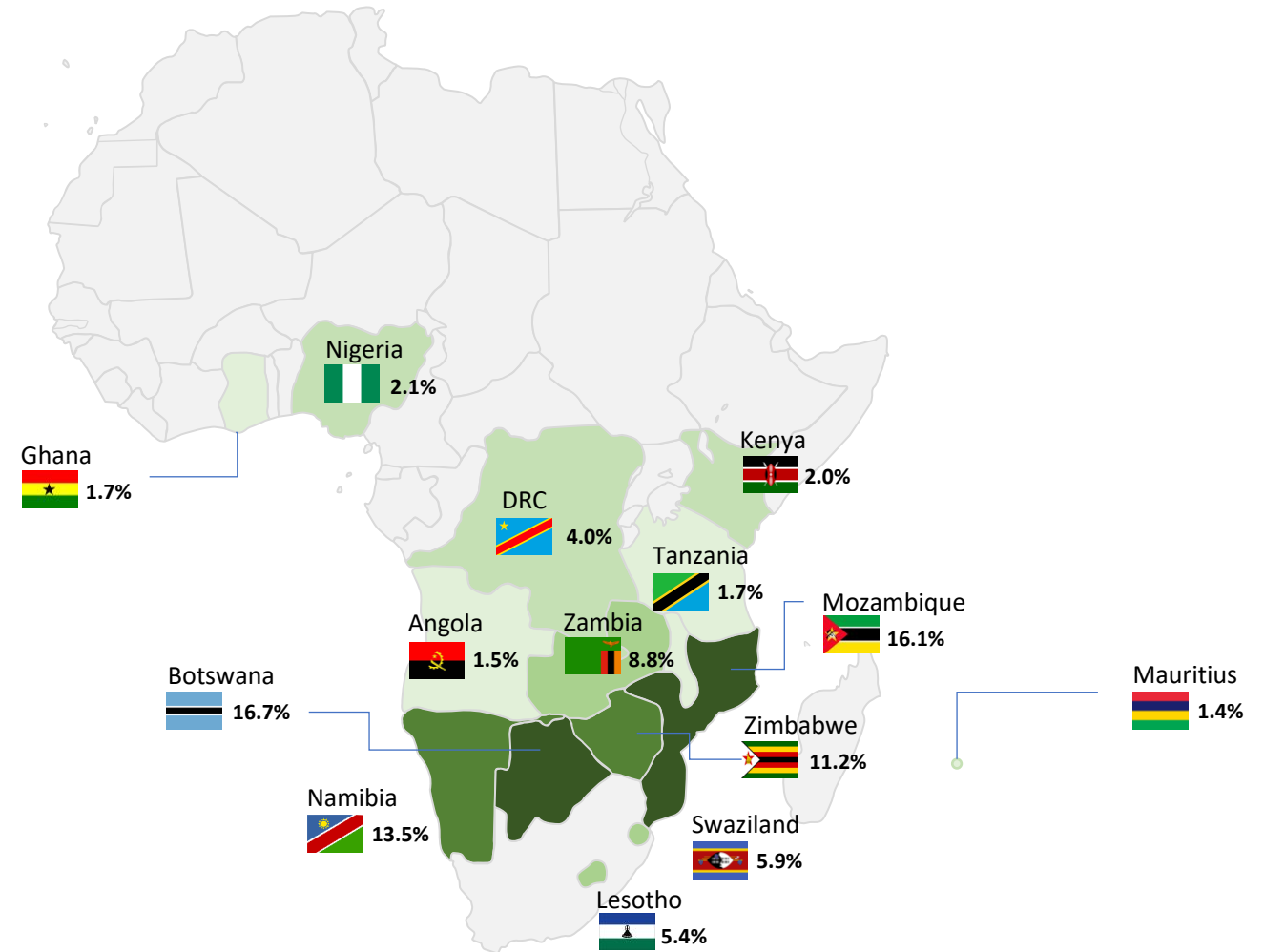
Top 5 Countries of Destination make up nearly two thirds of all exports from South Africa

South African Export Values into Africa

Country Breakdown (Percentage)

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

$x > 15\%$	
$10\% \leq x < 15\%$	
$5\% \leq x < 10\%$	
$2\% \leq x < 5\%$	
$x < 2\%$	



Percentage of South Africa's Top African exports by Country.

Border countries dominate with 68.8% total African exports to these 6 bordering countries.

South African Export Values into Africa

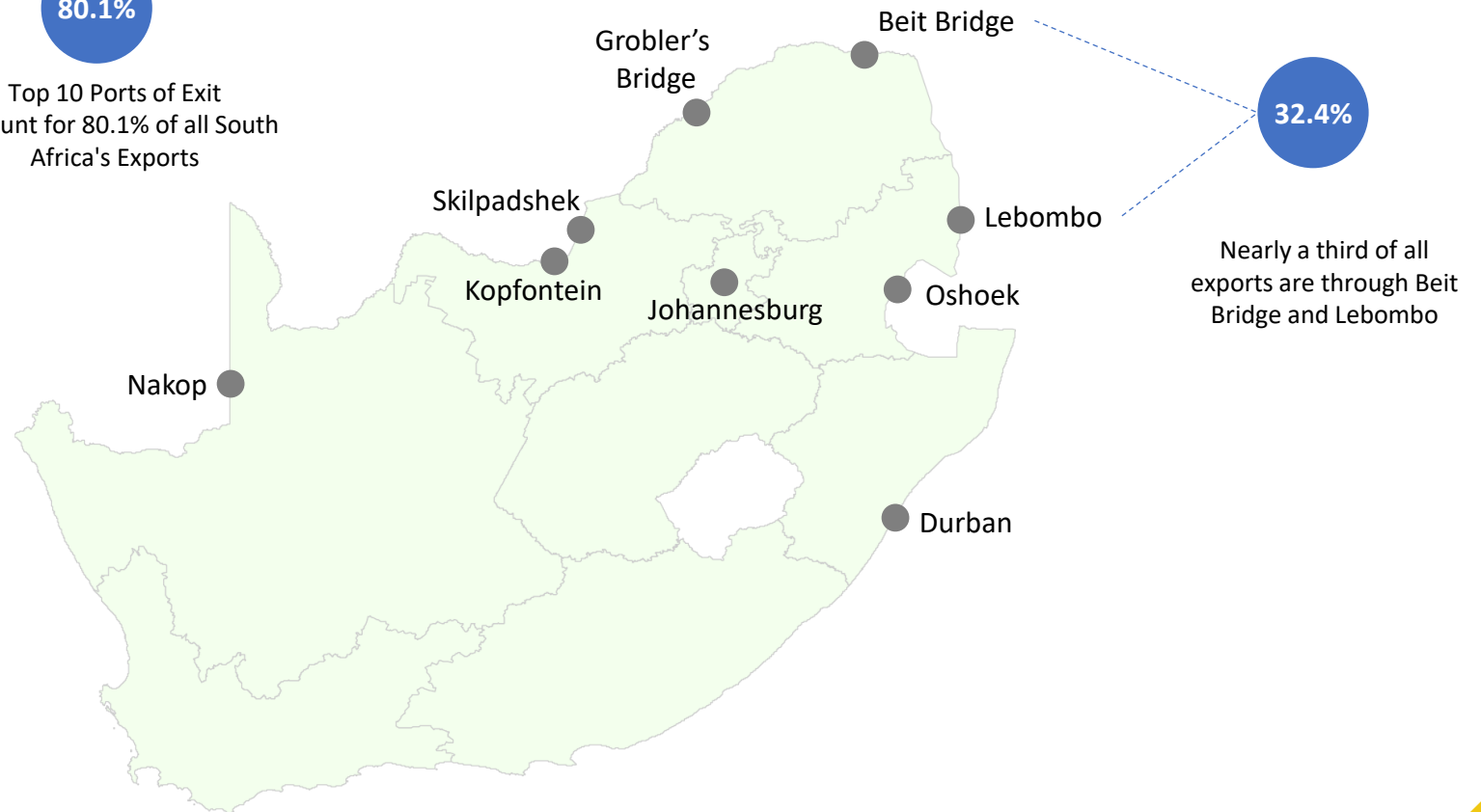
Ports of Exit

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

No.	Port of Exit	Value	% of Total
1	Beit Bridge	115,434,995,640	19.5%
2	Lebombo	76,712,569,565	12.9%
3	Skilpadshek	50,190,155,492	8.5%
4	Durban	46,184,936,909	7.8%
5	Kopfontein	44,369,349,786	7.5%
6	Nakop	39,905,621,243	6.7%
7	Grobler's Bridge	31,190,356,960	5.3%
8	Joburg Airport	25,390,100,889	4.3%
9	Joburg	25,099,809,172	4.2%
10	Oshoek	20,676,180,709	3.5%
11	Maseru Bridge	19,939,789,552	3.4%
12	Violsdrift	16,791,947,773	2.8%
13	Cape Town	14,067,910,061	2.4%
14	Ramatlabama	12,746,634,171	2.1%
15	Germiston	10,861,863,165	1.8%
16	Golela	10,701,724,116	1.8%
17	Ficksburg Bridge	5,617,289,054	0.9%
18	Richards Bay	5,565,033,005	0.9%
19	Pretoria	5,341,353,376	0.9%
20	Pretoria	4,261,646,987	0.7%
21	Calendonspoort	3,532,075,692	0.6%
22	Mahamba	1,738,239,843	0.3%
23	Van Rooyenhek	1,381,841,338	0.2%
24	Saldanha	1,342,101,927	0.2%
25	Mananga	1,124,862,525	0.2%
Top 25 Total	590,168,388,950	99.4%	
Top 25 %	99.4%		
Rest (20 of 45)	3,291,260,571	0.6%	
Grand Total	593,459,649,521		

Top 10

 Top 10 Ports of Exit account for 80.1% of all South Africa's Exports

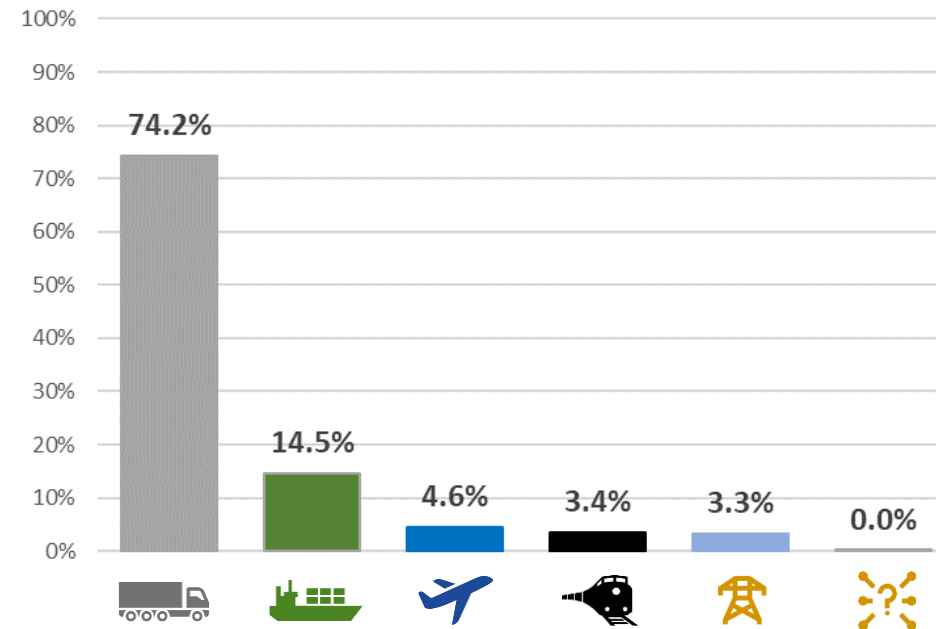


South African Export Values into Africa

Modes of Transport

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

Mode of Transport		Value
Road		440,579,776,806
Sea		85,975,620,667
Air		27,131,960,676
Rail		20,318,872,737
Fixed Transport Installation		19,423,308,572
Not Specified		30,110,063
Total		593,459,649,521

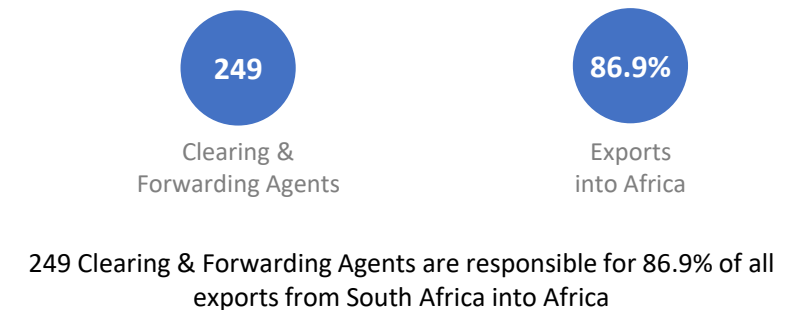


Value Exported Breakdown

Clearing Agents

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

Value Band (Exports)	No. Clearing Agents	Value	% of Total	Average Value
x < R250k	76	6,028,309	0.0%	79,320
R250k ≤ x < R1m	72	41,737,748	0.0%	579,691
R1m ≤ x < R10m	238	1,253,064,067	0.2%	5,264,975
R10m ≤ x < R50m	239	6,072,690,693	1.0%	25,408,748
R50m ≤ x < R100m	101	7,453,282,748	1.3%	73,794,879
R100m ≤ x < R250m	140	23,019,929,423	3.9%	164,428,067
R250m ≤ x < R500m	118	41,343,441,889	7.0%	350,368,152
R500m ≤ x < R1b	114	80,014,781,183	13.5%	701,884,045
R1b ≤ x < R2.5b	84	125,834,759,155	21.3%	1,498,032,847
R2.5b ≤ x < R5b	31	108,239,895,678	18.3%	3,491,609,538
R5b ≤ x < R10b	14	98,466,397,350	16.6%	7,033,314,096
R10b ≤ x < R30b	6	101,713,641,278	17.2%	16,952,273,546
Total	1,233	593,459,649,521	100%	481,313,584



Value Exported Breakdown

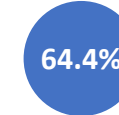
Traders (Exporters)

Location	Africa
Type of Trade	Exports (All Tariffs)
Period	Jan'20 – Sep '21

Value Band (Exports)	No. Traders	Value	% of Total	Average Value
x < R100k	11,844	369,125,220	0.1%	31,166
R100k ≤ x < R250k	4,515	743,425,933	0.1%	164,657
R250k ≤ x < R1m	7,116	3,946,494,274	0.7%	554,594
R1m ≤ x < R5m	6,883	16,433,952,937	2.8%	2,387,615
R5m ≤ x < R10m	2,031	14,507,895,969	2.5%	7,143,228
R10m ≤ x < R25m	2,033	32,343,780,010	5.5%	15,909,385
R25m ≤ x < R50mb	1,025	36,385,194,403	6.1%	35,497,751
R50m ≤ x < R100m	696	49,112,624,716	8.3%	70,564,116
R100m ≤ x < R200m	425	58,812,613,301	9.9%	138,382,620
R200m ≤ x < R500m	288	89,378,536,454	15.1%	310,342,140
R500m ≤ x < R1b	101	71,094,005,094	12.0%	703,901,041
R1b ≤ x < R2b	48	65,266,229,374	11.0%	1,359,713,112
R2b ≤ x < R5b	24	76,390,573,195	12.9%	3,182,940,550
R5b ≤ x < R10b	4	29,728,970,929	5.0%	7,432,242,732
R10b ≤ x < R20b	3	48,946,227,714	8.3%	16,315,409,238
Total	37,036	593,459,649,521	100%	16,023,859



Traders (Exporters)



Exports into Africa

468 Traders (Exporters) are responsible for 64.4% of all exports from South Africa into Africa

Need Even More Insight?

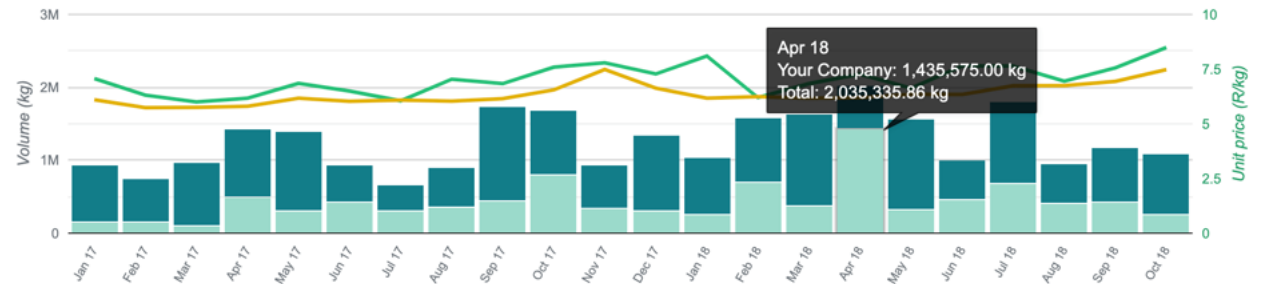
Overlay your own Trade Data

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



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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