



Sample Report

South African Exports to Zambia An Overview of Trade Activity

Q1 2020 to Q3 2021

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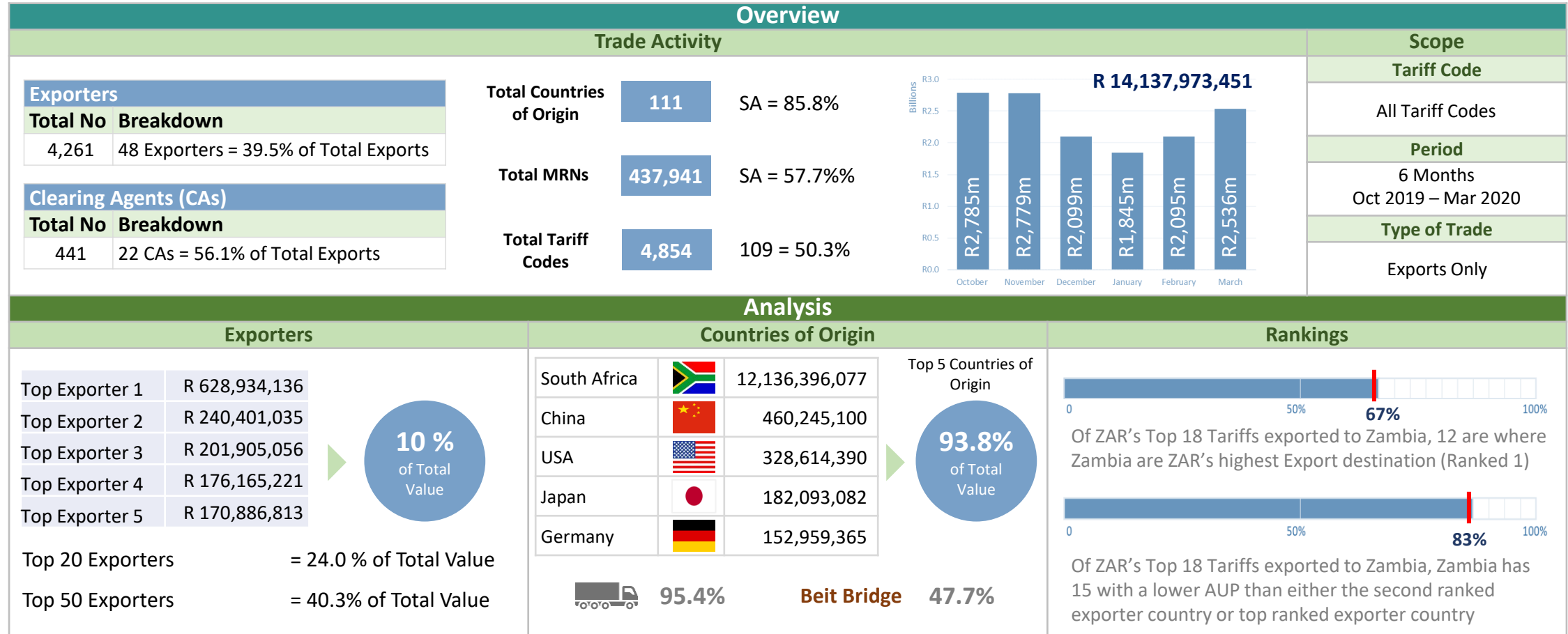
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Executive Summary



Scope of Analysis

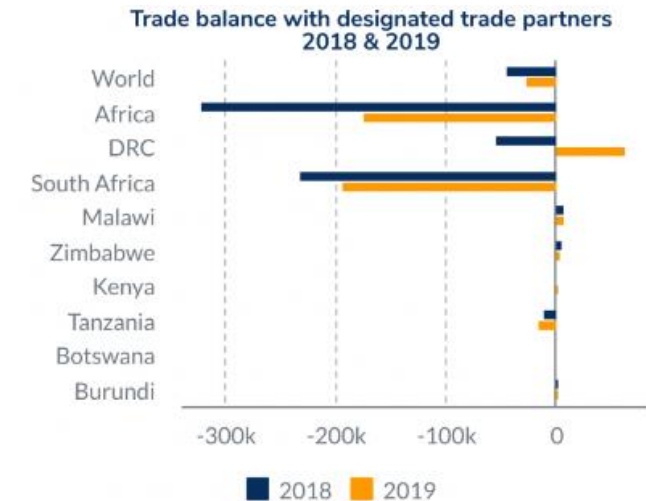
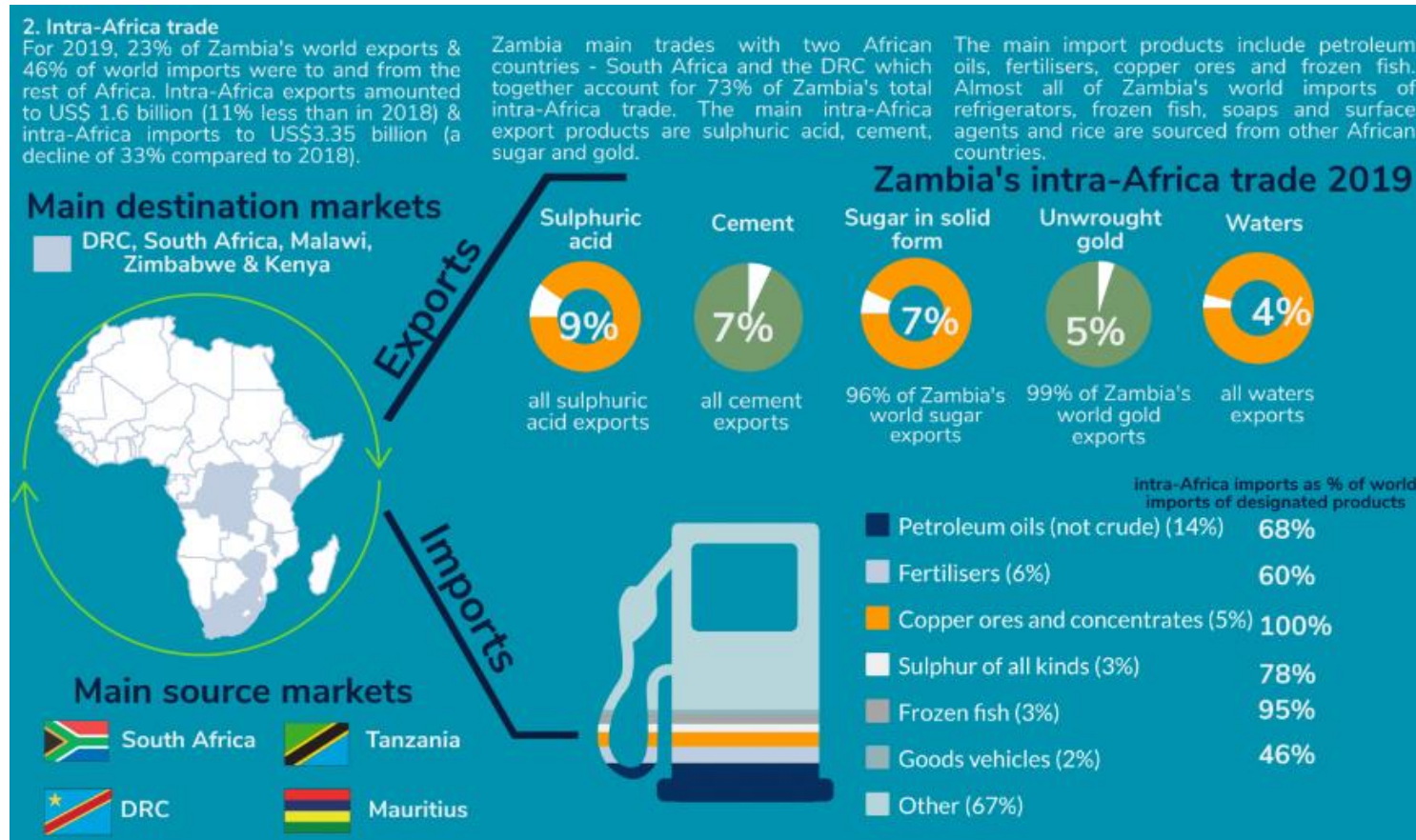
A Brief Overview of South Africa's Exports to Zambia

| Metric | Comment |
|---------------|---|
| Area of Focus | Only Exports from South Africa to Zambia |
| Tariff Codes | All tariff codes |
| Type of Trade | Only Exports |
| Period | 6 Months (October 2019 to March 2020) |
| Value | All Value totals and references are in South African Rand |
| Volume | Volume measurements are not included owing to the multiple different and incomparable metrics used to measure volume |
| Reporting | This analysis only takes a high-level view of exports to Zambia. For a more detailed view or for a more tailored insight into the data please contact Growthorn |



This analysis only looks at Exports

A Glance at Zambia's Intra-Africa Trade (2019)



Source: <https://www.tralac.org/resources/infographic/14773-zambia-2019-intra-africa-trade-and-tariff-profile.html>

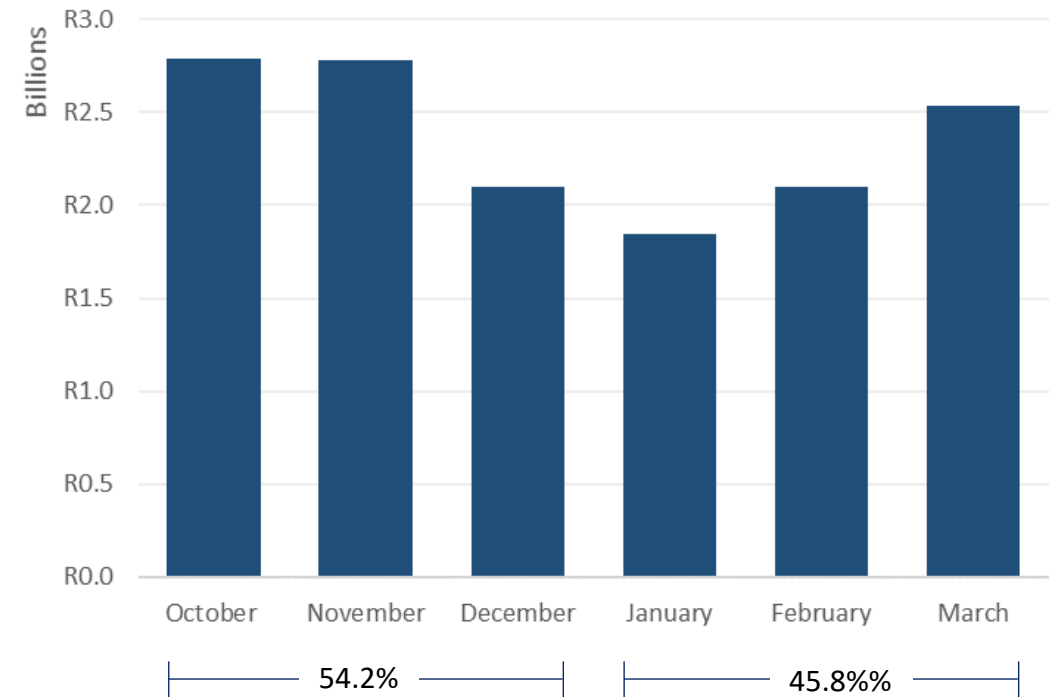
SA to Zambia Export Activity Overview

6 Month Export Value Profile up to March 2020

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| | Month | Monthly Value | Quarterly Value | 6 Month Value |
|------|----------|----------------|-----------------|-----------------|
| 2019 | October | R2,784,935,615 | R7,662,451,374 | R14,137,973,451 |
| | November | R2,778,771,548 | | |
| | December | R2,098,744,211 | | |
| 2020 | January | R1,845,085,852 | R6,475,522,077 | |
| | February | R2,094,922,932 | | |
| | March | R2,535,513,293 | | |

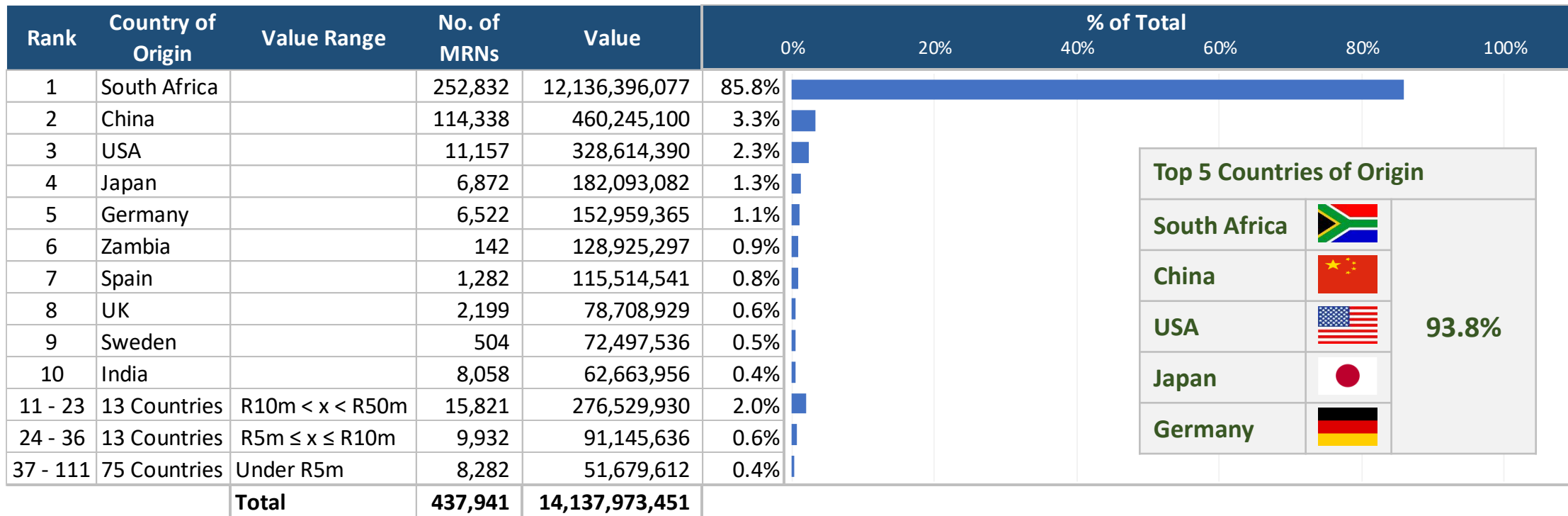
There appears to be a slight trade slump over the December/January period. While there is a recovery towards March 2020 this is unlikely to continue through to April and the next Quarter owing to the COVID-19 pandemic.



Export Countries of Origin

Foreign Goods sourced through South Africa

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |



What is an MRN?

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

Value Exported Breakdown

Exporters

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Value Range | No. of Exporters | Combined Value | % of Total Value | | | | | |
|-------------------|------------------|------------------------|------------------|----|-----|-----|-----|--|
| | | | 0% | 5% | 10% | 15% | 20% | |
| ≤ R1m | 2,992 | R672,601,649 | 4.8% | | | | | |
| R1m < x ≤ R5m | 795 | R1,782,633,459 | 12.6% | | | | | |
| R5m < x ≤ R10m | 201 | R1,400,292,136 | 9.9% | | | | | |
| R10m < x ≤ R20m | 129 | R1,794,150,094 | 12.7% | | | | | |
| R20m < x ≤ R50m | 96 | R2,893,201,924 | 20.5% | | | | | |
| R50m < x ≤ R100m | 23 | R1,686,587,124 | 11.9% | | | | | |
| R100m < x ≤ R175m | 21 | R2,661,101,617 | 18.8% | | | | | |
| R175m < x ≤ R250m | 3 | R618,471,312 | 4.4% | | | | | |
| > R250m | 1 | R628,934,136 | 4.4% | | | | | |
| Total | 4,261 | R14,137,973,451 | 100.0% | | | | | |

184

184 Traders acted as both an Exporter and a Clearing Agent

| Trader | Value |
|----------------|------------------------|
| Clearing Agent | R5,807,206,351 |
| Exporter | R 2,492,514,298 |
| Total | R 8,299,720,649 |

58.7% of Total Value

45

45 Traders acted as exclusive Exporter and Clearing Agent

R279,981,625 (2% of Total Value)

Value Exported Breakdown

Clearing Agents

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Value Range | No. of Clearing Agents | Combined Value | % of Total Value | | | | | |
|-------------------|------------------------|------------------------|------------------|----|-----|-----|-----|--|
| | | | 0% | 5% | 10% | 15% | 20% | |
| ≤ R5m | 251 | R274,462,902 | 1.9% | | | | | |
| R5m < x ≤ R20m | 83 | R891,102,907 | 6.3% | | | | | |
| R20m < x ≤ R50m | 45 | R1,546,132,664 | 10.9% | | | | | |
| R50m < x ≤ R100m | 26 | R1,828,746,997 | 12.9% | | | | | |
| R100m < x ≤ R175m | 14 | R1,669,946,643 | 11.8% | | | | | |
| R175m < x ≤ R250m | 10 | R2,148,650,437 | 15.2% | | | | | |
| R250m < x ≤ R500m | 9 | R2,721,668,846 | 19.3% | | | | | |
| R500m < x ≤ R1b | 2 | R1,624,455,027 | 11.5% | | | | | |
| > R1b | 1 | R1,432,807,028 | 10.1% | | | | | |
| Total | 441 | R14,137,973,451 | 100.0% | | | | | |

184

184 Traders acted as both an Exporter and a Clearing Agent

| Trader | Value |
|----------------|------------------------|
| Clearing Agent | R5,807,206,351 |
| Exporter | R 2,492,514,298 |
| Total | R 8,299,720,649 |

58.7% of Total Value

45

45 Traders acted as exclusive Exporter and Clearing Agent

R279,981,625 (2% of Total Value)

Value Exported Breakdown

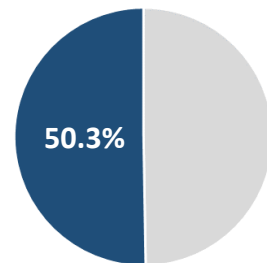
Breakdown of Tariff Codes

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Value Range | No. Tariff Codes | Combined Value | % of Total Value |
|------------------|------------------|------------------------|------------------|
| ≤ R50,000 | 1,393 | R20,065,226 | 0.1% |
| R50k < x ≤ R250k | 1,080 | R136,780,353 | 1.0% |
| R250k < x ≤ R1m | 1,034 | R546,124,392 | 3.9% |
| R1m < x ≤ R10m | 1,055 | R3,488,218,841 | 24.7% |
| R10m < x ≤ R25m | 183 | R2,841,376,372 | 20.1% |
| R25m < x ≤ R50m | 60 | R1,993,458,311 | 14.1% |
| R50m < x ≤ R100m | 31 | R2,190,246,192 | 15.5% |
| > R100m | 18 | R2,921,703,764 | 20.7% |
| Total | 4,854 | R14,137,973,451 | 100.0% |

| Rank | Tariff Code | Tariff Description | Short Name | Value |
|--------------|-------------|---|-----------------|-----------------------|
| 1 | 3102.90 | Mineral/Chemical Fertilizers, Nitrogenous | Fertilizers | R335,370,215 |
| 2 | 8431.49.90 | Cranes, Bulldozers, Rollers, Graders, Borers | Heavy Machinery | R258,081,328 |
| 3 | 3824.99.99 | Miscellaneous Chemical Products | Chemicals | R196,796,174 |
| 4 | 2710.19 | Petroleum Oils | Petroleum Oils | R195,258,007 |
| 5 | 2503 | Sulphur of All Kind | Sulphur | R184,498,176 |
| 6 | 8704.21.81 | Double Cab Vehicles | Double Cabs | R173,212,656 |
| 7 | 7308.90.99 | Iron or Steel Strictures and Frameworks | Steel | R165,851,024 |
| 8 | 8413.91 | Pumps | Pumps | R165,345,970 |
| 9 | 3102.30 | Mineral/Chemical Fertilizers (Ammonium Nitrate) | Fertilizers | R157,110,307 |
| 10 | 2203.00.90 | Beer | Beer | R147,423,300 |
| 11 | 3105.20 | Fertilizers (Nitrogen, Phosphorous, Pottassium) | Fertilizers | R139,054,769 |
| 12 | 7208.10 | Iron or Steel Flat Rolled in Coils | Steel Coils | R131,594,710 |
| 13 | 3808.91.99 | Miscellaneous Chemical Products | Insecticides | R130,968,365 |
| 14 | 8474.90 | Machinery Parts | Machinery Parts | R113,398,121 |
| 15 | 2716 | Electrical Energy | Electricity | R112,991,042 |
| 16 | 8716.39 | Trailers and Semi-Trailers | Trailers | R107,356,838 |
| 17 | 2713.20 | Petroleum Bitumen | Bitumen | R103,871,171 |
| 18 | 8701.20.20 | Road Tractors for Semi-Trailers | Tractors | R103,521,591 |
| Total | | | | R2,921,703,764 |

109 Tariff Codes are responsible for just over half the Total Value of ZAR Exports to Zambia



Top 18 Tariff Codes

Top Tariff Codes

Zambia AUP and ZAR Export Ranking

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Tariff Code | Short Name | Value | Zambia | | | 1st Rank/2nd Rank | | |
|-------------|-----------------|--------------|-------------|------------------|----------------|-------------------|------------------|---------------|
| | | | Export Rank | % of ZAR Exports | Zambia AUP (R) | Country | % of ZAR Exports | AUP (R) |
| 3102.90 | Fertilizers | R335,370,215 | 1 | 74.2% | 6.49/kg | Botswana | 8.2% | 5.81/kg |
| 8431.49.90 | Heavy Machinery | R258,081,328 | 1 | 16.1% | 159.54/kg | Botswana | 15.4% | 201.84/kg |
| 3824.99.99 | Chemicals | R196,796,174 | 1 | 23.5% | 17.19/kg | USA | 10.5% | 926.68/kg |
| 2710.19 | Petroleum Oils | R195,258,007 | 2 | 21.7% | 23.28/kg | Zimbabwe | 22.5% | 30.08/kg |
| 2503 | Sulphur | R184,498,176 | 1 | 67.2% | 1.70/kg | DRC | 31.4% | 2.20/kg |
| 8704.21.81 | Double Cabs | R173,212,656 | 15 | 1.0% | 354,218/unit | Belgium | 18.1% | 390,667/unit |
| 7308.90.99 | Steel | R165,851,024 | 2 | 13.4% | 37.91/kg | Mozambique | 18.5% | 51.36/kg |
| 8413.91 | Pumps | R165,345,970 | 1 | 16.5% | 223.82/kg | Mozambique | 9.5% | 260.32/kg |
| 3102.30 | Fertilizers | R157,110,307 | 1 | 39.7% | 6.20/kg | Botswana | 30.4% | 5.39/kg |
| 2203.00.90 | Beer | R147,423,300 | 1 | 22.2% | 10.11/L | Botswana | 21.8% | 13.5/L |
| 3105.20 | Fertilizers | R139,054,769 | 1 | 61.1% | 5.55/kg | Botswana | 8.8% | 7.50/kg |
| 7208.10 | Steel Coils | R131,594,710 | 1 | 78.1% | 8.28/kg | Zimbabwe | 10.9% | 9.85/kg |
| 3808.91.99 | Insecticides | R130,968,365 | 1 | 21.4% | 268.76/kg | Uganda | 18.4% | 2,086/kg |
| 8474.90 | Machinery Parts | R113,398,121 | 6 | 6.7% | 107.8/kg | Mozambique | 11.7% | 160.31/kg |
| 2716 | Electricity | R112,991,042 | 7 | 1.9% | 905.59/MWh | Mozambique | 38.9% | 562.22/MWh |
| 8716.39 | Trailers | R107,356,838 | 1 | 29.0% | 243,440/unit | Zimbabwe | 24.6% | 8,162.93/unit |
| 2713.20 | Bitumen | R103,871,171 | 1 | 33.8% | 7.90/kg | Malawi | 9.4% | 8.35/kg |
| 8701.20.20 | Tractors | R103,521,591 | 5 | 10.5% | 11,298/unit | Namibia | 27.8% | 26,212/unit |

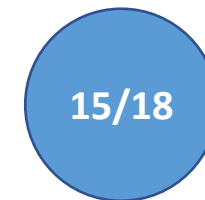


Where Zambia is ranked as South Africa's (ZAR) largest export partner for a specific tariff code ('1st Rank) then the second largest export country is compared.

Where Zambia is not the biggest export partner it is compared to the largest South African export partner for the specific tariff code.



Of ZAR's Top 18 Tariffs exported to Zambia, 12 are where Zambia are ZAR's highest Export destination (Ranked 1)



Of ZAR's Top 18 Tariffs exported to Zambia, 15 have a lower AUP than either the second ranked exporter country or top ranked exporter country

Exporter Analysis

Top 15 Exporters by Top 10 Countries of Origin

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Top 15 Exporters | South Africa | USA | China | Japan | Spain | India | Germany | Zambia | UK | Sweden | Exporter's Top 10 Countries of Origin Total | % of Overall | Exporter's Overall Total |
|----------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|-------------------|--------------------|--------------------|-------------------|-------------------|---|--------------|--------------------------|
| Top Exporter 1 | 628,468,783 | | | | | | | 465,353 | | | 628,934,136 | 100.0% | 628,934,136 |
| Top Exporter 2 | 240,401,035 | | | | | | | | | | 240,401,035 | 100.0% | 240,401,035 |
| Top Exporter 3 | 7,666,786 | 58,044,836 | 83,437,521 | | | 28,075,046 | | 13,052,861 | 2,332,141 | | 192,609,191 | 95.4% | 201,905,056 |
| Top Exporter 4 | 175,830,193 | | | | | | | 335,028 | | | 176,165,221 | 100.0% | 176,165,221 |
| Top Exporter 5 | 170,675,110 | | | | | | | 123,092 | | | 170,798,202 | 99.9% | 170,886,813 |
| Top Exporter 6 | 168,064,491 | 8,992 | | 26,629 | | | 49,255 | | | | 168,149,367 | 100.0% | 168,200,025 |
| Top Exporter 7 | 119,193,657 | 744,603 | 26,577,192 | 46,868 | 629,252 | 1,574,586 | 1,857,193 | 2,655 | 404,489 | | 151,030,495 | 92.9% | 162,533,983 |
| Top Exporter 8 | 146,589,142 | | | 2,434,253 | | | | | | | 149,023,395 | 100.0% | 149,023,395 |
| Top Exporter 9 | 8,325,303 | 97,905,302 | 23,420,576 | 2,369,695 | 112,609 | 1,411,396 | 4,883,472 | | 3,833,478 | 208,286 | 142,470,117 | 84.3% | 168,941,177 |
| Top Exporter 10 | 131,756,513 | | | | | | | | | | 131,756,513 | 100.0% | 131,756,513 |
| Top Exporter 11 | 127,109,635 | | | | | | 255,577 | | | | 127,365,212 | 100.0% | 127,365,212 |
| Top Exporter 12 | 125,762,892 | | | | | | | 669,681 | | | 126,432,573 | 100.0% | 126,432,573 |
| Top Exporter 13 | 123,445,909 | | | 2,912 | | | | | | | 123,448,821 | 100.0% | 123,448,821 |
| Top Exporter 14 | 14,921,191 | 314,360 | | | 92,049,147 | | 15,678,126 | | 16,966 | | 122,979,790 | 97.2% | 126,564,044 |
| Top Exporter 15 | 9,366,376 | | | 107,433,292 | 50,060 | 48,720 | | | | | 116,898,448 | 99.2% | 117,851,098 |
| Top 15 Total | 2,197,577,016 | 157,018,093 | 133,435,289 | 112,313,649 | 92,841,068 | 31,109,748 | 22,723,623 | 14,648,670 | 6,587,074 | 208,286 | 2,768,462,516 | 98.2% | 2,820,409,102 |
| % of Overall | 18.1% | 47.8% | 29.0% | 61.7% | 80.4% | 49.6% | 14.9% | 11.4% | 8.4% | 0.3% | 20.2% | | 19.9% |
| Overall Total | 12,136,396,077 | 328,614,390 | 460,245,100 | 182,093,082 | 115,514,541 | 62,663,956 | 152,959,365 | 128,925,297 | 78,708,929 | 72,497,536 | 13,718,618,273 | 97.0% | 14,137,973,451 |

The columns represent the Top 10 Countries of Origin for all Exports and the rows the Top 15 Exporters ordered by value.

The matrix shows that the Top 15 Exporters total goods exported are predominantly from these Top 10 Countries (98.2% of their Total Exports). The Countries of Origin, however, show that the Top 15 exporters make up a much lower percentage of total goods from these countries .



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

Exporter Analysis

Top Tariffs / Top Exporter Matrix

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Top Tariff Codes (> R100m) | Top Exporter 1 | Top Exporter 2 | Top Exporter 3 | Top Exporter 4 | Top Exporter 5 | Top Exporter 6 | Top Exporter 7 | Top Exporter 8 | Top Exporter 9 | Top Exporter 10 | Top Exporter 11 | Top Exporter 12 | Top Exporter 13 | Top Tariff Code Sub Total | % of Total | Overall Total |
|----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------------|--------------|-----------------------|
| 3102.90 Fertilizers | 327,695,201 | | | | | | 299,587 | | | | | | | 327,994,788 | 97.8% | 335,370,215 |
| 8431.49.90 Heavy Machinery | | | 5,635,239 | | | 46,103,079 | | | 22,914,264 | | | | 11,115,185 | 85,767,767 | 33.2% | 258,081,328 |
| 3824.99.99 Chemicals | 67,205,148 | | | | | | 19,321,986 | 23,133 | | | | | 146,217 | 86,696,484 | 44.1% | 196,796,174 |
| 2710.19 Petroleum Oils | 3,947,931 | | | | | | 14,553 | 9,092 | 1,350,902 | | | | 3,675 | 5,326,153 | 2.7% | 195,258,007 |
| 2503 Sulphur | 523,074 | | | | 170,825,373 | | | | | | | | 1,968 | 171,350,415 | 92.9% | 184,498,176 |
| 8704.21.81 Double Cabs | | | | | | | | | | | | | | - | 0.0% | 173,212,656 |
| 7308.90.99 Steel | | 344,850 | 607,957 | | | | | 203,279 | | | | | 454,320 | 1,610,406 | 1.0% | 165,851,024 |
| 8413.91 Pumps | | | 129,191 | | | 134,435 | 266,643 | | 140,791 | | | 21,888 | 1,075,755 | 1,768,703 | 1.1% | 165,345,970 |
| 3102.30 Fertilizers | 69,219,845 | | | | | | 50,643,702 | | | | | | | 119,863,547 | 76.3% | 157,110,307 |
| 2203.00.90 Beer | | | | | | | | | | | 126,741,781 | | | 126,741,781 | 86.0% | 147,423,300 |
| 3105.20 Fertilizers | 80,208 | | | 118,220,225 | | | | | | | | | | 118,300,433 | 85.1% | 139,054,769 |
| 7208.10 Steel Coils | | 131,258,144 | | | | | | | | | | | | 131,258,144 | 99.7% | 131,594,710 |
| 3808.91.99 Insecticides | | | | | | | | 408,831 | | | | 101,984,324 | | 102,393,155 | 78.2% | 130,968,365 |
| 8474.90 Machinery Parts | | | | | | 117,068 | | | 790,722 | | | | 34,008 | 941,798 | 0.8% | 113,398,121 |
| Exporter Sub Total | 468,671,407 | 131,602,994 | 6,372,387 | 118,220,225 | 170,825,373 | 46,354,582 | 70,546,471 | 644,335 | 25,196,679 | - | 126,741,781 | 102,006,212 | 12,831,128 | 1,280,013,574 | 51.3% | 2,493,963,122 |
| % of Overall | 74.5% | 54.7% | 3.2% | 67.1% | 100.0% | 27.4% | 41.9% | 0.4% | 16.9% | 0.0% | 99.5% | 80.6% | 10.1% | 49.6% | | 17.6% |
| Overall Total | 628,934,136 | 240,401,035 | 201,905,056 | 176,165,221 | 170,886,813 | 168,941,177 | 168,200,025 | 162,533,983 | 149,023,395 | 131,756,513 | 127,365,212 | 126,564,044 | 126,432,573 | 2,579,109,183 | 18.2% | 14,137,973,451 |
| No. of Tariff Codes | 83 | 17 | 61 | 10 | 2 | 349 | 96 | 1,011 | 200 | 11 | 6 | 30 | 814 | | | |

6

6 Top Exporters do relatively low exports in the top tariff codes
(Top Exporters 3, 6, 8, 9, 10 and 13)

5

5 Top Tariff Codes are traded predominantly by exporters outside the Top 13 Exporters
(Top Tariffs: Petroleum Oils, Double Cabs, Steel, Pumps and Machinery Parts)

The Top Tariff / Top Exporter Matrix shows two key views of trade:

1. From a tariff code perspective (the rows) the amount of trade of the top tariffs are undertaken by the top exporters
2. From a top exporter perspective (the columns) the amount of trade these exporters do with regards the top tariffs

Clearing Agent (CA) Analysis

Top Tariffs / Top Clearing Agent Matrix

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

| Top Tariff Codes (> R100m) | Top CA 1 | Top CA 2 | Top CA 3 | Top CA 4 | Top CA 5 | Top CA 6 | Top CA 7 | Top CA 8 | Top CA 9 | Top CA 10 | Top CA 11 | Top CA 12 | Tariff Code Sub Total | % of Total | Tariff Code Overall Total |
|----------------------------|----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-----------------------|--------------|---------------------------|
| 3102.90 Fertilizers | 997,241 | 1,964,867 | | 304,808,675 | | | | 517,670 | 299,587 | | 5,254,201 | | 313,842,241 | 93.6% | 335,370,215 |
| 8431.49.90 Heavy Machinery | 53,360,786 | 2,924,978 | 37,602,778 | | 449,394 | | 68,584 | | | | 38,720 | | 94,445,240 | 36.6% | 258,081,328 |
| 3824.99.99 Chemicals | 17,280,128 | 2,315,293 | 89,648,775 | 38,273,689 | 88,730 | | 93,921 | 2,291,387 | 32,345,039 | | 869,061 | | 183,206,023 | 93.1% | 196,796,174 |
| 2710.19 Petroleum Oils | 4,051,795 | 4,915,842 | 24,272 | | | | | 83,629 | | 1,042,390 | 2,583 | 3,654,917 | 13,775,428 | 7.1% | 195,258,007 |
| 2503 Sulphur | 171,015,860 | | 1,968 | | | | | | | | 170,599 | | 171,188,427 | 92.8% | 184,498,176 |
| 8704.21.81 Double Cabs | | | | | | | 5,261,687 | 413,932 | | | | 6,843,205 | 12,518,824 | 7.2% | 173,212,656 |
| 7308.90.99 Steel | 28,996,343 | 37,066,386 | 6,602,349 | | 7,321,827 | 344,850 | 18,780,595 | 1,253,392 | | 362,625 | 268,833 | | 100,997,200 | 60.9% | 165,851,024 |
| 8413.91 Pumps | 89,983,226 | 4,378,600 | 34,413,713 | | 193,421 | | 2,047,623 | 15,366 | 248,552 | 86,657 | 34,281 | 122,200 | 131,523,639 | 79.5% | 165,345,970 |
| 3102.3 Fertilizers | 45,476,691 | | | 7,061,796 | 179,366 | | | | 45,568,835 | | | | 98,286,688 | 62.6% | 157,110,307 |
| 2203.00.90 Beer | | | | | | | | | | | | | - | 0.0% | 147,423,300 |
| 3105.2 Fertilizers | 37,507,266 | 15,980,795 | 324,308 | 80,208 | 750,337 | | | | | 4,063,280 | 1,380,808 | | 60,087,002 | 43.2% | 139,054,769 |
| 7208.1 Steel Coils | | | | | | 131,258,144 | | | | | | | 131,258,144 | 99.7% | 131,594,710 |
| 3808.91.99 Insecticides | 781,054 | 142,650 | | | | 132,397 | | | | | 3,442,190 | 88,925 | 4,587,216 | 3.5% | 130,968,365 |
| 8474.9 Machinery Parts | 6,414,841 | 995,596 | 33,989,803 | | 17,278 | | 947,835 | 1,723,192 | | | 547,862 | | 44,636,407 | 39.4% | 113,398,121 |
| 2716 Electricity | | | | | | | | | | | | 112,991,042 | 112,991,042 | 100.0% | 112,991,042 |
| 8716.39 Trailers | | | | | 27,020 | | 600,000 | 88,399 | | 4,000 | | | 719,419 | 0.7% | 107,356,838 |
| 2713.2 Bitumen | | 13,034,811 | | | 1,223,779 | 1,566,177 | | | | 2,232,470 | | | 18,057,237 | 17.4% | 103,871,171 |
| 8701.20.20 Tractors | 8,890,000 | | | | 377 | | 235,000 | | | 15,350,845 | | | 24,476,222 | 23.6% | 103,521,591 |
| CA's Sub Total | 464,755,231 | 83,719,818 | 202,607,966 | 350,224,368 | 10,251,529 | 133,301,568 | 28,035,245 | 6,386,967 | 78,462,013 | 23,142,267 | 12,009,138 | 123,700,289 | 1,516,596,399 | | 2,921,703,764 |
| % of Total | 32.4% | 8.5% | 31.5% | 93.5% | 2.8% | 39.3% | 9.4% | 2.3% | 28.9% | 8.7% | 4.6% | 47.4% | 26.2% | | 20.7% |
| CA's Total | 1,432,807,028 | 982,188,423 | 642,266,604 | 374,443,687 | 370,370,325 | 339,299,786 | 299,815,066 | 276,656,775 | 271,219,872 | 267,456,487 | 261,533,728 | 260,873,120 | 5,778,930,901 | 40.9% | 14,137,973,451 |

| | |
|---------------|-----------------------|
| Country | Zambia |
| Type of Trade | Exports (All Tariffs) |
| Period | Oct'19 – Mar '20 |

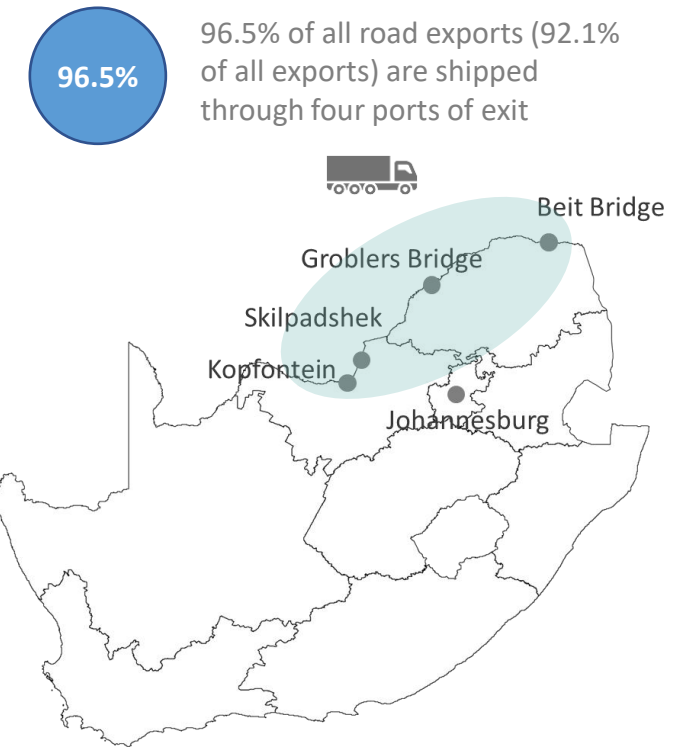
Modes of Transport

Ports of Exit

| Mode of Transport | | Value | % of Total |
|----------------------|--|-----------------------|---------------|
| Road | | 13,486,949,746 | 95.4% |
| Air | | 480,771,894 | 3.4% |
| Fixed Installation * | | 112,991,042 | 0.8% |
| Rail | | 53,037,538 | 0.4% |
| Sea | | 4,223,231 | 0.0% |
| Total | | 14,137,973,451 | 100.0% |

* 'Fixed Installation' refers to electricity delivery

| Port of Exit | Value | % of Total |
|--------------------|-----------------------|---------------|
| Beit Bridge | 6,439,473,575 | 47.7% |
| Groblers Bridge | 5,816,502,987 | 43.1% |
| Kopfontein | 542,800,805 | 4.0% |
| Skilpadshek | 217,826,234 | 1.6% |
| Pretoria | 159,471,332 | 1.2% |
| Durban | 143,844,886 | 1.1% |
| Germiston | 68,432,210 | 0.5% |
| Ramatlabama | 49,766,778 | 0.4% |
| Johannesburg (Air) | 21,375,342 | 0.2% |
| Port Elizabeth | 21,220,859 | 0.2% |
| Cape Town | 1,864,430 | 0.0% |
| Lebombo | 1,640,353 | 0.0% |
| Paarl | 1,036,101 | 0.0% |
| Upington | 623,250 | 0.0% |
| Violsdrift | 541,006 | 0.0% |
| Stellenbosch | 430,150 | 0.0% |
| Golela | 63,543 | 0.0% |
| Johannesburg | 35,905 | 0.0% |
| Grand Total | 13,486,949,746 | 100.0% |



Need Even More Insight?

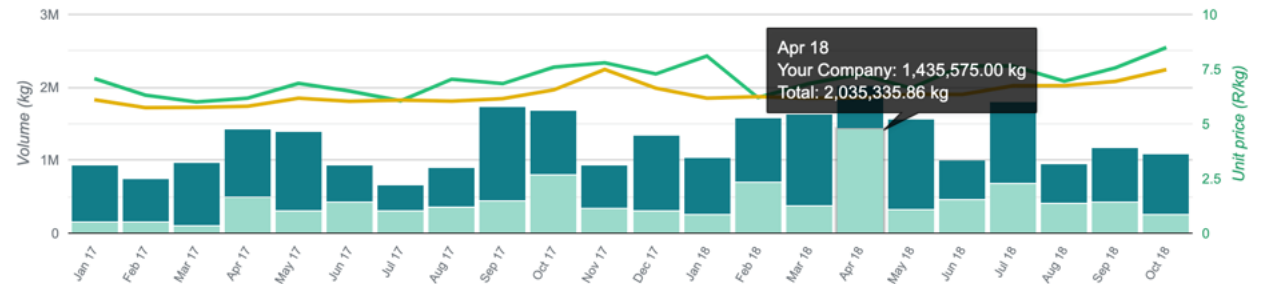
Overlay your own Trade Data

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% | 4) |
| 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