



Sample Report

Frozen Bone-In Chicken

South African Import Analysis

Quarter 1 – January to March 2019

Disclaimers



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Introduction

Scope of Analysis

HS Code	Tariff Description	
Tariff Heading		
Chapter 2	Meat and Edible Meat Offals	
02.07	Meat and edible offal of the poultry of heading 01.05, fresh, chilled or frozen:	
0207.14	Cuts and offal, frozen:	
0207.14.9	Other:	
Tariff Codes	Description	Colour Code
0207.14.91	Whole bird cut 1/2	
0207.14.93	Leg Quarters	
0207.14.95	Wings	
0207.14.96	Breasts	
0207.14.97	Thighs	
0207.14.98	Drumsticks	
0207.14.99	Other	

Period of Review	
Year	2019
Type of Report	Quarterly
Period	Quarter 1 - January to March

Measurement Legend	
Value	Rands (R)
Volume	Kilograms (Kg)
Average Unit Price (AUP)	Rands / Kilogram (R/Kg)

Notes:

- Collectively these tariff codes are referred to as 'Frozen Bone In Chicken' in the Report.
- Breasts and Whole bird cut in half have negligible trade volumes and have largely been excluded for the analysis.

Type of Trade	
 	This analysis only looks at Imports to South Africa



- AUP is set at the FOB Point and therefore includes all costs up to the point of loading onto the vessel.
- Where Custom or Safeguard Duties are applicable these will be mentioned and highlighted in the analysis.

Regulatory Framework for Period

As at 31st March 2019

		Whole bird cut in half	Leg quarters	Wings	Breasts	Thighs	Drumsticks	Other
		0207.14.91	0207.14.93	0207.14.95	0207.14.96	0207.14.97	0207.14.98	0207.14.99
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.						
Bound Rate		82%	82%	82%	82%	82%	82%	82%
		The bound rate is the maximum level the general customs duties can be raised to. This is no indication that it will be raised to that level, but merely that the possibility exists.						
Customs Duties	General	37%	37%	37%	37%	37%	37%	37%
	EU	Free	Free	Free	Free	Free	Free	Free
	EFTA	37%	37%	37%	37%	37%	37%	37%
	Mercosur	37%	37%	37%	37%	37%	37%	37%
	SADC	Free	Free	Free	Free	Free	Free	Free
Import Surge		N/A	N/A	N/A	N/A	N/A	N/A	N/A
Safeguard Duties	EU (Period 1)	35.3%	35.3%	35.3%	35.3%	35.3%	35.3%	35.3%
	EU (Period 2)	30%	30%	30%	30%	30%	30%	30%
Open Investigations		N/A	N/A	N/A	N/A	N/A	N/A	N/A
Anti-Dumping Duties								
Possible Duty Increases								
Specific Duties		N/A	N/A	N/A	N/A	N/A	N/A	N/A

Relevant Countries of Origin in this Analysis			
Mercosur	European Union (EU)	General Customs	SADC
Argentina	Denmark	Canada	Swaziland
Brazil	Ireland	USA	
	Netherlands		
	Poland		
	Spain		

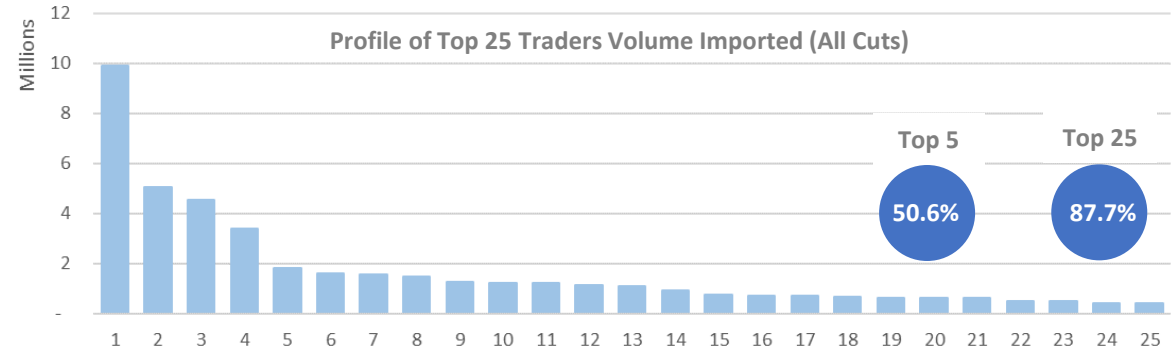
EU Safeguard Duties	
Period 1	12th March 2018 - 11th March 2019
Period 2	12th March 2019 - 11th March 2020

Trade Overview

Quarterly Summary

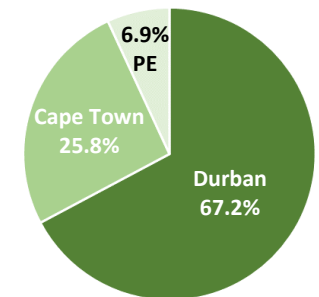
Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Tariff Code	Description	Volume (Kg)	% of Total Frozen Cuts Market	
0207.14.93	Leg Quarters	32,461,259	66.3%	
0207.14.98	Drumsticks	8,326,928	17.0%	
0207.14.95	Wings	5,220,333	10.7%	
0207.14.99	Other	1,575,817	3.2%	
0207.14.97	Thighs	1,270,081	2.6%	
0207.14.96	Breasts	80,625	0.2%	
0207.14.91	W/Bird(1/2)	-	0.0%	
Grand Total		48,935,042	100%	



Country of Origin	Sea			Air	Road			Grand Total	% of Total Volume					
	Durban	Cape Town	PE	Joburg	Golela	Maseru Bridge	Oshoek		0%	10%	20%	30%	40%	
USA	14,487,215	3,123,364	186,183					17,796,762	36.4%					
Brazil	7,577,658	1,967,239	583,168					10,128,065	20.7%					
Poland	4,248,260	3,205,680	785,510	16				8,239,466	16.8%					
Denmark	2,673,140	1,738,495	440,202					4,851,837	9.9%					
Ireland	2,037,160	1,342,247	1,185,510					4,564,917	9.3%					
Spain	1,336,455	697,370	151,972					2,185,797	4.5%					
Argentina	313,189	381,290	54,000					748,479	1.5%					
Canada	186,170	185,760						371,930	0.8%					
Netherlands	24,310							24,310	0.0%					
Swaziland					22,500		1	22,501	0.0%					
Unclassified						979		979	0.0%					
Grand Total	32,883,557	12,641,444	3,386,545	16	22,500	979	1	48,935,042						
	100.0%			0.0%			0.0%							

Sea Transport Breakdown

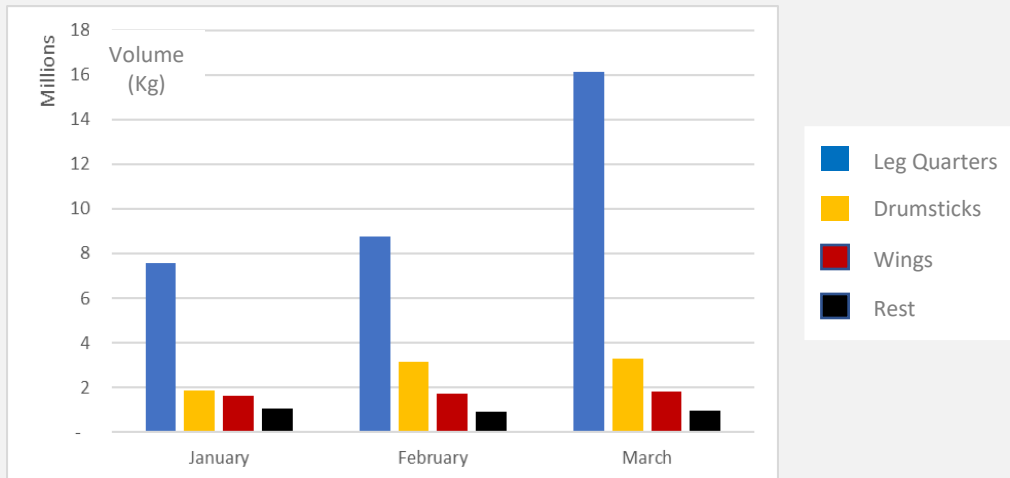


Trade Overview

Monthly Summary

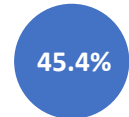
Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Tariff Code	Description	Quarter 1 - 2019			Total Volume (Kg)	Trend
		January	February	March		
0207.14.93	Leg Quarters	7,577,314	8,774,922	16,109,023	32,461,259	— — —
0207.14.98	Drumsticks	1,862,572	3,149,441	3,314,915	8,326,928	— — —
0207.14.95	Wings	1,636,377	1,744,982	1,838,974	5,220,333	— — —
0207.14.99	Other	676,287	517,330	382,200	1,575,817	— — —
0207.14.97	Thighs	396,256	302,623	571,202	1,270,081	— — —
0207.14.96	Breasts		80,625		80,625	— — —
0207.14.91	W/Bird(1/2)					— — —
Grand Total		12,148,806	14,569,922	22,216,315	48,935,042	— — —



Rank	Quarter 1 - 2019			Total Volume (Kg)	Trend
	January	February	March		
1	1,492,558	3,418,771	4,986,500	9,897,830	— — —
2	2,113,840	1,094,380	1,868,515	5,076,735	— — —
3	459,325	1,227,365	2,880,750	4,567,440	— — —
4	764,204	1,550,298	1,094,407	3,408,909	— — —
5	525,900	734,825	567,000	1,827,725	— — —
6	401,647	719,056	477,034	1,597,737	— — —
7	547,006	607,682	430,572	1,585,260	— — —
8	314,100	423,287	751,486	1,488,873	— — —
9	284,193	690,413	281,325	1,255,931	— — —
10	73,440	533,950	625,950	1,233,340	— — —
11	616,560	53,490	535,387	1,205,437	— — —
12	635,400	162,000	342,480	1,139,880	— — —
13	620,250	287,180	182,250	1,089,680	— — —
14	178,670	247,000	503,880	929,550	— — —
15	501,830	217,500	51,290	770,620	— — —
16	50,000	166,160	506,810	722,970	— — —
17	181,130	250,813	290,150	722,093	— — —
18	103,000	135,000	446,080	684,080	— — —
19	293,808	220,590	135,000	649,398	— — —
20	136,530	218,550	264,510	619,590	— — —
21	53,000		565,660	618,660	— — —
22	54,000	155,920	294,270	504,190	— — —
23	27,000	203,800	257,196	487,996	— — —
24		81,000	347,000	428,000	— — —
25	54,000	81,000	286,695	421,695	— — —
Top 25 Sub Total	10,481,390	13,480,030	18,972,198	42,933,618	— — —
Top 25 %	86.3%	92.5%	85.4%	87.7%	— — —
Grand Total	12,148,806	14,569,922	22,216,315	48,935,042	— — —
No. Traders	45	43	60	76	— — —

March 2019
(Total Volume)



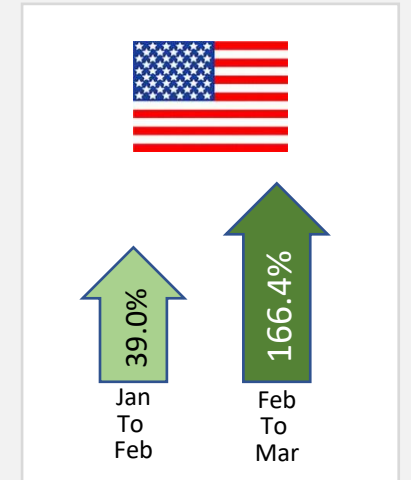
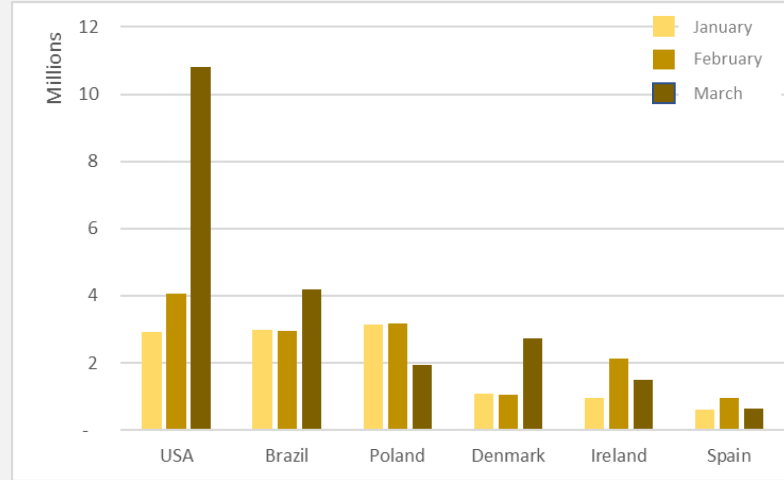
Trade Overview

Monthly Summary

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

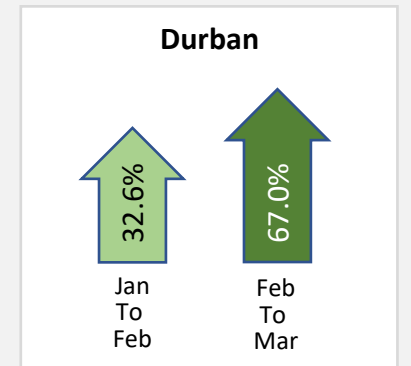
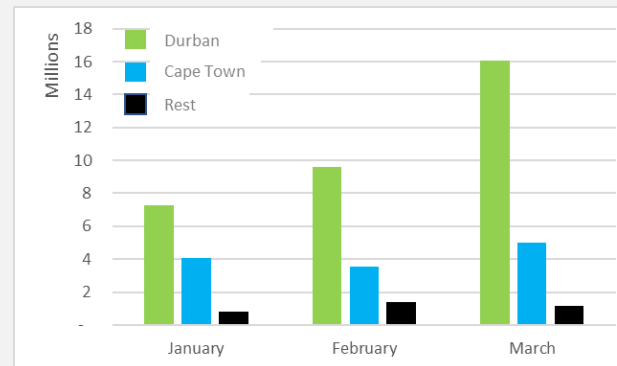
Countries of Origin

Country of Origin	Quarter 1 - 2019			Total Volume (Kg)	Trend
	January	February	March		
USA	2,921,757	4,060,000	10,815,005	17,796,762	▲
Brazil	2,979,957	2,963,290	4,184,817	10,128,065	▲
Poland	3,126,390	3,166,426	1,946,650	8,239,466	▲
Denmark	1,096,094	1,039,843	2,715,900	4,851,837	▲
Ireland	948,356	2,113,422	1,503,138	4,564,917	▲
Spain	595,910	940,662	649,225	2,185,797	▲
Argentina	241,040	212,968	294,471	748,479	▲
Canada	239,300	26,500	106,130	371,930	▲
Netherlands		24,310		24,310	▲
Swaziland	1	22,500		22,501	▲
Unclassified			979	979	▲
Grand Total	12,148,806	14,569,922	22,216,315	48,935,042	▲



Ports of Entry

Port of Entry	Mode of Transport	Quarter 1 - 2019			Total Volume (Kg)	Trend
		January	February	March		
Durban	Sea	7,245,435	9,603,941	16,034,181	32,883,557	▲
Cape Town	Sea	4,078,267	3,560,313	5,002,864	12,641,444	▲
PE	Sea	825,103	1,383,152	1,178,290	3,386,545	▲
Golela	Road		22,500		22,500	▲
Maseru Bridge	Road			979	979	▲
Johannesburg	Air		16		16	▲
Oshoek	Road	1			1	▲
Grand Total		12,148,806	14,569,922	22,216,315	48,935,042	▲



Trader Analysis

Rank per Tariff Code by Volume

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Rank	0207.14.93			0207.14.95			0207.14.96			0207.14.97			0207.14.98			0207.14.99			Grand Total	
	Leg Quarters			Wings			Breasts			Drumsticks			Thighs			Other			Volume (Kg)	Mkt Share
	Volume (Kg)	Rank	Mkt Share	Volume (Kg)	Rank	Mkt Share	Volume (Kg)	Rank	Mkt Share	Volume (Kg)	Rank	Mkt Share	Volume (Kg)	Rank	Mkt Share	Volume (Kg)	Rank	Mkt Share		
1	7,296,949	1	22.5%	668,280	2	12.8%				314,983	1	24.8%	1,046,718	1	12.6%	570,900	1	36.2%	9,897,830	20.2%
2	3,860,030	2	11.9%	811,645	1	15.5%				38,000	10	3.0%	341,720	8	4.1%	25,340	10	1.6%	5,076,735	10.4%
3	3,507,055	3	10.8%	308,900	7	5.9%						0.0%	508,485	5	6.1%	243,000	3	15.4%	4,567,440	9.3%
4	1,748,680	4	5.4%	655,390	3	12.6%	80,625	1	100.0%	81,256	5	6.4%	777,558	3	9.3%	65,400	5	4.2%	3,408,909	7.0%
5	839,000	8	2.6%									0.0%	988,725	2	11.9%			0.0%	1,827,725	3.7%
6	1,149,753	5	3.5%	191,434	10	3.7%				98,446	4	7.8%	158,104	18	1.9%			0.0%	1,597,737	3.3%
7	781,286	11	2.4%	338,070	5	6.5%				278,904	2	22.0%	160,000	16	1.9%	27,000	8	1.7%	1,585,260	3.2%
8	754,720	13	2.3%	129,700	12	2.5%				131,543	3	10.4%	420,910	6	5.1%	52,000	7	3.3%	1,488,873	3.0%
9	622,557	15	1.9%	318,226	6	6.1%				25,000	12	2.0%	280,068	9	3.4%	10,080	12	0.6%	1,255,931	2.6%
10	811,850	9	2.5%	208,240	9	4.0%				23,400	14	1.8%	189,850	12	2.3%			0.0%	1,233,340	2.5%
11	970,302	7	3.0%	24,800	30	0.5%						0.0%	210,335	11	2.5%			0.0%	1,205,437	2.5%
12	1,086,000	6	3.3%									0.0%	26,880	36	0.3%	27,000	9	1.7%	1,139,880	2.3%
13	797,180	10	2.5%	108,000	14	2.1%						0.0%	184,500	13	2.2%			0.0%	1,089,680	2.2%
14	371,200	21	1.1%	135,680	11	2.6%						0.0%	26,670	38	0.3%	396,000	2	25.1%	929,550	1.9%
15	770,620	12	2.4%									0.0%			0.0%			0.0%	770,620	1.6%
16	587,280	17	1.8%	84,200	15	1.6%				24,740	13	1.9%	26,750	37	0.3%			0.0%	722,970	1.5%
17	339,840	22	1.0%	355,043	4	6.8%				27,210	11	2.1%			0.0%			0.0%	722,093	1.5%
18	606,830	16	1.9%	77,250	16	1.5%						0.0%			0.0%			0.0%	684,080	1.4%
19	624,390	14	1.9%									0.0%	25,008	40	0.3%			0.0%	649,398	1.3%
20												0.0%	564,570	4	6.8%	55,020	6	3.5%	619,590	1.3%
21	512,660	18	1.6%									0.0%	106,000	22	1.3%			0.0%	618,660	1.3%
22	429,310	19	1.3%	74,880	17	1.4%						0.0%			0.0%			0.0%	504,190	1.0%
23	184,006	29	0.6%	252,030	8	4.8%						0.0%	51,960	33	0.6%			0.0%	487,996	1.0%
24	428,000	20	1.3%									0.0%			0.0%			0.0%	428,000	0.9%
25	54,000	44	0.2%									0.0%	367,695	7	4.4%			0.0%	421,695	0.9%
Top 25	29,133,499		89.7%	4,741,768		90.8%	80,625		100.0%	1,043,482		82.2%	6,462,506		77.6%	1,471,740		93.4%	42,933,618	87.7%
Grand Total	32,461,259			5,220,333			80,625			1,270,081			8,326,928			1,575,817			48,935,042	
No. of Traders	53			32			1			15			41			12				

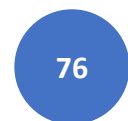
Top 5 Traders
(Volume)



Top 10 Traders
(Volume)



Unique Traders



Trader Analysis

Breakdown by Country of Origin based on Overall Volume (All Cuts)

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

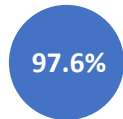
Rank	USA		Brazil		Poland		Denmark		Ireland		Spain		Argentina		Canada		Grand Total		
	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	Volume	AUP	
1	3,632,065	9.27	4,088,725	11.76	819,760	12.39	549,778	13.59	307,871	11.66	345,650	13.73	27,000	11.98	80,170	10.81	9,897,830	11.08	
2	1,841,730	9.92	858,640	13.74	1,322,660	13.27	274,600	11.30	478,800	12.64	248,940	11.90	51,365	11.64			5,076,735	11.89	
3	806,725	9.09	1,272,375	10.60	432,300	14.59	1,049,000	13.43	882,000	12.27	125,040	12.27					4,567,440	11.73	
4	1,387,591	9.51	229,008	13.85	1,255,140	12.40		27,000	6.00	250,945	12.23	124,600	12.97	134,625	12.75			3,408,909	11.29
5	1,827,725	9.40																1,827,725	9.40
6	105,183	9.07	54,000	13.28	193,460	12.84	213,428	11.52	979,294	12.66	52,372	7.92					1,597,737	12.16	
7	367,930	10.64	101,040	15.18	355,020	16.49	675,020	12.23					86,250	15.89			1,585,260	13.20	
8	738,213	9.29	52,000	5.13	158,500	15.45	216,000	13.52	324,160	13.61							1,488,873	11.36	
9	323,400	9.09	52,008	10.82	161,000	13.78			505,757	12.96	159,780	11.99	53,986	11.20			1,255,931	11.78	
10					278,540	13.18	486,800	12.17	368,600	12.48	99,400	13.79					1,233,340	12.62	
11	422,195	9.79			536,040	14.01	63,142	13.99			24,800	11.91			159,260	11.01	1,205,437	12.09	
12	842,880	10.92			297,000	13.36											1,139,880	11.56	
13					1,038,310	14.05					24,870	13.16			26,500	15.17	1,089,680	14.05	
14	105,200	11.35	26,670	16.30	54,000	16.17	743,680	16.12									929,550	15.59	
15			770,620	12.88													770,620	12.88	
16	108,070	10.16	352,800	13.59	101,750	13.94					134,340	11.31	26,010	13.48			722,970	12.70	
17	81,210	8.94			56,350	13.70	74,093	9.15			348,440	12.25	162,000	11.20			722,093	11.44	
18	233,830	7.28			270,000	12.86	76,000	14.85	25,200	18.51			79,050	16.76			684,080	11.83	
19	135,000	11.17	446,058	13.69			68,340	12.95									649,398	13.09	
20	372,000	8.39	247,590	25.58													619,590	15.26	
21			512,660	12.51											106,000	15.29	618,660	12.99	
22	213,010	10.38			132,600	13.51	83,700	17.39			74,880	13.64					504,190	12.85	
23			187,000	13.78							199,800	13.26	101,196	12.60			487,996	13.32	
24	428,000	9.79															428,000	9.79	
25	421,695	9.46															421,695	9.46	
Top 25 Total	14,393,652		9,251,194		7,462,430		4,600,581		4,122,627		1,962,912		721,482		371,930		42,933,618		
Top 25 %	80.9%		91.3%		90.6%		94.8%		90.3%		89.8%		96.4%		100.0%		87.7%		
Grand Total	17,796,762	9.63	10,128,065	12.64	8,239,466	13.68	4,851,837	13.27	4,564,917	12.59	2,185,797	12.61	748,479	12.71	371,930	12.48	48,935,042	11.78	

* AUP based on FOB Prices

Top 3 Countries of Origin
(Volume)



Top 6 Countries of Origin
(Volume)



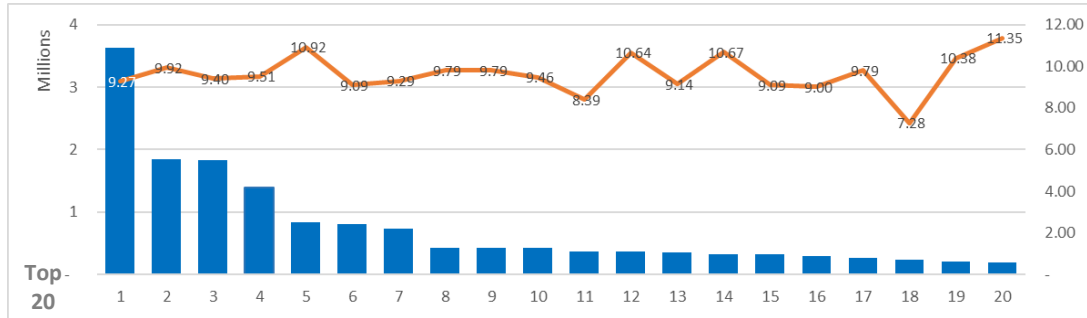
Total Countries of Origin



Trader Analysis

Breakdown by Top 3 Countries of Origin based on Overall Volume (All Cuts)

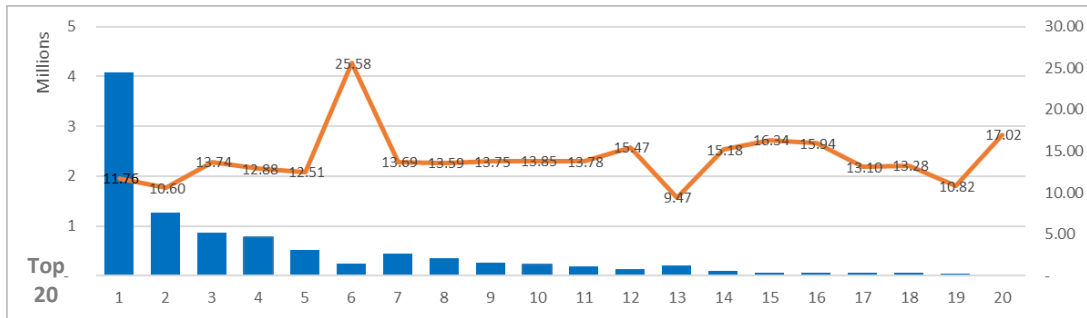
Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports



USA	
No. Traders	48
Top 5 AUP	R9.60
Overall AUP (without Top 5)	R9.66
Overall AUP (with All)	R9.63
Top 5 Volume %	53.6%
Top 10 Volume %	69.4%

36.4% of All Imports

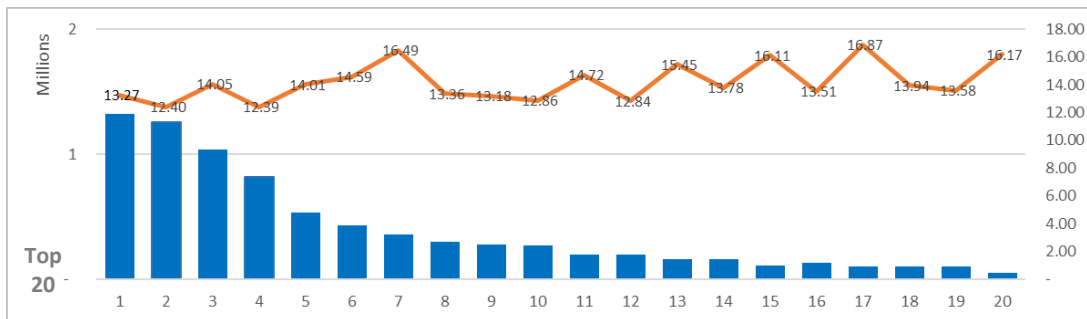
Entry Port	USA	Total
Durban	81.4%	29.6%
Cape Town	17.6%	6.4%
PE	1.0%	0.4%



Brazil	
No. Traders	25
Top 5 AUP	R11.95
Overall AUP (without Top 5)	R14.60
Overall AUP (with All)	R12.64
Top 5 Volume %	74.1%
Top 10 Volume %	89.3%

20.7% of All Imports

Entry Port	Brazil	Total
Durban	74.8%	15.5%
Cape Town	19.4%	4.0%
PE	5.8%	1.2%



Poland	
No. Traders	30
Top 5 AUP	R13.15
Overall AUP (without Top 5)	R14.50
Overall AUP (with All)	R13.68
Top 5 Volume %	60.3%
Top 10 Volume %	80.2%

16.8% of All Imports

Entry Port	Poland	Total
Durban	51.6%	8.7%
Cape Town	38.9%	6.6%
PE	9.5%	1.6%

Key:

Volume

AUP

Top 3 Countries of Origin (Volume)

73.9%

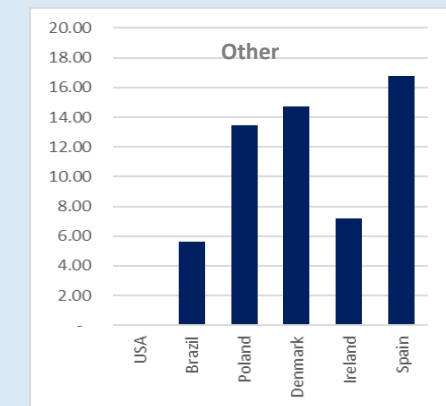
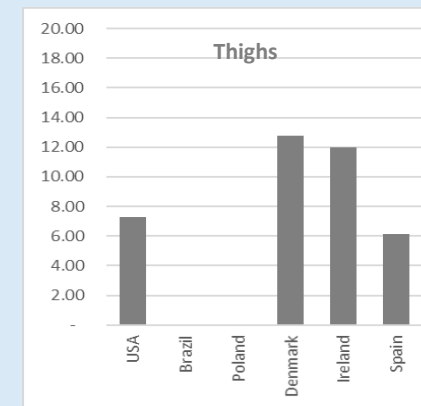
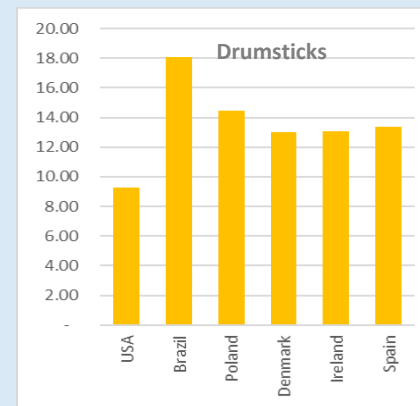
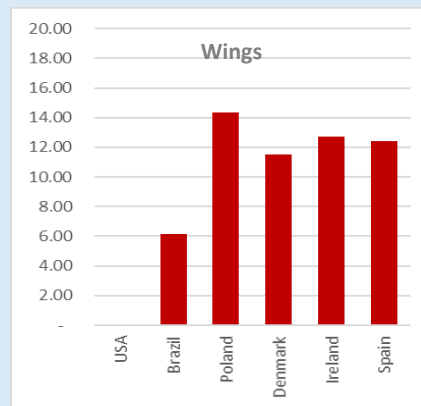
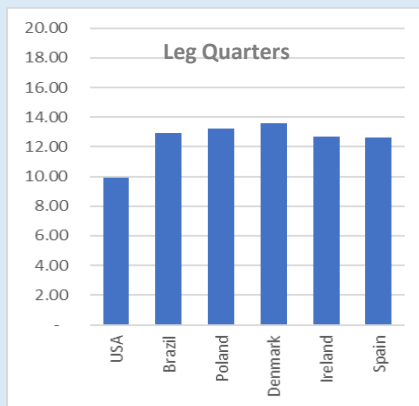
Price Analysis

AUP Breakdowns by Country of Origin (Value at FOB Prices)

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Country of Origin	Customs Duties	0207.14.93			0207.14.95			0207.14.96			0207.14.97			0207.14.98			0207.14.99			Grand Total			Volume % of Total
		Leg Quarters			Wings			Breasts			Thighs			Drumsticks			Other			Value	Volume	AUP	
		Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP				
USA	FOB	114,129,474	11,500,913	9.92			-				3,870,806	532,655	7.27	53,391,750	5,763,195	9.26				171,392,030	17,796,762	9.63	36.4%
Brazil	FOB	109,716,500	8,492,131	12.92	500,011	81,000	6.17							13,169,209	728,214	18.08	4,636,065	826,720	5.61	128,021,785	10,128,065	12.64	20.7%
Poland	FOB	63,512,328	4,812,540	13.20	37,499,843	2,609,246	14.37							10,650,267	736,680	14.46	1,091,390	81,000	13.47	112,753,828	8,239,466	13.68	16.8%
Denmark	FOB	38,866,892	2,857,276	13.60	8,980,475	779,475	11.52				7,512,468	589,086	12.75	1,550,870	119,000	13.03	7,469,298	507,000	14.73	64,380,003	4,851,837	13.27	9.9%
Ireland	FOB	44,163,534	3,486,098	12.67	5,541,748	435,960	12.71				1,484,205	123,600	12.01	5,674,942	433,579	13.09	617,166	85,680	7.20	57,481,595	4,564,917	12.59	9.3%
Spain	FOB	9,359,893	742,845	12.60	12,859,721	1,034,372	12.43				151,201	24,740	6.11	4,814,941	360,760	13.35	387,628	23,080	16.79	27,573,384	2,185,797	12.61	4.5%
Argentina	FOB	3,951,224	336,216	11.75	4,215,337	279,301	15.09	1,077,287	80,625	13.36							272,673	52,337	5.21	9,516,521	748,479	12.71	1.5%
Canada	FOB	1,887,395	186,430	10.12										2,754,755	185,500	14.85				4,642,150	371,930	12.48	0.8%
Netherlands	FOB	312,413	24,310	12.85																312,413	24,310	12.85	0.0%
Swaziland	FOB	480,330	22,500	21.35										100	1	100.00				480,430	22,501	21.35	0.0%
Unclassified	FOB				4,399	979	4.49													4,399	979	4.49	0.0%
Grand Total	FOB	386,379,983	32,461,259	11.90	69,601,534	5,220,333	13.33	1,077,287	80,625	13.36	13,018,680	1,270,081	10.25	92,006,834	8,326,928	11.05	14,474,220	1,575,817	9.19	576,558,538	48,935,042	11.78	100.0%

AUP
(FOB Value)



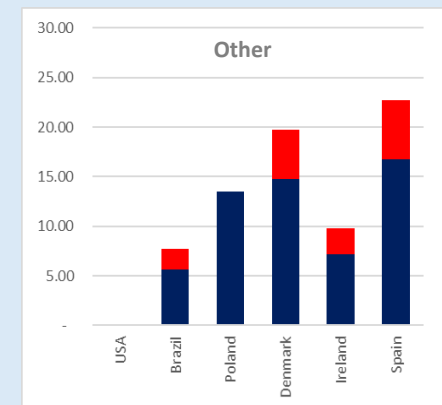
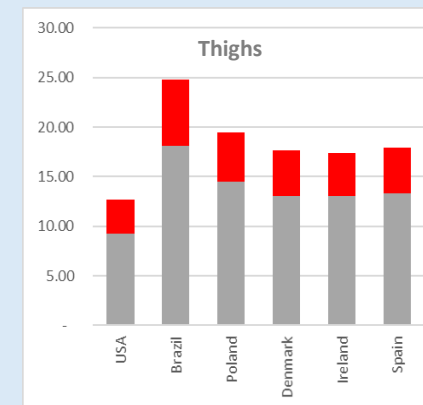
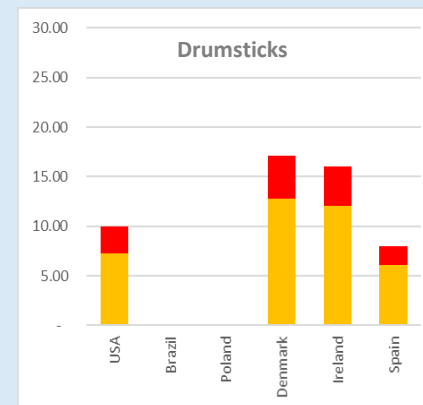
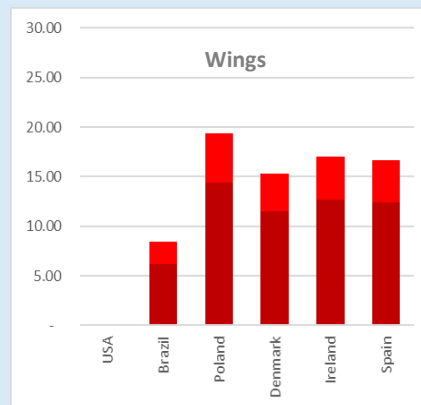
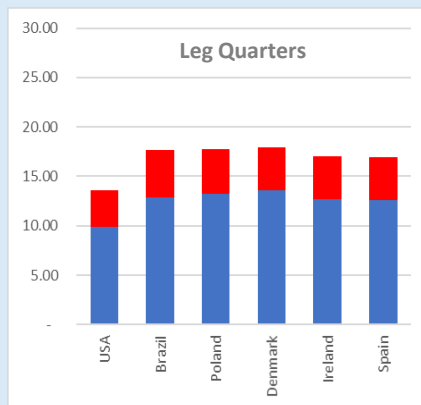
Price Analysis

AUP Breakdowns by Country of Origin (Value includes Customs Duties)

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Country of Origin	Duties	0207.14.93			0207.14.95			0207.14.96			0207.14.97			0207.14.98			0207.14.99			Grand Total			Volume % of Total	
		Leg Quarters			Wings			Breasts			Thighs			Drumsticks			Other			Value	Volume	AUP		
		Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP	Value	Volume	AUP					
USA	37%	156,357,379	11,500,913	13.60								5,303,004	532,655	9.96	73,146,698	5,763,195	12.69				234,807,081	17,796,762	13.19	36.4%
Brazil	37%	150,311,605	8,492,131	17.70	685,015	81,000	8.46								18,041,816	728,214	24.78	6,351,409	826,720	7.68	175,389,845	10,128,065	17.32	20.7%
Poland	Safeguard	85,457,524	4,812,540	17.76	50,467,336	2,609,246	19.34								14,350,481	736,680	19.48	385,261	81,000	4.76	150,660,601	8,239,466	18.29	16.8%
Denmark	Safeguard	51,359,668	2,857,276	17.98	11,944,120	779,475	15.32				10,056,541	589,086	17.07	2,098,327	119,000	17.63	10,004,157	507,000	19.73	85,462,814	4,851,837	17.61	9.9%	
Ireland	Safeguard	59,305,199	3,486,098	17.01	7,413,542	435,960	17.01				1,976,421	123,600	15.99	7,553,730	433,579	17.42	835,026	85,680	9.75	77,083,917	4,564,917	16.89	9.3%	
Spain	Safeguard	12,567,228	742,845	16.92	17,272,358	1,034,372	16.70				196,561	24,740	7.95	6,467,810	360,760	17.93	524,461	23,080	22.72	37,028,418	2,185,797	16.94	4.5%	
Argentina	37%	5,413,177	336,216	16.10	5,775,012	279,301	20.68	1,475,883	80,625	18.31								373,562	52,337	7.14	13,037,634	748,479	17.42	1.5%
Canada	37%	2,585,731	186,430	13.87										3,774,014	185,500	20.35					6,359,746	371,930	17.10	0.8%
Netherlands	Safeguard	422,695	24,310	17.39																	422,695	24,310	17.39	0.0%
Swaziland	Free	480,330	22,500	21.35										100	1	100.00					480,430	22,501	21.35	0.0%
Unclassified	Free				4,399	979	4.49														4,399	979	4.49	0.0%
Grand Total		524,260,535	32,461,259	16.15	93,561,783	5,220,333	17.92	1,475,883	80,625	18.31	17,532,527	1,270,081	13.80	125,432,976	8,326,928	15.06	18,473,875	1,575,817	11.72	780,737,579	48,935,042	15.95	100.0%	

AUP
(Customs
Duties
Value)

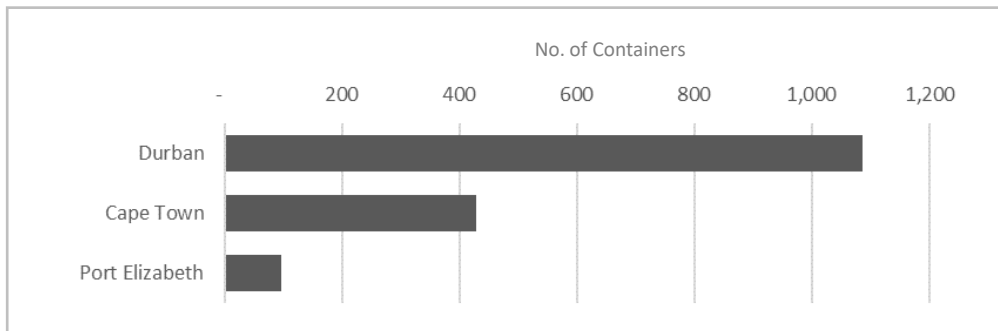
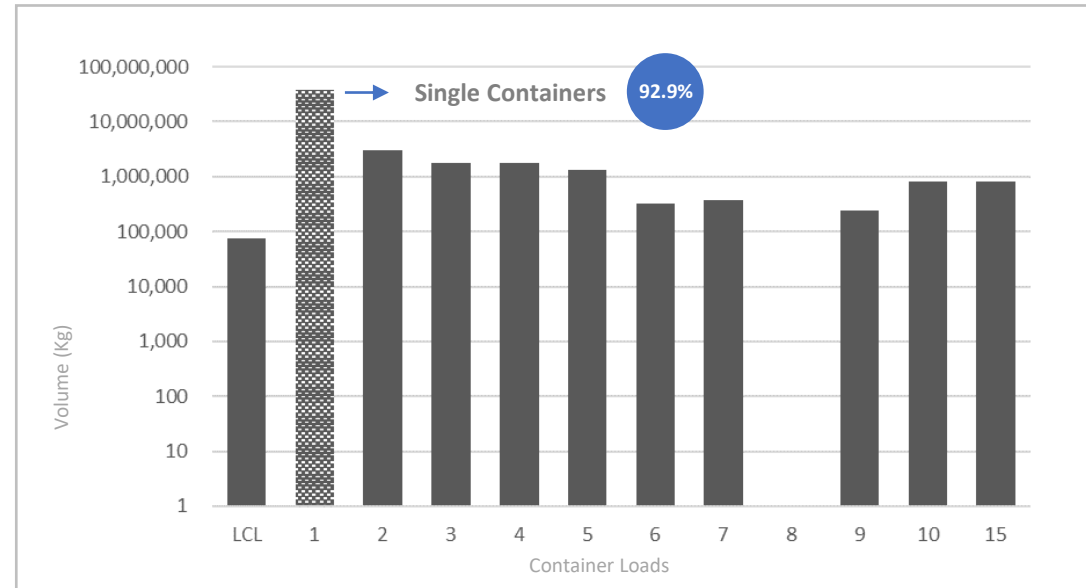


Container Shipments

MRNs and Overall Volume (All Cuts)

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

Estimated No. Containers	No. MRNs	Average Volume	Total Volume	Durban	Cape Town	Port Elizabeth	Other
LCL	14	5,505	77,076	8	2	1	3
1	1,485	25,849	38,385,215	1,024	381	79	1
2	57	53,244	3,034,886	16	36	5	-
3	22	79,309	1,744,796	13	4	5	-
4	17	106,825	1,816,032	9	2	6	-
5	10	134,037	1,340,367	7	3	-	-
6	2	159,845	319,690	1	1	-	-
7	2	190,488	380,975	2	-	-	-
8	-	-	-	-	-	-	-
9	1	244,755	244,755	1	-	-	-
10	3	274,750	824,250	3	-	-	-
15	2	400,000	800,000	2	-	-	-
Total	1,615	1,674,606	48,968,042	1,086	429	96	4



What is an MRN?

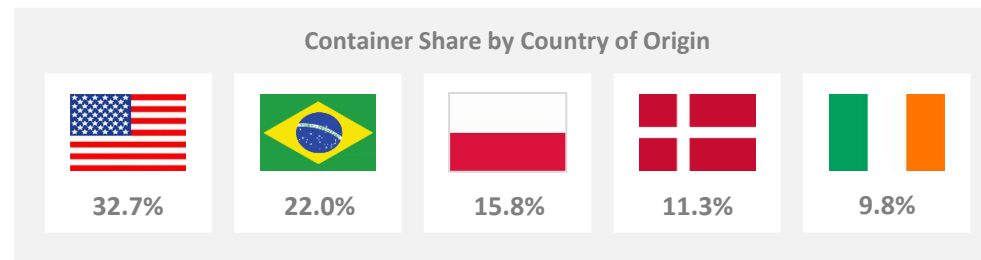
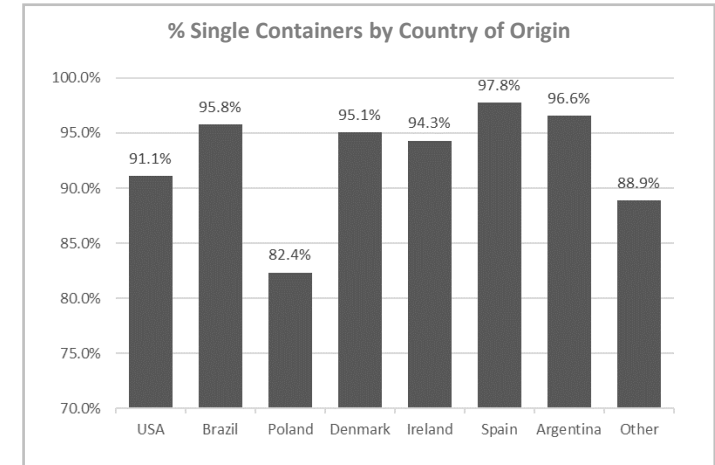
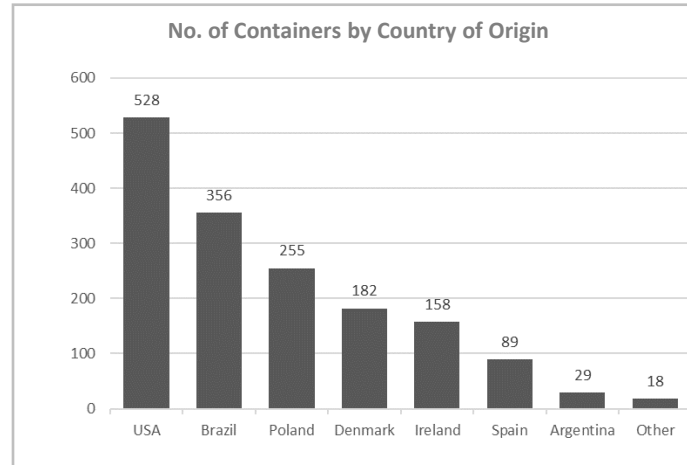
A Movement Reference Number (MRN) represents a clearance through customs.

Container Shipments

Countries of Origin based on Overall Volume (All Cuts)

Tariff Codes	Frozen Bone in Chicken
Period	Quarter 1 - 2019
Trade Type	Imports

No. of Containers	LCL	Top Countries of Origin									Total
		USA	Brazil	Poland	Denmark	Ireland	Spain	Argentina	Other		
1	ND	2	3	2	2	2	2	1	2	14	
1	CT	481	401	257	131	84	78	53	12	1,485	
	PE	73	62	69	173	74	54	28	14		
	PE	7	22	10	15	17	6	2	2		
2	ND	14	8	3	4	1				57	
	CT	6	7	4	31	25	3	1	2		
	PE				2	1					
3	ND	8	7	2	3	1	1	1	1	22	
	CT	1	3	1	9	1	1				
	PE				5						
4	ND	7	5	1	2	1	1	6		17	
	CT	2	1		2						
	PE						6				
5	ND	9	6		1					10	
	CT	3		1							
	PE										
6	ND	2	1							2	
	CT		1								
	PE		1								
7	ND	1	1	1						2	
	CT										
	PE										
8	ND									-	
	CT										
	PE										
9	ND	1	1							1	
	CT										
	PE										
10	ND	2	2			1	1			3	
	CT										
	PE										
15	ND	1	1			1	1			2	
	CT										
	PE										
Total		528	356	255	182	158	89	29	18	1,615	



Top 5 Countries of Origin (Containers)

91.6%

66.3%

of Volume of the
Frozen
'Bone in Chicken'
Import Market



Sample Report

Leg Quarters

Tariff Code: 0207.14.93

Quarter 1 – January to March 2019

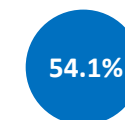
Trader Analysis

Ranking (Volume) – Countries of Origin



Rank	USA	Brazil	Poland	Ireland	Denmark	Spain	Argentina	Canada	Netherlands	Swaziland	Grand Total	% of Total
1	2,643,285	3,546,025	216,000	207,071	359,778	188,810	9,000	80,170	24,310	22,500	7,296,949	22.5%
2	1,841,730	723,640	872,660	378,000	19,000	25,000					3,860,030	11.9%
3	376,300	1,001,235	173,800	831,600	1,049,000	75,120					3,507,055	10.8%
4	629,930	162,000	726,550	151,200		25,000	54,000				1,748,680	5.4%
5	105,183	54,000	112,380	796,190	82,000						1,149,753	3.5%
6	816,000		270,000								1,086,000	3.3%
7	341,900		459,000		63,142			106,260			970,302	3.0%
8	839,000										839,000	2.6%
9			148,050	296,600	367,200						811,850	2.5%
10			772,310			24,870					797,180	2.5%
11	367,930	47,040	125,000		207,116		34,200				781,286	2.4%
12		770,620									770,620	2.4%
13	210,400		54,000	274,320	216,000						754,720	2.3%
14	135,000	421,050			68,340						624,390	1.9%
15	189,000		54,000	329,557		50,000					622,557	1.9%
16	233,830		270,000		76,000		27,000				606,830	1.9%
17	108,070	352,800	50,000			50,400	26,010				587,280	1.8%
18		512,660									512,660	1.6%
19	213,010		132,600		83,700						429,310	1.3%
20	428,000										428,000	1.3%
21	105,200				266,000						371,200	1.1%
22	54,000					123,840	162,000				339,840	1.0%
23		202,269	75,600			26,305					304,174	0.9%
24	297,000										297,000	0.9%
25	270,300										270,300	0.8%
Top 25 Sub Total	10,205,068	7,793,340	4,511,950	3,264,538	2,857,276	589,345	312,210	186,430	24,310	22,500	29,766,966	91.7%
Top 25 %	88.7%	91.8%	93.8%	93.6%	100.0%	79.3%	92.9%	100.0%	100.0%	100.0%	91.7%	
Grand Total	11,500,913	8,492,131	4,812,540	3,486,098	2,857,276	742,845	336,216	186,430	24,310	22,500	32,461,259	
No. Traders	36	17	18	13	12	12	7	2	1	1	53	
% of Total	35.4%	26.2%	14.8%	10.7%	8.8%	2.3%	1.0%	0.6%	0.1%	0.1%	100%	

Top 5 Traders
(Volume)



Unique Traders



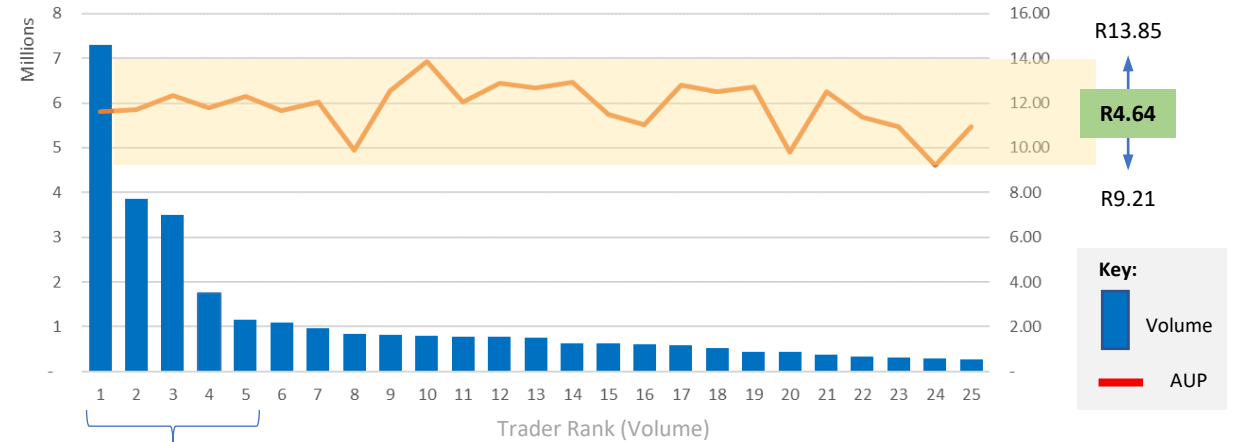
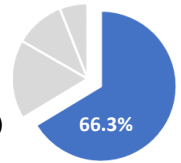
Country of Origin	Durban	Cape Town	PE	Golela	Grand Total
USA	8,617,123	2,697,607	186,183		11,500,913
Brazil	6,072,740	1,861,231	558,160		8,492,131
Poland	1,802,340	2,305,770	704,430		4,812,540
Ireland	1,533,720	974,117	978,261		3,486,098
Denmark	1,712,980	881,498	262,798		2,857,276
Spain	543,855	173,990	25,000		742,845
Argentina	59,016	223,200	54,000		336,216
Canada	80,170	106,260			186,430
Netherlands	24,310				24,310
Swaziland				22,500	22,500
Grand Total	20,446,254	9,223,673	2,768,832	22,500	32,461,259
% of Total	63.0%	28.4%	8.5%	0.1%	100%

Trader Analysis

Ranking (Volume) – Ports of Entry and AUP

Rank	Port of Entry				Total Volume	% Import Share	Total Value	AUP
	Cape Town	Durban	PE	Golela				
1	216,000	6,320,260	738,189	22,500	7,296,949	22.5%	84,724,582	11.61
2	886,280	2,973,750			3,860,030	11.9%	45,110,803	11.69
3	243,800	3,207,275	55,980		3,507,055	10.8%	43,284,315	12.34
4	522,200	501,430	725,050		1,748,680	5.4%	20,591,308	11.78
5			1,149,753		1,149,753	3.5%	14,142,071	12.30
6		1,086,000			1,086,000	3.3%	12,682,291	11.68
7	970,302				970,302	3.0%	11,690,882	12.05
8		839,000			839,000	2.6%	8,288,607	9.88
9	811,850				811,850	2.5%	10,188,939	12.55
10	797,180				797,180	2.5%	11,043,859	13.85
11	413,356	367,930			781,286	2.4%	9,412,834	12.05
12		770,620			770,620	2.4%	9,925,956	12.88
13	132,900	621,820			754,720	2.3%	9,573,715	12.69
14	624,390				624,390	1.9%	8,079,932	12.94
15	489,357	79,200	54,000		622,557	1.9%	7,156,795	11.50
16	281,207	325,623			606,830	1.9%	6,696,224	11.03
17	429,170	158,110			587,280	1.8%	7,531,759	12.82
18		512,660			512,660	1.6%	6,415,613	12.51
19	429,310				429,310	1.3%	5,458,730	12.72
20		428,000			428,000	1.3%	4,189,738	9.79
21		371,200			371,200	1.1%	4,650,024	12.53
22	262,920	76,920			339,840	1.0%	3,858,336	11.35
23	202,269	101,905			304,174	0.9%	3,328,811	10.94
24	297,000				297,000	0.9%	2,735,935	9.21
25		270,300			270,300	0.8%	2,955,275	10.93
Top 25 Sub Total	8,009,492	19,012,003	2,722,972	22,500	29,766,966	91.7%	353,717,334	
Top 25%	86.8%	93.0%	98.3%	100.0%	91.7%		91.5%	
Grand Total	9,223,673	20,446,254	2,768,832	22,500	32,461,259	100.0%	386,379,983	11.90
No. Traders	30	34	6	1		53		

Leg Quarters
(of 'Bone in Chicken' Imports)



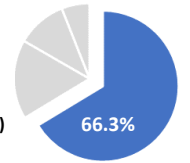
Top 5 Traders
(Volume)

Top 5 Traders (Volume)	
Value % of Total	53.8%
Volume % of Total	54.1%
AUP (Top 5 Val/Vol)	R 11.84
Price Gap (H to L)	R 0.73

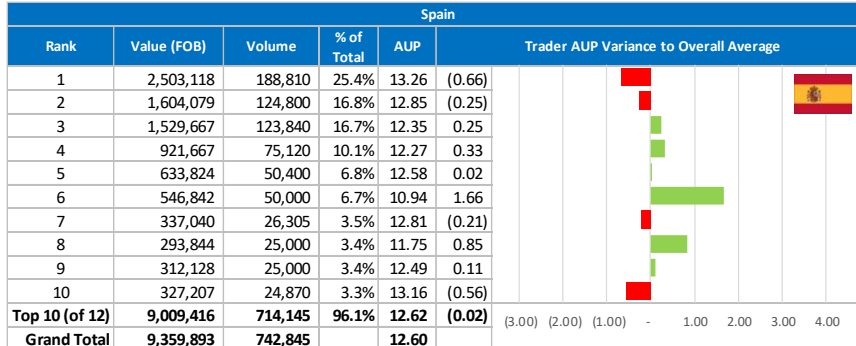
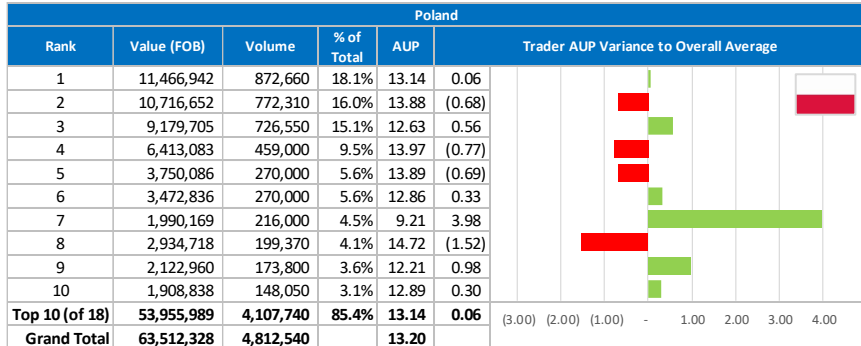
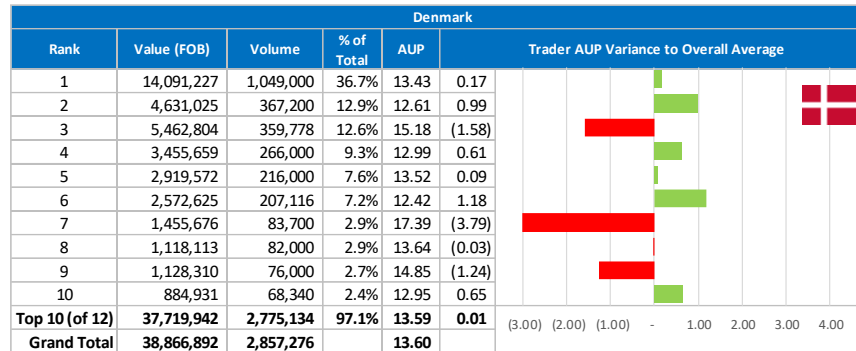
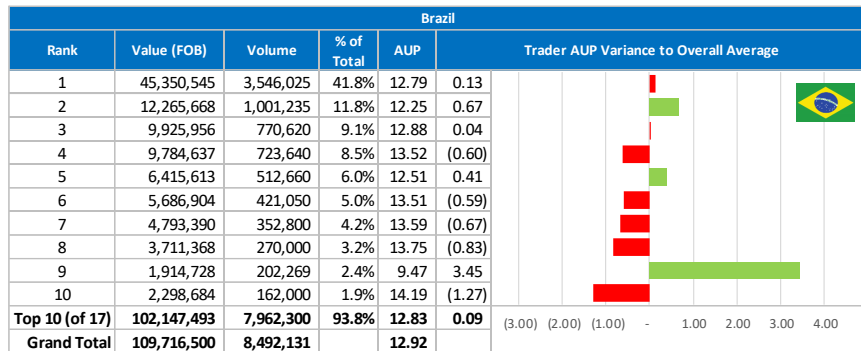
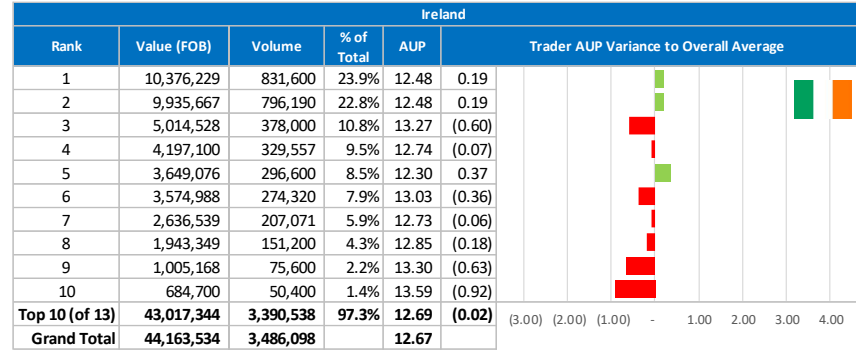
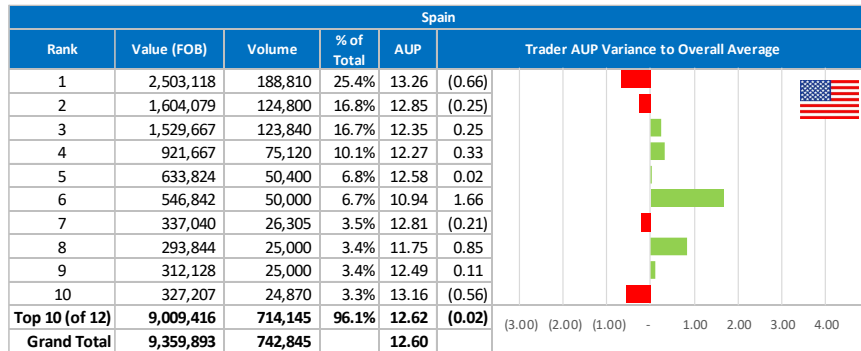
Port of Entry		% of Total				
		0%	20%	40%	60%	80%
Durban	63.0%					
Cape Town	28.4%					
PE	8.5%					
Golela	0.1%					

Pricing Analysis

Leg Quarters – AUP Ranking by Trader per Country of Origin



Leg Quarters
(of 'Bone in Chicken' Imports)



Price Attractiveness is relative to Overall Country AUP

Price Advantage

Price Disadvantage

* AUP Prices are calculated on FOB Prices

Market Share (Volume) Leg Quarter Imports

Country of Origin	Volume	% of Total
USA	11,500,913	35.4%
Brazil	8,492,131	26.2%
Poland	4,812,540	14.8%
Ireland	3,486,098	10.7%
Denmark	2,857,276	8.8%
Spain	742,845	2.3%
Argentina	336,216	1.0%
Canada	186,430	0.6%
Netherlands	24,310	0.1%
Swaziland	22,500	0.1%
Grand Total	32,461,259	100%

Top 6

98.2%

17.0%

of Volume of the
Frozen
'Bone in Chicken'
Import Market



Sample Report

Drumsticks

Tariff Code 0207.14.98

Quarter 1 – January to March 2019

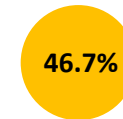
Trader Analysis

Ranking (Volume) – Countries of Origin



Rank	USA	Poland	Brazil	Ireland	Spain	Canada	Denmark	Swaziland	Grand Total	% of Total
1	804,998	100,720	27,000		114,000				1,046,718	12.6%
2	988,725								988,725	11.9%
3	676,405		52,008	24,145	25,000				777,558	9.3%
4	372,000		192,570						564,570	6.8%
5	430,425		28,140		49,920				508,485	6.1%
6	396,270			24,640					420,910	5.1%
7	367,695								367,695	4.4%
8		139,700	135,000		67,020				341,720	4.1%
9	134,400	53,000	25,008	32,760	34,900				280,068	3.4%
10	260,610								260,610	3.1%
11	80,295	77,040				53,000			210,335	2.5%
12		103,490		23,400	24,960		38,000		189,850	2.3%
13		158,000				26,500			184,500	2.2%
14				170,530					170,530	2.0%
15	161,291								161,291	1.9%
16		25,000	54,000				81,000		160,000	1.9%
17	159,180								159,180	1.9%
18				158,104					158,104	1.9%
19	131,475								131,475	1.6%
20	108,000								108,000	1.3%
21	106,590								106,590	1.3%
22						106,000			106,000	1.3%
23	104,340								104,340	1.3%
24	81,000								81,000	1.0%
25	81,000								81,000	1.0%
Top 25 Sub Total	5,444,700	656,950	513,726	433,579	315,800	185,500	119,000	-	7,669,254	92.1%
Top 25 %	94.5%	89.2%	70.5%	100.0%	87.5%	100.0%	100.0%	0.0%	92.1%	
Grand Total	5,763,195	736,680	728,214	433,579	360,760	185,500	119,000	1	8,326,928	
No. Traders	25	10	14	6	8	3	2	1	41	
% of Total	69.2%	8.8%	8.7%	5.2%	4.3%	2.2%	1.4%	0.0%	100%	

Top 5 Traders
(Volume)



Unique Traders



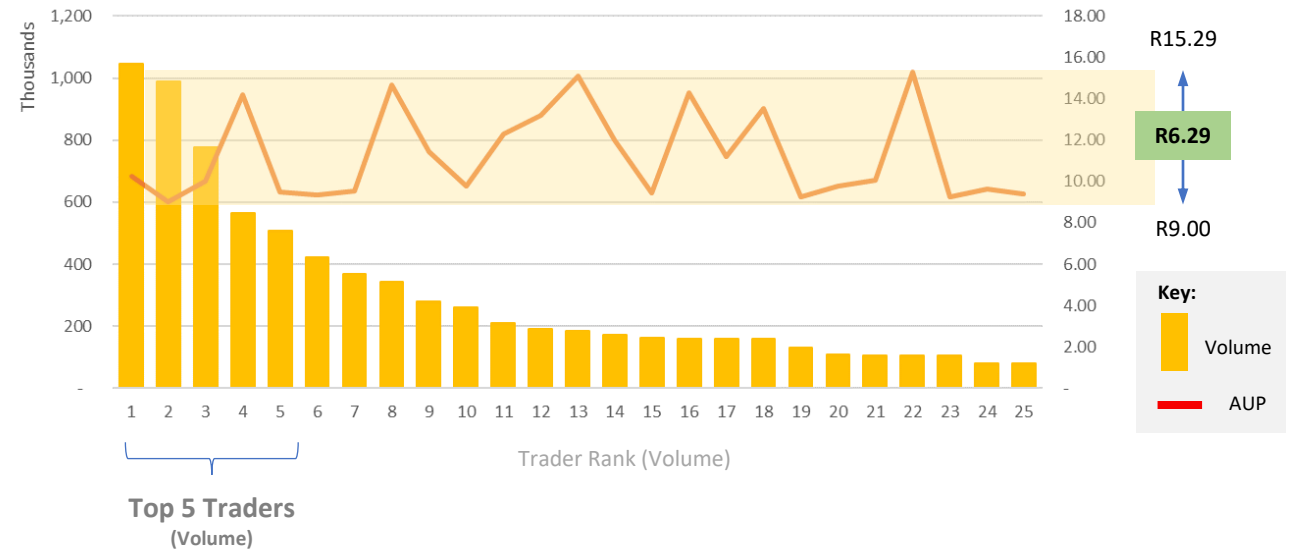
Country of Origin	Durban	Cape Town	PE	Oshoek	Grand Total
USA	5,419,080	344,115			5,763,195
Poland	320,170	416,510			736,680
Brazil	597,198	106,008	25,008		728,214
Ireland	57,400	193,930	182,249		433,579
Spain	260,840	74,920	25,000		360,760
Canada	106,000	79,500			185,500
Denmark	27,000	92,000			119,000
Swaziland				1	1
Grand Total	6,787,688	1,306,983	232,257	1	8,326,928
% of Total	81.5%	15.7%	2.8%	0.0%	100%

Trader Analysis

Ranking (Volume) and AUP



Rank	Port of Entry			Total Volume	% Import Share	Total Value	AUP
	Cape Town	Durban	PE				
1		1,046,718		1,046,718	12.6%	10,745,974	10.27
2		988,725		988,725	11.9%	8,897,482	9.00
3		703,405	74,153	777,558	9.3%	7,793,123	10.02
4		564,570		564,570	6.8%	8,017,971	14.20
5		508,485		508,485	6.1%	4,838,185	9.51
6		420,910		420,910	5.1%	3,937,139	9.35
7		367,695		367,695	4.4%	3,508,406	9.54
8	51,960	289,760		341,720	4.1%	5,006,982	14.65
9	51,880	228,188		280,068	3.4%	3,201,951	11.43
10		260,610		260,610	3.1%	2,551,959	9.79
11	210,335			210,335	2.5%	2,587,366	12.30
12	189,850			189,850	2.3%	2,508,296	13.21
13	184,500			184,500	2.2%	2,785,391	15.10
14	170,530			170,530	2.0%	2,051,347	12.03
15		161,291		161,291	1.9%	1,521,462	9.43
16	133,000	27,000		160,000	1.9%	2,286,663	14.29
17		159,180		159,180	1.9%	1,783,824	11.21
18			158,104	158,104	1.9%	2,137,738	13.52
19	105,180	26,295		131,475	1.6%	1,216,459	9.25
20		108,000		108,000	1.3%	1,055,062	9.77
21	79,590	27,000		106,590	1.3%	1,072,452	10.06
22		106,000		106,000	1.3%	1,620,256	15.29
23		104,340		104,340	1.3%	965,337	9.25
24		81,000		81,000	1.0%	781,635	9.65
25		81,000		81,000	1.0%	760,200	9.39
Top 25 Sub Total	1,176,825	6,260,173	232,257	7,669,254	92.1%	83,632,660	
Top 25%	90.0%	92.2%	100.0%	92.1%		90.9%	
Grand Total	1,306,983	6,787,688	232,257	8,326,928	100.0%	92,006,834	11.05
No. Traders	13	31	2		41		



Top 5 Traders (Volume)	
Value % of Total	43.8%
Volume % of Total	46.7%
AUP (Top 5 Val/Vol)	R 10.37
Price Gap (H to L)	R 5.20

Port of Entry	% of Total					
	0%	20%	40%	60%	80%	100%
Durban	81.5%					
Cape Town	15.7%					
PE	2.8%					

Pricing Analysis

Drumsticks – AUP Ranking by Trader per Country of Origin



USA					
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average
1	8,897,482	988,725	17.2%	9.00	0.27
2	7,249,338	804,998	14.0%	9.01	0.26
3	6,329,191	676,405	11.7%	9.36	(0.09)
4	3,825,355	430,425	7.5%	8.89	0.38
5	3,585,082	396,270	6.9%	9.05	0.22
6	3,119,551	372,000	6.5%	8.39	0.88
7	3,508,406	367,695	6.4%	9.54	(0.28)
8	2,551,959	260,610	4.5%	9.79	(0.53)
9	1,521,462	161,291	2.8%	9.43	(0.17)
10	1,783,824	159,180	2.8%	11.21	(1.94)
Top 10 (of 25)	42,371,650	4,617,600	80.1%	9.18	0.09
Grand Total	53,391,750	5,763,195		9.26	

Ireland					
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average
1	2,051,347	170,530	47.3%	12.03	1.06
2	2,137,738	158,104	43.8%	13.52	(0.43)
3	450,637	32,760	9.1%	13.76	(0.67)
4	352,057	24,640	6.8%	14.29	(1.20)
5	348,425	24,145	6.7%	14.43	(1.34)
6	334,738	23,400	6.5%	14.31	(1.22)
7					
8					
9					
10					
Grand Total	5,674,942	433,579	120.2%	13.09	

Poland					
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average
1	2,383,419	158,000	21.4%	15.08	(0.63)
2	2,045,001	139,700	19.0%	14.64	(0.18)
3	1,394,196	103,490	14.0%	13.47	0.99
4	1,479,217	100,720	13.7%	14.69	(0.23)
5	1,095,572	77,040	10.5%	14.22	0.24
6	757,576	53,000	7.2%	14.29	0.16
7	396,692	27,500	3.7%	14.43	0.03
8	377,550	26,750	3.6%	14.11	0.34
9	358,594	25,480	3.5%	14.07	0.38
10	362,450	25,000	3.4%	14.50	(0.04)
Top 10 (of 10)	10,650,267	736,680	100.0%	14.46	-
Grand Total	10,650,267	736,680		14.46	-

Spain					
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average
1	1,625,152	114,000	31.6%	14.26	(0.91)
2	949,005	67,020	18.6%	14.16	(0.81)
3	612,557	49,920	13.8%	12.27	1.08
4	408,354	34,900	9.7%	11.70	1.65
5	334,769	25,000	6.9%	13.39	(0.04)
6	329,156	24,960	6.9%	13.19	0.16
7	301,962	24,960	6.9%	12.10	1.25
8	253,986	20,000	5.5%	12.70	0.65
9					
10					
Grand Total	4,814,941	360,760	100.0%	13.35	

Brazil					
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average
1	4,898,420	192,570	26.4%	25.44	(7.35)
2	2,012,976	135,000	18.5%	14.91	3.17
3	877,095	55,020	7.6%	15.94	2.14
4	850,743	54,000	7.4%	15.75	2.33
5	780,738	52,008	7.1%	15.01	3.07
6	400,273	28,140	3.9%	14.22	3.86
7	459,444	27,000	3.7%	17.02	1.07
8	455,140	27,000	3.7%	16.86	1.23
9	430,490	27,000	3.7%	15.94	2.14
10	392,267	27,000	3.7%	14.53	3.56
Top 10 (of 14)	11,557,586	624,738	85.8%	18.50	(0.42)
Grand Total	13,169,209	728,214		18.08	

Price Attractiveness is relative to Overall Country AUP

- Price Advantage
- Price Disadvantage

* AUP Prices are calculated on FOB Prices

Market Share (Volume) Drumsticks Imports

Country of Origin	Volume	% of Total
USA	5,763,195	69.2%
Poland	736,680	8.8%
Brazil	728,214	8.7%
Ireland	433,579	5.2%
Spain	360,760	4.3%
Canada	185,500	2.2%
Denmark	119,000	1.4%
Swaziland	1	0.0%
Grand Total	8,326,928	100.0%

Top 5

96.2%

10.7%

of Volume of the
Frozen
'Bone in Chicken'
Import Market



Sample Report

Wings

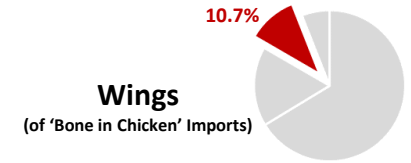
Tariff Code 0207.14.95

Quarter 1 – January to March 2019

Trader Analysis

Ranking (Volume) – Countries of Origin

Rank	Poland	Spain	Denmark	Ireland	Argentina	Brazil	Unclassified	Grand Total	% of Total
1	310,300	156,920	217,600	100,800	26,025			811,645	15.5%
2	503,040	42,840		50,400	18,000	54,000		668,280	12.8%
3	528,590	74,600	27,000	25,200				655,390	12.6%
4	56,350	224,600	74,093					355,043	6.8%
5	205,020		81,000		52,050			338,070	6.5%
6	54,000	74,880		108,360	53,986	27,000		318,226	6.1%
7	258,500			50,400				308,900	5.9%
8		174,840			77,190			252,030	4.8%
9	27,000	74,440	81,600	25,200				208,240	4.0%
10	81,080	52,372	57,982					191,434	3.7%
11			135,680					135,680	2.6%
12	104,500			25,200				129,700	2.5%
13	112,050							112,050	2.1%
14	108,000							108,000	2.1%
15	25,000	59,200						84,200	1.6%
16				25,200	52,050			77,250	1.5%
17		74,880						74,880	1.4%
18	53,000							53,000	1.0%
19			50,760					50,760	1.0%
20	28,000							28,000	0.5%
21	27,000							27,000	0.5%
22			26,880					26,880	0.5%
23			26,880					26,880	0.5%
24	26,500							26,500	0.5%
25	26,300							26,300	0.5%
Top 25 Sub Total	2,534,230	1,009,572	779,475	410,760	279,301	81,000	-	5,094,338	97.6%
Top 25 %	97.1%	97.6%	100.0%	94.2%	100.0%	100.0%	0.0%	97.6%	
Grand Total	2,609,246	1,034,372	779,475	435,960	279,301	81,000	979	5,220,333	
No. Traders	22	11	10	9	6	2	1	32	
% of Total	50.0%	19.8%	14.9%	8.4%	5.4%	1.6%	0.0%	100%	



Top 5 Traders
(Volume)



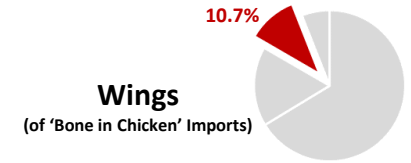
Unique Traders



Country of Origin	Durban	Cape Town	PE	Maseru Bridge	Joburg (Air)	Grand Total
Poland	2,044,750	483,400	81,080		16	2,609,246
Spain	508,680	423,720	101,972			1,034,372
Denmark	461,160	260,333	57,982			779,475
Ireland	335,160	100,800				435,960
Argentina	148,208	131,093				279,301
Brazil	81,000					81,000
Unclassified				979		979
Grand Total	3,578,958	1,399,346	241,034	979	16	5,220,333
% of Total	68.6%	26.8%	4.6%	0.0%	0.0%	100%

Trader Analysis

Ranking (Volume) and AUP



Rank	Port of Entry			Total Volume	% Import Share	Total Value	AUP
	Cape Town	Durban	PE				
1		811,645		811,645	15.5%	9,547,972	11.76
2		668,280		668,280	12.8%	8,262,285	12.36
3		605,790	49,600	655,390	12.6%	7,995,975	12.20
4	330,043	25,000		355,043	6.8%	4,187,441	11.79
5	129,050	209,020		338,070	6.5%	5,442,672	16.10
6	52,193	266,033		318,226	6.1%	4,064,643	12.77
7		308,900		308,900	5.9%	4,629,112	14.99
8		252,030		252,030	4.8%	3,342,212	13.26
9	208,240			208,240	4.0%	2,591,574	12.45
10			191,434	191,434	3.7%	1,907,010	9.96
11		135,680		135,680	2.6%	2,444,977	18.02
12		129,700		129,700	2.5%	2,221,073	17.12
13	112,050			112,050	2.1%	1,805,398	16.11
14	108,000			108,000	2.1%	1,485,426	13.75
15	75,000	9,200		84,200	1.6%	1,118,784	13.29
16	77,250			77,250	1.5%	1,398,611	18.10
17	74,880			74,880	1.4%	1,021,302	13.64
18	53,000			53,000	1.0%	768,885	14.51
19	50,760			50,760	1.0%	409,636	8.07
20		28,000		28,000	0.5%	555,454	19.84
21	27,000			27,000	0.5%	356,218	13.19
22		26,880		26,880	0.5%	381,210	14.18
23	26,880			26,880	0.5%	538,972	20.05
24		26,500		26,500	0.5%	470,096	17.74
25		26,300		26,300	0.5%	504,910	19.20
Top 25 Sub Total	1,324,346	3,528,958	241,034	5,094,338	97.6%	67,451,848	13.24
Top 25%	94.6%	98.6%	100.0%	97.6%		96.9%	
Grand Total	1,399,346	3,578,958	241,034	5,220,333	100.0%	69,601,534	13.33
No. Traders	16	17	2		32		



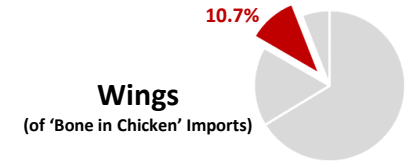
Top 5 Traders (Volume)

Top 5 Traders (Volume)	
Value % of Total	52.5%
Volume % of Total	55.5%
AUP (Top 5 Val/Vol)	12.53
Price Gap (H to L)	R4.34

Port of Entry	0%	20%	40%	60%	80%	100%
Durban	68.6%					
Cape Town	26.8%					
PE	4.6%					

Pricing Analysis

Wings – AUP Ranking by Trader per Country of Origin



Poland						
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average	
1	6,377,966	528,590	20.3%	12.07	2.31	
2	6,689,673	503,040	19.3%	13.30	1.07	
3	4,042,692	310,300	11.9%	13.03	1.34	
4	4,184,096	258,500	9.9%	16.19	(1.81)	
5	3,654,388	205,020	7.9%	17.82	(3.45)	
6	1,805,398	112,050	4.3%	16.11	(1.74)	
7	1,485,426	108,000	4.1%	13.75	0.62	
8	1,734,943	104,500	4.0%	16.60	(2.23)	
9	1,065,882	81,080	3.1%	13.15	1.23	
10	772,008	56,350	2.2%	13.70	0.67	
Top 10 (of 22)	31,812,472	2,267,430	86.9%	14.03	0.34	
Grand Total	37,499,843	2,609,246		14.37		

Ireland						
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average	
1	1,533,630	108,360	24.9%	14.15	(1.44)	
2	1,036,617	100,800	23.1%	10.28	2.43	
3	445,016	50,400	11.6%	8.83	3.88	
4	420,907	50,400	11.6%	8.35	4.36	
5	466,335	25,200	5.8%	18.51	(5.79)	
6	468,312	25,200	5.8%	18.58	(5.87)	
7	344,323	25,200	5.8%	13.66	(0.95)	
8	486,130	25,200	5.8%	19.29	(6.58)	
9	340,478	25,200	5.8%	13.51	(0.80)	
10						
Grand Total	5,541,748	435,960	100.0%	12.71		

Spain						
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average	
1	2,737,775	224,600	21.7%	12.19	0.24	
2	2,319,947	174,840	16.9%	13.27	(0.84)	
3	1,702,416	156,920	15.2%	10.85	1.58	
4	959,834	74,880	7.2%	12.82	(0.39)	
5	1,021,302	74,880	7.2%	13.64	(1.21)	
6	987,722	74,600	7.2%	13.24	(0.81)	
7	1,068,916	74,440	7.2%	14.36	(1.93)	
8	733,934	59,200	5.7%	12.40	0.03	
9	414,655	52,372	5.1%	7.92	4.51	
10	617,868	42,840	4.1%	14.42	(1.99)	
Top 10 (of 11)	12,564,369	1,009,572	97.6%	12.45	(0.01)	
Grand Total	12,859,721	1,034,372		12.43		

Argentina						
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average	
1	1,022,265	77,190	27.6%	13.24	1.85	
2	604,417	53,986	19.3%	11.20	3.90	
3	965,354	52,050	18.6%	18.55	(3.45)	
4	932,276	52,050	18.6%	17.91	(2.82)	
5	463,943	26,025	9.3%	17.83	(2.73)	
6	227,082	18,000	6.4%	12.62	2.48	
7						
8						
9						
10						
Grand Total	4,215,337	279,301		15.09		

Denmark						
Rank	Value (FOB)	Volume	% of Total	AUP	Trader AUP Variance to Overall Average	
1	2,302,304	217,600	27.9%	10.58	0.94	
2	2,444,977	135,680	17.4%	18.02	(6.50)	
3	814,340	81,600	10.5%	9.98	1.54	
4	822,930	81,000	10.4%	10.16	1.36	
5	677,658	74,093	9.5%	9.15	2.38	
6	426,473	57,982	7.4%	7.36	4.17	
7	409,636	50,760	6.5%	8.07	3.45	
8	161,975	27,000	3.5%	6.00	5.52	
9	381,210	26,880	3.4%	14.18	(2.66)	
10	538,972	26,880	3.4%	20.05	(8.53)	
Grand Total	8,980,475	779,475	100.0%	11.52		

Price Attractiveness is relative to Overall Country AUP

- Price Advantage
- Price Disadvantage

* AUP Prices are calculated on FOB Prices

Market Share (Volume) Wings Imports

Country of Origin	Volume	% of Total
Poland	2,609,246	50.0%
Spain	1,034,372	19.8%
Denmark	779,475	14.9%
Ireland	435,960	8.4%
Argentina	279,301	5.4%
Brazil	81,000	1.6%
Unclassified	979	0.0%
Grand Total	5,220,333	100.0%

Top 5

98.5%

Need Even More Insight?

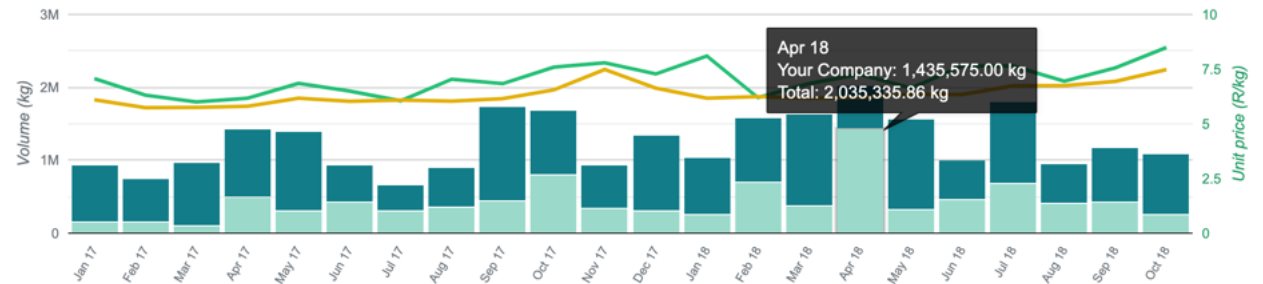
Overlay your own Trade Data

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