



Stratalyze

EXAMPLE REPORT

Embassy View Report

South Africa and Zambia Trade Activity

Data Driven Market Analysis

Introduction to Stratalyze Reporting Services

August 2020



Stratalyze Reporting Services

An Overview

- Stratalyze's Online Trade Analytics portal is South Africa's premium import and export analysis tool with over 10 years worth of trade data.
- Stratalyze Reporting Services takes this data and goes one layer deeper by offering an even more granular and detailed analysis of South Africa's trade activity.
- Stratalyze Reporting Services builds customised research reports on tariff or groups of tariff codes so that you have the highest level of detail available when making your key business and trade decisions. The level of detail covered includes:
 - Trade route analysis
 - Countries of origin or destination
 - Ports of entry and exit
 - Most popular trade routes
 - Lowest cost trade routes
 - Trader analysis
 - Benchmarking and market share analysis
 - Behaviour profiles
 - Market segmentation and breakdown
 - Pricing
 - Average unit prices by country, port of entry and exit, modes of transport, trader etc.
- Stratalyze also monitors market activity, duty rate changes and looks for patterns that could indicate risks, threats or opportunities.



Contents

Trade Type	Imports & Exports	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

A Brief Overview of South Africa and Zambia's Trade Activity

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 - ❑ Trade Route Analysis
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- ❑ Combined (Imports & Exports) Analysis
 - ❑ Import and Export Breakdown



Scope of Analysis

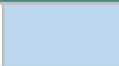


A Brief Overview of South Africa and Zambia's Trade Activity

Metric	Comment
Area of Focus	All Trade Activity Between South Africa and Zambia
Tariff Codes	All Chapters
Type of Trade	Imports & Exports
Period	1 st Quarter (January 2020 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 imports and exports to Zambia. For a more detailed view or for a more tailored insight into the data please contact Stratalyze



This analysis is a generalised overview of the import and export trade between South Africa and Zambia. There has been no specific brief or analysis requirement specification.

Please contact Stratalyze for more detailed or specific requirements.

Colour Legend	
Imports	
Exports	
Combined	

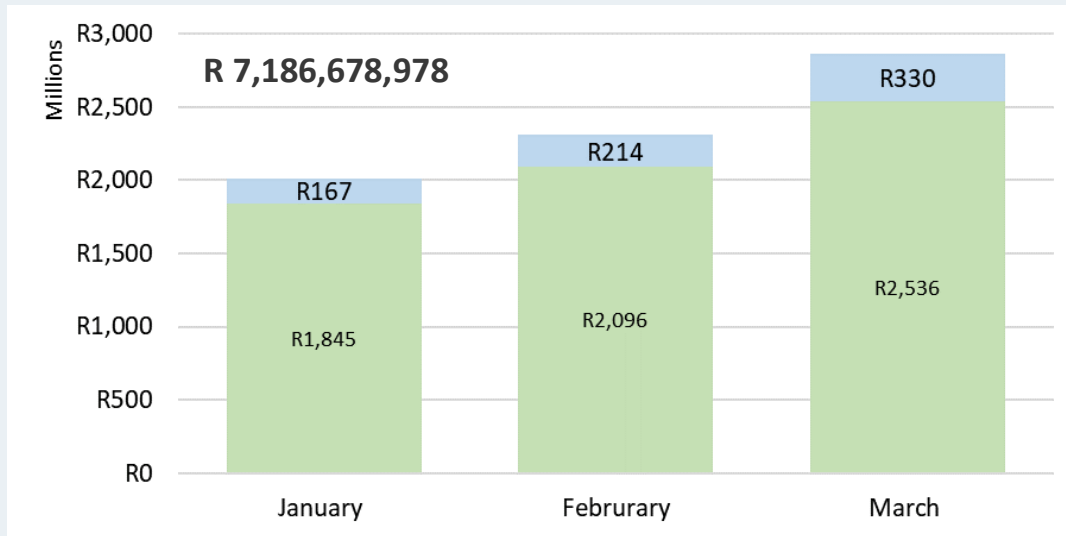
Executive Summary (Imports & Exports)

Trade Type	Imports & Exports	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

South Africa & Zambia Trade Activity Overview

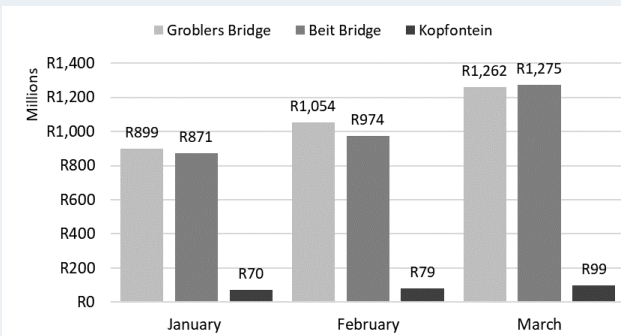
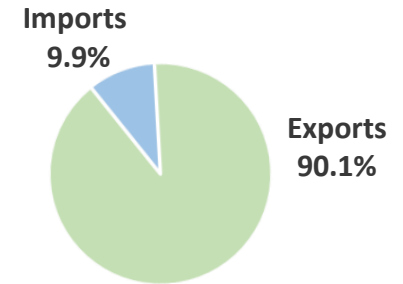
January 2020 to March 2020 Trade Activity

Trade Type		January	February	March	Total
Exports	90.1%	R1,845,085,852	R2,095,577,153	R2,535,697,267	R6,476,360,272
Imports	9.9%	R166,573,086	R213,783,642	R329,961,978	R710,318,706
Grand Total		R2,011,658,938	R2,309,360,795	R2,865,659,245	R7,186,678,978



Combined Trade Route Analysis

Mode of Transport	No. of MRNs	Value (R)	% of Total
Road	25,025	R6,856,231,208	95.4%
Air	5,760	R182,889,253	2.5%
Fixed Transport Installation	3	R98,128,218	1.4%
Rail	10	R45,270,428	0.6%
Sea	3	R2,485,086	0.0%
Other	4	R1,674,785	0.0%



- Only 7 Tariff Codes were both imported and exported in the first quarter of 2020
- Only 9 Traders served as both importers and exporters in the first quarter of 2020

Executive Summary (Imports)

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Trade Activity		Scope												
<table border="1"> <tr><th colspan="2">Importers</th></tr> <tr><th>Total No</th><th>Breakdown</th></tr> <tr><td>20</td><td>5 Importers = 68.4% of Total Exports</td></tr> </table>	Importers		Total No	Breakdown	20	5 Importers = 68.4% of Total Exports	<p>67 Chapters in the Tariff Book were imported from Zambia in the 1st Quarter of 2020</p> <p>Top 5 Chapters = 85.1% of Total Value Top 20 Chapters = 98.6% of Total Value</p>	<table border="1"> <tr><th>Chapter Heading</th></tr> <tr><td>All Chapters (All Tariff Codes)</td></tr> <tr><th>Period</th></tr> <tr><td>1st Quarter Jan 202 – Mar 2020</td></tr> <tr><th>Type of Trade</th></tr> <tr><td>Imports Only</td></tr> </table>	Chapter Heading	All Chapters (All Tariff Codes)	Period	1 st Quarter Jan 202 – Mar 2020	Type of Trade	Imports Only
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<table border="1"> <tr><th colspan="2">Clearing Agents (CAs)</th></tr> <tr><th>Total No</th><th>Breakdown</th></tr> <tr><td>70</td><td>5 CAs = 87.6% of Total Exports</td></tr> </table>	Clearing Agents (CAs)		Total No	Breakdown	70	5 CAs = 87.6% of Total Exports								
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70	5 CAs = 87.6% of Total Exports													

Analysis																																	
Importers	Tariff Codes	Mode of Transport																															
<table border="1"> <tr><th>Top Importer 1</th><td>R310,779,982</td></tr> <tr><th>Top Importer 2</th><td>R74,463,710</td></tr> <tr><th>Top Importer 3</th><td>R35,338,291</td></tr> <tr><th>Top Importer 4</th><td>R34,680,112</td></tr> <tr><th>Top Importer 5</th><td>R30,567,227</td></tr> </table> <p>Top 20 Importers = 89.8% of Total Value Top 15 Importers = 96.9% of Total Value</p>	Top Importer 1	R310,779,982	Top Importer 2	R74,463,710	Top Importer 3	R35,338,291	Top Importer 4	R34,680,112	Top Importer 5	R30,567,227	<table border="1"> <tr><th>Top 5 Tariff Codes</th><td>1</td><td>7403.11</td><td>Cathodes</td><td>R421,443,756</td></tr> <tr><td>2</td><td>5201.00.20</td><td>Cotton</td><td>R38,097,699</td></tr> <tr><td>3</td><td>7408.11</td><td>Copper wire</td><td>R36,851,816</td></tr> <tr><td>4</td><td>1704.90</td><td>Sugar</td><td>R26,257,565</td></tr> <tr><td>5</td><td>2602</td><td>Manganese ore</td><td>R18,194,246</td></tr> </table> <p>Top 5 Tariff Codes = 76.1% of Total Value Top 20 Tariff Codes = 90.9% of Total Value</p>	Top 5 Tariff Codes	1	7403.11	Cathodes	R421,443,756	2	5201.00.20	Cotton	R38,097,699	3	7408.11	Copper wire	R36,851,816	4	1704.90	Sugar	R26,257,565	5	2602	Manganese ore	R18,194,246	<p>98.4% Groblers Bridge 75.1%</p>
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77.3%
of Total Value

Executive Summary (Exports)

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Trade Activity		Scope						
<table border="1"> <tr><th colspan="2">Exporters</th></tr> <tr><th>Total No</th><th>Breakdown</th></tr> <tr><td>2,949</td><td>20 Exporters = 28.6% of Total Exports</td></tr> </table>	Exporters		Total No	Breakdown	2,949	20 Exporters = 28.6% of Total Exports	<p>96 Chapters in the Tariff Book were exported to Zambia in the 1st Quarter of 2020</p> <p>Top 10 Chapters = 62.6% of Total Value Top 20 Chapters = 81.3% of Total Value</p>	Chapter Heading
Exporters								
Total No	Breakdown							
2,949	20 Exporters = 28.6% of Total Exports							
<table border="1"> <tr><th colspan="2">Clearing Agents (CAs)</th></tr> <tr><th>Total No</th><th>Breakdown</th></tr> <tr><td>363</td><td>20 CAs = 55.3% of Total Exports</td></tr> </table>	Clearing Agents (CAs)		Total No	Breakdown	363	20 CAs = 55.3% of Total Exports		All Chapters (All Tariff Codes)
Clearing Agents (CAs)								
Total No	Breakdown							
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		Period						
		1 st Quarter Jan 2020 – Mar 2020						
		Type of Trade						
		Exports Only						

Analysis																																														
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Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Embassy View Report

Import Analysis

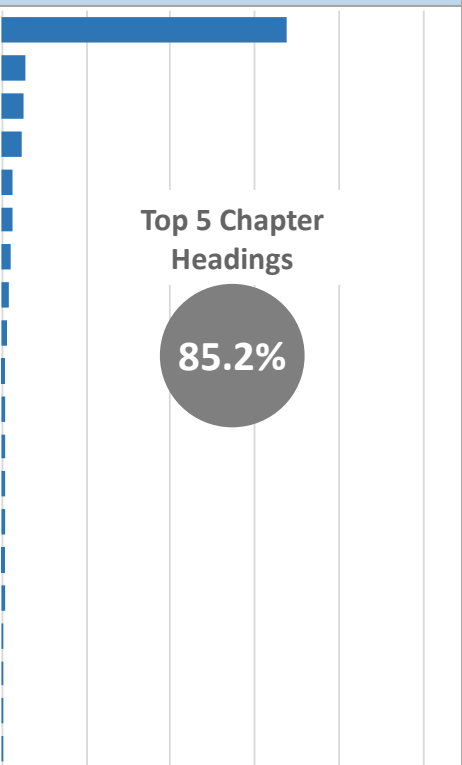
South African Import Perspective

3 Months from January 2020 to March 2020



Chapter Heading Overview

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

South African Imports from Zambia														
Rank	Chapter Heading	Short Name	No. of Tariff Codes	No. of MRNs	No. of Traders	No. of CA's	Value (R)	% of Total						
								0%	20%	40%	60%	80%	100%	
1	Chapter 74	Copper and Articles Thereof	8	231	15	10	R479,163,851	67.5%	 <p>Top 5 Chapter Headings</p> <p>85.2%</p>					
2	Chapter 52	Cotton	2	48	3	3	R38,097,901	5.4%						
3	Chapter 72	Other Alloy Steel; Hollow Drill, Bars and Rods	10	147	15	8	R36,634,025	5.2%						
4	Chapter 17	Sugars and Sugar Confectionery	4	250	11	4	R32,123,173	4.5%						
5	Chapter 26	Ores, Slag and Ash	7	340	17	10	R18,546,982	2.6%						
6	Chapter 20	Preparation of Vegetables, Fruit, Nuts or Other Parts of Plants	2	50	2	2	R16,763,175	2.4%						
7	Chapter 84	Nuclear Reactors Boilers, Machinery and Mechanical Appliances	80	120	63	32	R16,051,277	2.3%						
8	Chapter 23	Residues and Waste from the Food Industries; Prepared Animal Food	7	205	10	5	R12,828,661	1.8%						
9	Chapter 12	Oil Seeds and Oleaginous Fruits; Miscellaneous Grains, Seeds and Fruit	8	88	14	9	R8,917,964	1.3%						
10	Chapter 39	Plastic and Articles Thereof	14	36	18	12	R5,455,984	0.8%						
11	Chapter 36	Explosives; Pyrotechnic Products	2	4	2	2	R5,410,862	0.8%						
12	Chapter 04	Dairy Produce; Birds' Eggs; Natural Honey; Edible Products of Animal Origin	2	12	8	6	R5,292,992	0.7%						
13	Chapter 87	Vehicles (Excluding Railway or Tramway Rolling-Stock)	22	20	16	14	R4,897,049	0.7%						
14	Chapter 07	Edible Vegetables and Certain Roots and Tubers	5	83	3	1	R4,166,204	0.6%						
15	Chapter 18	Cocoa and Cocoa Preparations	1	15	1	1	R4,121,474	0.6%						
16	Chapter 76	Aluminium and Articles Thereof	6	57	9	7	R3,785,102	0.5%						
17	Chapter 44	Wood and Articles of Wood; Wood Charcoal	8	26	9	8	R2,528,782	0.4%						
18	Chapter 24	Tobacco and Manufactured Tobacco Substitutes	1	14	2	1	R2,232,210	0.3%						
19	Chapter 10	Wheat and meslin	1	9	4	4	R1,904,430	0.3%						
20	Chapter 90	Optical, Photographic, Cinematographic, Measuring, Instruments	35	67	43	15	R1,749,938	0.2%						
Top 20 Total							R700,672,036	98.6%						
Rest (47 of 67)							R9,646,670	1.4%						
Grand Total							R710,318,706	100.0%						

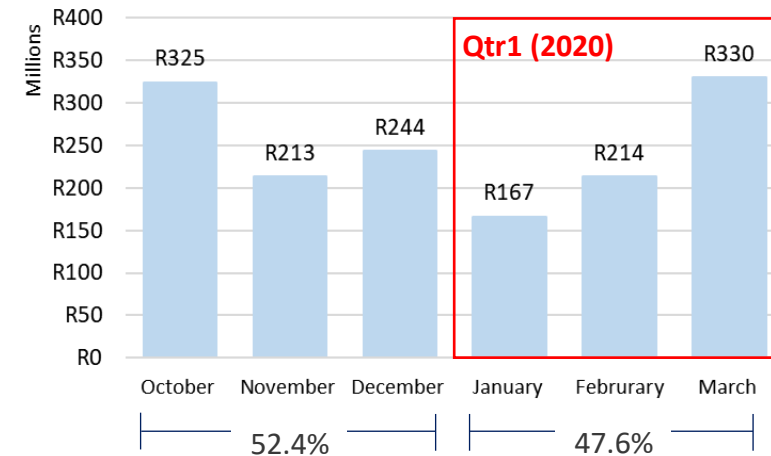
Import Trade Activity Overview

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Current Quarter vs Previous Quarter

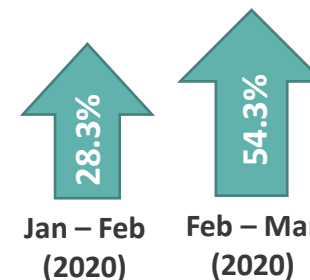
	Month	Monthly Value	Value % of Qtr	Quarterly Value	6 Month Value
2019	October	R324,605,993	41.5%	R781,588,744 (52.4%)	R1,491,907,450
	November	R213,432,139	27.3%		
	December	R243,550,612	31.2%		
2020	January	R166,573,086	23.5%	R710,318,706 (47.6%)	
	February	R213,783,642	30.1%		
	March	R329,961,978	46.5%		

Quarterly Value (R) Profile



Combined Quarterly Trade Profile

Year	January	Monthly Change	February	Monthly Change	March	Growth Since (Oct-Dec)	Trend
2019	R324,605,993	-34.2%	R213,432,139	14.1%	R243,550,612	-25.0%	█ — —
Year	January	Monthly Change	February	Monthly Change	March	Growth Since (Jan - Mar)	Trend
2020	R166,573,086	28.3%	R213,783,642	54.3%	R329,961,978	98.1%	— — █























There appears to be a trade slump in the beginning of the first quarter. However, a gradual trade recovery towards the end of the first quarter is experienced.


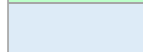
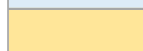
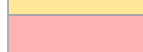
Value Imported Breakdown

Top 20 Chapter Headings Monthly Growth

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

2020										
Rank	Chapter Heading	Short Name	January	Monthly Change	February	Monthly Change	March	Grand Total	Trend	Quarterly Growth (Jan - Mar)
1	Chapter 74	Copper and Articles Thereof	R86,278,817	56.6%	R135,098,091	90.8%	R257,786,943	R479,163,851		198.8%
2	Chapter 52	Cotton	R12,525,191	-46.2%	R6,736,513	179.6%	R18,836,197	R38,097,901		50.4%
3	Chapter 72	Other Alloy Steel	R12,323,258	27.9%	R15,761,506	-45.8%	R8,549,261	R36,634,025		-30.6%
4	Chapter 17	Sugars and Sugar Confectionery	R9,980,732	64.3%	R16,396,035	-65.0%	R5,746,406	R32,123,173		-42.4%
5	Chapter 26	Ores, Slag and Ash	R7,015,069	-33.6%	R4,655,898	47.7%	R6,876,015	R18,546,982		-2.0%
6	Chapter 20	Preparation of Vegetables, Fruit, Nuts	R647,645	829.5%	R6,020,160	67.7%	R10,095,370	R16,763,175		1458.8%
7	Chapter 84	Nuclear Reactors Boilers, Machinery	R6,063,295	20.0%	R7,278,132	-62.8%	R2,709,850	R16,051,277		-55.3%
8	Chapter 23	Residues and Waste from the Food Industries	R5,989,244	-25.2%	R4,479,767	-47.3%	R2,359,650	R12,828,661		-60.6%
9	Chapter 12	Oil Seeds and Oleaginous Fruits	R7,058,605	-89.4%	R745,627	49.4%	R1,113,732	R8,917,964		-84.2%
10	Chapter 39	Plastic and Articles Thereof	R1,655,911	25.4%	R2,075,742	-16.9%	R1,724,331	R5,455,984		4.1%
11	Chapter 36	Explosives; Pyrotechnic Products	R4,473,453	-79.0%	R937,409	-100.0%		R5,410,862		-100.0%
12	Chapter 04	Dairy Produce; Birds' Eggs; Natural Honey	R801,361	86.5%	R1,494,490	100.5%	R2,997,141	R5,292,992		274.0%
13	Chapter 87	Vehicles	R3,145,111	-99.7%	R8,700	19937.2%	R1,743,238	R4,897,049		-44.6%
14	Chapter 07	Edible Vegetables and Certain Roots	R1,754,398	-18.0%	R1,438,512	-32.3%	R973,294	R4,166,204		-44.5%
15	Chapter 18	Cocoa and Cocoa Preparations	R906,330	85.0%	R1,676,421	-8.2%	R1,538,723	R4,121,474		69.8%
16	Chapter 76	Aluminium and Articles Thereof	R1,000,087	103.4%	R2,033,785	-63.1%	R751,230	R3,785,102		-24.9%
17	Chapter 44	Wood and Articles of Wood; Wood Charcoal	R49,806	2238.3%	R1,164,632	12.9%	R1,314,344	R2,528,782		2538.9%
18	Chapter 24	Tobacco	R684,002	126.3%	R1,548,208	-100.0%		R2,232,210		-100.0%
19	Chapter 10	Wheat and meslin		-	R800,838	37.8%	R1,103,592	R1,904,430		0.0%
20	Chapter 90	Optical, Photographic, Cinematographic	R1,078,169	-55.1%	R483,944	-61.2%	R187,825	R1,749,938		-82.6%
Top 20 Total			R163,430,484	29.0%	R210,834,410	54.8%	R326,407,142	R700,672,036		
% of Total			98.1%		98.6%		98.9%	98.6%		
Rest (47 of 67)			R3,142,602	-6.2%	R2,949,232	20.5%	R3,554,836	R9,646,670		
Grand Total			R166,573,086	28.3%	R213,783,642	54.3%	R329,961,978	R710,318,706		

Chapter Headings with a quarterly growth greater than 90%

Colour Code	Scale	Range
	High Growth	> 25%
	Moderate Rise	0% to 25%
	Moderate Decline	0% to -25%
	High Decline	< -25%

Chapter Heading Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top Chapter / Top Importer Matrix

Rank	Chapter Heading	Top Importer 1	Top Importer 2	Top Importer 3	Top Importer 4	Top Importer 5	Top Importer 6	Top Importer 7	Top Importer 8	Top Importer 9	Top Importer 10	Chapter Sub Total	% of Total	Grand Total	No. of Importers
1	Chapter 74	R310,779,982	R74,463,710	R35,338,291			R12,178,288		R16,724,096	R15,201,137		R464,685,504	97.0%	R479,163,851	15
2	Chapter 52				R34,680,112							R34,680,112	91.0%	R38,097,901	3
3	Chapter 17					R26,418,163						R26,418,163	82.2%	R32,123,173	11
4	Chapter 20							R16,762,802				R16,762,802	100.0%	R16,763,175	2
5	Chapter 26										R12,570,089	R12,570,089	67.8%	R18,546,982	17
6	Chapter 18					R4,121,474						R4,121,474	100.0%	R4,121,474	2
7	Chapter 72						R3,042,299					R3,042,299	8.3%	R36,634,025	15
8	Chapter 76						R2,289,185					R2,289,185	60.5%	R3,785,102	9
9	Chapter 90						R31					R31	0.0%	R1,749,938	43
10	Chapter 39						R2					R2	0.0%	R5,455,984	18
Top 10 Total		R310,779,982	R74,463,710	R35,338,291	R34,680,112	R30,539,670	R17,509,772	R16,762,802	R16,724,096	R15,201,137	R12,570,089	R564,569,661	88.7%	R636,441,605	
% of Overall Total		100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	89.6%	
Overall Total		R310,779,982	R74,463,710	R35,338,291	R34,680,112	R30,567,227	R17,509,772	R16,762,802	R16,724,096	R15,201,137	R12,570,089	R564,597,218	79.5%	R710,318,706	
Importer Share		43.8%	10.5%	5.0%	4.9%	4.3%	2.5%	2.4%	2.4%	2.1%	1.8%				
No. of Chapters		1	1	1	1	7	3	1	1	1	1				

The Top Chapter / Top Importer Matrix shows two key views of trade:

1. From a Chapter heading perspective (the rows) the amount of trade of the top chapters are undertaken by the top Importers
2. From a top Importer perspective (the columns) the amount of trade these Importers do with regards the top Chapters

All importers do relatively low imports in the top 10 Chapters.

Only 2 importers import more than one unique tariff codes. (Top Importers 5 & 6)

Chapter Heading Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top Chapter / Clearing Agent (CA) Matrix

Rank	Chapter Heading	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	Chapter Sub Total	% of Total	Grand Total	No. of CA's
1	Chapter 74	R403,411,114	R52,062,387		R12,167,452		R2,948,272		R3,012,408	R5,457,632		R479,059,265	100.0%	R479,163,851	10
2	Chapter 52	R34,680,112				R3,417,587						R38,097,699	100.0%	R38,097,901	3
3	Chapter 72	R2,560,730			R10,961,536	R14,166,243	R2,012,972		R5,528,706	R980,838		R36,211,025	98.8%	R36,634,025	8
4	Chapter 17	R1,817,780		R29,808,016					R497,216			R32,123,012	100.0%	R32,123,173	4
5	Chapter 20							R16,762,802				R16,762,802	100.0%	R16,763,175	2
6	Chapter 26	R348,846				R5,524,187	R6,057,830		R2,478,190			R14,409,053	77.7%	R18,546,982	10
7	Chapter 23	R2,533,992		R9,767,173					R494,795			R12,795,960	99.7%	R12,828,661	5
8	Chapter 84	R1,530,233	R150,088	R106,718	R90,883	R1,859,400	R5,782,907		R895,335	R7,034		R10,422,598	64.9%	R16,051,277	32
9	Chapter 12	R183,674	R2,172,377	R5,206,287	R150,000	R605,862	R545,610			R17,400		R8,881,210	99.6%	R8,917,964	9
10	Chapter 04	R4,722,107					R540,105					R5,262,212	99.4%	R5,292,992	6
11	Chapter 07										R4,166,204	R4,166,204	100.0%	R4,166,204	1
12	Chapter 18			R4,121,474								R4,121,474	100.0%	R4,121,474	1
13	Chapter 36				R3,931,676							R3,931,676	72.7%	R5,410,862	2
14	Chapter 87				R5,860		R1,004,679		R2,869,341			R3,879,880	79.2%	R4,897,049	14
15	Chapter 39	R1,858,638		R2	R698,602		R1,196,011					R3,753,253	68.8%	R5,455,984	12
16	Chapter 76				R2,303,625					R1,435,300		R3,738,925	98.8%	R3,785,102	7
17	Chapter 24	R2,232,210										R2,232,210	100.0%	R2,232,210	1
18	Chapter 10	R767,840	R1,094,036									R1,861,876	97.8%	R1,904,430	4
19	Chapter 44				R1,137,231		R435,603					R1,572,834	62.2%	R2,528,782	8
20	Chapter 90						R4,000					R4,000	0.2%	R1,749,938	15
Top 20 Total		R456,647,276	R55,478,888	R49,009,670	R31,446,865	R25,573,279	R20,527,989	R16,762,802	R15,775,991	R7,898,204	R4,166,204	R683,287,168	97.5%	R700,672,036	
% of Overall Total		99.5%	98.6%	99.0%	99.1%	98.8%	99.0%	100.0%	100.0%	99.5%	90.5%	99.3%		98.6%	
Overall Total		R458,965,712	R56,253,289	R49,485,865	R31,720,858	R25,892,939	R20,735,088	R16,762,802	R15,777,913	R7,939,961	R4,601,698	R688,136,125	96.9%	R710,318,706	
CA Share		64.6%	7.9%	7.0%	4.5%	3.6%	2.9%	2.4%	2.2%	1.1%	0.6%				
No. of Chapters		20	5	12	16	6	14	1	8	7	2				

Value Imported Breakdown

Top 20 Tariffs Monthly Growth

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

2020										
Rank	Tariff Code	Short Name	January	Monthly Change	February	Monthly Change	March	Grand Total	Trend	Growth Since (Jan - Mar)
1	7403.11	Cathodes	R73,905,643	69.9%	R125,580,522	76.7%	R221,957,591	R421,443,756		200.3%
2	5201.00.20	Cotton	R12,524,989	-46.2%	R6,736,513	179.6%	R18,836,197	R38,097,699		50.4%
3	7408.11	Copper wire	R3,319,835	-34.7%	R2,167,247	1347.2%	R31,364,734	R36,851,816		844.8%
4	1704.90	Sugar confectionary	R8,937,582	61.4%	R14,421,200	-79.9%	R2,898,783	R26,257,565		-67.6%
5	2602	Manganese ore	R7,007,241	-38.5%	R4,311,742	59.5%	R6,875,263	R18,194,246		-1.9%
6	2001.90.90	Vegetables, fruits, nuts	R647,645	829.5%	R6,020,160	67.7%	R10,094,997	R16,762,802		1458.7%
7	7202.30	Ferro-alloys	R7,146,936	-32.1%	R4,851,433	-39.0%	R2,958,841	R14,957,210		-58.6%
8	7404.00.90	Copper waste and scrap	R3,692,320	57.4%	R5,813,364	-41.8%	R3,382,048	R12,887,732		-8.4%
9	7202.21	Ferro-alloys	R3,838,898	-10.2%	R3,446,696	-17.1%	R2,855,887	R10,141,481		-25.6%
10	2306.10	Oil cake a	R3,737,591	-31.1%	R2,574,815	-42.4%	R1,483,781	R7,796,187		-60.3%
11	0409	Natural honey	R801,261	86.5%	R1,494,490	100.5%	R2,997,141	R5,292,892		274.1%
12	1703.10	Molasses	R875,229	50.1%	R1,313,461	108.9%	R2,743,868	R4,932,558		213.5%
13	1207.21	Cotton seeds	R3,770,288	-97.5%	R95,336	901.2%	R954,482	R4,820,106		-74.7%
14	7204.21	Waste and scrap alloys	R1,119,534	102.6%	R2,268,436	-45.5%	R1,236,950	R4,624,920		10.5%
15	8431.49.90	Parts suitable for use solely	R164,380	2279.4%	R3,911,210	-98.5%	R60,166	R4,135,756		-63.4%
16	1806.90	Chocolate	R906,330	85.0%	R1,676,421	-8.2%	R1,538,723	R4,121,474		69.8%
17	7404.00.20	Copper waste and scrap	R2,599,550	-80.0%	R521,075	65.8%	R863,831	R3,984,456		-66.8%
18	3603.00.90	Safety fuses	R3,931,676	-100.0%		0.0%		R3,931,676		-100.0%
19	3915.90.93	Poly(etheylene terephthalate)	R1,202,150	54.6%	R1,858,638	-72.4%	R512,056	R3,572,844		-57.4%
20	7408.19	Copper wire	R2,400,792	-69.3%	R737,817	-100.0%		R3,138,609		-100.0%
Top 20 Total			R142,529,870	33.2%	R189,800,576	65.2%	R313,615,339	R645,945,785		
% of Total			85.6%		88.8%		95.0%	90.9%		
Rest (414 of 434)			R24,043,216	-0.3%	R23,983,066	-31.8%	R16,346,639	R64,372,921		
Grand Total			R166,573,086	28.3%	R213,783,642	54.3%	R329,961,978	R710,318,706		

Top 20 Tariff codes are responsible for 90.9% of the Total Value of ZAR Imports from Zambia

● Tariff codes with a quarterly growth greater than 90%

Colour Code	Scale	Range
	High Growth	> 25%
	Moderate Rise	0% to 25%
	Moderate Decline	0% to -25%
	High Decline	< -25%

Importer Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top Tariffs / Top Importer Matrix

Rank	Tariff Code	Short Name	Top Importer 1	Top Importer 2	Top Importer 3	Top Importer 4	Top Importer 5	Top Importer 6	Top Importer 7	Top Importer 8	Top Importer 9	Top Importer 10	Tariff Sub Code Total	% of Total	Grand Total	No. of Importers
1	7403.11	Cathodes	R310,779,982	R55,588,979	R35,338,291				R16,724,096				R418,431,348	99.3%	R421,443,756	5
2	5201.00.20	Cotton				R34,680,112							R34,680,112	91.0%	R38,097,699	2
3	7408.11	Copper wire		R18,874,731						R12,062,528			R30,937,259	84.0%	R36,851,816	4
4	1704.90	Sugar confectionary					R25,485,245						R25,485,245	97.1%	R26,257,565	4
5	2001.90.90	Vegetables, fruits, nuts						R16,762,802					R16,762,802	100.0%	R16,762,802	1
6	2602	Manganese ore										R12,570,089	R12,672,712	69.7%	R18,194,246	8
7	7202.21	Ferro-alloys											R10,141,481	100.0%	R10,141,481	1
8	7404.00.90	Copper waste and scrap									R8,038,100		R8,038,100	62.4%	R12,887,732	3
9	2306.10	Oil cake											R5,640,277	72.3%	R7,796,187	4
10	1806.90	Chocolate					R4,121,474						R4,121,474	100.0%	R4,121,474	1
Top 10 Total			R310,779,982	R74,463,710	R35,338,291	R34,680,112	R29,606,719	R16,762,802	R16,724,096	R12,062,528	R8,038,100	R12,570,089	R566,910,810	95.7%	R592,554,758	
% of Total			100.0%	100.0%	100.0%	100.0%	96.9%	100.0%	100.0%	79.4%	45.9%	100.0%	96.8%		83.4%	
Overall Total			R310,779,982	R74,463,710	R35,338,291	R34,680,112	R30,567,227	R16,762,802	R16,724,096	R15,201,137	R17,509,772	R12,570,089	R585,878,241	82.5%	R710,318,706	
Importer Share			43.8%	10.5%	5.0%	4.9%	4.3%	2.4%	2.4%	2.1%	2.5%	1.8%				
No. of Tariff Codes			1	2	1	1	10	1	1	2	5	1				

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

- From a Tariff perspective (the rows) the amount of trade of the top tariff codes are undertaken by the top importers
- From a top Importer perspective (the columns) the amount of trade these importers do with regards the top tariff codes

2

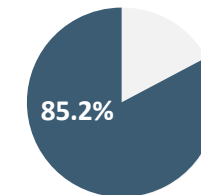
2 Importers imported 5 or more tariff codes in the first quarter of 2020 (Top Importers 5 & 9)

Market Share Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 15 Importers / Chapter Heading (Rank 1 – 5)

Chapter Rank (1 - 5)											
2020 (Jan - Mar)	Exporter Rank	Chapter 74 Copper and Articles Thereof		Chapter 52 Cotton		Chapter 72 Other Alloy Steel		Chapter 17 Sugars and Sugar Confectionery		Chapter 26 Ores, Slag and Ash	
		Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share
	Top Importer 1	R310,779,982	64.9%	R34,680,112	91.0%	R10,942,077	29.9%	R26,418,163	82.2%	R12,570,089	67.8%
	Top Importer 2	R74,463,710	15.5%	R3,417,587	9.0%	R5,519,638	15.1%	R2,491,035	7.8%	R3,205,808	17.3%
	Top Importer 3	R35,338,291	7.4%	R202	0.0%	R4,535,830	12.4%	R718,825	2.2%	R1,205,010	6.5%
	Top Importer 4	R16,724,096	3.5%		-	R3,179,972	8.7%	R638,155	2.0%	R869,846	4.7%
	Top Importer 5	R15,201,137	3.2%		-	R3,042,299	8.3%	R590,926	1.8%	R342,393	1.8%
	Top Importer 6	R12,178,288	2.5%		-	R2,560,730	7.0%	R362,825	1.1%	R182,485	1.0%
	Top Importer 7	R5,457,632	1.1%		-	R2,259,378	6.2%	R271,731	0.8%	R102,623	0.6%
	Top Importer 8	R3,012,408	0.6%		-	R2,093,700	5.7%	R260,593	0.8%	R37,509	0.2%
	Top Importer 9	R2,966,285	0.6%		-	R980,838	2.7%	R236,623	0.7%	R20,876	0.1%
	Top Importer 10	R2,948,272	0.6%		-	R500,411	1.4%	R134,136	0.4%	R6,453	0.0%
	Top Importer 11	R38,400	0.0%		-	R390,000	1.1%	R161	0.0%	R1,174	0.0%
	Top Importer 12	R32,000	0.0%		-	R383,649	1.0%		-	R752	0.0%
	Top Importer 13	R21,654	0.0%		-	R211,783	0.6%		-	R706	0.0%
	Top Importer 14	R1,550	0.0%		-	R33,000	0.1%		-	R589	0.0%
	Top Importer 15	R146	0.0%		-	R720	0.0%		-	R435	0.0%
Top 15 Total		R479,163,851	100.0%	R38,097,699	100.0%	R30,761,384	84.0%	R26,418,163	82.2%	R15,878,520	85.6%
% of Total		100.0%		100.0%		84.0%		82.2%		85.6%	
Chapter Total		R479,163,851	100.0%	R38,097,901	100.0%	R36,634,025	100.0%	R32,123,173	100.0%	R18,546,982	100.0%
Chapter % of Overall Total		67.5%		5.4%		5.2%		4.5%		2.6%	
No. of Importers		15		3		15		11		17	



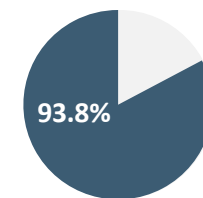
Top 5 Chapters are responsible for 85.2% of the Total Value of ZAR Imports from Zambia

Market Share Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 15 Importers / Chapter Heading (Rank 6 – 10)

Chapter Rank (6 - 10)											
2020 (Jan - Mar)	Exporter Rank	Chapter 20 Preparation of Vegetables, Fruit, Nuts		Chapter 84 Nuclear Reactors Boilers, Machinery		Chapter 23 Residues and Waste from the Food Industries		Chapter 12 Oil Seeds and Oleaginous Fruits		Chapter 39 Plastic and Articles Therof	
		Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share	Value (R)	Mkt Share
	Top Importer 1	R16,762,802	100.0%	R3,874,594	24.1%	R6,048,649	47.1%	R3,693,322	11.5%	R3,532,844	64.8%
	Top Importer 2	R373	0.0%	R1,921,312	12.0%	R5,485,795	42.8%	R1,737,708	5.4%	R649,188	11.9%
	Top Importer 3	-	-	R1,903,232	11.9%	R766,721	6.0%	R1,696,639	5.3%	R572,472	10.5%
	Top Importer 4	-	-	R1,072,013	6.7%	R326,459	2.5%	R605,862	1.9%	R546,823	10.0%
	Top Importer 5	-	-	R895,335	5.6%	R108,268	0.8%	R545,610	1.7%	R86,130	1.6%
	Top Importer 6	-	-	R873,968	5.4%	R60,068	0.5%	R434,669	1.4%	R40,000	0.7%
	Top Importer 7	-	-	R672,305	4.2%	R31,940	0.2%	R150,000	0.5%	R11,130	0.2%
	Top Importer 8	-	-	R646,684	4.0%	R672	0.0%	R26,800	0.1%	R6,602	0.1%
	Top Importer 9	-	-	R513,212	3.2%	R74	0.0%	R17,400	0.1%	R4,974	0.1%
	Top Importer 10	-	-	R452,946	2.8%	R15	0.0%	R8,115	0.0%	R4,600	0.1%
	Top Importer 11	-	-	R440,695	2.7%	-	-	R995	0.0%	R601	0.0%
	Top Importer 12	-	-	R428,853	2.7%	-	-	R714	0.0%	R309	0.0%
	Top Importer 13	-	-	R390,959	2.4%	-	-	R100	0.0%	R120	0.0%
	Top Importer 14	-	-	R360,000	2.2%	-	-	R30	0.0%	R88	0.0%
	Top Importer 15	-	-	R264,200	1.6%	-	-	-	-	R50	0.0%
	Top 15 Total	R16,763,175	100.0%	R14,710,308	91.6%	R12,828,661	100.0%	R26,418,163	82.2%	R5,455,931	100.0%
	% of Total	100.0%		91.6%		100.0%		296.2%		100.0%	
	Chapter Total	R16,763,175	100.0%	R16,051,277	100.0%	R12,828,661	100.0%	R8,917,964	27.8%	R5,455,984	100.0%
	Chapter % of Overall Total	2.4%		2.3%		1.8%		1.3%		0.8%	
	No. of Importers	2		20		10		14		18	



Top 10 Chapters are responsible for 93.8% of the Total Value of ZAR Imports from Zambia

Combined Market Share Analysis

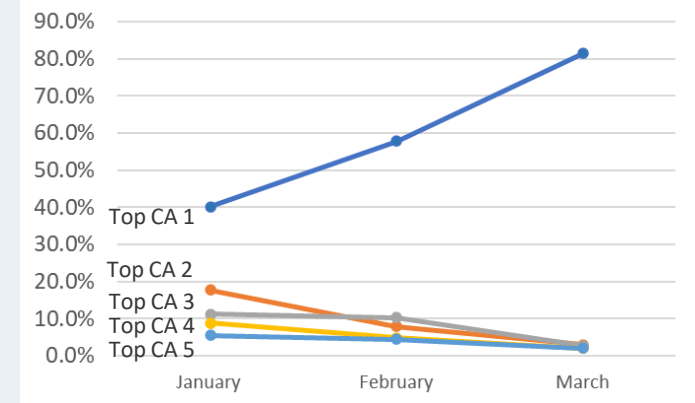
Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 20 Clearing Agents (CA) Monthly Market Share

Rank	Clearing Agent	January	Mkt Share	February	Mkt Share	March	Mkt Share	Grand Total	Mkt Share
1	Top CA 1	R66,792,681	40.1%	R123,626,072	57.8%	R268,546,959	81.4%	R458,965,712	64.6%
2	Top CA 2	R29,573,107	17.8%	R16,874,184	7.9%	R9,805,998	3.0%	R56,253,289	7.9%
3	Top CA 3	R18,707,158	11.2%	R21,911,150	10.2%	R8,867,557	2.7%	R49,485,865	7.0%
4	Top CA 4	R14,604,662	8.8%	R10,426,608	4.9%	R6,689,588	2.0%	R31,720,858	4.5%
5	Top CA 5	R9,294,220	5.6%	R9,638,875	4.5%	R6,959,844	2.1%	R25,892,939	3.6%
6	Top CA 6	R5,142,991	3.1%	R6,474,824	3.0%	R9,117,273	2.8%	R20,735,088	2.9%
7	Top CA 7	R647,645	0.4%	R6,020,160	2.8%	R10,094,997	3.1%	R16,762,802	2.4%
8	Top CA 8	R7,013,499	4.2%	R7,220,855	3.4%	R1,543,559	0.5%	R15,777,913	2.2%
9	Top CA 9	R3,290,418	2.0%	R3,431,343	1.6%	R1,218,200	0.4%	R7,939,961	1.1%
10	Top CA 10	R1,934,020	1.2%	R1,645,252	0.8%	R1,022,426	0.3%	R4,601,698	0.6%
11	Top CA 11	R1,523,363	0.9%	R1,620,558	0.8%	R1,009,952	0.3%	R4,153,873	0.6%
12	Top CA 12	R1,588,993	1.0%	R676,882	0.3%	R299,896	0.1%	R2,565,771	0.4%
13	Top CA 13	R2,059,085	1.2%	R23,480	0.0%	-	-	R2,082,565	0.3%
14	Top CA 14	R1,187,657	0.7%	-	-	R530,056	0.2%	R1,717,713	0.2%
15	Top CA 15	R541,777	0.3%	R937,409	0.4%	-	-	R1,479,186	0.2%
16	Top CA 16	-	-	-	-	R1,465,318	0.4%	R1,465,318	0.2%
17	Top CA 17	-	-	-	-	R1,165,586	0.4%	R1,165,586	0.2%
18	Top CA 18	R430,410	0.3%	R252,778	0.1%	R218,847	0.1%	R902,035	0.1%
19	Top CA 19	R869,846	0.5%	R1,474	0.0%	R5,950	0.0%	R877,270	0.1%
20	Top CA 20	-	-	R300,451	0.1%	R418,000	0.1%	R718,451	0.1%
Top 20 Total		R165,201,532	99.2%	R211,082,355	98.7%	R328,980,006	99.7%	R705,263,893	99.3%
% of Total		99.2%		98.7%		99.7%		99.3%	
Grand Total		R166,573,086	100.0%	R213,783,642	100.0%	R329,961,978	100.0%	R710,318,706	100.0%
No. of Agents		38		48		43		70	



Top 5 CA's Monthly Market Share %

Clearing Agent	January	February	March
Top CA 1	40.1%	57.8%	81.4%
Top CA 2	17.8%	7.9%	3.0%
Top CA 3	11.2%	10.2%	2.7%
Top CA 4	8.8%	4.9%	2.0%
Top CA 5	5.6%	4.5%	2.1%










Mode of Transport Analysis

Mode of Transport Breakdown

Mode of Transport	1st Quarter 2020						Grand Total	No. of MRNs	Trend
	January	No. of MRNs	February	No. of MRNs	March	No. of MRNs			
Road	R162,422,366	520	R210,566,857	531	R326,728,660	479	R699,717,883	1,530	
Air	R4,150,720	211	R3,216,785	236	R3,233,318	169	R10,600,823	616	
Grand Total	R166,573,086	731	R213,783,642	767	R329,961,978	648	R710,318,706	2,146	

Port of Entry Breakdown

Port of Entry	1st Quarter 2020						Grand Total	No. of MRNs	Trend
	January	No. of MRNs	February	No. of MRNs	March	No. of MRNs			
Groblers Bridge	R115,763,892	265	R151,246,888	254	R257,757,415	250	R524,768,195	769	
Beit Bridge	R45,787,323	231	R58,443,385	231	R67,667,958	188	R171,898,666	650	
Johannesburg	R3,975,888	197	R3,108,206	229	R3,224,798	167	R10,308,892	593	
Ramatlrama	R831,198	23	R876,584	46	R743,287	39	R2,451,069	108	
Kopfontein					R560,000	2	R560,000	2	
Cape Town	R174,832	14	R108,579	7	R8,520	2	R291,931	23	
Skilpadshek	R39,953	1					R39,953	1	
Grand Total	R166,573,086	731	R213,783,642	767	R329,961,978	648	R710,318,706	2,146	

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Most Dominant
Mode of Transport



98.4%

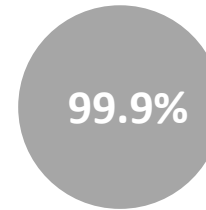
Mode of Transport Analysis

Trade Type	Imports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

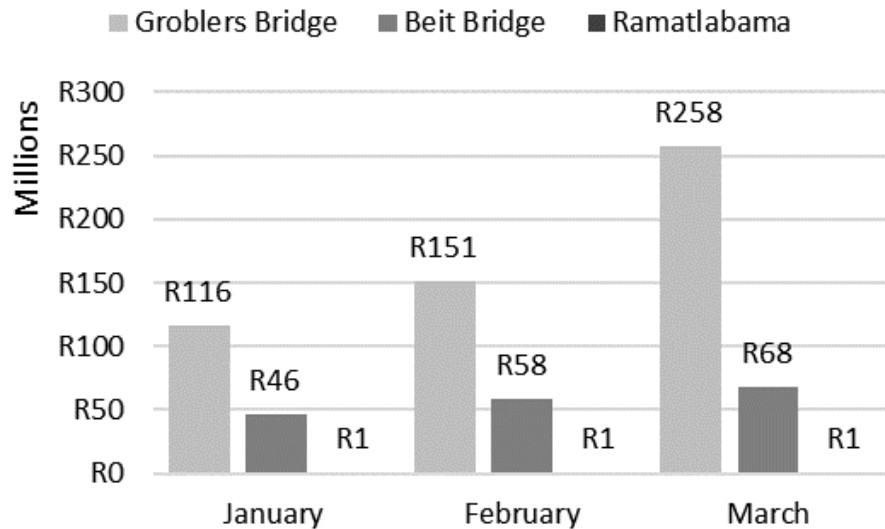
Road

Rank	Port of Entry	No. of MRNs	Value (R)	% of Total	% of Total				
					0%	20%	40%	60%	80%
1	Groblers Bridge	769	R524,701,195	75.1%	[Progress bar: 75.1%]				
2	Beit Bridge	650	R171,129,076	24.5%	[Progress bar: 24.5%]				
3	Ramatlabama	108	R2,451,069	0.4%	[Progress bar: 0.4%]				
4	Kopfontein	2	R560,000	0.1%	[Progress bar: 0.1%]				
5	Skilpadshék	1	R39,953	0.0%	[Progress bar: 0.0%]				
Grand Total		1,530	R698,881,293						

Top 3 Trade Routes



99.9% of all imports from Zambia are shipped through 3 ports of entry (Grobler's Bridge, Beit Bridge and Ramatlabama)



Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Embassy View Report

Export Analysis

South African Export Perspective

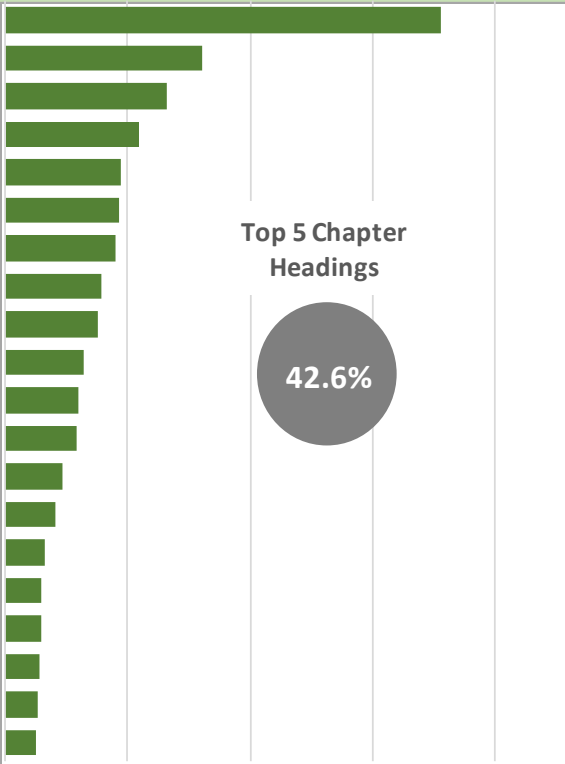
3 Months from January 2020 to March 2020



Chapter Heading Overview

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

South African Exports to Zambia

Rank	Chapter Heading	Short Name	No. of Tariff Codes	No. of MRNs	No. of Traders	No. of CAs	Value (R)	% of Total	% of Total				
									0%	5%	10%	15%	20%
1	Chapter 84	Nuclear Reactors, Boilers, Machinery and Mechanical Appliances	432	5,472	1,061	191	R1,151,030,357	17.8%	 <p>Top 5 Chapter Headings</p> <p>42.6%</p>				
2	Chapter 87	Vehicles (Excluding Railway or Tramway Rolling-Stock)	132	2,079	387	151	R520,316,014	8.0%					
3	Chapter 31	Fertilizers	18	2,040	46	44	R428,157,667	6.6%					
4	Chapter 39	Plastic and Articles Thereof	198	3,563	724	152	R353,772,870	5.5%					
5	Chapter 85	Electrical Machinery and Equipment	337	5,797	772	163	R307,491,155	4.7%					
6	Chapter 27	Bitumen Substances and Mineral Waxes	41	850	155	66	R301,546,742	4.7%					
7	Chapter 38	Miscellaneous Chemical Products	99	1,488	312	126	R291,601,724	4.5%					
8	Chapter 72	Other Alloy Steel; Hollow Drill, Bars and Rods	100	1,138	130	61	R252,311,566	3.9%					
9	Chapter 73	Articles of Iron or Steel	178	3,160	689	140	R244,130,642	3.8%					
10	Chapter 40	Rubber and Articles Thereof	87	1,734	380	100	R207,901,000	3.2%					
11	Chapter 48	Paper and Paperboard	98	1,730	285	113	R191,291,191	3.0%					
12	Chapter 34	Soap, Organic Surface-Active Agents	30	1,793	232	98	R186,805,664	2.9%					
13	Chapter 22	Beverages, Spirits and Vinigar	49	1,283	90	62	R149,210,160	2.3%					
14	Chapter 33	Essential Oils and Resinoids	42	1,413	122	69	R131,123,568	2.0%					
15	Chapter 15	Animal or Vegetable Fats and Oils	46	739	61	46	R102,773,465	1.6%					
16	Chapter 88	Aircraft, Spacecraft and Parts Thereof	7	285	12	12	R97,181,058	1.5%					
17	Chapter 21	Miscellaneous Edible Preparations	35	1,336	130	70	R96,930,446	1.5%					
18	Chapter 90	Optical, Photogrphic, Cinematographic, Measuring, Instruments	97	1,394	415	124	R88,562,239	1.4%					
19	Chapter 25	Salt; Sulpher; Earths and Stone	32	1,953	80	52	R84,955,805	1.3%					
20	Chapter 36	Explosives; Pyrotechnic Products	9	128	17	17	R80,009,938	1.2%					
Top 20 Total							R5,267,103,271	81.3%					
Rest (76 of 96)							R1,209,257,001	18.7%					
Grand Total							R6,476,360,272	100.0%					

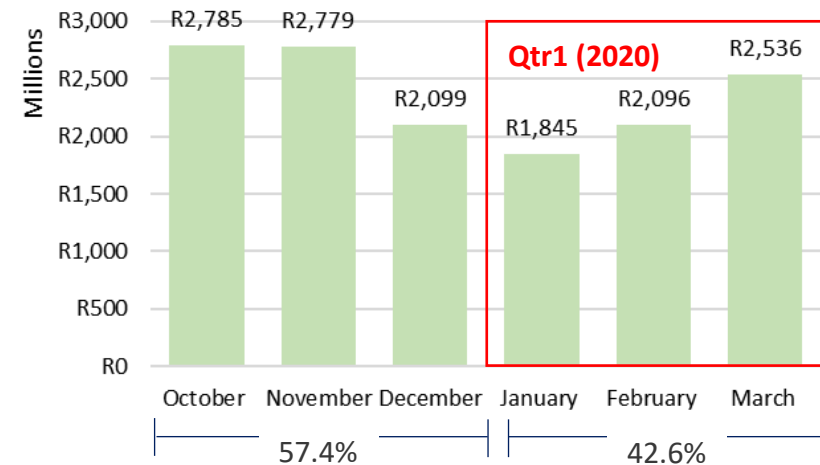
Export Trade Activity Overview

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Current Quarter vs Previous Quarter

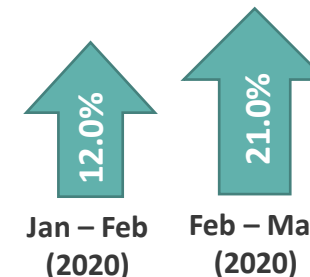
	Month	Monthly Value	Value % of Qtr	Quarterly Value	6 Month Value
2019	October	R2,784,938,815	36.3%	R7,662,467,299 (57.4%)	R14,138,827,571
	November	R2,778,771,548	36.3%		
	December	R2,098,756,936	27.4%		
2020	January	R1,845,085,852	28.5%	R6,476,360,272 (42.6%)	
	February	R2,095,577,153	32.4%		
	March	R2,535,697,267	39.2%		

Quarterly Value (R) Profile



Combined Quarterly Trade Profile

Year	October	Monthly Change	November	Monthly Change	December	Growth Since (Oct-Dec)	Trend
2019	R2,784,938,815	-0.2%	R2,778,771,548	-24.5%	R2,098,756,936	-24.6%	■ ■ ■
Year	January	Monthly Change	February	Monthly Change	March	Growth Since (Jan-Mar)	Trend
2020	R1,845,085,852	12.0%	R2,095,577,153	21.0%	R2,535,697,267	37.4%	■ ■ ■
























There appears to be a trade slump between October 2019 - January 2020. However, a gradual trade recovery is experienced in the first quarter of 2020

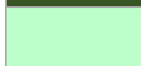
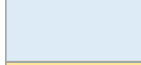


Value Exported Breakdown

Top 20 Chapter Headings Monthly Growth

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

2020										
Rank	Chapter Heading	Short Name	January	Monthly Change	February	Monthly Change	March	Grand Total	Trend	Quarterly Growth (Jan-Mar)
1	Chapter 84	Nuclear Reactors, Boilers, Machinery	R341,429,313	3.9%	R354,879,256	28.1%	R454,721,788	R1,151,030,357		33.2%
2	Chapter 87	Vehicles	R163,534,586	8.8%	R177,935,185	0.5%	R178,846,243	R520,316,014		9.4%
3	Chapter 31	Fertilizers	R154,450,802	-32.1%	R104,916,878	60.9%	R168,789,987	R428,157,667		9.3%
4	Chapter 39	Plastic and Articles Thereof	R100,353,440	21.7%	R122,146,305	7.5%	R131,273,125	R353,772,870		30.8%
5	Chapter 85	Electrical Machinery and Equipment	R97,808,081	-2.2%	R95,685,097	19.1%	R113,997,977	R307,491,155		16.6%
6	Chapter 27	Bitumen Substances and Mineral Waxes	R83,348,164	12.6%	R93,847,745	32.5%	R124,350,833	R301,546,742		49.2%
7	Chapter 38	Miscellaneous Chemical Products	R83,283,298	29.0%	R107,415,802	-6.1%	R100,902,624	R291,601,724		21.2%
8	Chapter 72	Other Alloy Steel; Hollow Drill,	R60,522,934	60.7%	R97,289,493	-2.9%	R94,499,139	R252,311,566		56.1%
9	Chapter 73	Articles of Iron or Steel	R62,691,488	48.9%	R93,377,924	-5.7%	R88,061,230	R244,130,642		40.5%
10	Chapter 40	Rubber and Articles Thereof	R26,784,644	77.7%	R47,589,144	180.6%	R133,527,212	R207,901,000		398.5%
11	Chapter 48	Paper and Paperboard	R63,659,732	-7.7%	R58,747,124	17.3%	R68,884,335	R191,291,191		8.2%
12	Chapter 34	Soap, Organic Surface-Active Agents	R55,315,405	31.7%	R72,841,353	-19.5%	R58,648,906	R186,805,664		6.0%
13	Chapter 22	Beverages, Spirits and Vinigar	R43,584,555	25.1%	R54,522,957	-6.3%	R51,102,648	R149,210,160		17.2%
14	Chapter 33	Essential Oils and Resinoids	R36,049,439	13.1%	R40,766,017	33.2%	R54,308,112	R131,123,568		50.6%
15	Chapter 15	Animal or Vegetable Fats and Oils	R14,500,080	30.9%	R18,982,798	265.0%	R69,290,587	R102,773,465		377.9%
16	Chapter 26	Aircraft, Spacecraft and Parts Thereof	R7,874,967	88.9%	R14,874,518	400.4%	R74,431,573	R97,181,058		845.2%
17	Chapter 21	Miscellaneous Edible Preparations	R32,214,299	-12.7%	R28,121,175	30.1%	R36,594,972	R96,930,446		13.6%
18	Chapter 90	Optical, Photographic, Cinematographic	R29,125,591	9.2%	R31,810,247	-13.2%	R27,626,401	R88,562,239		-5.1%
19	Chapter 25	Salt; Sulphur; Earths and Stone	R33,056,022	-27.9%	R23,833,656	17.8%	R28,066,127	R84,955,805		-15.1%
20	Chapter 36	Explosives; Pyrotechnic Products	R23,537,456	35.6%	R31,926,776	-23.1%	R24,545,706	R80,009,938		4.3%
Top 20 Total			R1,513,124,296	10.5%	R1,671,509,450	24.6%	R2,082,469,525	R5,267,103,271		
% of Total			82.0%		79.8%		82.1%	81.3%		
Rest (76 of 96)			R331,961,556	27.7%	R424,067,703	6.9%	R453,227,742	R1,209,257,001		
Grand Total			R1,845,085,852	13.6%	R2,095,577,153	21.0%	R2,535,697,267	R6,476,360,272		

 Chapter Headings with a quarterly growth greater than 90%

Colour Code	Scale	Range
	High Growth	> 25%
	Moderate Rise	0% to 25%
	Moderate Decline	0% to -25%
	High Decline	< -25%

Chapter Heading Analysis

Top Chapters / Top Exporter Matrix

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Rank	Chapter Heading	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	Chapter Heading Sub Total	% of Total	Grand Total	No. of Exporters
1	Chapter 31	R292,806,540						R43,764,034						R336,570,574	78.6%	R428,157,667	46
2	Chapter 84	R1,509	R75,938,779					R222,980	R61,119,716	R51,274,429		R65,832,036		R254,389,449	22.1%	R1,151,030,357	1,061
3	Chapter 40		R2,490	R108,549,223						R5,552,326		R1,893,048		R115,997,087	55.8%	R207,901,000	380
4	Chapter 27	R3,235,262				R98,128,218		R454,826		R639,762		R2,215		R102,460,283	34.0%	R301,546,742	155
5	Chapter 72				R101,572,995									R101,572,995	40.3%	R252,311,566	130
6	Chapter 26						R92,283,905							R92,283,905	95.0%	R97,181,058	12
7	Chapter 39	R1,204,913						R7,358,673		R106,824	R74,870,053			R83,540,463	23.6%	R353,772,870	724
8	Chapter 25	R189,169											R69,755,594	R69,944,763	82.3%	R84,955,805	80
9	Chapter 87	R7,849	R53,069,467					R5,434,351		R4,437,722		R1,580		R62,950,969	12.1%	R520,316,014	387
10	Chapter 36	R32,128,967						R20,494,575						R52,623,542	65.8%	R80,009,938	17
11	Chapter 38	R25,108,461						R10,703,377						R35,811,838	12.3%	R291,601,724	312
12	Chapter 85	R1,815	R165,722					R2,731,701	R22,559,644	R6,139,315		R865,137		R32,463,334	10.6%	R307,491,155	772
13	Chapter 73	R1,158,228	R608,305					R673	R2,953,562	R4,746,775		R2,162,515		R11,630,058	4.8%	R244,130,642	689
14	Chapter 90							R1,515		R5,052,439		R191,693		R5,245,647	5.9%	R88,562,239	415
15	Chapter 48		R19,240					R596,268						R615,508	0.3%	R191,291,191	285
Top 15 Total		R355,842,713	R129,804,003	R108,549,223	R101,572,995	R98,128,218	R92,283,905	R91,762,973	R86,632,922	R77,949,592	R74,870,053	R70,948,224	R69,755,594	R1,358,100,415			
% of Overall Total		98.7%	100.0%	100.0%	100.0%	100.0%	100.0%	99.4%	100.0%	99.2%	100.0%	99.9%	100.0%	21.0%			
Overall Total		R360,678,078	R129,820,649	R108,549,223	R101,572,995	R98,128,218	R92,283,905	R92,349,767	R86,632,922	R78,559,078	R74,870,053	R71,043,016	R69,786,338	R6,476,360,272			
Exporter Share		5.6%	2.0%	1.7%	1.6%	1.5%	1.4%	1.4%	1.3%	1.2%	1.2%	1.1%	1.1%	100.0%			
No. of Chapters		14	7	1	1	1	1	17	3	17	1	12	2	96			

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

1. From a chapter heading perspective (the rows) the amount of trade of the top chapters 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 chapters


















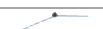


2

2 Exporters do relatively high exports in the top 15 Chapters and account for 7.0% of overall exports (Top Exporters 1 & 7)

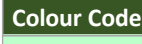

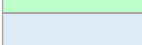
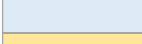
Monthly Change from January to March 2020

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 20 Tariffs Monthly Growth

2020										
Rank	Tariff Codes	Short Name	January	Monthly Change	February	Monthly Change	March	Grand Total	Trend	Growth Since (Jan-Mar)
1	3102.90	Fertilizer	R69,597,769	-12.9%	R60,589,259	40.6%	R85,191,382	R215,378,410		22.4%
2	8431.49.90	Parts suitable for use solely	R45,225,223	-26.1%	R33,419,030	11.2%	R37,158,865	R115,803,118		-17.8%
3	2716	Electrical energy	R21,181,983	37.4%	R29,097,839	64.4%	R47,848,396	R98,128,218		125.9%
4	3824.99.99	Prepared binders for foundry	R30,391,927	3.0%	R31,289,356	9.0%	R34,107,568	R95,788,851		12.2%
5	4011.80.20	New pneumatic tyres		-		-	R94,498,768	R94,498,768		0.0%
6	3102.30	Fertilizer	R29,617,897	-14.0%	R25,480,151	37.1%	R34,942,796	R90,040,844		18.0%
7	2710.19	Light oils	R31,099,056	-5.2%	R29,477,777	-5.7%	R27,806,972	R88,383,805		-10.6%
8	2620.30	Slag, ash and residue	R3,579,067	287.3%	R13,860,694	393.5%	R68,397,059	R85,836,820		1811.0%
9	8413.91	Pumps for liquids	R19,750,226	36.9%	R27,044,999	28.3%	R34,700,154	R81,495,379		75.7%
10	2503	Sulphur	R30,639,935	-29.9%	R21,467,398	18.2%	R25,363,915	R77,471,248		-17.2%
11	8704.21.81	Motor vehicles	R19,254,593	42.9%	R27,510,815	10.4%	R30,360,496	R77,125,904		57.7%
12	7208.10	Flat-rolled products of iron	R10,858,464	97.7%	R21,470,805	33.9%	R28,745,066	R61,074,335		164.7%
13	2203.00.90	Beer made from malt	R6,914,834	219.7%	R22,109,840	37.2%	R30,326,506	R59,351,180		338.6%
14	8474.90	Machinery for sorting	R18,212,217	-44.5%	R10,105,167	184.1%	R28,706,517	R57,023,901		57.6%
15	8429.11	Bulldozers and angledozers	R2,402,865	-100.0%		-	R53,870,335	R56,273,200		2141.9%
16	3304.99.90	Beauty or make-up preparation	R15,088,672	24.5%	R18,791,210	-3.3%	R18,174,995	R52,054,877		20.5%
17	8704.10.90	Motor vehicles	R39,766,763	-100.0%		-	R10,650,000	R50,416,763		-73.2%
18	7308.90.99	Structures	R11,404,105	86.3%	R21,244,587	-17.9%	R17,448,860	R50,097,552		53.0%
19	3902.10.90	Polypropylene	R15,854,499	14.6%	R18,173,357	-14.4%	R15,556,674	R49,584,530		-1.9%
20	8418.30.90	Refrigerators	R10,156,139	-45.9%	R5,493,374	510.7%	R33,548,536	R49,198,049		230.3%
Top 20 Total			R430,996,234	-3.3%	R416,625,658	81.8%	R757,403,860	R1,605,025,752		
% of Total			23.4%		19.9%		29.9%	24.8%		
Rest (4,125 of 4,145)			R1,414,089,618	18.7%	R1,678,951,495	5.9%	R1,778,293,407	R4,871,334,520		
Overall Total			R1,845,085,852	13.6%	R2,095,577,153	21.0%	R2,535,697,267	R6,476,360,272		

Chapter Headings with a quarterly growth greater than 90%

Colour Code	Scale	Range
	High Growth	> 25%
	Moderate Rise	0% to 25%
	Moderate Decline	0% to -25%
	High Decline	< -25%

Exporter Analysis

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top Tariffs / Top Exporter Matrix

Rank	Tariff Code	Short Name	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	Tariff Code Sub Total	% of Total	Grand Total	No. of Exporters
1	3102.90	Fertilizer	R213,296,345							R299,587			R213,595,932	99.2%	R215,378,410	10
2	2716	Electrical energy			R98,128,218								R98,128,218	100.0%	R98,128,218	1
3	4011.80.20	New pneumatic tyres				R93,585,319							R93,585,319	99.0%	R94,498,768	2
4	2620.30	Slag, ash and residue					R85,836,820						R85,836,820	100.0%	R85,836,820	1
5	3824.99.99	Prepared binders for foundry	R25,108,461							R10,703,377		R48,889,885	R84,701,723	88.4%	R95,788,851	62
6	3102.30	Fertilizer	R36,867,055							R40,079,605			R76,946,660	85.5%	R90,040,844	8
7	2503	Sulphur	R189,169					R69,755,594					R69,944,763	90.3%	R77,471,248	6
8	7208.10	Flat-rolled products of iron							R61,074,335				R61,074,335	100.0%	R61,074,335	1
9	8429.11	Bulldozers and angledozers		R53,870,335									R53,870,335	95.7%	R56,273,200	2
10	2203.00.90	Beer made from malt									R49,087,574		R49,087,574	82.7%	R59,351,180	8
11	8704.10.90	Motor vehicles		R39,766,763									R39,766,763	78.9%	R50,416,763	2
12	8431.49.90	Parts suitable for use solely		R4,043,257									R4,043,257	3.5%	R115,803,118	100
13	2710.19	Light oils	R3,235,262										R3,235,262	3.7%	R88,383,805	45
14	7308.90.99	Structures		R607,957									R607,957	1.2%	R50,097,552	111
15	8413.91	Pumps for liquids		R126,437							R54,629		R181,066	0.2%	R81,495,379	115
Top 15 Total			R278,696,292	R98,414,749	R98,128,218	R93,585,319	R85,836,820	R69,755,594	R61,074,335	R51,143,323	R49,087,574	R48,889,885	R934,605,984	70.8%	R1,320,038,491	
% of Total			77.3%	75.8%	100.0%	86.2%	93.0%	100.0%	60.1%	55.4%	99.9%	81.6%	80.4%		20.4%	
Overall Total			R360,678,078	R129,820,649	R98,128,218	R108,549,223	R92,283,905	R69,786,338	R101,572,995	R92,349,767	R49,158,241	R59,897,992	R1,162,225,406	17.9%	R6,476,360,272	
Exporter Share			5.6%	2.0%	1.5%	1.7%	1.4%	1.1%	1.6%	1.4%	0.8%	0.9%				
No. of Tariff Codes			39	33	1	13	2	2	15	45	2	6				

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

1. From a Tariff perspective (the rows) the amount of trade of the top tariff codes 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 tariff codes

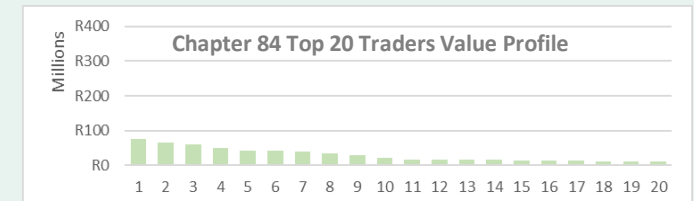
Market Share Analysis

Top 20 Exporters / Chapter Heading (Top 1 – 5)

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Chapter Rank (1-5)											
2020 (Jan-Mar)	Exporter Rank	Chapter 84 Nuclear Reactors, Boilers, Machinery		Chapter 87 Vehicles		Chapter 31 Fertilizers		Chapter 39 Plastic and Articles Thereof		Chapter 85 Electrical Machinery and Equipment	
		Value	Mkt Share	Value	Mkt Share	Value	Mkt Share	Value	Mkt Share	Value	Mkt Share
	Top Exporter 1	R75,938,779	6.6%	R59,604,562	11.5%	R292,806,540	68.4%	R74,870,053	21.2%	R22,559,644	7.3%
	Top Exporter 2	R65,832,036	5.7%	R53,069,467	10.2%	R44,245,696	10.3%	R32,042,534	9.1%	R13,001,569	4.2%
	Top Exporter 3	R61,119,716	5.3%	R34,261,373	6.6%	R43,764,034	10.2%	R25,381,190	7.2%	R10,856,420	3.5%
	Top Exporter 4	R51,274,429	4.5%	R25,768,152	5.0%	R11,631,288	2.7%	R9,632,912	2.7%	R10,064,451	3.3%
	Top Exporter 5	R43,192,338	3.8%	R24,747,992	4.8%	R7,391,640	1.7%	R8,192,724	2.3%	R8,851,362	2.9%
	Top Exporter 6	R42,260,130	3.7%	R21,610,268	4.2%	R5,520,040	1.3%	R7,810,332	2.2%	R6,701,009	2.2%
	Top Exporter 7	R40,605,135	3.5%	R18,356,116	3.5%	R4,545,393	1.1%	R7,737,924	2.2%	R6,669,275	2.2%
	Top Exporter 8	R35,078,106	3.0%	R14,159,092	2.7%	R2,665,157	0.6%	R7,358,673	2.1%	R6,284,574	2.0%
	Top Exporter 9	R28,517,536	2.5%	R10,923,000	2.1%	R1,826,318	0.4%	R6,868,710	1.9%	R6,139,315	2.0%
	Top Exporter 10	R20,749,600	1.8%	R10,855,794	2.1%	R1,508,784	0.4%	R5,977,584	1.7%	R5,860,098	1.9%
	Top Exporter 11	R17,386,488	1.5%	R9,215,000	1.8%	R1,285,408	0.3%	R5,084,951	1.4%	R5,687,919	1.8%
	Top Exporter 12	R17,191,053	1.5%	R8,765,525	1.7%	R1,094,057	0.3%	R5,043,991	1.4%	R5,294,910	1.7%
	Top Exporter 13	R16,848,585	1.5%	R8,080,750	1.6%	R973,765	0.2%	R5,041,822	1.4%	R4,820,833	1.6%
	Top Exporter 14	R15,450,772	1.3%	R7,714,711	1.5%	R943,575	0.2%	R4,842,518	1.4%	R4,800,084	1.6%
	Top Exporter 15	R13,899,141	1.2%	R7,401,993	1.4%	R942,334	0.2%	R4,433,823	1.3%	R4,723,294	1.5%
	Top Exporter 16	R12,616,704	1.1%	R7,107,532	1.4%	R797,259	0.2%	R4,318,302	1.2%	R3,958,224	1.3%
	Top Exporter 17	R12,550,636	1.1%	R6,968,458	1.3%	R749,504	0.2%	R4,106,025	1.2%	R3,787,281	1.2%
	Top Exporter 18	R12,110,031	1.1%	R5,946,869	1.1%	R673,412	0.2%	R3,926,663	1.1%	R3,743,972	1.2%
	Top Exporter 19	R11,660,944	1.0%	R5,764,222	1.1%	R600,520	0.1%	R3,839,424	1.1%	R3,734,796	1.2%
	Top Exporter 20	R10,399,200	0.9%	R5,434,351	1.0%	R482,991	0.1%	R3,358,672	0.9%	R3,678,865	1.2%
	Top 20 Exporters	R604,681,359	52.5%	R345,755,227	66.5%	R424,447,715	99.1%	R229,868,827	65.0%	R141,217,895	45.9%
	Top 20 % of Total	52.5%		66.5%		99.1%		65.0%		45.9%	
	Chapter Total	R1,151,030,357	100.0%	R520,316,014	100.0%	R428,157,667	100.0%	R353,772,870	100.0%	R307,491,155	100.0%
	Chapter % of Overall Total	17.8%		8.0%		6.6%		5.5%		4.7%	
	No. of Exporters	1,061		387		46		724		772	

Top 4 Chapters are responsible for 35.9% of the Total Value of ZAR Exports to Zambia

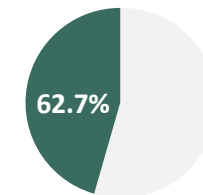


Market Share Analysis

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 20 Exporters / Chapter Heading (Top 6 – 10)

Chapter Rank (6-10)											
2020 (Jan-Mar)	Exporter Rank	Chapter 27 Bitumen Substances and Mineral Waxes		Chapter 38 Miscellaneous Chemical Products		Chapter 72 Other Alloy Steel; Hollow Drill,		Chapter 73 Articles of Iron or Steel		Chapter 40 Rubber and Articles Thereof	
		Value	Mkt Share	Value	Mkt Share	Value	Mkt Share	Value	Mkt Share	Value	Mkt Share
	Top Exporter 1	R98,128,218	32.5%	R55,791,967	19.1%	R101,572,995	40.3%	R13,135,847	5.4%	R108,549,223	52.2%
	Top Exporter 2	R33,390,362	11.1%	R25,108,461	8.6%	R40,454,820	16.0%	R9,176,237	3.8%	R11,169,654	5.4%
	Top Exporter 3	R23,943,317	7.9%	R15,564,183	5.3%	R17,967,938	7.1%	R9,067,471	3.7%	R8,520,843	4.1%
	Top Exporter 4	R14,010,061	4.6%	R14,977,295	5.1%	R11,796,618	4.7%	R8,224,924	3.4%	R7,204,825	3.5%
	Top Exporter 5	R12,594,452	4.2%	R13,622,078	4.7%	R11,469,341	4.5%	R8,204,483	3.4%	R6,905,863	3.3%
	Top Exporter 6	R10,125,651	3.4%	R13,015,704	4.5%	R10,922,841	4.3%	R7,739,657	3.2%	R6,836,109	3.3%
	Top Exporter 7	R9,954,280	3.3%	R10,703,377	3.7%	R4,910,145	1.9%	R7,497,483	3.1%	R6,398,765	3.1%
	Top Exporter 8	R9,273,269	3.1%	R9,860,453	3.4%	R4,857,679	1.9%	R7,322,214	3.0%	R5,552,326	2.7%
	Top Exporter 9	R9,156,168	3.0%	R8,675,419	3.0%	R4,299,152	1.7%	R6,164,983	2.5%	R4,434,650	2.1%
	Top Exporter 10	R8,707,931	2.9%	R8,599,907	2.9%	R4,289,534	1.7%	R5,247,578	2.1%	R3,123,923	1.5%
	Top Exporter 11	R8,152,792	2.7%	R5,691,388	2.0%	R4,177,543	1.7%	R5,209,360	2.1%	R2,880,610	1.4%
	Top Exporter 12	R6,657,836	2.2%	R5,069,408	1.7%	R2,651,492	1.1%	R5,160,900	2.1%	R1,893,048	0.9%
	Top Exporter 13	R5,327,800	1.8%	R4,730,036	1.6%	R1,671,768	0.7%	R4,791,282	2.0%	R1,803,802	0.9%
	Top Exporter 14	R5,172,117	1.7%	R4,648,058	1.6%	R1,657,088	0.7%	R4,746,775	1.9%	R1,693,820	0.8%
	Top Exporter 15	R4,898,539	1.6%	R4,482,913	1.5%	R1,639,026	0.6%	R3,745,258	1.5%	R1,568,154	0.8%
	Top Exporter 16	R3,747,537	1.2%	R4,460,606	1.5%	R1,594,757	0.6%	R3,726,515	1.5%	R1,488,611	0.7%
	Top Exporter 17	R3,514,782	1.2%	R4,182,629	1.4%	R1,513,630	0.6%	R3,660,736	1.5%	R1,342,116	0.6%
	Top Exporter 18	R3,235,262	1.1%	R3,995,717	1.4%	R1,482,600	0.6%	R3,476,111	1.4%	R1,299,741	0.6%
	Top Exporter 19	R2,846,487	0.9%	R3,536,648	1.2%	R1,324,274	0.5%	R3,365,880	1.4%	R1,133,413	0.5%
	Top Exporter 20	R2,704,729	0.9%	R3,513,565	1.2%	R1,297,880	0.5%	R3,235,155	1.3%	R1,128,620	0.5%
	Top 20 Exporters	R275,541,590	91.4%	R220,229,812	75.5%	R231,551,121	91.8%	R122,898,849	50.3%	R184,928,116	89.0%
	Top 20 % of Total	91.4%		75.5%		91.8%		50.3%		89.0%	
	Chapter Total	R301,546,742	100.0%	R291,601,724	100.0%	R252,311,566	100.0%	R244,130,642	100.0%	R207,901,000	100.0%
	Chapter % of Overall Total	4.7%		4.5%		3.9%		3.8%		3.2%	
	No. of Exporters	155		312		130		689		380	



Top 10 Chapters are responsible for 62.7% of the Total Value of ZAR Exports to Zambia

Combined Market Share Analysis

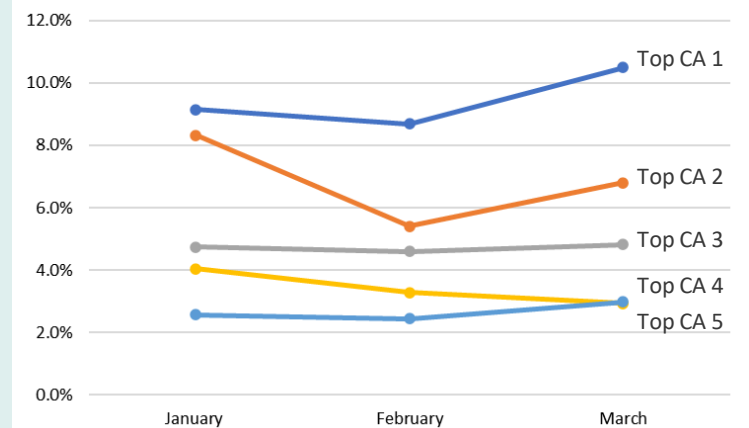
Top 20 Clearing Agents (CA) Monthly Market Share

Clearing Agent	January	Mkt Share	February	Mkt Share	March	Mkt Share	Grand Total	Mkt Share
Top CA 1	R168,736,246	9.1%	R181,932,108	8.7%	R265,830,531	10.5%	R616,498,885	9.5%
Top CA 2	R153,501,777	8.3%	R113,229,823	5.4%	R172,536,756	6.8%	R439,268,356	6.8%
Top CA 3	R87,555,617	4.7%	R96,303,082	4.6%	R122,039,961	4.8%	R305,898,660	4.7%
Top CA 4	R74,636,593	4.0%	R68,917,434	3.3%	R74,405,184	2.9%	R217,959,211	3.4%
Top CA 5	R47,453,766	2.6%	R51,112,461	2.4%	R75,494,542	3.0%	R174,060,769	2.7%
Top CA 6	R39,295,508	2.1%	R57,739,034	2.8%	R75,386,204	3.0%	R172,420,746	2.7%
Top CA 7	R44,489,126	2.4%	R57,395,720	2.7%	R53,969,174	2.1%	R155,854,020	2.4%
Top CA 8	R47,134,104	2.6%	R56,007,186	2.7%	R46,660,228	1.8%	R149,801,518	2.3%
Top CA 9	R37,723,358	2.0%	R47,112,769	2.2%	R52,858,058	2.1%	R137,694,185	2.1%
Top CA 10	R48,467,944	2.6%	R48,085,830	2.3%	R41,101,079	1.6%	R137,654,853	2.1%
Top CA 11	R40,503,555	2.2%	R41,324,453	2.0%	R52,198,459	2.1%	R134,026,467	2.1%
Top CA 12	R35,548,368	1.9%	R49,740,361	2.4%	R45,990,277	1.8%	R131,279,006	2.0%
Top CA 13	R18,547,701	1.0%	R42,443,700	2.0%	R63,995,209	2.5%	R124,986,610	1.9%
Top CA 14	R3,983,796	0.2%	R5,998,965	0.3%	R100,217,932	4.0%	R110,200,693	1.7%
Top CA 15	R23,060,034	1.2%	R37,187,710	1.8%	R46,540,517	1.8%	R106,788,261	1.6%
Top CA 16	R26,743,335	1.4%	R26,201,289	1.3%	R48,543,876	1.9%	R101,488,500	1.6%
Top CA 17	R23,049,356	1.2%	R51,138,473	2.4%	R22,739,829	0.9%	R96,927,658	1.5%
Top CA 18	R30,042,075	1.6%	R24,053,927	1.1%	R38,833,213	1.5%	R92,929,215	1.4%
Top CA 19	R33,256,578	1.8%	R20,285,526	1.0%	R35,333,092	1.4%	R88,875,196	1.4%
Top CA 20	R32,940,670	1.8%	R29,048,506	1.4%	R26,503,475	1.0%	R88,492,651	1.4%
Top 20 Total	R1,016,669,507	55.1%	R1,105,258,357	52.7%	R1,461,177,596	57.6%	R3,583,105,460	
% of Total	55.1%		52.7%		57.6%		55.3%	
Grand Total	R1,845,085,852	100.0%	R2,095,577,153	100.0%	R2,535,697,267	100.0%	R6,476,360,272	
No. of Agents	267		294		272		363	

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Top 5 CA's Monthly Market Share %

Clearing Agent	January	February	March
Top CA 1	9.1%	8.7%	10.5%
Top CA 2	8.3%	5.4%	6.8%
Top CA 3	4.7%	4.6%	4.8%
Top CA 4	4.0%	3.3%	2.9%
Top CA 5	2.6%	2.4%	3.0%








Export Countries of Origin

Foreign Goods sourced through South Africa

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Rank	Country of Origin	Value Range	No. of MRNs	Value (R)	% of Total
1	South Africa		25,223	R5,509,318,392	85.1%
2	China		1,666	R224,336,218	3.5%
3	USA		881	R188,108,297	2.9%
4	Japan		453	R150,573,916	2.3%
5	Germany		789	R81,990,369	1.3%
6	Sweden		102	R41,353,444	0.6%
7	UK		433	R35,165,630	0.5%
8	France		382	R29,071,327	0.4%
9	Singapore		81	R15,886,923	0.2%
10	Italy		495	R15,617,459	0.2%
11 - 16	6 Countries	R 10m < x < R 16m	1,658	R74,193,301	1.1%
17 - 23	7 Countries	R 5 m < x < R 10m	1,401	R48,098,113	0.7%
24 - 73	73 Countries	Under R 5m	3,274	R62,646,883	1.0%
Total			36,838	R6,476,360,272	100.0%

Top 5 Countries of Origin		
South Africa		95.0%
China		
USA		
Japan		
Germany		






Mode of Transport Analysis

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Port of Exit

Rank	Port of Exit	1st Quarter 2020						Grand Total	No. of MRNs	Trends
		January	No. of MRNs	February	No. of MRNs	March	No. of MRNs			
1	Beit Bridge	R836,572,179	2,333	R916,552,712	2,730	R1,207,785,562	3,235	R2,960,910,453	8,298	
2	Groblers Bridge	R782,919,905	4,229	R902,945,788	4,565	R1,004,086,613	4,700	R2,689,952,306	13,494	
3	Kopfontein	R70,181,935	238	R78,590,036	284	R98,234,310	267	R247,006,281	789	
4	Johannesburg	R59,962,339	1,847	R51,387,910	1,709	R56,909,998	1,409	R168,260,247	4,965	
5	Johannesburg	R22,172,556	29	R30,675,858	40	R48,459,308	30	R101,307,722	99	
6	Skilpadshek	R28,018,806	93	R24,835,089	75	R20,810,830	75	R73,664,725	243	
7	Durban	R10,612,392	29	R30,371,070	82	R30,250,478	76	R71,233,940	187	
8	Pretoria	R9,177,985	32	R20,489,793	100	R31,869,376	152	R61,537,154	284	
9	Ramatlabama	R6,518,375	8	R19,814,037	11	R23,504,103	11	R49,836,515	30	
10	Germiston	R13,456,516	44	R10,411,552	38	R10,389,028	38	R34,257,096	120	
11	Port Elizabeth	R2,091,308	1	R3,498,738	2	-	-	R5,590,046	3	
12	Cape Town	R1,414,768	26	R2,784,600	14	R757,486	15	R4,956,854	55	
13	Port Elizabeth	R1,012,297	12	R1,100,422	14	R476,250	10	R2,588,969	36	
14	Durban	R78,919	4	R340,555	5	R1,272,428	7	R1,691,902	16	
15	Lebombo	R448,500	1	R1,179,295	2	-	-	R1,627,795	3	
16	Cape Town	R447,072	18	R277,448	8	R86,347	7	R810,867	33	
17	Stellenbosch	-	-	-	-	R430,150	2	R430,150	2	
18	Other	-	-	-	-	R375,000	1	R375,000	1	
19	Upington	-	-	R322,250	1	-	-	R322,250	1	
Grand Total		R1,845,085,852	8,944	R2,095,577,153	9,680	R2,535,697,267	10,035	R6,476,360,272	28,659	

Mode of Transport Breakdown

Rank	Mode of Transport	Grand Total	% of Total
1	Road 	R6,157,349,915	95.1%
2	Air 	R172,288,430	2.7%
3	Fixed Transport Installation 	R98,128,218	1.5%
4	Rail 	R45,270,428	0.7%
5	Sea 	R2,485,086	0.0%
6	Other	R838,195	0.0%
Grand Total		R6,476,360,272	100.0%

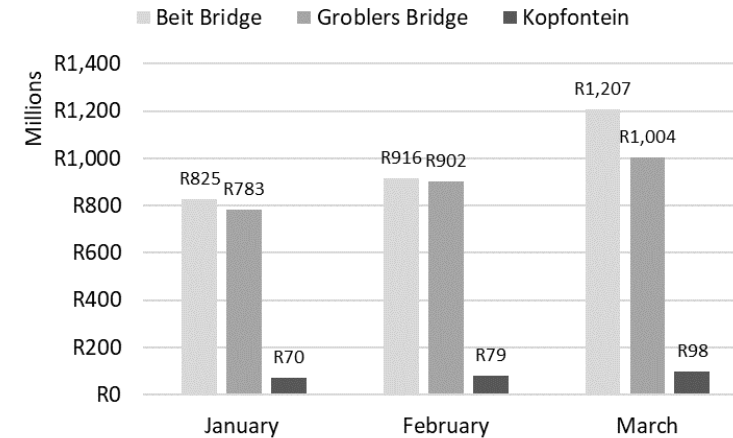
Mode of Transport

Trade Type	Exports (All Chapters)	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Rank	Mode of Transport	No. of MRNs	No. of Tariff Codes	No. of Traders	No. of CA's	Value (R)	% of Total	% of Total					
								0%	20%	40%	60%	80%	100%
1	Road	23,495	4,043	2,517	271	R6,157,349,915	95.1%	[Bar chart showing 95.1% of total]					
2	Air	5,144	1,022	732	132	R172,288,430	2.7%	[Bar chart showing 2.7% of total]					
3	Fixed Transport Installation	3	1	1	1	R98,128,218	1.5%	[Bar chart showing 1.5% of total]					
4	Rail	10	2	2	2	R45,270,428	0.7%	[Bar chart showing 0.7% of total]					
5	Sea	3	5	3	3	R2,485,086	0.0%	[Bar chart showing 0.0% of total]					
6	Other	4	10	3	3	R838,195	0.0%	[Bar chart showing 0.0% of total]					
		28,659	5,083	3,258	412	R6,476,360,272	100.0%						

Road

Port of Exit	No. of MRNs	Value (R)	% of Total	% of Total					
				0%	20%	40%	60%		
Beit Bridge	8,294	R2,948,792,337	47.9%	[Bar chart showing 47.9% of total]					
Groblers Bridge	13,490	R2,689,258,180	43.7%	[Bar chart showing 43.7% of total]					
Kopfontein	788	R246,992,552	4.0%	[Bar chart showing 4.0% of total]					
Skilpadshek	243	R73,664,725	1.2%	[Bar chart showing 1.2% of total]					
Durban	184	R68,748,854	1.1%	[Bar chart showing 1.1% of total]					
Pretoria	281	R61,529,229	1.0%	[Bar chart showing 1.0% of total]					
Germiston	120	R34,257,096	0.6%	[Bar chart showing 0.6% of total]					
Ramatlabama	21	R15,776,555	0.3%	[Bar chart showing 0.3% of total]					
Johannesburg	30	R10,137,669	0.2%	[Bar chart showing 0.2% of total]					
Port Elizabeth	3	R5,590,046	0.1%	[Bar chart showing 0.1% of total]					
Sub Total	23,454	R6,154,747,243							
Grand Total	23,495	R6,157,349,915							



Trade Type	Imports & Exports	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Embassy View Report

Combined Import & Export Analysis



South African Import & Export Perspective

3 Months from January 2020 to March 2020

Combined Trade Activity

Trade Type	Imports & Exports	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Trader Breakdown

Rank	Imports				Exports				Combined			
	No. of Tariff Codes	No. of MRNs	Value (R)	% of Total	No. of Tariff Codes	No. of MRNs	Value (R)	% of Total	No. of Tariff Codes	No. of MRNs	Value (R)	% of Total
Top Trader 1	1	104	R310,779,982	43.8%	2	175	R92,283,905	1.4%	3	279	R403,063,887	5.6%
Top Trader 2	1	1	R3,874,594	0.5%	20	29	R129,820,649	2.0%	21	30	R133,695,243	1.9%
Top Trader 3	2	24	R74,463,710	10.5%	3	13	R16,406,618	0.3%	5	37	R90,870,328	1.3%
Top Trader 4	1	49	R16,762,802	2.4%	13	3	R99,573	0.0%	14	52	R16,862,375	0.2%
Top Trader 5	1	2	R3,931,676	0.6%	3	6	R11,423,178	0.2%	4	8	R15,354,854	0.2%
Top Trader 6	1	13	R4,535,830	0.6%	5	16	R5,957,070	0.1%	6	29	R10,492,900	0.1%
Top Trader 7	7	160	R9,897,942	1.4%	2	1	R568,337	0.0%	9	161	R10,466,279	0.1%
Top Trader 8	2	13	R5,519,638	0.8%	1	2	R573,539	0.0%	3	15	R6,093,177	0.1%
Top Trader 9	1	15	R3,532,844	0.5%	1	3	R767,861	0.0%	2	18	R4,300,705	0.1%
Sub Total	17	381	R433,299,018	61.0%	50	248	R257,900,730	4.0%	67	629	R691,199,748	9.6%
% of Total	85.0%	17.7%	61.0%		1.2%	0.9%	4.0%		1.1%	2.0%	9.6%	
Rest	3	1,768	R277,019,688	39.0%	4,095	28,411	R6,218,459,542	96.0%	6,227	30,179	R6,495,479,230	90.4%
Grand Total	20	2,149	R710,318,706	100.0%	4,145	28,659	R6,476,360,272	100.0%	6,294	30,808	R7,186,678,978	100.0%

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Only 9 traders served as both importers and exporters in the first quarter of 2020

Combined Trade Activity

Trade Type	Imports & Exports	Zambia
Report Type	Embassy View	
Period	Jan'20 – Mar '20	

Tariff Code Breakdown

Tariff Code	Short Name	Imports			Exports			Combined		
		AUP	Value (R)	% of Total	AUP	Value (R)	% of Total	AUP	Value (R)	% of Total
8431.49.90	Parts suitable for use solely	R122.89	R4,135,756	0.6%	R175.42	R115,803,118	1.8%	R172.87	R119,938,874	1.9%
8413.91	Pumps for liquids	R3.36	R438,552	0.1%	R208.77	R81,495,379	1.3%	R157.27	R81,933,931	1.3%
8474.90	Machinery for sorting	R25.81	R1,110	0.0%	R96.74	R57,023,901	0.9%	R96.74	R57,025,011	0.9%
3304.99.90	Beauty and make-up	R82.10	R1,376	0.0%	R41.62	R52,054,877	0.8%	R41.62	R52,056,253	0.8%
3824.99.99	Prepared binders for foundry	R82.00	R82	0.0%	R19.92	R95,788,851	1.5%	R19.92	R95,788,933	1.5%
2203.00.90	Beer made from malt	R23.16	R5,679	0.0%	R9.84	R59,351,180	0.9%	R9.84	R59,356,859	0.9%
3102.90	Animal or vegetable fertilisers	R5,152.00	R2,576	0.0%	R6.53	R215,378,410	3.3%	R6.53	R215,380,986	3.3%
	Sub Total		R4,585,131	0.6%	Sub Total	R676,895,716	10.5%	Sub Total	R681,480,847	10.5%
	Grand Total		R710,318,706	100.0%	Grand Total	R6,476,360,272	100.0%	Grand Total	R6,476,360,272	100.0%

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Only 7 Tariff Codes were both imported and exported in the first quarter of 2020

Glossary

Abbreviation or Term Used	Meaning
Agent or CA	Clearing & Forwarding Agent
AUP	Average Unit Price
Avg.	Average
Customer Share	This is the amount of business (as a %) that a Clearing Agent has as a percentage of a particular Trader's total business (for either import, export or both combined). Customer Share can also sometimes be referred to as the Customer's (Trader's) wallet share or share of wallet.
C of O or C o O	Country of Origin
M of T or M o T	Mode of Transport
Market Share	This is the % portion of the total market
MRN	A Movement Reference Number (MRN) represents a clearance through customs
SARS	South African Revenue Service
STAIRway Series	Stratalyze Trade Analysis and Insight Reports Series
Trades	Refers to each import or export transaction
Traders	Refers to the importer or exporter of goods

Need Even More Insight?

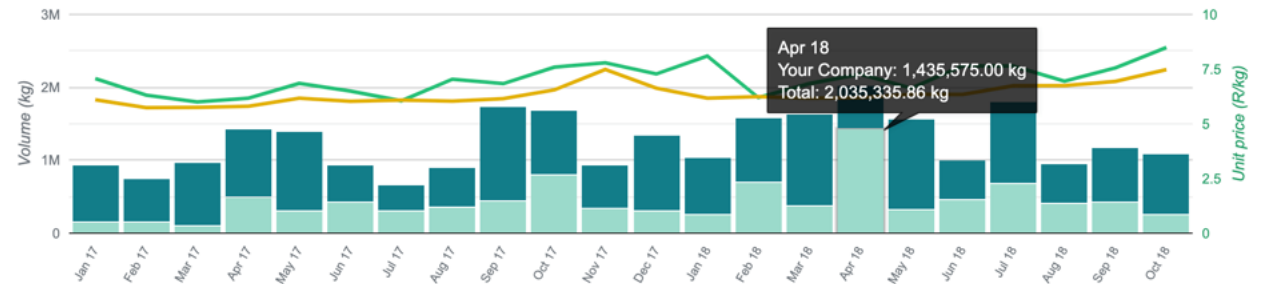
Overlay your own Trade Data

Benchmark your trade data!

Stratalyze 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%	1,095
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



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