Industrial Development Corporation

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Trade report

Export opportunities for South Africa in selected African countries

May 2014

Department of Research and Information

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Introduction

The African continent has experienced positive fundamental change over the past decade, thus drawing substantial interest from both traditional partners and emerging economic powers. Benefits arising from improvements in macroeconomic management and governance, institutional reforms and reduced incidences of armed conflicts have helped to sustain the economic growth momentum, which has averaged 5% and above. The continent has been home to some of the fastest growing economies in the world in recent years.

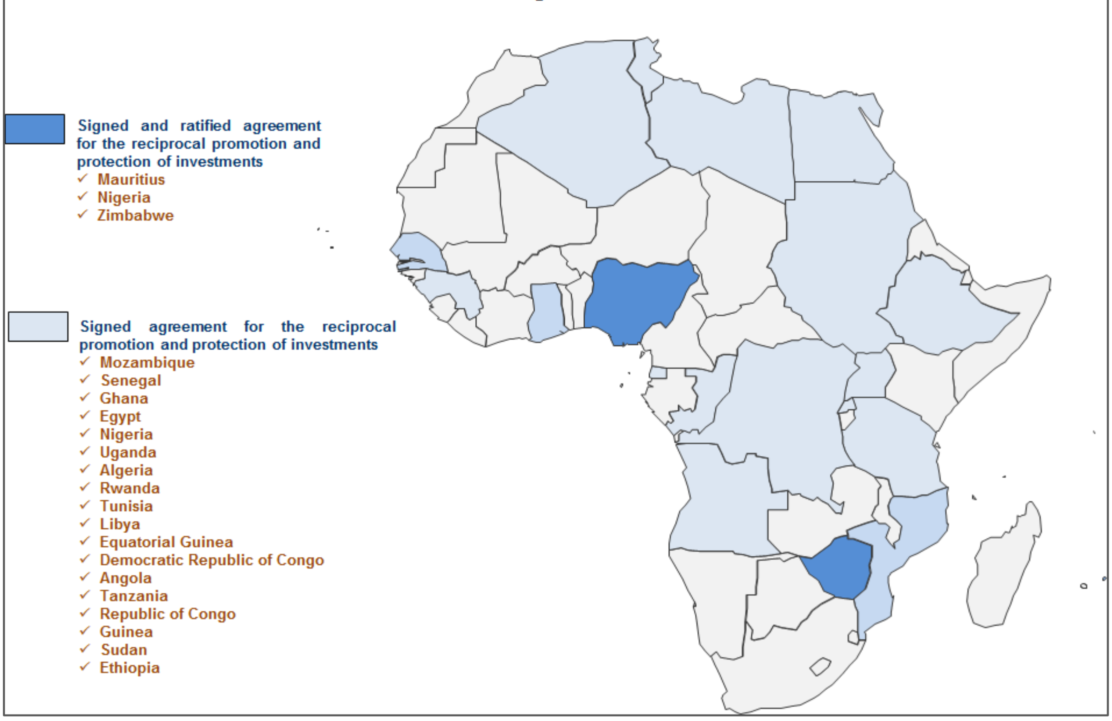
These changes have resulted in a noticeable shift in the way the world perceives Africa, as illustrated by the evolution of cover stories of *The Economist* magazine since the year 2000 - from the ‘Hopeless continent’, to ‘Africa rising’, to ‘Aspiring Africa’. Indeed, given its large and some relatively well developed national markets, the continent offers a massive, yet highly untapped market for South Africa and the rest of the world.

Together with the input requirements associated with Africa’s infrastructure and industrial development drive, as well as the progressive sophistication of its large consumer markets and the increasing affluence of upper segments, this provides enormous market development opportunities for various export-oriented sectors of the South African economy.

While South Africa’s formal trade with the rest of the continent has increased steadily over the years, the country is yet to make significant inroads in some of its larger and fast growing economies. This is despite having a substantially more diversified economic base and relatively higher levels of technological advancement.

South Africa also needs to better leverage the existing regional trade arrangements and various bilateral agreements to expand and diversify its export basket destined for the rest of the continent. South Africa is a member of the Southern African Development Community (SADC) and the Southern African Customs Union (SACU), having also entered into bilateral agreements with a number of African countries, as illustrated in the figure below.

List of countries with bilateral investment agreements with South Africa as at October 2013



In addition, the envisaged Tripartite Free Trade Area encompassing the members states of the Southern African Development community (SADC), the Common Market for Eastern and Southern Africa (COMESA) and the East African Community (EAC), although still at a relatively early stage of negotiations, would create larger regional markets and greater economies of scale for South Africa's industrial players. Tapping into potential opportunities emanating from increased regional integration on the continent, including through the rationalisation of the abovementioned regional economic blocs, is amongst the principal objectives of the National Development Plan, the New Growth Path and the Industrial Policy Action Plan, all of which emphasise the importance of Africa's economies as export markets for South African goods and services.

Rationale for the envisaged SADC-COMESA-EAC tripartite cooperation

A declaration launching negotiations for the establishment of the tripartite co-operation agreement was signed in June 2011 by the heads of state and government of the SADC, COMESA and the EAC. The main objective of this tripartite cooperation is to strengthen and deepen economic integration of Africa's southern and eastern regions. This is expected to be achieved through harmonisation of policies and programmes across the three regional economic communities (RECs) and has, as its main pillars, market integration, infrastructure development and industrialisation.

The proposed tripartite free trade area (referred to as the Tripartite FTA henceforth) will consist of 26 countries (later 27 countries, should South Sudan join) with a combined population of nearly 600 million and an overall gross domestic product of around USD2 trillion (based on 2012 figures on a purchasing power parity basis).

Challenges in the context of Africa's trade with the world

While Africa's trade with the rest of the world has grown rapidly over the years, intra-African trade, at USD148.7 billion in 2012 (up from USD30.5 billion in 2000), represented only 12.1% of overall trade (almost unchanged from the 11.5% share recorded in 2000). This compares poorly with other global regions, as illustrated in Figure 6 later in this report.

The continent's heavy reliance, for its own economic performance, on the fortunes of and developments in its major trading and development partners, which have largely been characterised in recent years by relatively slow growth and volatility, also makes it highly vulnerable to external shocks. This is particularly the case for African countries that rely on the export of one or a few commodities (such as oil) to generate most of their revenues.

Export performance

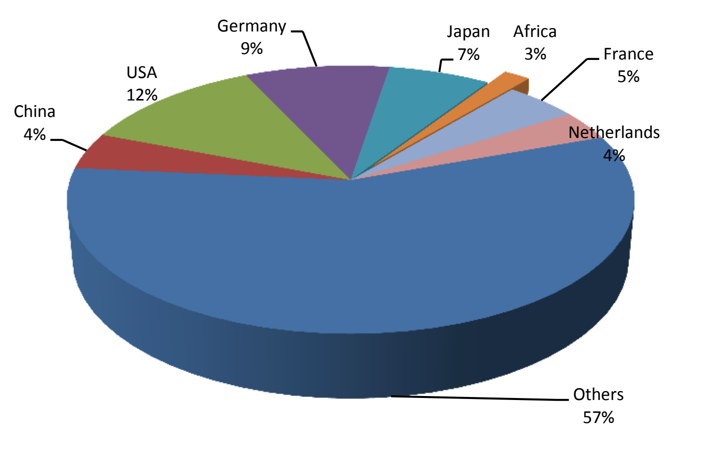
Africa's share in world trade remains small at only 3%, notwithstanding its rich endowments of mineral resources as well as some of the world's highest quality agricultural crops such as cocoa, coffee and tea, amongst others.

Although Africa's exports to the rest of the world have risen more than four-fold to USD631 billion from the 2000 to 2012, its share of exports in the world market has remained stagnant, an indication that the competitiveness of its exports has not improved over the period. Most of these exports are in the form of raw materials, which made up about 63% total exports in 2012.

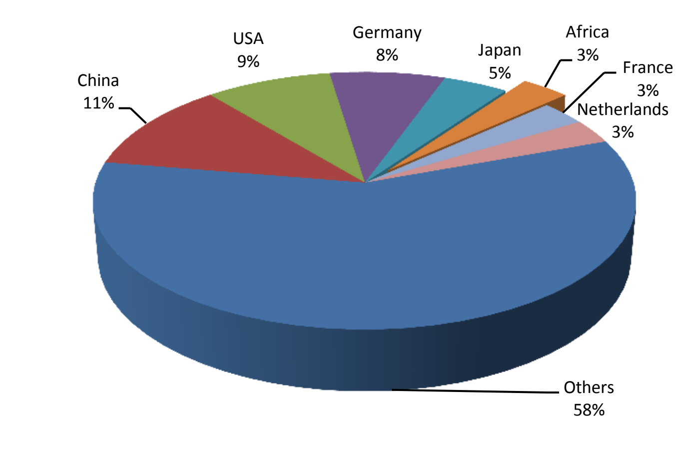
While there has been some progress in expanding non-traditional exports, much of the growth recorded over the period was due to the commodities boom and rising prices, with five of the top six African exporters in 2012 being oil producers. Just over 74% of exports from Africa in 2012 comprised of oil, petroleum products and other commodities, with very little diversification evident in many African economies. South Africa remains the most significant manufacturing centre on the continent and accounts for the bulk of its industrial players.

Figure 1: World's leading exporters

World exports in 2001: USD 6.3 trillion



World exports in 2012: USD 18.1 trillion



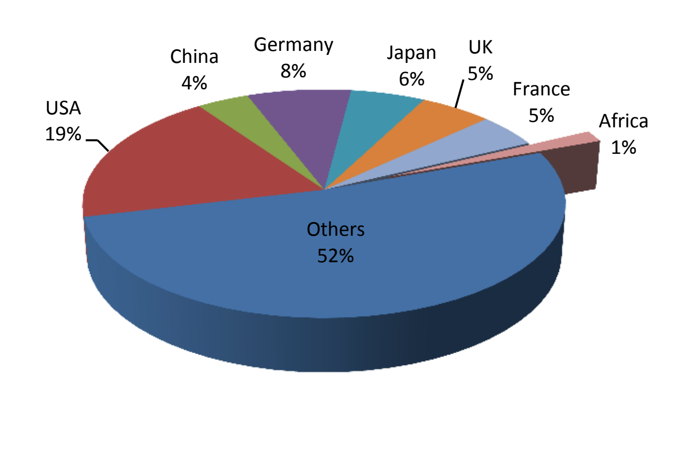
Source: IDC, compiled from International Trade Centre data

Import performance

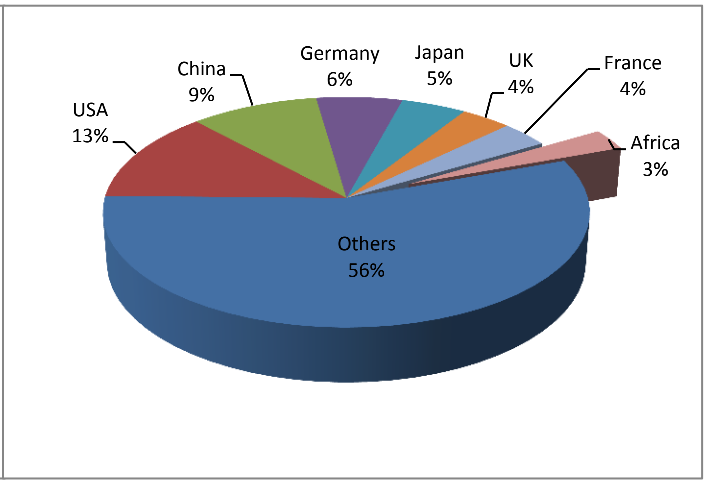
Africa's import basket from the rest of the world expanded rapidly over the 12-year period to 2012. Imports grew at an average rate of 17.6% per annum, increasing the continent's share of world imports from 1% to 3% over the period. Most of these imports consisted of intermediate goods, making up 38% of the total, compared to the 30% share taken by consumption goods, 19% for capital goods and just under 11% in the case of raw materials.

Figure 2: World's leading importers

World imports in 2001: USD 6.2 trillion



World imports in 2012: USD 18.3 trillion

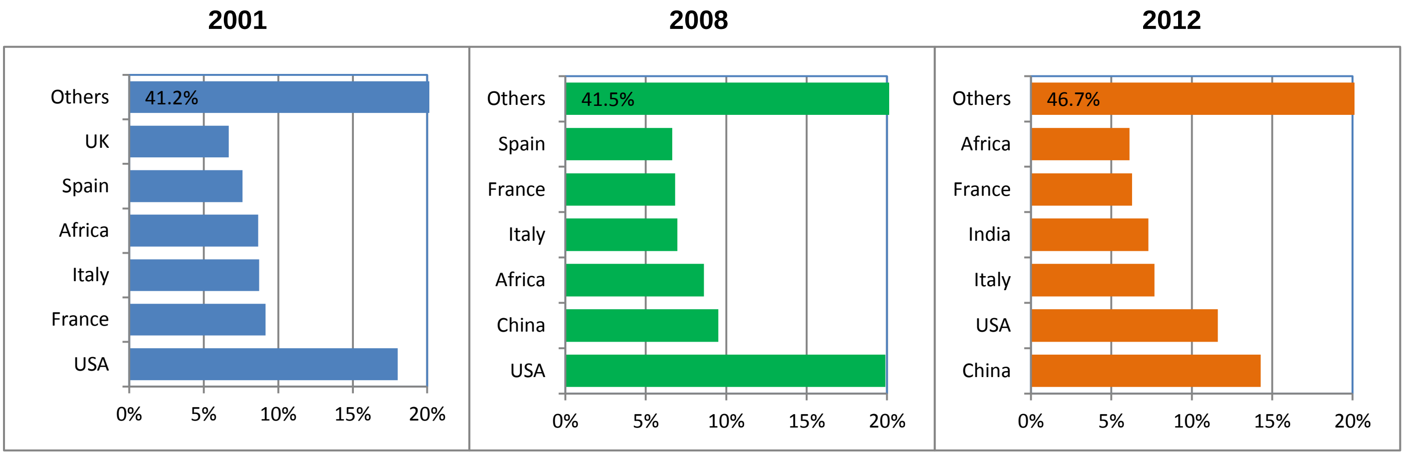


Source: IDC, compiled from International Trade Centre data

Key destinations for Africa's exports

Whereas Africa's trade with external partners, particularly emerging economies, has been growing relatively fast, trade among African countries remains largely stagnant in relative terms. Trade with Asia (China in particular) is growing rapidly, largely due to oil and primary commodities trade. China has surpassed the USA as Africa's major trading partner. Certain EU member states remain vital partners, while countries such as Korea and Turkey have also seen their trade with Africa surge in recent years.

Figure 3: Africa's top export destinations



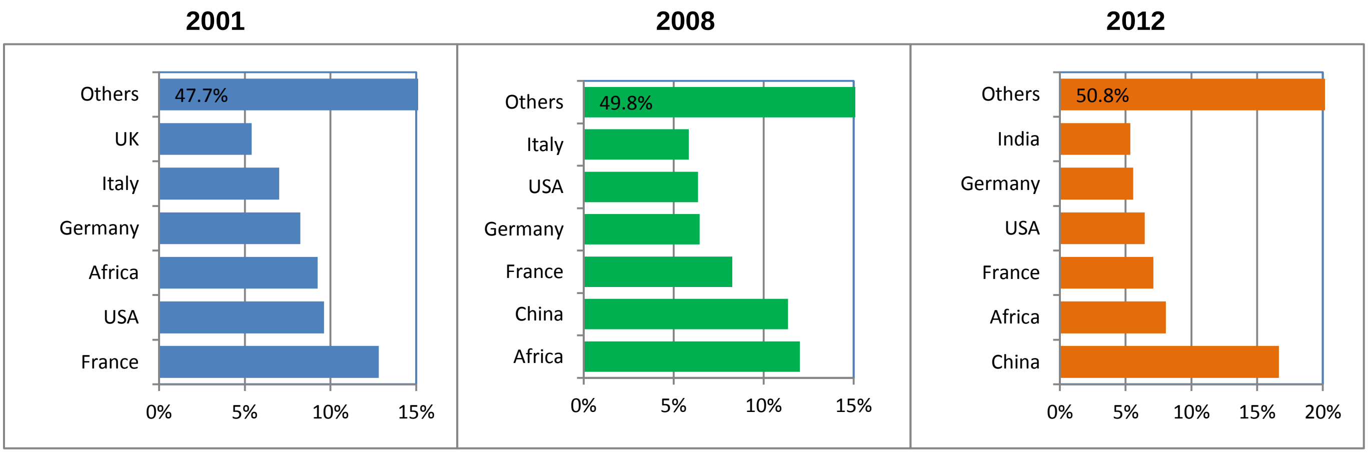
Source: IDC, compiled from International Trade Centre data

Key sources of Africa's imports

From an import perspective, China and India have surpassed France and the USA, which were the major import sources in the early 2000s.

China accounts for 16.7% of Africa's imports from the world (up from 11.3% in 2008) and is now the largest source of imports into the continent. Africa's import basket from this country is dominated by electrical apparatus, cargo vessels, computer equipment, tyres and vehicles for the transportation of goods.

Figure 4: Africa's top sources of imports



Source: IDC, compiled from International Trade Centre data

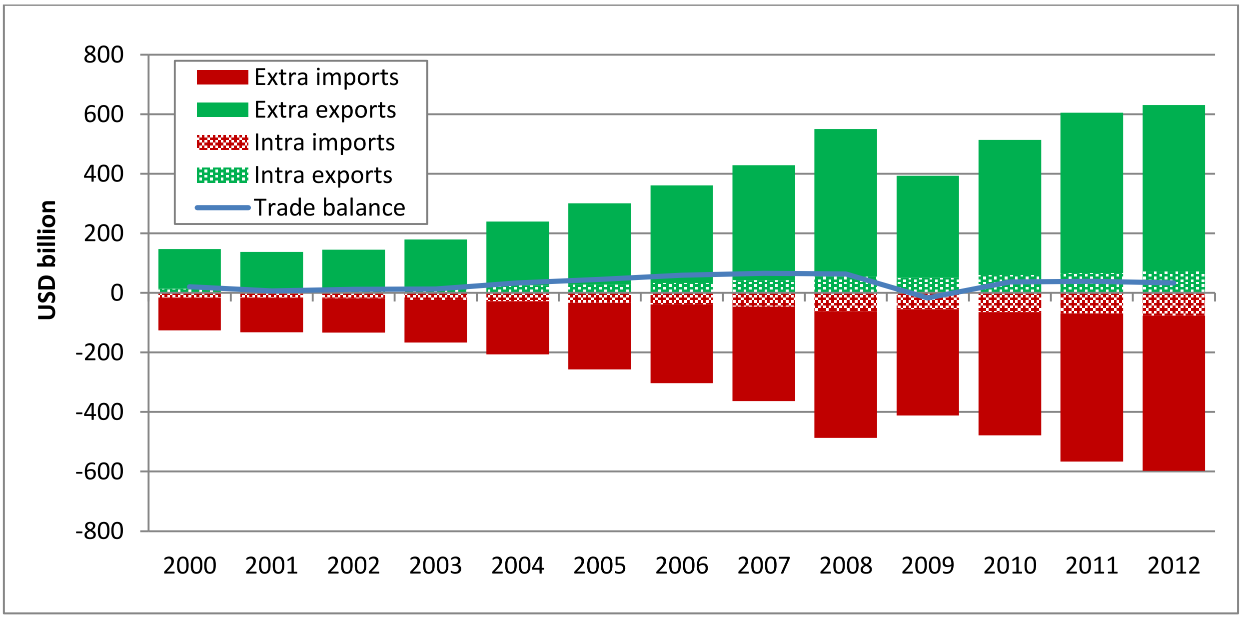
Africa's intra-regional trade and its trade with the rest of the world

Trade balance

Africa's balance of trade with the rest of the world remained mostly favourable over the 13-year period to 2012. After registering a gradually expanding surplus between 2004 and 2008, Africa's trade balance with the rest of the world turned into a deficit amounting to USD17.7 billion in 2009, largely due to the global economic downturn. An over-reliance on European markets and the US economy meant that, with recessionary conditions prevailing in these countries, there was reduced demand for Africa's exports.

The trade balance with the rest of the world returned to a surplus position in subsequent years and amounted to USD34.2 billion in 2012, with exports valued at just over USD631 billion compared to the lower quantum of imports worth USD597 billion.

Figure 5: Africa's external trade with the world at large



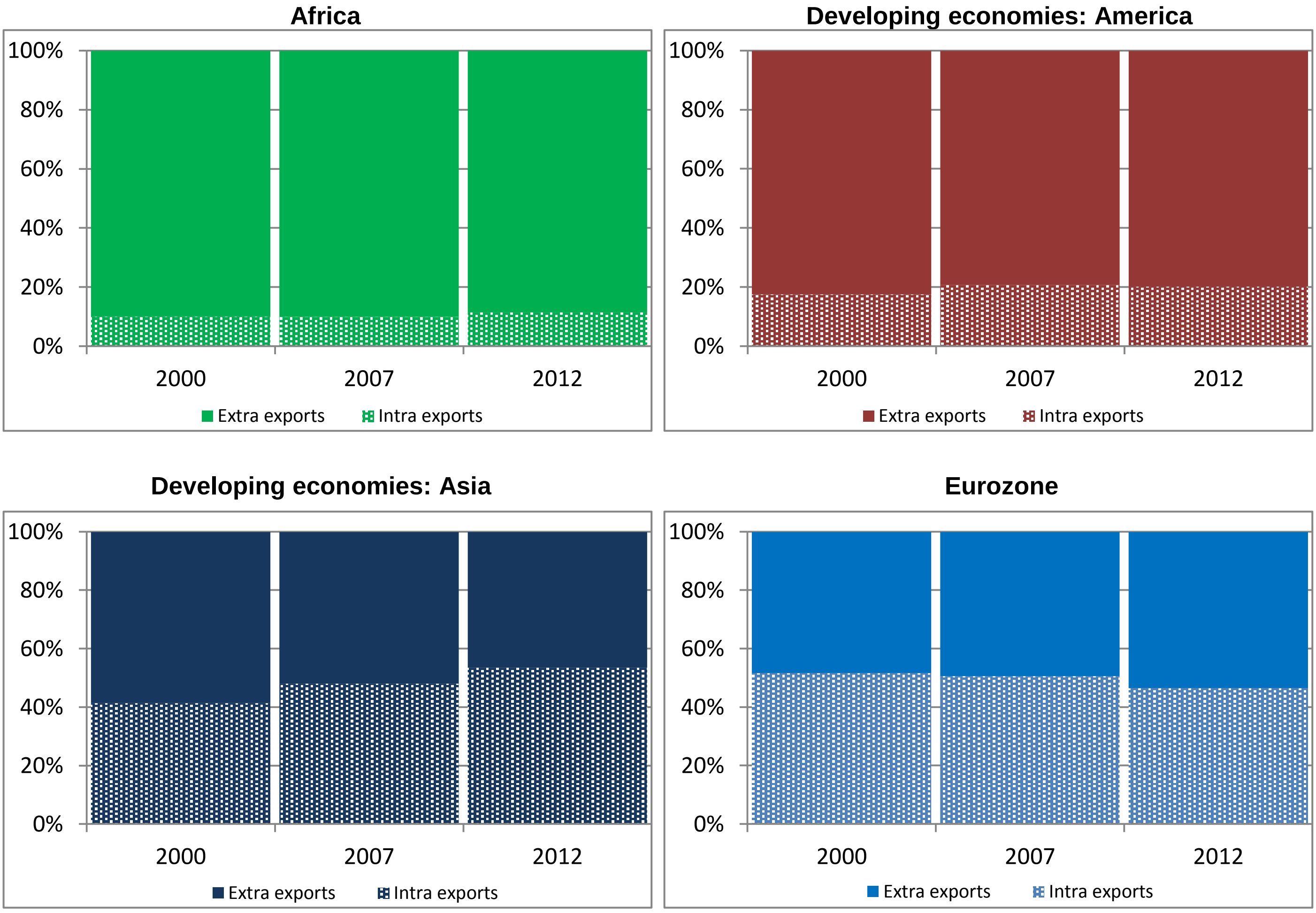
Source: IDC, compiled from UNCTAD trade data

Intra-regional export trade in Africa and comparisons with other regions

Despite a good head-start to regional integration, which saw the formation of common markets, free trade areas and customs unions across the continent, Africa's markets remain fragmented, barriers to the flow of goods and services abound and thus intra-regional trade is still low. Infrastructure deficiencies, inadequate economic diversification, institutional and other non-tariff barriers, as well as weak implementation of regional integration agreements have been cited amongst the factors constraining intra-African trade.

According to the African Development Bank, two out of every three African countries have experienced greater difficulty in trading with their neighbours than they have in doing so with the rest of the world, largely as a result of tariff and/or non-tariff barriers. Furthermore, Sub-Saharan African countries have been found to have higher non-tariff barriers between themselves than with third countries. Efforts aimed at harmonizing technical regulations and standards, sanitary and phytosanitary measures, as well as rules of origin, have been mostly timid, adding to the costs of doing business.

Figure 6: Intra-regional export trade comparisons



Source: IDC, compiled from UNCTAD trade data

Africa's major trading partners

The EU as a regional bloc still dominates Africa's external trade, accounting for a 36.4% share of Africa's overall trade. While Europe-Africa trade has declined in recent years, this bloc is still a key trading partner, with countries such as the United Kingdom (UK) and Belgium (most likely due to the port of Antwerp being recorded as the point of entry into the EU) remaining important markets for Africa.

China overtook the USA as Africa's single largest trading partner in the five-year period to 2012, accounting for almost 13% of the continent's overall trade (imports + exports) with the world at large during this period.

Africa's intra-regional trade (i.e. trade between African countries), however, remained disappointingly low at approximately 10%, on average, over the same period. This is not only attributable to transportation and logistical challenges and various other types of non-tariff barriers faced by the many traders and shippers on the continent, but also due to the failure of African countries to diversify their production bases and export sectors. Numerous competitiveness challenges and inadequate market reach play an unfavourable role in this regard.

Table 1: Average shares of export/import trade undertaken by Tripartite FTA states, by other African countries collectively, as well as by the African continent as a whole over the period 2008-2012

Regional bloc	Trade flow	Africa	Asia (excl. China)	China	EU	Japan	USA	Rest of the World	Trade value (USD billion)
Tripartite FTA countries	Exports	11.3%	12.2%	20.1%	33.1%	3.8%	10.3%	9.1%	281.8
	Imports	12.5%	25.8%	12.5%	28.8%	2.9%	6.5%	11.0%	265.2
Rest of Africa	Exports	5.7%	8.7%	4.8%	41.7%	2.1%	22.6%	14.4%	254.0
	Imports	9.2%	12.0%	13.5%	43.4%	2.0%	5.4%	14.5%	221.1
African continent as a whole	Exports	8.7%	10.6%	12.8%	37.2%	3.0%	16.2%	11.6%	535.8
	Imports	11.1%	19.6%	13.0%	35.6%	2.5%	6.0%	12.2%	487.3

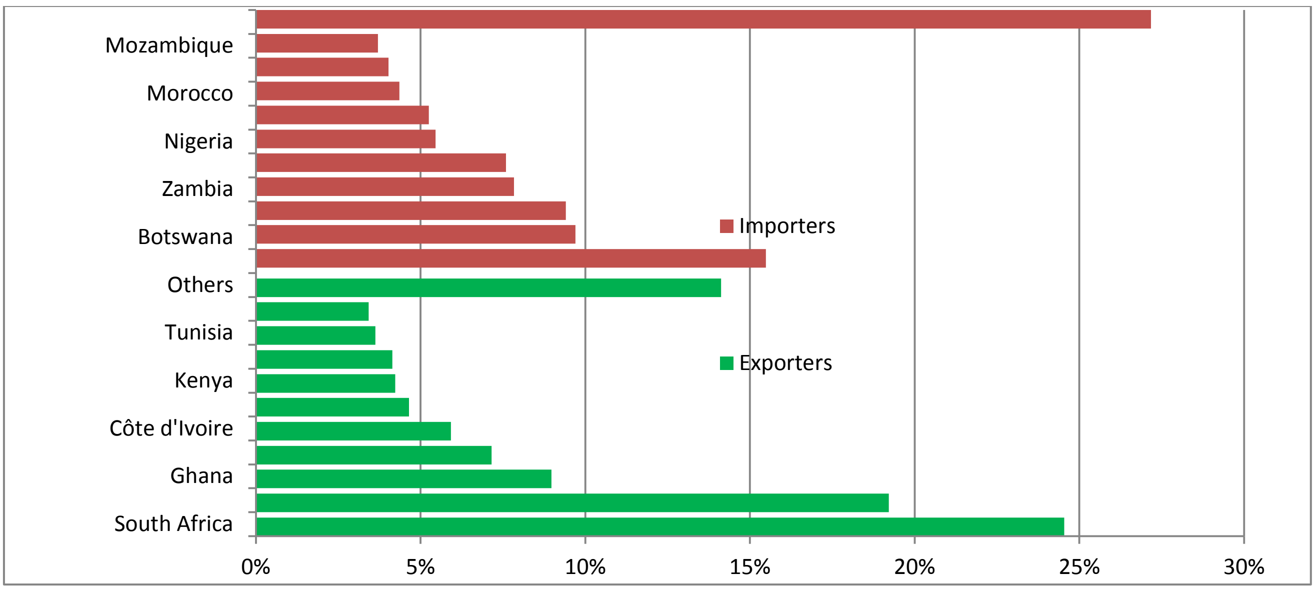
Source: IDC, compiled from International Trade Centre data

Africa's top intra-trading nations

As illustrated in the following chart, South Africa, with a 24.5% and 15.4% share of Africa's intra-regional exports and imports, respectively, dominates exports to and imports from other African countries. South Africa has seen its trade with other SADC member states and other African countries such as Nigeria, Ghana and Kenya flourish. An increasing number of countries on the continent are turning to South Africa as a reliable source of several products for their imports.

Nigeria (19.2%), Ghana (9%) and Egypt (7.2%) also command sizeable shares of the export basket into the rest of the continent. Top traded products among African countries in 2012 included crude oil, precious minerals, machinery and equipment, commercial goods vehicles, as well as iron and steel.

Figure 7: Africa's top trading partners from within the continent (average shares over the period 2008-2012)



Source: IDC, compiled from International Trade Centre data

South Africa's trade with the rest of Africa

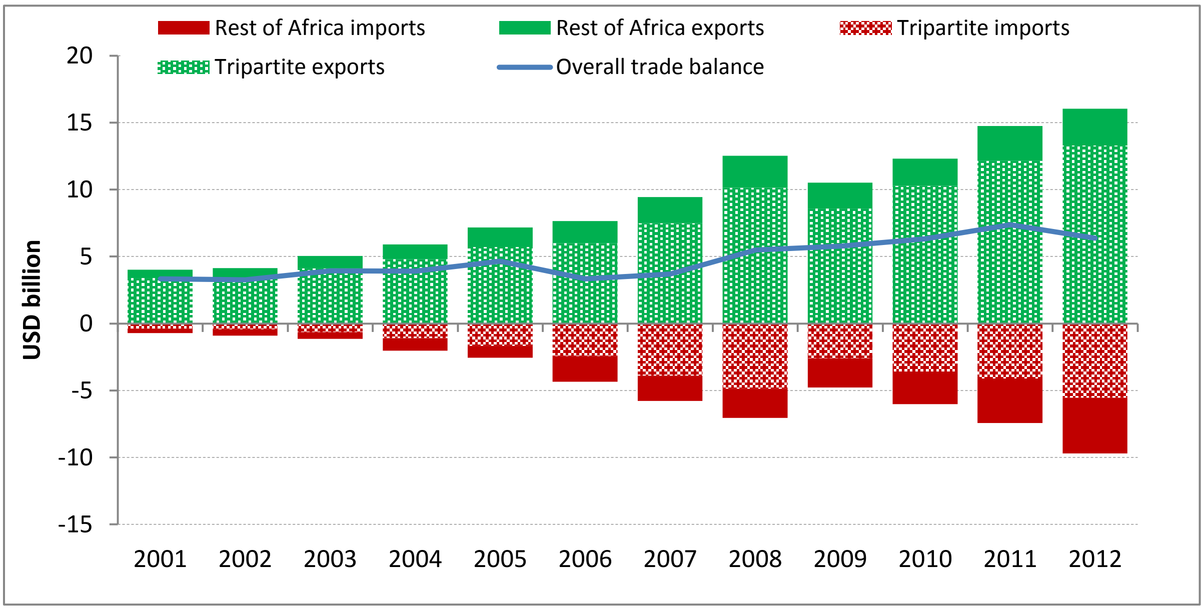
Balance of trade with the rest of Africa

South Africa maintained a positive trade balance with the rest of Africa over the twelve years to 2012, as shown in Figure 8. The trade surplus grew at an average rate of 4.2% per annum over the five-year period to 2012.

South African exports to the rest of the continent amounted to USD16.1 billion in 2012, from just over USD4 billion in 2002. The export basket consisted mainly of intermediate goods (almost 48% of total exports in 2012), followed by capital goods (25.2%) and consumption goods (23.2%). Imports, on the other hand, grew from less than USD1 billion in 2002 to USD9.7 billion in 2012 and consisted mainly of raw materials (74% of total), followed by intermediate goods (14.5%), consumption goods (9%) and capital goods (2.5%).

The vast majority of South Africa's exports to the rest of the continent are destined for other members of the envisaged Tripartite FTA, with a lower (yet still major) share applying to imports from such states.

Figure 8: South Africa's trade balance with the rest of Africa



Source: IDC, compiled from International Trade Centre data

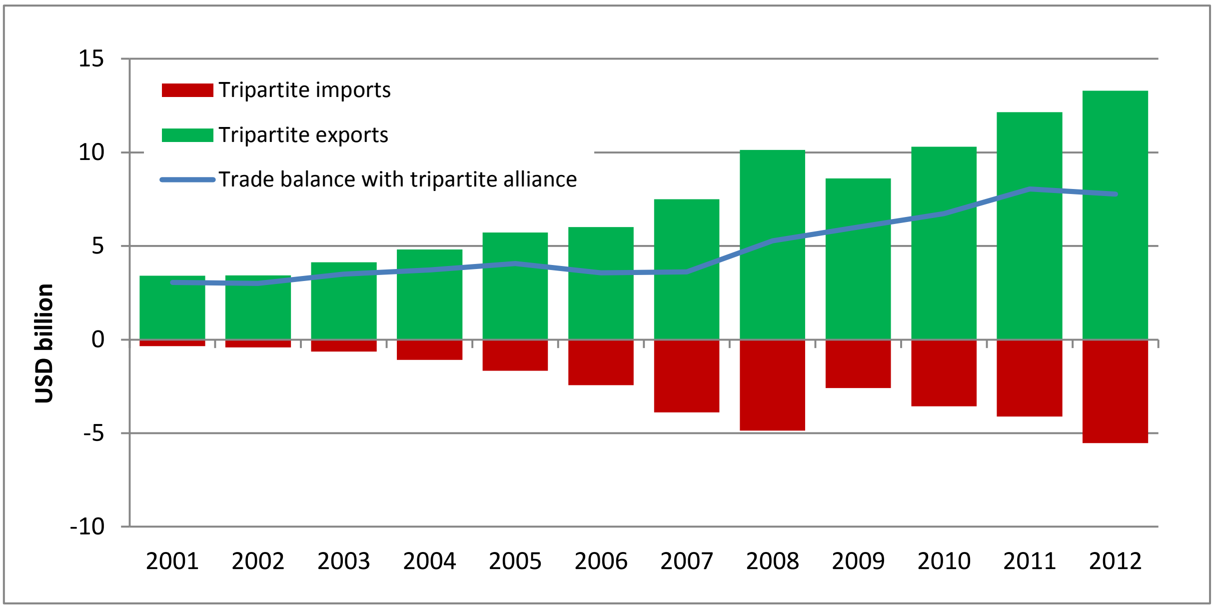
Balance of trade with other countries within the Tripartite FTA

South Africa's trade surplus with other countries within the envisaged Tripartite FTA started widening significantly from 2008 onward, reaching USD7.7 billion by 2012.

South African exports to these countries, which amounted to USD13.3 billion in 2012, grew on average by 15.7% annually over the five years to 2012, with 88% of these exports destined for the SADC region.

Imports, which measured USD5.5 billion in 2012, rose by 29% per year over the same period, albeit from a low base. These imports came mainly from countries in the SADC region (making up about 97.2% of the total). The leading imported products over this period were crude oil, petroleum products and gases, diamonds, as well as electrical energy.

Figure 9: South Africa's trade balance with other countries in the Tripartite FTA

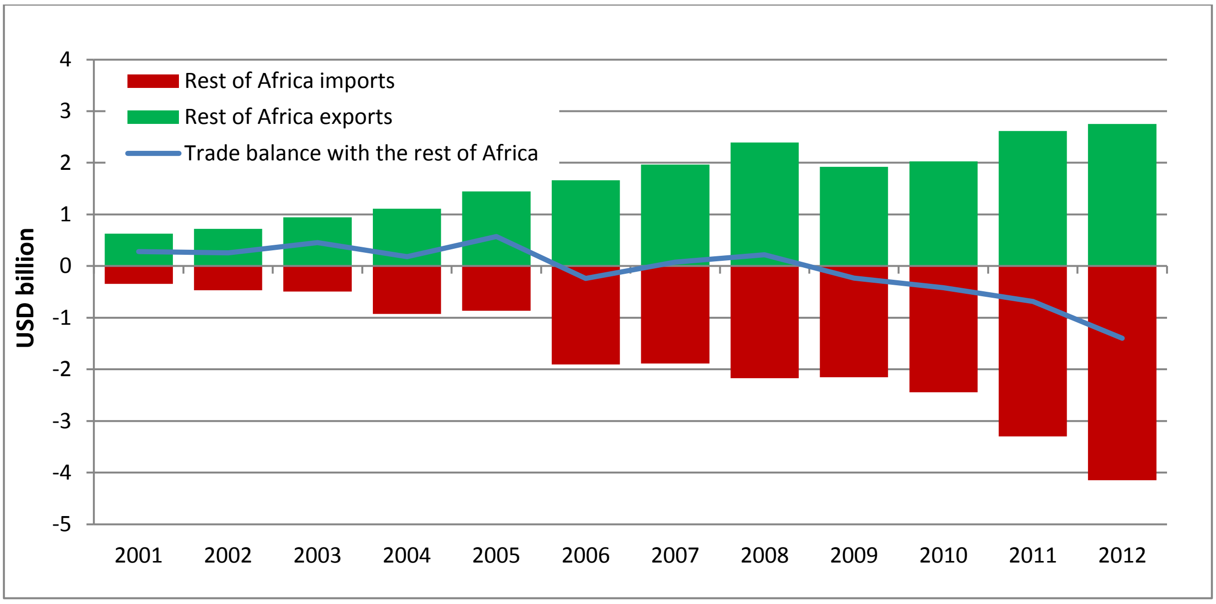


Source: IDC, compiled from International Trade Centre data

Balance of trade with the rest of Africa (i.e. excluding Tripartite FTA countries)

South Africa's collective trade balance with African countries other than those in the envisaged Tripartite FTA was mostly in its favour prior to 2009, as illustrated in Figure 10. However, since then there has been a growing trade deficit for South Africa, which reached USD1.4 billion in 2012. Exports then amounted to USD2.8 billion, compared to larger import demand of USD4.15 billion. Import growth averaged 17.7% annually over the five-year period to 2012, compared to the slower 8.4% growth in exports. Crude oil dominated imports from these countries, representing almost 94% of total imports, and was mostly sourced from Nigeria.

Figure 10: South Africa's trade balance with other countries in the rest of Africa (i.e. excluding Tripartite FTA member states)



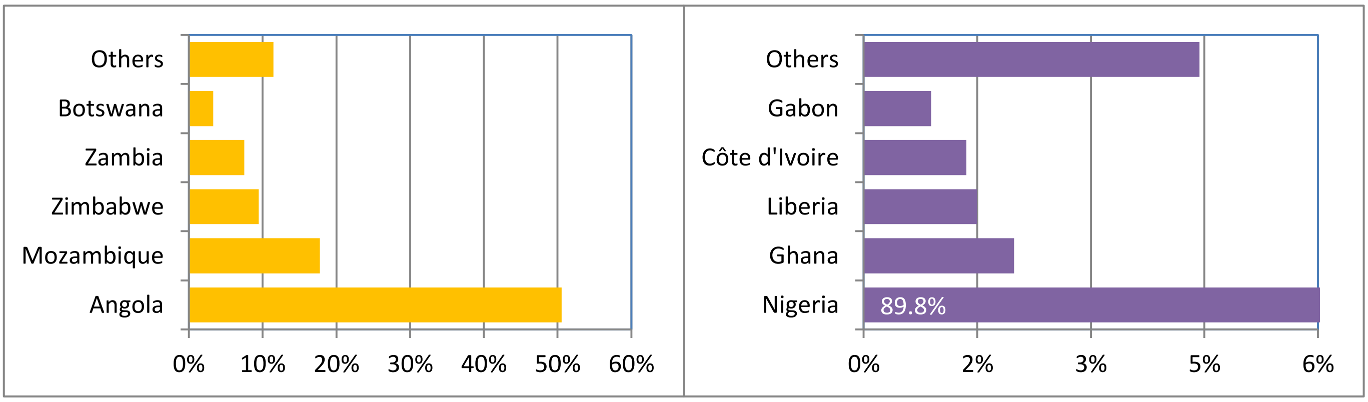
Source: IDC, compiled from International Trade Centre data

South Africa's imports from Africa as a whole

On average, over the five-year period to 2012, around 57% of South Africa's imports from the African continent in its entirety were sourced from countries in the Tripartite FTA region (i.e. largely from Angola, Mozambique, Zambia, Zimbabwe and Botswana). The main import categories included crude oil, diamonds, electrical energy, petroleum gases, as well as refined copper and copper alloys. The principal import categories from the rest of Africa (particularly Nigeria, Ghana, Liberia, Côte d'Ivoire and Gabon) over the abovementioned period included crude oil, calcium and aluminium phosphates, petroleum products, cocoa paste and sawn wood.

Figure 11: South Africa's top import sources within Africa (average shares over the period 2008-2012)

Tripartite FTA countries (USD 4.1bn) **Rest of Africa (USD 2.8bn)**



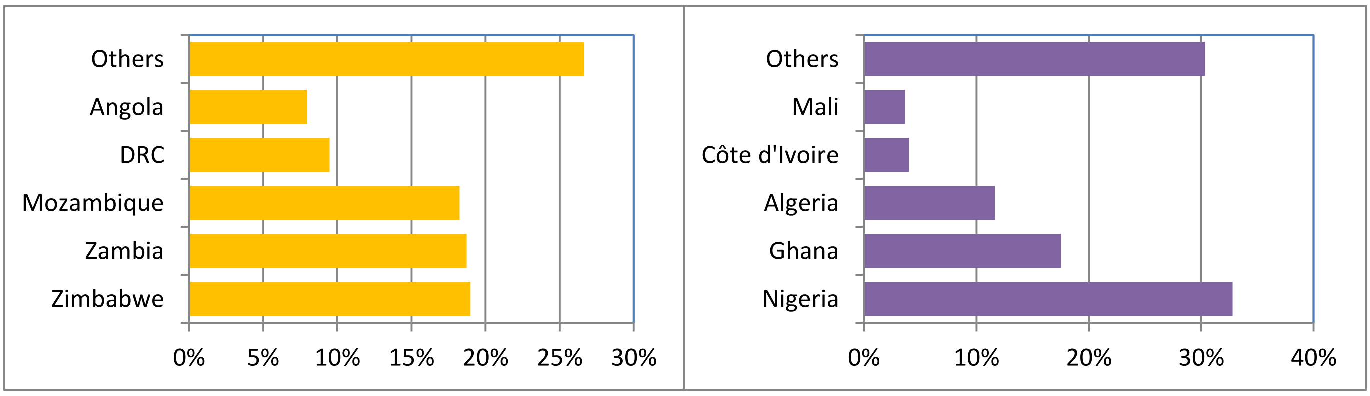
Source: IDC, compiled from International Trade Centre data

South Africa's exports to Africa as a whole

About 83% of South Africa's exports to the African continent over the five-year period to 2012 were destined for countries in the proposed Tripartite FTA, particularly those of the SADC, with Zambia, Zimbabwe, Mozambique, the Democratic Republic of Congo (DRC) and Angola taking the largest shares. Contributing factors included the geographical proximity of these markets, which are relatively easily accessible by road or rail, as well as the establishment of a Free Trade Area within the SADC and the signing of various bilateral agreements (e.g. with countries such as Malawi, Mozambique and Zimbabwe).

Figure 12: South Africa's top export destinations within Africa (average shares over 2008-2012)

Tripartite FTA countries (USD 10.9bn) **Rest of Africa (USD 2.3bn)**



Source: IDC, compiled from International Trade Centre data

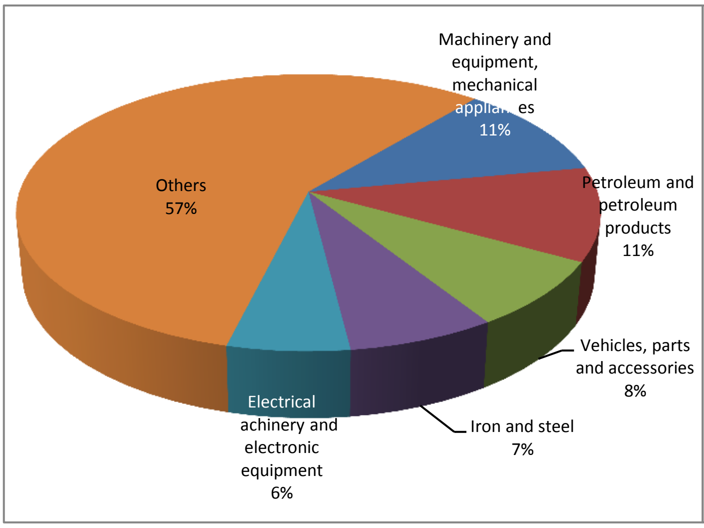
Exports to the rest of Africa (mainly into Nigeria, Ghana, Algeria, Sierra Leone and Cote d'Ivoire) included commercial and passenger vehicles, olefins of polymers and propylene, iron and steel products, as well as coal.

South Africa's key export categories destined for countries in the Tripartite FTA

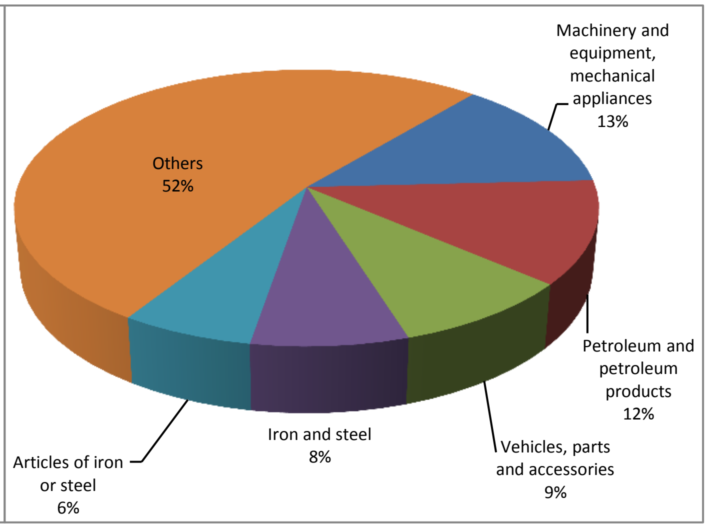
South Africa's exports to countries in the proposed Tripartite FTA over the ten-year period to 2012 were largely dominated by manufactured products. Exports of machinery and equipment, both electrical and non-electrical, in particular, saw their share of the overall export basket to the region rise from 17% in 2003 to 23% by 2012, as shown in Figure 13 below.

Figure 13: South Africa's top exports to countries within the Tripartite FTA

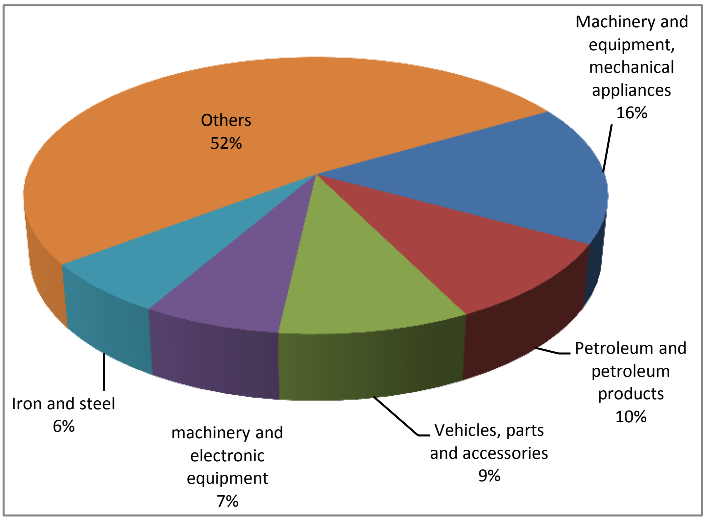
2003: USD 4.1 billion



2008: USD 10.1 billion



2012: USD 13.3 billion



Source: IDC, compiled from International Trade Centre data

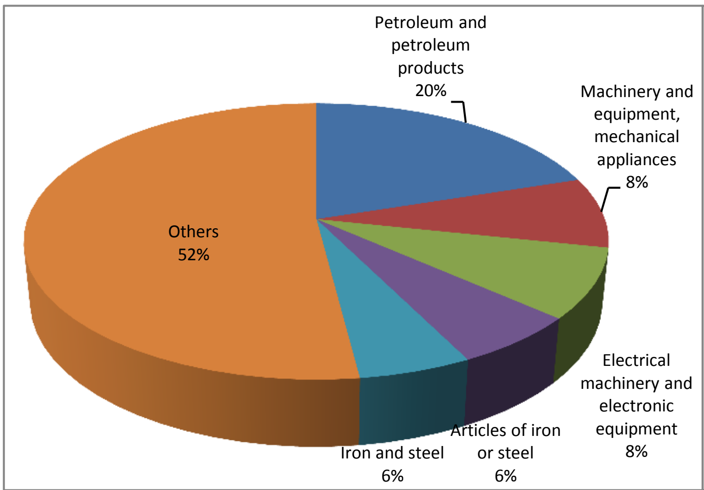
South Africa's key export categories to countries in the rest of Africa (i.e. excluding countries within the Tripartite FTA)

South African exports to African countries outside the envisaged Tripartite FTA remain at relatively low levels and did not grow significantly over the five-year period to 2012.

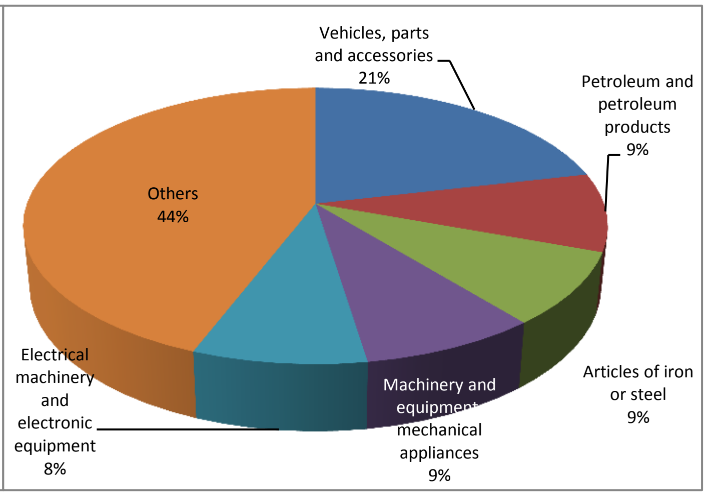
In 2012, such exports were dominated by vehicles (in particular commercial goods vehicles), as well as vehicle parts and accessories, which were almost non-existent within the export basket some ten years ago. Such exports were destined mostly for Algeria. NAAMSA figures indicate that South Africa's vehicle exports destined for Africa as a whole rose by 6.5% to 80 223 units in 2012, indicating the growing importance of South Africa as a source of these imports. Other export categories from South Africa that have gained prominence into the region include machinery and equipment (both electrical and non-electrical), which amounted to USD572 million in 2012 (up from USD156 million in 2003).

Figure 14: SA's top exports to countries in the rest of Africa (i.e. excl. countries within the Tripartite FTA)

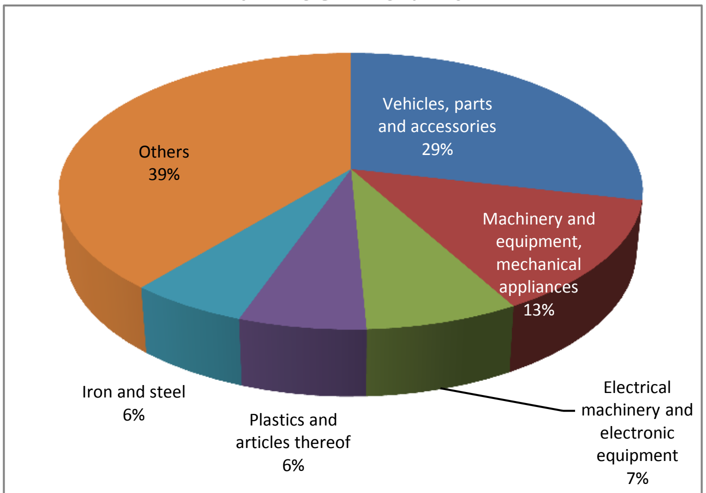
2003: USD 883 million



2008: USD 2.4 billion



2012: USD 2.8 billion



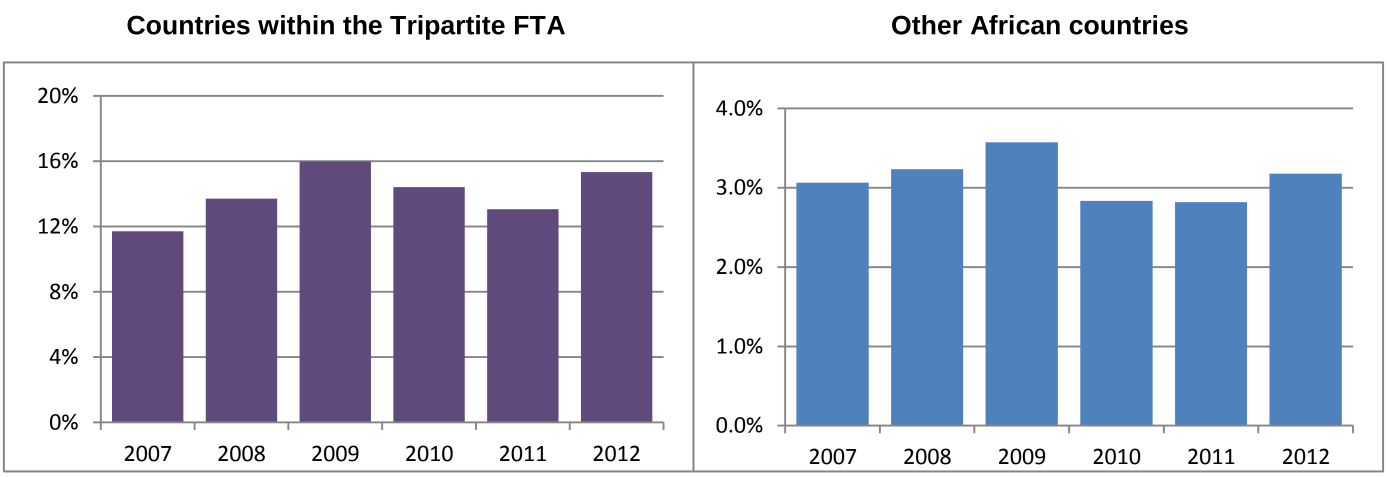
Source: IDC, compiled from International Trade Centre data

Relative importance of South Africa's export trade with the rest of Africa

The value of South Africa's exports to other African countries is rising, achieving a 13.5% average annual growth rate over the five years to 2012 for countries in the proposed Tripartite FTA and 21.6% for the rest of Africa. The African continent has thus become an increasingly important trading partner, as illustrated in Figures 15 and 16 below. Although countries within the proposed Tripartite FTA claim approximately 83% of South Africa's exports to the continent as a whole, exports to other African countries are also expanding and certainly have the potential to grow further.

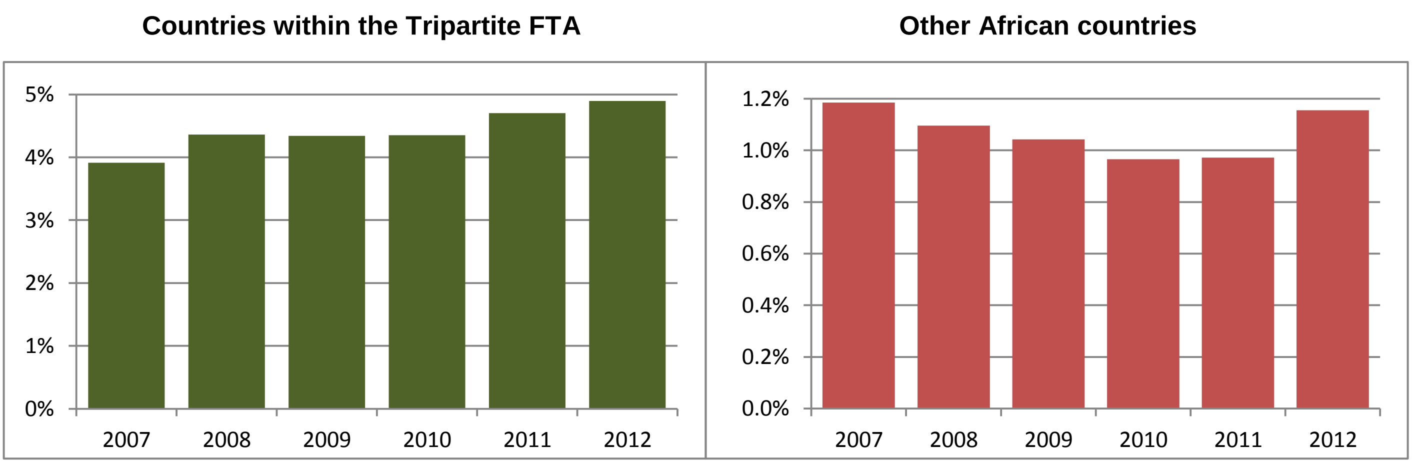
The share of South Africa's total exports destined for Africa as a whole rose in 2012, after having declined in 2010 and 2011. According to SARS data, 17.8% of South Africa's overall exports (excluding exports to other SACU member states – namely Botswana, Lesotho, Namibia and Swaziland) in 2012 were destined for other African countries, up from 15% in 2011.

Figure 15: Share of South Africa's exports destined for African countries



Source: IDC, compiled from International Trade Centre data

Figure 16: Share of Africa's imports sourced from South Africa



Source: IDC, compiled from International Trade Centre data

Opportunities for further development of South Africa's export trade with major African markets

Selection of African countries for the analysis

The African countries selected for the analysis undertaken for this report include the ten largest economies (based on GDP in 2012, on a purchasing power parity basis), some of which are within the Tripartite FTA while others are external to such an alliance, plus five other countries within the proposed Tripartite FTA that are amongst the 20 largest African economies. These are illustrated in the following map, with their respective gross domestic product figures for 2012 indicated in Table 2 below.

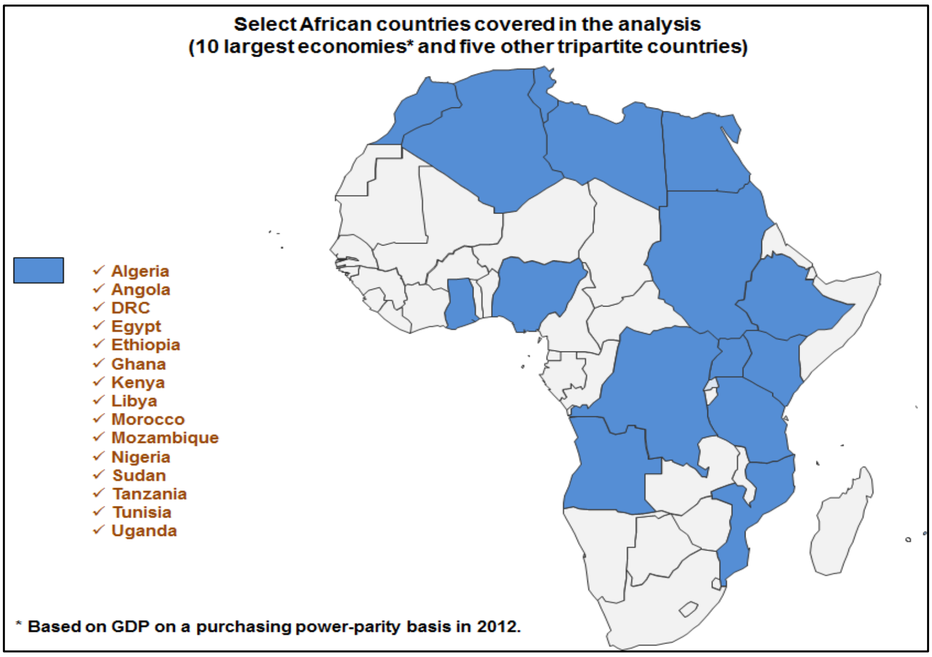


Table 2: 15 African economies selected for the analysis and respective GDP

Region	Country	GDP in 2012 (PPP basis, USD billion)
Countries amongst the 10 largest African economies that belong to the Tripartite FTA	Egypt	540
	Angola	128.3
	Ethiopia	103.3
	Libya	77.4
Countries amongst the 10 largest African economies that do not belong to the Tripartite FTA	Nigeria	448.1
	Algeria	272.9
	Morocco	171.2
	Tunisia	105.3
	Sudan	85.2
	Ghana	82.4
Other countries within the Tripartite FTA not included above but that feature amongst the 20 largest African economies	Kenya	75.9
	Tanzania	73.4
	Uganda	50.5
	DRC	27.6
	Mozambique	26.3

Source: IDC, compiled from International Monetary Fund data

Methodology utilised in identifying opportunities for South African exports

Opportunities for the expansion of South Africa's exports for specific product categories to the 15 selected African countries, or for the introduction of new export product categories, were identified quantitatively based on the following criteria and are listed in the tables provided in Appendix 1:

- The product is a major import (more than USD10 million) into the specific selected African country from the rest of the world and showed positive growth over the five-year period 2008-2012;
- The product is substantially exported (more than USD10 million) by South Africa to the rest of the world and also showed positive growth over the five years from 2008 to 2012;
- However, South Africa currently exports very little (less than USD1 million) or none of that product category to the specific African country.

South Africa's comparative advantage in the identified export opportunities

A *Revealed Comparative Advantage* (RCA) analysis was subsequently undertaken to determine whether the South African economy has a comparative advantage with respect to the export opportunities (i.e. product categories) identified through the above methodology, by comparing its trade profile with those of the key sources of imports into African markets - namely the EU, the USA, China, Japan and India. The comparison was extended, where appropriate, to other leading sources of specific imports in Appendix 2 to this report.

Box 1: Revealed Comparative Advantage

The key assumption of the Revealed Comparative Advantage (RCA) method of analysis is that merchandise trade patterns mirror inter-country relative costs differences and differences in non-price factors. It is these factors that indicate comparative advantage among trading economies. Changes in RCA are caused by economic factors such as structural change, global demand and trade specialisation. The RCA index of a country is generally measured by the product's share in the country's total exports relative to its share in total world trade. The RCA is represented as flows:

$$\mathbf{RCA_{ij} = (x_{ij}/X_{it}) / (x_{wj}/X_{wt})}$$

Where x_{ij} and x_{wj} are the values of country i's exports of product j and world exports of product j, and where X_{it} and X_{wt} refer to the country's total exports and world total exports. A value of less than unity implies that the country has a revealed comparative disadvantage in the product. Similarly, if the index exceeds unity, the country is said to have a revealed comparative advantage in the product. If an RCA index value for a product for country A is greater than the RCA index value for the same product in country B (both greater than unity), then country A is considered to have a higher revealed comparative advantage than country B.

Source: Balassa, B (1965)

Table 3 below provides the results of the RCA analysis undertaken for the products that were identified in the opportunities identification exercise as outlined above (with the detailed product list for each of the 15 selected African countries provided in Appendix 1). The RCA analysis results show that South Africa has a higher comparative advantage (compared to Africa's leading sources of its imports) with respect to 30 export product categories, including certain agriculture and agro-processed products, processed mineral products and several manufactured products. This may indicate the potential for greater export market penetration in the respective African countries selected for this analysis, possibly replacing similar products currently being imported by these economies from other trading partners.

Table 3: Products whose RCA index value for SA exceeds those of Africa's leading sources of imports (RCA averages for SA and leading import sources for 2008-2012, followed by no. of selected African importers)

HS code	Product category description	RCA index values						Number of partners
		SA	EU	USA	Japan	China	India	
'0805	Citrus fruit, fresh or dried	15.09	1.37	0.99	0.01	0.58	0.11	1
'0808	Apples, pears and quinces, fresh	9.71	1.33	1.42	0.17	1.18	0.09	4
'2008	Preserved fruits not elsewhere specified (n.e.s.)	3.57	0.95	1.1	0.04	1.84	0.23	2
'2009	Fruit and vegetable juices, unfermented	2.82	1.33	0.93	0.01	0.71	0.05	5
'2204	Wine of fresh grapes	5.24	2.13	0.45	0	0.01	0.01	2
'2207	Ethyl alcohol and other spirits	3.42	1.13	2.22	0.01	0.08	0.57	2
'2301	Flour etc. of meat, meat offal ,fish, crustaceans etc. that is unfit for human consumption	1.99	0.77	0.64	0.02	0.01	0.12	1
'2403	Pipe, chewing and snuff tobaccos	4.07	1.97	0.22	0.01	0.24	2.01	1
'2601	Iron ores and concentrates; including roasted iron pyrites	11.48	0.08	0.13	0	0	3.21	2
'2701	Coal; briquettes, ovoids and similar solid fuels manufactured from coal	11.05	0.12	1.19	0	0.25	0.08	1
'2712	Petroleum jelly; mineral waxes and similar products	8.8	0.8	1.14	0.41	1.56	0.91	3
'2714	Bitumen and asphalt, natural; shale and tar sands; asphaltites and asphaltic	6.42	0.43	3.19	0.01	0.02	0.61	1
'2809	Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids	14.72	0.37	1.14	0.13	0.85	0.39	3
'2849	Carbides, whether or not chemically defined	9.66	0.97	0.89	1	3.06	0.65	1
'2901	Acyclic hydrocarbons	3.84	1.2	0.89	1.35	0.13	0.77	2
'2905	Acyclic alcohols and their derivatives	1.63	0.7	0.88	0.54	0.2	0.52	2
'2916	Unsaturated acyclic and cyclic monocarboxylic acid and anhydrides, halides	3.45	1.06	1.75	1.78	1.33	0.85	1
'3102	Mineral or chemical fertilizers, nitrogenous	0.97	0.83	0.3	0.12	0.87	0.05	4
'3401	Soap; organic surface-active preparations for soap use	2.23	1.25	1.08	0.22	0.38	0.55	3
'3902	Polymers of propylene or of other olefins, in primary forms	2.34	1.26	1.15	0.53	0.06	1.36	3
'7201	Pig iron and spiegeleisen in pigs	9.83	0.26	0.05	0.29	0.37	3.78	1
'7202	Ferro-alloys	31.7	0.46	0.12	0.45	1.05	4	2
'7213	Bars and rods, in irregular wound coils, of iron or non-alloy steel	1.45	1.4	0.17	1.3	0.21	0.36	1
'7308	Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s.)	2.18	1.41	0.42	0.21	2.03	0.97	7
'7310	Iron & steel tanks, casks, drums , cans, boxes (cap<=300 l)	2.88	1.71	0.91	0.17	0.95	0.36	1

HS code	Product category description	RCA index values						Number of partners
		SA	EU	USA	Japan	China	India	
'7312	Iron and steel strand wire, ropes, cables etc., not electrically insulated	1.98	1.12	0.51	0.74	1.9	0.92	1
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	4.21	1.37	1.45	0.88	1.04	0.29	6
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	4.11	1.71	1.09	0.33	1.19	0.6	6
'8704	Trucks, motor vehicles for the transport of goods	3.3	1.15	1.61	2.18	0.32	0.47	1
'9028	Gas/liquid/electricity supply/production meters	2.76	1.18	1.44	0.1	1.6	0.94	1

Source: IDC analysis undertaken using International Trade Centre data.

The tables indicating opportunities for the further development of South Africa's exports to the selected 15 African countries as per the methodology outlined above are provided in Appendix 1 of the report. The market penetration potential for the 30 export categories where South Africa has a higher revealed comparative advantage relative to other leading import sources (as previously listed), with respect to the selected 15 African economies, is illustrated in Appendix 2.

Moreover, the listing under each of the 30 product categories at the 4-digit harmonized system (HS) level is taken further to the 6-digit level in Appendix 2, so as to identify potential specific products. In addition, the top 5 (where applicable) current sources of imports for each of the 30 product categories in the relevant African markets (out of the selected 15) are listed in conjunction with their respective shares of the countries' overall imports of that product category in 2012.

Concluding remarks

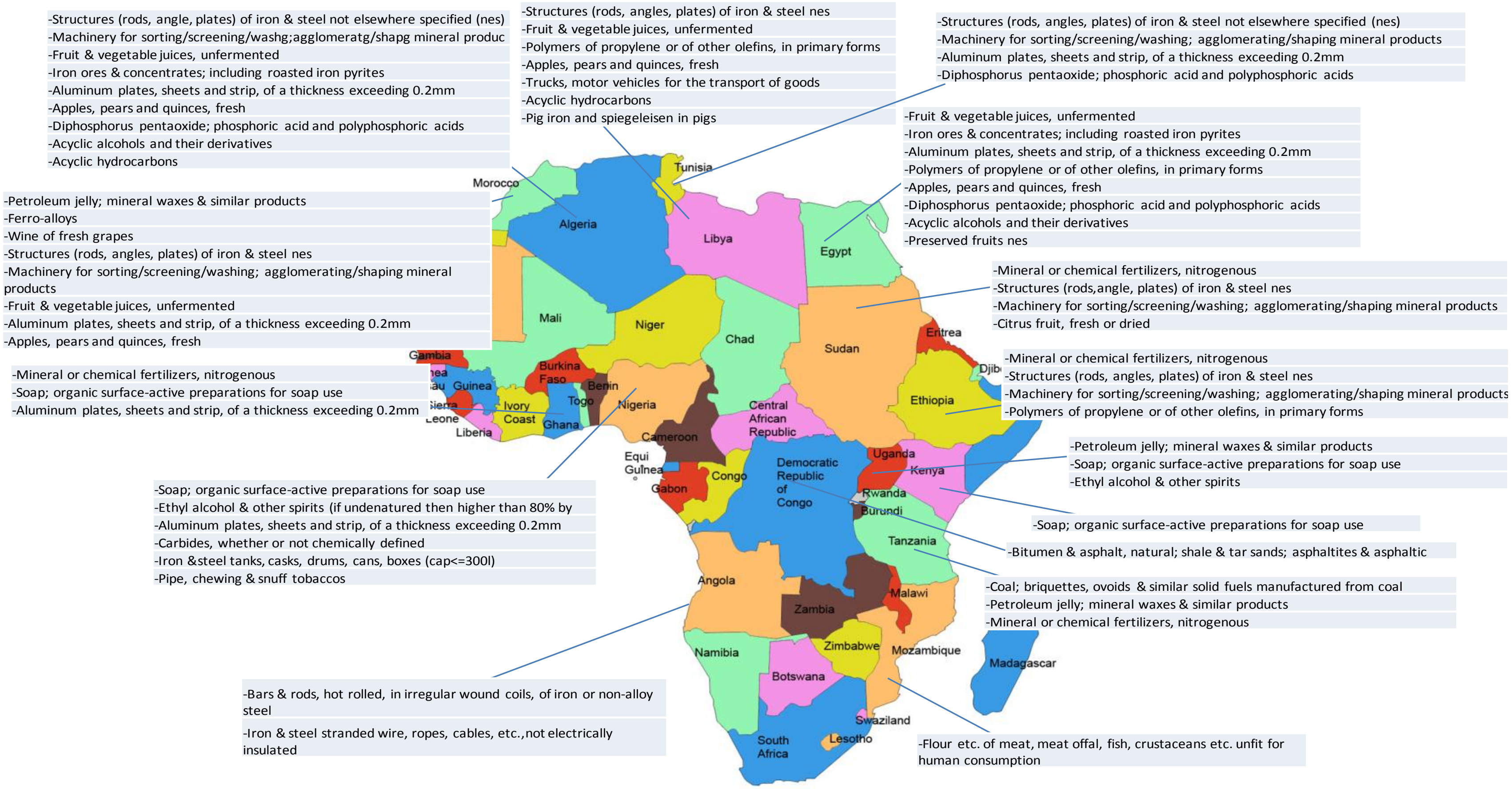
The analysis has shown that out of the 157 product categories that South Africa can potentially export into the rest of the African continent (and in particular to the Tripartite FTA countries), either as new or expanded export opportunities, the country has a revealed comparative advantage in 30 of the product categories compared to other leading sources of imports. Figure 17 below summarises these export opportunities with respect to the 15 selected African countries. It is recommended, however, that the complete lists of export opportunities provided in Appendix 1 be taken into consideration when pursuing export market development opportunities in each of the 15 selected African markets.

The augmentation of intra-regional trade is still highly reliant on the degree of success of African governments in addressing effectively some of the serious challenges unnecessarily constraining regional trade flows. These include infrastructure deficiencies and associated high transportation costs, a lack of economic diversification, institutional hurdles, corruption practices along transport routes and several other non-tariff barriers.

Nonetheless, there is growing consensus that significant trade opportunities could be exploited at present, particularly in food and agricultural products, considering the continent's abundant land resources, the continued practice of importing food and agricultural raw materials from global regions and the progressive sophistication of Africa's consumer markets. With deeper regional integration involving the private sector, intra-African trade could increase substantially and result in considerable economic gains for the African continent.

Export opportunities for South Africa in selected African countries

Figure 17: Export opportunities in selected African countries for which SA has a revealed comparative advantage



APPENDIX 1: OPPORTUNITIES FOR THE EXPANSION OF SOUTH AFRICAN EXPORTS TO 15 SELECTED AFRICAN MARKETS, OR FOR THE INTRODUCTION OF NEW EXPORT PRODUCTS

Table A1: SA top export opportunities to Kenya

SA's top 20 export opportunities to Kenya					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Kenya (less than USD 1 m)	5 year average Kenya imports from the World (more than USD 10 m)	Opportunity
'8409	Parts for use solely/principally with the motor engines	256	0.9	21	Expansion
'8408	Diesel or semi-diesel engines	197	0.1	12	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.7	129	Expansion
'7304	Tubes, pipes and hollow profiles, seamless, or iron or steel	99	0.5	16	Expansion
'7326	Articles of iron or steel not elsewhere specified (nes)	99	0.8	15	Expansion
'8479	Machines and mechanical appliances having individual functions, nes	94	0.8	36	Expansion
'8536	Electrical appliances for switching (e.g. fuses, switches, etc.) not exceeding 1000 volt	90	0.8	26	Expansion
'3401	Soap; organic surface-active preparations for soap use	89	0.7	15	Expansion
'7306	Tubes, pipes and hollow profiles of iron or steel, nes	84	0.8	11	Expansion
'8716	Trailers and semi-trailers; other vehicles not mechanically propelled	81	0.3	32	Expansion
'8418	Refrigerators, freezers, etc	76	1.0	34	Expansion
'3917	Tubes, pipes and hoses, and fittings therefor of plastics	72	0.6	13	Expansion
'8502	Electric generating sets and rotary converters	60	0.7	106	Expansion
'7318	Iron and steel screws, bolts, nuts, coach-screws, etc	60	0.4	13	Expansion
'3926	Article of plastic nes	58	0.9	23	Expansion
'8414	Air, vacuum pumps; hoods incorporating a fan	57	0.9	21	Expansion
'2835	Phosphinates, phosphonates, phosphates & polyphosphates hypophosphites	52	0.4	14	Expansion
'9406	Prefabricated buildings	50	0.7	33	Expansion
'8516	Electric instantaneous water heaters, space heating; hair dryers	43	0.4	16	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A2: SA top export opportunities to Tanzania

SA's top 20 export opportunities to Tanzania					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Tanzania (less than USD 1 m)	5 year average Tanzania imports from the World (more than USD 10 m)	Opportunity
'2701	Coal; briquettes, ovoids & similar solid fuels manufactured from coal	5 792	0.7	12	Expansion
'8408	Diesel or semi-diesel engines	197	0.5	13	Expansion
'2712	Petroleum jelly; mineral waxes & similar products	174	0.5	11	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.0	59	Expansion
'3102	Mineral or chemical fertilizers, nitrogenous	111	0.3	77	Expansion
'7304	Tubes, pipes and hollow profiles, seamless, or iron or steel	99	0.9	16	Expansion
'3923	Plastic packing goods or closures stoppers, lids, caps, closures, plastics	97	0.8	16	Expansion
'3402	Organic surface-active agents, washing and clean preparations, nes	81	0.9	11	Expansion
'3917	Tubes, pipes and hoses, and fittings therefor of plastics	72	0.9	11	Expansion
'8528	Television receivers (including video monitors and video projectors)	59	0.8	16	Expansion
'1507	Soya-bean oil and its fractions	50	0.0	15	Expansion
'3901	Polymers of ethylene, in primary forms	46	0.3	114	Expansion
'8415	Air conditioning machines, with motor-driven elements	41	0.8	19	Expansion
'8411	Turbo-jets, turbo-propellers and other gas turbines	41	0.2	43	Expansion
'4901	Printed books, brochures, leaflets & similar printed matter	40	0.9	12	Expansion
'8507	Electric accumulators	40	0.4	25	Expansion
'8419	Machinery, plant, involving a change of temperature exchange heating, cooking, etc	38	0.7	14	Expansion
'8426	Derricks; cranes; straddle carriers & works trucks fitted with a crane	37	0.6	19	Expansion
'8428	Lifting/handling/loading/unloading machinery (excl. lift/escalator/conveyer)	37	1.0	16	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A3: SA top export opportunities to Uganda

SA's top 20 export opportunities to Uganda					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Uganda (less than USD 1 m)	5 year average Uganda imports from the World (more than USD 10 m)	Opportunity
'2710	Petroleum oils, not crude	1 446	0.7	999	Expansion
'8708	Parts and accessories of motor vehicles	827	0.9	17	Expansion
'4011	New pneumatic tires, of rubber	236	0.8	41	Expansion
'8413	Pumps for liquids; liquid elevators	228	0.9	13	Expansion
'8429	Self-propelled bulldozers, angledozers, graders, excavators, etc	187	0.0	58	Expansion
'2712	Petroleum jelly; mineral waxes and similar products	174	0.0	11	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.2	18	Expansion
'8702	Public transport type passenger motor vehicles	126	0.0	26	Expansion
'8803	Aircraft parts	124	0.4	29	Expansion
'2207	Ethyl alcohol & other spirits (if undernatured then higher than 80% by volume)	121	0.9	21	Expansion
'8504	Electric transformers, static converters (e.g. rectifiers)	99	0.8	27	Expansion
'3923	Plastic packing goods or closures stoppers, lids, caps, closures, plastics	97	0.2	18	Expansion
'7209	Flat-rolled products of iron/non-alloy steel width>/=600mm,cr,not clad	97	0.6	29	Expansion
'8479	Machines and mechanical appliances having individual functions, n.e.s.	94	0.5	21	Expansion
'2402	Cigars, cheroots, cigarillos and cigarettes	91	0.0	12	Expansion
'3401	Soap; organic surface-active preparations for soap use	89	0.1	12	Expansion
'8716	Trailers and semi-trailers; other vehicles not mechanically propelled	81	0.1	10	Expansion
'3402	Organic surface-active agents, washing & clean preparations, nes	81	0.5	11	Expansion
'8418	Refrigerators, freezers, etc	76	0.7	15	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A4: SA top export opportunities to the Democratic Republic of Congo

SA's top 20 export opportunities to DRC					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to DRC (less than USD 1 m)	5 year average DRC imports from the World (more than USD 10 m)	Opportunity
'8703	Cars (including station wagons)	3 918	0.4	56	Expansion
'3004	Medicament mixtures (not 3002, 3005, 3006), put in dosages	122	0.7	120	Expansion
'0303	Fish, frozen, whole	110	0.1	40	Expansion
'9018	Electro-medical apparatus (electro-cardiographs, infra-red ray apparatus, etc)	56	0.7	10	Expansion
'2103	Sauces mixed with condiments and mixed seasonings	50	0.5	12	Expansion
'8438	Machinery, n.e.s., for the indirect preparation or processing of food or drink	46	0.8	27	Expansion
'1001	Wheat and meslin	36	0.0	70	Expansion
'1905	Bread, biscuits, wafers, cakes and pastries	33	0.5	11	Expansion
'1604	Prepared/preserved fish and/or caviar	33	0.2	11	Expansion
'3302	Odoriferous mixtures as raw materials for industry	28	0.2	20	Expansion
'8422	Dish washing machines; machinery for aerating bottles	26	0.6	14	Expansion
'2714	Bitumen and asphalt, natural; shale and tar sands; asphaltites and asphaltic	25	0.8	18	Expansion
'0207	Meat and edible offal of poultry meat	22	0.6	79	Expansion
'1901	Malt extract; food preparations of flour, meal, starch or malt extract	18	0.6	33	Expansion
'8711	Motorcycles, side-cars	17	0.8	34	Expansion
'3002	Human and animal blood; antisera, vaccines, toxins, micro-organism cultures	17	0.1	19	Expansion
'1602	Prepared or preserved meat, meat offal or blood, n.e.s.	11	0.4	10	Expansion
'4907	Unused stamps; cheque forms, banknotes, bond certificates, etc.	11	0.0	20	New

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A5: SA top export opportunities to Mozambique

SA's top 20 export opportunities to Mozambique					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Mozambique (less than USD 1 m)	5 year average Mozambique imports from the World (more than USD 10 m)	Opportunity
'8803	Aircraft parts	124	0.2	11	Expansion
'1507	Soya-bean oil and its fractions	50	0.2	23	Expansion
'2301	Flour etc. of meat, meat offal, fish, crustaceans etc. unfit for human consump	48	0.3	48	Expansion
'1001	Wheat and meslin	36	0.6	103	Expansion
'3302	Odoriferous mixtures as raw materials for industry	28	0.9	22	Expansion
'1006	Rice	19	0.8	114	Expansion
'8417	Industrial/laboratory furnaces & ovens, including incinerators, non-electric	11	0.7	12	Expansion

Table A6: SA top export opportunities to Egypt

SA's top 20 export opportunities to Egypt					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Egypt (less than USD 1 m)	5 year average Egypt imports from the World (more than USD 10 m)	Opportunity
'2601	Iron ores and concentrates; including roasted iron pyrites	5 490	0.0	659	New
'2710	Petroleum oils, not crude	1 446	0.0	4 127	Expansion
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.0	51	Expansion
'1005	Maize (corn)	499	0.3	1 444	Expansion
'3902	Polymers of propylene or of other olefins, in primary forms	418	0.0	349	Expansion
'0808	Apples, pears and quinces, fresh	413	0.0	119	Expansion
'2809	Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids	354	0.1	21	Expansion
'8409	Parts for use solely/principally with the motor engines	256	0.1	58	Expansion
'2905	Acyclic alcohols and their derivatives	230	0.6	101	Expansion
'2009	Fruit and vegetable juices, unfermented	201	0.1	41	Expansion
'8408	Diesel or semi-diesel engines	197	0.1	77	Expansion
'2008	Preserved fruits nes	185	0.0	13	Expansion
'8517	Electric appliances for line telephony, including current line system	149	0.2	1 069	Expansion
'8544	Insulated wire/cable	143	0.1	220	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.2	35	Expansion
'2916	Unsaturated acyclic and cyclic monocarboxylic acid & anhydrides, halides	138	0.0	34	Expansion
'8702	Public transport type passenger motor vehicles	126	0.0	119	New
'3004	Medicament mixtures (not 3002, 3005, 3006), put in dosages	122	0.3	1 036	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A7: SA top export opportunities to Angola

SA's top 20 export opportunities to Angola					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Angola (less than USD 1 m)	5 year average Angola imports from the World (more than USD 10 m)	Opportunity
'8408	Diesel or semi-diesel engines	197	0.8	14	Expansion
'8702	Public transport type passenger motor vehicles	126	0.0	110	Expansion
'3004	Medicament mixtures (not 3002, 3005, 3006), put in dosages	122	0.9	128	Expansion
'8207	Interchangeable tools for hand and machine-tools	110	0.5	30	Expansion
'7213	Hot rolled bars and rods in irregular wound coils, of iron or non-alloy steel	85	0.8	21	Expansion
'7312	Iron and steel stranded wire, ropes, cables, etc, not electrically insulated	60	0.8	27	Expansion
'9031	Measuring or checking machines, nes	55	0.7	26	Expansion
'8705	Special purpose motor vehicles (fire fight vehicles, crane lorries)	52	1.0	136	Expansion
'3822	Composite diagnostic or laboratory reagents, nes	51	0.9	12	Expansion
'1507	Soya-bean oil and its fractions	50	0.0	114	Expansion
'2103	Sauces mixed with condiments and mixed seasonings	50	0.5	18	Expansion
'8430	Moving/grading/scraping/boring machinery for earth	47	0.7	52	Expansion
'8438	Machinery, n.e.s., for the indirect preparation or processing of food or drink	46	0.9	53	Expansion
'3901	Polymers of ethylene, in primary forms	46	0.6	17	Expansion
'8411	Turbo-jets, turbo-propellers and other gas turbines	41	0.1	142	Expansion
'8424	Mechanical appliances for projecting/dispersing/spraying/sand blasting etc.	41	0.9	25	Expansion
'8543	Electrical machinery and appliances having individual function, n.e.s.	38	0.5	21	Expansion
'8426	Derricks; cranes; straddle carriers & works trucks fitted with a crane	37	0.9	78	Expansion
'8428	Lifting/handling/loading/unloading machinery (excl. lifts/escalators/ conveyers)	37	0.7	53	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A8: SA top export opportunities to Ethiopia

SA's top 20 export opportunities to Ethiopia					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Ethiopia (less than USD 1 m)	5 year average Ethiopia imports from the World (more than USD 10 m)	Opportunity
'8703	Cars (incl. station wagons)	3 918	0.5	190	Expansion
'2710	Petroleum oils, not crude	1 446	0.0	1 721	Expansion
'8708	Parts and accessories of motor vehicles	827	0.6	47	Expansion
'7208	Flat-rolled products of iron/steel (width>=600mm), hot rolled, not clad	536	0.0	57	New
'7308	Structures (rods, angle, plates) of iron & steel n.e.s.	442	0.4	139	Expansion
'3902	Polymers of propylene or of other olefins, in primary forms	418	0.7	34	Expansion
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	361	0.2	83	Expansion
'8431	Machinery parts (heading 84.25 to 84.30)	254	0.9	41	Expansion
'4011	New pneumatic tires, of rubber	236	0.0	116	Expansion
'8413	Pumps for liquids; liquid elevators	228	0.3	40	Expansion
'8429	Self-propelled bulldozers, angledozers, graders, excavators, etc	187	0.0	240	New
'8517	Electric appliances for line telephony, including current line system	149	0.2	334	Expansion
'8544	Insulated wire/cable	143	0.1	106	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.0	266	Expansion
'8483	Transmission shafts and cranks, bearing housing; gearing; etc	136	0.1	16	Expansion
'8702	Public transport type passenger motor vehicles	126	0.0	81	New
'8803	Aircraft parts	124	0.1	28	Expansion
'3004	Medicament mixtures (not 3002, 3005, 3006), put in dosages	122	0.3	197	Expansion
'8471	Automatic data processing machines; optical reader, etc	120	0.2	77	Expansion
'3102*	Mineral or chemical fertilizers, nitrogenous	111	1.0	100	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A9: SA top export opportunities to Libya

SA's top 20 export opportunities to Libya					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Libya (less than USD 1 m)	5 year average Libya imports from the World (more than USD 10 m)	Opportunity
'8703	Cars (incl. station wagons)	3 918	0.0	937	New
'8704	Trucks, motor vehicles for the transportation of goods	1 608	0.1	239	Expansion
'2710	Petroleum oils, not crude	1 446	0.0	857	Expansion
'8708	Parts and accessories of motor vehicles	827	0.0	125	Expansion
'7208	Flat-rolled products of iron/steel (width>=600mm), hot rolled, not clad	536	0.0	12	New
'1005	Maize (corn)	499	0.0	101	Expansion
'7308	Structures (rods, angles, plates) of iron and steel n.e.s.	442	0.9	154	Expansion
'2901	Acyclic hydrocarbons	430	0.0	13	New
'3902	Polymers of propylene or of other olefins, in primary forms	418	0.0	17	New
'0808	Apples, pears and quinces, fresh	413	0.2	35	Expansion
'7201	Pig iron and spiegeleisen in pigs	274	0.0	83	New
'8409	Parts for use solely/principally with the motor engines	256	0.0	20	Expansion
'8431	Machinery parts (headings 84.25 to 84.30)	254	0.0	126	Expansion
'4011	New pneumatic tires, of rubber	236	0.2	83	Expansion
'8413	Pumps for liquids; liquid elevators	228	0.1	135	Expansion
'2009	Fruit and vegetable juices, unfermented	201	0.1	65	Expansion
'8802	Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)	189	0.0	156	New
'8429	Self-propelled bulldozers, angledozers, graders, excavators, etc	187	0.0	107	Expansion
'3808	Insecticides, fungicides, herbicides packaged for retail sale	172	0.0	10	Expansion
'8517	Electric appliances for line telephony, including current line system	149	0.0	190	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A10: SA top export opportunities to Nigeria

SA's top 20 export opportunities to Nigeria					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Nigeria (less than USD 1 m)	5 year average Nigeria imports from the World (more than USD 10 m)	Opportunity
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.1	223	Expansion
'8409	Parts for use solely/principally with the motor engines	256	1.0	182	Expansion
'8431	Machinery parts (headings 84.25 to 84.30)	254	0.8	268	Expansion
'8408	Diesel or semi-diesel engines	197	0.1	119	Expansion
'8609	Cargo containers designed to be carried by one/more modes of transport	157	0.4	27	Expansion
'8483	Transmission shafts and cranks, bearing housing; gearing; etc	136	0.9	91	Expansion
'4703	Chemical wood pulp, soda or sulphate, other than dissolving grades	130	0.4	13	Expansion
'8803	Aircraft parts	124	0.1	27	Expansion
'2207	Ethyl alcohol and other spirits (if undernatured then higher than 80% by volume)	121	1.0	74	Expansion
'0303	Fish, frozen, whole	110	0.0	867	Expansion
'8207	Interchangeable tools for hand- and machine-tools	110	0.2	42	Expansion
'0802	Nuts nes	100	0.0	11	Expansion
'7207	Semi-finished products of iron or non-alloy steel	92	0.8	52	Expansion
'3401	Soap; organic surface-active preparations for soap use	89	0.1	16	Expansion
'7214	Bars and rods of iron/steel, only forged hot rolled, extruded	89	0.6	65	Expansion
'2849	Carbides, whether or not chemically defined	88	0.7	20	Expansion
'7306	Tubes, pipes and hollow profiles of iron or steel, nes	84	0.2	68	Expansion
'3402	Organic surface-active agents, washing and clean preparations, nes	81	0.8	38	Expansion
'7310	Iron and steel tank, casks, drum cans, boxes (cap<=300l)	80	0.6	30	Expansion
'2403	Pipe, chewing and snuff tobaccos	75	0.0	24	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A11: SA top export opportunities to Algeria

SA's top 20 export opportunities to Algeria					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Algeria (less than USD 1 m)	5 year average Algeria imports from the World (more than USD 10 m)	Opportunity
'2601	Iron ores and concentrates; including roasted iron pyrites	5 490	0.0	11	New
'2710	Petroleum oils, not crude	1 446	0.0	508	Expansion
'8708	Parts and accessories of motor vehicles	827	0.0	338	Expansion
'7208	Flat-rolled products of iron/steel (width>=600mm), hot rolled, not clad	536	0.0	285	New
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.0	27	New
'1005	Maize (corn)	499	0.0	731	New
'7308	Structures (rods, angles, plates) of iron and steel n.e.s.	442	0.0	697	Expansion
'2901	Acyclic hydrocarbons	430	0.0	12	New
'0808	Apples, pears and quinces, fresh	413	0.0	73	Expansion
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	361	0.0	319	Expansion
'2809	Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids	354	0.0	19	New
'8409	Parts for use solely/principally with the motor engines	256	0.0	122	New
'4011	New pneumatic tires, of rubber	236	0.3	287	Expansion
'2905	Acyclic alcohols and their derivatives	230	0.0	18	New
'8413	Pumps for liquids; liquid elevators	228	0.1	456	Expansion
'2009	Fruit and vegetable juices, unfermented	201	0.0	22	Expansion
'8408	Diesel or semi-diesel engines	197	0.1	45	Expansion
'8802	Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)	189	0.0	193	Expansion
'8429	Self-propelled bulldozers, angledozers, graders, excavators, etc	187	0.0	502	New
'2008	Preserved fruits nes	185	0.0	18	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A12: SA top export opportunities to Morocco

SA's top 20 export opportunities to Morocco					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Morocco (less than USD 1 m)	5 year average Morocco imports from the World (more than USD 10 m)	Opportunity
'7202	Ferro-alloys	4 239	0.4	14	Expansion
'2710	Petroleum oils, not crude	1 446	0.0	2 611	Expansion
'8708	Parts and accessories of motor vehicles	827	0.1	494	Expansion
'2204	Wine of fresh grapes	747	0.0	17	Expansion
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.0	43	New
'1005	Maize (corn)	499	0.0	467	New
'7308	Structures (rods, angle, plates) of iron and steel n.e.s.	442	0.5	161	Expansion
'0808	Apples, pears and quinces, fresh	413	0.0	11	Expansion
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	361	0.7	283	Expansion
'8431	Machinery parts (headings 84.25 to 84.30)	254	0.7	73	Expansion
'4011	New pneumatic tires, of rubber	236	0.5	203	Expansion
'2009	Fruit and vegetable juices, unfermented	201	0.0	13	Expansion
'8408	Diesel or semi-diesel engines	197	0.0	92	Expansion
'8802	Aircraft, (helicopters, aeroplanes) & spacecraft (satellites)	189	0.0	217	New
'2712	Petroleum jelly; mineral waxes and similar products	174	0.0	11	Expansion
'3808	Insecticides, fungicides, herbicides packaged for retail sale	172	0.6	125	Expansion
'8517	Electric appliances for line telephony, including current line system	149	0.5	286	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.0	38	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A13: SA top export opportunities to Tunisia

SA's top 20 export opportunities to Tunisia					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Tunisia (less than USD 1 m)	5 year average Tunisia imports from the World (more than USD 10 m)	Opportunity
'8703	Cars (incl. station wagons)	3 918	0.1	672	Expansion
'2710	Petroleum oils, not crude	1 446	0.0	1 879	Expansion
'8708	Parts and accessories of motor vehicles	827	0.0	250	Expansion
'7208	Flat-rolled products of iron/steel (width>=600mm), hot rolled, not clad	536	0.0	136	New
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.0	31	New
'1005	Maize (corn)	499	0.0	200	New
'7308	Structures (rods, angles, plates) of iron and steel n.e.s.	442	0.0	72	Expansion
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	361	0.0	97	Expansion
'2809	Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids	354	0.0	37	New
'8409	Parts for use solely/principally with the motor engines	256	0.0	69	Expansion
'8431	Machinery parts (heading 84.25 to 84.30)	254	0.0	88	Expansion
'4011	New pneumatic tires, of rubber	236	0.0	18	Expansion
'8413	Pumps for liquids; liquid elevators	228	0.1	98	Expansion
'8802	Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)	189	0.0	52	New
'8429	Self-propelled bulldozers, angledozers, graders, excavators, etc	187	0.0	104	New
'3808	Insecticides, fungicides, herbicides packaged for retail sale	172	0.0	44	Expansion
'8517	Electric appliances for line telephony, including current line system	149	0.0	321	Expansion
'8544	Insulated wire/cable	143	0.0	368	New
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.0	10	New

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A14: SA top export opportunities to the Sudan

SA's top 20 export opportunities to Sudan					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Sudan (less than USD 1 m)	5 year average Sudan imports from the World (more than USD 10 m)	Opportunity
'2710	Petroleum oils, not crude	1 446	0.4	147	Expansion
'8708	Parts and accessories of motor vehicles	827	0.5	78	Expansion
'0805	Citrus fruit, fresh or dried	807	0.4	12	Expansion
'7208	Flat-rolled products of iron/steel (width>=600mm), hot rolled, not clad	536	0.0	73	Expansion
'1005	Maize (corn)	499	0.1	17	Expansion
'7308	Structures (rods, angles, plates) of iron and steel n.e.s.	442	1.0	66	Expansion
'8474	Machinery for sorting/screening/washing; agglomerating/shaping mineral products	361	0.3	41	Expansion
'4011	New pneumatic tires, of rubber	236	0.2	94	Expansion
'8413	Pumps for liquids; liquid elevators	228	0.8	70	Expansion
'8408	Diesel or semi-diesel engines	197	0.1	16	Expansion
'8802	Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)	189	0.0	921	Expansion
'8429	Self-propelled bulldozers, angle-dozers, graders, excavators, etc.	187	0.1	69	Expansion
'3808	Insecticides, fungicides, herbicides packaged for retail sale	172	0.5	38	Expansion
'8483	Transmission shafts and cranks, bearing housing; gearing; etc	136	0.1	10	Expansion
'3004	Medicament mixtures (not 3002, 3005, 3006), put in dosages	122	0.1	158	Expansion
'2106	Food preparations, nes	122	0.3	32	Expansion
'3102	Mineral or chemical fertilizers, nitrogenous	111	0.0	14	New
'8481	Taps, cocks, valves for pipes, tanks and for the like, including pressure reducing valves	100	0.2	24	Expansion
'7304	Tubes, pipes and hollow profiles, seamless, or iron or steel	99	0.0	29	Expansion
'7326	Articles of iron or steel nes	99	0.1	45	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

Table A15: SA top export opportunities to Ghana

SA's top 20 export opportunities to Ghana					
Product HS code	Product label	5 year average SA exports to the World (more than USD 10 m)	5 year average SA exports to Ghana (less than USD 1 m)	5 year average Ghana imports from the World (more than USD 10 m)	Opportunity
'7606	Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm	532	0.3	24	Expansion
'8409	Part for use solely/principally with motor engines	256	0.3	23	Expansion
'8408	Diesel or semi-diesel engines	197	0.4	18	Expansion
'3105	Mixtures of nitrogen, phosphorous or potassium fertilizers	142	0.0	65	Expansion
'8702	Public transport type passenger motor vehicles	126	0.0	75	New
'3102	Mineral or chemical fertilizers, nitrogenous	111	0.1	54	Expansion
'0303	Fish, frozen, whole	110	0.1	155	Expansion
'8207	Interchangeable tools for hand and machine-tools	110	0.7	46	Expansion
'7304	Tubes, pipes and hollow profiles, seamless, or iron or steel	99	0.4	90	Expansion
'3401	Soap; organic surface-active preparations for soap use	89	0.5	23	Expansion
'7214	Bars and rods of iron/steel, only forged hot rolled, extruded	89	0.7	28	Expansion
'8716	Trailers and semi-trailers; other vehicles not mechanically propelled	81	0.5	20	Expansion
'8529	Parts suitable for use solely/mainly with televisions, receptor appliances	80	0.7	30	Expansion
'8418	Refrigerators, freezers, etc	76	0.9	38	Expansion
'3917	Tubes, pipes and hoses, and fittings therefor of plastics	72	0.9	13	Expansion
'9028	Gas/ liquid/ electricity supply/production meter	69	0.1	28	Expansion
'4819	Packing containers, of paper, paperboard, cellulose wadding, webs	60	0.8	20	Expansion
'9018	Electro-medical apparatus (electro-cardiographs, infra-red ray apparatus, etc)	56	0.4	33	Expansion

Note: Green shading indicates a product category in which South Africa has a higher RCA relative to other leading sources of Africa's imports

Source: IDC, compiled from International Trade Centre data

APPENDIX 2: MARKET PENETRATION POTENTIAL FOR EXPORT CATEGORIES WHERE SOUTH AFRICA HAS A HIGHER RCA THAN OTHER LEADING IMPORT SOURCES, WITH RESPECT TO THE SELECTED 15 AFRICAN ECONOMIES

Figure A1: H0808 - Apples, pears and quinces, fresh

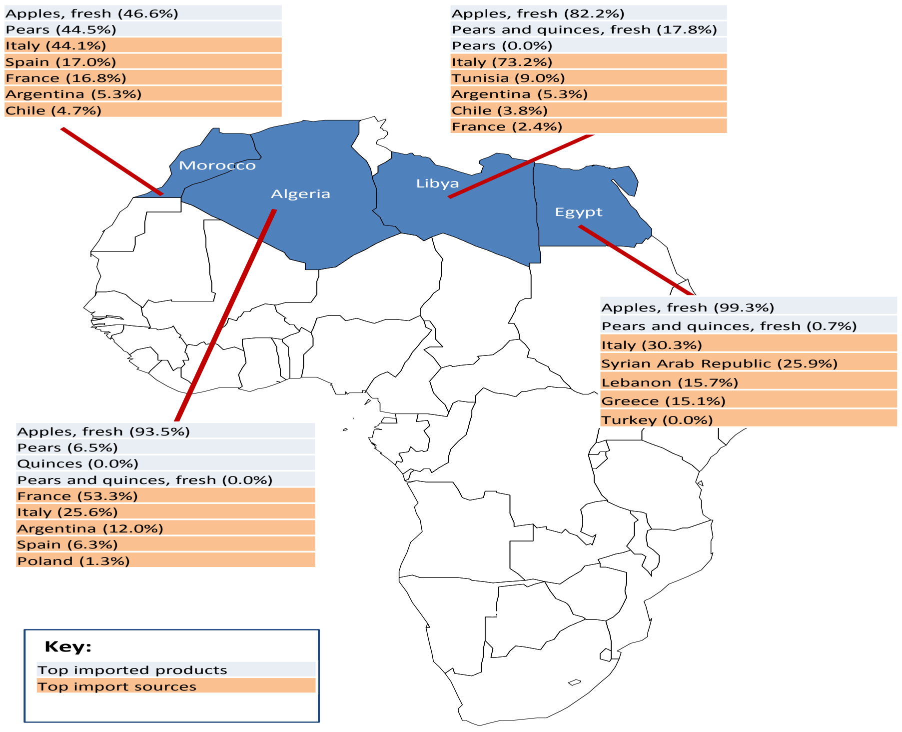
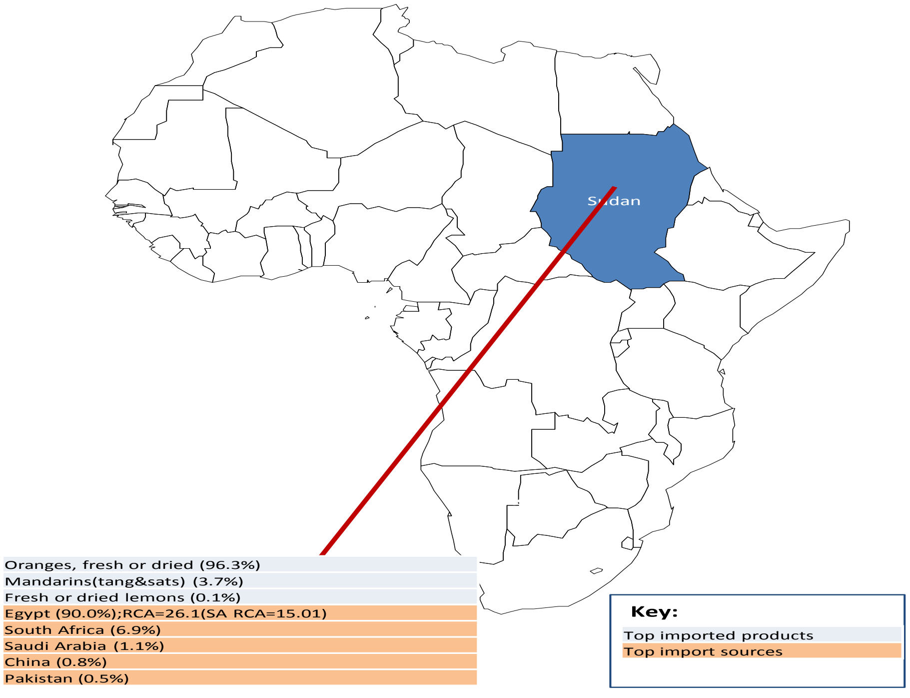


Figure A2: H0805 - Citrus fruit, fresh or dried



Export opportunities for South Africa in selected African countries

Figure A3: H2008 - Preserved fruits not elsewhere specified (n.e.s.)

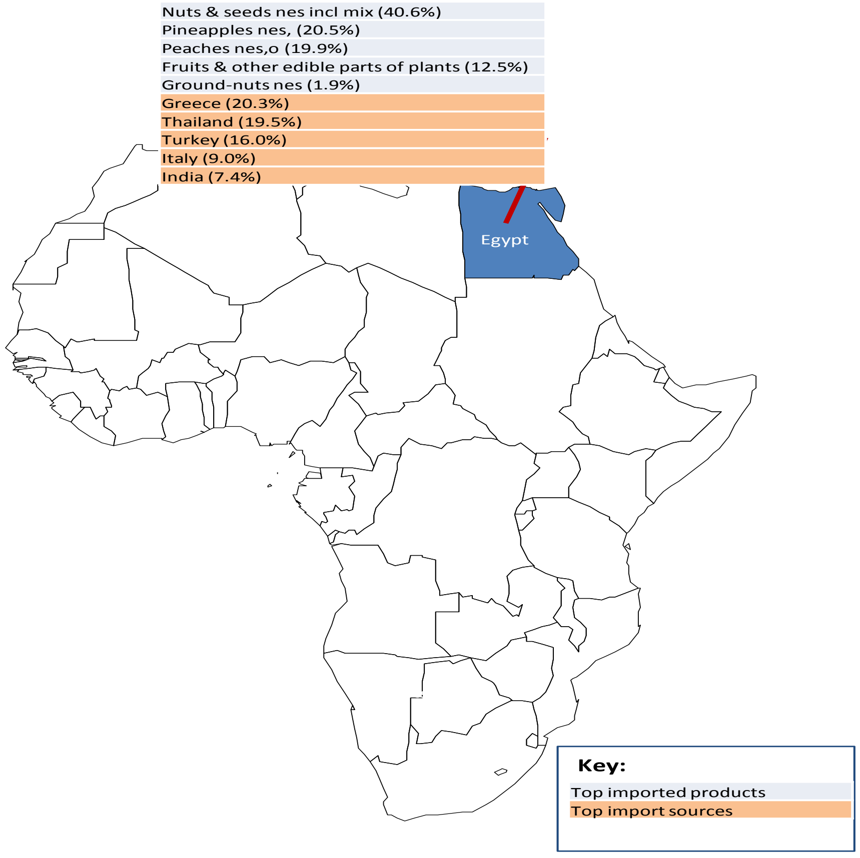


Figure A4: H2009 - Fruit and vegetable juices, unfermented

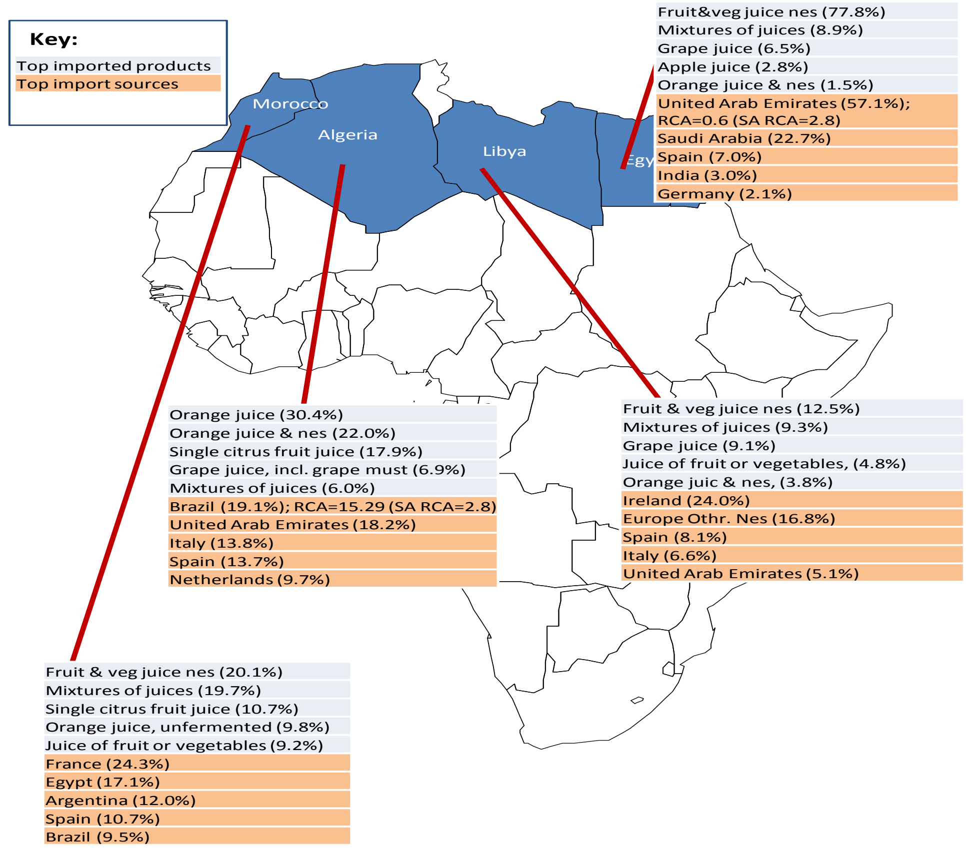


Figure A5: H2204 - Wine of fresh grapes

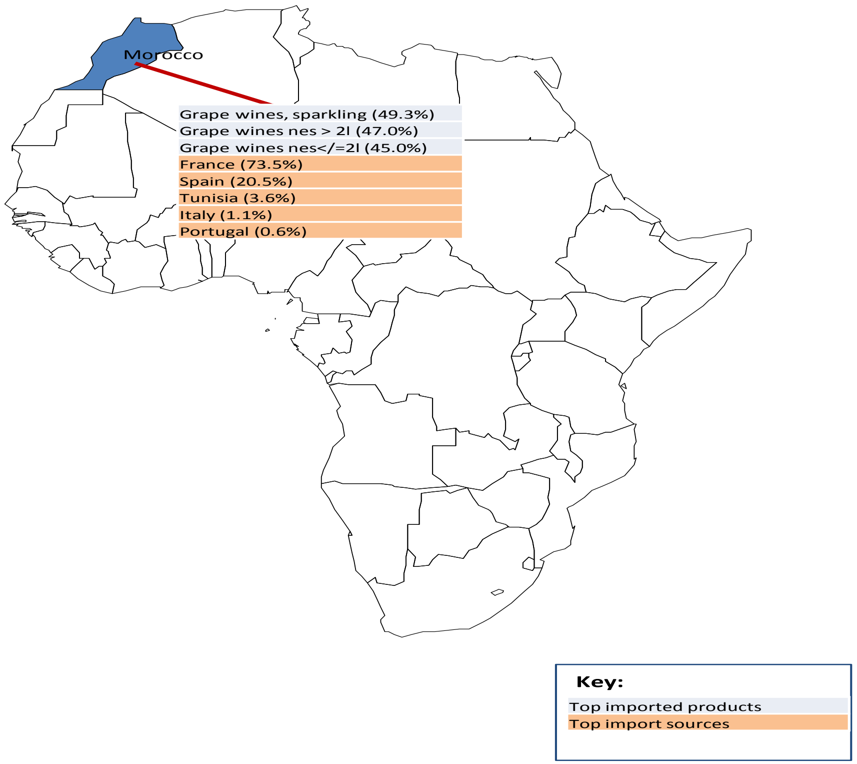


Figure A6: H2207 - Ethyl alcohol and other spirits

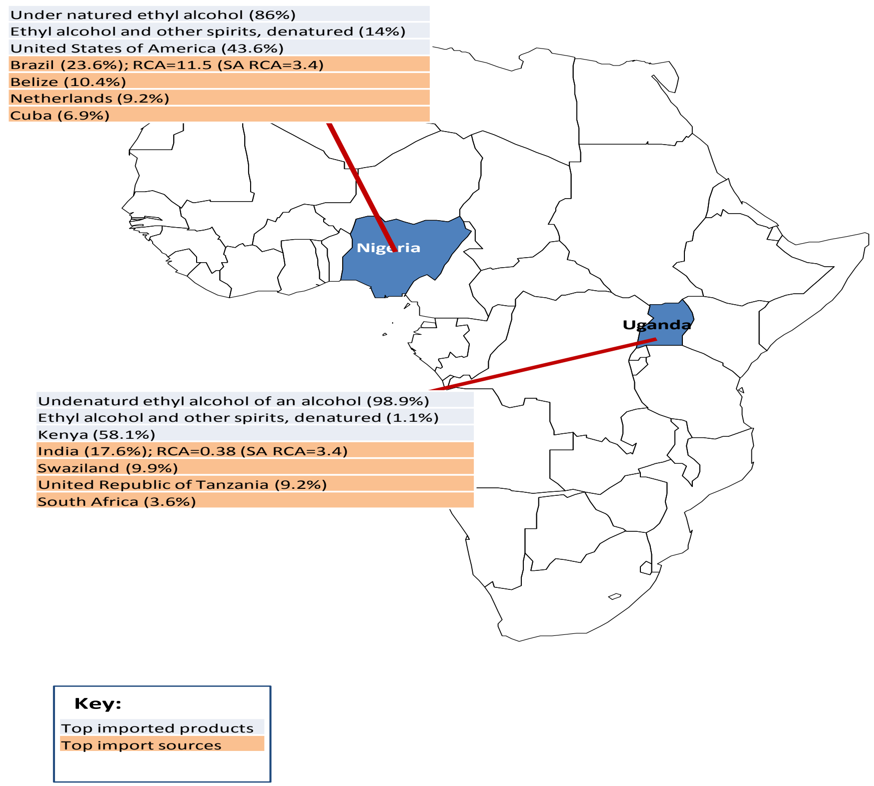
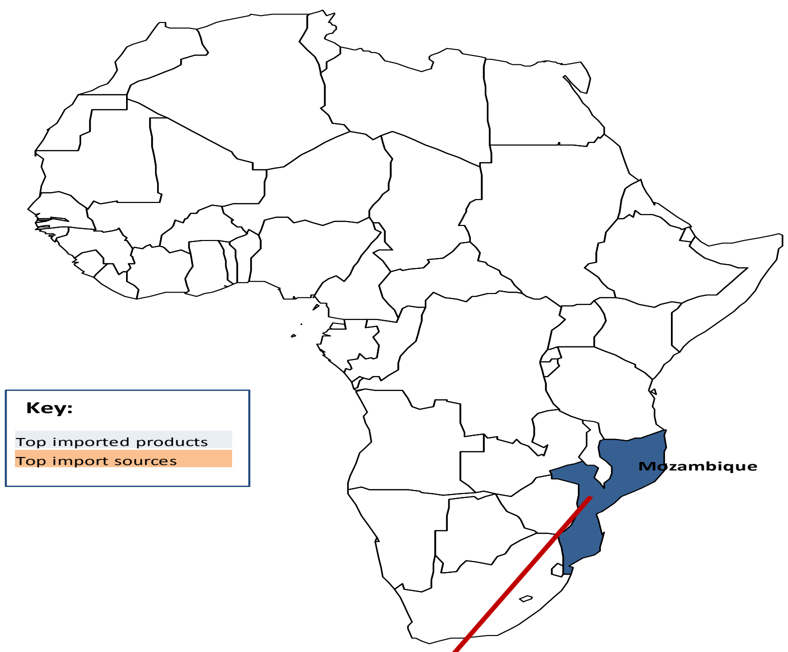


Figure A7: H2301 – Flour of meat etc., offal, fish, crustaceans etc.



Flours,meals&pellets of meat o meat offal unfit for human cons;greaves (99.8%)
Flour,meal&pellet of fish,crust,mol/oth aqua invert,unfit human cons (0.2%)
Brazil (99.6%); RCA=0.2 (SA RCA=1.2)
Portugal (0.2%)
South Africa (0.2%)

Figure A8: H2403 - Pipe, chewing and snuff tobacco unfit for human consumption

Other smoking tobacco (6.3%)
Tobacco extracts and essences (1.1%)
Homogenized or reconstituted tobacco (0.1%)
Belgium (99.1%)
Andorra (0.8%)
Denmark (0.1%)

Figure A9: H2601 - Iron ores and concentrates, including pyrites

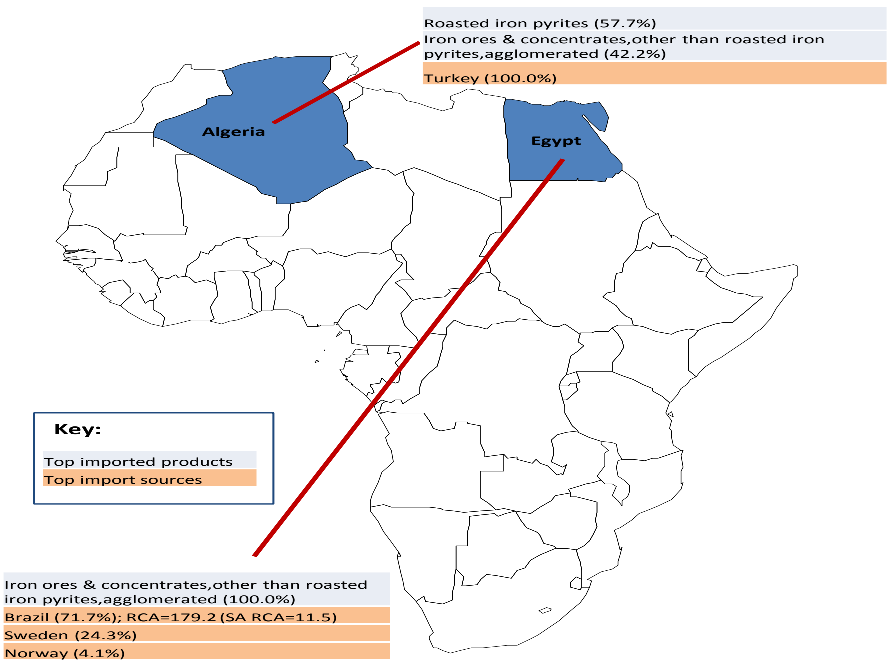


Figure A10: H2701 - Coal; briquettes, ovoids and similar solid roasted iron fuels manufactured from coal

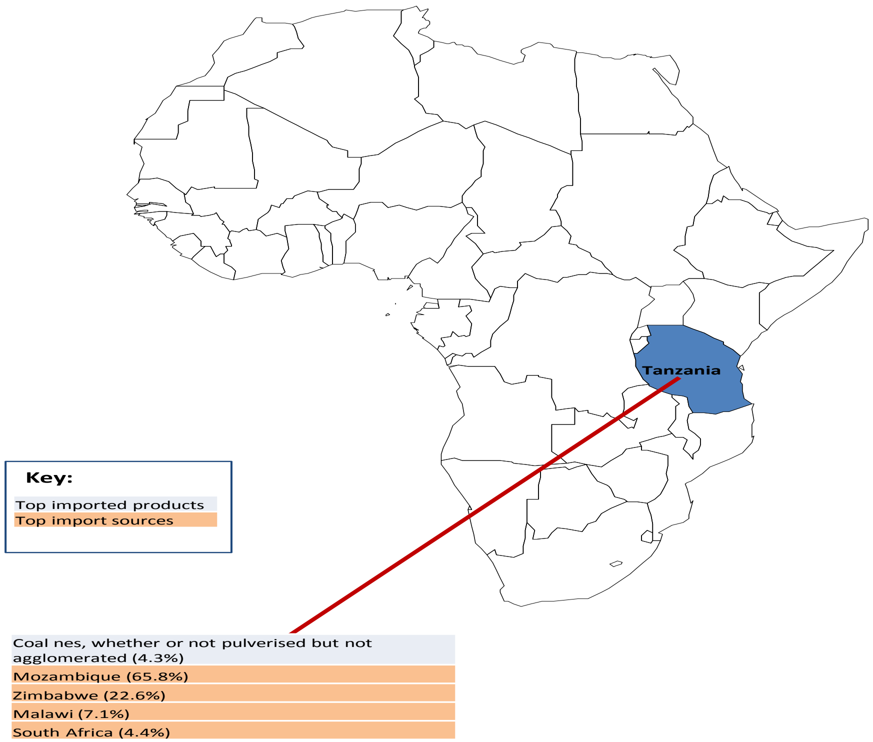


Figure A11: H2712 - Petroleum jelly; mineral waxes and similar products

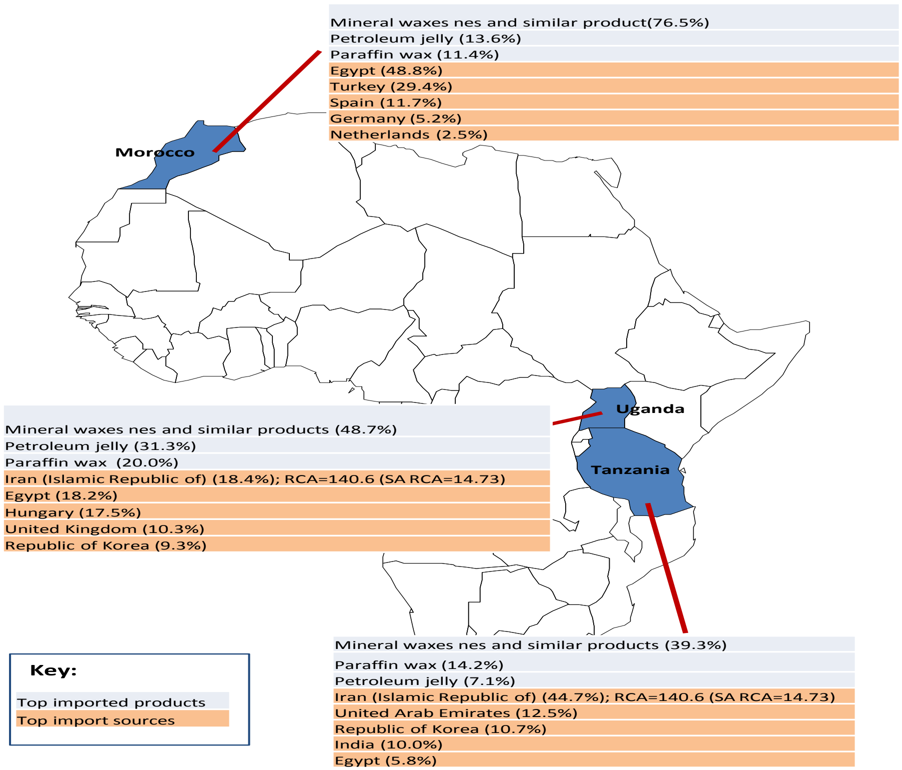


Figure A12: H2714 - Bitumen and asphalt, natural; shale and tar sands; asphaltites and asphaltic

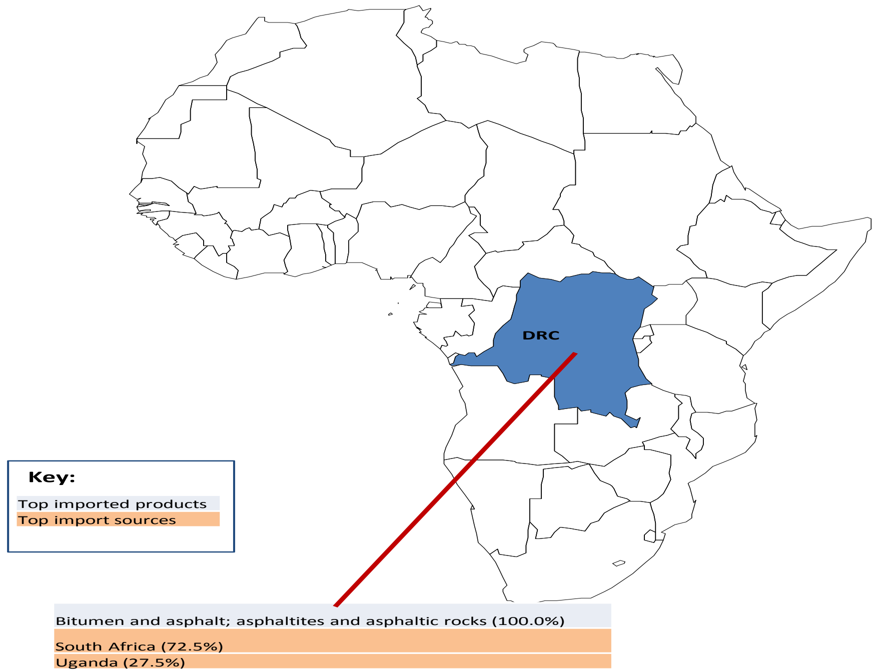


Figure A13: H2809 - Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids

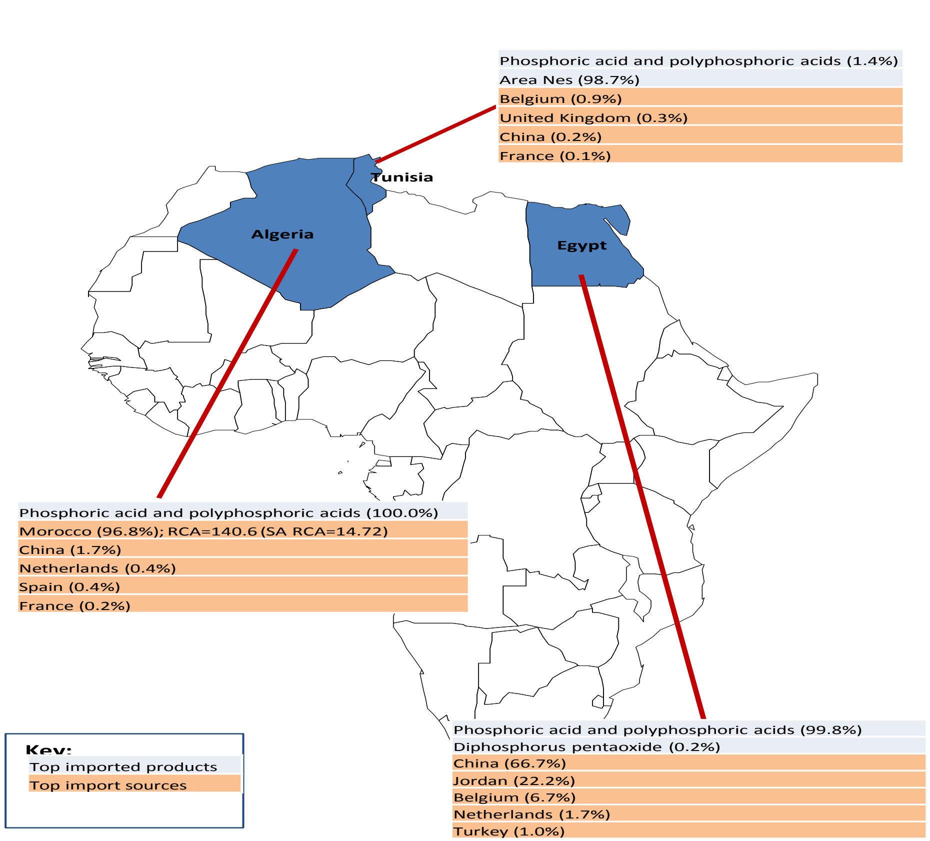


Figure A14: H2849 - Carbides, whether or not chemically defined

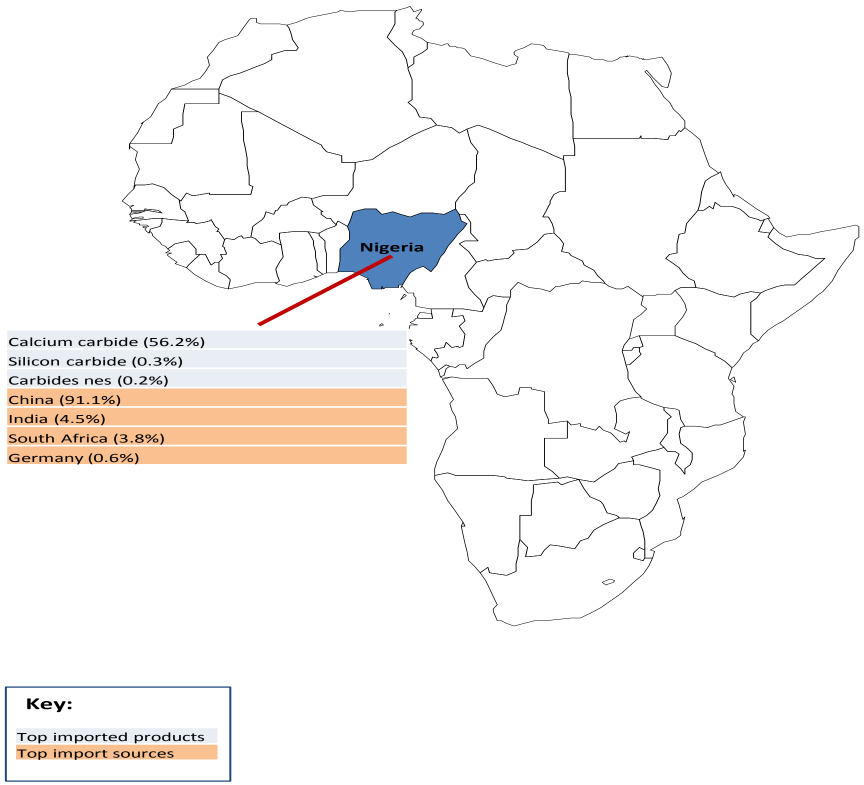


Figure A15: H2901 - Acyclic hydrocarbons

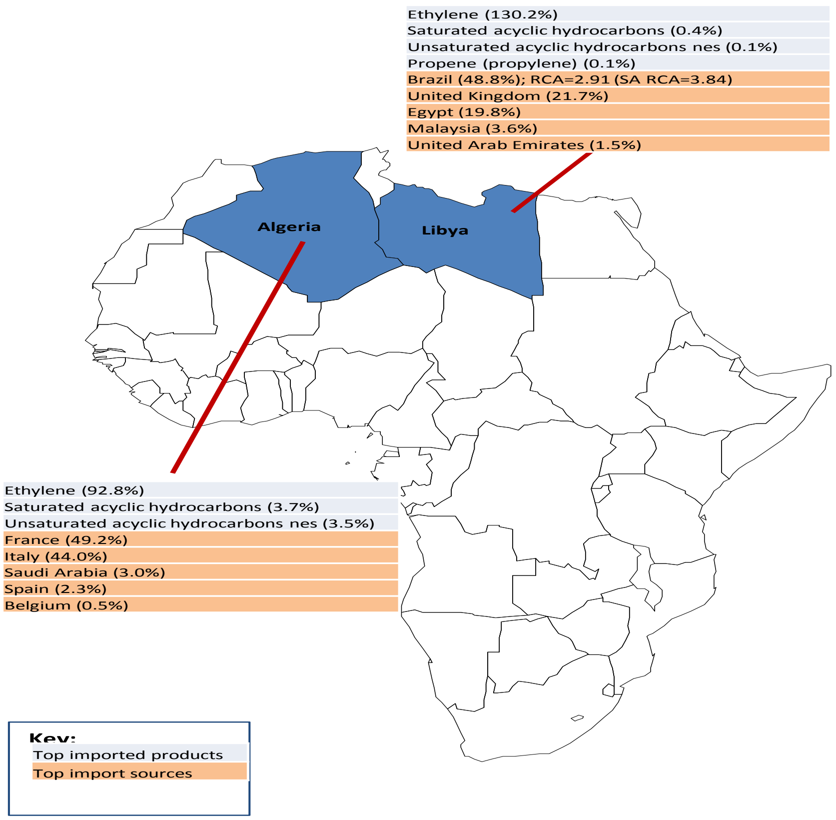


Figure A16: H2905 - Acyclic alcohols and their derivatives

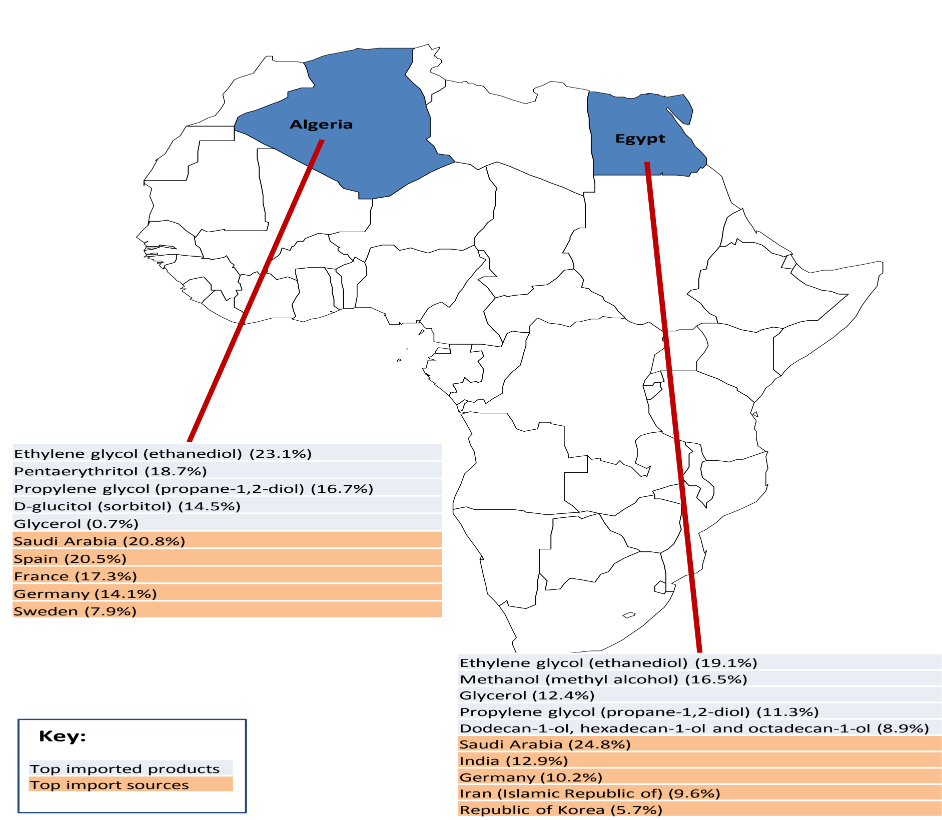


Figure A17: H2916 - Unsaturated acyclic and cyclic monocarboxylic acid and anhydrides, halides

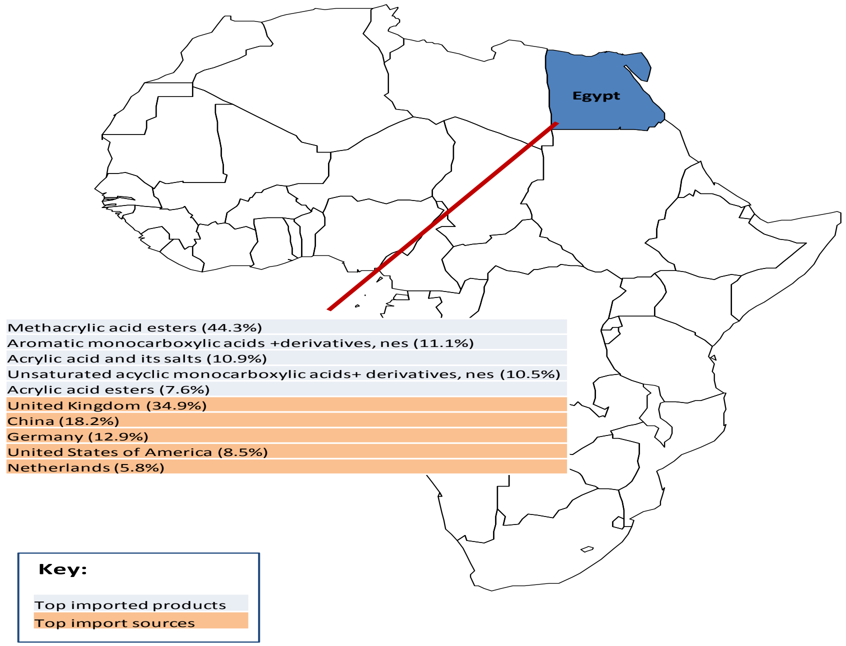


Figure A18: H3102 - Mineral or chemical fertilizers, nitrogenous

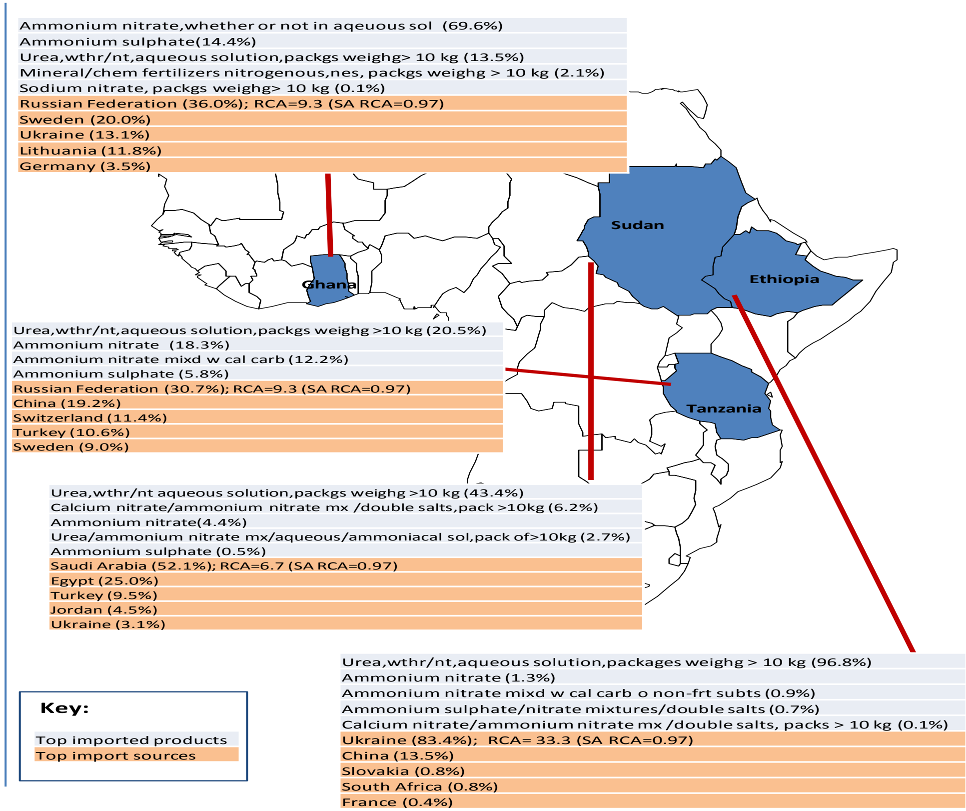


Figure A19: H3401 - Soap; organic surface-active preparations for soap use

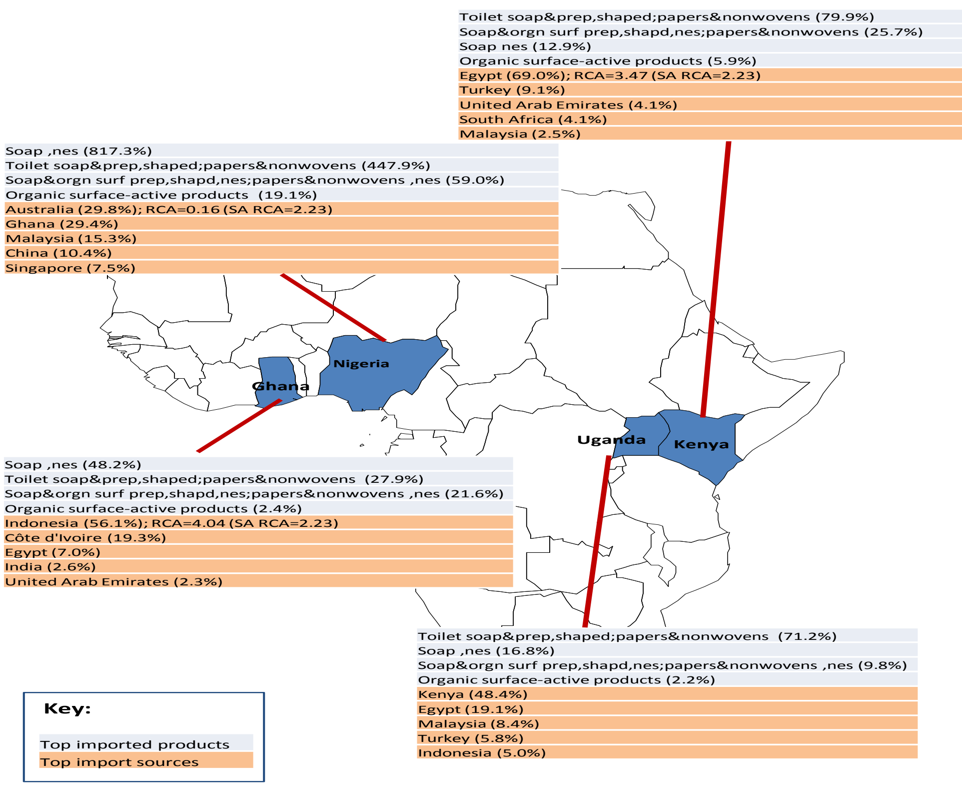


Figure A20: H3902 - Polymers of propylene or of other olefins

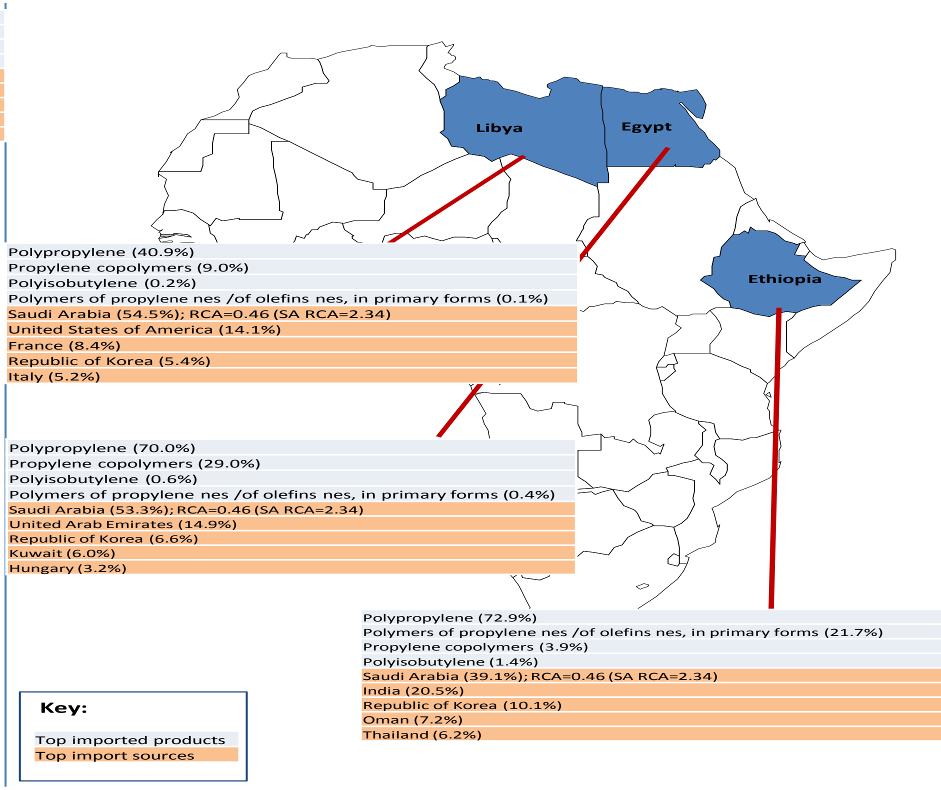


Figure A21: H7201 - Pig iron and spiegeleisen in pigs

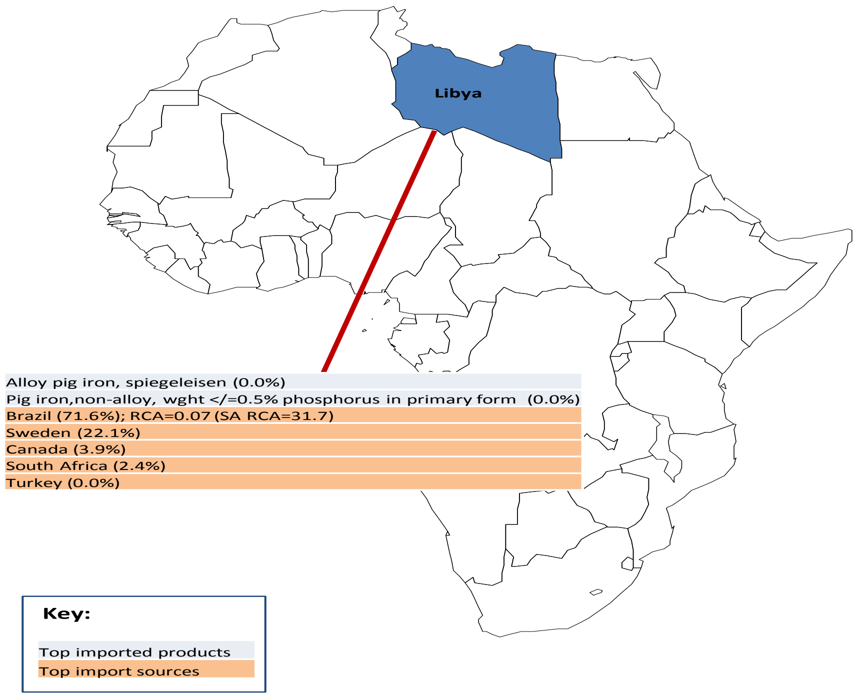


Figure A22: H7202 - Ferro-alloys

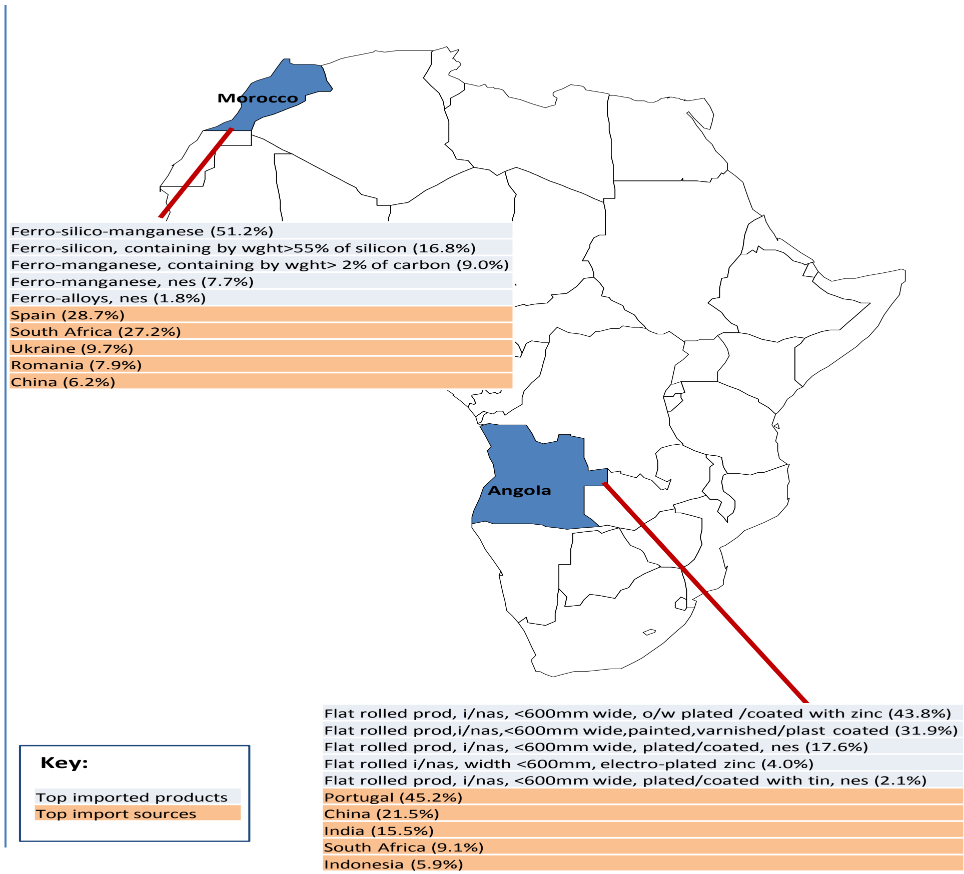


Figure A23: H7213 - Bars and rods, in irregular wound coils, of iron or non-alloy steel

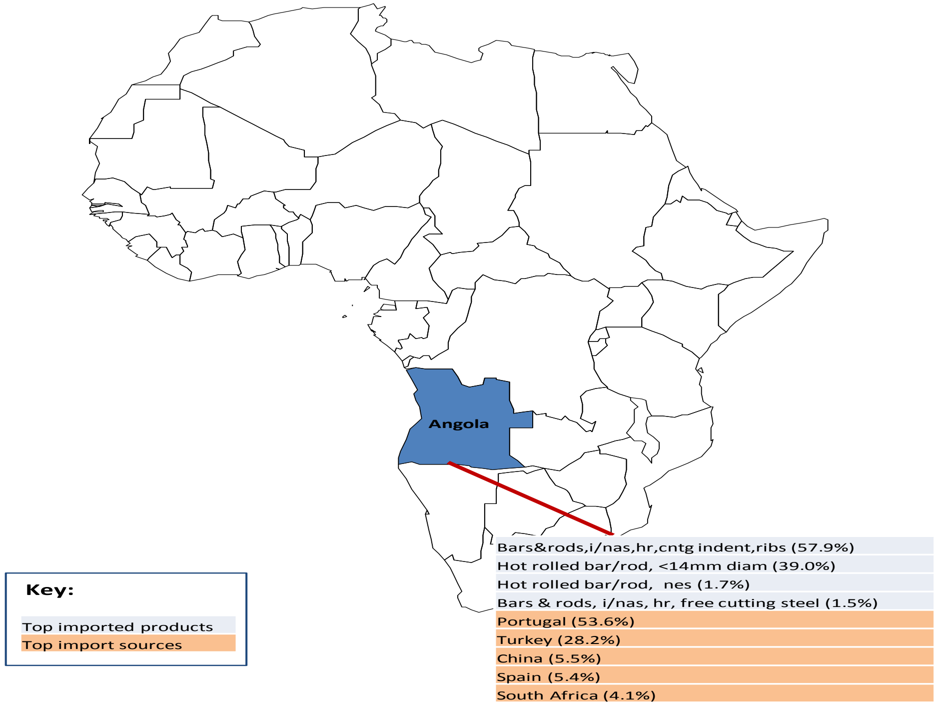


Figure A24: H7308 - Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s.)

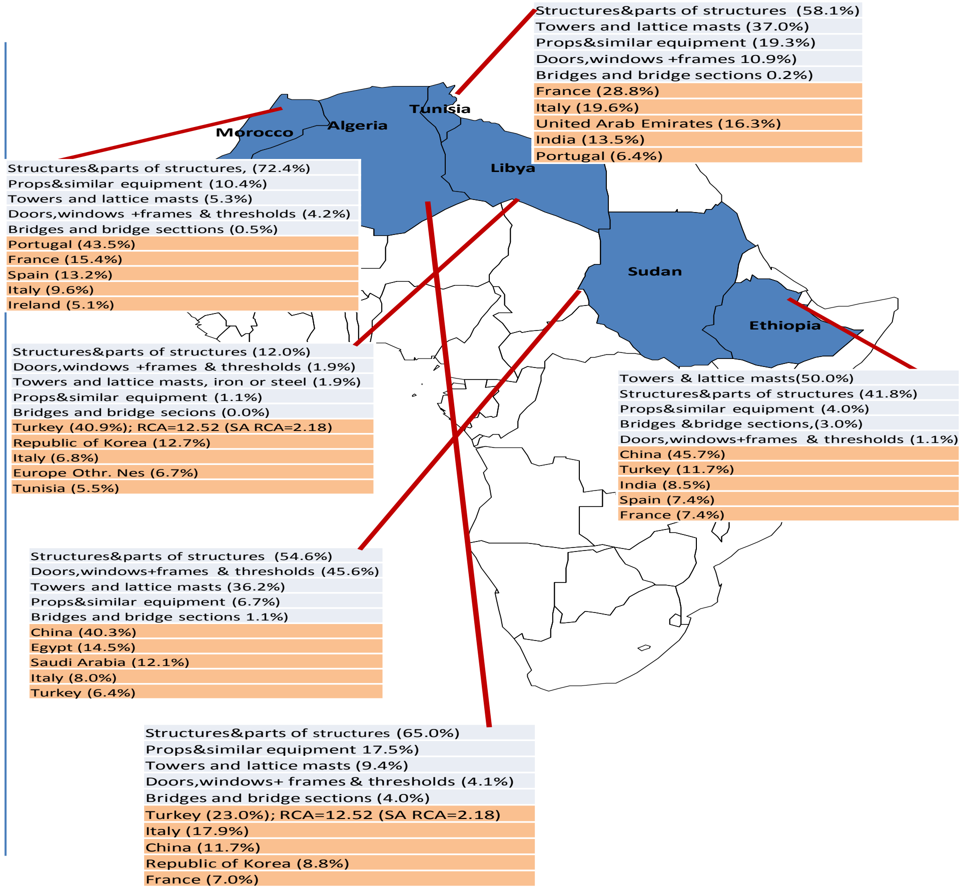


Figure A25: H7310 - Iron and steel tanks, casks, drums, cans, boxes (capacity <= 300 l)

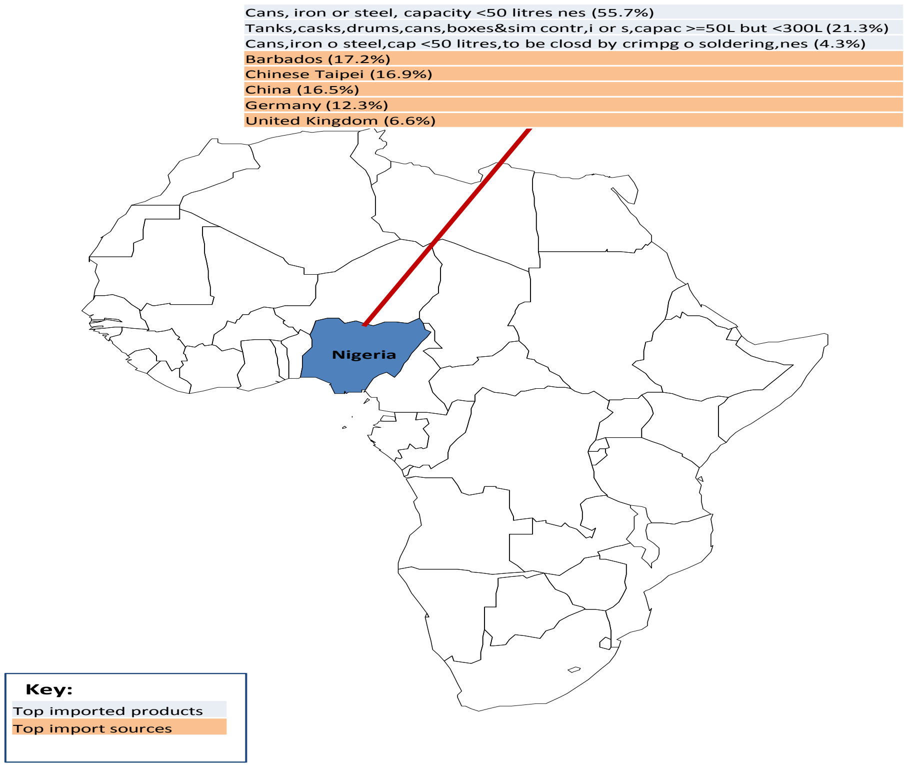


Figure A26: H7606 - Aluminium plates, sheets etc. (>0.2 mm thick)

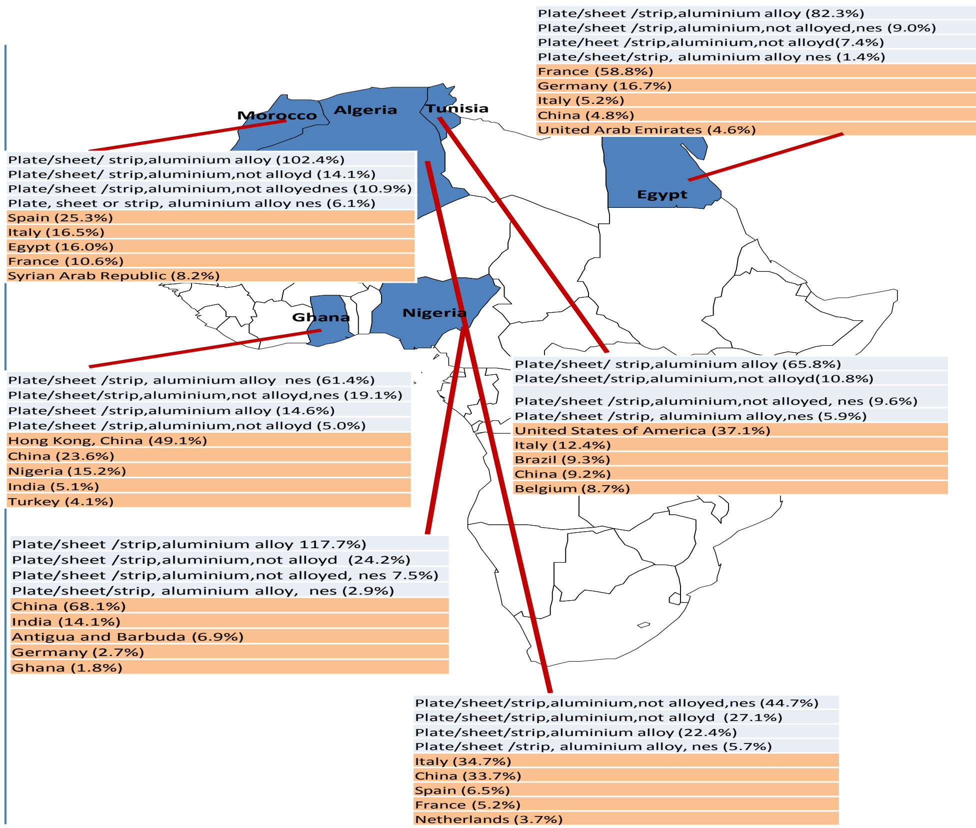


Figure A27: H8474 - Machinery for sorting/screening/washing; agglomerating/shaping mineral products

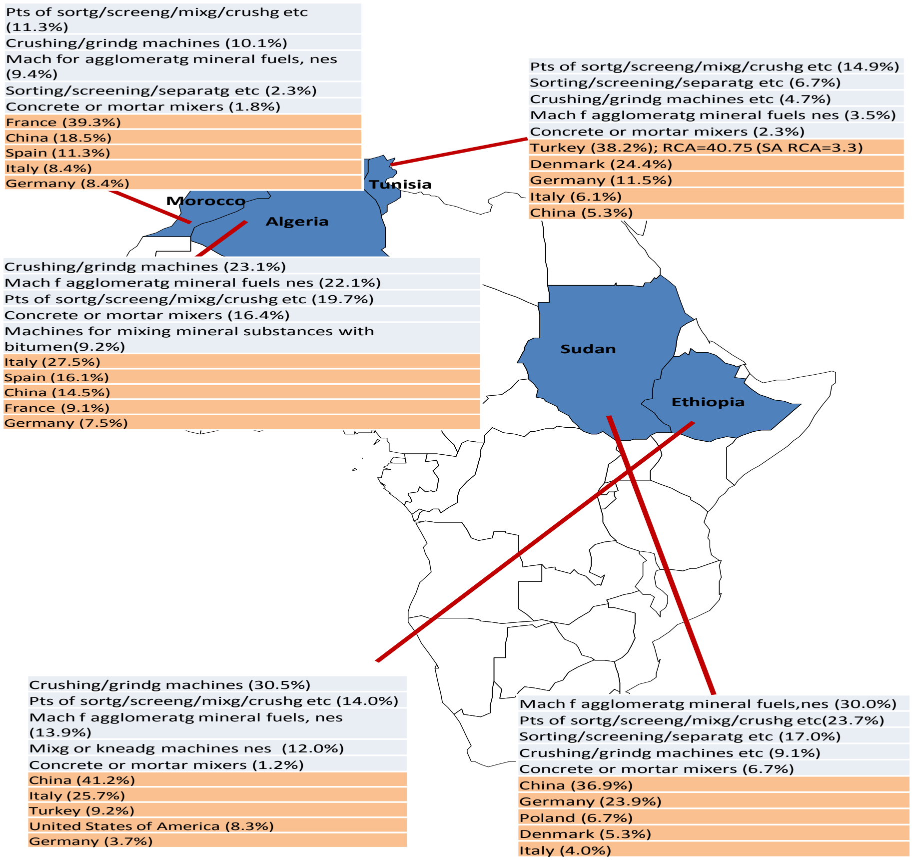


Figure A28: H8704 - Trucks, motor vehicles for the transportation of goods

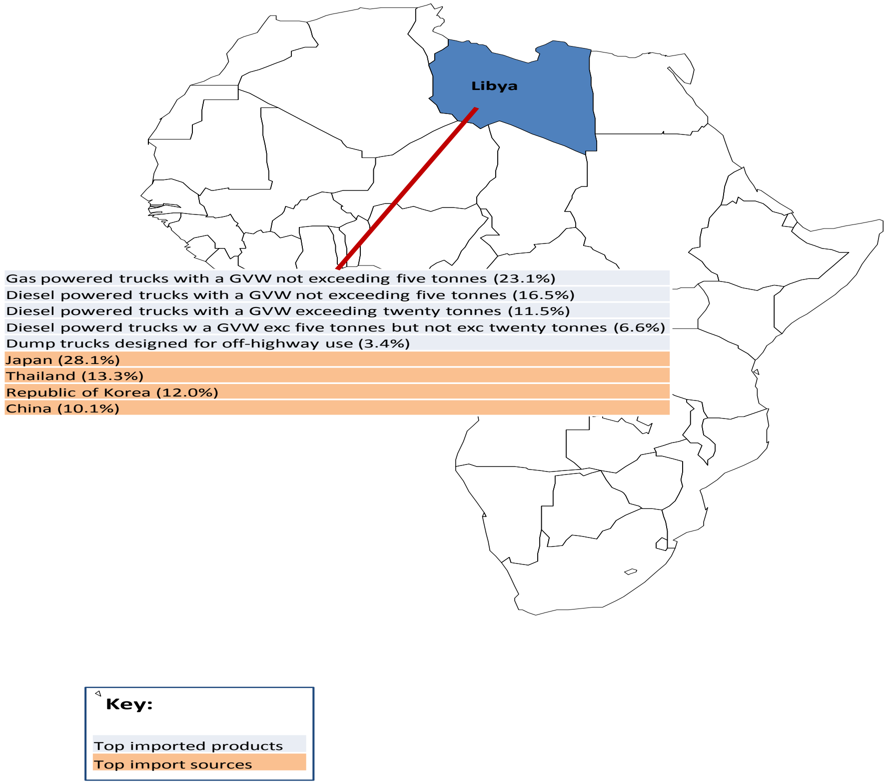


Figure A29: H7213 - Bars and rods, hot rolled, in irregular wound coils, of iron or non-alloy steel

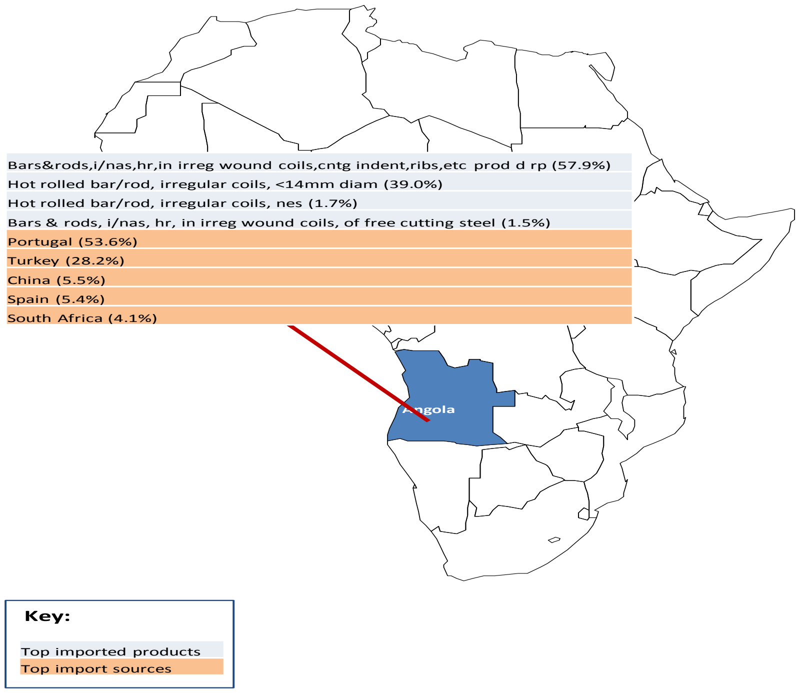
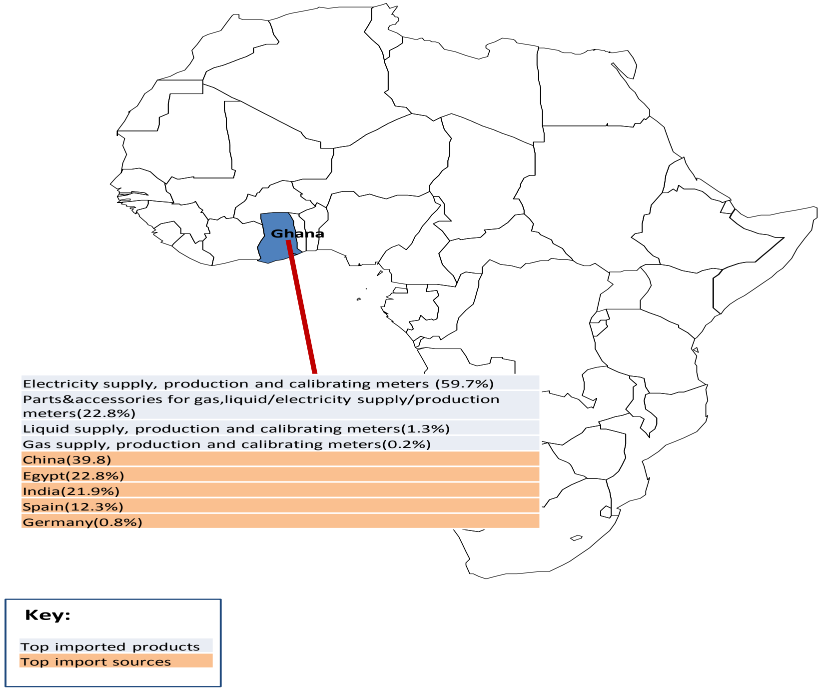


Figure A30: H9028 - Gas/liquid/electricity supply/production meters



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Department of Research and Information

Industrial Development Corporation of South Africa Limited

PO Box 784055, Sandton, 2146, Gauteng, South Africa

For further assistance or information contact:

Department of Research and Information

Tel: +27 11 269 3454 (Dianne Rymer)

Email: dianner@idc.co.za

IDC Head Office:

19 Fredman Drive, Sandown, 2196

PO Box 784055, Sandton, 2146, South Africa

Tel: +27 11 269 3000

Fax: +27 11 269 3116

Call Centre: 0860 693 888

Email: callcentre@idc.co.za

Website: www.idc.co.za