



TRADE & INDUSTRIAL POLICY STRATEGIES



Tracking quarterly trends and analysing foreign direct investment, imports and exports

TIPS EXPORT TRACKER

FOURTH QUARTER 2023

Compiled by Liako Mofu and Rapula Diale

TIPS TRACKERS

TIPS Export Tracker provides updates on export trends and identifies sectors and products that are performing well and those that are lagging.

TIPS Import Tracker provides an overview of import patterns and looks at the causes of surges in imports, and their likely impact on industry.

TIPS FDI Tracker monitors inward foreign direct investment projects. It reports on new FDI projects, analyses these, and adds them to an ongoing list of investment projects.

Trade & Industrial Policy Strategies (TIPS)
info@tips.org.za | +27 12 433 9340 | www.tips.org.za

CONTENTS

Overview of export performance.....	3
Significant product growth in exports and analysis.....	7
Significant growth in Titanium ores and concentrates	7
Significant growth in Portland cement.....	9
Significant product slump in exports and analysis.....	10
Significant slump in light oils and preparations, of petroleum or bituminous minerals.....	10
Significant slump Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground.....	12
Annexure.....	15

Disclaimer

To the fullest extent permitted by law, TIPS and its employees, directors, contractors and consultants shall not be liable or responsible for any error or omission in any of its research, publications, articles and reports (collectively referred to as reports). We make no representation or warranty of any kind, express or implied, regarding the accuracy or completeness of any information in our reports.

Our reports are made available free of charge and are prepared in good faith. Users are requested to acknowledge and correctly reference the source should they decide to use or make reference to any of our reports or any information in our reports.

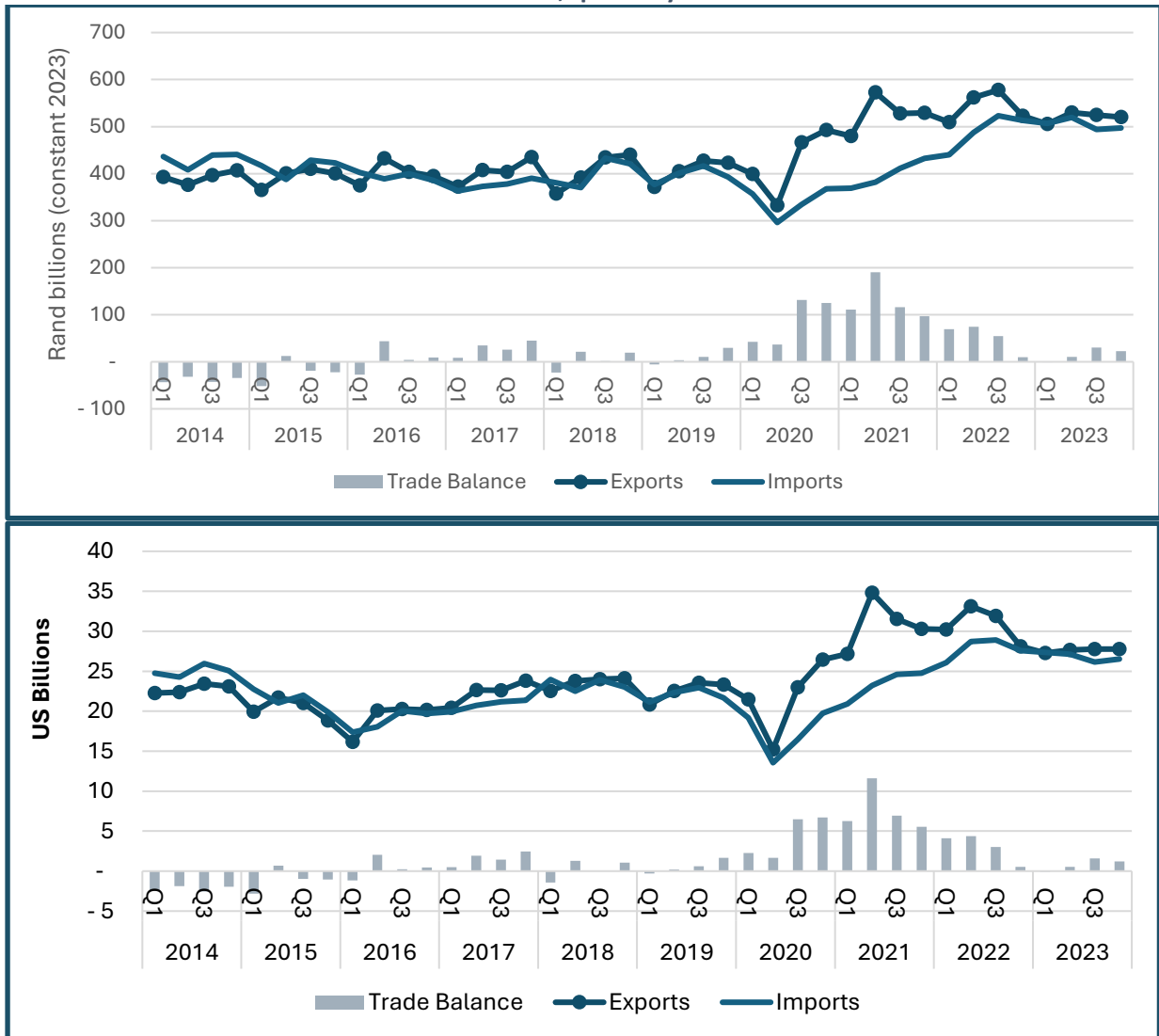
TIPS and its employees, directors, contractors and consultants shall not be liable or responsible for any use, collection, processing or transfer of any of our reports or any information in our reports.

TIPS and its employees, directors, contractors and consultants shall not be liable for any damages, losses or costs suffered arising out of its reports or any information in its reports.

OVERVIEW OF EXPORT PERFORMANCE

In the fourth quarter of 2023, South Africa registered a surplus of R22.9 billion, a third consecutive surplus since the second quarter of 2023. This was despite the drop of 0.5% in total exports, year-on-year, from R522 billion in Q4 2022 to R520 billion (in constant rand terms) in Q4 2023. The total imports to the country also saw a decline of 3.1% year-on-year from R513 billion in Q4 2022 to R497 billion (in constant rand terms) in Q4 2023.

Graph 1: Exports, imports, and trade balance in constant (2023) Rand value and current US dollar, quarterly 2014 to 2023



Source: South African Revenue Services (SARS) Statistics. Downloaded from sars.gov.za in April 2024.

In dollar terms, total exports slightly declined by 1.3% year-on-year to US\$27.7 in the fourth quarter of 2023, while imports dropped by 3.8% from US\$27.6 to US\$26.5 year-on-year, resulting in a trade surplus of US\$1.2 billion (see Graph 1).

Table 1 shows South Africa's Top 20 export product groups for the fourth quarter of 2023. The top five exports in the fourth quarter of 2023, namely: precious stones, ores, vehicles, mineral fuels and oil (continuously maintaining the Top 4 position), and iron and steel, together accounted for 61.4% of the country's total exports. Among the Top 20 export product groups, sugars and oil seeds experienced the highest growth in export value, on a year-on-year basis. Sugars grew by 96.5% from R2 billion in

Q4 2022 to R3.9 billion in Q4 2023 with Spain¹ taking the highest market share. In addition, oil seeds increased by 61.2% from R2.6 billion to R4.2 billion in the same period, attributable to high demands in Bangladesh and India which seem to be highly prominent in Q3 2023 and Q4 2024.²

Table 1: Top 20 sectors, Q4 2022 to Q4 2023

HS Code	Sectors	VALUE (R BILLIONS)		SHARES %		ANNUAL GROWTH RATE	TOP EXPORT MARKET
		2022-Q4	2023-Q4	2022-Q4	2023-Q4		
'71	Precious stones	108.2	90.7	21.8%	17.4%	-16.2%	Areas NES; US
'26	Ores	56.9	78.4	11.5%	15.1%	37.8%	China
'87	Vehicles	48.7	66.4	9.8%	12.8%	36.3%	Germany
'27	Mineral fuels and oils	69.0	53.0	13.9%	10.2%	-23.2%	India
'72	Iron and steel	23.1	29.4	4.7%	5.6%	27.0%	China
'84	Machinery (industrial)	28.6	28.7	5.8%	5.5%	0.2%	Germany
'08	Fruit and nuts	12.2	13.0	2.5%	2.5%	6.9%	Netherlands
85	Electrical machinery	9.3	10.7	1.9%	2.1%	15.0%	Namibia
'76	Aluminium	8.5	9.2	1.7%	1.8%	8.0%	US
'22	Beverages, spirits and vinegar	6.6	7.6	1.3%	1.5%	16.3%	UK
'28	Inorganic chemicals	6.5	6.5	1.3%	1.3%	0.7%	UK
'39	Plastics	7.4	6.4	1.5%	1.2%	-13.8%	Zambia
'38	Chemical products	6.4	5.8	1.3%	1.1%	-8.3%	Germany
'73	Articles of iron or steel	5.5	5.8	1.1%	1.1%	5.0%	Zambia
'10	Cereals	5.2	5.5	1.0%	1.1%	5.9%	Zimbabwe
'29	Organic chemicals	4.7	5.4	1.0%	1.0%	13.2%	Belgium
'47	Pulp of wood	5.5	5.2	1.1%	1.0%	-6.0%	India
'74	Copper	5.0	4.5	1.0%	0.9%	-10.4%	China
'12	Oil seeds and oleaginous fruits	2.6	4.2	0.5%	0.8%	61.2%	Bangladesh
'17	Sugars and sugar confectionery	2.0	3.9	0.4%	0.8%	96.5%	Spain

Source: Calculated from ITC Trade Map data. Downloaded from www.trademap.org. in April 2024.

Note: *Area Not Elsewhere Specified.

There were significant drops in mineral fuels from Q4 2022 to Q4 2023, with a 23.2% fall (see Table 1). This drop was attributable to the significant falls in demand in a number of countries, such as Netherlands (81%), the Republic of Korea (63%), and Germany (42%). Another decline was seen in precious stones, with a 16.2% fall in the same period, despite it maintaining the top position as South Africa's highest value export. Significant drops in export values were due to declines by Japan and the US. The value of exports of precious stones to Japan fell by 45% from R23 billion in Q4 2022 to

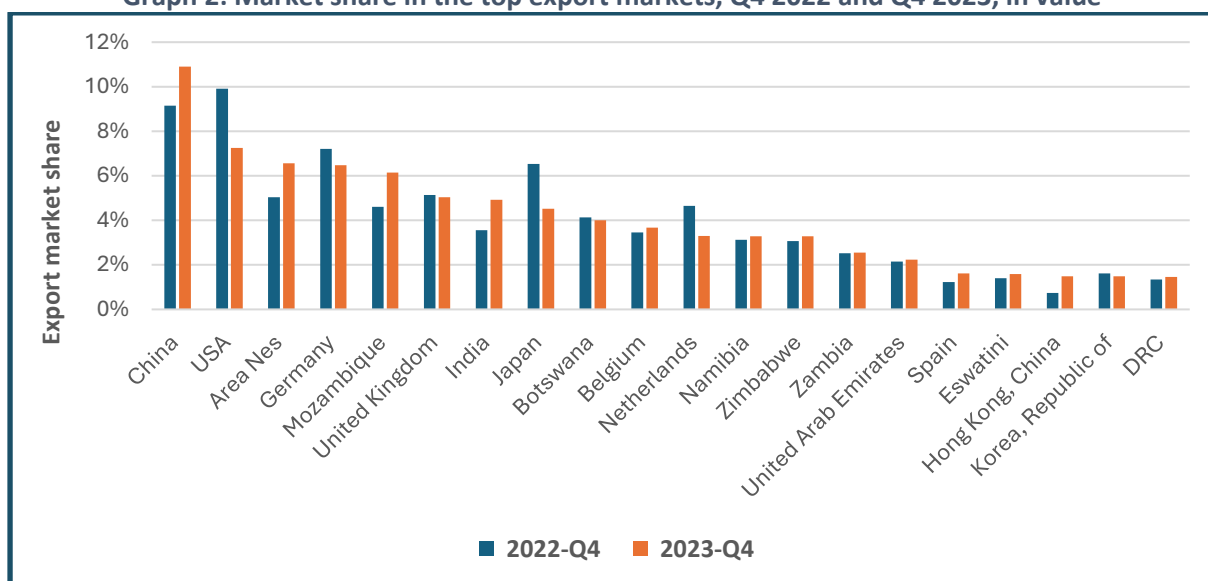
¹ South Africa's exports of sugars and sugar confectionery to Spain are reported inconsistently. Q4 2022 shows zero exports making a huge increase of R782 million in Q4 2023.

² Historical data shows that South Africa had not been exporting oil seeds to Bangladesh until Q3 2023. It also shows unusual spike for India from Q3 2023. This spike will be investigated in the future edition of this bulletin.

R13 billion in Q4 2023. For the US, the value of exports shrank by 37% from R22 billion to R14 billion in the same period.

Graph 2 shows the market share in the top export markets in Q4 2022 and Q4 2023 in value terms. China continues to be South Africa’s top export market, with a share of 11% to the value of R37.9 billion in Q4 2023. This demonstrates a year-on-year increase of 9% from Q4 2022. The highest five exported products from South Africa to China in Q4 2023 were ores (66.6%), iron and steel (12.9%), copper (6.1%), wool (2.1%) and wood pulp (1.9%), together accounting for 90% of the value of total products exported to China by South Africa. Of the top five export products from South Africa to China, iron and steel saw the highest year-on-year growth with 54.3%, followed by ores with 46.6%, to the value of R7.3 billion and R37.8 billion respectively in Q4 2023. In contrast, wood pulp and copper declined by 27.7% and 12.3% respectively to the value of R1 billion and R3.4 billion respectively in the same period.

Graph 2: Market share in the top export markets, Q4 2022 and Q4 2023, in value



Source: Calculated from ITC Trade Map data. Note: Area NES (Not Elsewhere Specified) refers to a partner who could not be identified or whose information is confidential. Downloaded from www.trademap.org in May 2024.

In the fourth quarter of 2023, the US surpassed Germany to reclaim the position of South Africa’s second largest export market with a 7% market share valued at R37.7 billion. However, this was a significant 23.2% decrease from the fourth quarter of 2022 and a 4.9% decline from the third quarter of 2023. Of the top five export products from South Africa to the US in the quarter under review, only the ores grew on a year-on-year basis while the other top four export products declined in the same period. The products which dropped in export share between Q4 2022 and Q4 2023 are precious stones (36.6%), vehicles (1%), products in the category of nuclear reactors, boilers, machinery and appliances; parts thereof (14.4%) and iron and steel (32.2%). Similarly, ores grew by a notable 103.9% on quarterly basis from Q3 2023 to Q4 2023. In addition, precious stones went up by 14.6% between the third and the fourth quarters of 2023. The products that experienced a decline in the exports from South Africa to the US from Q3 2023 to Q4 2023 are Vehicles (0.7%); products in the category of nuclear reactors, boilers, machinery and appliances; parts thereof (14.4%); and iron and steel (17.6%).

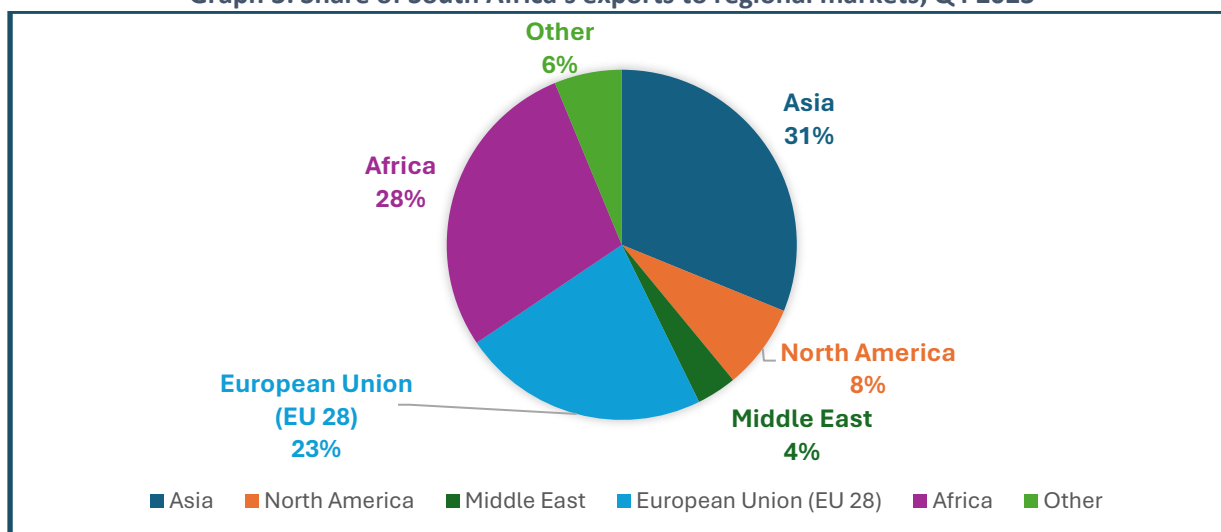
Germany slipped to the fourth position, after the areas not specified (Area Nes)³, of South Africa’s largest export markets with 7%. The total exports to Germany fell by 5.7% a year-on-year from

³ Refers to a partner who could not be identified or whose information is confidential.

R35.7 billion in Q4 2022 to R33.7 billion in Q4 2023 and dropped by 16.8% from R40.5 billion in Q3 2023 to R33.6 in Q4 2023. Exports to Germany were driven by a significant 39.5% increase in vehicles on a year-on-year basis, though the exports fell by 29.9% between Q3 2022 and Q4 2023. Notable declines in South Africa's exports to Germany were also recorded on year-on-year basis in precious stones (49.1%), ores (46.8%) and mineral oils (42.2%). A significant increase of 260.1% was experienced in mineral oils from the third quarter to the fourth quarter of 2023, whereas the other top four products dropped on quarterly basis for vehicles, precious stones, nuclear reactors and ores with 29.9%, 15.2%, 5.2% and 10.3% respectively.

Graph 3 illustrates the share of South Africa's exports to regional markets in the fourth quarter of 2023. Asia continues to be South Africa's top export region with 31% at the value of R162 billion in the quarter under review. This demonstrated a 13.4% increase from the fourth quarter of 2022 and a 0.3% rise from the third quarter of 2023. Asia was followed by the African region, which registered 28% of South Africa's exports to the value of R146.7 billion in Q4 2023, and a 12.3% rise from Q4 2022. The European Union (EU 28) absorbed 23% of South Africa's exports, valued at R118.8 billion in the quarter under review, an 8.1% drop from the fourth quarter in the previous year. It also fell by 6.8% from R127.5 billion in the Q3 2023. North America and the Middle East accounted for 8% and 6%, valued at R41 billion and R19.2 billion respectively in Q4 2023. North America experienced the largest fall of South Africa's exports in year-on-year terms at 22.5%. The Middle East went up by 12.9% from the fourth quarter of 2022.

Graph 3: Share of South Africa's exports to regional markets, Q4 2023



Source: Calculated from ITC Trade Map data. Downloaded from www.trademap.org in June 2024.

Looking at the rest of Africa, South Africa's exports to the rest of Africa climbed 12.3%, up from R130.6 billion in the fourth quarter of 2022 to R146.7 billion in the fourth quarter of 2023. South Africa's five largest export markets in the African region were Mozambique⁴ (21.8%), Botswana (14.2%), Namibia (11.6%), Zimbabwe (11.6%) and Zambia (9.0%), valued at R32 billion, R20.8 billion, R17.1 billion, R17.1 billion and R13.3 billion respectively in Q4 2023.

⁴ The R32 billion of exports to Mozambique include commodities to the value of R19 billion that are assumed to be in transit, through the Port of Maputo. Mozambique is not their final destination. Excluding these exports would reduce the share of South Africa's exports to Mozambique from 21.8% to 8.8% valued at R12.9 billion in Q4 2023. The following minerals are considered to be destined for the Chinese market: HS2610 Chromium ores and concentrate (R8.2 billion); HS7202 Ferro-alloys (R6.5 billion); HS2601 Iron ore and concentrates (R2.7 billion); and HS2701 Coal, briquettes (R1.6 billion).

The fourth quarter of 2023 saw increases in demand for South Africa’s exports by the top five African export markets, both on a year-on-year and quarterly basis. Mozambique grew by 40.2% although this mainly includes exports through Mozambique to China. After removing those exports the growth was 21.8%, followed by Zimbabwe (12.3%), Namibia (10.2%), Zambia (5.8%) and Botswana (1.6%). As observed in preceding Export Tracker publications, Mozambique export figures include transit products to China such as mineral ores and alloys (see Footnote 4). Growth in exports to Zimbabwe is attributable to maize (5.5%) valued at R946.7 million, motor vehicles (5.0%) valued at R853.8 million, petroleum oils (3.6%) at R621 million, organic surface-active agents (2.7%) and petroleum gas (2.6%).

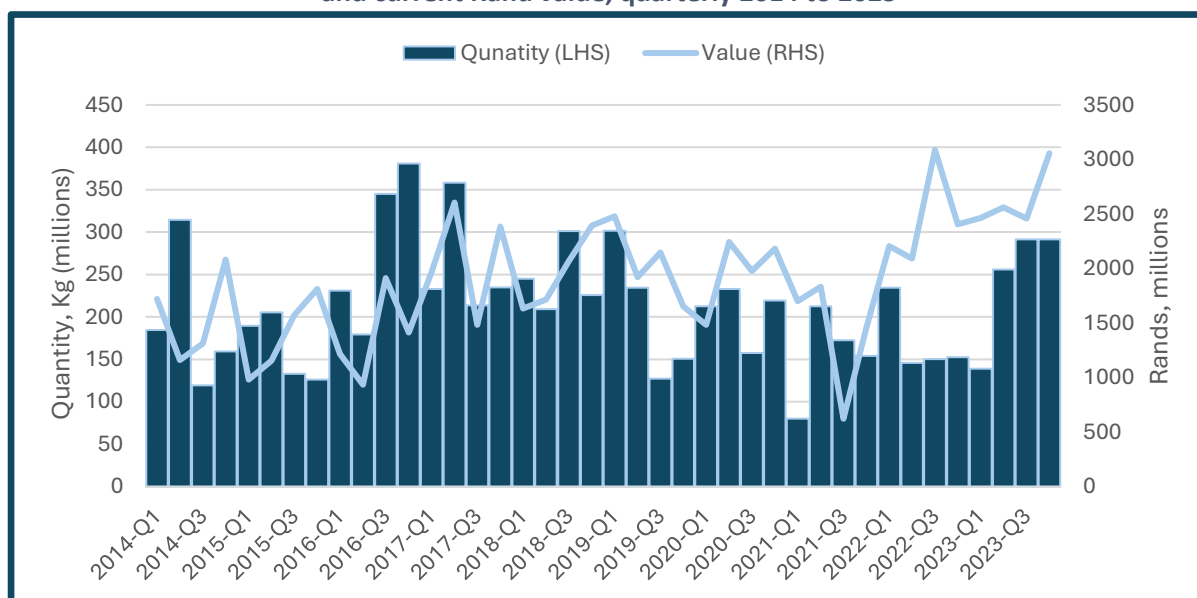
SIGNIFICANT PRODUCT GROWTH IN EXPORTS AND ANALYSIS

Significant growth in titanium ores and concentrates

HS 26140000 Titanium ores and concentrates

Titanium ores and concentrates encompasses a group of ores and concentrates of titanium, before any significant processing. Titanium ores are mined and undergo processing steps to remove impurities and increase the titanium content. The metal’s strong, lightweight characteristics make it suitable for use in various industries, such as the aerospace, construction, consumer goods and chemicals industries, and particularly in paints and varnishes where titanium dioxide is a key ingredient in pigment and filler.⁵ Graph 4 shows that the overall export value, in current rand terms, of South Africa’s titanium ores and concentrates has risen. This is mainly driven by the demand by the aerospace industry.⁶ The export by quantity of titanium ore and concentrate has shown a cyclical trend, typically peaking in the second quarter and declining in the third, with a notable spike in 2016-2017 when export by quantity peaked in Q4 2016 due to high demand from China. Another notable surge was seen in 2023, with Q4 exports reaching 291 million kilograms (R3.05 billion), driven primarily by substantial demand from the US (78.6% Q-o-Q) and China (46.9% Q-o-Q).

Graph 4: South Africa’s exports of titanium ores and concentrates in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

⁵ <https://www.globaltrademag.com/titanium-prices-to-keep-elevated-on-production-shortages-and-rising-demand-from-the-paint-and-aerospace-industries/>

⁶ <https://www.mheavytechnology.com/news/titanium-slag-production/>

The US and China consistently lead in South Africa’s titanium ore and concentrate exports in volumes, demonstrated by Graph 5. While the US has had considerable fluctuations, with peaks in Q1 2019 (106.5 million kg) and Q4 2014 (97.5 million kg), exports to China rose significantly. In Q1 2017 exports to China rose by 53% to 166 million kg, accounting for 30% of total exports of this product. By Q4 2024, exports to China accounted for 46% of total exports, while those to the US declined to 21%.

In terms of export values, in current rands, the US has been a key market, averaging 31% since 2014. Other key players include Japan, which accounted for 19% of South Africa’s exports in Q4 2023. Belgium emerged as a notable market in the latter part of the review period, with 17% (R371 million) of total exports in Q1 2022. By Q4 2023, exports of titanium oils and concentrates to Belgium accounted for 35% of South Africa’s exports, becoming the largest export destination of the product, while the US accounted for 23%. China⁷ is the sixth largest export destination in values.

Graph 5: Top 10 export markets for South Africa’s Titanium ores and concentrates in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

⁷ China is the largest export destination in volumes but is the sixth in value terms. Its unit prices show high fluctuations and are very low compared to other countries in the top five. For instance, in Q3 2023, China’s price per kg is R1.38 while it ranges between R17 and R29 for the top five countries (in value terms).

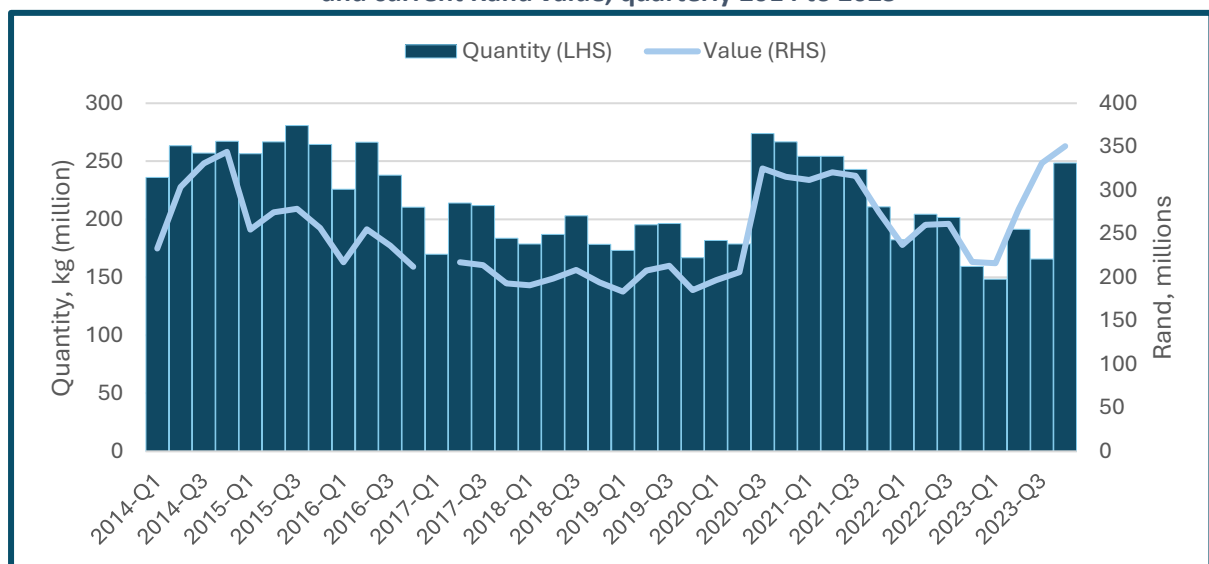
Significant growth in Portland cement

HS 25232900 Portland cement (excluding white, whether or not artificially coloured)

Portland cement is a fine grey powder and a type of hydraulic cement, essential in construction and infrastructure projects due to its versatility, strength, and durability. As a primary ingredient in concrete, Portland cement acts as a binder, gluing together sand, gravel, and crushed rock.⁸ The concrete from Portland cement forms the foundation of most modern buildings, bridges, dams, and other structures. Its ability to set and harden under water, combined with its strong binding properties, makes it indispensable in the construction industry.

The export of Portland cement by quantity generally fluctuated between 200 and 300 million kilograms from 2014 to 2016, peaking at 280 million kilograms in Q3 2015. This was followed by a more noticeable decline, with exports fluctuating between 150 million and 200 million kilograms from 2017 to 2020. Exports surged in the latter part of Q3 2023, with quantities rising above 200 million kilograms in 2021. This upward trend gradually declined to a period low of 148 million kilograms in Q1 2023 before closing at 248 million kilograms in Q4 2023. By Q3 2020, export values in current rands rose to R325 million. However, by the last quarter of the observed period (Q4 2023) the value stood at R350 million.

Graph 6: South Africa's export of Portland cement in quantity and current Rand value, quarterly 2014 to 2023



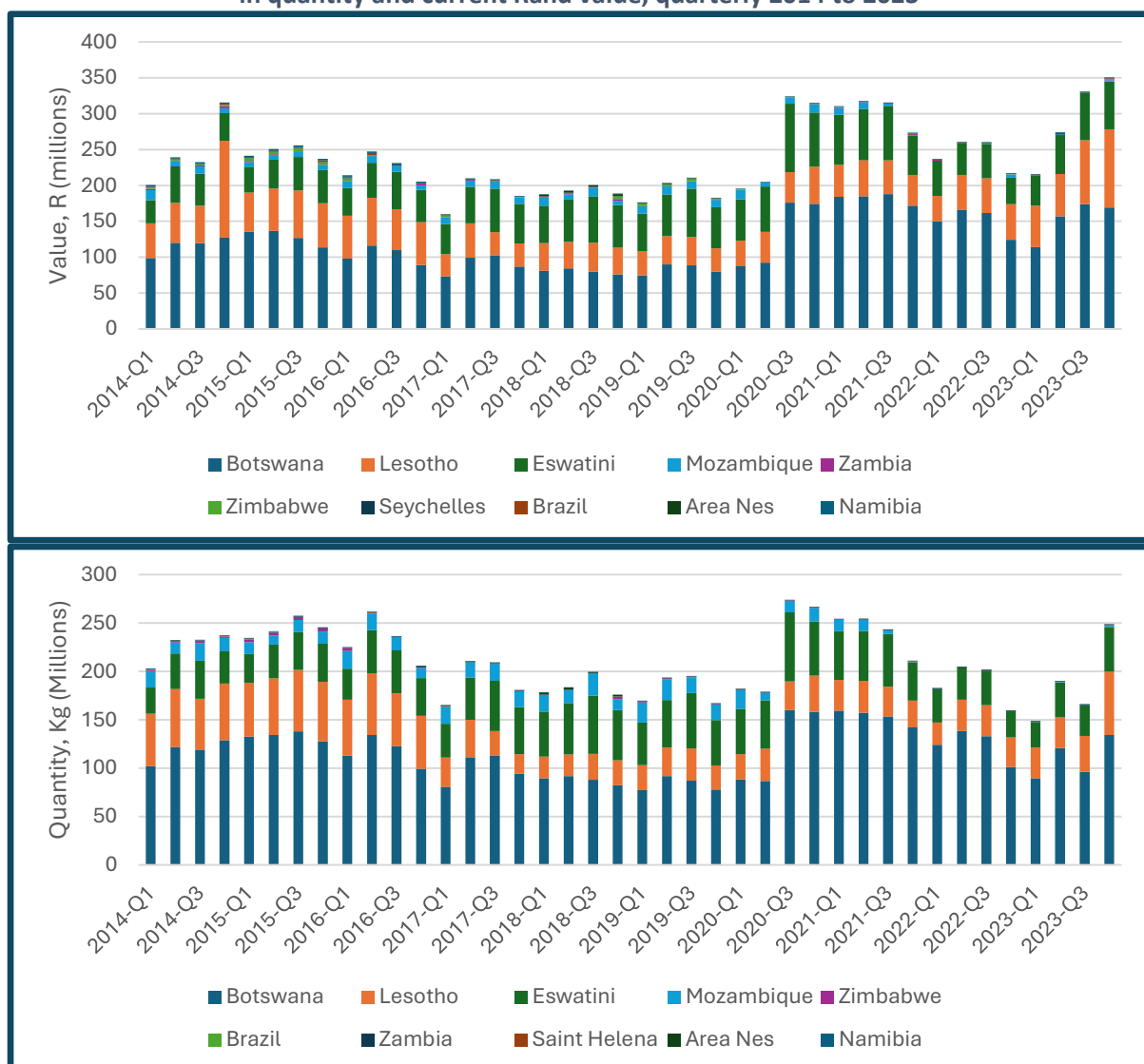
Source: Calculated from ITC Trade Map data. Note: value for Q1 2017 is excluded due to data error.

Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

Exports of Portland cement are primarily within the Southern African Development Community (SADC), accounting for 99% of the total quantity in Q4 2023. Botswana led with 54% (134 million kilograms) of the total exports for this product group, followed by Lesotho with 26% (65 million kilograms) and Eswatini with 18% (46 million kilograms). A similar trend is observed in export values in current rands, with the SADC contributing 99.4% of the total export value in Q4 2023. Botswana dominated with 48%, while Lesotho and Eswatini accounted for 31% and 19%, respectively (see Graph 7).

⁸ [https://cemcon-sa.org.za/faq/cement/#:~:text=Portland%20cement%20is%20an%20extremely,the%20earth's%20most%20common%20minerals.&text=Mixed%20together%20in%20the%20correct,\(clinker\)%20with%20hydraulic%20properties.](https://cemcon-sa.org.za/faq/cement/#:~:text=Portland%20cement%20is%20an%20extremely,the%20earth's%20most%20common%20minerals.&text=Mixed%20together%20in%20the%20correct,(clinker)%20with%20hydraulic%20properties.)

Graph 7: Top 10 export markets for South Africa's Portland cement in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

SIGNIFICANT PRODUCT SLUMP IN EXPORTS AND ANALYSIS

Significant slump in light oils and preparations, of petroleum or bituminous minerals

HS 27101235 Light oils and preparations of petroleum or bituminous minerals which $\geq 90\%$ by volume "including losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): Residual fuel oils.

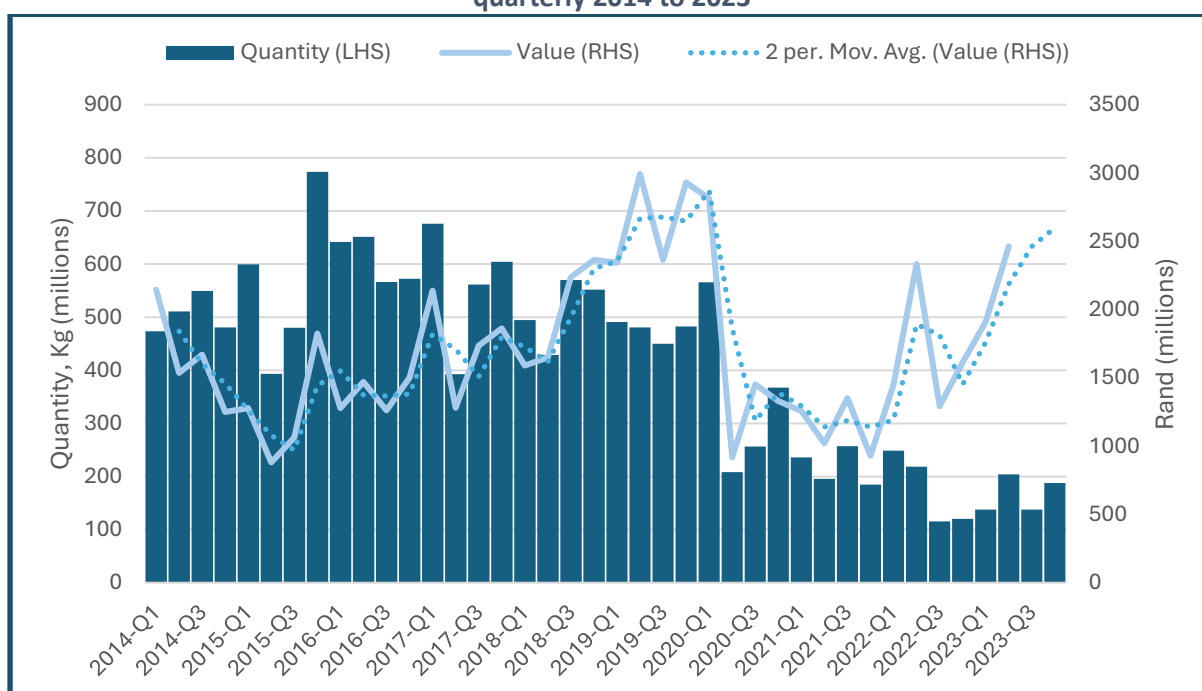
Light oils and preparations of petroleum or bituminous minerals to a category of refined petroleum products is characterised by their distillation properties. These include naphtha, gasoline, kerosene, and certain grades of diesel.⁹ These products are primarily used as fuels in internal combustion

⁹ <https://www.freightnews.co.za/customs/tariffs/189314/light-oils-and-preparations>

engines, particularly in automobiles or for heating, lighting, and as jet fuel (aviation kerosene) and have specific physical and chemical properties.

The export by quantity of light oils and preparations of petroleum or bituminous minerals gradually decreased from 474 million kilograms in Q1 2014 to 188 million kilograms in Q4 2023, with a significant drop of 53% in Q2 2020. Conversely, export value in current prices showed an increasing trend from R214 million in Q1 2014 to R293 million in Q1 2020, marking a 26% rise. This was followed by a sharp decline of 48% between Q1 2020 and Q3 2020. The value of exports had an unexplained spike at R4.8 billion in Q3 2023¹⁰ before settling at R2.6 billion in Q4 2023 in line with its historic value (see Graph 9).

Graph 8: South Africa's export of Light oils and preparations, of petroleum or bituminous minerals in quantity, current Rand value and 2 period moving average current Rand value, quarterly 2014 to 2023



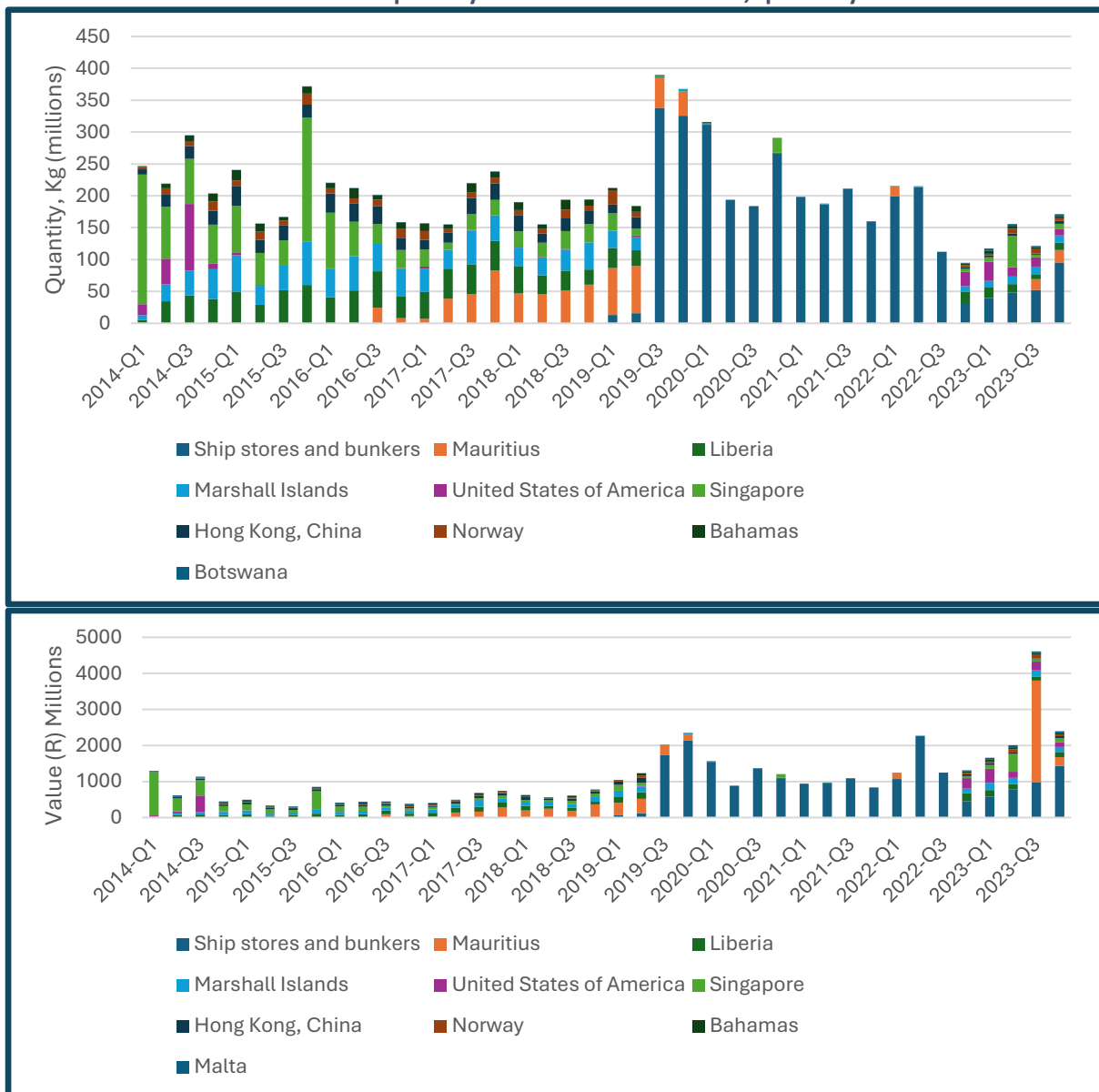
Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in July 2024.

Note: The value for Q3 2023 has been excluded due to data error. The two period moving average is used to show the possible trend till Q4 2023.

From Q1 2014 to Q3 2016, exports by quantity were mainly to Singapore (43% in Q1 2014), Liberia (12% in Q2 2017), and the Marshall Islands (9% in Q3 2017). Exports to these markets gradually declined, ceasing by Q3 2019. Meanwhile, exports to Mauritius increased from 4% in Q3 2016 to 8% in Q4 2019. Subsequently, exports of this product were predominantly directed to ship stores and bunkers, reaching a peak share of 93% in Q2 2020. Other export markets represented a significantly smaller share, with exports to some markets such as Liberia and Mauritius having ceased during this period. However, by Q4 2023, overall exports of this product had declined, and exports to markets such as Mauritius, the Marshall Islands, and Liberia were re-established, albeit constituting a small share of the total exports.

¹⁰ The value of Q3 2023 was excluded due to data error. The two-period moving average was plotted to show the possible trend for the values of light oils and preparation of petroleum or bituminous minerals from Q2 2014 – Q4 2023.

Graph 9: Top 10 export markets for South Africa's light oils and preparations, of petroleum or bituminous minerals in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

Significant slump natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground

HS 25101000 Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground.

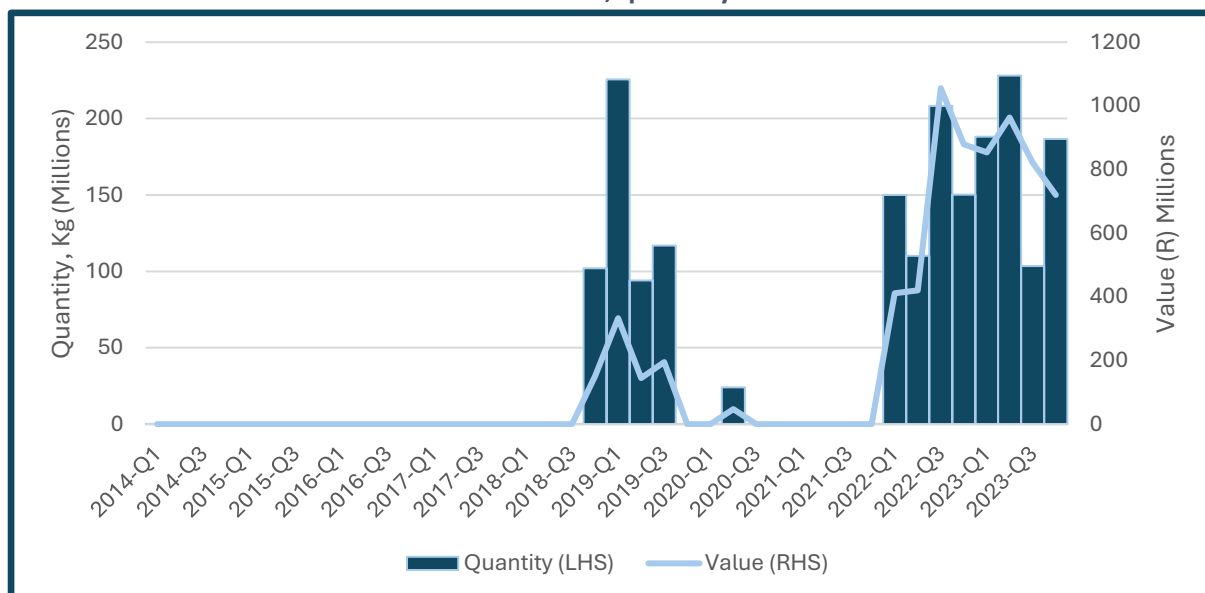
Natural calcium phosphates, natural aluminium calcium phosphates, and phosphatic chalk describe a group of naturally occurring mineral compounds including minerals like apatite, wavellite or, in the case of phosphatic chalk, the sedimentary rock rich in calcium phosphate.¹¹ These minerals are commonly used in agriculture and industries. They are primarily used as fertilisers due to their high phosphorus content, which is vital for plant growth. These natural phosphates play a crucial role in

¹¹ <https://resources.vic.gov.au/geology-exploration/minerals/industrial-minerals/phosphate-rock>

enhancing soil fertility and improving crop yields.¹² Beyond their primary use in agriculture, these natural phosphates have various industrial applications, such as in the production of animal feed supplements, detergents, and chemicals.¹³

South Africa's export of natural calcium phosphates, natural aluminium calcium phosphates, and phosphatic chalk has seen intermittent periods of significant activity. The first notable surge was between Q4 2018 and Q2 2020. Exports in current rand during this period rose from R14 000 (192 kilograms) in Q3 2018 to R151 million (101 million kilograms) in Q4 2018. This growth continued into the next quarter, reaching R333 million (225 million kilograms). This increase was short-lived, as exports declined sharply to R185 000 by Q3 2020. The second notable period of growth began in Q4 2021, when exports increased from R64 000 to R441 million (149 million kilograms) in Q1 2022. This upward trend continued, with export values peaking at R1.05 billion (208 million kilograms). The quantity of exports reached its highest point in Q2 2023, with 228 million kilograms exported. However, by Q4 2023, the value of exports had decreased to R720 million in current rand (see Graph 11).

Graph 10: Africa's export of Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

South Africa's export of natural calcium phosphates, natural aluminium calcium phosphates, and phosphatic chalk is sporadic, with the Netherlands and Mozambique being key export markets. In Q1 2019, the Netherlands accounted for 5% of the total export value of these products, while Mozambique accounted for 13%. By Q2 2019, exports to Mozambique had ceased, while the Netherlands and Colombia each accounted for 25% of the total exports.

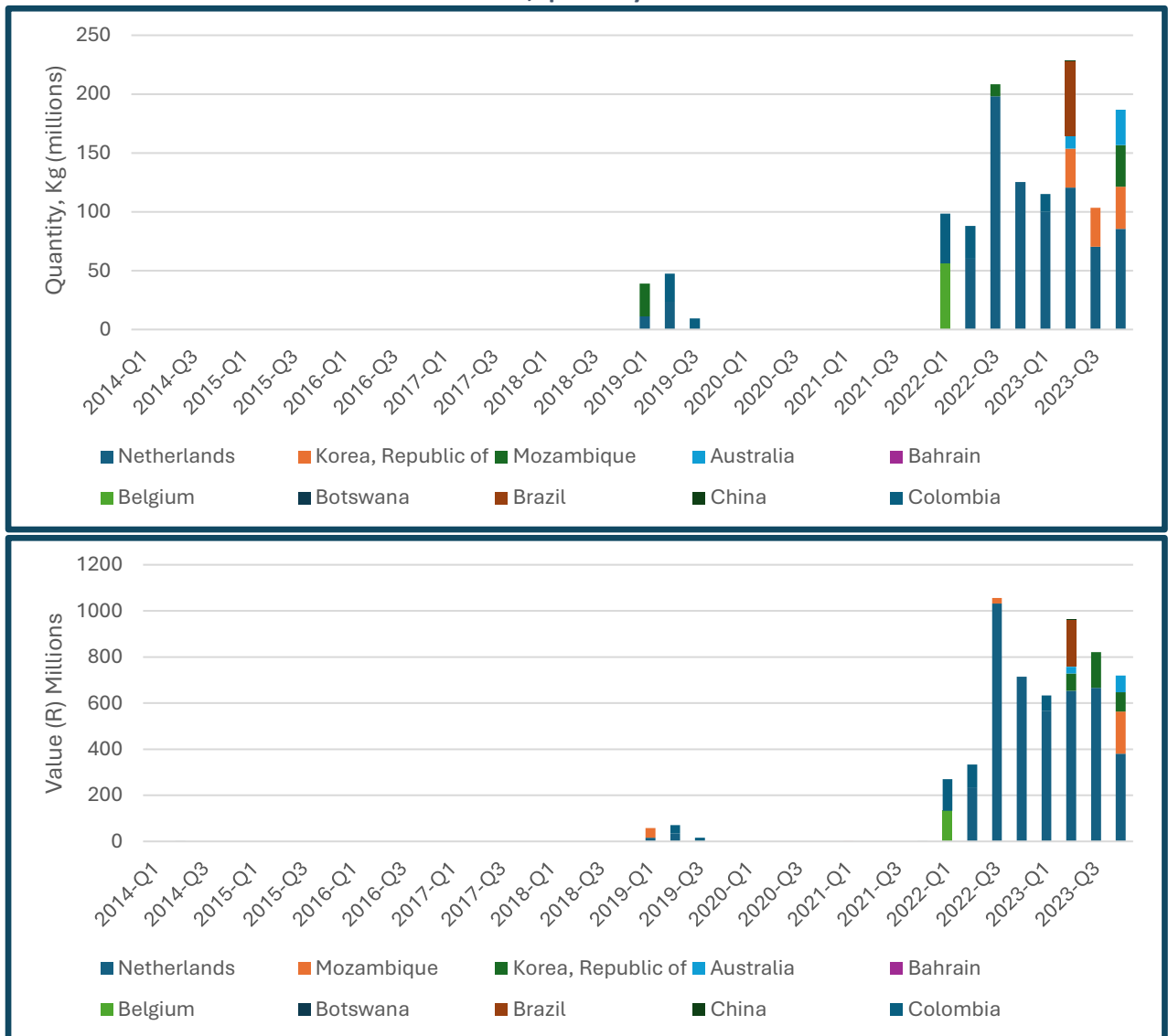
In Q2 2022, the Netherlands and Colombia drove demand with exports accounting for 55% and 25% of the export value in current rands, respectively. The share of exports to Netherlands further increased to 95% (198 million kilograms) in the following quarter. However, by Q4 2023, the value of

¹²<https://grow.ifa.coop/agronomy/phosphorus-role-in-plant-growth-productivity#:~:text=Adequate%20phosphorus%20increases%20plant%20water,environment%20through%20better%20plant%20growth.>

¹³ <https://feeco.com/role-of-phosphate-feed-supplements-in-animal-protein-production-growing/>

exports, in current rands, of natural calcium phosphates, natural aluminium calcium phosphates, and phosphatic chalk was primarily concentrated in four key markets. The Netherlands accounted for 52% (R380 million), representing 42% of the exported quantity (720 million kg). Mozambique followed with 25% (R183 million), representing 19% of the quantity (36 million kg) – though exports may be destined for other regions such as China. The Republic of Korea accounted for 12% (R83 million), representing 19% of the quantity (35 million kg), and Australia accounted for 10% (R73 million), representing 16% of the quantity (30 million kg), shown in Graph 12.

Graph 11: Top 10 export markets for South Africa’s Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground in quantity and current Rand value, quarterly 2014 to 2023



Source: Calculated from ITC Trade Map data. Downloaded from <https://trademap.org> and sars.gov.za in May 2024.

ANNEXURE

Table A1: South Africa's Top 50 exports by value, Q4 2023

RANK	HS Code	PRODUCT DESCRIPTION	EXPORT VALUE (RAND THOUSANDS)		GROWTH RATES (%)
			2022-Q2	2023-Q3	
1	'71	Natural or cultured pearls. precious or semi-precious stones. precious metals. metals clad ...	108 215 796	90 651 329	-16.2%
2	'26	Ores, slag and ash	56 866 211	78 361 632	37.8%
3	'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	48 718 395	66 401 272	36.3%
4	'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	68 983 729	52 981 287	-23.2%
5	'72	Iron and steel	23 133 078	29 371 635	27.0%
6	'84	Nuclear reactors. Boilers, machinery and mechanical appliances; parts thereof	28 617 722	28 683 079	0.2%
7	'08	Edible fruit and nuts; peel of citrus fruit or melons	12 159 930	12 994 478	6.9%
8	85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	9 317 471	10 716 721	15.0%
9	'76	Aluminium and articles thereof	8 543 992	9 227 137	8.0%
10	'22	Beverages. spirits and vinegar	6 558 656	7 628 511	16.3%
11	'28	Inorganic chemicals; organic or inorganic compounds of precious metal, of rare-earth metals. ...	6 466 361	6 509 146	0.7%
12	'39	Plastics and articles thereof	7 390 301	6 373 331	-13.8%
13	'38	Miscellaneous chemical products	6 361 749	5 832 449	-8.3%
14	'73	Articles of iron or steel	5 479 552	5 752 429	5.0%
15	'10	Cereals	5 189 786	5 494 400	5.9%
16	'29	Organic chemicals	4 749 930	5 379 194	13.2%
17	'47	Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	5 493 349	5 163 527	-6.0%

18	'74	Copper and articles thereof	5 045 229	4 522 166	-10.4%
19	'12	Oil seeds and oleaginous fruits; miscellaneous grains. seeds and fruit; industrial or medicinal ...	2 589 043	4 174 188	61.2%
20	'17	Sugars and sugar confectionery	2 000 348	3 929 930	96.5%
21	'20	Preparations of vegetables. fruit. nuts or other parts of plants	2 883 902	3 789 899	31.4%
22	'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	3 575 588	3 578 635	0.1%
23	'33	Essential oils and resinoids; perfumery. cosmetic or toilet preparations	3 042 749	3 543 637	16.5%
24	'75	Nickel and articles thereof	2 798 707	3 540 733	26.5%
25	'48	Paper and paperboard; articles of paper pulp. of paper or of paperboard	3 268 923	3 463 167	5.9%
26	'90	Optical. Photographic, cinematographic, measuring. Checking, precision, medical or surgical ...	3 027 173	3 349 179	10.6%
27	'21	Miscellaneous edible preparations	2 691 311	2 926 445	8.7%
28	'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	2 583 810	2 810 227	8.8%
29	'99	Commodities not elsewhere specified	1 675 094	2 762 339	64.9%
30	'40	Rubber and articles thereof	2 313 584	2 371 942	2.5%
31	'44	Wood and articles of wood; wood charcoal	2 454 107	2 360 832	-3.8%
32	'30	Pharmaceutical products	2 591 052	2 258 010	-12.9%
33	'31	Fertilisers	3 467 980	2 194 403	-36.7%
34	'03	Fish and crustaceans, molluscs and other aquatic invertebrates	2 263 701	1 941 658	-14.2%
35	'11	Products of the milling industry; malt; starches; inulin; wheat gluten	999 531	1 866 453	86.7%
36	'89	Ships. boats and floating structures	1 127 172	1 864 972	65.5%
37	'23	Residues and waste from the food industries; prepared animal fodder	1 487 173	1 837 731	23.6%
38	'51	Wool. fine or coarse animal hair; horsehair yarn and woven fabric	1 746 333	1 837 281	5.2%
39	'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	1 581 213	1 749 991	10.7%
40	'19	Preparations of cereals, flour, starch or milk; pastrycooks' products	1 544 492	1 718 347	11.3%
41	'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring ...	1 598 093	1 682 693	5.3%

42	'88	Aircraft, spacecraft, and parts thereof	1 825 625	1 627 478	-10.9%
43	'15	Animal. vegetable or microbial fats and oils and their cleavage products; prepared edible fats; ...	1 908 599	1 596 527	-16.4%
44	'02	Meat and edible meat offal	1 362 598	1 536 591	12.8%
45	'04	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	1 237 493	1 264 642	2.2%
46	'62	Articles of apparel and clothing accessories, not knitted or crocheted	988 412	1 066 306	7.9%
47	'97	Works of art, collectors' pieces and antiques	365 181	1 041 500	185.2%
48	'61	Articles of apparel and clothing accessories. knitted or crocheted	860 594	955 634	11.0%
49	'64	Footwear, gaiters and the like; parts of such articles	896 998	942 632	5.1%
50	'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	754 203	826 208	9.5%

Table A2: Top 50 exports of goods, by quantity with explanations, Q4 2023

NO.	HS CODE	PRODUCT DESCRIPTION	MAJOR IMPORTER	EXPLANATION	Q4 2022 QUANTITY	Q4 2023 QUANTITY	UNITS	PERCENT GROWTH	CHANGE IN RANK
1	'27011200	Bituminous coal, whether or not pulverised, non-agglomerated	India	Decrease in quantity is within normal variance. No change in rank.	16 117 587 086	15 328 605 106	Kilograms	-4.9%	0
2	26011100	Non-agglomerated iron ores and concentrates (excluding roasted iron pyrites)	China	A significant increase in exports to the Netherlands, rising by 1100% together with a 164% increase in exports to China in Q4 2023.	15 265 828 463	5 079 052 151	Kilograms	-66.7%	1
3	26100000	Chromium ores and concentrates	China	Significant export to China and Mozambique exceeded 100% between Q4 2022 and Q4 2023.	4 944 275 740	3 407 179 522	Kilograms	-31.1%	2
4	'26020000	Manganese ores and concentrates, incl. ferruginous manganese ores and concentrates, with a ...	China	Decrease in quantity is within normal variance. No change in rank.	4 735 911 005	4 312 125 473	Kilograms	-8.9%	0
5	01064900	Live insects (excluding bees)	India (Zambia)	A gradual drop in exports to Zambia, between Q4 2022 and Q4 2023 culminating in a 74% drop.	3 017 935 418	11 614 677	Units	-99.6%	130

6	'27011900	Coal, whether or not pulverised, non-agglomerated (excluding anthracite and bituminous coal)	Germany	Decrease in quantity is within normal variance. No change in rank.	2 511 644 751	2 199 031 052	Kilograms	-12.4%	0
7	72024100	Ferro-chromium, containing by weight > 4% of carbon	China	Ongoing, Monitoring	984 338 605	761 099 124	Kilograms	-22.7%	1
8	'10059090	Maize (excluding seed for sowing): other	Zimbabwe	Ongoing monitoring	666 958 203	510 630 178	Kilograms	-23.4%	3
9	'04069012	Cheese (excluding fresh cheese, incl. whey cheese, curd, processed cheese, blue-veined cheese ...	Botswana	Possible data error	574 461 434	715 094	Kilograms	-99.9%	774
10	'26011200	Agglomerated iron ores and concentrates (excluding roasted iron pyrites)	Netherlands	Possible data error	296 537 303	7 324 069 669	Kilograms	2369.9%	-8
11	'27101202	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "including ...	Botswana	Accelerating	276 387 424	246 881 211	Liters	-10.7%	6
12	'27011100	Anthracite, whether or not pulverised, non-agglomerated	Brazil	Ongoing monitoring	262 301 691	177 676 019	Kilograms	-32.3%	8
13	'26140000	Titanium ores and concentrates	China	Selected for analysis	256 095 970	145 970 899	Kilograms	-43.0%	13

14	'25232900	Portland cement (excluding white, whether or not artificially coloured)	China	Selected for analysis	248 364 086	159 252 682	Kilograms	-35.9%	7
15	'71039900	Precious and semi-precious stones, worked, whether or not graded, but not strung, mounted or ...	USA	Ongoing monitoring	243 667 519	583 468 532	Carats	139.5%	-5
16	'27101230	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "including ...	Botswana	Decrease in quantity exported is within normal variance, with no substantial change in rank.	236 295 639	243 738 608	Liters	3.1%	2
17	'47020000	Chemical wood pulp, dissolving grades	India	Increase in quantity exported is within normal variance, with no substantial change in rank.	233 253 965	257 261 327	Kilograms	10.3%	-1
18	12019000	Soya beans, whether or not broken (excluding seed for sowing)	Bangladesh	Export quantity has been fluctuating. Ongoing monitoring.	221 803 039	122 436 734	Kilograms	-44.8%	12
19	'17011400	Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding ...	Republic of Korea	Ongoing monitoring	207 812 478	86 937 867	Kilograms	-58.2%	20

20	25309000	Arsenic sulfides, alunite, pozzuolana, earth colours and other mineral substances, n.e.s.	China	Large increase reflecting the low base of Q4 2023	200 237 199	113 789	Kilograms	-99.9%	1800
21	'27101235	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "including ...	Ships stores and bunker/ Mauritius	selected for analysis	187 967 821	120 327 677	Liters	-36.0%	10
22	'25101000	Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic ...	Netherlands	selected for analysis	186 650 753	150 292 054	Kilograms	-19.5%	3
23	'44012200	Wood in chips or particles (excluding those of a kind used principally for dyeing or tanning ...	Japan	Ongoing monitoring	184 345 345	477 493 266	Kilograms	159.0%	-11
24	'72011000	Non-alloy pig iron in pigs, blocks or other primary forms, containing, by weight, <= 0,5% of ...	USA	Decrease in export quantity is within normal variance. No change in rank.	163 638 000	151 785 423	Kilograms	-7.2%	-2
25	'27012000	Briquettes, ovoids and similar solid fuels manufactured from coal	Mozambique	Export quantity has been fluctuating. Ongoing monitoring.	161 887 723	1 091 715	Kilograms	-99.3%	619

26	'25301000	Vermiculite, perlite and chlorites, unexpanded	Mozambique	Possible data error.	131 725 480	40 100 439	Kilograms	-69.6%	38
27	'26151000	Zirconium ores and concentrates	China	Despite an increase in export to China, export to other markets declined.	129 005 212	95 529 097	Kilograms	-25.9%	9
28	'44079990	Wood, sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded or end-jointed, ...	Spain	Increase in quantity exported is within normal variance, with no substantial change in rank.	122 614 514	122 650 239	Cubic meters	0.0%	1
29	'76011000	Aluminium, not alloyed, unwrought	Netherlands	Increase in export quantity is within normal variance. No change in rank	120 698 284	127 819 388	Kilograms	5.9%	-1
30	'11031390	Groats and meal of maize "corn": Other	DRC	Ongoing monitoring	102 104 637	15 032 008	Kilograms	-85.3%	87
31	'08051010	Fresh or dried oranges: fresh	Netherlands	Export quantity has been fluctuating. Ongoing monitoring.	99 955 406	151 010 044	Kilograms	51.1%	-7
32	'10059010	Maize (excluding seed for sowing): dried kernels or grains fit for human consumption, not further ...	Mozambique	Recovering	96 320 008	258 840 450	Kilograms	168.7%	-17
33	'96033010	Artists' brushes, writing brushes and similar brushes for the application of cosmetics: artists ...	Namibia	Possible data error.	96 048 254	19 151	Units	-100.0%	3167

34	'08081000	Fresh apples	Nigeria	Decrease in quantity exported is within normal variance, with no substantial change in rank.	87 171 234	89 508 048	Kilograms	2.7%	4
35	'10019900	Wheat and meslin (excluding seed for sowing, and durum wheat)	Lesotho	Deceleration	78 464 162	112 445 730	Kilograms	43.3%	-3
36	'44011100	Fuel wood, in logs, billets, twigs, faggots or similar forms, coniferous	Eswatini	Increase in quantity exported is within normal variance, with no substantial change in rank.	76 549 773	73 590 574	Kilograms	-3.9%	7
37	'10051000	Maize seed for sowing	China	Export quantity has been fluctuating. Ongoing monitoring.	76 084 882	42 400 354	Kilograms	-44.3%	23
38	'29012900	Hydrocarbons, acyclic, unsaturated (excluding ethylene, propene "propylene", butene "butylene" ...	Singapore	Recovering	73 778 920	50 888 942	Kilograms	-31.0%	17
39	'17019900	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar ...	United Kingdom	Decrease in quantity exported is within normal variance, with no substantial change in rank.	72 972 886	74 427 449	Kilograms	2.0%	3

40	'72071900	Semi-finished products of iron or non-alloy steel containing, by weight, < 0,25% of carbon, ...	Tanzania	Increase in quantity exported is within normal variance, with no substantial change in rank.	68 320 973	76 055 509	Kilograms	11.3%	1
41	'11031310	Groats and meal of maize "corn": Maize meal not further processed other than by the addition ...	Mozambique	Accelerating	64 302 517	46 600 090	Kilograms	-27.5%	16
42	'27101207	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "including ...	Ships stores and bunkers/ Botswana	Export quantity has been fluctuating. Ongoing monitoring.	58 199 959	70 230 682	Liters	20.7%	2
43	'72142000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations ...	Mozambique	Accelerating	56 714 356	39 083 253	Kilograms	-31.1%	25
44	'26180000	Granulated slag (slag sand) from the manufacture of iron or steel	United States	Ongoing monitoring	55 919 843	66 099 950	Kilograms	18.2%	3
45	'39021090	Polypropylene, in primary forms: other	Zambia	Significant decline in export to Nigeria	55 469 087	95 680 972	Kilograms	72.5%	-10
46	'26030000	Copper ores and concentrates	China	Ongoing monitoring	54 137 851	29 113 314	Kilograms	-46.2%	37

47	'22042941	Wine of fresh grapes, including fortified wines, and grape must whose fermentation has been arrested ...	United Kingdom	Decrease in quantity exported is within normal variance, with no substantial change in rank.	52 834 487	53 609 494	Liters	1.5%	5
48	'57039000	Carpet tiles of vegetable textile materials or coarse animal hair, tufted "needle punched", ...	United States	Possible data error.	51 213 877		Square meters	-100.0%	1135
49	08061000	Fresh grapes	Netherlands	Ongoing monitoring	48 565 004	63 136 300	Kilograms	30.0%	-1
50	25161100	Granite, crude or roughly trimmed (excluding already with the characteristics of setts, curbstones ...	China	Reduced demand from China and Italy.	45 660 314	68 441 659	Kilograms	49.9%	-5