Export opportunities for South Africa in other BRICS economies

May 2014
Department of Research and Information
Export opportunities for South Africa in other BRICS economies

Table of contents

Introduction............................................................................................................................................. 1

BRICS’ share of the world trade ............................................................................................................. 3
  ▪ Export performance.......................................................................................................................... 3
  ▪ Import performance.......................................................................................................................... 4

Key global markets for BRICS exports and sources of imports ................................................................. 4
  ▪ Key destinations for BRICS exports ............................................................................................... 4
  ▪ Key sources of BRICS imports ....................................................................................................... 5

Intra-BRICS trade and BRICS trade with the rest of the world .................................................................. 6
  ▪ Balance of trade ............................................................................................................................. 6
  ▪ Intra-BRICS trade trends and comparisons with select world regions .......................................... 6

South Africa’s trade with other BRICS ...................................................................................................... 9
  ▪ Balance of trade with other BRICS .............................................................................................. 9
  ▪ Leading products in South Africa’s export trade with the BRICS ................................................. 10

Relative importance of South Africa’s export trade with the BRICS ........................................................ 12

Opportunities for further development of South Africa’s export trade with other BRICS ....................... 14
  ▪ Methodology utilised in identifying opportunities for South African exports ............................ 14
  ▪ South Africa’s revealed comparative advantage in the identified export opportunities ........... 14

Concluding remarks................................................................................................................................... 16

Appendix 1: Opportunities for the expansion of South Africa’s exports to other BRICS, or for the introduction of new export products .............................................................................. 18

Appendix 2: Market penetration potential for export categories in which South Africa has a higher RCA than other leading import sources, with respect to other BRICS economies .................................................. 22
Export opportunities for South Africa in other BRICS economies

Introduction
The BRICS forum was formed in 2011 with the aim of encouraging commercial, political and cultural cooperation amongst its member countries, namely Brazil, Russia, India, China and South Africa. These countries are amongst the world’s most influential from a geopolitical perspective and can be regarded as economic powers in their own right, whether globally or regionally.

The BRICS grouping of countries is estimated to have accounted for about 28% of the world’s gross domestic product (GDP) at purchasing power parity (PPP) in 2013, and is home to almost 3 billion people, or about 42% of the global population, affording them a substantial market for goods and services. Their external trade (exports plus imports) has surged to USD 6 trillion, or around 17% of the world total. Through greater cooperation, the BRICS seek to influence and/or reform global governance and economic relations.

According to the United Nations Conference on Trade and Development (UNCTAD), foreign direct investment (FDI) flows to the BRICS in 2013 have been estimated at USD 322 billion, or more than double the annual average of USD 158 billion recorded over the pre-crisis period 2005 to 2007. Furthermore, this figure was 21% higher than in 2012 and represented approximately 22% of the world’s FDI inflows in 2013, which totalled an estimated USD 1.461 billion. This is almost double the average annual share of 11% of global FDI inflows claimed by the BRICS over 2005-2007.

Although China was the leading recipient of FDI inflows amongst the BRICS (estimated at USD 127 billion) in 2013, followed by the Russian Federation (USD 94 billion), Brazil (USD 63 billion) and India (USD 28 billion), South Africa (USD 10 billion) outperformed its BRICS counterparts by recording the highest growth rate at 126%, whilst Brazil’s was the lowest (-4%).

The BRICS have also become major investors worldwide, with their outward FDI rising from USD 7 billion in 2000 to USD 126 billion by 2012, representing 9% of the global flows.

South Africa not only represents the resource-rich African continent in the BRICS, but potentially has much to gain from its membership of the grouping in years to come.

Although South Africa has been trading with the European Union (EU), China, the rest of the African continent, the United States (US) and Japan for many years, China has become South Africa’s key export destination at the individual country level and is the principal market for South Africa within the BRICS. In 2012, China was the destination for almost 84% of South Africa’s exports to other BRICS economies (or USD 44.7 billion out of USD 54.3 billion), followed by India (close to 15% share, or USD 8 billion), while the shares claimed by Brazil and Russia were very small or negligible.

South Africa should progressively reap the benefits of its economic and political relationships with fellow BRICS countries if the latter increasingly open up and/or liberalise their economies, while domestically it simultaneously addresses the structural problems that are constraining competitiveness, including improvements in productivity, infrastructure and logistics, as well as skills development.
Export opportunities for South Africa in other BRICS economies

Figure 1: BRICS comparative indicators

- **Gross Domestic Product** in 2013:
  - China: 15.4%
  - India: 5.7%
  - Brazil: 3.0%
  - South Africa: 2.8%
  - Russia: 0.7%

- Source: IMF

- **GDP per capita** in 2013:
  - Russia: 15,000 USD
  - Brazil: 10,000 USD
  - South Africa: 7,000 USD
  - China: 6,000 USD
  - India: 4,000 USD

- Source: IMF

- **Real GDP growth: 2008 to 2013**: Average annual growth
  - China: 10%
  - India: 8%
  - Brazil: 5%
  - South Africa: 3%
  - Russia: 1%

- Source: IMF

- **Market capitalisation in 2013**:
  - China: 28.7%
  - Brazil: 46.1%
  - India: 22.1%
  - South Africa: 14.8%
  - Russia: 29.8%

- Source: World Federation of Exchanges

- **Openness of the economy**:
  - Export + imports as % of GDP (average for 2008-12)
  - South Africa: 60%
  - China: 50%
  - Russia: 50%
  - India: 30%
  - Brazil: 20%

- Source: World Bank

- **Inward FDI stock by 2012**:
  - South Africa: 35%
  - Brazil: 30%
  - Russia: 25%
  - India: 10%
  - China: 5%

- Source: UNCTAD

- **BRICS FDI inflows - 2009 to 2013**:
  - Source: UNCTAD

- **BRICS FDI inflows in 2013**:
  - China: 127 USD (billion)
  - Russia: 94 USD (billion)
  - Brazil: 63 USD (billion)
  - India: 28 USD (billion)
  - South Africa: 10 USD (billion)

- Source: UNCTAD

Source: IDC, compiled from IMF, World Bank, UNCTAD and CIA World Factbook data
BRICS share of the world trade

Export performance

The external trade (i.e. imports + exports) of the BRICS with the world at large amounted to USD 6.07 trillion in 2012, making up nearly 17% of total global trade, up from 13.4% in 2008. Exports to the rest of the world increased almost 6.5 times to USD 3.2 trillion over the period 2001 to 2012.

Despite sluggish global economic growth in recent years, the BRICS recorded moderate export growth. Exports to the rest of the world surged by 30.6% in 2010 and by 17.7% in 2012, mainly due to an increasing focus on exports to a number of other emerging markets / developing economies in an effort to offset weak import demand in advanced economies. With the exception of Russia, other BRICS members saw their share of exports destined for emerging markets / developing economies increase over the course of the past decade. In 2012, more than half of all exports from China, India and Brazil, and 48% from South Africa, were destined for emerging markets / developing economies.

About 64.2% of BRICS total exports to the rest of world in 2012 emanated from China, which in turn accounted for almost 56% of overall BRICS GDP. Furthermore, China, with an 11.3% share of world exports in 2012, has overtaken the United States (8.3%) as the world’s largest source of exports. These were followed by Germany (7.8%), Japan (4.4%) and France (3.1%).

Figure 2: World’s leading exporters

The composition of the BRICS export basket has changed significantly over time, with the contribution made by capital goods exports rising from 13.4% of the total in 2001 to 23.6% by 2012. Consumption goods, in turn, saw their share of overall BRICS exports decline from 33.2% to 26.7%, while that of raw materials also declined from 15.3% to 13.6% during the same period. A gradual shift has taken place in the manufacturing sector in the BRICS economies, from labour-intensive to progressively capital-intensive manufacturing. Manufacturing exports witnessed the most drastic changes in China and India.
The structure of exports in both countries has shifted from labour-intensive and low-tech products such as food and beverages and textiles to more capital-intensive and high-tech products such as metal products, machinery and electrical equipment in China and chemicals in India. Similar changes in the structure of manufacturing exports have taken place in Brazil and South Africa, with transport equipment, machinery, and electrical equipment making up the bulk of exports. In the Russian Federation, by contrast, the composition of manufactured exports has not changed much, with a high concentration of capital-intensive goods.

Import performance
The BRICS import basket from the rest of the world expanded rapidly in value terms over the twelve-year period to 2012. Imports grew on average by 20.5% per annum, with the grouping’s share of world imports rising from 6.6% to 16.1% over the period.

The composition of the BRICS import basket from the world at large has also changed over the period, with more emphasis on imported raw materials (from a 15.2% share in 2001 to 26.3% in 2012) and less on intermediate goods (from a 53.3% share in 2001 down to 41.7% in 2012). The shares claimed by capital goods, (17.2% of the total import basket in 2012) and consumption goods (11.8%) remained almost unchanged.

Figure 3: World’s leading importers

Key global markets for BRICS exports and sources of imports

Key destinations for BRICS exports
Although the United States has remained the largest individual market for BRICS exports, its share declined from 17.2% of the total in 2001 to 13.8% in 2008, and marginally further to 13.7% in 2012. Other than Hong Kong, which is a Special Administrative Region of the People’s Republic of China and a major transit route for the latter’s exports to the rest of the world (more than 95% of exports to Hong Kong originate from China), Japan, the Netherlands and the Republic of Korea (South Korea) are also leading destinations for BRICS exports.
The input requirements associated with Africa’s infrastructure development, as well as its large consumer markets with a rising purchasing power underpin the continent’s (excluding South Africa) 4% share of the BRICS’s exports in 2012, up from the 3.5% ratio recorded in 2008 and 2.9% in 2001.

**Figure 4: Leading global markets for BRICS exports**

<table>
<thead>
<tr>
<th>Year</th>
<th>Source</th>
<th>USA</th>
<th>Japan</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>Others</td>
<td>49.7%</td>
<td>57.7%</td>
<td>57.2%</td>
</tr>
<tr>
<td>2008</td>
<td>South Korea</td>
<td>57.7%</td>
<td>59.4%</td>
<td>63.5%</td>
</tr>
<tr>
<td>2012</td>
<td>Africa (excl.SA)</td>
<td>57.2%</td>
<td>62.9%</td>
<td>57.7%</td>
</tr>
</tbody>
</table>

Source: IDC, compiled from International Trade Centre data

**Key sources of BRICS imports**

The USA and Japan have been the leading sources of imports for the BRICS, although South Korea was a very close third in 2012. Resource-rich Africa is also gaining prominence as a key source of imports for the BRICS. The continent (excluding South Africa) was the source of 4.4% of BRICS overall imports in 2012, or USD 128.5 billion out of USD 3 trillion. Leading imported products from Africa were crude oil, petroleum and gases, sourced principally from Angola, Nigeria, Libya, Algeria and Egypt; refined and unrefined copper coming mainly from Zambia and the Democratic Republic of the Congo; and iron ore and concentrates imported mainly from Mauritania, Sierra Leone and Liberia.

**Figure 5: Leading global sources of BRICS imports**

<table>
<thead>
<tr>
<th>Year</th>
<th>Source</th>
<th>USA</th>
<th>Japan</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>Others</td>
<td>52.9%</td>
<td>59.2%</td>
<td>63.5%</td>
</tr>
<tr>
<td>2008</td>
<td>Africa (excl.SA)</td>
<td>59.2%</td>
<td>62.9%</td>
<td>57.7%</td>
</tr>
<tr>
<td>2012</td>
<td>Taiwan</td>
<td>63.5%</td>
<td>62.9%</td>
<td>57.7%</td>
</tr>
</tbody>
</table>

Source: IDC, compiled from International Trade Centre data
Intra-BRICS trade and BRICS trade with the rest of the world

**Balance of trade**

The trade balance of the BRICS with the rest of the world remained in surplus over the period 2001 to 2012, with intra-BRICS trade (i.e. trade amongst the member states) increasing from 6% in 2001 to almost 13% in 2012.

After a gradually rising positive trend starting in 2002 and peaking at USD 376.3 billion by 2008, the surplus collectively recorded by the BRICS moderated thereafter, amounting to USD 244.3 billion in 2012. This was largely as a result of the global economic crisis and subsequently fragile recovery. BRICS exports totalled just under USD 3.2 trillion in 2012, compared to the lower value of imports at approximately USD 2.9 trillion.

The BRICS economies are increasingly trading with Africa (excl. South Africa), with total BRICS-Africa trade reaching USD 256.5 billion in 2012, or more than eleven times the value recorded in 2001 (USD 22.9 billion). BRICS-Africa trade has increased by approximately 47% since 2008, a period characterised by relatively slow economic growth globally.

**Figure 6: BRICS trade with the world by member states**

![BRICS trade with the world by member states](image)

Source: IDC, compiled from ITC data

**Intra-BRICS trade trends and comparisons with select world regions**

Trade amongst the BRICS has increased substantially over the years, recording an annual average growth rate of 8.2% over the period 2001 and 2007, which accelerated to 11.9% between 2008 and 2012. Intra-BRICS exports totalled USD 498 billion in 2012, up more than fourteen-fold from the USD 34 billion recorded in 2001. This represented around 16.7% of BRICS total trade in 2012, from a 15.3% share in 2008.
The dominant theme in intra-BRICS trade has long been the trade relationships between China and every other member. The volume of Brazil's trade with China dwarfs its trade with other BRICS - in fact it even outweighs Brazil's trade with the USA, its traditional trading partner. Considering the size of China’s economy, the world’s second largest, its enormous domestic market and the input requirements associated with strong fixed investment activity, the country has been a leading source and recipient of intra-BRICS export and import flows.

Totalling USD 140.5 billion in 2012, China’s exports to other BRICS countries represented approximately 48% of intra-BRICS export trade. This Asian giant also accounted for 45% (USD 112.5 billion) of intra-BRICS imports. China was South Africa’s principal trading partner in 2012, and was the destination for about 67% of South Africa’s exports to the BRICS over the same time (or USD 10.1 billion out of USD 15 billion). This was followed by India, which claimed close to 25% (USD 3.7 billion) of South Africa’s exports to the BRICS in 2012. Although rising, the overall value of South Africa’s exports to Brazil and Russia has remained relatively low.
Table 1: Intra-BRICS export trade and world exports to the BRICS in 2012

<table>
<thead>
<tr>
<th>Source of exports</th>
<th>Brazil</th>
<th>Russia</th>
<th>India</th>
<th>China</th>
<th>SA</th>
<th>BRICS</th>
<th>World</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brazil</td>
<td>2.3</td>
<td>6.2</td>
<td>33.4</td>
<td>0.8</td>
<td>42.7</td>
<td>223.1</td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>3.1</td>
<td>2.1</td>
<td>44.1</td>
<td>0.4</td>
<td>49.7</td>
<td>316.2</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td>5.6</td>
<td>7.8</td>
<td>47.7</td>
<td>3.7</td>
<td>64.8</td>
<td>489.0</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>51.8</td>
<td>35.8</td>
<td>14.8</td>
<td>10.1</td>
<td>112.5</td>
<td>1 818.2</td>
<td></td>
</tr>
<tr>
<td>South Africa</td>
<td>1.8</td>
<td>0.3</td>
<td>8.0</td>
<td>15.3</td>
<td>25.4</td>
<td>101.6</td>
<td></td>
</tr>
<tr>
<td>BRICS</td>
<td>62.3</td>
<td>46.2</td>
<td>31.1</td>
<td>140.5</td>
<td>15.0</td>
<td>295.1</td>
<td>2 948.1</td>
</tr>
<tr>
<td>World</td>
<td>242.6</td>
<td>524.8</td>
<td>289.6</td>
<td>2 048.7</td>
<td>86.7</td>
<td>3 192.4</td>
<td>18 058.0</td>
</tr>
</tbody>
</table>

Source: IDC, compiled from International Trade Centre data

China consumed about 83% of Brazil’s exports in 2012. Similarly, China was also the destination for 6.5% of India’s exports, 6.8% of Russia’s exports, and 51.6% of South Africa’s exports. In contrast, the other BRICS members have made little inroad in selling consumer goods to China, with the group meeting just 4.6% of Chinese demand for consumer products in 2012.

Figure 9: Intra-regional export trade comparisons

Source: IDC, compiled from UNCTAD and ITC trade data
South Africa’s trade with other BRICS

Balance of trade with other BRICS
South Africa’s trade with other BRICS countries has expanded substantially since the beginning of the 21st century, with the expansion having been particularly impressive in the case of China and, to a lesser extent, India.

Figure 10: South Africa’s trade with the BRICS

As illustrated in Figure 11 below, South Africa’s trade deficit with Brazil widened from USD 636 million in 2010 to USD 881 million in 2012, with exports totalling USD 790 million compared to an import basket from Brazil valued at almost USD 1.7 billion.

A trade surplus was recorded with Russia from 2010 to 2012, rising from USD 178.7 million to USD 208.8 million. South Africa’s exports to Russia amounted to USD 412.3 million in 2012, compared to imports valued at approximately USD 204 million.

After recording trade surpluses with India over the period 2008 to 2010, a deficit emerged in 2011, which widened further in 2012 to almost USD 923 million.

Although South Africa’s exports to India rose to USD 3.7 billion in 2012, these fell short of the higher import demand from India amounting to USD 4.6 billion.
After narrowing considerably over the period 2009-2011, South Africa’s trade deficit with China widened in 2012 to almost USD 4.5 billion. Exports to China amounted to USD 10.1 billion in 2012, whilst import demand totalled USD 14.6 billion.

Figure 11: South Africa’s trade balance with the BRICS

Source: IDC, compiled from International Trade Centre data

Leading products in South Africa's export trade with the BRICS
South Africa’s exports to the BRICS collectively have been largely dominated by minerals and beneficiated products, with iron ore exports representing almost one-third of the export basket in 2012, from a 14% share in 2001 or 2008, as illustrated in Figure 12 below. Centrifuges, which claimed 4% of the export basket in 2001, represented a mere 1.7% share by 2012.
Export opportunities for South Africa in other BRICS economies

Figure 12: South Africa’s top exports to the BRICS as a grouping

SA exports to the BRICS in 2001: USD 1.1 bn

SA exports to the BRICS in 2008: USD 7.5 bn

SA exports to the BRICS in 2012: USD 15 bn

Source: IDC, compiled from International Trade Centre data

China is the principal destination for South Africa’s iron ore exports and, as indicated in Table 2 below, this product category topped the list of exports destined for this Asian giant in 2012. Coal products, in turn, dominated the export trade with India and Brazil, whilst vehicles for the transportation of goods led the list of export products sold in the Russian market. Although relatively smaller, the export baskets destined for Brazil and Russia were more diverse and included higher value-add products.
Table 2: South Africa’s leading export categories to other BRICS countries in 2012 (in order of importance)

<table>
<thead>
<tr>
<th></th>
<th>Brazil</th>
<th>Russia</th>
<th>India</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coal; briquettes, ovoids and similar solid fuels manufactured from coal</td>
<td>Trucks, motor vehicles for the transport of goods</td>
<td>Coal; briquettes, ovoids and similar solid fuels manufactured from coal</td>
<td>Iron ores and concentrates, including roasted iron pyrites</td>
<td></td>
</tr>
<tr>
<td>Insecticides, fungicides, herbicides packaged for retail sale</td>
<td>Citrus fruit, fresh or dried</td>
<td>Ferrous waste and scrap; remelting scrap ingots or iron or steel</td>
<td>Coal; briquettes, ovoids and similar solid fuels manufactured from coal</td>
<td></td>
</tr>
<tr>
<td>Polymers of propylene or of other olefins, in primary forms</td>
<td>Manganese ores and concentrates etc.</td>
<td>Iron ores &amp; concentrates; including roasted iron pyrites</td>
<td>Chromium ores and concentrates</td>
<td></td>
</tr>
<tr>
<td>Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm</td>
<td>Apples, pears and quinces, fresh</td>
<td>Manganese ores and concentrates etc.</td>
<td>Ferro-alloys</td>
<td></td>
</tr>
<tr>
<td>Flat-rolled products of stainless steel (width &lt;= 600mm)</td>
<td>Wine of fresh grapes</td>
<td>Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids</td>
<td>Manganese ores and concentrates etc.</td>
<td></td>
</tr>
<tr>
<td>Ferro-alloys</td>
<td>Grapes, fresh or dried</td>
<td>Unwrought aluminium</td>
<td>Petroleum oils</td>
<td></td>
</tr>
<tr>
<td>Flat-rolled iron and steel products (width &lt;= 600mm), clad, plated or coated</td>
<td>Radar apparatus, radio navigational apparatus and radio remote control apparatus</td>
<td>Ferro-alloys</td>
<td>Niobium, tantalum, vanadium or zirconium ores and concentrates</td>
<td></td>
</tr>
<tr>
<td>Engines, spark-ignition reciprocating or rotary internal combustion; pistons</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>Chemical wood pulp, dissolving grades</td>
<td>Platinum, unwrought or in semi-manufactured forms</td>
<td></td>
</tr>
<tr>
<td>Acyclic hydrocarbons</td>
<td>Flat-rolled products of stainless steel (width &lt;= 600mm)</td>
<td>Diamonds, not mounted or set</td>
<td>Copper waste and scrap</td>
<td></td>
</tr>
<tr>
<td>Unsaturated acyclic and cyclic monocarboxylic acid and anhydrides, halides</td>
<td>Chromium ores and concentrates</td>
<td>Aluminium waste and scrap</td>
<td>Wool, not carded or combed</td>
<td></td>
</tr>
</tbody>
</table>

Source: IDC, compiled from International Trade Centre data

Relative importance of South Africa’s export trade with other BRICS

China has become the leading market for South Africa’s exports, claiming almost 12% of overall merchandise exports in 2012 (refer to Figure 13 below). The importance of India as an export destination has also become increasingly evident in recent years, although it eased to 1.6% in 2012, from 2% in 2011. The same cannot be said with respect to Brazil and, even more so, where Russia is concerned, since both countries still claim very small shares of South Africa’s export basket, at 0.4% and under 0.5% respectively.

Although South Africa is a minor source of imports from the BRICS perspective, its penetration of individual BRICS markets increased in 2012 (refer to Figure 14 below).
Export opportunities for South Africa in other BRICS economies

Figure 13: Relative importance of South Africa’s exports to other BRICS, from SA’s perspective

SA exports to Brazil as a % of SA’s total merchandise exports

SA exports to Russia as a % of SA’s total merchandise exports

SA exports to India as a % of SA’s total merchandise exports

SA exports to China as a % of SA’s total merchandise exports

Source: IDC, compiled from International Trade Centre data

Figure 14: Relative importance of South Africa’s exports to other BRICS, from their perspective

Brazil’s imports from SA as a % of Brazil’s total merchandise imports

Russia’s imports from SA as a % of Russia’s total merchandise imports

India’s imports from SA as a % of India’s total merchandise imports

China’s imports from SA as a % of China’s total merchandise imports
Opportunities for further development of South Africa’s exports to other BRICS

South Africa’s trade with other BRICS countries is expanding and, in the case of China (and to a lesser extent India) has reached substantial levels. However, South Africa’s export baskets destined for these two Asian countries are highly concentrated and dominated by mineral commodities.

Trade with Brazil, in turn, falls short of the deemed potential and is quite negligible in the case of Russia. The challenge with regard to Brazil is partly related to the relatively similar composition of the respective export baskets. With regard to Russia, insufficient market development endeavours and difficult market access are among the problem areas.

Methodology utilised in identifying opportunities for South African exports

Opportunities for the expansion of existing South African export trade with individual BRICS countries, or for the introduction of new export product categories, have been assessed quantitatively based on the following criteria, and are listed in the tables provided in Appendix 1.

- The product is a major import (more than USD 100 million) into the specific BRICS 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 USD 100 million) by South Africa to the rest of the world and also exhibited positive growth from 2008 to 2012;
- However, South Africa currently exports very little (less than USD10 million) or none of that product category to the specific BRICS country.

South Africa’s revealed 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 BRICS markets - namely the EU, the USA, Japan, South Korea and the African continent (excluding South Africa). 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 follows:

$$\text{RCA}_{ij} = \frac{x_{ij}}{X_{it}} / \frac{x_{wj}}{X_{wt}}$$

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 identified as export opportunities through the identification exercise outlined above (the detailed product list for each of the BRICS countries provided in Appendix 1). The analysis indicates that South Africa has a higher revealed comparative advantage (relative to the leading sources of imports for other BRICS) with respect to 20 product categories, including certain agriculture and agro-processed products, processed mineral products and several manufactured products. This may indicate a potential for greater export market penetration in BRICS markets, possibly replacing similar products currently being imported by these economies from other trading partners.

Table 3: Products whose RCA index value for South Africa exceeds that of BRICS’ leading sources of imports (RCA averages for SA and leading import sources for 2008-2012, followed by no. of BRICS importers)

<table>
<thead>
<tr>
<th>HS4</th>
<th>Description</th>
<th>SA</th>
<th>EU</th>
<th>USA</th>
<th>Japan</th>
<th>South Korea (excl. SA)</th>
<th>Africa (excl. SA)</th>
<th>No. of partners</th>
</tr>
</thead>
<tbody>
<tr>
<td>0805</td>
<td>Citrus fruit, fresh or dried</td>
<td>15.09</td>
<td>1.37</td>
<td>0.99</td>
<td>0.01</td>
<td>0.01</td>
<td>2.68</td>
<td>1</td>
</tr>
<tr>
<td>0808</td>
<td>Apples, pears and quinces, fresh</td>
<td>9.71</td>
<td>1.33</td>
<td>1.42</td>
<td>0.17</td>
<td>0.24</td>
<td>0.01</td>
<td>2</td>
</tr>
<tr>
<td>0809</td>
<td>Fruit and vegetable juices, unfermented</td>
<td>2.82</td>
<td>1.33</td>
<td>0.93</td>
<td>0.01</td>
<td>0.05</td>
<td>0.35</td>
<td>2</td>
</tr>
<tr>
<td>2004</td>
<td>Wine of fresh grapes</td>
<td>5.24</td>
<td>2.13</td>
<td>0.45</td>
<td>0.00</td>
<td>0.00</td>
<td>0.04</td>
<td>1</td>
</tr>
<tr>
<td>2601</td>
<td>Iron ores &amp; concentrates; including roasted iron pyrites</td>
<td>11.48</td>
<td>0.08</td>
<td>0.13</td>
<td>0.00</td>
<td>0.00</td>
<td>0.28</td>
<td>1</td>
</tr>
<tr>
<td>2701</td>
<td>Coal; briquettes, ovoids and similar solid fuels manufactured from coal</td>
<td>11.05</td>
<td>0.12</td>
<td>1.19</td>
<td>0.00</td>
<td>0.00</td>
<td>0.02</td>
<td>1</td>
</tr>
<tr>
<td>2712</td>
<td>Petroleum jelly; mineral waxes and similar products</td>
<td>8.80</td>
<td>0.80</td>
<td>1.14</td>
<td>0.41</td>
<td>0.21</td>
<td>1.81</td>
<td>1</td>
</tr>
<tr>
<td>2809</td>
<td>Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids</td>
<td>14.72</td>
<td>0.37</td>
<td>1.14</td>
<td>0.13</td>
<td>0.18</td>
<td>14.25</td>
<td>1</td>
</tr>
<tr>
<td>2901</td>
<td>Acyclic hydrocarbons</td>
<td>3.84</td>
<td>1.20</td>
<td>0.89</td>
<td>1.35</td>
<td>3.43</td>
<td>0.11</td>
<td>2</td>
</tr>
<tr>
<td>2905</td>
<td>Acyclic alcohols and their derivatives</td>
<td>1.63</td>
<td>0.70</td>
<td>0.88</td>
<td>0.54</td>
<td>0.94</td>
<td>0.70</td>
<td>2</td>
</tr>
<tr>
<td>7202</td>
<td>Ferro-alloys</td>
<td>31.70</td>
<td>0.46</td>
<td>0.12</td>
<td>0.45</td>
<td>0.69</td>
<td>0.18</td>
<td>1</td>
</tr>
<tr>
<td>7308</td>
<td>Structures (rods, angles, plates) of iron and steel nes</td>
<td>2.18</td>
<td>1.41</td>
<td>0.42</td>
<td>0.21</td>
<td>1.65</td>
<td>0.20</td>
<td>4</td>
</tr>
<tr>
<td>7606</td>
<td>Aluminum plates, sheets and strip, of a thickness exceeding 0.2mm</td>
<td>4.21</td>
<td>1.37</td>
<td>1.45</td>
<td>0.88</td>
<td>1.47</td>
<td>0.08</td>
<td>2</td>
</tr>
<tr>
<td>8474</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>4.11</td>
<td>1.71</td>
<td>1.09</td>
<td>0.33</td>
<td>0.27</td>
<td>0.10</td>
<td>4</td>
</tr>
<tr>
<td>8704</td>
<td>Trucks, motor vehicles for the transportation of goods</td>
<td>3.30</td>
<td>1.15</td>
<td>1.61</td>
<td>2.18</td>
<td>0.74</td>
<td>0.07</td>
<td>2</td>
</tr>
<tr>
<td>2008</td>
<td>Preserved fruits not elsewhere specified (nes)</td>
<td>3.57</td>
<td>0.95</td>
<td>1.10</td>
<td>0.04</td>
<td>0.15</td>
<td>0.41</td>
<td>1</td>
</tr>
<tr>
<td>2914</td>
<td>Ketones and quinones, &amp; their derivatives</td>
<td>7.14</td>
<td>1.25</td>
<td>1.29</td>
<td>1.20</td>
<td>0.66</td>
<td>0.01</td>
<td>1</td>
</tr>
<tr>
<td>2610</td>
<td>Chromium ores and concentrates</td>
<td>90.56</td>
<td>0.11</td>
<td>0.03</td>
<td>0.00</td>
<td>0.00</td>
<td>0.52</td>
<td>1</td>
</tr>
<tr>
<td>2614</td>
<td>Titanium ores and concentrates</td>
<td>83.33</td>
<td>0.23</td>
<td>0.14</td>
<td>0.00</td>
<td>0.21</td>
<td>7.69</td>
<td>1</td>
</tr>
<tr>
<td>0806</td>
<td>Grapes, fresh or dried</td>
<td>11.65</td>
<td>0.83</td>
<td>1.77</td>
<td>0.01</td>
<td>0.01</td>
<td>0.97</td>
<td>1</td>
</tr>
</tbody>
</table>

Source: IDC, compiled from International Trade Centre data
The tables indicating the lists of potential opportunities for further development of South Africa’s exports to other BRICS as per the methodology utilised are provided in Appendix 1 to this report.

The market penetration potential for the 20 export categories where South Africa has a higher revealed comparative advantage than other leading import sources (as previously listed), with respect to the BRICS economies, is illustrated in Appendix 2. The listing under each of the 20 product categories at the 4-digit harmonized system (HS) level is taken further to the 6-digit level so as to possibly identify more specific products. In addition, the top 5 (where applicable) current sources of imports for each of the 20 product categories in the BRICS markets are listed in conjunction with their respective shares of the countries’ overall imports of that product category.

Concluding remarks
The analysis undertaken for this report suggests that there is significant potential for the further development of South Africa’s export trade with other BRICS countries. To date, however, this potential has been limited by a number of factors such as their historical links with particular trading partners.

The analysis indicates that, out of the 37 product categories that South Africa could potentially export in greater quantities, or for the first time, to other BRICS markets, the country has a revealed comparative advantage in 20 instances compared to the leading sources of imports into BRICS economies.

However, the realisation of these opportunities remains highly dependent on efforts or initiatives by BRICS governments to effectively address certain market access challenges that are unnecessarily constraining trade flows between the member states, such as:

- excessively bureaucratic procedures in most BRICS;
- certain protectionist regulations and standards (e.g. phytosanitary regulations, restrictive public sector procurement criteria);
- import protection;
- inadequate promotion of intra-BRICS trade and investment flows; and
- alleged difficulties in accessing business visas, among other factors.

With stronger and more effective interaction at the governmental level and greater private sector participation, intra-BRICS trade could increase significantly and result in considerable economic gains for the South African economy.

Figure 15 below summarises South Africa’s export opportunities to other BRICS, specifically with respect to product categories where South Africa has a revealed comparative advantage and for which the respective RCA indices exceed those of key sources of imports into BRICS markets.

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 BRICS markets.
Figure 15: Export opportunities for SA in other BRICS, specifically in categories where SA has a revealed comparative advantage vis-à-vis leading import sources

- Grapes, fresh or dried
- Preserved fruits not elsewhere specified (nes)
- Fruit and vegetable juices, unfermented
- Titanium ores and concentrates
- Acyclic hydrocarbons
- Structures (rods, angles, plates) of iron and steel not elsewhere specified (nes)
- Machinery for sorting/screening/washing; agglomerating/shaping mineral products
- Trucks, motor vehicles for the transportation of goods

- Apples, pears and quinces, fresh
- Petroleum jelly; mineral waxes & similar products
- Acyclic hydrocarbons
- Structures (rods, angles, plates) of iron and steel not elsewhere specified
- Aluminium plates, sheets and strip, of a thickness exceeding 0.2mm
- Machinery for sorting/screening/washing; agglomerating/shaping mineral products

- Citrus fruit, fresh or dried
- Grapes, fresh or dried
- Preserved fruits not elsewhere specified (nes)
- Fruit and vegetable juices, unfermented
- Titanium ores and concentrates
- Acyclic hydrocarbons
- Structures (rods, angles, plates) of iron and steel not elsewhere specified (nes)
- Machinery for sorting/screening/washing; agglomerating/shaping mineral products
- Trucks, motor vehicles for the transportation of goods
Export opportunities for South Africa in other BRICS economies

APPENDIX 1: OPPORTUNITIES FOR THE EXPANSION OF SOUTH AFRICAN EXPORTS TO OTHER BRICS, OR FOR THE INTRODUCTION OF NEW EXPORT PRODUCTS

Table A1: SA top export opportunities to Brazil

<table>
<thead>
<tr>
<th>Product HS code</th>
<th>Product label</th>
<th>5 year average SA exports to the World (USD m)</th>
<th>5 year average SA exports to Brazil (USD m)</th>
<th>5 year average Brazil imports from the World (USD m)</th>
<th>Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8703</td>
<td>Cars (incl. station wagons)</td>
<td>3918</td>
<td>0.1</td>
<td>8114</td>
<td>Expansion</td>
</tr>
<tr>
<td>8704</td>
<td>Trucks, motor vehicles for the transportation of goods</td>
<td>1608</td>
<td>0.1</td>
<td>1994</td>
<td>Expansion</td>
</tr>
<tr>
<td>2710</td>
<td>Petroleum oils, not crude</td>
<td>1446</td>
<td>5.6</td>
<td>11725</td>
<td>Expansion</td>
</tr>
<tr>
<td>8708</td>
<td>Parts and accessories of motor vehicles</td>
<td>827</td>
<td>3.8</td>
<td>5330</td>
<td>Expansion</td>
</tr>
<tr>
<td>2204</td>
<td>Wine of fresh grapes</td>
<td>747</td>
<td>2.6</td>
<td>246</td>
<td>Expansion</td>
</tr>
<tr>
<td>7208</td>
<td>Flat-rolled products of iron/steel (width&gt;/&gt;600mm), hot-rolled, not clad</td>
<td>536</td>
<td>3.3</td>
<td>646</td>
<td>Expansion</td>
</tr>
<tr>
<td>1005</td>
<td>Maize (corn)</td>
<td>499</td>
<td>0</td>
<td>140</td>
<td>Expansion</td>
</tr>
<tr>
<td>7308</td>
<td>Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s)</td>
<td>442</td>
<td>0.9</td>
<td>216</td>
<td>Expansion</td>
</tr>
<tr>
<td>0808</td>
<td>Apples, pears and quinces, fresh</td>
<td>413</td>
<td>0</td>
<td>229</td>
<td>Expansion</td>
</tr>
<tr>
<td>8474</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>361</td>
<td>1.7</td>
<td>330</td>
<td>Expansion</td>
</tr>
<tr>
<td>2809</td>
<td>Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids</td>
<td>354</td>
<td>0</td>
<td>156</td>
<td>New</td>
</tr>
<tr>
<td>8411</td>
<td>Machinery parts (headings 84.25 to 84.30)</td>
<td>254</td>
<td>1.3</td>
<td>764</td>
<td>Expansion</td>
</tr>
<tr>
<td>2905</td>
<td>Acyclic alcohols and their derivatives</td>
<td>230</td>
<td>5.1</td>
<td>547</td>
<td>Expansion</td>
</tr>
<tr>
<td>8413</td>
<td>Pumps for liquids; liquid elevators</td>
<td>228</td>
<td>1.3</td>
<td>893</td>
<td>Expansion</td>
</tr>
<tr>
<td>8408</td>
<td>Diesel or semi-diesel engines</td>
<td>197</td>
<td>0</td>
<td>760</td>
<td>Expansion</td>
</tr>
<tr>
<td>2914</td>
<td>Ketones and quinones, as well as their derivatives</td>
<td>195</td>
<td>7.1</td>
<td>122</td>
<td>Expansion</td>
</tr>
<tr>
<td>8802</td>
<td>Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)</td>
<td>189</td>
<td>0</td>
<td>1180</td>
<td>Expansion</td>
</tr>
<tr>
<td>8429</td>
<td>Self-propelled bulldozers, angledozers, graders, excavators, etc.</td>
<td>187</td>
<td>0.1</td>
<td>910</td>
<td>Expansion</td>
</tr>
<tr>
<td>8517</td>
<td>Electric apparatus for line telephony, including line systems</td>
<td>149</td>
<td>0.4</td>
<td>3862</td>
<td>Expansion</td>
</tr>
</tbody>
</table>

Note: Green shading indicates a product in which SA has a higher revealed comparative advantage relative to the BRICS' top trading partners

Source: IDC, compiled from International Trade Centre data
### Table A2: SA top export opportunities to Russia

<table>
<thead>
<tr>
<th>Product HS code</th>
<th>Product label</th>
<th>5 year average SA exports to the World (USD m)</th>
<th>5 year average SA exports to Russia (USD m)</th>
<th>5 year average Russia imports from the World (USD m)</th>
<th>Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2701</td>
<td>Coal, briquettes, ovoids and similar solid fuels manufactured from coal</td>
<td>5792</td>
<td>0</td>
<td>555</td>
<td>New</td>
</tr>
<tr>
<td>2601</td>
<td>Iron ores and concentrates; including roasted iron pyrites</td>
<td>5490</td>
<td>0</td>
<td>332</td>
<td>Expansion</td>
</tr>
<tr>
<td>7202</td>
<td>Ferro-alloys</td>
<td>4239</td>
<td>6.6</td>
<td>529</td>
<td>Expansion</td>
</tr>
<tr>
<td>8703</td>
<td>Cars (incl. station wagons)</td>
<td>3918</td>
<td>1.9</td>
<td>13745</td>
<td>Expansion</td>
</tr>
<tr>
<td>2710</td>
<td>Petroleum ols, not crude</td>
<td>1446</td>
<td>0</td>
<td>1996</td>
<td>Expansion</td>
</tr>
<tr>
<td>2610</td>
<td>Chromium ores and concentrates</td>
<td>1082</td>
<td>2.1</td>
<td>179</td>
<td>Expansion</td>
</tr>
<tr>
<td>8708</td>
<td>Parts and accessories of motor vehicles</td>
<td>827</td>
<td>0.1</td>
<td>4476</td>
<td>Expansion</td>
</tr>
<tr>
<td>7208</td>
<td>Flat-rolled products of iron/steel (width&gt;/=600mm), hot-rolled, not clad</td>
<td>536</td>
<td>0.6</td>
<td>755</td>
<td>Expansion</td>
</tr>
<tr>
<td>7606</td>
<td>Aluminium plates, sheets and strips, of a thickness exceeding 0.2mm</td>
<td>532</td>
<td>5.6</td>
<td>196</td>
<td>Expansion</td>
</tr>
<tr>
<td>1005</td>
<td>Maize (corn)</td>
<td>499</td>
<td>0</td>
<td>103</td>
<td>New</td>
</tr>
<tr>
<td>7308</td>
<td>Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s.)</td>
<td>442</td>
<td>0.4</td>
<td>997</td>
<td>Expansion</td>
</tr>
<tr>
<td>7392</td>
<td>Polymers of propylene or of other olefins, in primary forms</td>
<td>418</td>
<td>0</td>
<td>339</td>
<td>New</td>
</tr>
<tr>
<td>8474</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>361</td>
<td>9.4</td>
<td>1435</td>
<td>Expansion</td>
</tr>
<tr>
<td>8409</td>
<td>Parts for use solely/principally with motor engines</td>
<td>256</td>
<td>0</td>
<td>363</td>
<td>Expansion</td>
</tr>
<tr>
<td>8431</td>
<td>Machinery parts (headings 84.25 to 84.30)</td>
<td>254</td>
<td>0.9</td>
<td>758</td>
<td>Expansion</td>
</tr>
<tr>
<td>4011</td>
<td>New pneumatic tires, of rubber</td>
<td>236</td>
<td>0.2</td>
<td>1633</td>
<td>Expansion</td>
</tr>
<tr>
<td>2905</td>
<td>Acyclic alcohols and their derivatives</td>
<td>230</td>
<td>0</td>
<td>166</td>
<td>New</td>
</tr>
<tr>
<td>8413</td>
<td>Pumps for liquids; liquid elevators</td>
<td>228</td>
<td>0.3</td>
<td>1580</td>
<td>Expansion</td>
</tr>
<tr>
<td>2009</td>
<td>Fruit and vegetable juices, unfermented</td>
<td>201</td>
<td>1.4</td>
<td>414</td>
<td>Expansion</td>
</tr>
<tr>
<td>8408</td>
<td>Diesel or semi-diesel engines</td>
<td>197</td>
<td>0</td>
<td>643</td>
<td>New</td>
</tr>
</tbody>
</table>

Note: Green shading indicates a product in which SA has a higher revealed comparative advantage relative to the BRICS’ top trading partners.

Source: IDC, compiled from International Trade Centre data
Table A3: SA top export opportunities to India

<table>
<thead>
<tr>
<th>Product HS code</th>
<th>Product label</th>
<th>5 year average SA exports to the World (USD m)</th>
<th>5 year average SA exports to India (USD m)</th>
<th>5 year average India imports from the World (USD m)</th>
<th>Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>'8703</td>
<td>Cars (including station wagons)</td>
<td>3918</td>
<td>0.1</td>
<td>491</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2710</td>
<td>Petroleum oils, not crude</td>
<td>1446</td>
<td>8</td>
<td>7001</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8708</td>
<td>Parts and accessories of motor vehicles</td>
<td>827</td>
<td>3.5</td>
<td>2850</td>
<td>Expansion</td>
</tr>
<tr>
<td>'7606</td>
<td>Aluminium plates, sheets and strips, of a thickness exceeding 0.2mm</td>
<td>532</td>
<td>4.3</td>
<td>230</td>
<td>Expansion</td>
</tr>
<tr>
<td>'7308</td>
<td>Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s.)</td>
<td>442</td>
<td>0.9</td>
<td>546</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2901</td>
<td>Acyclic hydrocarbons</td>
<td>430</td>
<td>0</td>
<td>265</td>
<td>New</td>
</tr>
<tr>
<td>'3902</td>
<td>Polymers of propylene or of other olefins, in primary forms</td>
<td>418</td>
<td>1.1</td>
<td>580</td>
<td>Expansion</td>
</tr>
<tr>
<td>'0808</td>
<td>Apples, pears and quinces, fresh</td>
<td>413</td>
<td>2.4</td>
<td>141</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8474</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>361</td>
<td>3.7</td>
<td>529</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8409</td>
<td>Parts for use solely/principally with motor engines</td>
<td>256</td>
<td>2.6</td>
<td>727</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8431</td>
<td>Machinery parts (headings 84.25 to 84.30)</td>
<td>254</td>
<td>2</td>
<td>1045</td>
<td>Expansion</td>
</tr>
<tr>
<td>'4011</td>
<td>New pneumatic tires, of rubber</td>
<td>236</td>
<td>0.9</td>
<td>392</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8413</td>
<td>Pumps for liquids; liquid elevators</td>
<td>228</td>
<td>0.4</td>
<td>795</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8802</td>
<td>Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)</td>
<td>189</td>
<td>1.1</td>
<td>3894</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8429</td>
<td>Self-propelled bulldozers, graders, excavators, etc.</td>
<td>187</td>
<td>0.2</td>
<td>389</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2712</td>
<td>Petroleum jelly; mineral waxes and similar products</td>
<td>174</td>
<td>9.8</td>
<td>138</td>
<td>Expansion</td>
</tr>
<tr>
<td>'3808</td>
<td>Insecticides, fungicides, herbicides packaged for retail sale</td>
<td>172</td>
<td>0.6</td>
<td>573</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8517</td>
<td>Electric apparatus for line telephony, including line systems</td>
<td>149</td>
<td>0.3</td>
<td>8272</td>
<td>Expansion</td>
</tr>
</tbody>
</table>

Note: Green shading indicates a product in which SA has a higher revealed comparative advantage relative to the BRICS’ top trading partners.

Source: IDC, compiled from International Trade Centre data
### Table A4: SA top export opportunities to China

<table>
<thead>
<tr>
<th>Product HS code</th>
<th>Product label</th>
<th>5 year average SA exports to the World (USD m)</th>
<th>5 year average SA exports to China (USD m)</th>
<th>5 year average China imports from the World (USD m)</th>
<th>Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>'8704</td>
<td>Trucks, motor vehicles for the transportation of goods</td>
<td>1608</td>
<td>4.4</td>
<td>1225</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2710</td>
<td>Petroleum oils, not crude</td>
<td>1446</td>
<td>3.6</td>
<td>27041</td>
<td>Expansion</td>
</tr>
<tr>
<td>'0805</td>
<td>Citrus fruit, fresh or dried</td>
<td>807</td>
<td>6.1</td>
<td>109</td>
<td>Expansion</td>
</tr>
<tr>
<td>'7208</td>
<td>Flat-rolled products of iron/steel (width/&gt;=600mm),hot-rolled, not clad</td>
<td>536</td>
<td>1.9</td>
<td>2266</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2614</td>
<td>Titanium ores and concentrates</td>
<td>518</td>
<td>6.1</td>
<td>430</td>
<td>Expansion</td>
</tr>
<tr>
<td>'1005</td>
<td>Maize (corn)</td>
<td>499</td>
<td>0.1</td>
<td>533</td>
<td>Expansion</td>
</tr>
<tr>
<td>'0806</td>
<td>Grapes, fresh or dried</td>
<td>448</td>
<td>0.4</td>
<td>260</td>
<td>Expansion</td>
</tr>
<tr>
<td>'7308</td>
<td>Structures (rods, angles, plates) of iron and steel not elsewhere specified (n.e.s.)</td>
<td>442</td>
<td>0.6</td>
<td>540</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2901</td>
<td>Acyclic hydrocarbons</td>
<td>430</td>
<td>1.1</td>
<td>3773</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8474</td>
<td>Machinery for sorting/screening/washing; agglomerating/shaping mineral products</td>
<td>361</td>
<td>5.8</td>
<td>937</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8409</td>
<td>Parts for use solely/principally with motor engines</td>
<td>256</td>
<td>2.6</td>
<td>3152</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8431</td>
<td>Machinery parts (headings 84.25 to 84.30)</td>
<td>254</td>
<td>2.1</td>
<td>2926</td>
<td>Expansion</td>
</tr>
<tr>
<td>'4011</td>
<td>New pneumatic tires, of rubber</td>
<td>236</td>
<td>0.1</td>
<td>603</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8413</td>
<td>Pumps for liquids; liquid elevators</td>
<td>228</td>
<td>0.4</td>
<td>3961</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2009</td>
<td>Fruit and vegetable juices, unfermented</td>
<td>201</td>
<td>0.9</td>
<td>176</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8802</td>
<td>Aircraft, (helicopters, aeroplanes) and spacecraft (satellites)</td>
<td>189</td>
<td>0.1</td>
<td>11260</td>
<td>Expansion</td>
</tr>
<tr>
<td>'8429</td>
<td>Self-propelled bulldozers, angledozers, graders, excavators, etc.</td>
<td>187</td>
<td>1.4</td>
<td>2435</td>
<td>Expansion</td>
</tr>
<tr>
<td>'2008</td>
<td>Preserved fruits n.e.s.</td>
<td>185</td>
<td>1.6</td>
<td>162</td>
<td>Expansion</td>
</tr>
<tr>
<td>'3808</td>
<td>Insecticides, fungicides, herbicides packaged for retail sale</td>
<td>172</td>
<td>1.1</td>
<td>427</td>
<td>Expansion</td>
</tr>
</tbody>
</table>

Note: Green shading indicates a product in which SA has a higher revealed comparative advantage relative to the BRICS’ top trading partners.

Source: IDC, compiled from International Trade Centre data
Export opportunities for South Africa in other BRICS economies

APPENDIX 2: MARKET PENETRATION POTENTIAL IN EXPORT CATEGORIES WHERE SOUTH AFRICA HAS A HIGHER RCA THAN OTHER LEADING IMPORT SOURCES, WITH RESPECT TO OTHER BRICS ECONOMIES

Figure A1: H0805 – Citrus fruits

Key:
Top imported products
Top import sources
- Oranges, fresh or dried (71.5%)
- Mandarins (tang&sats) clementines &wilkgs &sim citrus hybrids, fresh/dried (11.4%)
- Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus (9.0%)
- Grapefruit, fresh or dried (8.1%)
- Citrus fruits, fresh or dried, nes (0.0%)
- United States of America (71.4%)
- South Africa (14.4%)
- Thailand (4.7%)
- Australia (3.3%)
- Taipei, Chinese (2.6%)
Export opportunities for South Africa in other BRICS economies

Figure A2: H0806 – Grapes

Key:
- Top imported products
- Top import sources
- Grapes, fresh (90.2%)
- Grapes, dried (9.8%)
- Chile (47.5%)
- United States of America (34.1%)
- Peru (11.5%)
- South Africa (3.1%)
- Mexico (1.2%)
Figure A3: H0808 – Fresh apples, pears and quinces

Key:
- Top imported products
- Top import sources

- Pears and quinces, fresh (54.3%)
- Apples, fresh (26.2%)
- Pears (19.5%)
- Quinces (0.0%)
- Argentina (72.4%)
- Portugal (11.3%)
- Chile (5.2%)
- United States of America (4.6%)
- Spain (4.1%)

- Apples, fresh (92.0%)
- Pears and quinces, fresh (8.0%)
- China (36.4%)
- United States of America (35.8%)
- Chile (13.7%); RCA=15.8 (SA RCA=9.7)
- New Zealand (7.2%)
- South Africa (1.8%)
Export opportunities for South Africa in other BRICS economies

Figure A4: H2008 – Preserved fruits not elsewhere specified

- Citrus fruits nes, o/w prep or presvd, sugared, sweetened, spirited or not (54.5%)
- Fruits & other edible parts of plants nes, prep/presvd, sug, sweet/spir/not (14.0%)
- Nuts & seeds nes incl. mx, o/w prep o presvd, sugard, sweetend, spirited or not (11.7%)
- Peaches nes, o/w prep o presvd whether o not sugard, sweetend o spirtd (5.5%)
- Pineapples nes, o/w prep or presvd, sugared, sweetened, spirited or not (5.2%)
- United States of America (41.7%)
- Brazil (12.8%)
- Philippines (7.6%)
- Korea, Republic of (7.3%)
- Thailand (5.9%)
Export opportunities for South Africa in other BRICS economies

Figure A5: H2009 - Fruit and vegetable juices

Key:
Top imported products
Top import sources
- Apple juice, unfermented, Brix value > 20 at 20°C, whether or not cont (29.6%)
- Orange juice, unfermented & not spiritd, whether not sugard sweet, frozen (17.2%)
- Mixtures of juices unfermented & not spiritd whether o not sugard o sweet (14.5%)
- Orange juice & nes, unfermented not spiritd, whether or not sugard or sweet (7.8%)
- Fruit & veg juice nes (exc mx) unferment unspiritd, whether/not sug/sweet (7.3%)
- China (18.3%)
- Brazil (16.9%)
- Netherlands (13.0%)
- Ukraine (11.3%)
- Israel (9.8%)
Figure A6: H2204 - Wine of fresh grapes

- Grape wines nes., incl. fort & grape must, unfermt. by add. alc. in ctnr. <= 2l (88.5%)
- Grape wines, sparkling (11.2%)
- Grape wines nes., incl. fort & grape must, unfermt. by add. alc. in ctnr. > 2l (0.3%)
- Grape must nes., unfermented, other than that of heading No 20.09 (0.0%)
- Chile (29.7%); RCA=31.8 (SA RCA=5.24)
- Argentina (21.1%)
- France (14.6%)
- Italy (13.4%)
- Portugal (12.2%)
Figure A7: H2601 - Iron ores and concentrates, including roasted iron pyrites

- Iron ores & concentrates, other than roasted iron pyrites, non-agglomerated (51.8%)
- Iron ores & concentrates, other than roasted iron pyrites, agglomerated (48.2%)
- Roasted iron pyrites (0.0%)
- Kazakhstan (97.0%): RCA=34.7 (SA RCA=11.5)
- Ukraine (2.9%)
- Sweden (0.1%)
- Iran (Islamic Republic of) (0.0%)
- Brazil (0.0%)
Export opportunities for South Africa in other BRICS economies

Figure A8: H2610 - Chromium ores and concentrates

Key:
- Top imported products
- Top import sources

- Chromium ores and concentrates (100.0%)
- Kazakhstan (59.4%); RCA=6.0 (SA RCA=11.5)
- Turkey (28.8%)
- South Africa (6.0%)
- Albania (1.8%)
- Germany (1.1%)
Export opportunities for South Africa in other BRICS economies

Figure A9: H2614 - Titanium ores and concentrates

Key:
- Top imported products
- Top import sources

- Titanium ores and concentrates (100.0%)
- Viet Nam (33.7%); RCA=1.0 (SA RCA=84.3)
- Australia (28.5%)
- India (16.7%)
- Mozambique (4.1%)
- Sri Lanka (2.1%)
Export opportunities for South Africa in other BRICS economies

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

- Coal nes, whether or not pulverised but not agglomerated (52.2%)
- Bituminous coal, whether or not pulverised but not agglomerated (44.3%)
- Anthracite, whether or not pulverised but not agglomerated (3.5%)
- Coal briquettes, ovoids and similar manufactured solid fuels (0.0%)
- Kazakhstan (60.1%); RCA=18.9 (SA RCA=11.1)
- United States of America (34.7%)
- Ukraine (3.5%)
- Colombia (1.4%)
- Mongolia (0.1%)
Export opportunities for South Africa in other BRICS economies

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

Key:
- Top imported products
- Top import sources

India
Russia
Brazil
China

- Paraffin wax containing by weight less than 0.75% of oil (60.8%)
- Mineral waxes nes and similar products obtained by synthesis etc (38.0%)
- Petroleum jelly (1.2%)
- China (25.0%)
- Iran (Islamic Republic of) (24.7%)
- United Arab Emirates (11.5%)
- United States of America (6.8%)
- Germany (5.2%)
Export opportunities for South Africa in other BRICS economies

Figure A12: H2809 - Diphosphorus pentaoxide; phosphoric acid and polyphosphoric acids

Key:
- Top imported products
- Top import sources

- Phosphoric acid and polyphosphoric acids (99.6%)
- Diphosphorus pentaoxide (0.4%)
- Morocco (70.3%); RCA=140.6 (SA RCA=14.7)
- United States of America (21.9%)
- China (3.4%)
- Korea, Republic of (1.6%)
- Belgium (1.0%)
Export opportunities for South Africa in other BRICS economies

Figure A13: H2901 - Acyclic hydrocarbons

- Propene (propylene) (52.4%)
- Ethylene (30.6%)
- Buta-1, 3-diene and isoprene (11.6%)
- Saturated acyclic hydrocarbons (2.3%)
- Unsaturated acyclic hydrocarbons nes (2.1%)
- Korea, Republic of (45.7%); RCA=7.2 (SA RCA=3.8)
- Japan (20.8%)
- Taipei, Chinese (17.2%)
- Iran (Islamic Republic of) (2.4%)
- United States of America (1.8%)

Key:
Top imported products
Top import sources
India
Russia
Brazil
China
- Propene (propylene) (52.4%)
- Ethylene (30.6%)
- Buta-1, 3-diene and isoprene (11.6%)
- Saturated acyclic hydrocarbons (2.3%)
- Unsaturated acyclic hydrocarbons nes (2.1%)
- Korea, Republic of (45.7%); RCA=7.2 (SA RCA=3.8)
- Japan (20.8%)
- Taipei, Chinese (17.2%)
- Iran (Islamic Republic of) (2.4%)
- United States of America (1.8%)

- Unsaturated acyclic hydrocarbons nes (39.1%)
- Saturated acyclic hydrocarbons (22.6%)
- Butene (butylene) and isomers thereof (19.6%)
- Ethylene (15.7%)
- Buta-1, 3-diene and isoprene (2.5%)
- United States of America (16.8%)
- Saudi Arabia (10.9%)
- Singapore (10.7%)
- Qatar (9.6%)
- Korea, Republic of (7.3%)

Key:
Top imported products
Top import sources
Export opportunities for South Africa in other BRICS economies

Figure A14: H2905 - Acyclic alcohols and their derivatives

- Glycerol (26.9%)
- D-glucitol (sorbitol) (21.2%)
- Propylene glycol (propane-1,2-diol) (15.0%)
- Ethylene glycol (ethanediol) (14.4%)
- Propan-1-ol (propyl alcohol) and propan-2-ol (isopropyl alcohol) (6.7%)
- Germany (25.5%)
- France (19.6%)
- Saudi Arabia (10.9%)
- China (8.2%)
- Netherlands (5.1%)

Key:
Top imported products
Top import sources
India
Russia
Brazil
China
- Methanol (methyl alcohol) (34.5%)
- Ethylene glycol (ethanediol) (19.2%)
- Saturated monohydric acyclic alcohols nes (9.4%)
- Butan-1-ol (N-butyl alcohol) (8.5%)
- Diols nes (5.8%)
- United States of America (26.9%)
- Chile (25.9%)
- Argentina (8.7%)
- Germany (8.5%)
- Venezuela (7.6%)
Export opportunities for South Africa in other BRICS economies

Figure A15: H2914 - Ketones and quinones, as well as their derivatives

Key:
Top imported products
- Acetone (36.0%)
- Cyclanic,cyclenic or cycloterpenic ketones w/o oth oxygen function,nes (16.8%)
- Ketone-phenols and ketones with other oxygen function (10.1%)
- Anthraquinone (8.1%)
- Ketone-alcohols and ketone-aldehydes (7.2%)
- China (26.6%)
- United States of America (24.3%)
- Spain (8.7%)
- Taipei, Chinese (8.1%)
- South Africa (5.8%)

Top import sources
- India
- Russia
- Brazil
- China
- United States of America
- Spain
- Taipei, Chinese
- South Africa
Export opportunities for South Africa in other BRICS economies

Figure A16: H7202 - Ferro-alloys

- Ferro-silico-manganese (62.3%)
- Ferro-manganese, containing by weight more than 2% of carbon (10.0%)
- Ferro-niobium (8.4%)
- Ferro-silicon, containing by weight more than 55% of silicon (5.8%)
- Ferro-alloys, nes (4.0%)
- Ukraine (38.1%); RCA=26.8 (SA RCA=31.7)
- China (13.0%)
- Germany (7.2%)
- Kazakhstan (6.6%)
- Korea, Republic of (4.1%)
Export opportunities for South Africa in other BRICS economies

Figure A17: H7308 - Structures (rods, angles, plates) of iron and steel not elsewhere specified

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Top Import Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structures &amp; parts of structures, i/s (ex prefab bldgs of headg no.9406) (56.3%)</td>
<td>India</td>
</tr>
<tr>
<td>Doors, windows &amp; their frames &amp; thresholds for doors of iron or steel (26.2%)</td>
<td>Russia</td>
</tr>
<tr>
<td>Props &amp; similar equipment for scaffolding, shutter/pit-propping, i/s (7.8%)</td>
<td>Brazil</td>
</tr>
<tr>
<td>Towers and lattice masts, iron or steel (6.1%)</td>
<td>China</td>
</tr>
<tr>
<td>Bridges and bridge sections, iron or steel (1.1%)</td>
<td>- China (25.6%)</td>
</tr>
<tr>
<td></td>
<td>- Germany (16.8%)</td>
</tr>
<tr>
<td></td>
<td>- Ukraine (12.1%)</td>
</tr>
<tr>
<td></td>
<td>- Poland (5.4%)</td>
</tr>
<tr>
<td></td>
<td>- Turkey (3.8%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Top Import Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structures &amp; parts of structures, i/s (ex prefab bldgs of headg no.9406) (87.4%)</td>
<td>India</td>
</tr>
<tr>
<td>Doors, windows &amp; their frames &amp; thresholds for doors of iron or steel (8.8%)</td>
<td>Russia</td>
</tr>
<tr>
<td>Props &amp; similar equipment for scaffolding, shutter/pit-propping, i/s (2.3%)</td>
<td>Brazil</td>
</tr>
<tr>
<td>Towers and lattice masts, iron or steel (1.2%)</td>
<td>China</td>
</tr>
<tr>
<td>Bridges and bridge sections, iron or steel (0.4%)</td>
<td>- Korea, Republic of (23.7%)</td>
</tr>
<tr>
<td></td>
<td>- Japan (18.3%)</td>
</tr>
<tr>
<td></td>
<td>- Germany (14.8%)</td>
</tr>
<tr>
<td></td>
<td>- United States of America (9.2%)</td>
</tr>
<tr>
<td></td>
<td>- France (7.2%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Top Import Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structures &amp; parts of structures, i/s (ex prefab bldgs of headg no.9406) (58.8%)</td>
<td>India</td>
</tr>
<tr>
<td>Doors, windows &amp; their frames &amp; thresholds for doors of iron or steel (26.2%)</td>
<td>Russia</td>
</tr>
<tr>
<td>Props &amp; similar equipment for scaffolding, shutter/pit-propping, i/s (7.8%)</td>
<td>Brazil</td>
</tr>
<tr>
<td>Towers and lattice masts, iron or steel (6.1%)</td>
<td>China</td>
</tr>
<tr>
<td>Bridges and bridge sections, iron or steel (1.0%)</td>
<td>- China (25.6%)</td>
</tr>
<tr>
<td></td>
<td>- Germany (16.8%)</td>
</tr>
<tr>
<td></td>
<td>- Ukraine (12.1%)</td>
</tr>
<tr>
<td></td>
<td>- Poland (5.4%)</td>
</tr>
<tr>
<td></td>
<td>- Turkey (3.8%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Top Import Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structures &amp; parts of structures, i/s (ex prefab bldgs of headg no.9406) (54.7%)</td>
<td>India</td>
</tr>
<tr>
<td>Props &amp; similar equipment for scaffolding, shutter/pit-propping, i/s (21.8%)</td>
<td>Russia</td>
</tr>
<tr>
<td>Towers and lattice masts, iron or steel (18.7%)</td>
<td>Brazil</td>
</tr>
<tr>
<td>Doors, windows &amp; their frames &amp; thresholds for doors of iron or steel (3.9%)</td>
<td>China</td>
</tr>
<tr>
<td>Bridges and bridge sections, iron or steel (0.9%)</td>
<td>- China (25.6%)</td>
</tr>
<tr>
<td></td>
<td>- Spain (14.1%)</td>
</tr>
<tr>
<td></td>
<td>- Germany (13.0%)</td>
</tr>
<tr>
<td></td>
<td>- Korea, Republic of (6.3%)</td>
</tr>
<tr>
<td></td>
<td>- France (4.7%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Top Import Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structures &amp; parts of structures, i/s (ex prefab bldgs of headg no.9406) (76.4%)</td>
<td>India</td>
</tr>
<tr>
<td>Towers and lattice masts, iron or steel (15.3%)</td>
<td>Russia</td>
</tr>
<tr>
<td>Doors, windows &amp; their frames &amp; thresholds for doors of iron or steel (4.1%)</td>
<td>Brazil</td>
</tr>
<tr>
<td>Props &amp; similar equipment for scaffolding, shutter/pit-propping, i/s (3.1%)</td>
<td>China</td>
</tr>
<tr>
<td>Bridges and bridge sections, iron or steel (1.2%)</td>
<td>- China (38.2%)</td>
</tr>
<tr>
<td></td>
<td>- Malaysia (15.2%)</td>
</tr>
<tr>
<td></td>
<td>- Korea, Republic of (8.9%)</td>
</tr>
<tr>
<td></td>
<td>- Indonesia (7.1%)</td>
</tr>
<tr>
<td></td>
<td>- United Arab Emirates (4.8%)</td>
</tr>
</tbody>
</table>
Export opportunities for South Africa in other BRICS economies

Figure A18: H7606 - Aluminium plates, sheets and strip, of a thickness exceeding 0.2 mm

- Plate, sheet or strip, aluminium alloy, exceeding 0.2mm thick (79.5%)
- Plate, sheet or strip, aluminium, not alloyed, exceeding 0.2mm thick (18.3%)
- Plate, sheet or strip, aluminium alloy, exceeding 0.2mm thick, nes (1.2%)
- Plate, sheet or strip, aluminium alloy, exceeding 0.2mm thick, nes (1.0%)
- Germany (37.7%)
- China (27.6%)
- Italy (9.1%)
- Serbia (5.2%)
- Spain (3.4%)

Key:
- Top imported products
- Top import sources

- Plate, sheet or strip, aluminium alloy, exceeding 0.2mm thick, nes (36.0%)
- Plate, sheet or strip, aluminium alloy, rect or sq, exceeding 0.2mm thick (32.7%)
- Plate, sheet or strip, aluminium, not alloyed, rect or sq, exceeding 0.2mm thick (23.4%)
- Plate, sheet or strip, aluminium, not alloyed, exceeding 0.2mm thick, nes (7.8%)
- China (35.0%)
- Germany (15.6%)
- Bahrain (9.4%)
- Korea, Republic of (7.4%)
- United Kingdom (6.3%)
Export opportunities for South Africa in other BRICS economies

Figure A19: H8474 - Machinery for sorting/screening/washing; agglomerating/shaping mineral products

Key:
Top imported products
Top import sources

- Crushing/grinding machines for earth/ stone/ores o oth minerals subs etc (35.8%)
- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (23.6%)
- Concrete or mortar mixers (10.7%)
- Sorting/screening/separatg or washg mach for stone/ores o oth min etc (9.4%)
- Machines for mixing mineral substances with bitumen (8.1%)

- Germany (30.8%)
- China (13.3%)
- Italy (7.8%)
- Ukraine (6.0%)
- Finland (5.9%)

- Crushing/grindg machines for earth/ stone/ores o oth minerals subs etc (30.4%)
- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (26.3%)
- Sorting/screening/separatg or washg mach for stone/ores o oth min etc (17.0%)
- Machines for mixing mineral substances with bitumen (12.5%)

- Germany (28.4%)
- United States of America (13.4%)
- Japan (12.5%)
- United Kingdom (5.8%)
- France (5.4%)

- Pts of sortg/screeng/mixg/crushg/grindg/washing/agglomeratg mach etc (30.3%)
- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (26.0%)
- Concrete or mortar mixers (10.7%)
- Sorting/screening/separatg or washg mach for stone/ores o oth min etc (14.6%)
- Pts of sortg/screeng/mixg/crushg/grindg/washing/agglomeratg mach etc (17.0%)

- Germany (28.4%)
- United States of America (13.4%)
- Japan (12.5%)
- United Kingdom (5.8%)
- France (5.4%)

- Crushing/grindg machines for earth/ stone/ores o oth minerals subs etc (40.8%)
- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (14.9%)

- Germany (18.0%)
- China (17.1%)
- United States of America (16.5%)
- Italy (10.8%)
- United Kingdom (5.7%)

- Pts of sortg/screeng/mixg/crushg/grindg/washing/agglomeratg mach etc (26.3%)
- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (26.3%)

- Germany (18.0%)
- China (17.1%)
- United States of America (16.5%)
- Italy (10.8%)
- United Kingdom (5.7%)

- Mach f agglomeratg mineral fuels, mach f foundry moulds of sand etc nes (14.9%)

- Germany (18.0%)
- China (17.1%)
- United States of America (16.5%)
- Italy (10.8%)
- United Kingdom (5.7%)
Figure A20: H8704 - Trucks, motor vehicles for the transportation of goods

Key:
- Top imported products
- Top import sources

- Diesel powered trucks with a GVW exceeding twenty tonnes (73.1%)
- Dump trucks designed for off-highway use (16.3%)
- Gas powered trucks with a GVW not exceeding five tonnes (7.4%)
- Diesel powered trucks with a GVW exceeding five tonnes but not exceeding twenty tonnes (2.0%)
- Trucks nes (0.8%)

- Japan (42.0%)
- Germany (26.8%)
- United States of America (17.2%)
- Sweden (7.9%)
- Belarus (2.4%)

Export opportunities for South Africa in other BRICS economies
Compiled by:

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

Although every care is taken to ensure the accuracy of this publication, supplements, updates and replacement material, the authors, editors, publishers and printers do not accept responsibility for any act, omission, loss or damage or the consequences thereof, occasioned by a reliance by any person upon the contents hereof.