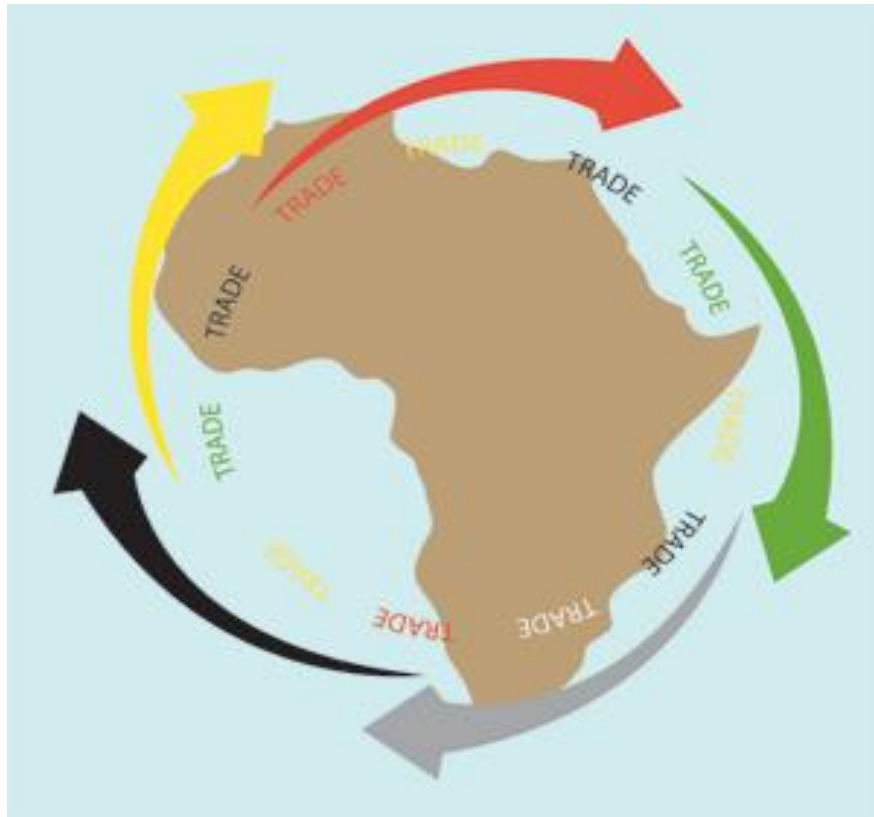


KWAZULU-NATAL'S AFRICA EXPORT STRATEGY Draft



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businesses as an advisory. TIKZN is ready to assist companies where possible, and support individual export implementation plans to the rest of the African continent.

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Executive Summary

This export development strategy was compiled by the Trade and Investment KwaZulu-Natal (TIKZN) to determine the viability of indigenous companies and businesses operating in the KZN region venturing into the rest of the Africa or expanding trading activity on the continent.

The Strategy is developed in a recessionary environment characterised by stagnant domestic demand amid ongoing challenges posed by the Coronavirus pandemic. Economic activity has been rebounding from a low base, due to wide scale distortion of supply chain activities, high operational costs and constricted margins of local businesses, which had to still incur costs despite not producing and selling as a result of the COVID-19 pandemic. The extended implications on sustainability and employment is huge and in order to survive, companies must complement turnaround strategies with interventions aimed at boosting regional export competitiveness. The rest of Africa presents tremendous opportunity to grow exports given the comparatively low logistics costs. Moreover, there is opportunity to improve on existing potential from untapped markets in countries further up north of the continent, from the auspicious African Continental Free Trade Area (AfCFTA) agreement.

Although postponed to early next year due to the COVID-19 pandemic, the advent of the African Continental Free Trade Area Agreement (AfCFTA) further presents possibilities for cross-country trade and companies in the KZN region are encouraged to export directly or indirectly.

This Strategy captures the overall approach employed by TIKZN in encouraging cross-border trade amongst businesses in KwaZulu-Natal, and specifically provides an overview of KZN's export productive capacity, by broadly identifying the export base or potential products being exported to Africa. First, the strategy identifies the top 20 products with the potential to be exported to the continent, maps the applicable products to the top 21 African countries with huge export potential, and conducts an exposition on the existing comparative and competitive advantages of the linked markets. Second, the analysis narrows down to 17 halal products which can be exported from the KZN region to key delineated African markets, which are a subset of the original 21 markets. The analysis conducted in the Strategy is insightful and is accompanied by a detailed list of 173 products (inclusive of halal products), per the South African industrial sectors. Finally, we take into consideration the list of our current top 10 African Markets which include SACU members, and we arrive at a total of 27 targeted African countries to focus trade initiatives. Generally, it highlights the potential export linkages by products and monetary value from KZN to key African markets and outlines new African markets for growth, where local companies have not yet ventured into.

The Strategy employs the trade Decision Support Model (DSM) developed by the North West University, to identify the product-country combinations with the highest export potential for a single country. The TRADE-DSM also provides a good reference for one to be able to prioritize marketing efforts based on the value and size of these opportunities in relative terms. This instrument provides sound information that companies can use in developing their export marketing strategy and forms the basis and guidance for further research, should it be required.

This Export Strategy is consistent with promising opportunities presented by the African Continental Free Trade Area (AfCFTA) agreement, and proposes a shared approach between TIKZN and KZN business community, whereby companies can directly or indirectly venture into “greenfield markets” or markets that have never been commercially exploited, with their existing matured products or less matured products; grow market share in already established African markets for their matured products or less matured products; or enter existing African markets with new products (greenfield opportunity).

The maturity stage of the product life cycle shows that sales will ultimately peak and then dip, due to the product being widely accepted in the domestic market in relative terms. When this happens, it is important for local companies to improve exports competitiveness to reboot production and ensure their sustainability. This Strategy is aimed at ensuring that new avenues for sales are found, to address the predominant constraint of stagnant domestic demand.

Importantly, this exports development strategy deliberates on the broader implications and potential impact of the launch of the AfCFTA on KZN’s trading activities on the continent, given the existence of regional trading arrangements, protocols and regional integrations.

Hopefully, businesses that are already exporting to the rest of the continent, and those still planning to do so, will find this Export Strategy useful in their quest to grow continental sales and remain sustainable, with positive implications on jobs and economic growth.

1. Introduction

Africa has moved from a continent perceived as “darkness”, embroiled in wars and riddled with disease, famine and heavy reliance on its colonial heritage, to a region full of opportunity for both trade and investment. Africa has moved at great lengths into an era of democracy, open economies, and relative political stability with first world cities like, Nairobi in Kenya, Casablanca in Morocco, Accra in Ghana, Algiers in Algeria and Luanda in Angola to name but a few. Most of the African countries have developed their regional bi/multi-lateral co-operation and introduced investor friendly economic policies and endeavoured to create an economically sound business environment with investment in business parks to simulate domestic and foreign investment.

Several trade agreements have been put into place amongst African countries to enhance trade between these African countries and to stimulate growth. There have been some levels of improvement, however, more needs to be done to improve overall Intra-African Trade and the African Continental Free Trade Area Agreement (AfCFTA) seek to achieve just this.

The unpacking of trade by African countries with Global Markets show that African countries collectively export mostly raw material and semi process products out of the African continent, and import finished or value-added products into the continent. In essence, this allows value for addition to be done out of the African Continent, with negative impact on the economic growth of African countries. This is cause for concern. Given the urgent need to grow African economies, create employment and reduce poverty and inequality, we avow that beneficiation and value-addition on manufactured products should be done on the continent.

Encouragingly, a review of intra-African trade patterns shows that African countries are increasingly trading finished or semi processed products amongst themselves, thereby providing impetus for enhance trade, in line with the imminent launch of the AfCFTA. Africa holds a lot of potential and South African businesses including KZN businesses should be proactive, rather than reactive, in maximising trad gains from the continent.

It is within this context that Trade & Investment KwaZulu-Natal (TIK) is developing an Export Development Strategy focusing on Africa, which identifies key markets for current (or new) products, to enhance and grow trade. The strategy will also have a detailed review at each of these identified markets to understand their commercial and economic risk and to zoom into the trade opportunities from a product level. Finally, the strategy provides some guidance on the type of activities that should be implemented to enhance trade or build relations on the continent, while also ring-fencing auspicious opportunities for KZN companies aimed at growing intra-Africa Trade.

1.1 Background

Africa continues to be plagued with high levels of poverty, low levels of economic development and poor levels of education. The prevalence of HIV and the ongoing Covid-19 pandemic has put a strain on the economies and health sectors of African countries, with leaders having to make hard decisions on whether to prioritise their economies (including production and infrastructure development) or heath (by imposing economic lockdowns and physical distancing). There is also the issue of the growing rift between the rich and the poor on the continent which needs to be addressed.

The World Bank population-weighted Gini index shows that inequality rose steeply between 1988 and 1998 and declined only moderately by 2013. Although there has been decline in global poverty, the resultant prosperity has not been fully shared globally, and this is cause for concern. Africa's appetite for war, conflict and crime will exacerbate the ever-growing gap between the rich and the poor, hence the need for economic reforms on a continental basis to stimulate economic growth, create opportunities for employment and enhance the levels of trade cooperation between countries.

The share of intra-African exports as a percentage of total African exports has increased from about 10 percent in 1995 to around 17 percent in 2017, but it remains low compared to levels in Europe (69 percent), Asia (59 percent), and North America (31 percent). This is an important reason to expect that trade will be a key driver of growth in Africa. According to modelling results by the Economic Commission for Africa (ECA), the AfCFTA is projected to increase the value of intra-African exports and it will be a game changer for stimulating intra-African trade. The AfCFTA is projected, through the sole removal of tariffs on goods, to increase the value of intra-African trade by between 15 percent (or \$50 billion) and 25 percent (or \$70 billion), depending on liberalization efforts, in 2040, compared to a situation with no AfCFTA in place. The share of intra-African trade would increase by nearly 40 percent to over 50 percent, depending on the ambition of the liberalization, from the start of the implementation of the reform (presumably in early 2021) to 2040.

Recent evidence by ECA shows that when African countries trade with themselves they exchange more manufactured and processed goods, have more knowledge transfer, and create more value. In fact, manufactured goods make up a much higher proportion of regional exports than those leaving the continent - 41.9 compared to 14.8 percent in 2014. The real test of the AfCFTA, however, will be on how quickly African countries can accelerate export diversification and product sophistication and make trade more inclusive.

Trade diversification of exports is important as it allows countries to build resilience to movements in demand, due to economic downturns in importing countries but also price dips. In the case of commodity exporting countries, it supports a shift from an over dependence on commodities to higher value-added products and services. Economic diversification allows for more inclusion of small and medium sized enterprises and helps encourage innovation as more markets open. It is also productivity enhancing.

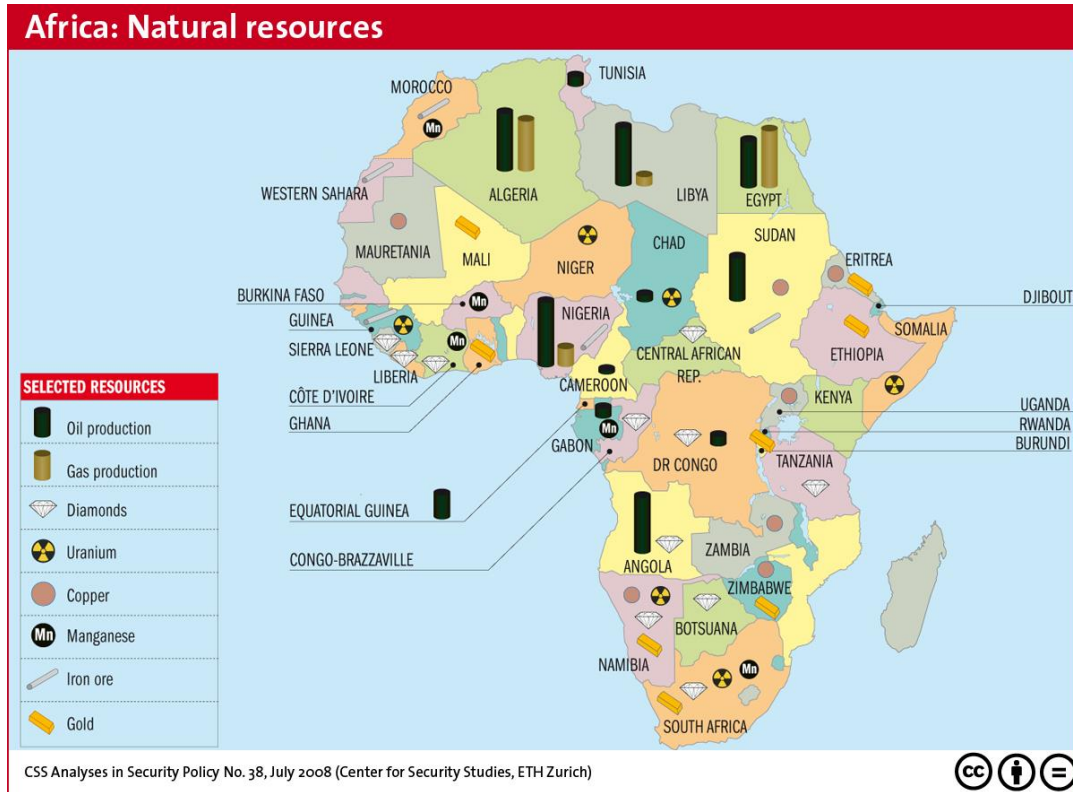
Between 1990 and 2014, as most fast-growing countries in the world diversified their economies, most African countries instead relied on rents from extractive industries. Figure 6.1 shows that, except for Rwanda, Senegal, and Sudan, African economies did not diversify their exports. Export diversification for the continent improved only marginally between 1990 and 2014. Exports from Central and Northern Africa became increasingly more concentrated, and even countries with diversified exports like Morocco and South Africa lost ground. In contrast, most East Asian economies were able to diversify exports at a rapid pace and converge to the levels of China and Korea (Figure 6.2). Against this backdrop, the AfCFTA is expected to enable countries to break into new African markets as they diversify by export destination and by type of goods produced.

1.2 Africa's Resource Riches

Africa has a large quantity of natural resources, including gold, coal, diamond, sugar, salt, iron, cobalt, uranium, copper, bauxite, silver, petroleum, and cocoa beans to name a few. Wood,

tropical fruits and recent oil reserve discoveries have increased the importance of commodities on African economies. Africa's two most profitable mineral resources are gold and diamonds. The continent holds around 30% of the world's known mineral reserves and South Africa accounts for almost half of Africa's gold production. Ghana, Guinea, Mali, and Tanzania are other major producers of gold. The figure below provides an overview of Africa's natural resources.

Figure 1: Africa Natural Resources



Africa's raw materials tends to leave its shores to the EU, China and India predominantly and returning as finished products. A focus on manufacturing seems not to be an area of priority for some countries as currently, access to capital and finished products has outweighed the production of products.

These avenues provide an opportunity for KwaZulu-Natal to position itself within selected markets to not only supply finished products but to also create new investments. Doing business in South Africa is extremely different to doing business in other African countries.

One key to the growth of intra-regional trade in Africa lies in the development of the infrastructure and transport linkages on the continent. As trade between African countries grow, the need exists to improve infrastructural linkages between South Africa and neighbouring countries, which will also create opportunities for KwaZulu-Natal Companies to participate.

2. African Cooperation and Agreements, Regional Integrations and Trade Blocs

This section provides a brief overview of regional agreements on the continent, including existing regional integration arrangements and trade blocs, with overlapping intentions of boosting trade amongst member countries. First, an elucidation is done of the African Union (AU), to properly contextualise the documented African spirit of cooperation.

2.1 The African Union

The African Union (AU) is a geo-political entity almost covering the entirety of the African continent. Morocco left the former Organisation of African Unity (AU's predecessor) in 1984 but



return to the Union in 2017, after thirty-nine of the AU's 54 countries voted in favour of readmission. Its origins are the Union of African States, an early confederation that was established by Kwame Nkrumah in the 1960s, as well as subsequent attempts to unite Africa, including the Organisation of African Unity (OAU), which was established on May 25, 1963, and the African Economic Community in 1981.

The idea of creating the AU was revived in the mid-1990s under the leadership of Libya championed by its former leader Muammar Gaddafi: the heads of state and government of the OAU issued the Sirte Declaration (named after Sirte, in Libya) on September 9, 1999 calling for the establishment of an African Union. The Declaration was followed by summits at Lomé in 2000, when the Constitutive Act of the African Union was adopted, and at

Lusaka in 2001, when the plan for the implementation of the African Union was adopted. During the same period, the initiative for the establishment of the New Partnership for Africa's Development (NEPAD), was also established. The Durban Summit (2002) launched the AU and convened the 1st Assembly of the Heads of States of the African Union.

a) Past regional integration arrangements have delivered less than was originally envisaged, but they have contributed to a significant expansion of intra-African trade.

Despite these integration arrangements, African intraregional trade trails that of other regions, and Africa's insertion into global value chains (GVCs) is still dominated by its exports of raw materials. As a result, past integration efforts have been considered as underperforming (de Melo and Tsikata 2015; Hailu 2014; Yang and Gupta 2005). Several reasons have been advanced for this underperformance, including lack of complementary domestic reforms to improve domestic supply responses and a low level of implementation of the arrangements, owing partly to the absence of strong institutional frameworks supporting them. Still, these arrangements have facilitated a large expansion of intra-African trade in the last couple of decades.

b) Intraregional trade in Africa is relatively low, but rising, and dominated by food and manufactured goods. In 2017, roughly 17% of Africa's total trade was conducted within the

continent, rising from 9% in 2000. In other regions, such as Europe and Asia, intraregional trade is over 50%. The expansion of intraregional trade in Africa has been supported by an increase in commodity exports, stronger macroeconomic conditions and institutions, and the establishment of REAs (Arizala et al., 2018). Much of the intraregional trade has been driven by the Southern African Development Community (SADC) and the EAC, which have the highest levels of intra-union trade, compared with other groupings on the continent. During 2000–17, intra-African trade was dominated by food and manufactured goods. In contrast, exports to the rest of the world were dominated by primary products, which accounted for about 60% of total exports. At the same time, chemicals, other manufactured goods, machinery, and transportation equipment represented close to 70% of total imports.

c) Africa lacks a continent-wide trading hub. Unlike Asia, Europe, and North America, Africa does not have an economy that acts as a trading hub. South Africa operates, somewhat, as a hub for southern Africa, for which it is also a key supplier of intermediate goods. South Africa is a top 5 trading partner for 14 African countries. At the same time, it is integrated, mostly upstream (forward integration), in GVCs with China, the United States, Germany, and India. The rest of Africa lacks a systemic global exporter that also imports value added from the rest of the continent. Given the shift in international trade from goods to tasks, for the AfCFTA to have a transformative effect on member countries, it would need to spur the development of the nascent supply chain on the continent. This would in turn provide a bridge for African countries to generate more downstream (backward) integration into GVCs and by doing so reap more gains from their participation in international trade.

d) Africa is characterized by a plethora of trade regimes. 3 Broad elements characterise the trade regimes on the continent.

- First, there are preferential trade agreements **between individual African countries and countries** outside the continent. These include agreements under the general system of preferences (GSP), granting duty-free treatment for least-developed countries, and preferential access to the US market under the African Growth and Opportunity Act (AGOA).
- Second, there are regional trade agreements **between African countries and regions outside Africa**. This category includes the various economic partnership agreements the European Union has negotiated with various African countries and regional groups on the continent. These also call for the partial and gradual liberalisation of African markets to EU imports.
- Third, there is a web of **intra-African trade agreements**, including eight regional economic arrangements (REAs) and four subregional groups.

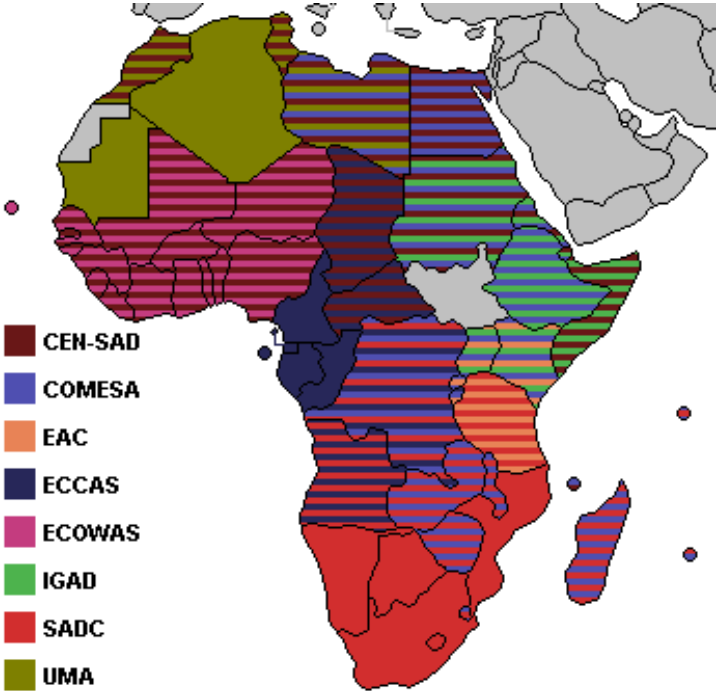
e) Over the past century, African countries have created several regional economic integration arrangements. The first 2, the Southern African Customs Union (SACU), formed in 1910, and the East African Community (EAC), formed in 1919, are today among the most vibrant and successful regional arrangements on the continent. In 2019, there were over 15 regional integration arrangements, and many countries have overlapping memberships. The overriding objective of these arrangements is the promotion of intraregional trade to achieve faster economic growth and reduce poverty. The AfCFTA (African Continental Free Trade Area) is the most

ambitious initiative in this vein. In March 2018, over 40 countries signed the African Continental Free Trade Area (AfCFTA) agreement. Once fully implemented, the AfCFTA is expected to cover 54 African countries (except for Eritrea, which is yet to sign the agreement), with an estimated combined GDP of US\$3.4 trillion.

2.2 Regional Groupings in Africa

The regional integration arrangements in Africa include the Southern African Customs Union (SACU), the Economic Community of West African States (ECOWAS), Economic Community of Central African States (ECCAS), the Maghreb Union (AMU), the Southern African Development Community (SADC), the Common Market for Eastern and Southern Africa (COMESA), Inter-Governmental Authority on Development (IGAD), the Community of Sahel-Saharan States (CEN-SAD) and the East African Community (EAC). All 55 African nations are members of at least one of these regional groupings, with most having overlapping membership.

Figure 2. Regional Integrations in Africa



An exposition on these regional groupings is provided in Appendix B.

2.3 Other Economic Programmes, Cooperation and Monetary Unions

The overview of existing regional integrations in Africa, including other economic cooperation and monetary unions provides a sense of the opportunities and challenges involved in boosting trade with the various African Countries. These dynamics are factored into the analyses provided in this export development strategy for Africa. Some of the prevailing economic programmes,

cooperation and monetary unions on the continent include: the New Partnership for Africa's Development (NEPAD), the West African Economic and Monetary Union (WAEMU), West African Monetary Zone (WAMZ), Mano River Union (MRU), Central African Economic and Monetary Community (CEMAC), Economic Community of Great Lakes Countries (CEPGL) and Indian Ocean Commission (IOC). An exposition on these economic programmes, cooperation monetary unions and the African Continental Free Trade Area Agreement is provided in Appendix B.

2.4 The African Continental Free Trade Area Agreement

The African Continental Free Trade Agreement (AfCFTA) is an ambitious, comprehensive but auspicious attempt by leaders of the continent to make the African dream of regional economic integration become a reality. If effectively launched, it will become the largest free trade area in the world, linking approximately 1.3 billion people across 55 countries, with an estimated combined Gross Domestic Product (GDP) of US\$3.4 trillion.

The aim of the AfCFTA is to reach 50% intraregional trade as a share of African trade in 2050 and boost economic output by US\$29 trillion by 2050. The IMF estimates that the intraregional share of total African imports was about 12% in 2017 and there is potential to further improve. Moreover, the statistics underestimates actual intraregional trade flows, as they do not capture widespread informal cross-border trade. Survey data suggest that informal cross-border trade in Africa is significant. In eastern Africa, early in the decade, informal exports from Uganda to other countries in the region were as high as a third of formal trade. In the Southern African Development Community area (SADC), informal trade in certain food items in the early 2000s reached 30% to 40% of official trade (AfDB 2012).

The first negotiations stage of the AfCFTA included protocols on trade in goods, trade in services and dispute settlement, to be achieved as a single undertaking, or one package. However, some outstanding issues include trade and customs documents & procedures on the continent, as well as amendments of tariff books. The most contentious issues are around Rules of Origin (RoO), transit and transshipment of goods and fraud. These issues are of great concern to most member countries, and largely explain why Nigeria delayed signing and subsequently ratifying the Agreement, until recently. The second stage of the negotiations included protocols on intellectual property, investment protection and competition and negotiations are at an advanced stage to be completed by 2021.

AU member states were initially committed to having trade under AfCFTA take place by the 1st July 2020, during South African chairmanship of African Union, but the COVID-19 pandemic threw a spanner in the works and trading under the AfCFTA was deferred to the 21st of January 2021.

2.4.1 Implications of AfCFTA on on-going trading activities and existing continental trade agreements, protocols and regional integrations

The AfCFTA is not one agreement but rather a framework that covers a range of bilateral agreements. South Africa will be negotiating with all countries or customs unions that it does not

have trade agreements with – including those in Central, West and North Africa (essentially all African countries except SADC and the EAC).

The AfCFTA is further complemented by a variety of instruments aimed at integrating and facilitating important trade features on the continent. For instance, there are advanced discussions and considerations on a Pan-African Payments and Settlements Platform, African passport, the Africa Trade Observatory which is a mechanism to ensure effective monitoring and evaluation of trade, an Online Tariff Negotiation Portal and a NTB reporting portal. These activities and mechanisms will be monitored by an AfCFTA Secretariat which is based in Ghana, with an anticipated staff of approximately 45-50 nonpolitically appointed professionals.

2.4.2 When it is announced that AfCFTA will be applicable from January 2021, what does this mean? What happens to existing continental regional integration agreements such as the SADC, EAC or ECOWAS?

The AfCFTA contains a primacy rule, implying that, where there is conflict of protocols or inconsistency with existing regional trade agreements, the AfCFTA will take preference or precedence. This means that the AfCFTA is a superior Agreement to all existing regional economic Agreements.

For instance, KZN and South African exporters can apply the SADC FTA, or the Tripartite Free Trade Agreement (for some countries in the future) or the AfCFTA rules, but where there is conflict in interpretation, the AfCFTA rules prevail as the superior rule. SACU remains as a customs union between South Africa and Botswana, Lesotho, Namibia and Eswatini, and as Africa's first regional economic integration arrangement. Although the AfCFTA will become the one agreement leading all trade on the continent soon, it is not the case for now.

2.4.3 THE AFRICAN CONTINENTAL FREE TRADE AREA: A GOLDEN OPPORTUNITY FOR KWAZULU-NATAL AND SOUTH AFRICA by COSMAS HAMADZIRIPI provides more insight into the AfCFTA and why AfCFTA is important for KwaZulu-Natal Export development is articulated below.

“The income of any country as measured by Gross Domestic Product (GDP), using the expenditure method consists of four components namely, Government expenditure, Investment, Consumption and the balance between exports and imports (Exports-Imports), which is generally known as the trade balance or Net trade. It is generally ideal for a country to have a positive trade balance and this is only possible when exports are larger than imports, that is, when a country can generate more exports than it imports from abroad. South Africa is an open economy, which implies that it freely allows companies to trade with the rest of the world. In national accounting system, exports are regarded as an injection into the circular flow of income of a country.”

3. Defining the Export Development Strategy

The rest of the African Continent is very important and strategic to KwaZulu-Natal (KZN) businesses aiming to boost both trade and investment opportunities. The Coronavirus pandemic has highlighted the increasingly complementary nature of trade and investment in the province, as ripple effects of negative COVID-19 shocks on trade overlap into investment. Stagnant economic activity and domestic demand calls for innovative and proactive thinking by both government agencies and stakeholders alike, in ensuring that businesses can be able to produce, sell and remain sustainable.

This export development strategy systematically highlights existing opportunities and potential growth areas on the African continent, and ring-fences “specific products” and “specific Markets” where KZN companies can forage into, in order to increase market share or boost trade, despite the prevalence of challenges in those markets.

The strategy is generally consistent with the objective of the Integrated National Export Strategy (INES), as developed by the Department of Trade Industry and Competition’s (DTIC), which aims to grow South Africa’s exports volume by 6% per annum and capture 1% of world exports by value in 2030. It also aligns with applicable sections of the commercial mandate of Trade and Investment KwaZulu-Natal (TIKZN), which was established to:

- Facilitate trade by assisting local companies to access international markets.
- Provide a professional service to all clientele.
- Retain and expand trade and export opportunities; and
- Link opportunities to the developmental needs of the KZN community.

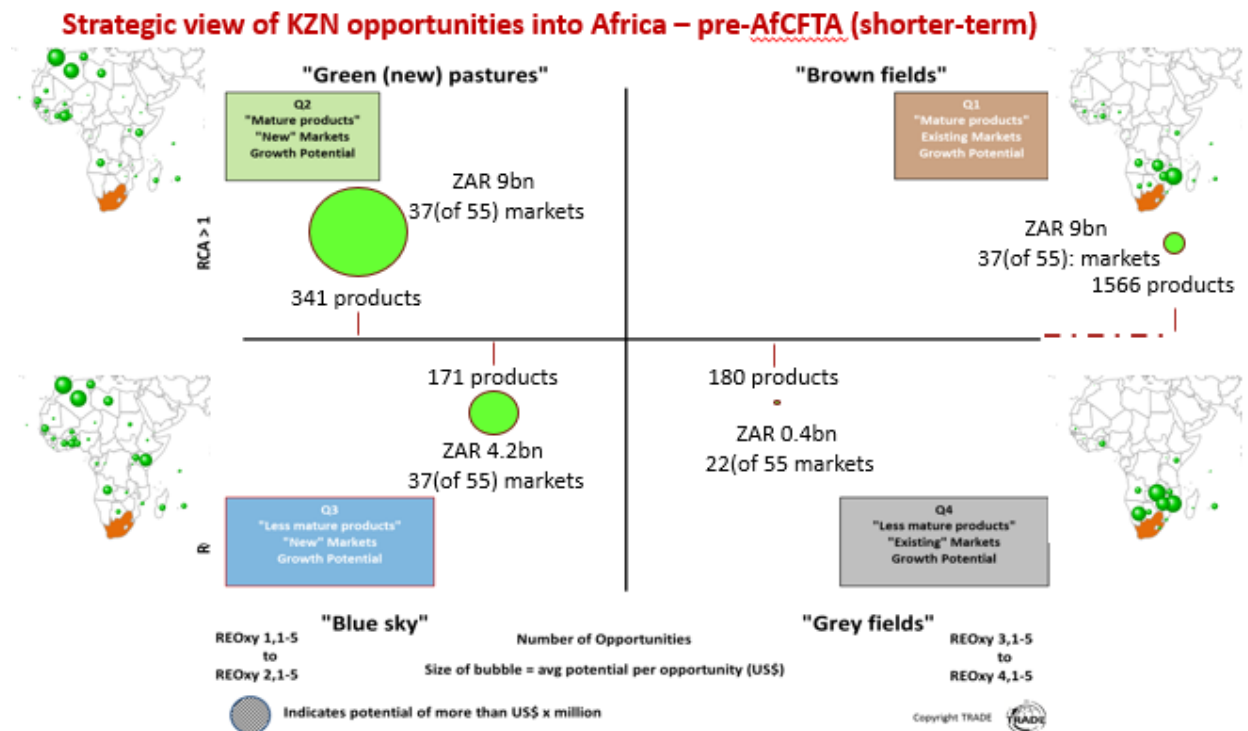
In the main, this export development strategy aims to enhance the export competitiveness of KZN companies in already developed African markets or in new markets on the continent.

Accordingly, in line with auspicious opportunities presented by the African Continental Free Trade Area (AfCFTA) agreement, this strategy specifically proposes a collegial approach between TIKZN and KZN business community, whereby companies can directly or indirectly:

- venture into new African markets with their existing matured products or less matured products.
- increase market share in established African markets for their matured products or less matured products, or
- enter existing African markets with new products (considered greenfield opportunity which is rare and interesting because the exporters can re-define existing markets on their own terms).

The strategic overview is vividly illustrated in the table below - albeit partially - for identified prevailing (matured and less matured) products. The figure below does not reflect new products into existing African markets, as this will be informed by market research, including a review of country demand profiles. Besides, the numeric value of the products is still to be determined.

Figure 3: Strategic Overview of KZN Opportunities into Africa



Source: Own illustration. Derived from DSM (2020) data.

From the figure above, in quadrants 1 and 2 titled “green (new) pastures” and “brown fields”, 341 and 1,566 mature products with the potential to grow into new and existing African markets were identified. In quadrants 3 and 4 titled “blue sky” and “grey fields”, 171 and 180 less matured products were identified as having the potential to grow in new and existing markets, respectively.

To achieve the main objective as delineated above, TIKZN will assist KZN businesses in achieving the following sub-objectives:

- Embark on an intense continent-wide promotional exercise - alongside key business partners - to build the export drive of KZN businesses and create awareness for products manufactured or beneficiated in the province. This exercise is necessary as evidence of low intra-African trade points towards most African countries importing from overseas, despite the existence of products originating or assembled on the continent.
- Secure appointments/audience with representatives of various African trade ministries, government departments or trade and investment promotion agencies, sign memoranda of understanding (MOU) or Service Level Agreements (SLAs) aimed at enabling access for KZN companies to service the various governmental procurement needs or local markets.
- Enhance the capabilities of KZN companies to understand and adhere to the different and sometimes conflicting standards and specifications of African trade partner countries.
- Champion the need for KZN companies to consistently improve on productivity to eventually achieve economies of scale and low production costs, which will enable their product price competitiveness on the continent.

- Lead the process of collating relevant trade information, procurement needs and market information sessions from identified markets and disseminate the data to KZN companies.
- Encourage local businesses which are contemplating export to do so and enhance the chances of success of those already exporting to the rest of the continent.
- Expedite trade negotiations, contract discussions, or facilitate other necessary arrangements between KZN businesses and foreign African companies (via virtual sessions and where possible, in-country visits).
- Support the competitive drive of new businesses, first time exporters, black-owned businesses, and domestic uncompetitive business, in seeking new regional markets or growing current markets.
- Effectively utilise regional and international trading arrangements to increase exports, combined with initiatives for higher efficiency in the utilisation of imported components.
- Help KZN companies navigate the plethora of export barriers on the continent, or non-tariffs barriers (NTB) including language and documentary challenges and facilitate the exchange of collated relevant information with the DTIC and the AfCFTA secretariat.

This strategy document will provide more impetus to the process of KZN trade development and trigger higher performance and increased productivity to withstand intensifying competition within the domestic market. It will stimulate and encourage value-adding activities on primary exports as a means of increasing national earnings and income flows based on existing output levels. The process will also trigger investment inflows into export-oriented areas in which KwaZulu-Natal has comparative advantages, including but not limited to technology and innovation into production systems, as the basis for economic competitiveness. All these also align with the broader long-term goal of the National Development Plan 2030, aimed at enhancing income generation, improving earnings, and reducing inequality and poverty of KZN citizens at the grass-roots levels.

3.1 Why KZN companies should export to African markets

There is merit in local businesses and KZN companies exporting to the African markets – especially market further up north – given the growth potential, fast growing economies and expanding consumer base. KZN business should capitalise on key competitive advantages and other benefits as expounded in the sections below.

3.1.1 Competitive advantages for KwaZulu-Natal exporters

The following competitive advantages apply to South African companies in general, and specifically KZN companies aiming to trade on the continent.

- Proximity of key Markets** South Africa's main regional exports are to neighbouring African countries, with countries like Botswana, Lesotho, Eswatini and Namibia considered important and strategic. In some instances, it is not too far to drive and there are daily flights to most key markets. In many cases South African passport holders do not need visas to visit other African countries, and KZN businessmen and women can easily travel to various SACU and SADC countries and frequently meet with their customers.
- Logistics/Transport of export orders:** Goods can be easily delivered by road or rail from South Africa to most neighbouring African countries in the SADC or East Africa. For countries further up north of Africa, products can be delivered by air or sea, with the KZN seaports providing a comparative advantage to other regions domestically. The seaport at Durban has

international accreditation and provides South African exporters a huge leg-up, as orders can be delivered key regional markets in days rather than weeks.

- c) **Maintenance and technical support:** Attention for products requiring regular maintenance and technical support can be easily offered by the exporting company from South Africa or the KZN region. Companies can also, relatively inexpensively, offer product training to their customers, agents or middlemen.
- d) **Product suitability:** KZN products are generally suitable in other African markets and are usually compatible with other African market conditions. Local products can withstand the continent's unpredictable climate, are technically appropriate and can be easily maintained.
- e) **Pricing:** Due to most of these factors outlined above KZN exporters can offer some of their products at competitive prices compared to suppliers from Europe, North & South America and Asia.
- f) **Export support services:** South Africa and KZN have a wide network of service companies which support exporters into the continent. The activities of the companies are supported by a sophisticated telecommunications infrastructure, a banking system with extensive networks across Africa and transport facilities offering logistics and essential travel services to most important African cities.
- g) **Trade agreements:** A network of trade agreements exists between South Africa and many African countries, which is beneficial to KZN companies. For example, South Africa, with Botswana, Lesotho, Namibia and eSwatini, are members of the Southern African Customs Union (SACU); and South Africa is also a member of the Southern African Development Community (SADC). Also, South Africa has bilateral trade agreements with several African countries.
- h) **Standards and specifications:** South Africa is well-recognised when it comes to adhering to standards and specifications and most products in the domestic market already adhere to recognised international Standards. Exporters' products which meet required Standards and specifications, are bound to gain wider markets access, also giving them a competitive edge.

Global best practice has shown that the prioritisation of sectors and markets results in more effective use of resources and targeting of opportunities, and therefore increased investment and exports. Sector prioritisation leads to more targeted export and investment promotion activities, more focussed research objectives, and makes it easier to identify projects and products to package. The following are the key sectors for the KZN province as defined out of the Kwazulu-Natal Integrated Trade and Investment Strategy.

	Manufacturing	Tourism	Agriculture and agro-processing	Property and infrastructure development	Services, transport & logistics	Oceans economy (incl maritime industry)
Traditional	<ul style="list-style-type: none"> • Automotive and component manufacturing • Clothing, textiles, footwear, leather and leather products • Chemical and plastics manufacturing (transitioning to bio-based, renewables) 	<ul style="list-style-type: none"> • Nature-based tourism • Arts, culture and heritage tourism • Hotels, resorts, houseboats and other accommodation • MICE 	<ul style="list-style-type: none"> • Fruit (citrus and subtropical), vegetables, grains, honey, and livestock • Paper, furniture and other wood products • Food and beverage processing and packaging (sugar-cane, livestock, vegetables, fruit, soya, maize, nuts) 	<ul style="list-style-type: none"> • Residential and commercial • Industrial parks • Road and rail infrastructure • Bulk infrastructure • Inner-City Rejuvenation 	<ul style="list-style-type: none"> • Trade (retail) • Business services (BPO, finance, insurance, and other professional services) 	<ul style="list-style-type: none"> • Ocean based tourism • Cruise tourism • Ports
Growth	<ul style="list-style-type: none"> • Pharmaceuticals and cosmetics • Mineral beneficiation • Advanced manufacturing • Renewable industry technology • Industrial waste recycling 	<ul style="list-style-type: none"> • Medical tourism • Adventure tourism • Film tourism 	<ul style="list-style-type: none"> • Energy (biofuels), cellulose and other biomass processing • Agricultural technology • Cut flowers • Medicinal and herbal plants 	<ul style="list-style-type: none"> • Healthcare and facility development • Private education institutions • Green buildings • Smart buildings 	<ul style="list-style-type: none"> • ICT and software development • Aviation and related services • Film and media 	<ul style="list-style-type: none"> • Oil and gas • Small craft harbour and waterfront development • Boat and ship building and repair (floating docks) • Aquaculture

The sectors in which KZN has an economic advantage are tabulated below, the district in which those sectors are most prevalent defines competitive advantages of the KZN province. The sectors below can be prioritised for trade as they align to the current exported products per district.

Sector	Districts of Importance
Footwear	UThukela, uMgungundlovu, Ugu
Forestry	Harry Gwala, Umzinyathi, uMgungundlovu, Umkhanyakude
Paper and paper products	iLembe, UThukela, King Cetshwayo
Wearing apparel	iLembe, Amajuba, eThekwini
Non-ferrous metal products	King Cetshwayo, uMgungundlovu,
Textiles	UThukela, iLembe, eThekwini
Agriculture	Harry Gwala, iLembe, Umzinyathi
Plastic products	iLembe, eThekwini
Wood and wood products	Harry Gwala, Umzinyathi, uMgungundlovu
Leather and leather products	iLembe
Basic chemicals	King Cetshwayo, eThekwini
Food	Ugu, UThukela, iLembe
Furniture	UThukela, iLembe
Transport and storage	King Cetshwayo, eThekwini
Water	uMgungundlovu, UThukela, Umkhanyakude
Rubber products	uMgungundlovu, UThukela
Other chemical products	eThekwini, Amajuba
Motor vehicles, parts and accessories	iLembe, eThekwini
Printing, recorded media	eThekwini, Amajuba
Structural metal products	King Cetshwayo, iLembe, eThekwini, uMgungundlovu
Construction	iLembe, Ugu, uThukela, Umkhanyakude, King Cetshwayo, Harry Gwala
Education (private)	Umzinyathi, Zululand, Umkhanyakude, Harry Gwala
Other manufacturing groups	eThekwini, Amajuba

Sector	Districts of Importance
Health and social work (private)	Umkhanyakude
Other fabricated metal products	Umzinyathi, King Cetshwayo, iLembe, eThekwini

Source: Quantec

3.1.2 Spill-over benefits of Intra-African trade for KZN businesses

Affording African countries, the opportunity to increase participation in the global economy through trade helps grow their economies, creates jobs, and reduces poverty. According to the Economic Commission for Africa (ECA), when African countries trade with themselves they exchange more manufactured and processed goods, have more knowledge transfer, and create more value. (“An Empirical assessment of AfCFTA Modalities on Goods.” UNECA)

- KZN companies will gain from increased business activity, especially given that manufactured goods make up a much higher proportion of regional exports (41.9%), than exports leaving the continent (14.8%) in 2014.
- The challenge is for African countries to quickly accelerate export diversification and product sophistication and make trade more inclusive. With the advent of the Continental Free Trade Area agreement, these requirements are now of utmost important.
- KZN companies will benefit from trade diversification on the continent, which allows countries to build resilience to fluctuations in demand, due to economic downturns and price changes in importing countries. Trade diversification allows for more inclusion of small and medium sized enterprises, encourages innovation as more markets open and boosts productivity as companies compete. In the case of commodity exporting countries, trade diversification supports a shift from an over- dependence on commodities to higher value-added products and services, and this is good for the continent.

There are advantages to KZN businesses trading on the African continent, and some of the benefits will generally accrue to the broader domestic economy, with extended implications on jobs. Some of the spill-over benefits include:

- Sustainability - Despite the existence of government incentives, a more efficient foreign supplier may still undercut domestic profitability of KZN businesses – by lowering selling prices, providing larger discounts or shipping-in better quality products – thereby crowding out local businesses and long-term operations domestically. One way of KZN companies dealing with this domestic market threat is to diversify, to maximise regional potential and seek new regional markets.
- Reduction of risk and unit costs - South Africa is the most industrialised and capital-intensive economy on the continent, with the capacity to produce higher levels of output and increased exports at lower costs. Kwa-Zulu natal has an advantage over the other provinces to maximise accruing benefits from exports. Business activity in KZN is very heterogenous and the province is the second largest contributor to Industry Value added and GDP, roughly R418 billion in Q2 2020, after Gauteng. The higher productivity required to supply African exports markets will bring down costs and make products more competitive both in domestic and regional markets.

- Economies of scale - An increase in the volume of output underpinned by export, can through economies of scale, reduce the unit cost of the product, More economic production levels can be achieved through improved capacity utilization and plant expansion, while raw materials and intermediate goods can be bought at better prices as the volume increases. Economies of scale will boost export competitiveness as goods can be traded at lower prices.
- Cyclical demand - Goods and products previously produced for cyclical demand in KZN and South Africa can be marketed throughout the year, if one considers:
 - the alternating climatic conditions of the various regional economic communities in Africa; and
 - the alternating climatic conditions of the Northern and Southern hemispheres.
- Economic factors, including constricting local market - South Africa may not provide a market large enough to enable a company to benefit from economies of scale or to justify the capital outlay on improved production equipment. If product standardization is feasible, economies of scale can be increased by marketing in key African markets.
- Discovery by association – Although some KZN companies are already taking advantage of exporting opportunities, there is still room for more to do so and participate in African trade, given the benefits. By trading on the continent, local companies and exporters may well discover that sub-assemblies or other parts which they presently manufacture to serve the domestic market and needs can be exported regionally or overseas. A lot of the products which are of intermediate nature can be exported and incorporated in final products manufactured in less industrialized African markets.

3.2 Trade opportunities on the African Continent

In relative terms, most industrial sectors of African countries have performed less well. However, sectors with growth potential, namely, transport equipment, mechanical engineering, footwear and clothing, and steel are developing quickly in African markets.

The same applies to the majority of the medium or fast-growing sectors, including paper, office machinery, electrical engineering, chemicals, wood, furniture and food processing which are also expanding rapidly.

KwaZulu-Natal represents a significant proportion of South Africa's global commodity and primary processing trade. Some key product offerings include but are not restricted to:

- Automotive parts and components; sugar, prepared foodstuffs and beverages.
- Chemicals and Plastics; Furniture; Pulp and paper; Engineering services.
Electronic, communication devices; Leisure boats, transport and logistics equipment;
and
- Machinery; Jewellery; Base metals; Clothing, textile, and body armour.

Given the overlap in sectors, there is opportunity for local businesses operating in these sectors to build business relationships and boost trade with their African partners.

3.3 Market entry strategy and export opportunities for KZN businesses

One of the aims of this strategy is to enable KZN companies access or grow in African markets, given the low domestic demand and the advent of the African Continental Free Trade Area Agreement (AfCFTA). The AfCFTA is an overarching and ambitious, project which is set to see the continent's dream of regional economic integration finally becoming a reality. The initial plan was to attain 50% intra-regional trade as a share of African trade by 2050, from estimated 12% in 2017¹ (IMF, 2017).

The data on actual intraregional trade flows in Africa are often understated, and do not reflect widespread informal cross-border trade. Survey information captures significant outliers in the form of significant informal cross-border trade in Africa. For example, informal exports from Uganda to other countries in the East African region were as high as a third of formal trade. In the early 2000s, informal trade in some food items in the SADC, was as high as between 30% to 40% of official trade (AfDB 2012). Generally, the continent holds great prospects and African trade has been consistently increasing. Africa's share of trade with African countries was surpassed only by trade with the European Union and China, which has been increasing rapidly over the past decade.

3.3.1 Market entry strategy

Export competitiveness is a key prerequisite for KZN companies if they intend to benefit from existing potential on the continent. For this to happen, this strategy should be able to answer two key questions. First, how should KZN companies that are not yet trading on the continent effectively do so and benefit from the AfCFTA? Second, how can KZN companies that are already exporting to the continent continue to expand and grow market share?

In response to these questions, we avow that KZN companies can realise their trade potential through direct or indirect exporting as expounded in the following paragraphs.

Direct exporting – This applies to goods that are manufactured in the province using high technology and are directly exported to the end users on the continent. Examples of these include goods such as railway rolling stock, traction equipment, storage vessels, mining machinery and plant, and certain motor vehicle component parts. Ideally, KZN companies with quality ranges of goods will aim at transcending to a preeminent level, where they can export directly to the rest of Africa, without the intervention of trade intermediaries, all of whom require to be remunerated.

In order for direct exporting to happen, companies need to have, in each export market, skilled management and marketing teams whose responsibility is to know the major buyers in the markets intimately to create relationships of goodwill and loyalty with those buyers, and to ensure the utmost integrity in all dealings with them. KZN companies which have progressed to this high status in international trade need little help from this export development strategy. Their own experience over time would have made them experts in their chosen field and within their chosen markets. It is not unusual that such leaders in the exporting arena are willing to lend their assistance by means of advice and knowledge to those who are still moving, sometimes painfully, on the hard road to final success.

Indirect exporting – With indirect exporting, the actual exporting company depends on the expertise and the infrastructure of the middleman to handle the whole process and would not have to be involved in any material extent, as in all the various aspects of direct exporting. The

¹ A study by the KZN Provincial Economic Development Trade and Environmental Affairs (EDTEA) Policy and Planning Unit in 2020, places the recent intra-Africa trade as a share of Africa's total trade at 15% in 2019.

middleman acts as a principal to the export transaction and carries his own export risk. He pays over to the exporter the agreed value of the consignments which he handles.

An important market entry strategy via indirect exporting is through the utilisation of a trading house as principal or agent. Many trading houses exist locally and usually buy and sell goods for their own account internationally. Some of them specialize in ranges of products while others act in a more general capacity.

Other market entry options include the utilisation of a local South African agent, the utilisation of a foreign representative or agent in a target market, manufacturing under license (through patent rights, technology transfers, the use of trademarks, etc.), and goods on consignment which are supplied to an agent who will feed them into the market at his discretion, in order to obtain the best possible price.

3.3.2 Opportunities for KZN businesses on the African continent

The market entry strategy provides a succinct non-prescriptive blueprint for KZN businesses aiming to venture into and trade with the rest of African. The entry strategy can be completed with other tried and tested approaches on the continent, given the overlapping trade protocols and varied country regimes.

Using a funnel approach, this Export Strategy further conducts country risk profiles – which is a prerequisite for trade – on 51 Africa countries, and highlights key opportunities on selected products (including halal products) in the top 21 focus markets for KZN companies on the continent. This is done by means of a combination of techniques, methods, or review mechanisms, first on a broader basket of African countries (51) and products (173) and second, on the SACU countries comprising of a smaller number of countries.

3.4 Review mechanisms (Techniques) and key African Markets

In this section, an overview of the combination of methods used in systematically selecting key African countries which are conducive for trade with KZN businesses is presented. The three-tier exercise involves the following:

- Political and commercial risk rating.
- Delineation of realistic export opportunities for KZN business in Africa; and
- Identification/targeting of key SACU countries for KZN businesses.

3.4.1 Country classification or ratings: Review Mechanism 1

Country classifications or ratings done by Credendo reflect country risk profiles and are based on a numeric and alphabetic basis, with the numeric indicator showing the political risk rating and the alphabetic indicator showing the commercial (business) risk of each country. The political and commercial ratings were both used in determining the specific country ratings.

Key factors considerations when classifying both the political and commercial ratings include, inter-alia, the following:

Political rating – Assesses the political and economic conditions, and level of stability and reviews:

- systems of government
- political stability
- economic policies
- forex reserves (availability & ability to generate)
- rule of law
- access to legal system
- banking and commercial infrastructure
- history as a trading partner
- negotiating country ceilings with reinsurers
- utilising feedback from various other sources and publications, such as Dunn & Bradstreet, Moody's, Standard & Poor, Berne Union, ICISA, PASA, World Bank and IMF.

Political and assimilated events encompass all events assuming a case of force majeure for the insured or the debtor/obligor being foreign exchange shortage, political unrest such as war, revolution or riot, natural disaster and arbitrary government action. Countries are classified into seven categories (from 1 to 7) reflecting the intensity of risks arising because of political and assimilated events. Category 1 includes those countries for which the risk is considered the lowest and category 7 contains those countries with the highest likelihood of risks being caused by political and assimilated events. The classifications (including the short, medium- and long-term classifications) are reviewed on a regular basis. Updates are possible at any time if necessary.

Commercial rating - Based on the financial strength of buyers in a particular country, including their ability to pay for products or services, as well as their willingness to repay debts within terms afforded. It reviews the following:

- underwriting experience of other credit insurers in a particular market
- levels of insolvencies/bankruptcies in a country
- access to funds for buyers in the market
- reliable credit information from the respective market
- trade references within the market
- global and domestic industry trends and their impact on the market.

The assessment of the risk caused by default of the debtor consists primarily of a case-by-case assessment of the risk on the debtor/obligor and the trade sector and country it is active in. Some macro-factors such as a sharp currency depreciation, high real interest rates, an economic recession or a context of widespread corruption, however, have an influence on the business environment, thereby affecting the payment capacity of all debtors/obligors in a country.

There are 3 categories of risk as defined below:

Category A - countries presenting a low commercial risk

Category B - Countries which present a "normal" risk

Category C – countries representing an above-average risk. The systemic commercial risk classification is updated regularly and is subject to immediate review if necessary.

Special Transactions:

The premium category set for political risk related to (special) cash transactions is based on Credendo's classification for respectively short-term and medium-/long-term political risks related to credit transactions.

Specific country ratings

It is also appropriate to consider other factors for a final decision to enter a particular market. Reports on most of the above countries as well as many others around the globe can be found on the Credendo website, www.credendo.com.

Table 1: Specific country ratings (51)

No.	Country	Filter1.1: Overall risk score value	F1.1.1: Commercial (Payment) risk	F1.1.1: Short-term operational risk	F1.1.2: Medium-term operational risk	F1.1.3: Special transactions risk
1	Algeria	3.34C	C	3	4	3
2	Angola	6.00C	C	6	6	6
3	Benin	5.34C	C	5	6	5
4	Botswana	1.34B	B	1	2	1
5	Burkina Faso	5.34B	B	5	6	5
6	Burundi	7.00C	C	7	7	7
7	Cameroon	5.00C	C	5	5	5
8	Cape Verde	4.34B	B	3	6	4
9	Central African Republic	7.00C	C	7	7	7
10	Chad	5.34C	C	5	6	5
11	Comoros	5.34C	C	4	7	5
12	Congo	6.00C	C	5	7	6
13	Congo (DRC)	6.34C	C	6	7	6
14	Djibouti	5.00B	B	3	7	5
15	Egypt	4.00C	C	3	5	4
16	Equatorial Guinea	6.00C	C	5	7	6
17	eSwatini (Swaziland)	5.00C	C	5	5	5
18	Ethiopia	6.00B	B	6	6	6
19	Gabon	5.00C	C	5	5	5
20	Gambia	6.00C	C	5	7	6
21	Ghana	4.34C	C	4	5	4
22	Guinea	6.34C	C	6	7	6
23	Guinea-Bissau	6.00C	C	5	7	6
24	Ivory Coast	4.34B	B	4	5	4
25	Kenya	5.34C	C	5	6	5
26	Lesotho	4.00C	C	3	5	4
27	Liberia	6.34C	C	6	7	6
28	Libyan Arab Jamahiriya	7.00C	C	7	7	7
29	Madagascar	5.00C	C	4	6	5
30	Malawi	6.34C	C	6	7	6
31	Mali	6.00B	B	5	7	6
32	Mauritania	6.00C	C	5	7	6
33	Mauritius	2.34B	B	2	3	2
34	Morocco	2.34B	B	2	3	2
35	Mozambique	7.00C	C	7	7	7
36	Namibia	4.00C	C	3	5	4
37	Niger	6.00C	C	5	7	6
38	Nigeria	5.00C	C	5	5	5

39	Rwanda	5.00C	C	4	6	5
40	Sao Tome & Principe	6.34C	C	6	7	6
41	Senegal	4.00B	B	3	5	4
42	Seychelles	3.34B	B	2	5	3
43	Sierra Leone	6.00C	C	5	7	6
44	South Africa	3.34C	C	3	4	3
45	Sudan	7.00C	C	7	7	7
46	Tanzania (United Rep.)	4.34C	C	4	5	4
47	Togo	5.34B	B	5	6	5
48	Tunisia	5.34C	C	5	6	5
49	Uganda	4.34C	C	3	6	4
50	Zambia	6.00C	C	6	6	6
51	Zimbabwe	7.00C	C	7	7	7

(Source : www.credendo.com)

Key:

Country Rating Key:

Political risks:

1 = low, 2 = medium, 3 = high

Commercial risks:

A = low, B = medium, C = high

Note: The two ratings descriptors (political and commercial risks) are usually closely linked, purely because the political risk rating of a country has a direct impact on its commercial risk rating. **The country list excludes Eritrea, Somalia, South Sudan and Western Sahara.**

The table above provides specific country credit ratings which are based on environmental analysis conducted by a credit guarantee insurance company of South Africa. It is advisable to also consider other factors in addition to the above considerations before a final decision to enter a particular African market is made.

3.4.2 Identification of Realistic Export Opportunities: Review Mechanism 2

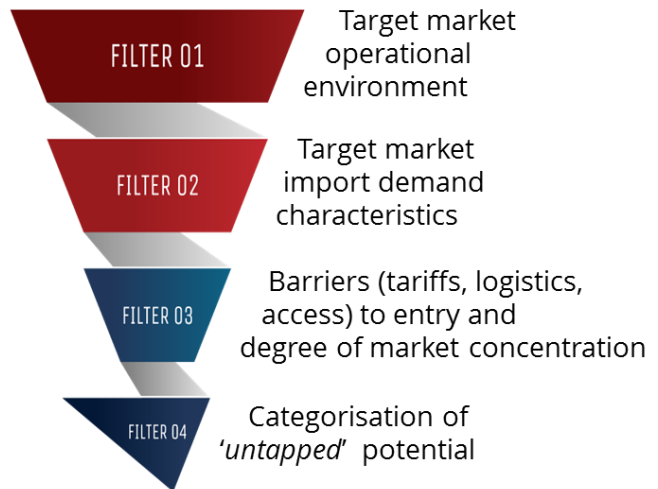
The trade Decision Support Model (DSM) was used in the identification of realistic export opportunities into African markets for KZN products. The quantitative methodology of the TRADE-DSM uses trade data and various filters to determine the potential export opportunity of products into various markets based on a well-researched scientific and rigorous approach.

Detailed global trade data allows one to zoom into the trade flows of specific products which are identifiable by international tariff codes. For such potential target markets (countries) and products the DSM methodology applies various filters including factors like economic and political risk, size and growth of a market, competition in the target market, accessibility of a target market, maturity of a target market and also looks at the ability or capacity of the home country to supply the product(s) for the purposes of exporting.

In a nutshell, the method involves evaluating all worldwide country and product combinations, and screening these using various intelligent ‘filters’ to eliminate export opportunities that are not potentially viable.

The method uses four consecutive filters that sequentially eliminate less realistic/interesting product-country combinations in an effort to categorise and prioritize realistic export opportunities (REOs) in different positions on a grid (referred to as the REO Map^{®2}), for the country/company for which the analysis is applied.

Figure 4: Distilling data into intelligence in a nutshell



Source: Adapted from Cameron and Viviers (2015)³.

These filters can be categorized in broad terms as:

- **Filter 1:** Broad general market potential as reflected in economic size, growth, and political and commercial risk;
- **Filter 2:** Product-country market potential characteristics;
- **Filter 3:** Product-country market access conditions, including aspects such as market concentration and accessibility; and lastly.
- **Filter 4:** Categorization of outcomes based on the revealed comparative advantage (RCA), revealed trade advantage (RTA) and ‘home market’ and ‘target market’ product-level trade characteristics.

3.4.2.1 Outcomes of the Decision Support Models

This section reflects information as provided by the South African TRADE-DSM as developed by North West University but adapted for the Kwa-Zulu Natal provincial government.

The international trade data that informs the TRADE-DSM outcomes as applied in this report is based on the CEPII, 2019 – HS2012 revision. The current DSM analysis and outputs as applied in this report makes use of data for the period 2014-2018, as analysed by TRADE Research Advisory (PTY) Ltd (<http://www.nwu.ac.za/trade>; <http://www.tradeadvisory.co.za>).

²REO-Map is a registered trademark of TRADE (Trade and Development) research focus area, North-West University, Potchefstroom Campus, for Department of Agriculture, Forestry and Fisheries, South Africa.

³Cameron, M.J. and W. Viviers (2015). Realistic Export Opportunity Analysis for Agricultural Products in the Major Group: HS08 - Edible fruit and nuts; peel of citrus fruit or melons. Originally based on Jeannet and Hennessey (1988: 139). Jeannet, J.P. and H.D. Hennessey (1998). International marketing management: strategies and cases. Boston: Houghton Mifflin.

In total, 104 of the products associated with 20 African countries passed the applied filters. These products represent approximately US\$ 91.77 million in 'untapped' potential, based on the average value of the top 6 supplying/exporting countries into the target market (excluding South Africa).

Kenya, Uganda, Ghana, Angola, Mauritius, and Madagascar are the immediate countries for KZN companies to target their exports to, while the remaining countries identified on the table also hold potential for future growth.

Table 2: Outcome of DSM – Identified Sample (Broad)

Country	No.	KZN share of ZAF Exports [B] to Target Market(Mn) [USD]: KZN Actual	[A]Total Realistic Export Potential toTarget Market(s)(Mn) [USD]: KZN Potential	[A1]Halal reduced potential to Target Market(s)(Mn) [USD]: KZN Potential	[B]Total Exportsfrom ZAF toTarget Market(s)(Mn) [USD]: SA Actual	[G]Target Market(s)Total Imports(Mn) [USD]: Actual Global
	677	252,06	280,88	139,09	614,42	2 459,91
Algeria	14	0,54	76,69	3,77	0,69	535,47
Benin	19	0,13	4,04	4,00	0,23	25,23
Botswana	90	111,26	2,54	2,53	269,90	284,05
Burkina Faso	32	0,21	3,43	3,28	0,64	22,30
Cape Verde	9	0,00	0,56	0,56	0,00	3,40
Djibouti	2	0,00	0,03	0,03	0,00	0,18
eSwatini (Swaziland)	66	32,88	0,82	0,82	101,72	104,15
Gabon	6	0,51	0,51	0,51	0,96	4,26
Ghana	51	8,62	38,12	35,57	15,21	263,71
Ivory Coast	19	0,37	4,51	4,50	0,58	28,76
Madagascar	44	12,01	6,06	6,05	19,80	57,31
Mauritius	53	2,20	5,83	5,47	6,26	46,64
Morocco	58	2,25	102,86	38,91	2,80	659,99
Namibia	77	76,49	1,94	1,94	184,08	195,55
Nigeria	1	1,45	2,02	2,02	5,96	18,12
Rwanda	3	0,00	0,20	0,20	0,00	1,22
Senegal	38	0,34	6,31	5,09	1,14	43,77
Seycheles	53	1,03	1,63	1,62	2,53	13,62
Tunisia	28	0,25	22,12	21,59	0,30	146,49
Uganda	14	1,52	0,64	0,64	1,62	5,69
Note: In total 21 countries (including Lesotho in country analysis) have been identified						

Note: Range of data used in the analysis, 2014-2018

Source: www.tradeadvisory.co.za and DSM - NWU, (2020).

Note: The table excludes Zambia and the SACU trade partner countries comprising of Botswana, Lesotho, Eswatini and Namibia, which are very important destinations for KZN exports. Trade to these countries has provided a buffer to KZN companies and are discussed in subsequent sections focusing on individual country analyses.

The map and graph below provide a geographic representation of South Africa`s realistic export opportunities for the top 20 African Markets subject to the selected filters distilled in the figure

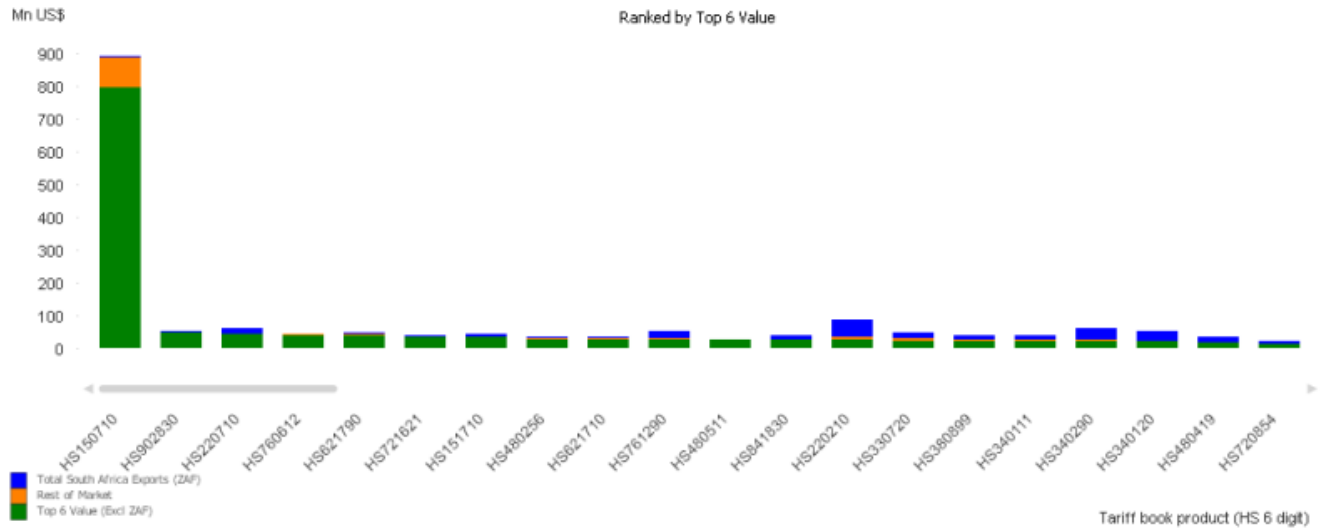
above. The map shows the relative 'untapped' potential of the market opportunity in green bubbles.

Figure 5: Current Selection Potential Export Markets for South Africa



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 6: Realistic Export Opportunities – Market share and potential country



Source: Own illustration. Derived from DSM - NWU (2020) data.

The table and illustrations above present variations of the DSM results for 20 African countries, highlighting the existing potential in key countries. The empirical findings show that Kenya, Uganda, Ghana, Angola, Mauritius and Madagascar are the immediate countries for KZN companies to target their exports to, while the remaining countries identified on the table also hold potential for future growth.

A further DSM was conducted for Halal products in and some African countries (namely Algeria, Morocco, Ghana, Mauritius, Senegal, Madagascar, Uganda, Tunisia, Burkina Faso, Ivory Coast, Namibia, Eswatini, Botswana, Benin and Cape Verde) stood out in the identified sample with the following results:

Table 3: Outcome of DSM - Narrow Sample

Product	Tariff book product (HS 6 digit)	No.	[A]Total Realistic Export Potential to Target Market(s)(Mn) [USD]: KZN Potential	[A1]Halal reduced potential to Target Market(s)(Mn) [USD]: KZN Potential	[G]Target Market(s)Total Imports(Mn) [USD]: Global Actual
Count: 17	Count: 17	68	161,79	20,01	1 288,06
HS120890	Flours and meals of oil seeds or oleaginous fruits: excluding soya beans and mustard seeds	4	0,02	0,01	0,38
HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	5	132,61	1,46	893,73
HS151710	Margarine: excluding liquid margarine	3	5,85	4,90	43,33
HS170114	Sugars: cane sugar, raw, in solid form, other than as specified in Subheading Note 2 to this chapter, not containing added flavouring or colouring matter	2	0,70	0,70	34,10
HS200190	Vegetable preparations: vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or acetic acid (excluding cucumbers and gherkins)	5	0,09	0,08	0,74
HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	5	4,34	2,64	87,76
HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	2	0,09	0,09	2,83
HS294000	Sugars, chemically pure, other than sucrose, lactose, maltose, glucose and fructose: sugar ethers, sugar acetals and sugar esters, and their salts, other than the products of heading 29.37, 29.38, or 29.39	2	0,01	0,01	0,09
HS330520	Hair preparations: for permanent waving or straightening	4	0,65	0,37	5,54
HS330710	Perfumery, cosmetic or toilet preparations: pre-shave, shaving or after-shave preparations	3	0,40	0,30	2,57
HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	7	4,18	1,62	49,30
HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	6	3,99	3,40	41,05
HS340120	Soap: in forms n.e.c. in item no. 3401.11	4	3,71	3,40	53,86
HS340219	Organic surface-active agents: whether or not put up for retail sale, n.e.c. in heading no. 3402	3	1,07	0,44	8,29
HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	7	3,95	0,50	61,42
HS420340	Clothing accessories: of leather or of composition leather, n.e.c. in heading no. 4203	3	0,10	0,08	2,25
HS610341	Trousers, bib and brace overalls, breeches and shorts: men's or boys', of wool or fine animal hair, knitted or crocheted	3	0,02	0,01	0,83

Note: Range of data used in the analysis, 2014-2018

Source: www.tradeadvisory.co.za and DSM - NWU, (2020).

The focused empirical findings show 15 African countries as being important exports destination for halal products originating from the KZN. These countries all form part of the initial sample size of 20 countries, as identified in table 2.


The aforementioned are the immediate countries for KZN companies to target their halal exports to, while the remaining countries identified on the table also hold potential for future growth of halal products.

The province of KZN has developed close trade relationship with some of the African countries identified in table 2 over the years, and TIKZN has followed up with the intention of strengthening business synergies. For ease of reference, some of these countries are further classified according to the existing regional economic communities, while also highlighting applicable comparative advantages as captured in the ensuing sections.

3.4.2.2 Comprehensive Country Analysis

In this section, the applicable data range used in the tables for the various countries is from 2014 – 2018.

(a) Uganda

Political Environment	
Official name	Republic of Uganda
Flag	
Political system	Republic
Capital	Kampala
Major Towns	Gulu, Jinja, Lira, Mbale

The following sections provide information regarding the macro-economic size and position of the country in the global context, as well as South Africa’s overall trade with this trading partner.

Figure 7: Relative location in the world



Figure 8: Country map



(Source: CIA World Factbook)

Uganda is in East-Central Africa, west of Kenya, east of the Democratic Republic of the Congo. The country has a total surface area of 241,038 square kilometers. The country by size is at number 82 in the world.

Figure 9: Country Risk Profile



Source : www.credendo.com/country-risk

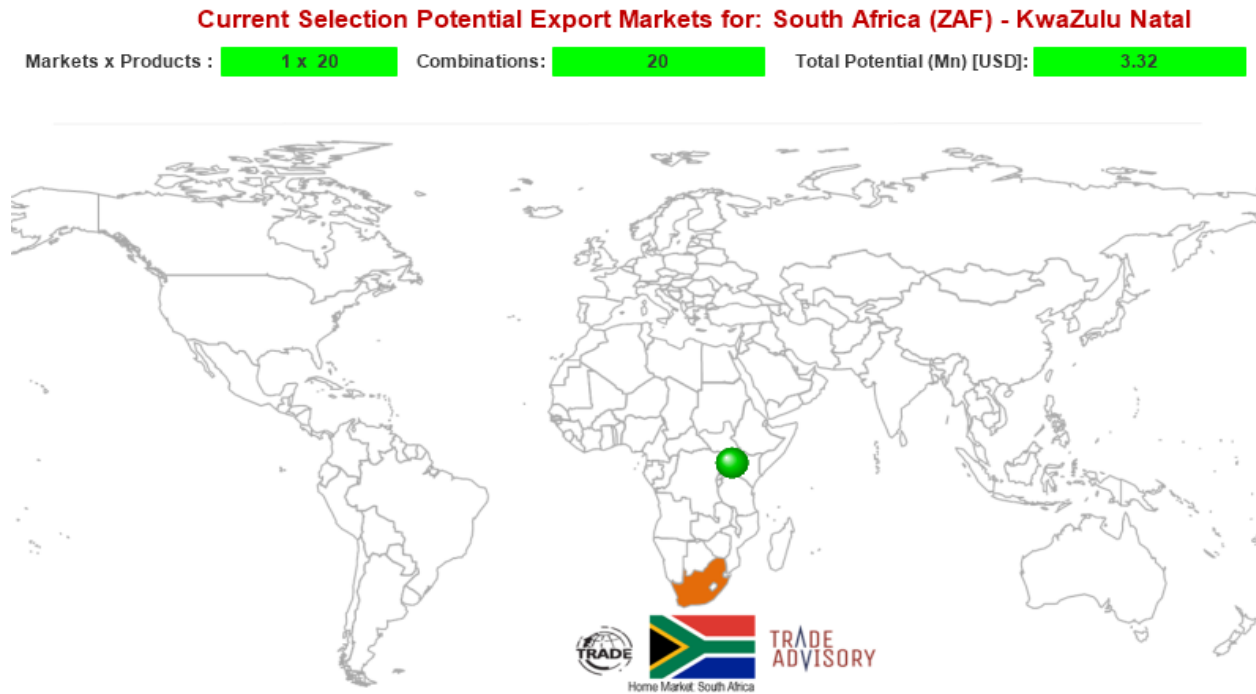
The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment perspective. Uganda’s risk rating is 4.34 C in terms of export transactions.

Uganda has substantial natural resources, including fertile soils, regular rainfall, substantial reserves of recoverable oil, and small deposits of copper, gold, and other minerals. Agriculture is one of the most important sectors of the economy, employing 72% of the work force. The country’s export market suffered a major slump following the outbreak of conflict in South Sudan, but has recovered lately, largely due to record coffee harvests, which account for 16% of exports, and increasing gold exports, which account for 10% of exports. Uganda has a small industrial sector that is dependent on imported inputs such as refined oil and heavy equipment.

Oil revenues and taxes are expected to become a larger source of government funding as oil production starts in the next three to 10 years. Over the next three to five years, foreign investors are planning to invest \$9 billion in production facilities projects, \$4 billion in an export pipeline, as well as in a \$2-3 billion refinery to produce petroleum products for the domestic and East African Community markets. Furthermore, the government is looking to build several hundred million dollars’ worth of highway projects to the oil region. Uganda has one of the lowest electrification

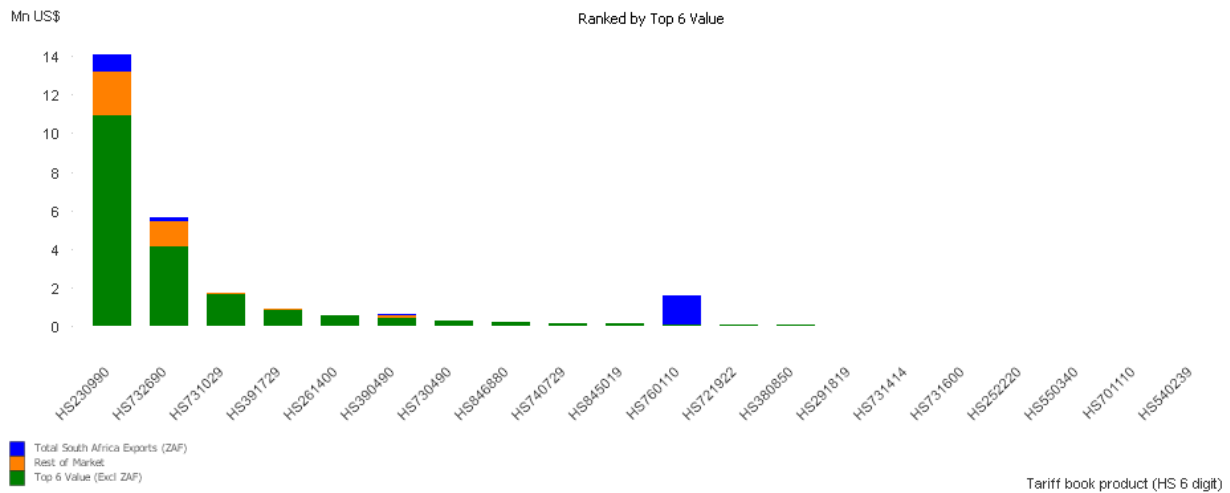
rates in Africa - only 22% of Ugandans have access to electricity, dropping to 10% in rural area (CIA World Factbook, April 2020).

Figure 10: Realistic Export Opportunities into Uganda



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 11: Top Uganda REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 4: Outcome of DSM - Selected New Export Potential Products, Uganda

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
No.	Total		3.32	3.06	26.58
1	HS230990	Dog or cat food: (not put up for retail sale), used in animal feeding	1.82	1.57	14.10
2	HS732690	Iron or steel: articles n.e.c.in heading 7326	0.69	0.69	5.66
3	HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	0.28	0.28	1.74
4	HS391729	Plastics: tubes, pipes and hoses thereof, rigid, of plastics n.e.c. in heading no. 3917	0.14	0.14	0.92
5	HS261400	Titanium ores and concentrates	0.10	0.10	0.60
6	HS390490	Vinyl chloride, other halogenated olefin polymers: n.e.c. in heading no. 3904	0.07	0.07	0.68
7	HS730490	Iron or steel (excluding cast iron): seamless, tubes, pipes and hollow profiles, seamless, n.e.c. in heading no. 7304	0.05	0.05	0.29
8	HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	0.03	0.03	0.24
9	HS740729	Copper: bars, rods and profiles, of copper alloys (other than copper-zinc base alloys)	0.03	0.03	0.18
10	HS845019	Washing machines: household or laundry-type, not fully-automatic, without built-in centrifugal drier, of a dry linen capacity not exceeding 10kg	0.02	0.02	0.16
11	HS760110	Aluminium: unwrought, (not alloyed)	0.02	0.02	1.58
12	HS721922	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 4.75mm or more but not exceeding 10mm	0.01	0.01	0.08
13	HS380850	Insecticides, rodenticides, fungicides, disinfectants, herbicides and the like: containing goods specified in Subheading Note 1 to this Chapter: put up in forms or packings for retail sale or as preparations or articles	0.01	0.01	0.13
14	HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	0.01	0.01	0.06
15	HS731414	Iron or steel: woven cloth, of stainless steel, (other than endless bands for machinery)	0.01	0.01	0.05
16	HS731600	Iron or steel: anchors, grapnels and parts thereof	0.01	0.01	0.06
17	HS252220	Slaked lime: excluding calcium oxide and hydroxide of heading no. 2825	0.00	0.00	0.03
18	HS540239	Yarn, synthetic: filament, monofilament (less than 67 decitex), textured, other than of nylon or other polyimides, polyesters, or polypropylene, not for retail sale, not sewing thread	0.00	0.00	0.01
19	HS550340	Fibres: synthetic staple fibres, of polypropylene, not carded, combed or otherwise processed for spinning	0.00	0.00	0.01
20	HS701110	Glass envelopes (including bulbs and tubes): open, and glass parts thereof, without fittings, for electric lighting	0.00	0.00	0.03

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 5: Existing Export Products, Uganda

The data below show the top 20 exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R 157 857 808
2	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R 70 365 162
3	HST49: Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	R 53 762 476
4	HST17: Sugars and sugar confectionery	R 27 497 255
5	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R 18 398 273
6	HST29: Organic chemicals	R 13 208 690
7	HST38: Miscellaneous chemical products	R 7 180 758
8	HST73: Articles of iron or steel	R 6 248 821
9	HST55: Man-made staple fibres	R 5 923 572
10	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R 5 724 360
11	HST39: Plastics and articles thereof	R3 568 254
12	HST61: Articles of apparel and clothing accessories, knitted or crocheted	R3 267 063
13	HST62: Articles of apparel and clothing accessories, not knitted or crocheted	R3 250 353
14	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R 2 946 635
15	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R 2 433 554
16	HST56: Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	R2 207 384
17	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R 2 194 326
18	HST82: Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	R 2 107 050
19	HST41: Raw hides and skins (other than furskins) and leather	R 2 043 149
20	HST12: Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	R 1 507 075

(Source: Quantec:2020)

Intra-Africa trade profile

In 2018, Uganda exported and imported goods to the value of US\$1.6 billion and US\$1.4 billion, respectively to and from the rest of Africa. Intra-Africa exports account for 52% of Uganda's total exports and imports for 21% of total imports for 2018. Some highlights:

- Between 2017 and 2018, intra-Africa exports increased by 6%. Uganda's exports of all main export products, except coffee, increased. Coffee exports declined by 43%.
- Uganda's world imports increased by 20% between 2017 and 2018, while intra-Africa imports increased by 47%. This was mainly due to a significant increase in imports of semi-manufactured gold from Tanzania, Mali and Kenya. Gold imports increased by US\$334 million during the time period.
- Uganda mainly exports agricultural commodities to the rest of Africa, including tea, coffee, maize, legumes, sugar and tobacco. The only exception is cement. The top 10 intra-Africa export products account for 46% of Uganda's total exports to other African countries.
- 24% of Uganda's intra-Africa imports for 2018 is semi-manufactured gold. Other import products include flat-rolled products of iron or non-alloy steel (10%), petroleum oils (not crude) (3%), sugar in solid form (2%) and rice (2%). Rice imports more than doubled between 2017 and 2018.
- The top 10 intra-Africa import products account for 47% of Uganda's total imports from other African countries.
- Uganda mainly trades with EAC and COMESA member states. In terms of total trade (exports + imports) Uganda's main intra-Africa trading partners are Kenya (37% of total intra-Africa trade), Sudan (14%) and Tanzania (11%).


- 56% of Uganda’s intra-Africa exports are to other EAC and/or COMESA member states; most notably Kenya. Accordingly, the main intra-Africa destination markets are Kenya, Sudan, Rwanda, and the DRC.
- Morocco and South Africa are the only top destination markets which are not EAC and/or COMESA member states. However, only 2% of Uganda’s intra-Africa exports are to these two countries.
- Uganda’s intra-Africa imports are mainly sourced from other EAC member states (57% of total intra-Africa imports). 37% of imports are from Kenya, 19% from Tanzania and 8% from Egypt. Outside the EAC and COMESA, South Africa, and Mali account for 22% and 4%, respectively of Uganda’s total intra-Africa imports.
- Goods imported into Uganda from other EAC countries and most COMESA member states enter duty-free. In COMESA, the exceptions are goods imported from the DRC, Eritrea, Ethiopia, eSwatini, Somalia and Tunisia. African imports from outside the EAC and COMESA are levied the MFN applied duty which is the EAC CET (Trade Law Centre (TRALAC), 2020).

Table 6: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in billions)	2017	2018	2019
Total exports	R 3, 772	R 4, 379	R 3, 797
Total imports	R 0, 213	R 0, 205	R 0, 216
Trade balance	R 3, 559	R 4, 174	R 3, 581

Source: Quantec (2020)

(b) Ghana

Political Environment	
Official name	Republic of Ghana
Flag	
Political system	Constitutional democracy
Capital	Accra
Major Towns	Takoradi, Ho, Koforidua, Kumasi, Sunyani, Tamale, Bolgatanga, Wa, Cape Coast

The following sections provide information regarding the macro-economic size and position of the country in the global context, as well as South Africa’s overall trade with this trading partner.

Figure 12: Relative location in the world



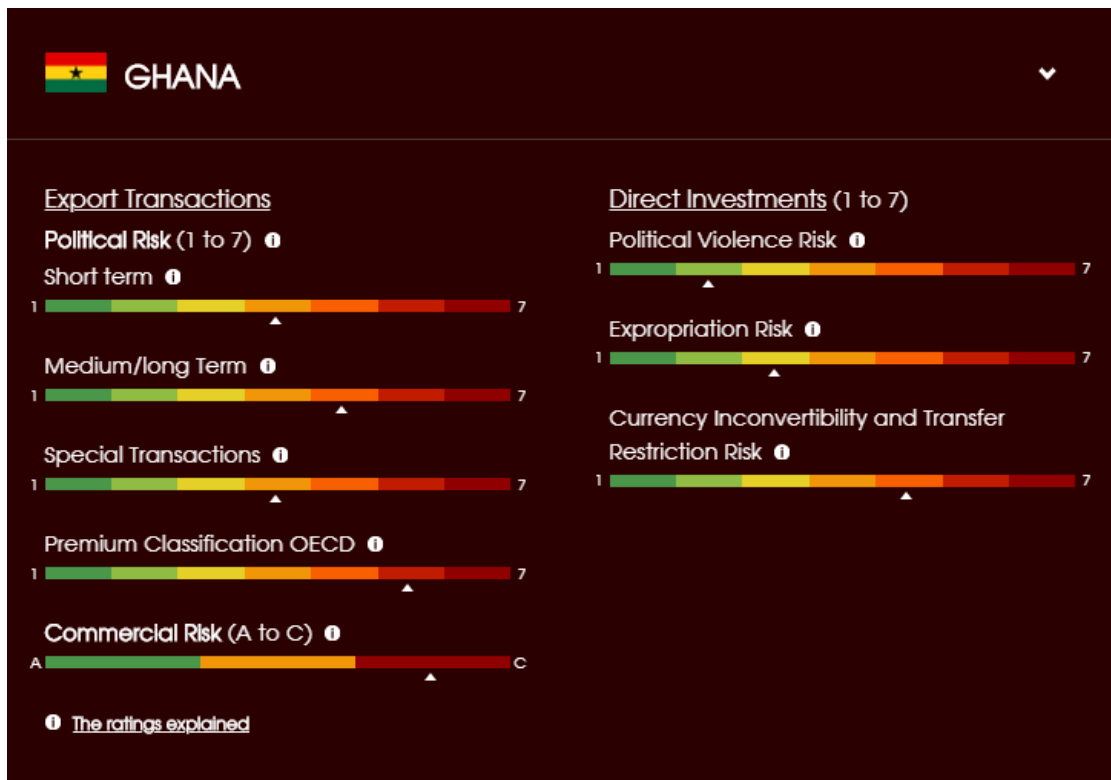
Figure 13: Country map



(Source: CIA World Factbook)

Ghana is in Western Africa, bordering the Gulf of Guinea, between Cote d'Ivoire and Togo. The country has a total surface area of 238,533 square kilometers. The country by size is at number 83 in the world.

Figure 14: Country Risk Profile



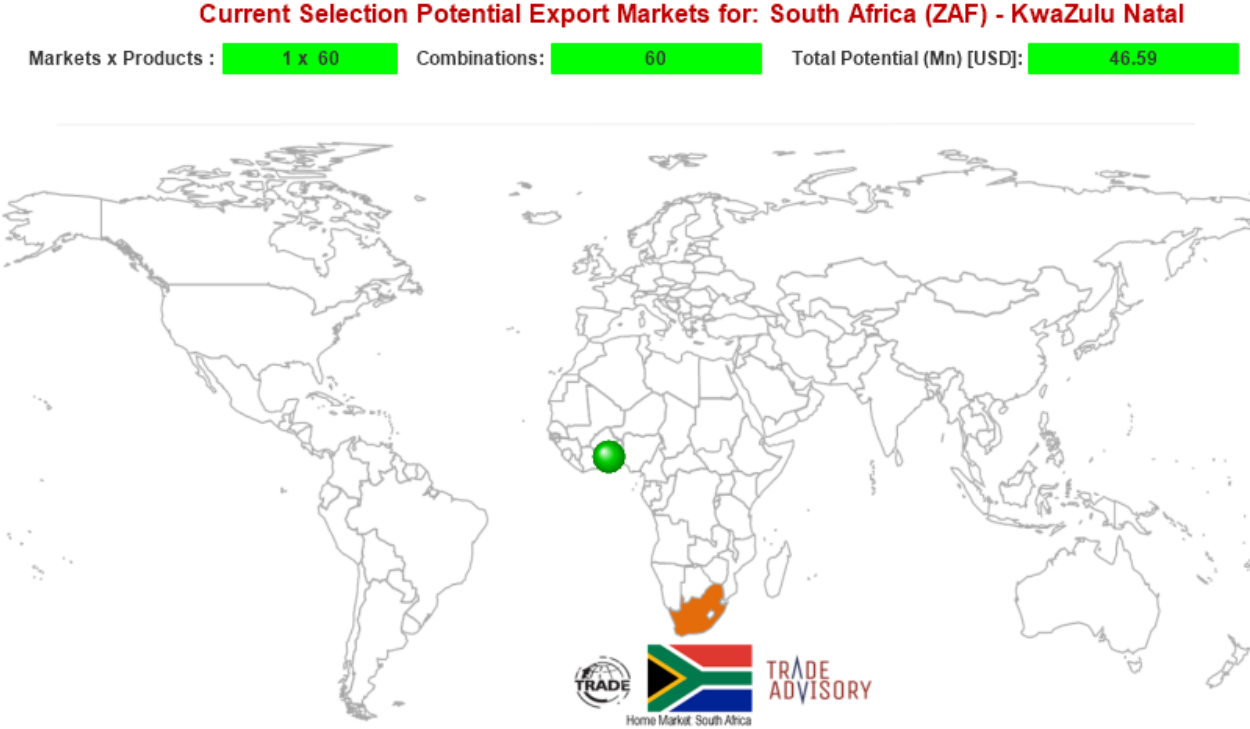
(Country Risk Profile - source: www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment perspective. Ghana's risk rating is 4.34 C in terms of export transactions.

Ghana has a market-based economy with relatively few policy barriers to trade and investment in comparison with other countries in the region, and Ghana is endowed with natural resources. Agriculture accounts for about 20% of GDP and employs more than half of the workforce, mainly small landholders. Gold, oil, and cocoa exports, and individual remittances, are major sources of foreign exchange. Expansion of Ghana's nascent oil industry has boosted economic growth, but the fall in oil prices since 2015 reduced by half Ghana's oil revenue. Production at Jubilee, Ghana's first commercial offshore oilfield, began in mid-December 2010. Production from two more fields, TEN and Sankofa, started in 2016 and 2017, respectively. The country's first gas processing plant at Atuabo is also producing natural gas from the Jubilee field, providing power to several of Ghana's thermal power plants.

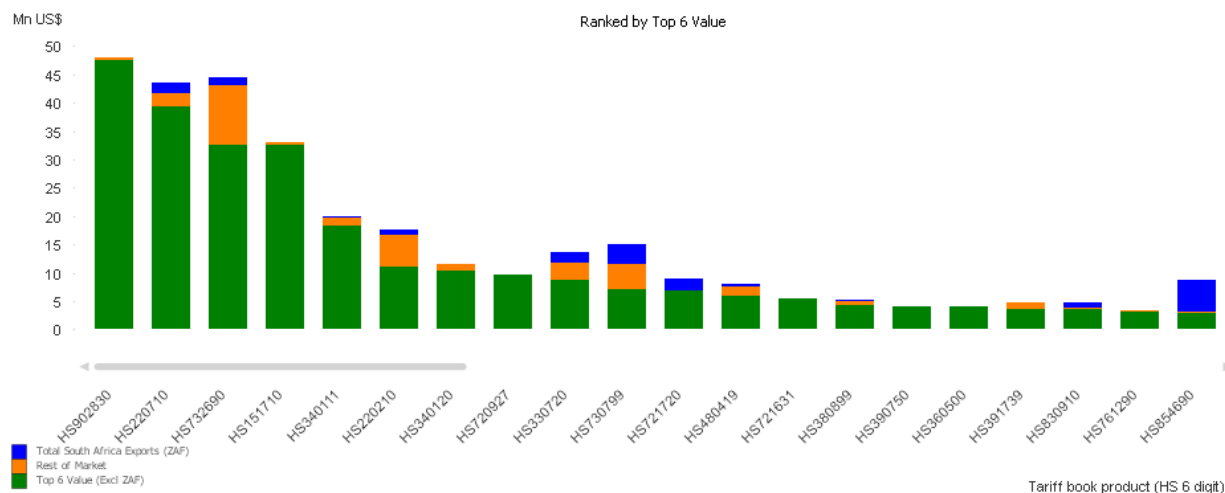
Ghana signed a \$920 million extended credit facility with the IMF in April 2015 to help it address its growing economic crisis. Priorities for the new administration include rescheduling some of Ghana's \$31 billion debt, stimulating economic growth, reducing inflation, and stabilizing the currency. Prospects for new oil and gas production and follow through on tighter fiscal management are likely to help Ghana's economy in 2018 (CIA World Factbook, 2020).

Figure 15: Realistic Export Opportunities into Ghana



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 16: Top Ghana's REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 7: Outcome of DSM - Selected Products, Ghana

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
		Total	46.59	44.03	337.78
1	HS902830	Meters: electricity supply or production meters, including calibrating meters thereof	7.91	7.91	48.09
2	HS220710	Undenatured ethyl alcohol: of an alcoholic strength by volume of 80% vol. or higher	6.55	6.55	43.52
3	HS732690	Iron or steel: articles n.e.c.in heading 7326	5.44	5.44	44.49
4	HS151710	Margarine: excluding liquid margarine	5.43	4.47	33.05
5	HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	3.05	2.52	19.85
6	HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	1.85	1.52	17.59
7	HS340120	Soap: in forms n.e.c. in item no. 3401.11	1.73	1.43	11.61
8	HS720927	Iron or non-alloy steel: (not in coils), flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	1.61	1.61	9.65
9	HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	1.44	1.19	13.54
10	HS730799	Iron or steel: tube or pipe fittings, n.e.c. in item no. 7307.9, other than stainless steel	1.17	1.17	15.04

11	HS721720	Iron or non-alloy steel: wire, plated or coated with zinc	1.14	1.14	8.97
12	HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	1.00	1.00	8.00
13	HS721631	Iron or non-alloy steel: U sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	0.90	0.90	5.50
14	HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	0.72	0.72	5.28
15	HS390750	Alkyd resins: in primary forms	0.67	0.67	4.09
16	HS360500	Matches: other than pyrotechnic articles of heading no. 3604	0.66	0.66	4.06
17	HS391739	Plastics: tubes, pipes and hoses thereof, n.e.c. in item no. 3917.30	0.61	0.61	4.78
18	HS830910	Stoppers: corks, of base metal	0.60	0.60	4.78
19	HS761290	Aluminium: casks, drums, cans, boxes and the like for any material (not compressed or liquefied gas), 300l capacity or less, whether or not lined or heat-insulated, no mechanical or thermal equipment	0.52	0.52	3.40
20	HS854690	Electrical insulators: other than of glass and ceramics	0.49	0.49	8.79

Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za.

Table 8: Existing Export Products, Ghana

The data below show the top 20 exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST22: Beverages, spirits and vinegar	R70 147 101
2	HST10: Cereals	R48 528 723
3	HST73: Articles of iron or steel	R26 284 023
4	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R25 321 434
5	HST39: Plastics and articles thereof	R23 394 598
6	HST28: Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes	R20 358 309
7	HST44: Wood and articles of wood; wood charcoal	R12 387 551
8	HST72: Iron and steel	R11 031 188
9	HST61: Articles of apparel and clothing accessories, knitted or crocheted	R10 913 341
10	HST38: Miscellaneous chemical products	R10 185 850
11	HST62: Articles of apparel and clothing accessories, not knitted or crocheted	R8 561 124
12	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R7 116 149
13	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R5 880 159
14	HST56: Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	R5 491 888
15	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R3 603 755
16	HST21: Miscellaneous edible preparations	R3 506 540
17	HST02: Meat and edible meat offal	R3 422 890
18	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R3 339 537
19	HST63: Other made-up textile articles; sets; worn clothing and worn textile articles; rags	R3 187 625
20	HST22: Beverages, spirits and vinegar	R70 147 101

(Source: Quantec:2020)

Intra-Africa trade profile

In 2018, Ghana exported and imported goods to and from the rest of Africa to the value of US\$2.5 billion and US\$1.2 billion, respectively. Intra-Africa exports account for 15% of Ghana's total exports and imports for 11% of total imports for 2018.

- Between 2017 and 2018, Ghana's intra-Africa exports increased by 14%; however, intra-ECOWAS exports declined by 29%.
- Between 2017 and 2018 Ghana's world imports declined by 7%, while intra-Africa imports increased by 8%. Intra-ECOWAS imports increased by 9%.
- Ghana mainly exports semi-manufactured gold and crude petroleum oils to the rest of Africa. These products account for 70% of Ghana's intra-Africa exports.
- Other export products include household and toilet articles of plastic, palm oil, wheat flour and plastic packaging. The top 10 export products account for 84% of Ghana's intra-Africa exports.
- Ghana imports diverse products from the rest of Africa including frozen fish (11% of intra-Africa imports), goods vehicles (7%), cement (5%), petroleum oils (not crude) (5%) and palm oil (3%). The top 10 import products account for 41% of Ghana's intra-Africa imports.
- 56% of Ghana's total intra-Africa trade (exports + imports) is with South Africa. 68% of intra-Africa exports are destined for the South African market, while 33% of intra-Africa imports are sourced from South Africa. The main export products are semi-manufactured gold and crude petroleum oil; imports include goods and passenger vehicles, steel structures, machinery used to work minerals and its parts, apples, and maize.
- In terms of total intra-Africa trade other trading partners include Burkina Faso (8% of total intra-Africa trade), Nigeria (6%) and Togo (5%).
- Apart from South Africa, other main African destination markets are Burkina Faso, Togo, Nigeria and Niger and other main African source markets are Nigeria, Ivory Coast, Egypt, and Morocco.
- In 2018 30% of Ghana's intra-Africa exports and 36% of intra-Africa imports were to and from other ECOWAS member states.


Ghana subscribes to the ECOWAS ETLs enabling all qualifying goods sourced from approved producers in the other ECOWAS member states to be imported into Ghana duty-free (Trade Law Centre (TRALAC), 2020).

Table 9: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in billions)	2017	2018	2019
Total exports	R 4, 699	R 4, 846	R 4, 991
Total imports	R 0, 835	R 8, 784	R 9, 220
Trade balance	R 3, 864	-R 3, 938	-R 4, 228

Source: Quantec, 2020

(c) Mauritius

Political Environment	
Official name	Mauritius
Flag	
Political system	Republic
Capital	Port Louis
Major Towns	Beira, Chimoio, Matola and Nampula

The following sections provide information regarding the macro-economic size and position of the country in the global context, as well as South Africa's overall trade with this trading partner.

Figure 17: Relative location in the world



Figure 18: Country map



(Source: CIA World Factbook)

Mauritius is in Southern Africa, island in the Indian Ocean, about 800 km (500 mi) east of Madagascar. The country has a total surface area of 2,040 square kilometers. The country by size is at number 181 in the world.

Figure 19: Country Risk Profile



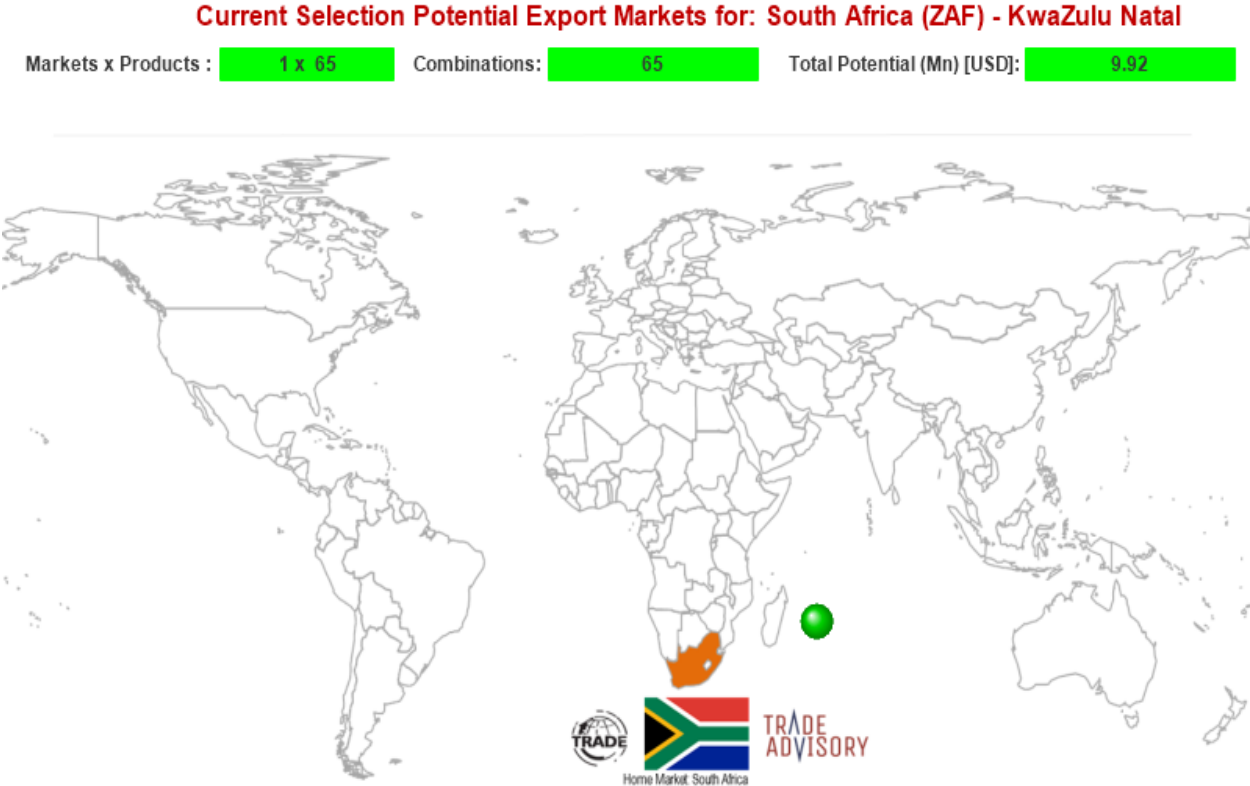
(Country Risk Profile - source: www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment angle. Mauritius's Risk Rating is 2.34B in terms of export transactions.

The economy currently depends on sugar, tourism, textiles and apparel, and financial services, but is expanding into fish processing, information and communications technology, education, and hospitality and property development. Sugarcane is grown on about 90% of the cultivated land area but sugar makes up only around 3-4% of national GDP.

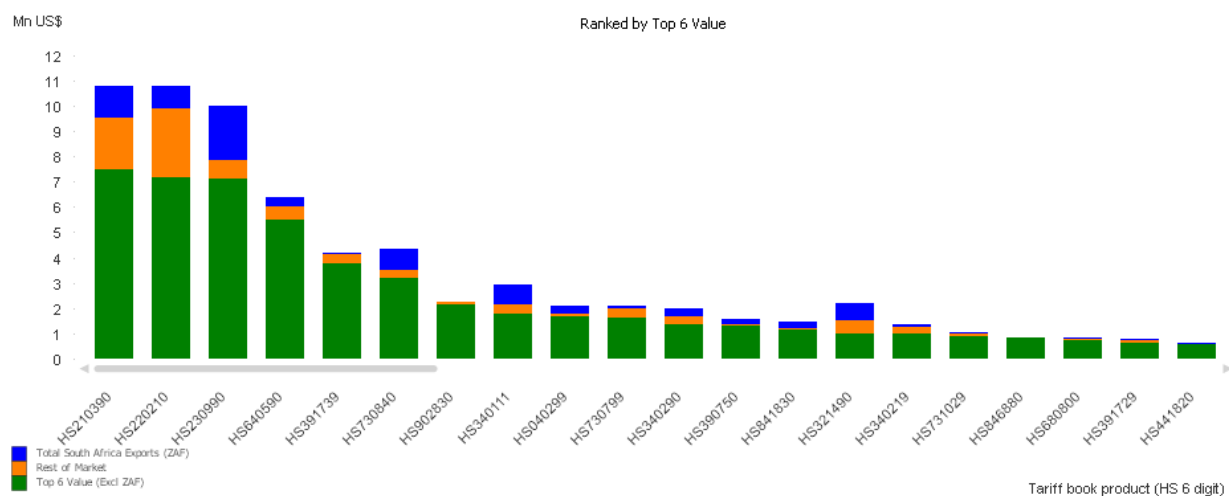
Mauritius' textile sector has taken advantage of the Africa Growth and Opportunity Act, a preferential trade program that allows duty free access to the US market, with Mauritian exports to the US growing by 35.6 % from 2000 to 2014. However, lack of local labor as well as rising labor costs eroding the competitiveness of textile firms in Mauritius (CIA World Factbook, 2020).

Figure 20: Realistic Export Opportunities into Mauritius



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 21: Top Mauritius REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 10: Outcome of DSM - Selected Products, Mauritius

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
		Total	9.92	9.08	80.43
1	HS210390	Sauces and preparations therefor: mixed condiments and mixed seasonings	1.25	1.03	10.77
2	HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	1.19	0.99	10.77
3	HS230990	Dog or cat food: (not put up for retail sale), used in animal feeding	1.18	0.98	9.99
4	HS640590	Footwear: n.e.c. in chapter 64	0.92	0.92	6.38
5	HS391739	Plastics: tubes, pipes and hoses thereof, n.e.c. in item no. 3917.30	0.63	0.63	4.21
6	HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	0.53	0.53	4.34
7	HS902830	Meters: electricity supply or production meters, including calibrating meters thereof	0.36	0.36	2.25
8	HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	0.30	0.25	2.94
9	HS040299	Dairy produce: milk and cream, containing added sugar or other sweetening matter, other than in powder, granules or other solid forms	0.28	0.23	2.12
10	HS730799	Iron or steel: tube or pipe fittings, n.e.c. in item no. 7307.9, other than stainless steel	0.27	0.27	2.10
11	HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	0.23	0.19	1.97

12	HS390750	Alkyd resins: in primary forms	0.22	0.22	1.56
13	HS841830	Freezers: of the chest type, not exceeding 800l capacity	0.19	0.19	1.47
14	HS321490	Mastics: n.e.c. in heading no. 3214	0.16	0.16	2.22
15	HS340219	Organic surface-active agents: whether or not put up for retail sale, n.e.c. in heading no. 3402	0.16	0.14	1.38
16	HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	0.15	0.15	1.03
17	HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	0.14	0.14	0.85
18	HS680800	Panels, boards, tiles, blocks and the like: of vegetable fibre, of straw, shavings, chips, particles, sawdust or other waste, of wood, agglomerated with cement, plaster or other mineral binders	0.12	0.12	0.82
19	HS391729	Plastics: tubes, pipes and hoses thereof, rigid, of plastics n.e.c. in heading no. 3917	0.11	0.11	0.78
20	HS441820	Wood: doors and their frames and thresholds	0.09	0.09	0.65

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 11: Existing Export Products, Mauritius

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R91 199 907
2	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R67 660 069
3	HST39: Plastics and articles thereof	R49 506 075
4	HST01: Live animals	R32 454 450
5	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R31 062 769
6	HST27: Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	R23 196 747
7	HST38: Miscellaneous chemical products	R16 942 241
8	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R16 564 824
9	HST30: Pharmaceutical products	R16 539 621
10	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R16 266 798
11	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R15 809 684
12	HST44: Wood and articles of wood; wood charcoal	R15 389 412
13	HST21: Miscellaneous edible preparations	R13 475 397
14	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R12 751 063
15	HST23: Residues and waste from the food industries; prepared animal fodder	R10 010 631
16	HST73: Articles of iron or steel	R9 993 675
17	HST99: Unclassified	R8 319 254
18	HST40: Rubber and articles thereof	R7 802 651
19	HST28: Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes	R6 924 917
20	HST76: Aluminium and articles thereof	R4 455 046

(Source: Quantec:2020)

Intra-Africa trade profile

Mauritius continues to rank as one of the most business-friendly environments on the continent and passed a Business Facilitation Act to improve competitiveness and long-term growth prospects. A new National Economic Development Board was set up in 2017-2018 to spearhead efforts to promote exports and attract inward investment.

In 2019, 24% of Mauritius' world exports are to other African countries while 13% of world imports are sourced intra-Africa. However, the main African trading partner is South Africa – 44% of intra-Africa exports and 63% of intra-Africa imports. Apart from South Africa, intra-Africa trade is mainly with Madagascar, Kenya, Seychelles and Eswatini. A lot of the main products


Mauritius imports from African countries account for almost all the world imports of the respective products, including coal, cigarettes, cotton, vanilla, and live cattle. 99% of intra-Africa exports are to African countries which are also members of COMESA and SADC while only 3% of intra-Africa imports are sourced from African countries which are not members of these RECs. 95% of the products Mauritius imports from these countries, Morocco, Cameroon, and Ivory Coast are duty-free imports. These include preserved sardines, cotton, machinery, and wood (Trade Law Centre (TRALAC), 2020).

Table 12: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in billions)	2017	2018	2019
Total exports	R 5, 409	R 6, 077	R 6, 199
Total imports	R 2, 311	R 2, 884	R 3, 509
Trade balance	R 3,092	R 3, 192	R 2, 690

Source: Quantec, 2020

(d) Madagascar

Political Environment	
Official name	Madagascar
Flag	
Political system	Semi-presidential
Capital	Antananarivo
Major Towns	Antananarivo, Toamasina, Antsirabe, Mahajanga, Fianarantsoa

The following sections provide information regarding the macro-economic size and position of the country in the global context, as well as South Africa's overall trade with this trading partner.

Figure 22: Relative location in the world

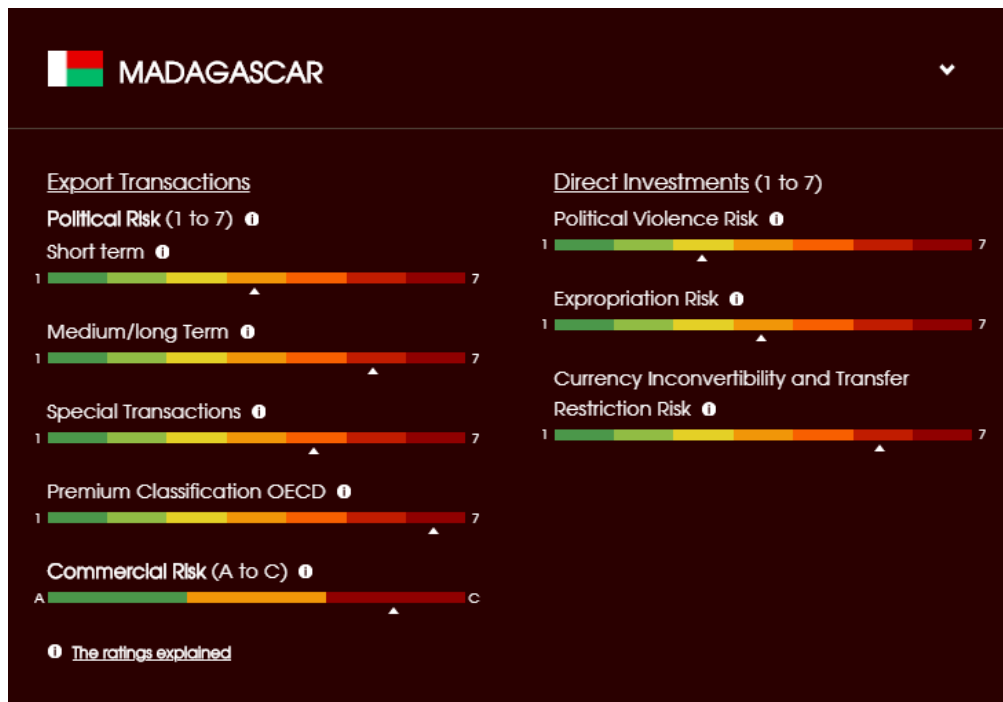
Figure 23: Country map



(Source: CIA World Factbook, 2020)

Madagascar is in Southern Africa, island in the Indian Ocean, east of Mozambique. The country has a total surface area of 587,041 square kilometers. The country by size is at number 48 in the world.

Figure 24: Country Risk Profile



(Source : www.credendo.com/country-risk)

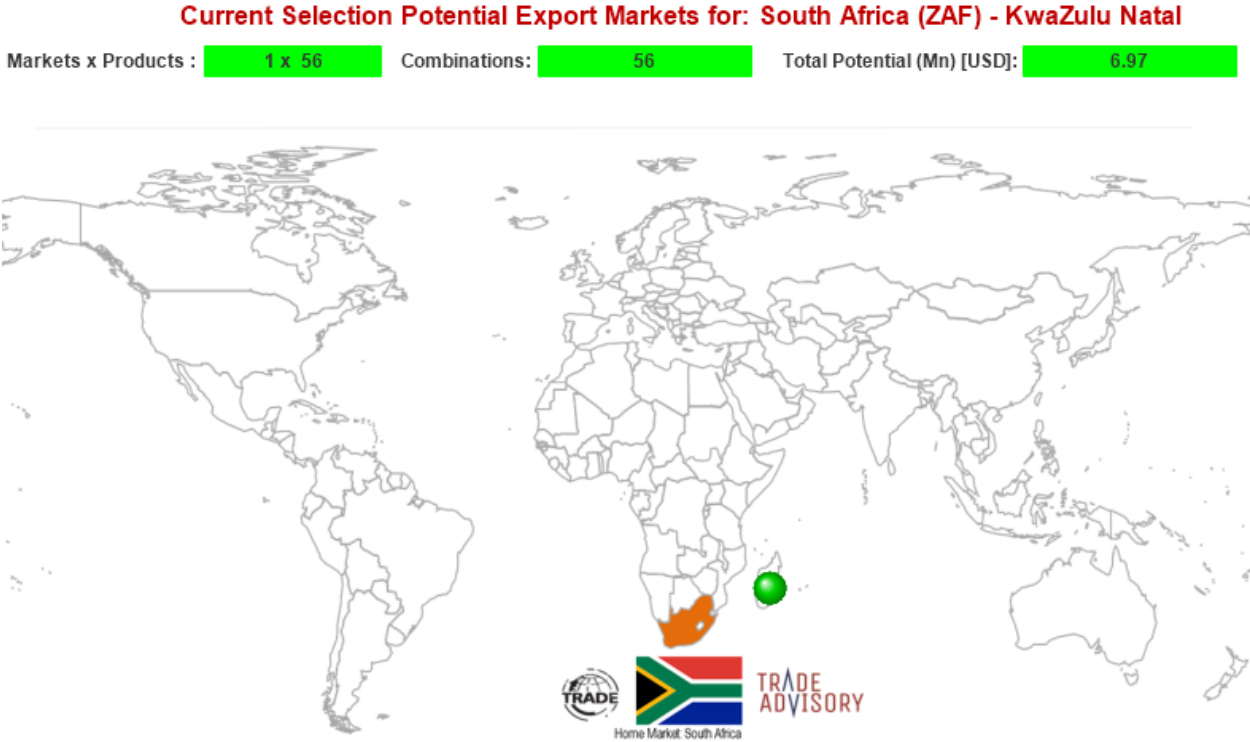
The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment angle. Madagascar's Risk Rating is 5 C in terms of export transactions.

Deforestation and erosion, aggravated by bushfires, slash-and-burn clearing techniques, and the use of firewood as the primary source of fuel, are serious concerns to the agriculture dependent economy.

Exports of apparel boomed after gaining duty-free access to the US market in 2000 under the African Growth and Opportunity Act (AGOA); however, Madagascar's failure to comply with the requirements of the AGOA led to the termination of the country's duty-free access in January 2010, a sharp fall in textile production, a loss of more than 100,000 jobs, and a GDP drop of nearly 11%.

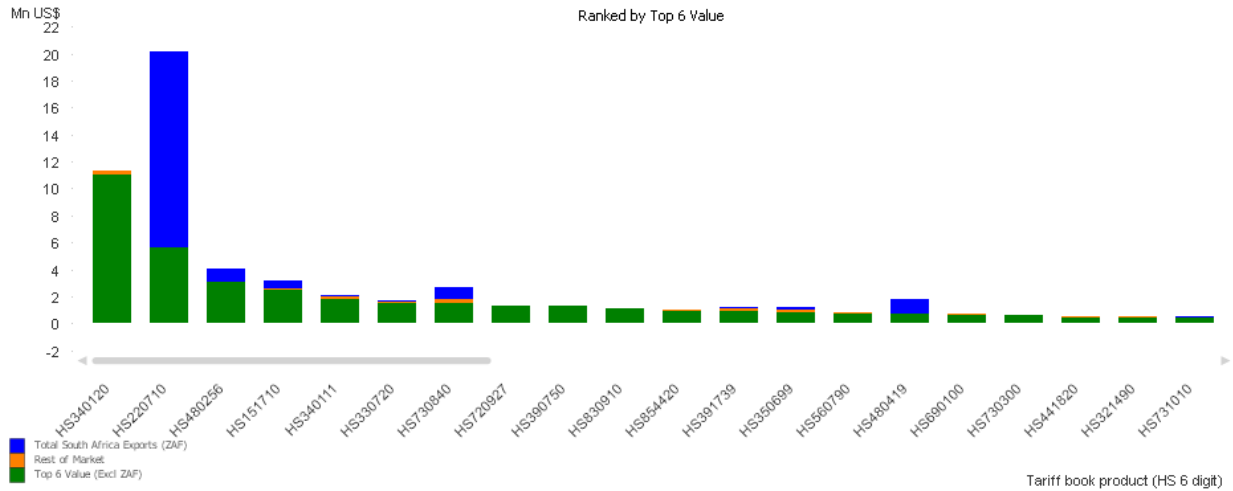
Madagascar regained AGOA access in January 2015 and ensuing growth has been slow and fragile. Madagascar produces around 80% of the world's vanilla and its reliance on this commodity for most of its foreign exchange is a significant source of vulnerability (Source: CIA World Factbook, April 2020).

Figure 25: Realistic Export Opportunities into Madagascar



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 26: Top Madagascar REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 13: Outcome of DSM - Selected Products, Madagascar

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market Mn [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
		Total	6.97	6.96	64.44
1	HS340120	Soap: in forms n.e.c. in item no. 3401.11	1.84	1.84	11.34
2	HS220710	Undenatured ethyl alcohol: of an alcoholic strength by volume of 80% vol. or higher	0.94	0.94	20.20
3	HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m ² , in sheets 435mm or less by 297mm or less (unfolded)	0.51	0.51	4.10
4	HS151710	Margarine: excluding liquid margarine	0.42	0.42	3.21
5	HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	0.31	0.31	2.12
6	HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	0.25	0.25	1.73
7	HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	0.25	0.25	2.64
8	HS720927	Iron or non-alloy steel: (not in coils), flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	0.22	0.22	1.35
9	HS390750	Alkyd resins: in primary forms	0.21	0.21	1.34
10	HS830910	Stoppers: corks, of base metal	0.18	0.18	1.08

11	HS854420	Insulated electric conductors: co-axial cable and other co-axial electric conductors	0.16	0.16	1.03
12	HS391739	Plastics: tubes, pipes and hoses thereof, n.e.c. in item no. 3917.30	0.15	0.15	1.25
13	HS350699	Glues and other adhesives: prepared, n.e.c. in heading no. 3506, not exceeding a net weight of 1kg	0.14	0.14	1.22
14	HS560790	Twine, cordage, ropes, cables: of materials n.e.c. in heading no. 5607, whether or not plaited, braided or impregnated, coated, covered, or sheathed with rubber or plastics	0.12	0.12	0.86
15	HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	0.12	0.12	1.81
16	HS690100	Bricks, blocks, tiles and other ceramic goods of siliceous fossil meals (e.g. kieselguhr, tripolite or diatomite) or of similar siliceous earths	0.11	0.11	0.69
17	HS730300	Cast iron: tubes, pipes and hollow profiles	0.10	0.10	0.67
18	HS441820	Wood: doors and their frames and thresholds	0.08	0.08	0.50
19	HS321490	Mastics: n.e.c. in heading no. 3214	0.07	0.07	0.58
20	HS731010	Tanks, casks, drums, cans, boxes and similar containers, for any material (excluding compressed or liquefied gas), 50l or more capacity but not exceeding 300l	0.07	0.07	0.49

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 14: Existing Export Products, Madagascar

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST17: Sugars and sugar confectionery	R143 664 142.00
2	HST22: Beverages, spirits and vinegar	R71 930 419.00
3	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R51 037 402.00
4	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R44 249 373.00
5	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R30 718 477.00
6	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R22 006 745.00
7	HST73: Articles of iron or steel	R16 938 337.00
8	HST39: Plastics and articles thereof	R15 182 353.00
9	HST21: Miscellaneous edible preparations	R12 776 997.00
10	HST99: Unclassified	R7 877 897.00
11	HST44: Wood and articles of wood; wood charcoal	R7 446 122.00
12	HST38: Miscellaneous chemical products	R7 094 535.00
13	HST12: Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	R5 387 017.00
14	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R3 885 169.00
15	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R3 276 627.00
16	HST63: Other made-up textile articles; sets; worn clothing and worn textile articles; rags	R2 595 837.00
17	HST40: Rubber and articles thereof	R2 578 842.00
18	HST10: Cereals	R2 148 649.00

(Source: Quantec:2020)

Intra-Africa trade profile


Between 2018 and 2019 Madagascar's intra-Africa exports and imports declined by 16% and 6% respectively. In 2019 8% of Madagascar's world exports are to other African countries and of these African exports 14% are to African countries outside SADC and COMESA. 12% of world imports are intra-Africa of which 3% are imports from outside SADC and COMESA (Trade Law Centre (TRALAC), 2020).

Table 15: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands billion)	2017	2018	2019
Total exports	R 5, 316	R 5, 439	R 5, 237
Total imports	R 2, 562	R 2, 805	R 2, 984
Trade balance	R 2, 754	R 2, 634	R 2, 252

Source: Quantec, 2020

(e) Seychelles

Political Environment	
Official name	Republic of Seychelles
Flag	
Political system	presidential republic
Capital	Victoria
Major Towns	Anse Boileau, Beau Vallon, Takamaka, Victoria, capital and largest city, Grand Anse Mahe

The following sections provide information regarding the macro-economic size and position of the country in the global context, as well as South Africa’s overall trade with this trading partner.

Figure 27: Relative location in the world



Figure 28: Country map



(Source: CIA World Factbook)

Figure 29: Country Risk Profile



(Source : www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment angle. Seychelles’ Risk Rating is 3.34 B in terms of export transactions.

Seychelles is an archipelago in the Indian Ocean, northeast of Madagascar. The country has a total surface area of 455 square kilometers. The country by size is at number 199 in the world.

Since independence in 1976, per capita output in this Indian Ocean archipelago has expanded to roughly seven times the pre-independence, near-subsistence level, moving the island into the high-income group of countries. Growth has been led by the tourism sector, which directly employs about 26% of the labour force and directly and indirectly accounts for more than 55% of GDP, and by tuna fishing.

Effective 1 January 2017, Seychelles was no longer eligible for trade benefits under the US African Growth and Opportunities Act after having gained developed country status. Seychelles grew at 5% in 2017 because of a strong tourism sector and low commodity prices (Source: CIA World Factbook, April 2020).

Figure 30: Realistic Export Opportunities into Seychelles

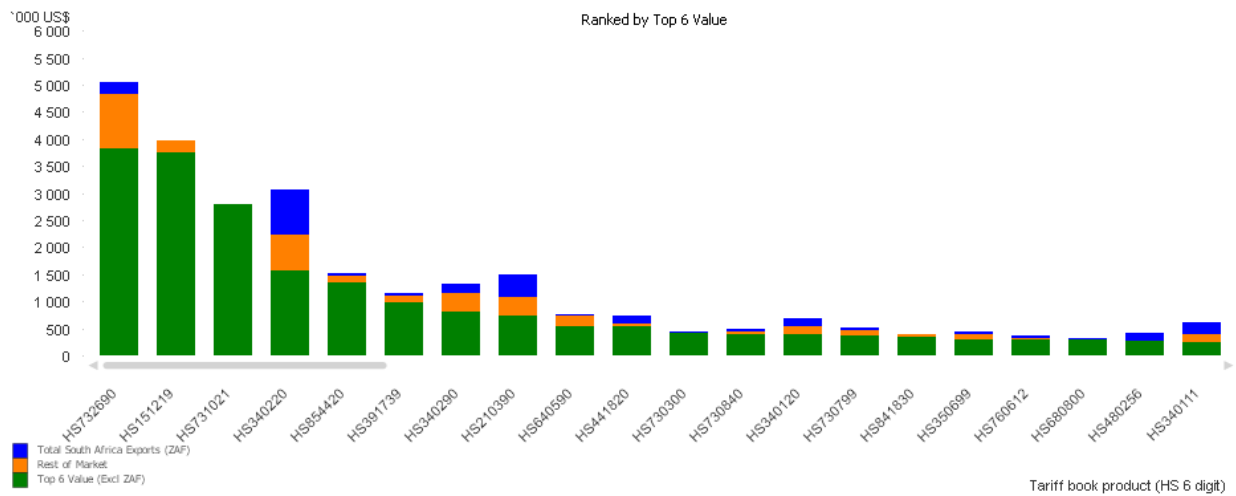
Current Selection Potential Export Markets for: South Africa (ZAF) - KwaZulu Natal

Markets x Products : **1 x 78** Combinations: **78** Total Potential (Mn) [USD]: **4.14**



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 31: Top Seychelles REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 16: Outcome of DSM - Selected Products, Seychelles

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
No.	Total		4.14	4.12	33.70
1	HS732690	Iron or steel: articles n.e.c.in heading 7326	0.64	0.64	5.05
2	HS151219	Vegetable oils: sunflower seed or safflower oil and their fractions, other than crude, whether or not refined, but not chemically modified	0.63	0.62	3.98
3	HS731021	Cans: which are to be closed by soldering or crimping, for any material (excluding compressed or liquefied gas), less than 50l capacity, of iron or steel	0.46	0.46	2.79
4	HS340220	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), put up for retail sale	0.26	0.26	3.07
5	HS854420	Insulated electric conductors: co-axial cable and other co-axial electric conductors	0.23	0.23	1.52
6	HS391739	Plastics: tubes, pipes and hoses thereof, n.e.c. in item no. 3917.30	0.16	0.16	1.14
7	HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	0.13	0.13	1.33
8	HS210390	Sauces and preparations therefor: mixed condiments and mixed seasonings	0.12	0.12	1.50
9	HS640590	Footwear: n.e.c. in chapter 64	0.09	0.09	0.77
10	HS441820	Wood: doors and their frames and thresholds	0.09	0.09	0.75
11	HS730300	Cast iron: tubes, pipes and hollow profiles	0.07	0.07	0.43
12	HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	0.07	0.07	0.49
13	HS340120	Soap: in forms n.e.c. in item no. 3401.11	0.06	0.06	0.69
14	HS730799	Iron or steel: tube or pipe fittings, n.e.c. in item no. 7307.9, other than stainless steel	0.06	0.06	0.51
15	HS841830	Freezers: of the chest type, not exceeding 800l capacity	0.06	0.06	0.40
16	HS350699	Glues and other adhesives: prepared, n.e.c. in heading no. 3506, not exceeding a net weight of 1kg	0.05	0.05	0.44
17	HS760612	Aluminium: plates, sheets and strip, thickness exceeding 0.2mm, alloys, rectangular (including square)	0.05	0.05	0.37
18	HS680800	Panels, boards, tiles, blocks and the like: of vegetable fibre, of straw, shavings, chips, particles, sawdust or other waste, of wood, agglomerated with cement, plaster or other mineral binders	0.05	0.05	0.32
19	HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m ² , in sheets 435mm or less by 297mm or less (unfolded)	0.04	0.04	0.42
20	HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	0.04	0.04	0.62

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 17: Existing Export Products, Seychelles

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST44: Wood and articles of wood; wood charcoal	R39 277 266
2	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R21 724 956
3	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R20 423 000
4	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R15 527 564
5	HST73: Articles of iron or steel	R12 410 461
6	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R10 839 019
7	HST02: Meat and edible meat offal	R10 271 491
8	HST39: Plastics and articles thereof	R9 929 971
9	HST20: Preparations of vegetables, fruit, nuts or other parts of plants	R9 902 758
10	HST04: Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	R9 876 022
11	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R9 475 807
12	HST21: Miscellaneous edible preparations	R7 612 135
13	HST38: Miscellaneous chemical products	R7 101 951
14	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R6 755 070
15	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R6 680 622
16	HST16: Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	R5 553 735
17	HST08: Edible fruit and nuts; peel of citrus fruit or melons	R4 442 698
18	HST23: Residues and waste from the food industries; prepared animal fodder	R4 272 390
19	HST18: Cocoa and cocoa preparations	R3 465 883
20	HST09: Coffee, tea, maté and spices	R3 439 205

(Source: Quantec:2020)

Intra-Africa trade profile


- 80% of Seychelles' intra-Africa exports are frozen fish – mainly yellowfin Tuna exported to Mauritius.
- Other export products include pleasure and sports boats and vessels; iron or steel containers for storing liquefied or compressed gas; and fish fours, meals and pellets. The top 10 export products account for 98% of Seychelles' intra-Africa exports.
- Seychelles imports diverse products from the rest of Africa; the top 10 import products account for only 28% of Seychelles' total intra-Africa imports.
- Import products include olive oil (7% of total intra-Africa imports), sawn wood (4%), salts (3%), pleasure and sports boats and vessels (3%) and paper packaging containers (3%).
- Seychelles mainly trades with SADC member states South Africa and Mauritius (also an IOC member) – 76% of Seychelles' total trade (exports + imports) with the rest of Africa is with these two countries. Mauritius is the main African destination market (57% of intra-Africa exports) and South Africa is the main African source market (55% of intra-Africa imports).
- In terms of total trade, other main trading partners include Tunisia (8% of total intra-Africa trade), Madagascar (5%), Egypt (4%) and Ivory Coast (2%).
- Most of the goods imported into Seychelles from other SADC and COMESA countries enter duty-free. However, there are some goods which are levied either MFN applied duties or reduced MFN applied duties. Furthermore, the DRC, Eritrea, Ethiopia, Somalia, and Tunisia are still in the process of acceding to the COMESA free trade area. Imports from the DRC are granted preferential access, while imports from Somalia and Tunisia are levied. Imports from Eritrea and Ethiopia are granted preferential access; the preferential tariff applicable to imports from Eritrea is 20% of the MFN applied tariff and goods from Ethiopia are levied a preferential tariff of 90% of the MFN applied tariff (Trade Law Centre (TRALAC), 2020).

Table 18: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands billion)	2017	2018	2019
Total exports	R 0, 832	R 0, 883	R 0, 895
Total imports	R 0, 021	R 0, 108	R 0, 73
Trade balance	R 0, 811	R 0, 774	R 0, 822

Source: Quantec, 2020

(f) Morocco

Political Environment	
Official name:	Morocco
Flag:	
Political system:	parliamentary constitutional monarchy
Capital:	Rabat
Major Towns:	Casablanca, Fez, Tangier, Marrakesh

The following sections provides information regarding the macro-economic size and position of the country in the global context, as well as South Africa’s overall trade with this trading partner.

Figure 32: Relative location in the world



Figure 33: Country map



(Source: CIA World Factbook)

Morocco is in Northern Africa, bordering the North Atlantic Ocean and the Mediterranean Sea, between Algeria and Western Sahara. The country has a total surface area of 446,550 square kilometers. The country by size is at number 59 in the world.

Figure 34: Country Risk Profile



(Source : www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment perspective. Morocco's Risk Rating is 2.34 B in terms of export transactions.

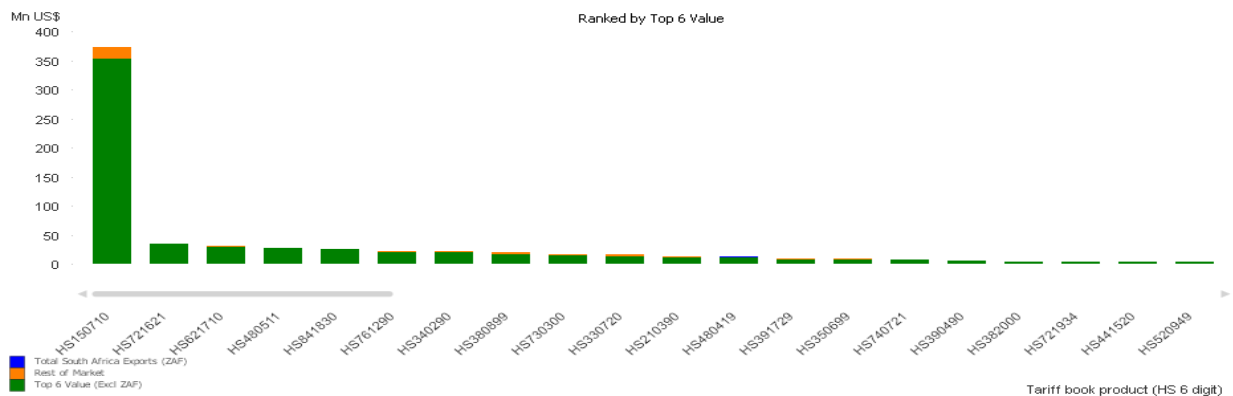
Morocco has capitalized on its proximity to Europe and relatively low labour costs to work towards building a diverse, open, market-oriented economy. Key sectors of the economy include agriculture, tourism, aerospace, automotive, phosphates, textiles, apparel, and subcomponents. To boost exports, Morocco entered into a bilateral Free Trade Agreement with the US in 2006 and an Advanced Status agreement with the EU in 2008. In late 2014, Morocco eliminated subsidies for gasoline, diesel, and fuel oil, dramatically reducing outlays that weighed on the country's budget and current account (Source: CIA World Factbook, April 2020).

Figure 35: Realistic Export Opportunities into Morocco



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 36: Top Morocco REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 19: Outcome of DSM - Selected Products, Morocco

The table below shows a list of new export products identified for this Market. The KZN export potential is show for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market(s) Total Imports (Mn) [USD]:
	Total		113.60	46.90	731.59
1	HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	58.82	0.59	373.43

2	HS721621	Iron or non-alloy steel: L sections, hot-rolled, hot-drawn or extruded, of a height of less than 80mm	5.75	5.75	34.69
3	HS621710	Clothing accessories: other than those of heading no. 6212 (not knitted or crocheted)	4.87	4.87	31.07
4	HS480511	Paper and paperboard: uncoated, semi-chemical fluting paper, rolls or sheets	4.56	4.56	27.74
5	HS841830	Freezers: of the chest type, not exceeding 800l capacity	4.25	4.25	26.20
6	HS761290	Aluminium: casks, drums, cans, boxes and the like for any material (not compressed or liquefied gas), 300l capacity or less, whether or not lined or heat-insulated, no mechanical or thermal equipment	3.55	3.55	23.13
7	HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	3.33	0.03	23.02
8	HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	2.94	2.94	20.33
9	HS730300	Cast iron: tubes, pipes and hollow profiles	2.58	2.58	16.28
10	HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	2.26	0.02	17.31
11	HS210390	Sauces and preparations therefor: mixed condiments and mixed seasonings	2.00	0.02	14.17
12	HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	1.86	1.86	13.27
13	HS391729	Plastics: tubes, pipes and hoses thereof, rigid, of plastics n.e.c. in heading no. 3917	1.48	1.48	9.74
14	HS350699	Glues and other adhesives: prepared, n.e.c. in heading no. 3506, not exceeding a net weight of 1kg	1.33	1.33	9.44
15	HS740721	Copper: bars, rods and profiles, of copper-zinc base alloys (brass)	1.24	1.24	7.48
16	HS390490	Vinyl chloride, other halogenated olefin polymers: n.e.c. in heading no. 3904	0.88	0.88	5.32
17	HS382000	Anti-freezing preparations and prepared de-icing fluids	0.72	0.72	4.66
18	HS721934	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	0.70	0.70	4.62
19	HS441520	Wood: pallets, box pallets and other load boards: pallet collars	0.67	0.67	4.35
20	HS520949	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, of weaves n.e.c. in item no. 5209.4, weighing more than 200g/m2	0.65	0.65	4.17

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 20: Existing Export Products, Morocco

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R15 177 421
2	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R7 756 598
3	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R3 548 277
4	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R1 964 254
5	HST86: Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical (including electromechanical) traffic signalling equipment of all kinds	R356 515
6	HST30: Pharmaceutical products	R3 808
7	HST64: Footwear, gaiters and the like; parts of such articles	R224

(Source: Quantec:2020)

Intra-Africa trade profile

4% of Morocco's total world trade for 2019 was trade with other African countries, mainly Egypt and Algeria. Intra-Africa exports are mainly to countries outside PAFTA and AGADIR, while imports are mainly sourced from countries that are also members of these two FTAs. Morocco exports to a variety of African countries, the top five African destinations (Djibouti, Senegal, Mauritania, Ivory Coast and Algeria) only accounts for 44% of total intra-Africa exports. On contrary, imports are mainly from three countries – Egypt, Algeria, and Tunisia. All of Morocco's exports of steel lattice masts are to African countries, while almost all of Morocco's world exports of coffee extracts, paper packaging and paints and varnishes are intra-Africa. Of the products, Morocco imports from African countries outside PAFTA and AGADIR imports are mainly for Togo, South Africa and the DRC including duty-free imports of cotton, coffee and preserved tunas and petroleum oil, coal and float glass levied 2.5% duties (Trade Law Centre (TRALAC), 2020).

Table 21: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands billion)	2017	2018	2019
Total exports	R 2, 344	R 1, 659	R 1, 754
Total imports	R 1, 509	R ,1 847	R 2, 272
Trade balance	R 0, 834	-R 0, 189	-R 0, 518

Source: Quantec, 2020

(g) Algeria

Political Environment	
Official name	Algeria
Flag	
Political system	Democratic Republic
Capital	Algiers
Major Towns	Algiers

The following section provides information regarding the macro-economic size and position of Algeria in the global context, as well as South Africa's overall trade with this trading partner.

Figure 37: Relative location in the world

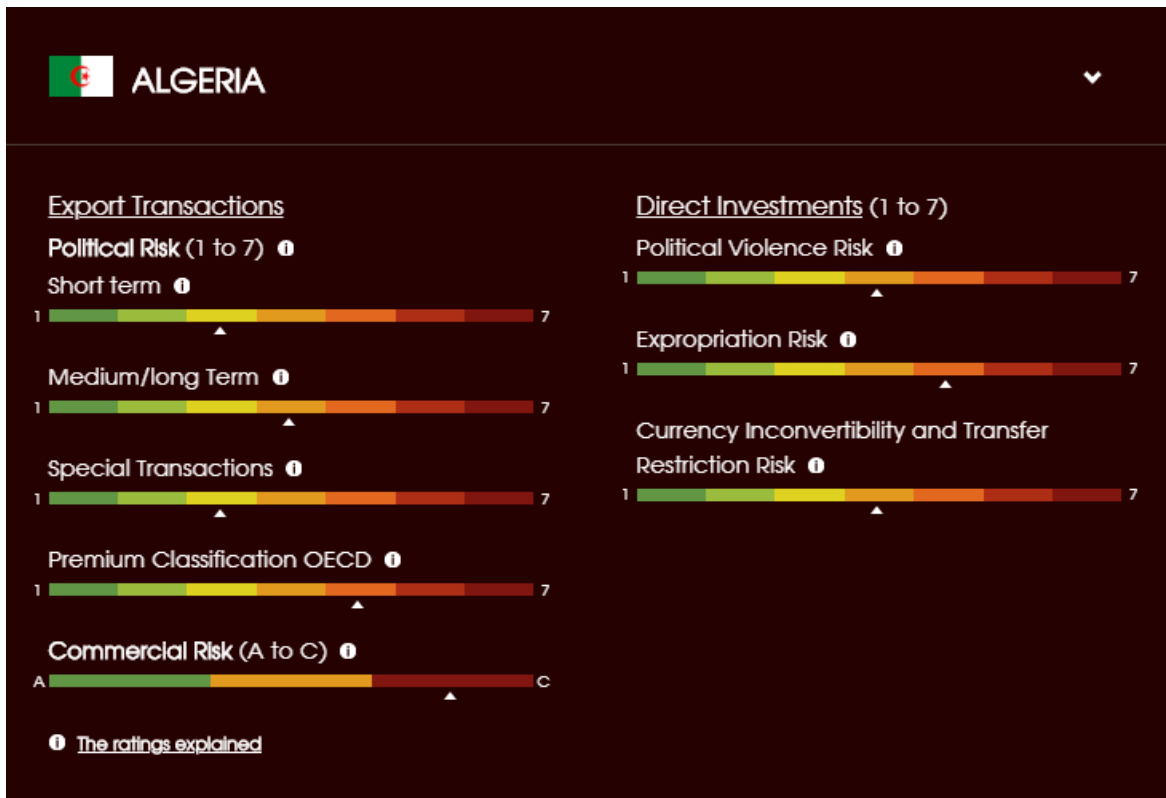
Figure 38: Country map



(Source: CIA World Factbook)

Algeria is in Northern Africa, bordering the Mediterranean Sea, between Morocco and Tunisia. The country has a total surface area of 2,381,740 square kilometers. The country by size is at number 11 in the world.

Figure 39: Country Risk Profile



(Source : www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment side. Algeria's risk rating is 3.34 C in terms of export transactions which indicates a moderate risk rating.

Hydrocarbons have long been the backbone of the economy, accounting for roughly 30% of GDP, 60% of budget revenues, and nearly 95% of export earnings. Algeria has the 10th-largest reserves of natural gas in the world - including the 3rd-largest reserves of shale gas - and is the 6th-largest gas exporter. It ranks 16th in proven oil reserves. Hydrocarbon exports enabled Algeria to maintain macroeconomic stability, amass large foreign currency reserves, and maintain low external debt while global oil prices were high. With lower oil prices since 2014, Algeria's foreign exchange reserves have declined by more than half and its oil stabilization fund has decreased from about \$20 billion at the end of 2013 to about \$7 billion in 2017, which is the statutory minimum. Declining oil prices have also reduced the government's ability to use state-driven growth to distribute rents and fund generous public subsidies, and the government has been under pressure to reduce spending.

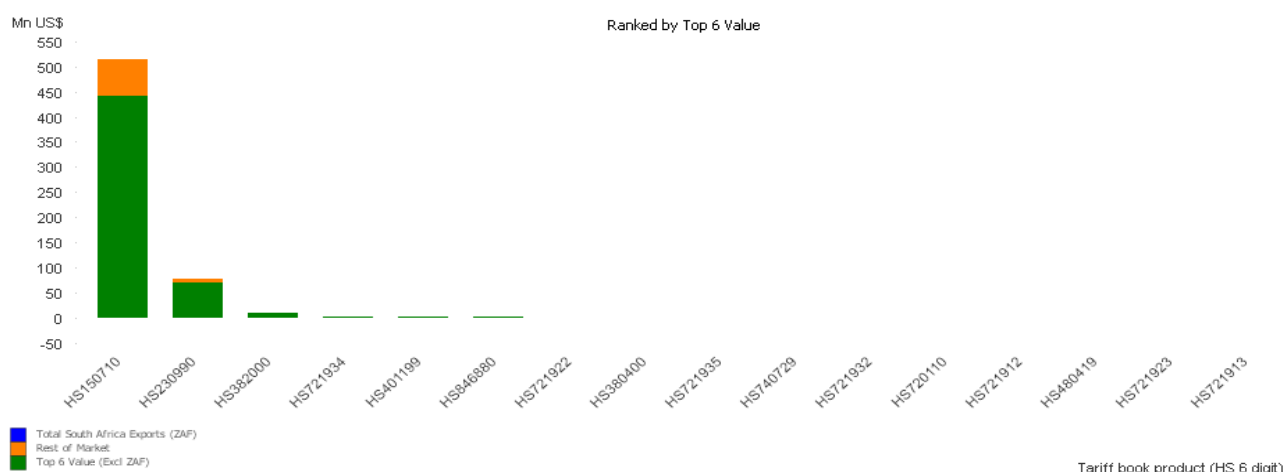
Algiers has increased protectionist measures since 2015 to limit its import bill and encourage domestic production of non-oil and gas industries. Since 2015, the government has imposed additional restrictions on access to foreign exchange for imports, and import quotas for specific products, such as cars. In January 2018, the government imposed an indefinite suspension on the importation of roughly 850 products, subject to periodic review (Source: CIA World Factbook, April 2020).

Figure 40: Realistic Export Opportunities into Algeria



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 41: Top Algeria REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 22: Outcome of DSM - Selected Products, Algeria

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
	Total		90.14	5.60	623.65
1	HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	73.66	0.74	514.86
2	HS230990	Dog or cat food: (not put up for retail sale), used in animal feeding	11.73	0.12	77.39
3	HS382000	Anti-freezing preparations and prepared de-icing fluids	1.72	1.72	10.80
4	HS721934	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	0.73	0.73	4.71
5	HS401199	Rubber: new pneumatic tyres having other than a herring-bone or similar tread, of a kind used on light industrial vehicles	0.65	0.65	4.62
6	HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	0.40	0.40	2.68
7	HS721922	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 4.75mm or more but not exceeding 10mm	0.30	0.30	1.85
8	HS380400	Lyes, residual: from the manufacture of wood pulp, whether or not concentrated, desugared or chemically treated, including lignin sulphonates but excluding tall oil of heading no. 3803	0.29	0.29	2.08
9	HS721935	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of less than 0.5mm	0.17	0.17	1.01
10	HS740729	Copper: bars, rods and profiles, of copper alloys (other than copper-zinc base alloys)	0.15	0.15	1.17

11	HS721932	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 3mm or more but less than 4.75mm	0.10	0.10	0.62
12	HS720110	Iron: non-alloy pig iron containing by weight 0.5% or less of phosphorus, in pigs, blocks or other primary forms	0.09	0.09	0.54
13	HS721912	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 4.75mm or more but not exceeding 10mm	0.05	0.05	0.33
14	HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	0.04	0.04	0.67
15	HS721923	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 3mm or more but less than 4.75mm	0.04	0.04	0.24
16	HS721913	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 3mm or more but less than 4.75mm	0.02	0.02	0.10

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 23: Existing Export Products, Algeria

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST12: Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	R8 722 753
2	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R3 615 147
3	HST23: Residues and waste from the food industries; prepared animal fodder	R2 592 800
4	HST30: Pharmaceutical products	R1 059 752
5	HST86: Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical (including electromechanical) traffic signalling equipment of all kinds	R1 035 414
6	HST28: Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes	R826 684
7	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R690 222
8	HST38: Miscellaneous chemical products	R548 294
9	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R381 250
10	HST49: Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	R195 986
11	HST74: Copper and articles thereof	R61 928


(Source: Quantec:2020)

Table 24: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands billion)	2017	2018	2019
Total exports	R 0,614	R 0,455	R 0,617
Total imports	R 0,077	R 0,009	R 0,023
Trade balance	R 0, 537	R 0, 464	R 0,594

Source: Quantec, 2020

(h) Djibouti

Political Environment	
Official name:	Djibouti
Flag	
Political system	Djibouti is a unitary presidential republic, with executive power resting in the presidency
Capital	City of Djibouti
Major Towns	City of Djibouti

The section below provides information regarding the macro-economic size and position of the country in the global context, as well as South Africa's overall trade with this trading partner.

Figure 42: Relative location in the world



Figure 43: Country map



(Source: CIA World Factbook)

Djibouti is in Eastern Africa, bordering the Gulf of Aden and the Red Sea, between Eritrea and Somalia. The country has a total surface area of 23,200 square kilometers. The country by size is at number 151 in the world.

Figure 44: Country Risk Profile

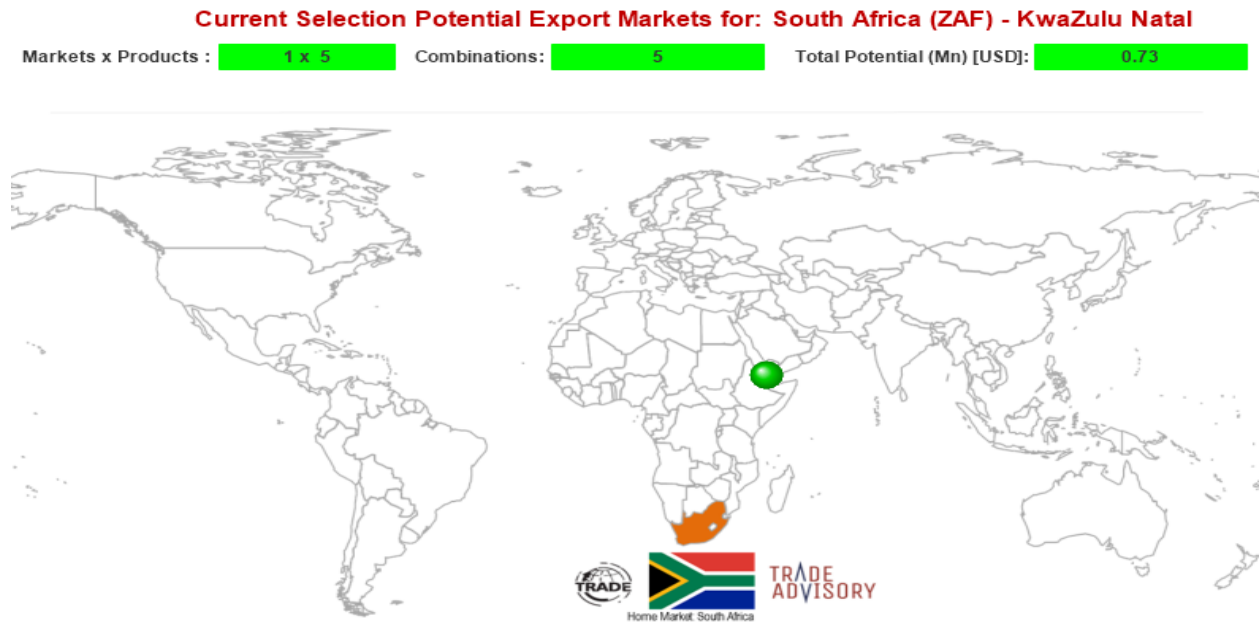


(Source : www.credendo.com/country-risk)

The risk rating above has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment side. Djibouti's Risk Rating is 5 B in terms of export transactions which is regarded as above moderate risk rating.

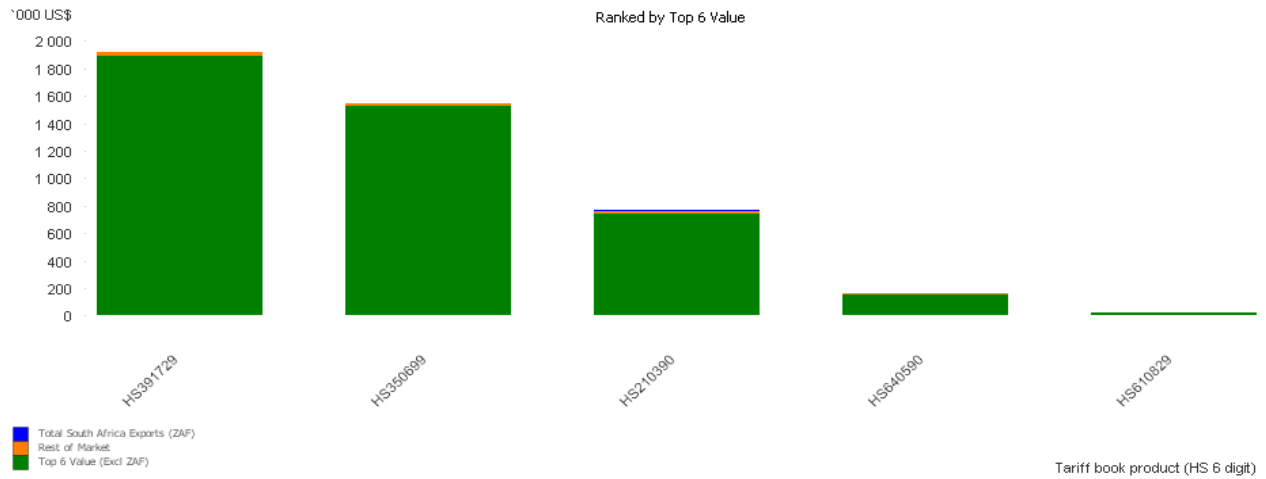
Djibouti's economy is based on service activities connected with the country's strategic location as a Deepwater port on the Red Sea. Three-fourths of Djibouti's inhabitants live in the capital city; the remainder are mostly nomadic herders. Scant rainfall and less than 4% arable land limits crop production to small quantities of fruits and vegetables, and most food must be imported. Djibouti provides services as both a transit port for the region and an international transshipment and refueling centre. Imports, exports, and reexports represent 70% of port activity at Djibouti's container terminal. Reexports consist primarily of coffee from landlocked neighbor Ethiopia. Djibouti has few natural resources and little industry. The nation is, therefore, heavily dependent on foreign assistance to support its balance of payments and to finance development projects. An official unemployment rate of nearly 40% - with youth unemployment near 80% - continues to be a major problem. Inflation was a modest 3% in 2014-2017, due to low international food prices and a decline in electricity tariffs (Source: CIA World Factbook, April 2020).

Figure 45: Realistic Export Opportunities into Djibouti



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 46: Top Djibouti REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 25: Outcome of DSM - Selected Products, Djibouti

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
No	Total		0.73	0.61	4.41
1	HS391729	Plastics: tubes, pipes and hoses thereof, rigid, of plastics n.e.c. in heading no. 3917	0.32	0.32	1.92
2	HS350699	Glues and other adhesives: prepared, n.e.c. in heading no. 3506, not exceeding a net weight of 1kg	0.25	0.25	1.54
3	HS210390	Sauces and preparations therefor: mixed condiments and mixed seasonings	0.12	0.01	0.77
4	HS640590	Footwear: n.e.c. in chapter 64	0.03	0.03	0.16
5	HS610829	Briefs and panties: women's or girls', of textile materials (other than cotton or man-made fibres), knitted or crocheted	0.01	0.01	0.02

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 25: Existing Export Products, Djibouti

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST47: Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or paperboard	R4 693 178.00
2	HST63: Other made-up textile articles; sets; worn clothing and worn textile articles; rags	R3 239 875.00
3	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R2 713 168.00
4	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R2 667 455.00
5	HST94: Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings, not elsewhere specified or included; illuminated signs, illuminated nameplates and the like; prefabricated buildings	R2 463 645.00
6	HST73: Articles of iron or steel	R2 131 054.00
7	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R2 119 669.00
8	HST21: Miscellaneous edible preparations	R1 592 250.00
9	HST55: Man-made staple fibres	R1 477 469.00
10	HST40: Rubber and articles thereof	R1 170 913.00
11	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R1 044 041.00
12	HST39: Plastics and articles thereof	R937 261.00
13	HST72: Iron and steel	R731 346.00
14	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R670 291.00
15	HST51: Wool, fine or coarse animal hair; horsehair yarn and woven fabric	R544 506.00
16	HST38: Miscellaneous chemical products	R317 135.00
17	HST95: Toys, games and sports requisites; parts and accessories thereof	R203 173.00
18	HST70: Glass and glassware	R162 501.00
19	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R151 414.00
20	HST25: Salt; sulphur; earths and stone; plastering materials, lime and cement	R37 632.00


(Source: Quantec:2020)

Table 26: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands billion)	2017	2018	2019
Total exports	R 1,26	R 1,516	R0,972
Total imports	R 0,009	R 0,001	R 0,003
Trade balance	R 1,251	R1, 515	R 0, 969

Source: Quantec, 2020

(h) Senegal

Political Environment	
Official name	Republic of Senegal
Flag	
Political system	Senegal is a republic with a presidency
Capital	Dakar
Major Towns	Dakar

The following section provides information regarding the macro-economic size and position of the country in the global context, as well as South Africa's overall trade with this trading partner.

Figure 47: Relative location in the world



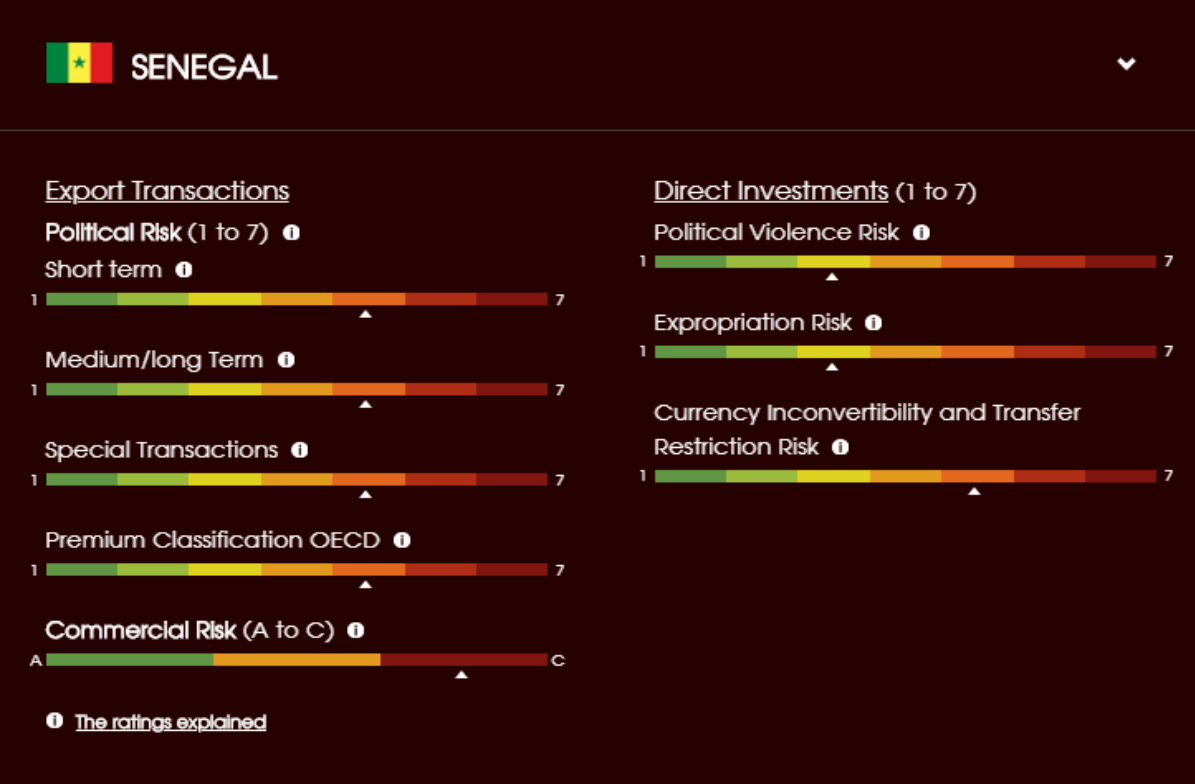
Figure 48: Country map



(Source: CIA World Factbook)

Senegal is in Western Africa, bordering the North Atlantic Ocean, between Guinea-Bissau and Mauritania. The country has a total surface area of 196,722 square kilometers. The country by size is at number 89 in the world.

Figure 49: Country Risk Profile



(Country Risk Profile - source: www.credendo.com/country-risk)

The risk rating above was sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment side. Senegal’s Risk Rating is 4 B in terms of export transactions which is regarded as slightly above moderate low risk rating.

Senegal’s economy is driven by mining, construction, tourism, fisheries, and agriculture, which are the primary sources of employment in rural areas. The country’s key export industries include phosphate mining, fertilizer production, agricultural products and commercial fishing and Senegal is also working on oil exploration projects. It relies heavily on donor assistance, remittances, and foreign direct investment. Senegal reached a growth rate of 7% in 2017, due in part to strong performance in agriculture despite erratic rainfall (Source: CIA World Factbook, April 2020).

Figure 50: Realistic Export Opportunities into Senegal

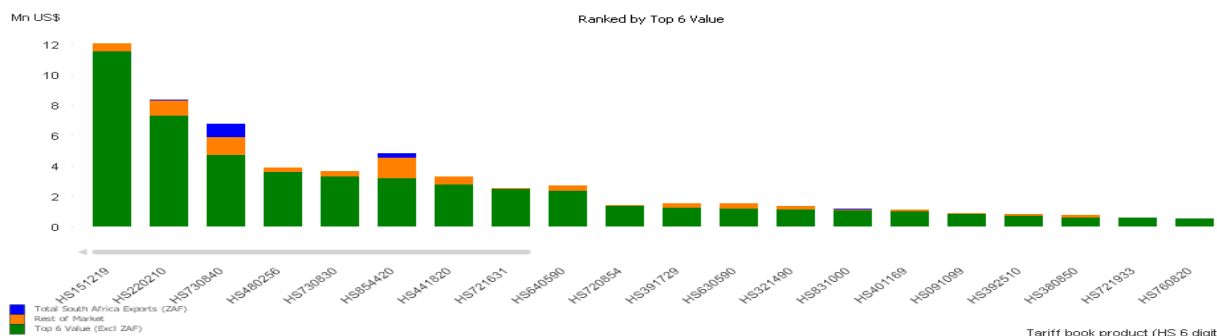
Current Selection Potential Export Markets for: South Africa (ZAF) - KwaZulu Natal

Markets x Products : **1 x 51** Combinations: **51** Total Potential (Mn) [USD]: **9.59**



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 51: Top Senegal REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 27: Outcome of DSM - Selected Products, Senegal

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
		Total	9.59	6.39	66.58
1	HS151219	Vegetable oils: sunflower seed or safflower oil and their fractions, other than crude, whether or not refined, but not chemically modified	1.92	0.08	12.07

2	HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	1.22	0.05	8.36
3	HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	0.79	0.79	6.79
4	HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m2, in sheets 435mm or less by 297mm or less (unfolded)	0.60	0.60	3.89
5	HS730830	Iron or steel: structures and parts thereof, doors, windows and their frames and thresholds for doors	0.55	0.55	3.67
6	HS854420	Insulated electric conductors: co-axial cable and other co-axial electric conductors	0.53	0.53	4.84
7	HS441820	Wood: doors and their frames and thresholds	0.47	0.47	3.31
8	HS721631	Iron or non-alloy steel: U sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	0.41	0.41	2.54
9	HS640590	Footwear: n.e.c. in chapter 64	0.40	0.40	2.71
10	HS720854	Iron or non-alloy steel: (not in coils), flat-rolled, of a width 600mm or more, hot-rolled, without patterns in relief, of a thickness of less than 3mm	0.23	0.23	1.43
11	HS391729	Plastics: tubes, pipes and hoses thereof, rigid, of plastics n.e.c. in heading no. 3917	0.21	0.21	1.56
12	HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	0.20	0.20	1.54
13	HS321490	Mastics: n.e.c. in heading no. 3214	0.19	0.19	1.39
14	HS831000	Sign plates, name-plates, address-plates and similar plates, numbers, letters and other symbols: of base metal, excluding those of heading no. 9405	0.18	0.18	1.19
15	HS401169	Rubber: new pneumatic tyres having a herring-bone or similar tread, of a kind used on light industrial vehicles	0.17	0.17	1.16
16	HS091099	Spices: n.e.c. in heading no. 0910	0.14	0.14	0.91
17	HS392510	Plastics: builders' ware, reservoirs, tanks, vats and similar containers of a capacity exceeding 300 litres	0.12	0.12	0.82
18	HS380850	Insecticides, rodenticides, fungicides, disinfectants, herbicides and the like: containing goods specified in Subheading Note 1 to this Chapter: put up in forms or packings for retail sale or as preparations or articles	0.11	0.11	0.76
19	HS721933	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness exceeding 1mm but less than 3mm	0.10	0.10	0.62
20	HS760820	Aluminium: tubes and pipes, alloys	0.09	0.09	0.56

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 28: Existing Export Products, Senegal

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST38: Miscellaneous chemical products	R13 892 228.00
2	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R6 179 470.00
3	HST39: Plastics and articles thereof	R6 139 965.00
4	HST28: Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes	R4 690 040.00
5	HST22: Beverages, spirits and vinegar	R4 354 224.00
6	HST55: Man-made staple fibres	R3 393 541.00
7	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R2 062 780.00

8	HST08: Edible fruit and nuts; peel of citrus fruit or melons	R1 768 375.00
9	HST01: Live animals	R1 109 074.00
10	HST54: Man-made filaments; strip and the like of man-made textile materials	R1 100 680.00
11	HST73: Articles of iron or steel	R1 066 574.00
12	HST49: Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	R1 058 174.00
13	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R948 965.00
14	HST83: Miscellaneous articles of base metal	R798 251.00
15	HST44: Wood and articles of wood; wood charcoal	R572 404.00
16	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R445 932.00
17	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R422 038.00
18	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R376 847.00
19	HST90: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof	R285 711.00
20	HST27: Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	R263 707.00

(Source: Quantec:2020)

Intra-Africa trade profile

Some 43% of Senegal's world exports in 2019 were exports to other African countries, while 14% of world imports were sourced from other African countries. Of the US\$1.8 billion intra-Africa exports and US\$1 billion intra-Africa imports for 2019, 12% of exports and 38% of imports are sourced from non-ECOWAS African countries (Trade Law Centre (Tralac), 2020).

The preceding individual country analysis excludes Benin, Burkina Faso, Cape Verde, Gabon, Ivory Coast, Nigeria, Rwanda, and Tunisia, as initially identified in Table 2, in order to manage the scope of the document. Although Lesotho, an important country of the Southern African Customs Union (SACU), also comprising of South Africa, Namibia and Eswatini did not form part of table 2, Lesotho was added in the ensuing analysis.

Table 29: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in Billions)	2017	2018	2019
Total exports	R 1,572	R1,9	R1,538
Total imports	R0,028	R0,021	R0,026
Trade balance	R1,544	R1,879	R1,512

Source: Quantec, 2020

3.4.3 KZN Target African Countries - SACU membership (BLNE) - Review Mechanism

The Southern African Customs Union (SACU) is a customs union comprising of five countries of Botswana, Eswatini, Lesotho, Namibia, and South Africa. Its headquarters are in the Namibian capital, Windhoek and was established in 1910. SACU's objectives include to, inter alia, facilitate cross-border movement of goods between member states; promote integration of member states into the global economy through trade and investment.

In 2017, intra-SACU imports amounted to US\$13.8 billion. Namibia was the leading importer of products from other SACU countries accounting for 30% of the intra-SACU imports, followed by Botswana (27%), South Africa (23%), Lesotho (11%) and Eswatini (9%). Top intra-SACU import products included petroleum oils, diamonds as well as motor vehicles and iron or steel articles.

Intra-SACU exports amounted to US\$14 billion. South Africa dominated the intra-SACU exports, accounting for 71%, ahead of Namibia (13%), Eswatini (9%), Botswana (5%) and Lesotho (2%). Top intra-SACU export products included diamonds, petroleum oils and gold.

As a customs union, SACU negotiates on merchandise trade matters as a bloc. It has a free trade agreement (FTA), which entered into force in May 2008, with the European Union Free Trade Association (EFTA) states – Norway, Switzerland, Lichtenstein, and Iceland. The FTA includes bilateral side agreements between SACU and all EFTA states except Lichtenstein on agriculture. SACU has also a Preferential Trade Agreement with the Common Market of the South (MERCOSUR); its members are Argentina, Brazil, Paraguay, and Uruguay. This agreement entered into force in April 2016.

SACU members (along with Mozambique) are parties to the Economic Partnership Agreement (EPA) with the European Union, which has been provisionally applied since October 2016. In 2017, the EU accounted for 27% and 21% of SACU's imports and exports from the rest of the world, respectively. Germany, the UK, and Italy are the top source markets for products imported by SACU. Germany, Belgium, and the UK are the top destination markets for products exported by SACU.

SACU has a Trade, Investment and Development Cooperative Agreement with the United States (US) to foster trade, investment, and development, which entered into force in July 2008. In addition, SACU countries are currently all eligible beneficiaries of the African Growth and Opportunity Act (AGOA). AGOA is a US legislation that enhances market access for sub-Saharan African countries.

In 2017, SACU's imports from the rest of the world were worth over US\$98 billion, while exports amounted to US\$102 billion. SACU's main exports included primary-based natural resource products such as precious metals and stones; iron and ore, mineral products, and some agricultural products. The customs union's main imports from the rest of the world include value-added manufactured products (e.g. machinery, electrical equipment; and vehicles). China, the US, and Germany are the major trading partners of SACU, both as importers and exporters.


South Africa dominates SACU's trade with the rest of the world. The country is source for 87% of SACU's exports to the world and the destination for 84% SACU imports from the world. Much of Botswana, Lesotho, Namibia and Eswatini's trade is with South Africa. These countries also export various products to the rest of the world. For example, Botswana exports diamonds to Belgium and India. Eswatini exports sugar to Spain, the UK and Portugal. Namibia's exports copper and diamond products to Switzerland.

All customs, excise, and additional duties (trade taxes) collected in the SACU Common Customs Area are paid into the Common Revenue Pool and shared among member states. Member states' share of the pool is disbursed or determined in accordance with the SACU Agreement's revenue sharing formula. A member state's share of customs component is calculated from the value of goods imported from all other member states in a specific year as a percentage of total intra-SACU imports. In other words, a member state's share of customs component is allocated based on that country's share of intra-SACU imports. There are two components to the distribution formula, i.e. the Excise component and the Development component. To Botswana, Lesotho, Namibia and Eswatini (BLNE), the SACU revenue share makes up a significant component of total government revenue, hence their reliance on these revenue stream. South Africa received

the highest share with 47%, followed by Botswana (21%), Namibia (19%), Eswatini (7%) and Lesotho (6%) for the 2018/19 revenue shares (Trade Law Centre (TRALAC), 2020).

3.4.3.1 Comprehensive Country Analysis – SACU membership (BLNE)

(i) Botswana

Political Environment	
Official name	Republic of Botswana
Flag	
Political system	Republic
Capital	Gaborone
Major Towns	Lobatse, Francistown, Serowe, Selebi-Phikwe, Mahalapye, Kanye

The following information provides information regarding the macro-economic size and position of the country in the global context, as well as South Africa’s overall trade with this trading partner.

Figure 52: Relative location in the world



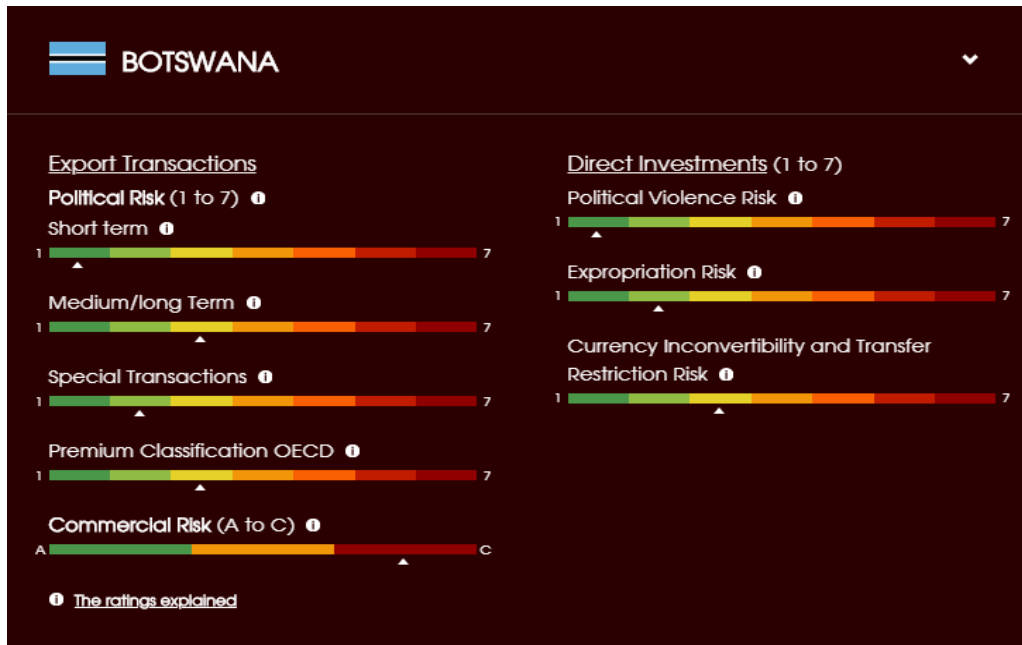
Figure 53: Country map



(Source: CIA World Factbook)

Botswana is in Southern Africa, north of South Africa. The country has a total surface area of 581,730 square kilometers. The country by size is at number 49 in the world.

Figure 54: Country Risk Profile



Source : www.credendo.com/country-risk

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment side. Botswana Risk Rating is 1.34 C in terms of export transactions which is regarded as a low risk rating.

Until the beginning of the global recession in 2008, Botswana maintained one of the world's highest economic growth rates since its independence in 1966. Botswana recovered from the global recession in 2010, but only grew modestly until 2017, primarily due to a downturn in the global diamond market, though water and power shortages also played a role. Botswana also ranks as one of the least corrupt and best places to do business in Sub-Saharan Africa.

Because of its heavy reliance on diamond exports, Botswana's economy closely follows global price trends for that one commodity. Diamond mining fueled much of Botswana's past economic expansion and currently accounts for one-quarter of GDP, approximately 85% of export earnings, and about one-third of the government's revenues.

Tourism is a secondary earner of foreign exchange and many Botswana engage in tourism-related services, subsistence farming, and cattle rearing. According to official government statistics, unemployment is around 20%, but unofficial estimates run much higher.

Figure 55: Realistic Export Opportunities into Botswana

Current Selection Potential Export Markets for: South Africa (ZAF) - KwaZulu Natal

Markets x Products : 1 x 109 Combinations: 109 Total Potential (Mn) [USD]: 2.68

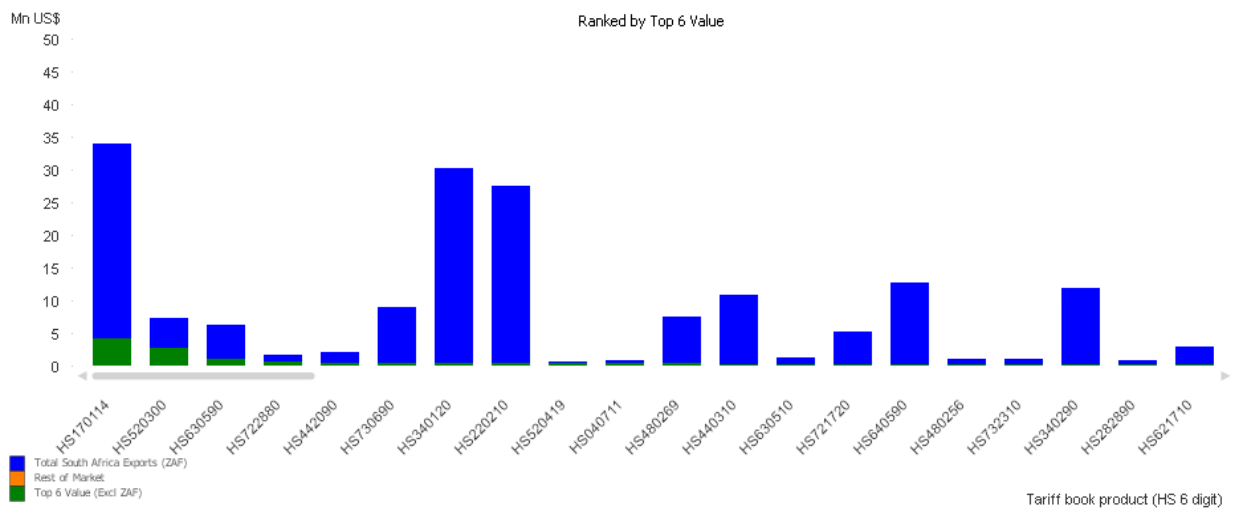


Source: Own illustration. Derived from DSM - NWU (2020) data.

The map above provides a geographic representation of South Africa`s realistic export opportunities to Botswana subject to the selected filters. The map highlights the relative 'untapped' potential of the market opportunity in green bubbles in Botswana.

In total 117 of the products associated with Botswana passed the applied filters. These products represent approximately US\$ 2.75 million in 'untapped' potential in Botswana.

Figure 56: Top Botswana REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 30: Outcome of DSM - Selected Products, Botswana

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
No.	Total		2.68	2.67	383.10
1	HS170114	Sugars: cane sugar, raw, in solid form, other than as specified in Subheading Note 2 to this chapter, not containing added flavouring or colouring matter	0.70	0.70	34.01
2	HS520300	Cotton: carded or combed	0.55	0.55	7.37
3	HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	0.19	0.19	6.16
4	HS722880	Steel, alloy or non-alloy: hollow drill bars and rods	0.12	0.12	1.57
5	HS040711	Birds' eggs, in shell: fresh, fertilised eggs for incubation, of fowls of the species Gallus domesticus (domestic hens)	0.11	0.11	0.92
6	HS442090	Wood: marquetry and inlaid wood, caskets and cases for jewellery or cutlery and similar articles of wood, wooden articles of furniture not falling in chapter 94	0.08	0.08	2.15
7	HS730690	Iron or steel (excluding cast iron): tubes, pipes and hollow profiles (not seamless), n.e.c. in chapter 73	0.07	0.07	8.96
8	HS340120	Soap: in forms n.e.c. in item no. 3401.11	0.07	0.07	30.22
9	HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	0.07	0.07	27.49
10	HS520419	Cotton: sewing thread, containing less than 85% by weight of cotton, not put up for retail sale	0.06	0.06	0.61
11	HS480269	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, other than rolls, other than sheets 435mm or less by 297mm or less (unfolded)	0.05	0.05	7.51
12	HS721720	Iron or non-alloy steel: wire, plated or coated with zinc	0.05	0.05	5.18
13	HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	0.04	0.04	10.80
14	HS630510	Sacks and bags: of a kind used for the packing of goods, of jute or of other textile bast fibres of heading no. 5303	0.03	0.03	1.26
15	HS282890	Hypochlorites: n.e.c. in heading no. 2828	0.03	0.03	0.75
16	HS640590	Footwear: n.e.c. in chapter 64	0.03	0.03	12.72
17	HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m2, in sheets 435mm or less by 297mm or less (unfolded)	0.03	0.03	1.09
18	HS732310	Iron or steel: wool, pot scourers and scouring or polishing pads, gloves and the like	0.03	0.03	0.96
19	HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	0.03	0.02	11.82
20	HS621710	Clothing accessories: other than those of heading no. 6212 (not knitted or crocheted)	0.02	0.02	2.82

HS731300	Iron of steel: barbed wire, twisted hoop or single flat wire and loosely twisted double wire, used for fencing	0.02	0.02	4.28
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(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 31: Existing Export Products, Botswana

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R1 578 103 190
2	HST15: Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	R403 794 640
3	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R379 682 569
4	HST17: Sugars and sugar confectionery	R299 355 158
5	HST10: Cereals	R266 599 934
6	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R248 684 546
7	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R246 980 281
8	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R244 077 182
9	HST61: Articles of apparel and clothing accessories, knitted or crocheted	R198 227 144
10	HST21: Miscellaneous edible preparations	R178 784 946
11	HST09: Coffee, tea, maté and spices	R159 319 285
12	HST62: Articles of apparel and clothing accessories, not knitted or crocheted	R158 704 712
13	HST39: Plastics and articles thereof	R150 140 420
14	HST72: Iron and steel	R130 833 312
15	HST23: Residues and waste from the food industries; prepared animal fodder	R112 553 137
16	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R107 088 529
17	HST94: Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings, not elsewhere specified or included; illuminated signs, illuminated nameplates and the like; prefabricated buildings	R106 209 694
18	HST64: Footwear, gaiters and the like; parts of such articles	R105 174 459
19	HST20: Preparations of vegetables, fruit, nuts or other parts of plants	R103 861 382
20	HST73: Articles of iron or steel	R101 266 938

(Source: Quantec:2020)

Botswana Intra-Africa Trade Profile

In 2018, Botswana exported and imported goods to and from the rest of Africa to the value of US\$903 million and US\$4.5 billion, respectively. Intra-Africa exports account for 14% of Botswana's total exports and imports for 73% of total imports for 2018.

- Botswana's main intra-Africa export products are diamonds (42%), insulated cable, carbonates, and salts. The top 10 intra-Africa export products account for 76% of Botswana's total exports to other African countries.
- 18% of Botswana's intra-Africa imports are diamonds, 17% petroleum oils (not crude), 3% goods vehicles and 2% passenger cars. Other top imports include vehicle parts, cement, fruit juice, and sugar each account for less than 1% of imports. The top 10 intra-Africa import products account for 48% of Botswana's total imports from other African countries.
- The vast majority of Botswana's intra-Africa trade is with neighboring South Africa; in 2018 83% of Botswana's total intra-Africa trade (exports + imports) was with South Africa.
- Botswana mainly exports to South Africa (67%) and Namibia (20%), with under 5% of intra-African exports going to each of Zambia and Zimbabwe. Tanzania accounts for 1.4% of intra-Africa exports. All of Botswana's top 10 export destinations are part of SADC, although Angola – destination for 0.35% of Botswana's exports – is not part of the SADC FTA. Outside of SACU/SADC, Kenya, South Sudan, and Mauritania are the main export destinations, each accounting for less than 0.1% of Botswana's total intra-Africa exports.
- Botswana's intra-Africa imports are also mainly sourced from South Africa, with 86% of intra-Africa imports coming from the neighbour in 2018. Namibia is the source for a further 11.4%


of imports, while other African countries account for less than 1% of Botswana's intra-African imports. Outside of SADC, only Morocco is in Botswana's top 10 import sources, and imports from Morocco only make up 0.1% of Botswana's imports.

- Most of the goods imported into Botswana from other SADC member states enter duty-free. The only exceptions are wheat flour, sugar, second-hand clothes, and original equipment for vehicles. Although the applied duty for wheat flour imports from SADC member states is zero, there are currently no SADC Rules of Origin on wheat flour. This means that all wheat flour originating in SADC and imported into Botswana is levied the Most Favoured Nation (MFN) applied duty of 73.61c/kg, as no discrimination amongst trading partners is allowed under the WTO agreements. Sugar imports, raw and refined face a specific duty of 401.79c/kg, while the duty on secondhand clothes varies depending on the tariff line (20% ad valorem, 35c/unit, 50c/unit and 60% or 2500c/kg). Original equipment components for various vehicles are listed under HS980100 and have a 20% duty.

Table 32: Botswana Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in Billions)	2017	2018	2019
Total exports	R51, 066	R53, 902	R56, 973
Total imports	R5, 615	R6, 035	R6, 514
Trade balance (surplus)	R45, 451	R47, 867 Million	R50, 459

(ii) Lesotho

Political Environment	
Official name	Lesotho
Flag	
Political system	parliamentary representative democratic constitutional monarchy
Capital	Maseru
Major Towns	Tayateyaneng, Mafeteng, Hlotse

The following information provides information regarding the macro-economic size and position of the country in the global context, as well as South Africa's overall trade with this trading partner.

[Figure 57: Relative location in the world](#)

[Figure 58: Country map](#)



(Source: CIA World Factbook)

Lesotho is in Southern Africa, an enclave of South Africa. The country has a total surface area of 30,355 square kilometers. The country by size is at number 142 in the world.

Figure 59: Country Risk Profile



Source : www.credendo.com/country-risk

The graph below depicts the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment side. Lesotho's Risk Rating is 4 C in terms of export transactions which is regarded as slightly above a moderate risk rating.

Small, mountainous, and completely landlocked by South Africa, Lesotho depends on a narrow economic base of textile manufacturing, agriculture, remittances, and regional customs revenue. About three-fourths of the people live in rural areas and engage in animal herding and subsistence agriculture, although Lesotho produces less than 20% of the nation's demand for food. Agriculture is vulnerable to weather and climate variability.

Lesotho relies on South Africa for much of its economic activity; Lesotho imports 85% of the goods it consumes from South Africa, including most agricultural inputs. Households depend heavily on

remittances from family members working in South Africa in mines, on farms, and as domestic workers, though mining employment has declined substantially since the 1990s. Lesotho is a member of the Southern Africa Customs Union (SACU), and revenues from SACU accounted for roughly 26% of total GDP in 2016. Lesotho also gains royalties from the South African Government for water transferred to South Africa from a dam and reservoir system in Lesotho.

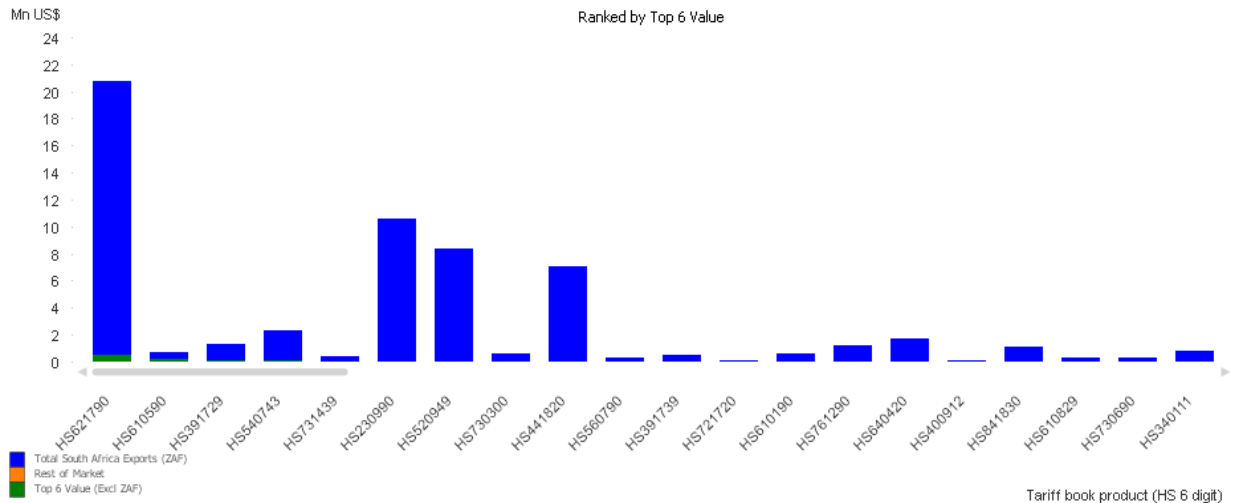
Lesotho's largest private employer is the textile and garment industry - approximately 36,000 Basotho, mainly women, work in factories producing garments for export to South Africa and the US. Diamond mining in Lesotho has grown in recent years and accounted for nearly 35% of total exports in 2015. Lesotho managed steady GDP growth at an average of 4.5% from 2010 to 2014, dropping to about 2.5% in 2015-16, but poverty remains widespread around 57% of the total population (CIA World Factbook, April 2020).

Figure 60: Realistic Export Opportunities into Lesotho



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 61: Top Lesotho REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 33: Outcome of DSM - Selected Products, Lesotho

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Import (Mn) [USD]:
		Total	0.42	0.42	128.18
1	HS040711	Birds' eggs, in shell: fresh, fertilised eggs for incubation, of fowls of the species Gallus domesticus (domestic hens)	0.00	0.00	0.05
2	HS151221	Vegetable oils: cotton-seed oil and its fractions: crude, whether or not gossypol has been removed, not chemically modified	0.00	0.00	0.03
3	HS151710	Margarine: excluding liquid margarine	0.00	0.00	2.94
4	HS160210	Meat preparations: homogenised preparations of meat, meat offal or blood	0.00	0.00	0.55
5	HS280920	Phosphoric acid and polyphosphoric acids	0.00	0.00	0.02
6	HS282090	Manganese oxides: excluding manganese dioxide	0.00	0.00	0.00
7	HS283526	Phosphates: of calcium n.e.c. in item no. 2835.25, whether or not chemically defined	0.00	0.00	0.06
8	HS310229	Fertilizers, mineral or chemical: nitrogenous, other than ammonium sulphate	0.00	0.00	0.04
9	HS382000	Anti-freezing preparations and prepared de-icing fluids	0.00	0.00	0.40
10	HS382549	Residual products of the chemical or allied industries, not elsewhere specified or included: waste organic solvents, other than halogenated	0.00	0.00	0.14
11	HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	0.00	0.00	3.51
12	HS440831	Wood, tropical: as specified in Subheading Note 2 to this Chapter, dark red meranti, light red meranti, meranti bakau, sheets for veneer, plywood or other wood, sawn lengthwise, sliced or peeled, planed or not, sanded or end-jointed, not thicker than 6mm	0.00	0.00	0.05

13	HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	0.00	0.00	1.88
14	HS540239	Yarn, synthetic: filament, monofilament (less than 67 decitex), textured, other than of nylon or other polyamides, polyesters, or polypropylene, not for retail sale, not sewing thread	0.00	0.00	0.01
15	HS550690	Fibres: synthetic staple fibres, n.e.c. in heading no. 5506, carded, combed or otherwise processed for spinning	0.00	0.00	0.00
16	HS560729	Twine, cordage, ropes, cables: of sisal or other textile fibres of the genus agave (excluding binder or baler twine), whether or not plaited, braided or rubber or plastic impregnated, coated, covered or sheathed	0.00	0.00	0.40
17	HS610811	Slips and petticoats: women's or girls', of man-made fibres, knitted or crocheted	0.00	0.00	0.04
18	HS681292	Asbestos or mixtures with a basis of asbestos (other than crocidolite): paper, millboard and felt, whether or not reinforced, not goods of heading 6811 or 6813	0.00	0.00	0.00
19	HS681320	Friction material and articles thereof (e.g. sheets, rolls, strips, segments, discs, washers, pads) not mounted: for brakes, clutches or the like, with a basis of asbestos	0.00	0.00	0.03
20	HS720110	Iron: non-alloy pig iron containing by weight 0.5% or less of phosphorus, in pigs, blocks or other primary forms	0.00	0.00	0.01

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 34: Existing Export Products, Lesotho

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R168 436 232
2	HST15: Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	R165 717 337
3	HST17: Sugars and sugar confectionery	R159 351 293
4	HST10: Cereals	R158 435 042
5	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R102 233 229
6	HST39: Plastics and articles thereof	R87 822 931
7	HST54: Man-made filaments; strip and the like of man-made textile materials	R86 543 180
8	HST62: Articles of apparel and clothing accessories, not knitted or crocheted	R66 001 510
9	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R61 105 232
10	HST64: Footwear, gaiters and the like; parts of such articles	R52 434 508
11	HST09: Coffee, tea, maté and spices	R51 211 339
12	HST61: Articles of apparel and clothing accessories, knitted or crocheted	R49 803 157
13	HST52: Cotton	R47 830 766
14	HST21: Miscellaneous edible preparations	R44 320 666
15	HST44: Wood and articles of wood; wood charcoal	R42 310 807
16	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R41 164 403
17	HST72: Iron and steel	R39 154 193
18	HST02: Meat and edible meat offal	R37 830 167
19	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R37 518 164

(Source: Quantec:2020)

Lesotho's Intra-Africa trade profile

In 2017, intra-Africa exports and imports were valued at about US\$ 348 million and US\$ 1.5 billion, respectively. Intra-Africa exports account for 52% of Lesotho's global exports while intra-Africa imports account for 72% of Lesotho's global imports. The bulk of exports (98%) were destined to SACU with South Africa accounting for 95% and Eswatini 3% of total exports. Other exports were

destined to SADC with Zimbabwe and Mauritius although at a low value base. Top 10 export destinations accounted for 99% of Lesotho’s total intra-Africa exports.

In terms of import sources, again SACU members dominated as suppliers with South Africa accounting for 98% share of total intra-Africa imports. SADC members Zambia and Zimbabwe also feature as top suppliers of Lesotho albeit at low base.


The bulk of goods imported by Lesotho originated from SACU and SADC. Goods originating from SACU entered Lesotho duty free, while the bulk of goods from SADC also entered duty free with a few exceptions on sugar, second-hand clothes and tyres (Trade Law Centre (TRALAC), 2020).

Table 35: Lesotho’s Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in Billions)	2017	2018	2019
Total exports	R 35,787	R 34, 824	R 37, 501
Total imports	R 8, 286	R 7, 662	R 8, 161
Trade balance	R 27, 501	R 27, 161	R 29, 341

Source: Quantec, 2020

(iii) Namibia

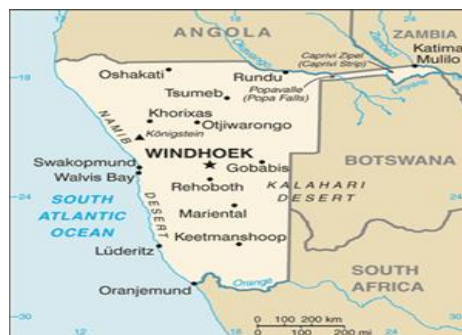
Political Environment	
Official name	Republic of Namibia
Flag	
Political system	semi-presidential representative democratic republic
Capital	Windhoek
Major Towns	Walvis Bay, Henties Bay, Swakopmund,

Below is key information on Namibia, including the country’s trade position in the global context, as well as the overall trade position with South Africa, an important trading partner.

Figure 62: Relative location in the world



Figure 63: Country map



(Source: CIA World Factbook)

Namibia is in Southern Africa, bordering the South Atlantic Ocean, between Angola and South Africa. The country has a total surface area of 824,292 square kilometers. The country by size is at number 35 in the world.

Figure 64: Country Risk Profile



Source : www.credendo.com/country-risk

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment perspective. Namibia’s Risk Rating is 4 C in terms of export transactions.

Namibia’s economy is heavily dependent on the extraction and processing of minerals for export. Mining accounts for about 12.5% of GDP but provides more than 50% of foreign exchange earnings. Rich alluvial diamond deposits make Namibia a primary source for gem-quality diamonds. Marine diamond mining is increasingly important as the terrestrial diamond supply has dwindled.

Namibia is one of the world’s largest producers of uranium. Namibia also produces large quantities of zinc and is a small producer of gold and copper. Namibia's economy remains vulnerable to world commodity price fluctuations and drought.

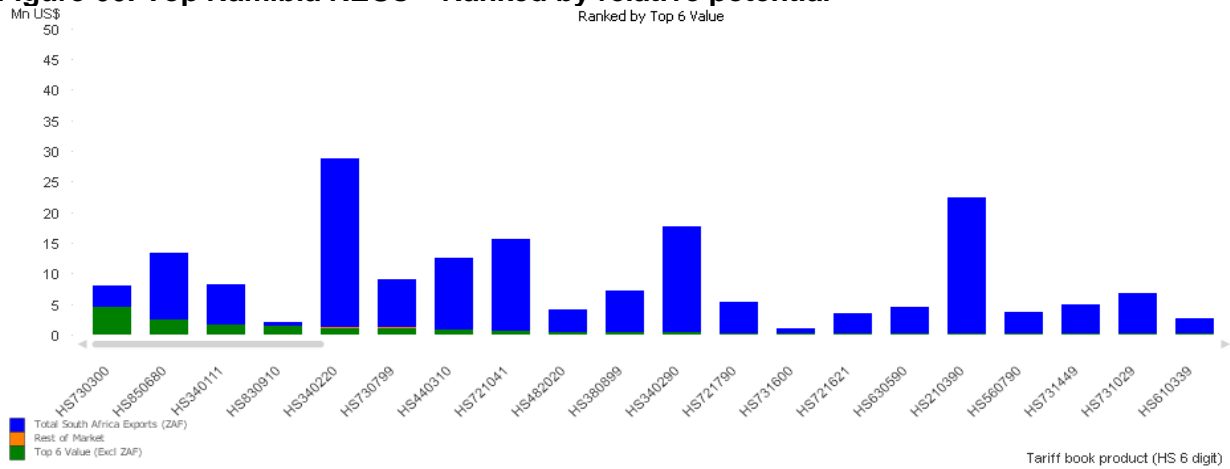
Namibia normally imports about 50% of its cereal requirements. In years of drought, food shortages are problematic in rural areas. Namibia receives 30% to 40% of its revenues from the Southern African Customs Union (SACU). However, volatility in the size of Namibia's annual SACU allotment and global mineral prices complicates budget planning (CIA World Factbook, April 2020).

Figure 65: Realistic Export Opportunities into Namibia



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 66: Top Namibia REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 36: Outcome of DSM - Selected Products, Namibia

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
	Total		3.29	3.29	336.85
1	HS730300	Cast iron: tubes, pipes and hollow profiles	0.75	0.75	7.96

2	HS850680	Cells and batteries: primary, (other than manganese dioxide, mercuric oxide, silver oxide, lithium or air-zinc)	0.42	0.42	13.43
3	HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	0.28	0.28	8.30
4	HS830910	Stoppers: corks, of base metal	0.22	0.22	1.98
5	HS340220	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), put up for retail sale	0.19	0.19	28.86
6	HS730799	Iron or steel: tube or pipe fittings, n.e.c. in item no. 7307.9, other than stainless steel	0.18	0.18	8.95
7	HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	0.13	0.13	12.59
8	HS721041	Iron or non-alloy steel: flat-rolled, width 600mm or more, corrugated, plated or coated with zinc (not electrolytically)	0.10	0.10	15.66
9	HS482020	Paper and paperboard: exercise books	0.09	0.09	4.07
10	HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	0.08	0.08	7.20
11	HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	0.05	0.05	17.75
12	HS721924	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of less than 3mm	0.05	0.05	0.15
13	HS721790	Iron or non-alloy steel: wire, n.e.c. in heading no. 7217	0.05	0.05	5.34
14	HS731600	Iron or steel: anchors, grapnels and parts thereof	0.05	0.05	1.06
15	HS721621	Iron or non-alloy steel: L sections, hot-rolled, hot-drawn or extruded, of a height of less than 80mm	0.04	0.04	3.45
16	HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	0.04	0.04	4.45
17	HS210390	Sauces and preparations therefor: mixed condiments and mixed seasonings	0.04	0.04	22.36
18	HS560790	Twine, cordage, ropes, cables: of materials n.e.c. in heading no. 5607, whether or not plaited, braided or impregnated, coated, covered, or sheathed with rubber or plastics	0.03	0.03	3.64
19	HS731449	Iron or steel wire: grill, netting and fencing, coated with materials other than zinc or plastic	0.03	0.03	4.88
20	HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	0.03	0.03	6.82

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 37: Existing Export Products, Namibia

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R1 564 603 146
2	HST17: Sugars and sugar confectionery	R746 240 644
3	HST15: Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	R451 424 037
4	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R307 531 396

5	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R235 936 803
6	HST61: Articles of apparel and clothing accessories, knitted or crocheted	R226 590 688
7	HST48: Paper and paperboard; articles of paper pulp, of paper or of paperboard	R196 782 709
8	HST39: Plastics and articles thereof	R193 850 276
9	HST62: Articles of apparel and clothing accessories, not knitted or crocheted	R185 469 485
10	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R171 654 684
11	HST04: Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	R152 457 959
12	HST21: Miscellaneous edible preparations	R128 384 235
13	HST23: Residues and waste from the food industries; prepared animal fodder	R127 559 894
14	HST94: Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings, not elsewhere specified or included; illuminated signs, illuminated nameplates and the like; prefabricated buildings	R124 611 103
15	HST22: Beverages, spirits and vinegar	R98 518 859
16	HST73: Articles of iron or steel	R96 389 056
17	HST72: Iron and steel	R94 691 294
18	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R94 423 880
19	HST63: Other made-up textile articles; sets; worn clothing and worn textile articles; rags	R87 303 355
20	HST09: Coffee, tea, maté and spices	R84 956 728

(Source: Quantec:2020)

Intra-Africa trade profile

Namibia's intra-Africa 2019 exports of US\$2.4 billion accounted for 37% of Namibia's world exports, while 66% of Namibia's world imports were sourced from other African countries. However, between 2018 and 2019 both Namibia's intra-Africa exports and imports showed a slight decline. Furthermore, Namibia mainly trades with other countries which are members of SACU and/or SADC – 61% of total intra-Africa trade is with South Africa, 19% with Zambia, and 11% with Botswana. Consequently, Namibia's intra-Africa trade with countries outside SACU and SADC accounts for only 1% each of world exports and imports. Exports are mainly to Nigeria and Egypt while imports are mainly sourced from Togo, Tunisia, and Morocco. Most of these imports are light petroleum oils levied specific duties (Trade Law Centre (TRALAC), 2020).

Table 38: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in Billions)	2017	2018	2019
Total exports	R 95, 087	R 95, 151	R 102, 391
Total imports	R 22, 384	R 25, 006	R 25, 971
Trade balance	R 72, 703	R 70, 144	R 76, 420

Source: Quantec, 2020

(iv) Eswatini (Swaziland)

Below is key information on Lesotho, including the country's trade position in the global context, as well as the overall trade position with South Africa, an important trading partner.

Figure 67: Relative location in the world



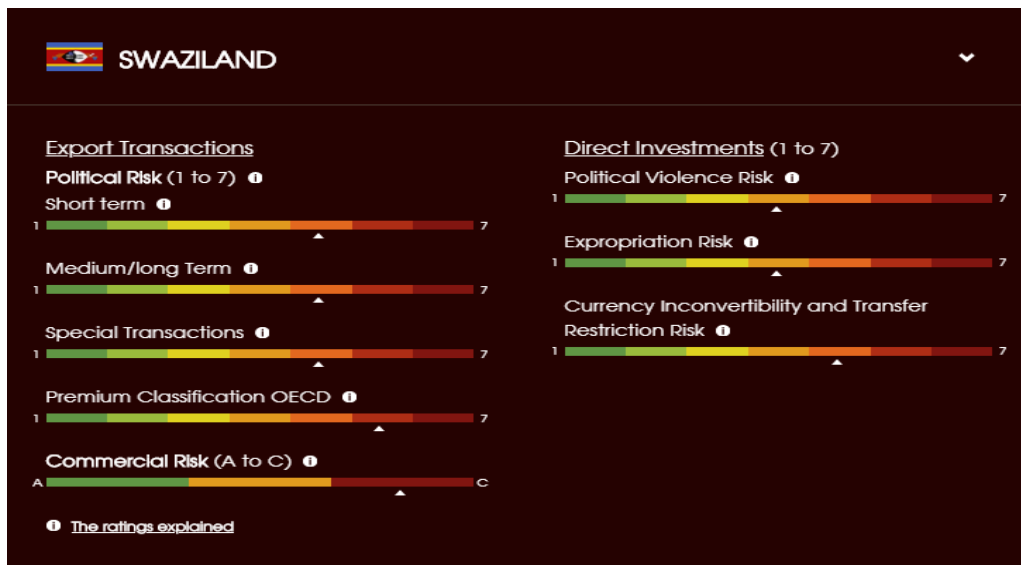
Figure 68: Country map



(Source: CIA World Factbook)

Eswatini is in Southern Africa, between Mozambique and South Africa. The country has a total surface area of 17,364 square kilometers. The country by size is at number 159 in the world.

Figure 69: Country Risk Profile



(Country Risk Profile - source: www.credendo.com/country-risk)

The above is the risk rating which has been sourced from Credendo. The rating provides insight into risk from an export transaction as well as from a direct investment perspective. Eswatini's Risk Rating is 5 C in terms of export transactions.

A small, landlocked kingdom, Eswatini is bordered in the north, west and south by the Republic of South Africa and by Mozambique in the east. Eswatini depends on South Africa for most of its exports and imports. Eswatini's currency is pegged to the South African rand, effectively relinquishing Eswatini's monetary policy to South Africa. The government is dependent on customs duties from the Southern African Customs Union (SACU) for almost half of its revenue. Eswatini is a lower middle-income country.

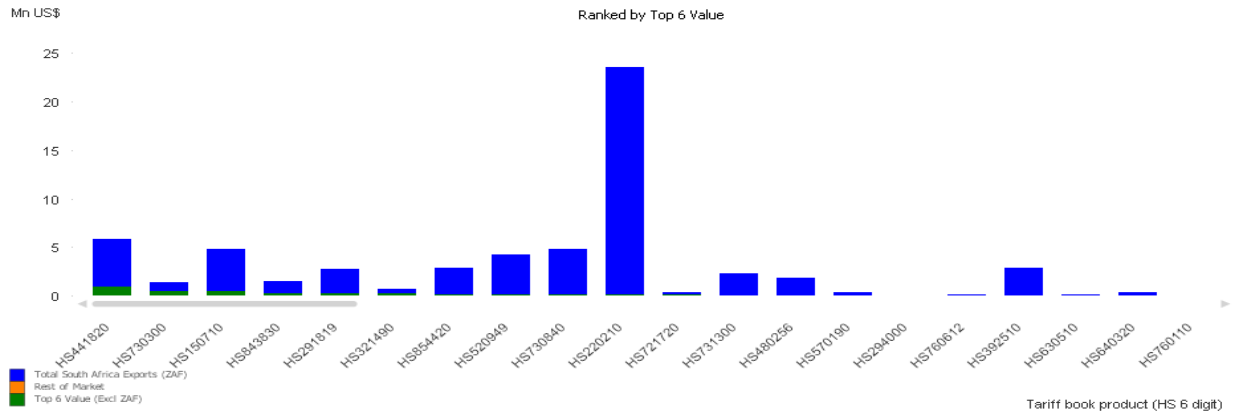
Sugar and soft drink concentrate are the largest foreign exchange earners, although a drought in 2015-16 decreased sugar production and exports. Mining has declined in importance in recent years. Coal, gold, diamond, and quarry stone mines are small scale, and the only iron ore mine closed in 2014 (Source: CIA World Factbook, April 2020).

Figure 70: Realistic Export Opportunities into Eswatini



Source: Own illustration. Derived from DSM - NWU (2020) data.

Figure 71: Top Eswatini REOs – Ranked by relative potential



Source: Own illustration. Derived from DSM - NWU (2020) data.

Table 39: Outcome of DSM - Selected Products, Eswatini

The table below shows a list of new export products identified for this Market. The KZN export potential is shown for these products as well as the corresponding total value of imports into the market to understand the import market demand.

No.	Product	Tariff book product (HS 6 digit)	(KZN potential) Realistic Export Potential to Target Market (Mn) [USD]:	Halal reduced potential to Target Market (Mn) [USD]:	(Global actual) Target Market Total Imports (Mn) [USD]:
		Total	1.09	1.09	131.59
1	HS843830	Machinery: industrial, for sugar manufacture	0.27	0.27	1.45
2	HS441820	Wood: doors and their frames and thresholds	0.15	0.15	5.84
3	HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether degummed, not chemically modified	0.14	0.13	4.82
4	HS730300	Cast iron: tubes, pipes and hollow profiles	0.12	0.12	1.35
5	HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	0.08	0.08	2.77
6	HS721720	Iron or non-alloy steel: wire, plated or coated with zinc	0.06	0.06	0.38
7	HS520949	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, of weaves n.e.c. in item no. 5209.4, weighing more than 200g/m2	0.05	0.05	4.24
8	HS321490	Mastics: n.e.c. in heading no. 3214	0.04	0.04	0.70
9	HS854420	Insulated electric conductors: co-axial cable and other co-axial electric conductors	0.02	0.02	2.90
10	HS520841	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, plain weave, weighing not more than 100g/m2	0.02	0.02	0.11
11	HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m2, in sheets 435mm or less by 297mm or less (unfolded)	0.02	0.02	1.86
12	HS760612	Aluminium: plates, sheets and strip, thickness exceeding 0.2mm, alloys, rectangular (including square)	0.02	0.02	0.11
13	HS731300	Iron of steel: barbed wire, twisted hoop or single flat wire and loosely twisted double wire, used for fencing	0.01	0.01	2.29

14	HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	0.01	0.01	4.84
15	HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	0.01	0.01	23.54
16	HS570190	Carpets and other textile floor coverings: knotted, of textile materials (other than wool or fine animal hair), whether or not made up	0.01	0.01	0.35
17	HS830910	Stoppers: corks, of base metal	0.01	0.01	0.39
18	HS294000	Sugars, chemically pure, other than sucrose, lactose, maltose, glucose and fructose: sugar ethers, sugar acetals and sugar esters, and their salts, other than the products of heading 29.37, 29.38, or 29.39	0.01	0.01	0.05
19	HS760110	Aluminium: unwrought, (not alloyed)	0.01	0.01	0.05
20	HS731449	Iron or steel wire: grill, netting and fencing, coated with materials other than zinc or plastic	0.00	0.00	1.48

(Source: TRADE Research Advisory (PTY) Ltd, www.tradeadvisory.co.za)

Table 40: Existing Export Products, Eswatini

The data below show the top exported products into this market from KZN.

No.	Details of Products	Rand Value
1	HST44: Wood and articles of wood; wood charcoal	R39 277 266
2	HST34: Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modelling pastes, 'dental waxes' and dental preparation	R21 724 956
3	HST19: Preparations of cereals, flour, starch or milk; pastrycooks' products	R20 423 000
4	HST84: Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	R15 527 564
5	HST73: Articles of iron or steel	R12 410 461
6	HST32: Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	R10 839 019
7	HST02: Meat and edible meat offal	R10 271 491
8	HST39: Plastics and articles thereof	R9 929 971
9	HST20: Preparations of vegetables, fruit, nuts or other parts of plants	R9 902 758
10	HST04: Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	R9 876 022
11	HST33: Essential oils and resinoids; perfumery, cosmetic or toilet preparations	R9 475 807
12	HST21: Miscellaneous edible preparations	R7 612 135
13	HST38: Miscellaneous chemical products	R7 101 951
14	HST85: Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	R6 755 070
15	HST87: Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	R6 680 622
16	HST16: Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	R5 553 735
17	HST08: Edible fruit and nuts; peel of citrus fruit or melons	R4 442 698
18	HST23: Residues and waste from the food industries; prepared animal fodder	R4 272 390
19	HST18: Cocoa and cocoa preparations	R3 465 883
20	HST09: Coffee, tea, maté and spices	R3 439 205

(Source: Quantec:2020)

Intra-Africa trade profile

In 2018, Eswatini's exports to Africa were worth US\$1.7 billion, while imports from Africa were valued at US\$1.5 billion. Intra-Africa exports accounted for 93% of Eswatini's global exports, while intra-Africa imports accounted for 78% of Eswatini's world imports for 2018. Between 2017 and 2018, Eswatini's intra-Africa exports increased by 2%, while intra-Africa imports increased by 13%.

- In 2018, Eswatini's main intra-Africa export product was mixtures of odoriferous substances (an additive used in the food and beverage industry), accounting for 36% of Eswatini's total intra-African exports. However, exports of mixtures of odoriferous substances fell by 1% between 2017 and 2018.

- Other main intra-Africa export products were prepared binders for foundry moulds or cores accounting for 13% of total Africa exports, cane, or beet sugar (13%), female suits (4%) and wood (3%). The top 10 intra-African export products accounted for 79% of Eswatini's total exports to the rest of Africa.
- In 2018, Eswatini's main destination market was South Africa – importing 74% of Eswatini's intra-Africa exports. Other main destinations were Kenya (5%), Mozambique (4%), Tanzania (2%) and Angola (2%). The top 10 destination markets had a combined intra-Africa export share of 96% in 2018.
- Petroleum oils (not crude) was Eswatini's main import product in 2018, accounting for 12% of Eswatini's total intra-Africa imports. Other main intra-Africa import products were electrical energy (3%), personal effects (2%), and goods vehicles (2%). The top 10 intra-Africa imports accounted for 28% of Eswatini's total intra-African imports.
- South Africa was Eswatini's main source market in 2018, accounting for 95% of Eswatini's imports from the rest of Africa. Other source markets included Mozambique (2%), Lesotho (1%), Eswatini (1%),¹ and Mauritius (1%). The top 10 source markets had a combined intra-Africa import share of 99% in 2018.
- In terms of total trade (exports + imports), South Africa was Eswatini's main trading partner, accounting for 84% of total trade, followed by Kenya (3%), Nigeria (3%), Mozambique (3%), Tanzania (1%) and Angola (1%).
- Most of the goods imported into Eswatini from other SADC member states enter duty-free. The only exceptions are sugar, second-hand clothes, and original equipment components.

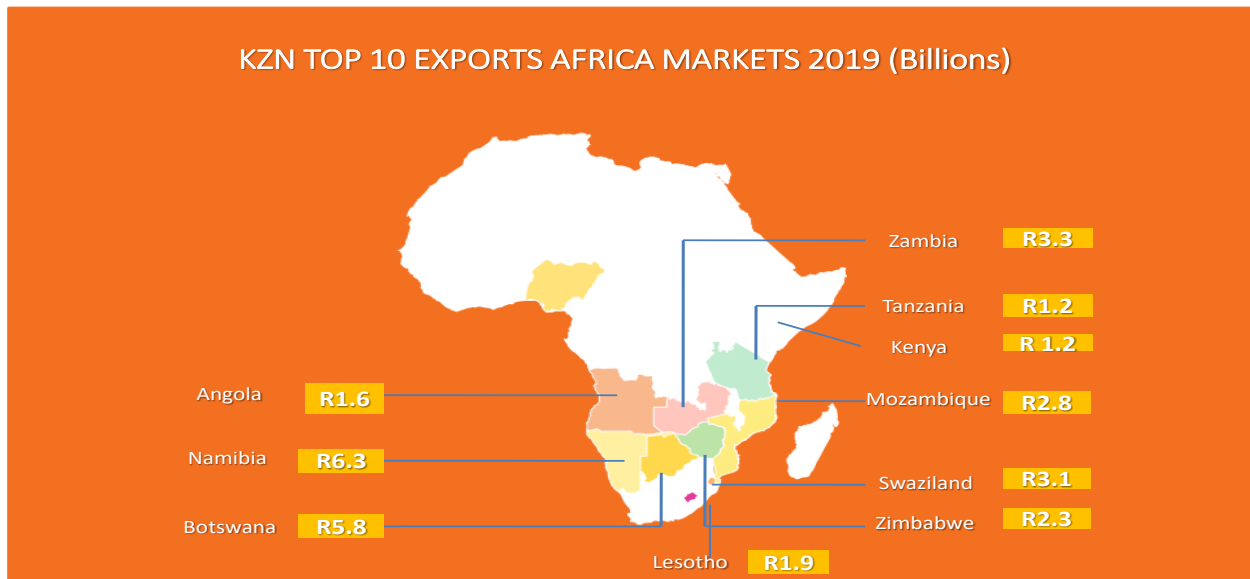
Table 41: Trade Balance with South Africa

Trade Balance with South Africa			
(Rands in Billions)	2017	2018	2019
Total exports	R 17, 123	R 18, 167	R 19, 269
Total imports	R 16, 299	R 16, 141	R 18, 613
Trade balance	R 0, 824	R 2, 026	R 0, 656

Source: Quantec, 2020

As can be seen from the below graph, trade with SACU countries (BLNS) are part of the top 10 traded markets in Africa hence TIKZN should be continuing to strengthen our trade regime with these countries.

Figure 72: KZN Top 10 African Exports Markets Including SACU (2019) – R Billions



Source: Own illustration. Derived from Quantec (2020) data.

3.4.4 Comprehensive list of key African Markets

The list of 27 African Countries to focus trade initiatives based on both the Trade-DSM analysis and current exports intensity are as follows:

1. Algeria (TDO)	10. Burkina Faso (TDO)	19. Rwanda (TDO)
2. Morocco (TDO)	11. Botswana (TEM19; TDO)	20. Djibouti (TDO)
3. Ghana (TDO)	12. Nigeria (TDO)	21. Kenya (TEM19)
4. Tunisia (TDO)	13. Namibia (TEM19; TDO)	22. Tanzania (TEM19)
5. Senegal (TDO)	14. Seychelles (TDO)	23. Angola (TEM19)
6. Madagascar (TDO)	15. eSwatini (TDO; TEM19)	24. Zimbabwe (TEM19)
7. Mauritius (TDO)	16. Uganda (TDO)	25. Zambia (TEM19)
8. Ivory Coast (TDO)	17. Cape Verde (TDO)	26. Mozambique (TEM19)
9. Benin (TDO)	18. Gabon (TDO)	27. Lesotho (TEM19)

Key: TDO=Trade DSM Outcome; TEM19 = Top Export Market 2019.

3.4.5 Regional Groupings:

The following prioritised regional groupings have been made according to historical groupings and realistic export opportunities.

a) The Maghreb (UMA) also known as Northwest Africa

- Algeria
- Morocco
- Tunisia

This is a Pan-Arab trade agreement which aims at economic and political unity in northern Africa. Although the idea for an economic union of the Maghreb began with the independence of Tunisia and Morocco in 1958, it was not until thirty years later, that five states - Algeria, Libya, Mauritania, Morocco and Tunisia - met for the first Maghreb summit. Traditional rivalries between Morocco and Algeria, and the unsolved question of Western Sahara's sovereignty have however blocked union meetings since the early nineties, despite several attempts to re-launch the political process. Members: Algeria, Libya, Mauritania, Morocco and Tunisia. As part of the KZN's Africa Export Strategy, we will be focusing on 3 of the 5 states being, Algeria, Morocco and Tunisia for now.

b) Indian Ocean Commission (IOC):

- Madagascar
- Mauritius
- Seychelles

This organization, established in 1984, joins Comoros, Madagascar, Mauritius, Mayotte, Reunion Island and the Seychelles in various objectives to foster regional cooperation. The official Language of the IOC is French. Objectives of the IOC are to establish diplomatic cooperation; economic and commercial cooperation; cooperation in the field of agriculture, maritime fishing, and the conservation of resources and ecosystems and cooperation in cultural, scientific, technical, educational, and judicial fields. Members include Comoros, Madagascar, Mauritius, Mayotte, Reunion Island (France) and the Seychelles. As part of the KZN's Africa Export Strategy, we will be focusing on 3 of the 6 states being, Madagascar, Mauritius and Seychelles for now.

c) Eastern Africa (EAC)

- Djibouti
- Kenya
- Tanzania
- Rwanda
- Uganda

This is a customs union consisting of Kenya, Uganda and Tanzania. It was founded in the Tanzanian city of Arusha (also the EAC's headquarters) in January 2001. The EAC treaty paved the way for an economic and, ultimately, political union of the three countries. A further treaty signed in March 2004 set up a customs union, which commenced on 1 January 2005. Under the

terms of the treaty, Kenya, the richest of the three countries, will pay duty on its goods entering Uganda and Tanzania until 2010. A common system of tariffs will apply to other countries supplying the three countries with goods. Members: Kenya, Uganda and Tanzania. As part of the KZN's Africa Export Strategy, we will be focusing on 5 of the 6 states being, Djibouti, Kenya, Tanzania, Rwanda and Uganda for now.

d) Economic Community of West African States (ECOWAS)

- Ghana
- Senegal
- Côte d'Ivoire
- Benin
- Burkina Faso
- Nigeria

The Economic Community of West African States (ECOWAS) is a regional grouping of fifteen countries, founded with the signature of the Treaty of Lagos on May 28, 1975. Its mission is to promote economic integration between the members of ECOWAS. Members: Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, The Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo. As part of the KZN's Africa Export Strategy, we will be focusing on 6 of the 15 states being, Ghana, Senegal, Côte d'Ivoire, Benin, Burkina Faso and Nigeria for now.

e) Common Market for Eastern and Southern Africa (COMESA) + Gabon

- Angola
- Gabon
- Zimbabwe
- Zambia

This is a free trade area zone with twenty member states stretching from Libya to Zimbabwe. COMESA was formed in December 1994, replacing a Preferential Trade Area which had existed since 1981. Members: Angola, Burundi, Comoros, Democratic Republic of the Congo, Djibouti, Egypt, Eritrea, Ethiopia, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Swaziland, Uganda, Zambia, and Zimbabwe. Former Members: Lesotho (quit in 1997), Mozambique (quit in 1997), Tanzania (quit on September 2, 2000), Namibia (quit on May 2, 2004), Angola (Suspended itself in 2007). As part of the KZN's Africa Export Strategy, we will be focusing on 4 states being, Angola, Gabon, Zimbabwe, and Zambia for now.

f) Southern African Customs Union (SACU + M)

- eSwatini
- Botswana
- Namibia
- Lesotho
- Mozambique

Although this Union, which consists of five member states, came into effect in 1970, its concept dates to 1910 when the Union of South Africa was established. Under its rules, South Africa collects levies from customs, sales, and excise duties for all five members, sharing out proceeds based on each country's portion of imports. All members, except Botswana, participate in a Common Monetary Area (using the Rand). Members: South Africa, Namibia, Botswana, Lesotho, Swaziland. As part of the KZN's Africa Export Strategy, we will be focusing on 5 of the states being, eSwatini, Botswana, Namibia, Lesotho and Mozambique.

4.0 Market Access Initiatives:

It is proposed that the following markets access initiatives are to be implemented and focused on the 27 selected African Markets but with a regional focus for as per the 7 defined regions above:

1. Market Development Initiative with Trade Commissioners, Investment Promotion Agencies, Exports Councils, etc. ***(One event for each region per annum)***
2. Trade regulation and compliance with Intertek, BV, SGS, ***(one event per quarter)***
3. Online/Physical Trade Mission (Conference and B2B arranges for promotion of intra Africa trade). ***(One event for each region per annum) We may be able to combine countries for online trade events only.***
4. Follow up with inbound and outbound missions to enhance market penetration within 6 months of prior engagements. ***(One event for each region per annum) We may be able to combine countries for online trade events only.***
5. B2B arranges for promotion of intra Africa trade at least once per annum. ***(One event for each region per annum) We may be able to combine countries for online trade events only.***
6. Hosting of delegates from Key African Markets at KZN Export Week, KZN Investment Conference, etc.

The implementing plan will take into consideration activities for 7 regions annually with market access initiative being rolled out to each country within a 3-year period. i.e., Market Development Initiatives for Maghreb will include Algeria, Morocco and Tunisia. Online trade events could be combined or held separately with physical trade events also taking a regional approach. The section below summarises the main trade events planned for the 2021/2022 financial year.

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
1. The Maghreb also known as Northwest Africa (Halaal Market)				
1	18 June 2021	18 June 2021	<p style="text-align: center;">Regional Trade Day</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements an online conference, online exhibition and virtual b2b meetings.</p>	Algeria, Morocco, Tunisia
2	22 June	27 June 2021	<p style="text-align: center;">Algiers International Trade Fair</p> <p>Algiers International Fair is a 6day trade show Algeria's exhibition event which is scheduled to hold on the 14th - 19th, June 2021 at Palais des Expositions Algiers, Algeria and is organised by SAFEX.. The tradeshow event will showcase a variety of products such as fashion, textile, home textile, automotive, construction, agriculture, food, furniture, machinery, cosmetics products, and lots more.</p>	Algeria: Multi
3	19 June	05 July	<p style="text-align: center;">Foire Internationale de Sfax</p> <p>Trade Show open for traders and public Agricultural equipment, household equipment and household appliances, furniture and furnishings, cosmetic products, electronic and data processing.</p>	Tunisia: Multi sectored
4	Mar 2022	Mar 2022	<p style="text-align: center;">Securite Expo North Africa</p> <p>Securite Expo North Africa is an international trade fair for safety equipment and services, to be held in Tunis. On the fair trade visitors and experts from the fields of prevention, protection and security are meeting. Visitors have the option to see the latest innovations and technologies for the security industry. It is also an excellent opportunity to inform oneself about new solutions and trends in the security market. The Securite Expo North Africa takes place biennially, and therefore for the 5th time in March 2022 in Tunisia.</p>	Tunisia: security technology and services

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
1. Indian Ocean Island:				
5	26-May-21	26-May-21	<p style="text-align: center;">Trade Mission</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements. This event will build on the recent trade mission to Mauritius in 2018 and 2019.</p>	Madagascar, Mauritius, Seychelles
6	17 June 2021	20 June	<p style="text-align: center;">SALON INTERNATIONAL HABITAT (SIH) 2021</p> <p>This exhibition brings together professionals in the building, wood, metallurgy, building materials, electricity, housing: furniture, interior design, decoration, painting, insurance, solar energy (FIM partner show)</p>	Madagascar: building, wood, metallurgy, building materials, electricity, housing: furniture, interior design, decoration, painting, insurance, solar energy
7	05 July 2021	09 July 2021	<p style="text-align: center;">Mauritius Maritime Week</p> <p>The biggest maritime transport week -long event to ever take place on the Indian Ocean Island of Mauritius Shipping Engineering Logistics & Transportation Engineering - Handling Operations - Storage Port and Airport Industries.</p>	Mauritius: Ports, Shipping, Logistics, Storage
8	20 Oct 2021	20 Oct 2021	<p style="text-align: center;">Intertek Training and Mentorship Session</p> <p>Existing exporters to be trained on regulatory compliance, verification, and certification aspects of accessing Indian Ocean markets as mandated by Intertek.</p>	Madagascar, Mauritius, Seychelles
9	23 Nov 2021	28 Nov 2021	<p style="text-align: center;">Seychelles Fashion Week</p> <p>Seychelles Fashion Week is a platform for promoting our creative industry specializing in all aspect of Fashion, in the Indian Ocean, thus targeting Fashion tourism to Seychelles.</p>	Seychelles: Clothing & Apparel

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
3. Eastern Africa				
10	27 May 2021	29 May 2021	AUTOEXPO Africa Celebrating its 23 rd anniversary, the leading trade exhibition for automobile, truck and bus parts, equipment, components, accessories, tools and manufacturers, suppliers and service providers in touch with one of the most important markets in the world.	Kenya
11	8 June 2021	8 June 2021	Bureau Veritas (BV) Training and Mentorship Existing exporters to be trained on regulatory compliance, verification, and certification aspects of accessing Eastern African markets as mandated by BV.	Djibouti, Kenya, Tanzania, Rwanda, Uganda
12	22 June 2021	23 June 2021	Regional Trade Day A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements an online conference, online exhibition and virtual b2b meetings.	Djibouti, Kenya, Tanzania, Rwanda, Uganda
13	21 Sept 2021	23 Sept 2021	Tanzania International Trade Show TANZANIA TRADE SHOW is the main international event for all trades. Setting new highs for participation from over 20 countries & visitors from over 12 African countries, the event is all set for its exhibitors to meet serious buyers within the 3 days. The event continues to lead the way in showcasing the new products & technology not only to Tanzania but also to its surrounding countries.	Tanzania: multi
14	12 July 2021	30 July 2021	Export Transaction Mentorship and Training Training of emerging exporter on export deal enablement into Africa and completion of a realistic transaction.	Djibouti, Kenya, Tanzania, Rwanda, Uganda
15	14 Aug 2021	17 Aug 2021	Uganda Foodpak Expo International Expo for Food, Beverage, Agriculture, Energy Drinks, Can Food, Irrigation, water systems & Purification, Raw Materials, Kitchen	Uganda: Food & Beverage
16	6 Oct 2021	12 Oct 2021	Uganda International Expo UGANDA TRADE EXPO provides international countries a professional international business platform to share industrial information, technologies as well as to prepare business, investments and joint ventures.	Uganda: Multi sectored
17	28 Oct 2021	30 Oct 2021	SITA - SALON INTERNATIONAL DU TEXTILE AFRICAIN 2021 SITA, an international exhibition of African textiles, a vast market for the promotion and valorization of African textiles and apparel.	Djibouti
18	08 Dec 2021	14 Dec 2021	Intra Africa Trade Fair ATF is the key event boosting trade in Africa. No other event brings together more professionals under one roof. In 2021, IATF's theme will focus on the newly launched African Continental Free Trade Area (AfCFTA) - a single market for goods and services across 55 countries, aimed at boosting trade and investment.	Rwanda: Multi
4. Western Africa				
19	15 July 2021	15 July 2021	Société Générale de Surveillance (SGS) Training and Mentorship Existing exporters to be trained on regulatory compliance, verification, and certification aspects of accessing Western African markets as mandated by SGS.	Ghana, Senegal, Ivory Coast, Benin, Burkina Faso, Nigeria, Zimbabwe, Zambia, Algeria, Morocco, Tunisia
20	05 Oct 2021	06 Oct 2021	West & Central Africa Mining Show (WaCA Mining) WaCA Mining unites mining companies with investors and government officials to explore the latest projects and development opportunities across the West & Central African region	Ghana: Mining & Related
22	12 Oct 2021	12 Oct 2021	International Standards and Certification for Western Africa Various Emerging companies incl. TPT companies to be trained on Certificates required for Exports eg ISO, HACCP, HALAAL etc to access Western African Markets.	Ghana, Senegal, Ivory Coast, Benin, Burkina Faso, Nigeria, Zimbabwe, Zambia, Algeria, Morocco, Tunisia

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
23	01-Nov-21	05-Nov-21	<p>Trade & Investment Week (Africa Regional Trade & World Halal Day)</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements. This segment will focus on the Halal industry and build on the success of the 2019 KZN International Investment Conference and KZN Export Week 2020. The 2021 event in partnership with World Halaal Day 2021 will provide the province with the impetus to become a leader in Halaal industrial development and the related opportunities provided in other sectors. The "World Halaal Day 2021" event will showcase the portfolio of catalytic projects within the ground-breaking KZN Halaal Initiative and foster relationships with investors in key Halaal markets such as the United Arab Emirates, Turkey, Indonesia, Malaysia, Singapore Nigeria, Algeria, Morocco, Tunisia and others.</p>	Ghana, Senegal, Ivory Coast, Benin, Burkina Faso, Nigeria, Zimbabwe, Zambia, Algeria, Morocco, Tunisia
24	Dec 2021	Dec 2021	<p>Africa Fashion Week Nigeria</p> <p>We aim to promote emerging designers, within and outside the shores of Nigeria. We believe that fashion is about creativity & sustainability. AFWN is a platform for emerging African designers and a combination of fashion and culture.</p>	Nigeria
25	28 Jan 2022	31 Jan 2022	<p>Accra Int Trade Fair</p> <p>The Ghana Trade Show is the prime international multi-sector trade event in the region attracting visitors from 10 African countries. GTS is the global platform that aims to connect International Companies to showcase their products and services with the developing market of Ghana & other West & Central African countries. It will provide wider opportunities for enterprises to stand out with their distinctive products & explore the current requirement of the market.</p>	Ghana: Multi Sector

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
5. Central Africa				
26	May 2021	May 2021	<p>Feria internacional de Benguela (FIB)</p> <p>The FIB is an investment attraction and business generation fair for the Central-South region of Angola, mainly in the province of Benguela. The city of Benguela is located 540 kilometers from Luanda, the capital of the country. The fair constitutes an important engine for the revitalization of the Angolan economy and of the region.</p>	Angola
27	July 2021	July 2021	<p>Feria internacional de Luanda (Filda)</p> <p>FILDA - LUANDA INTERNATIONAL FAIR is a multi-sectoral exhibition and business event that annually brings together, since 1983, national entrepreneurs from countries in Africa, America, Europe and Asia to exhibit products and services, as well as establish contacts for partners, generating a visible impact on the country's economy.</p>	Angola
28	21-Aug-21	21-Aug-21	<p>Regional Trade Day</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements an online conference, online exhibition and virtual b2b meetings.</p>	Angola, Gabon
29	18 March 2022	18 March 2022	<p>Africa House / TIKZN Training Session</p> <p>Facilitation of exports to central African and French-speaking markets.</p>	Angola, Gabon, Zimbabwe, Zambia

No	Begin Date	End Date	Trade Event Details	Host Country / Sector
6. Zim-Zam Region				
30	19-Oct-21	19-Oct-21	<p style="text-align: center;">Regional Trade Day</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements an online conference, online exhibition and virtual b2b meetings.</p>	Zimbabwe, Zambia
7. SACU + M				
31	Sept 2021	Sept 2021	<p style="text-align: center;">Feira Internacional de Maputo (FACIM)</p> <p>FACIM is a multi-sect oral Trade Fair in Mozambique being organized by IPEX - Institute for Support to Export - which seeks to facilitate the contact with international exhibitors and stimulate consumption and economic integration in the Mozambique economy.</p>	Mozambique
32	01-Mar-22	01-Mar-22	<p style="text-align: center;">Regional Trade Day</p> <p>A regional focused event that promotes growth and connectivity. The event aims to enhance trade relations with virtual interactive engagements an online conference, online exhibition and virtual b2b meetings.</p>	E-Swatini, Mozambique, Botswana, Namibia, Lesotho

5.0. Promotional Channels

A variety of promotional channels are available. These range from advertising, sales promotion to personal selling. In each promotional channel, there are various options to choose from. TIKZN will ensure that the choice of advertising for products and companies is the one that will yield the most results. TIKZN therefore will use the following avenues:

- Promotions in publications and other media
- Participate in Market Promotions Events
- Trade Shows
- Exhibitions
- Targeted / sector specific trade missions
- Catalogue exhibitions/ Products
- Business sponsored promotions and government sponsored promotions.

Over the past few years, there were many African Countries which the Province of KwaZulu-Natal had developed relations with and which TIKZN has followed up with trade events with the intention of creating business synergies. Below are a few of these past trade engagements.

Southern African Development Community:

- **Mozambique** – Closest to KwaZulu-Natal with strong ties since the signing of a twinning agreement with the Maputo Province – Durban with Maputo City
- **Botswana** – Traditionally an excellent opportunity for KZN products entering the market however has not featured on the top 20 realistic export opportunity market from an export growth point of view.
- **Zambia** – two trade missions have been carried out in 2012 and 2017 respectively and we have hosted more than 20 companies from Zambia during KZN Export Week during 2014 and 2018.

- **Mauritius** - two trade missions have been carried out in 2017 and 2019, respectively.
- **Algeria** – two trade engagements have taken place i.e. Technical Trade Mission in December 2016, Algeria International Trade Fair in 2018.

Economic Community of Western African States:

- **Ghana** – Strong entry point for the Western African States

Common Market for Eastern and Southern African:

- **Kenya** – Strongest COMESA and EAC partner and provides entry platform to the Eastern market.

5.1 Promotion in Publications and Other Media

In each of the countries there is availability of media (newspapers and magazines), limited trade journals and other business publications. However, not all these have a high readership and may be too broad and expensive. Advertising in local newspapers or journal can be the most effect means of reaching the buyers in that market. However, choosing the correct journal or daily newspaper is important and advertising is expensive. Assistance with obtaining the correct publications is important. In this regard, TIKZN (Marketing Unit) will identify and establish a database of media houses in and within the targeted countries.

The key rules in advertising:

- Target audience
- The advertisement messages
- The reaction the advertisement wants to induce
- The means to attract attention to the advertisement
- The follow-up to reactions of possible customers; and
- Timing
- Exhibitions

5.2 Exhibitions

TIKZN will utilise the exhibition platforms to introduce companies into a new African Market. Exhibitions are a great opportunity for a KZN business to display, demonstrate and give away samples to the various interested visitors at that exhibition. Most international trade fairs in the continent attract visitors from the neighbouring countries. Potential clients may be accessed from countries around the world, not only the country in which the exhibition is being held. They also provide an opportunity to see some of the competitors' products and compare prices.

TIKZN will ensure that when exhibiting, companies are properly organized. Several staff are also required to man the stand and should be able to answer any questions pertaining to the products being displayed. A system is always put in place to collect and record the details of all visitors, so that a comprehensive follow-up is pursued after the event.

5.3 Trade Fairs

A trade fair attracts international exhibitors and international clients, and it is always a sure way to get a response on the marketability of the products. Through the DTI there are several platforms where companies can take advantage which TIKZN assists companies to take advantage of.

6.0 Summary and conclusion

In this Strategy, the following key issues were reviewed or demonstrated:

- Overview of KZN's exports productive capacity to key African markets. That is, an assessment of products (manufactured or assembled) that can be exported from KZN province to the rest of the continent;
- Forward export linkages by products from KZN to key African markets;
- KZN's product export potential/capacity to each African market or country and monetary value.
- A classification of KZN products that can be manufactured and exported by KZN, per sector and HS code. Given that all products classified under certain HS codes are not necessarily exported by KZN, this Strategy drilled down to specific products with exports potential and classified in the HS code. The exercise allows for further research to identify KZN companies that can export the identified products.
- Outline a list of potential products (existing products with high exports volume) that can be exported to unexploited identified African markets (new markets) from KZN, based on KZN's comparative advantage and strength in each product and industrial sector.
- Explains the broader implication and potential impact of the launch of the AfCFTA on existing regional trading arrangements, protocols, and regional integrations.

The importance of the African continent for the growth of the KZN province and the rest of South Africa cannot be emphasised enough. The continent is very important and strategic to KZN businesses aiming to use trade as a channel to expand and attract new investments.

This export development strategy systematically highlights existing opportunities and potential growth areas, drills down to products and markets on the African continent, and delineated channels through which TIK can assist businesses in the province to increase their presence in regional markets share or tap into new markets. It also touches on key aspects of the topical African Continental Free Trade Area Agreement, including on common concerns that stakeholders may have regarding the launch of the historic Agreement.

This export development strategy generally presents TIK's stance on key issues aimed at enhancing the export competitiveness of KZN companies in established African markets or in yet-to-be exploited African markets.

This export strategy will be complemented by the consistent application of the following activities by TIK:

- Ensure twinning arrangements between KZN companies with African companies.

- Develop a provincial AfCFTA trade protocol for KZN, with special focus on practical implementation.
- Create a AfCFTA provincial committee to manage, administer and deal with possible challenges which may arise from the implementing AfCFTA trade protocols, including issues of NTB on the continent and inception challenges. The platform will enable all KZN businesses to share their experiences and challenges, while also drawing from experienced traders on the continent who can mentor businesses with new ventures.
 - The committee will document unusual spikes in imports for products where local productive capacity exists in order to promote local manufacturing, and also liaise directly with the DTIC or the AfCFTA Secretariat in Accra, Ghana on key issues negatively affecting KZN exports (or broader SA trade) including NTB.
 - The committee will contribute to the stemming of import leakage, while boosting KZN's manufacturing and exports capacity. Goods that are increasingly being imported to satisfy the demand pattern of tourists will be identified and presented to companies, which could produce same in large scale and export, as the goods will most likely be accepted in the markets where those tourists come from.

Appendixes

A. Summary Statistics on key products, applicable industry, markets and product value

Table A1: Overview of KZN's exports potential (productive capacity) – linked to key markets

Product (HS6) Total - 173	Products (HS6 Description)	Industrial Sector (2 digits)	Halal Status	Product combination - 677	Key Market/African Countries							
					Botswana	Ivory Coast	Namibia	Burkina Faso	Senegal	Seychelles	eSwatini (Swaziland)	Burkina Faso
HS040711	Birds' eggs, in shell: fresh, fertilised eggs for incubation, of fowls of the species Gallus domesticus (domestic hens)	Agriculture/hunting & related services	Neutral	4	Botswana	Ivory Coast	Namibia	Burkina Faso				
HS091099	Spices: n.e.c. in heading no. 0910	Agriculture/hunting & related services	Neutral	7	Botswana	Mauritius	Namibia	Senegal	Seychelles	eSwatini (Swaziland)	Burkina Faso	
HS100191	Cereals: wheat and meslin, other than durum wheat, seed	Agriculture/hunting & related services	Neutral	1	Botswana							
HS100610	Cereals: rice in the husk (paddy or rough)	Agriculture/hunting & related services	Neutral	1	Seychelles							
HS120890	Flours and meals of oil seeds or oleaginous fruits: excluding soya beans and mustard seeds	Manufacturing	Halal	4	Ivory Coast	Namibia	Senegal	eSwatini (Swaziland)				
HS121410	Lucerne (alfalfa) meal and pellets	Agriculture/hunting & related services	Neutral	3								
HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	Manufacturing	Halal	5	Algeria	Botswana	Morocco	Namibia	eSwatini (Swaziland)			
HS151710	Margarine: excluding liquid margarine	Manufacturing	Halal	3	Botswana	Ghana	Madagascar					
HS170114	Sugars: cane sugar, raw, in solid form, other than as specified in Subheading Note 2 to this chapter, not containing added flavouring or colouring matter	Manufacturing	Halal	2	Botswana	eSwatini (Swaziland)						
HS200190	Vegetable preparations: vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or	Manufacturing	Halal	5	Ghana	Madagascar	Mauritius	Seychelles	Burkina Faso			

	acetic acid (excluding cucumbers and gherkins)										
HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	Manufacturing	Halal	5	Botswana	Ghana	Mauritius	Senegal	eSwatini (Swaziland)		
HS220710	Undenatured ethyl alcohol: of an alcoholic strength by volume of 80% vol. or higher	Manufacturing	Haram	4	Ghana	Madagascar	Mauritius	Namibia			
HS220860	Vodka	Manufacturing	Haram	3	Botswana	Benin	eSwatini (Swaziland)				
HS251020	Natural calcium phosphates, natural aluminium calcium phosphates and phosphatic chalk: ground	Other mining and quarrying	Neutral	1	Namibia						
HS251690	Monumental or building stone: n.e.c. in heading no. 2516, whether or not roughly trimmed or merely cut, by sawing or otherwise, into blocks or slabs of a rectangular (including square) shape	Other mining and quarrying	Neutral	4	Ghana	Namibia	Seychelles	eSwatini (Swaziland)			
HS261400	Titanium ores and concentrates	Mining	Neutral	3	Morocco	Uganda					
HS261800	Slag, granulated (slag sand): from the manufacture of iron or steel	Manufacturing	Neutral	2	Botswana	Namibia					
HS280610	Hydrogen chloride (hydrochloric acid)	Manufacturing	Neutral	5	Botswana	Benin	Gabon	Mauritius	Morocco		
HS280920	Phosphoric acid and polyphosphoric acids	Manufacturing	Neutral	3	Madagascar	Namibia	Rwanda				
HS282090	Manganese oxides: excluding manganese dioxide	Manufacturing	Neutral	2	Morocco						
HS282410	Lead: lead monoxide (litharge, massicot)	Manufacturing	Neutral	2	Ivory Coast	Namibia					
HS282490	Lead oxides: n.e.c. in heading no. 2824	Manufacturing	Neutral	3	Ghana	eSwatini (Swaziland)					
HS282630	Sodium hexafluoroaluminate (synthetic cryolite)	Manufacturing	Neutral	2	Ghana	Mauritius					
HS282890	Hypochlorites: n.e.c. in heading no. 2828	Manufacturing	Neutral	6	Botswana	Ivory Coast	Madagascar	Seychelles	eSwatini (Swaziland)	Burkina Faso	
HS283324	Sulphates: of nickel	Manufacturing	Neutral	1							
HS283525	Phosphates: calcium hydrogenorthophosphate (dicalcium phosphate),	Manufacturing	Neutral	5	Ghana	Morocco	Namibia	Senegal	Tunisia		

	whether or not chemically defined										
HS283526	Phosphates: of calcium n.e.c. in item no. 2835.25, whether or not chemically defined	Manufacturing	Neutral	3	Madagascar	Senegal					
HS284910	Carbides: of calcium, whether or not chemically defined	Manufacturing	Neutral	4	Ghana	Mauritius	Namibia				
HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	Manufacturing	Halal	2	eSwatini (Swaziland)	Uganda					
HS294000	Sugars, chemically pure, other than sucrose, lactose, maltose, glucose and fructose: sugar ethers, sugar acetals and sugar esters, and their salts, other than the products of heading 29.37, 29.38, or 29.39	Manufacturing	Halal	2	Botswana	eSwatini (Swaziland)					
HS320120	Tanning extracts of vegetable origin: wattle extract	Manufacturing	Neutral	5	Ghana	Morocco					
HS330520	Hair preparations: for permanent waving or straightening	Manufacturing	Halal	4	Cape Verde	Ghana	Morocco	Senegal			
HS330710	Perfumery, cosmetic or toilet preparations: pre-shave, shaving or after-shave preparations	Manufacturing	Halal	3	Ghana	Mauritius	Senegal				
HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	Manufacturing	Halal	7	Botswana	Benin	Ghana	Madagascar	Morocco	Seychelles	Burkina Faso
HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	Manufacturing	Halal	6	Botswana	Ghana	Madagascar	Mauritius	Namibia	Seychelles	
HS340120	Soap: in forms n.e.c. in item no. 3401.11	Manufacturing	Halal	4	Botswana	Ghana	Madagascar	Seychelles			
HS340219	Organic surface-active agents: whether or not put	Manufacturing	Halal	3	Ghana	Mauritius	Tunisia				

	up for retail sale, n.e.c. in heading no. 3402										
HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	Manufacturing	Halal	7	Botswana	Mauritius	Morocco	Namibia	Seychelles	eSwatini (Swaziland)	Burkina Faso
HS360500	Matches: other than pyrotechnic articles of heading no. 3604	Manufacturing	Neutral	5	Botswana	Cape Verde	Benin	Ghana	Namibia		
HS380400	Lyes, residual: from the manufacture of wood pulp, whether or not concentrated, desugared or chemically treated, including lignin sulphonates but excluding tall oil of heading no. 3803	Manufacturing	Neutral	3	Algeria	Ghana	Morocco				
HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	Manufacturing	Neutral	6	Ghana	Mauritius	Morocco	Namibia	eSwatini (Swaziland)	Tunisia	
HS382549	Residual products of the chemical or allied industries, not elsewhere specified or included: waste organic solvents, other than halogenated	Manufacturing	Neutral	1							
HS390490	Vinyl chloride, other halogenated olefin polymers: n.e.c. in heading no. 3904	Manufacturing	Neutral	3	Botswana	Morocco	Uganda				
HS390750	Alkyd resins: in primary forms	Manufacturing	Neutral	8	Cape Verde	Benin	Ghana	Ivory Coast	Madagascar	Mauritius	
HS400912	Rubber: vulcanised (other than hard rubber), tubing, piping and hoses, not reinforced or otherwise combined with other materials, with fittings	Manufacturing	Neutral	5	Ghana	Madagascar	Seychelles	eSwatini (Swaziland)	Burkina Faso		
HS401169	Rubber: new pneumatic tyres having a herring-bone or similar tread, of a kind used on light industrial vehicles	Manufacturing	Neutral	3	Botswana	Namibia	Senegal				

HS401199	Rubber: new pneumatic tyres having other than a herring-bone or similar tread, of a kind used on light industrial vehicles	Manufacturing	Neutral	9	Algeria	Cape Verde	Benin	Gabon	Morocco	Rwanda; Tunisia	Seychelles; eSwatini (Swaziland)
HS401590	Rubber: vulcanised (other than hard rubber), articles of apparel and clothing accessories (other than gloves, mittens and mitts)	Manufacturing	Neutral	7	Botswana	Cape Verde	Ghana	Morocco	Namibia	Senegal	Tunisia
HS420340	Clothing accessories: of leather or of composition leather, n.e.c. in heading no. 4203	Manufacturing	Halal	3	Botswana	Ghana	Mauritius				
HS440122	Wood: for fuel, in chips or particles, non-coniferous, whether or not agglomerated	Manufacturing	Neutral	5	Madagascar	Mauritius	Morocco	Namibia			
HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	Manufacturing	Neutral	6	Botswana	Morocco	Namibia				
HS440420	Wood: non-coniferous, split poles, piles, pickets, stakes, pointed but not sawn lengthwise: sticks for umbrellas, tool handles etc, roughly trimmed but not turned or bent: chipwood etc, hoopwood	Forestry, logging and related services	Neutral	2	Seychelles	eSwatini (Swaziland)					
HS440831	Wood, tropical: as specified in Subheading Note 2 to this Chapter, dark red meranti, light red meranti, meranti bakau, sheets for veneer, plywood or other wood, sawn lengthwise, sliced or peeled, planed or not, sanded or end-jointed, not thicker than 6mm	Manufacturing	Neutral	1							
HS441019	Wafer board and similar board of wood n.e.c. in item no. 4410.1, whether or not agglomerated with resins or other organic binding substances	Manufacturing	Neutral	3	Botswana	Ghana	eSwatini (Swaziland)				
HS441820	Wood: doors and their frames and thresholds	Manufacturing	Neutral	7	Benin	Madagascar	Mauritius	Senegal	Seychelles	eSwatini (Swaziland)	Burkina Faso
HS442090	Wood: marquetry and inlaid wood, caskets and cases for jewellery or	Manufacturing	Neutral	6	Botswana	Ghana	Mauritius	Namibia	Senegal	eSwatini (Swaziland)	

	cutlery and similar articles of wood, wooden articles of furniture not falling in chapter 94										
HS460199	Plaiting materials, plaits and similar products of plaiting materials: products of non-vegetable materials	Manufacturing	Neutral	1	Mauritius						
HS470200	Wood pulp: chemical wood pulp, dissolving grades	Manufacturing	Neutral	1							
HS480210	Hand-made paper or paperboard	Manufacturing	Neutral	5	Botswana	Madagascar	Mauritius	Namibia	eSwatini (Swaziland)		
HS480220	Uncoated paper and paperboard (not 4801 or 4803): of a kind used as a base for photo-sensitive, heat-sensitive or electro-sensitive paper or paperboard, in rolls or sheets	Manufacturing	Neutral	6	Botswana	Ghana	Mauritius	Morocco	Namibia	eSwatini (Swaziland)	
HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m2, in sheets 435mm or less by 297mm or less (unfolded)	Manufacturing	Neutral	9	Botswana	Benin	Gabon	Madagascar	Namibia	Senegal	Seychelles; eSwatini (Swaziland); Tunisia
HS480262	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, in sheets 435mm or less by 297mm or less (unfolded)	Manufacturing	Neutral	2	Botswana	Benin					
HS480269	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, other than rolls, other than sheets 435mm or less by 297mm or less (unfolded)	Manufacturing	Neutral	8	Botswana	Ghana	Madagascar	Morocco	Namibia	Senegal	Seychelles; eSwatini (Swaziland)
HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	Manufacturing	Neutral	5	Algeria	Ghana	Madagascar	Morocco	Namibia		

HS480511	Paper and paperboard: uncoated, semi-chemical fluting paper, rolls or sheets	Manufacturing	Neutral	3	Morocco	Namibia	Tunisia				
HS481960	Paper and paperboard: box files, letter trays, storage boxes and similar articles, used in offices, shops or the like of paper, paperboard, cellulose wadding or webs of cellulose fibres	Manufacturing	Neutral	5	Madagascar	Mauritius	Namibia	Senegal	Burkina Faso		
HS482020	Paper and paperboard: exercise books	Manufacturing	Neutral	4	Botswana	Namibia	eSwatini (Swaziland)	Burkina Faso			
HS482040	Paper and paperboard: manifold business forms and interleaved carbon sets	Manufacturing	Neutral	6	Botswana	Ghana	Madagascar	Namibia	Senegal	eSwatini (Swaziland)	
HS520300	Cotton: carded or combed	Manufacturing	Neutral	1	Botswana						
HS520411	Cotton: sewing thread, containing 85% or more by weight of cotton, not put up for retail sale	Manufacturing	Neutral	3		Morocco	Namibia	Burkina Faso			
HS520419	Cotton: sewing thread, containing less than 85% by weight of cotton, not put up for retail sale	Manufacturing	Neutral	6	Botswana	Morocco	Namibia	Senegal	Tunisia		
HS520420	Cotton: sewing thread, put up for retail sale	Manufacturing	Neutral	5	Botswana	Cape Verde	Morocco	Namibia	Tunisia		
HS520841	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, plain weave, weighing not more than 100g/m2	Manufacturing	Neutral	2	eSwatini (Swaziland)						
HS520949	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, of weaves n.e.c. in item no. 5209.4, weighing more than 200g/m2	Manufacturing	Neutral	3	Mauritius	Morocco	eSwatini (Swaziland)				
HS540239	Yarn, synthetic: filament, monofilament (less than 67 decitex), textured, other than of nylon or other polyamides, polyesters, or polypropylene, not for retail sale, not sewing thread	Manufacturing	Neutral	3	Ivory Coast	Morocco	Uganda				
HS540743	Fabrics, woven: containing 85% or more by weight of filaments of nylon or other polyamides, of yarns of different colours	Manufacturing	Neutral	3	Botswana	Namibia	eSwatini (Swaziland)				

HS550140	Fibres: synthetic filament tow, of polypropylene	Manufacturing	Neutral	1	Namibia						
HS550190	Fibres: synthetic filament tow, of synthetic materials n.e.c. in heading no. 5501	Manufacturing	Neutral	1	1						
HS550340	Fibres: synthetic staple fibres, of polypropylene, not carded, combed or otherwise processed for spinning	Manufacturing	Neutral	5	Ghana	Namibia	Tunisia	Uganda			
HS550690	Fibres: synthetic staple fibres, n.e.c. in heading no. 5506, carded, combed or otherwise processed for spinning	Manufacturing	Neutral	1	Mauritius						
HS551623	Fabrics, woven: of yarns of different colours, containing less than 85% by weight of artificial staple fibres, mixed mainly or solely with man-made filaments	Manufacturing	Neutral	4	Botswana	Morocco	Senegal	Tunisia			
HS570190	Carpets and other textile floor coverings: knotted, of textile materials (other than wool or fine animal hair), whether or not made up	Manufacturing	Neutral	5	Madagascar	Namibia	Seychelles	eSwatini (Swaziland)	Burkina Faso		
HS570231	Carpets and other textile floor coverings: woven, (not tufted or flopped), of wool or fine animal hair, of pile construction, not made up, n.e.c. in item no. 5702.10 or 5702.20	Manufacturing	Neutral	2	Botswana	Morocco					
HS570410	Textile floor coverings: felt tiles, (not tufted or flopped), whether or not made up, having a maximum surface area of 0.3m2	Manufacturing	Neutral	4	Ghana	Mauritius	Namibia				
HS580211	Fabrics: terry towelling and similar woven terry fabrics, of cotton, unbleached, excluding narrow fabrics of heading no. 5806	Manufacturing	Neutral	2	Namibia	eSwatini (Swaziland)					
HS600191	Fabrics: pile fabrics (excluding long pile and loop pile), of cotton, knitted or crocheted	Manufacturing	Neutral	2	Namibia	Tunisia					
HS610190	Coats: men's or boys' overcoats, car-coats, capes, anoraks, wind-jackets and similar articles,	Manufacturing	Neutral	3	Botswana	Ghana	Seychelles				

	of textile materials n.e.c. in heading no. 6101, knitted or crocheted (excluding those of heading no. 6103)										
HS610339	Jackets and blazers: men's or boys', of textile materials (other than wool or fine animal hair, cotton or synthetic fibres), knitted or crocheted	Manufacturing	Neutral	5	Botswana	Mauritius	Namibia	Seychelles	eSwatini (Swaziland)		
HS610341	Trousers, bib and brace overalls, breeches and shorts: men's or boys', of wool or fine animal hair, knitted or crocheted	Manufacturing	Halal	3	Ghana	Mauritius	Namibia				
HS610413	Suits: women's or girls', of synthetic fibres, knitted or crocheted	Manufacturing	Neutral	3	Botswana	Namibia	eSwatini (Swaziland)				
HS610453	Skirts and divided skirts: women's or girls', of synthetic fibres, knitted or crocheted	Manufacturing	Neutral	3	Ghana	Morocco	eSwatini (Swaziland)				
HS610590	Shirts: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Manufacturing	Neutral	2	Ghana	Seychelles					
HS610719	Underpants and briefs: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Manufacturing	Neutral	4	Botswana	Mauritius	Seychelles	eSwatini (Swaziland)			
HS610811	Slips and petticoats: women's or girls', of man-made fibres, knitted or crocheted	Manufacturing	Neutral	2	Botswana	Madagascar					
HS610829	Briefs and panties: women's or girls', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Manufacturing	Neutral	5	Botswana	Djibouti	Mauritius	Seychelles	Burkina Faso		
HS611780	Clothing accessories: knitted or crocheted, n.e.c. in heading no. 6117	Manufacturing	Neutral	3	Botswana	Morocco	Tunisia				
HS620899	Singlets and other vests, briefs, panties, negligees, bathrobes, dressing gowns and similar articles: women's or girls', of textile materials other than cotton or man-made fibres (not knitted or crocheted)	Manufacturing	Neutral	5	Botswana	Benin	Ghana	Madagascar	Seychelles		

HS621590	Ties, bow ties and cravats: of textile materials other than silk or man-made fibres (not knitted or crocheted)	Manufacturing	Neutral	3	Botswana	Madagascar	Morocco					
HS621710	Clothing accessories: other than those of heading no. 6212 (not knitted or crocheted)	Manufacturing	Neutral	3	Botswana	Morocco	Namibia					
HS621790	Clothing: parts of garments or of clothing accessories, other than those of heading no. 6212 (not knitted or crocheted)	Manufacturing	Neutral	4	Botswana	Mauritius	Senegal	Tunisia				
HS630510	Sacks and bags: of a kind used for the packing of goods, of jute or of other textile bast fibres of heading no. 5303	Manufacturing	Neutral	8	Botswana	Benin	Morocco	Namibia	Senegal	Seychelles	eSwatini (Swaziland); Burkina Faso	
HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	Manufacturing	Neutral	8	Botswana	Mauritius	Morocco	Namibia	Senegal	Seychelles	eSwatini (Swaziland); Burkina Faso	
HS630619	Tarpaulins, awnings and sunblinds: of textile materials other than synthetic fibres	Manufacturing	Neutral	3	Namibia	Senegal	Seychelles					
HS630629	Tents: of textile materials other than synthetic fibres	Manufacturing	Neutral	4	Cape Verde	Ghana	Madagascar	Seychelles				
HS630690	Camping goods: (of textile materials), n.e.c in heading no. 6306	Manufacturing	Neutral	4	Ghana	Mauritius	Seychelles	eSwatini (Swaziland)				
HS640110	Footwear: waterproof with metal toe-cap, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	Manufacturing	Neutral	8	Ghana	Ivory Coast	Madagascar	Mauritius	Morocco	Namibia	Senegal; Seychelles	
HS640199	Footwear: waterproof, n.e.c. in heading no. 6401, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	Manufacturing	Neutral	1	Seychelles							
HS640312	Sports footwear: with outer soles of rubber, plastics, leather or composition leather and uppers of leather, ski-boots, snowboard boots and cross-country ski footwear	Manufacturing	Neutral	1	eSwatini (Swaziland)							

HS640420	Footwear: outer soles of leather or composition leather, uppers of textile materials	Manufacturing	Neutral	2	Madagascar	Senegal					
HS640590	Footwear: n.e.c. in chapter 64	Manufacturing	Neutral	7	Botswana	Djibouti	Ivory Coast	Mauritius	Senegal	Seychelles	Burkina Faso
HS650200	Hat-shapes: plaited or made by assembling strips of any material, neither blocked to shape, nor with made brims, nor lined, nor trimmed	Manufacturing	Neutral	3	Botswana	Namibia	eSwatini (Swaziland)				
HS680800	Panels, boards, tiles, blocks and the like: of vegetable fibre, of straw, shavings, chips, particles, sawdust or other waste, of wood, agglomerated with cement, plaster or other mineral binders	Manufacturing	Neutral	5	Botswana	Madagascar	Mauritius	Morocco	Seychelles		
HS681320	Friction material and articles thereof (e.g. sheets, rolls, strips, segments, discs, washers, pads) not mounted: for brakes, clutches or the like, with a basis of asbestos	Manufacturing	Neutral	1	Botswana						
HS690100	Bricks, blocks, tiles and other ceramic goods of siliceous fossil meals (e.g. kieselguhr, tripolite or diatomite) or of similar siliceous earths	Manufacturing	Neutral	3	Madagascar	Mauritius	Burkina Faso				
HS701110	Glass envelopes (including bulbs and tubes): open, and glass parts thereof, without fittings, for electric lighting	Manufacturing	Neutral	4	Morocco	Senegal	Seychelles	Uganda			
HS720110	Iron: non-alloy pig iron containing by weight 0.5% or less of phosphorus, in pigs, blocks or other primary forms	Manufacturing	Neutral	1	Algeria						
HS720854	Iron or non-alloy steel: (not in coils), flat-rolled, of a width 600mm or more, hot-rolled, without patterns in relief, of a thickness of less than 3mm	Manufacturing	Neutral	7	Mauritius	Namibia	Nigeria	Rwanda	Senegal		
HS720927	Iron or non-alloy steel: (not in coils), flat-rolled, width 600mm or more, cold-rolled, of a thickness	Manufacturing	Neutral	6	Ghana	Madagascar	Morocco	Tunisia			

	of 0.5mm or more but not exceeding 1mm											
HS720990	Iron or non-alloy steel: flat-rolled, width 600mm or more, cold-rolled, n.e.c. in heading no. 7209	Manufacturing	Neutral	4	Botswana	Ivory Coast	Morocco	Seychelles				
HS721011	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with tin, thickness of 0.5mm or more	Manufacturing	Neutral	2	Botswana							
HS721020	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with lead, including terne-plate	Manufacturing	Neutral	1								
HS721041	Iron or non-alloy steel: flat-rolled, width 600mm or more, corrugated, plated or coated with zinc (not electrolytically)	Manufacturing	Neutral	2	Benin	Namibia						
HS721621	Iron or non-alloy steel: L sections, hot-rolled, hot-drawn or extruded, of a height of less than 80mm	Manufacturing	Neutral	3	Morocco	Namibia	Burkina Faso					
HS721631	Iron or non-alloy steel: U sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	Manufacturing	Neutral	5	Benin	Gabon	Ghana	Senegal				
HS721640	Iron or non-alloy steel: L or T sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	Manufacturing	Neutral	3	Ghana	Mauritius	Morocco					
HS721790	Iron or non-alloy steel: wire, n.e.c. in heading no. 7217	Manufacturing	Neutral	7	Botswana	Benin	Ivory Coast	Madagascar	Namibia	Senegal	Seychelles	
HS721911	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness exceeding 10mm	Manufacturing	Neutral	3	Mauritius	Namibia						
HS721912	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 4.75mm or more but not exceeding 10mm	Manufacturing	Neutral	4	Algeria	Botswana	Mauritius	Namibia				
HS721913	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 3mm or more but less than 4.75mm	Manufacturing	Neutral	4	Algeria	Mauritius						
HS721921	Steel, stainless: flat-rolled, width 600mm or more,	Manufacturing	Neutral	1	Tunisia							

	hot-rolled, (not in coils), of a thickness exceeding 10mm										
HS721922	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 4.75mm or more but not exceeding 10mm	Manufacturing	Neutral	5	Algeria	Madagascar	Senegal	Uganda			
HS721923	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 3mm or more but less than 4.75mm	Manufacturing	Neutral	5	Algeria	Botswana	Ivory Coast	Morocco	Tunisia		
HS721924	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of less than 3mm	Manufacturing	Neutral	3	Morocco	Namibia					
HS721931	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled or cold-reduced, of a thickness of 4.75mm or more	Manufacturing	Neutral	4	Ivory Coast	Madagascar	Mauritius	Tunisia			
HS721932	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 3mm or more but less than 4.75mm	Manufacturing	Neutral	2	Algeria	Ivory Coast					
HS721933	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness exceeding 1mm but less than 3mm	Manufacturing	Neutral	4	Ivory Coast	Madagascar	Namibia	Senegal			
HS721934	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	Manufacturing	Neutral	7	Algeria	Botswana	Madagascar	Morocco	Senegal	Tunisia	Burkina Faso
HS721935	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of less than 0.5mm	Manufacturing	Neutral	2	Algeria	Botswana					
HS722011	Steel, stainless: flat-rolled, width less than 600mm, hot-rolled, of a thickness of 4.75mm or more	Manufacturing	Neutral	4	Ghana	Morocco	Namibia				
HS722020	Steel, stainless: flat-rolled, width less than 600mm, cold-rolled	Manufacturing	Neutral	3	Botswana	Namibia					
HS722880	Steel, alloy or non-alloy: hollow drill bars and rods	Manufacturing	Neutral	5	Botswana	Ghana	Mauritius	Namibia	Burkina Faso		

HS730110	Iron or steel: sheet piling, whether or not drilled, punched or made from assembled elements	Manufacturing	Neutral	2	Madagascar	Mauritius					
HS730490	Iron or steel (excluding cast iron): seamless, tubes, pipes and hollow profiles, seamless, n.e.c. in heading no. 7304	Manufacturing	Neutral	5	Botswana	Morocco	Seychelles	Tunisia	Uganda		
HS730690	Iron or steel (excluding cast iron): tubes, pipes and hollow profiles (not seamless), n.e.c. in chapter 73	Manufacturing	Neutral	5	Botswana	Benin	Seychelles	eSwatini (Swaziland)	Tunisia		
HS730830	Iron or steel: structures and parts thereof, doors, windows and their frames and thresholds for doors	Manufacturing	Neutral	4	Senegal	Seychelles	Tunisia	Burkina Faso			
HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	Manufacturing	Neutral	8	Cape Verde	Benin	Madagascar	Mauritius	Senegal	Seychelles	eSwatini (Swaziland); Burkina Faso
HS731010	Tanks, casks, drums, cans, boxes and similar containers, for any material (excluding compressed or liquefied gas), 50l or more capacity but not exceeding 300l	Manufacturing	Neutral	5	Gabon	Ghana	Madagascar	Morocco	Seychelles		
HS731021	Cans: which are to be closed by soldering or crimping, for any material (excluding compressed or liquefied gas), less than 50l capacity, of iron or steel	Manufacturing	Neutral	2	Seychelles	eSwatini (Swaziland)					
HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	Manufacturing	Neutral	6	Benin	Mauritius	Namibia	Seychelles	Tunisia	Uganda	
HS731414	Iron or steel: woven cloth, of stainless steel, (other than endless bands for machinery)	Manufacturing	Neutral	4	Botswana	Madagascar	Morocco	Uganda			
HS731439	Iron or steel wire: grill, netting and fencing, welded at the intersection, n.e.c. in item no. 7314.20, (other than plated or coated with zinc)	Manufacturing	Neutral	5	Mauritius	Namibia	eSwatini (Swaziland)	Tunisia	Burkina Faso		

HS731450	Iron or steel: expanded metal	Manufacturing	Neutral	4	Botswana	Mauritius	Morocco	Burkina Faso			
HS732310	Iron or steel: wool, pot scourers and scouring or polishing pads, gloves and the like	Manufacturing	Neutral	5	Botswana	Morocco	Seychelles	eSwatini (Swaziland)	Burkina Faso		
HS740721	Copper: bars, rods and profiles, of copper-zinc base alloys (brass)	Manufacturing	Neutral	1	Morocco						
HS740729	Copper: bars, rods and profiles, of copper alloys (other than copper-zinc base alloys)	Manufacturing	Neutral	4	Algeria	Morocco	Senegal	Uganda			
HS740821	Copper: wire, of copper-zinc base alloys (brass)	Manufacturing	Neutral	3	Botswana	Madagascar	Morocco				
HS750610	Nickel: plates, sheets, strip and foil, not alloyed	Manufacturing	Neutral	1	Namibia						
HS750720	Nickel: tube and pipe fittings	Manufacturing	Neutral	2	Botswana						
HS760110	Aluminium: unwrought, (not alloyed)	Manufacturing	Neutral	4	Botswana	Morocco	eSwatini (Swaziland)	Uganda			
HS760612	Aluminium: plates, sheets and strip, thickness exceeding 0.2mm, alloys, rectangular (including square)	Manufacturing	Neutral	4	Ivory Coast	Seychelles	eSwatini (Swaziland)	Tunisia			
HS760820	Aluminium: tubes and pipes, alloys	Manufacturing	Neutral	2	Senegal	Tunisia					
HS761290	Aluminium: casks, drums, cans, boxes and the like for any material (not compressed or liquefied gas), 300l capacity or less, whether or not lined or heat-insulated, no mechanical or thermal equipment	Manufacturing	Neutral	6	Botswana	Ghana	Ivory Coast	Morocco	Namibia	eSwatini (Swaziland)	
HS821195	Knives: with handles of base metal	Manufacturing	Neutral	3	Morocco	Namibia	Seychelles				
HS830910	Stoppers: corks, of base metal	Manufacturing	Neutral	9	Botswana	Benin	Ghana	Ivory Coast	Madagascar; Burkina Faso	Namibia; Mauritius	eSwatini (Swaziland)
HS831000	Sign plates, name-plates, address-plates and similar plates, numbers, letters and other symbols: of base metal, excluding those of heading no. 9405	Manufacturing	Neutral	8	Benin	Madagascar	Mauritius	Morocco	Senegal	Seychelles	Tunisia; Burkina Faso
HS841830	Freezers: of the chest type, not exceeding 800l capacity	Manufacturing	Neutral	5	Botswana	Mauritius	Morocco	Namibia	Seychelles		
HS843830	Machinery: industrial, for sugar manufacture	Manufacturing	Neutral	4	Botswana	Ivory Coast	Morocco	eSwatini (Swaziland)			

HS845019	Washing machines: household or laundry-type, not fully-automatic, without built-in centrifugal drier, of a dry linen capacity not exceeding 10kg	Manufacturing	Neutral	8	Botswana	Ghana	Madagascar	Namibia	Senegal	Seychelles	Uganda; Burkina Faso
HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	Manufacturing	Neutral	10	Algeria	Botswana	Cape Verde	Ivory Coast	Mauritius	Morocco; Seychelles; Uganda	Namibia; Burkina Faso
HS850680	Cells and batteries: primary, (other than manganese dioxide, mercuric oxide, silver oxide, lithium or air-zinc)	Manufacturing	Neutral	5	Ghana	Namibia	Senegal	Seychelles	Burkina Faso		
HS854690	Electrical insulators: other than of glass and ceramics	Manufacturing	Neutral	5	Gabon	Ghana	eSwatini (Swaziland)	Tunisia	Burkina Faso		
HS880400	Parachutes (including dirigible parachutes and paragliders) and rotocutes: parts thereof and accessories thereto	Manufacturing	Neutral	1	Namibia						
HS902830	Meters: electricity supply or production meters, including calibrating meters thereof	Manufacturing	Neutral	3	Ghana	Mauritius	Burkina Faso				

Source: Own compilation from various sources

Table A2: KZN's exports potential US\$

A									
Product (HS6) Total - 173	Products (HS6 Description)	Algeria	Botswana	Cape Verde	Benin	Djibouti	Gabon	Ghana	Ivory Coast
HS040711	Birds' eggs, in shell: fresh, fertilised eggs for incubation, of fowls of the species Gallus domesticus (domestic hens)	-	110 284	-	-	-	-	-	1 061 683
HS091099	Spices: n.e.c. in heading no. 0910	-	5 059	-	-	-	-	-	-
HS100191	Cereals: wheat and meslin, other than durum wheat, seed	-	36	-	-	-	-	-	-
HS100610	Cereals: rice in the husk (paddy or rough)	-	-	-	-	-	-	-	-
HS120890	Flours and meals of oil seeds or oleaginous fruits: excluding soya beans and mustard seeds	-	-	-	-	-	-	-	19 154
HS121410	Lucerne (alfalfa) meal and pellets	-	-	-	-	-	-	-	-
HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	73 658 066	1	-	-	-	-	-	-
HS151710	Margarine: excluding liquid margarine	-	6 147	-	-	-	-	5 429 923	-
HS170114	Sugars: cane sugar, raw, in solid form, other than as specified in Subheading Note 2 to this chapter, not containing added flavouring or colouring matter	-	704 729	-	-	-	-	-	-
HS200190	Vegetable preparations: vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or acetic acid (excluding cucumbers and gherkins)	-	-	-	-	-	-	14 062	-
HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	-	67 512	-	-	-	-	1 850 544	-
HS220710	Undenatured ethyl alcohol: of an alcoholic strength by volume of 80% vol. or higher	-	-	-	-	-	-	6 554 854	-
HS220860	Vodka	-	21 546	-	31 216	-	-	-	-
HS251020	Natural calcium phosphates, natural aluminium calcium phosphates and phosphatic chalk: ground	-	-	-	-	-	-	-	-
HS251690	Monumental or building stone: n.e.c. in heading no. 2516, whether or not roughly trimmed or merely cut, by sawing or otherwise, into blocks or slabs of a rectangular (including square) shape	-	-	-	-	-	-	2 334	-
HS261400	Titanium ores and concentrates	-	-	-	-	-	-	-	-
HS261800	Slag, granulated (slag sand): from the manufacture or iron or steel	-	351	-	-	-	-	-	-
HS280610	Hydrogen chloride (hydrochloric acid)	-	804	-	7 056	-	28 929	-	-
HS280920	Phosphoric acid and polyphosphoric acids	-	-	-	-	-	-	-	-
HS282090	Manganese oxides: excluding manganese dioxide	-	-	-	-	-	-	-	-
HS282410	Lead: lead monoxide (litharge, massicot)	-	-	-	-	-	-	-	60 799
HS282490	Lead oxides: n.e.c. in heading no. 2824	-	-	-	-	-	-	4 029	-
HS282630	Sodium hexafluoroaluminate (synthetic cryolite)	-	-	-	-	-	-	80 842	-
HS282890	Hypochlorites: n.e.c. in heading no. 2828	-	33 257	-	-	-	-	-	46 735
HS283324	Sulphates: of nickel	-	-	-	-	-	-	-	-
HS283525	Phosphates: calcium hydrogenorthophosphate (dicalcium phosphate), whether or not chemically defined	-	-	-	-	-	-	88 593	-
HS283526	Phosphates: of calcium n.e.c. in item no. 2835.25, whether or not chemically defined	-	-	-	-	-	-	-	-

HS284910	Carbides: of calcium, whether or not chemically defined	-	-	-	-	-	-	176 778	-
HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	-	-	-	-	-	-	-	-
HS294000	Sugars, chemically pure, other than sucrose, lactose, maltose, glucose and fructose: sugar ethers, sugar acetals and sugar esters, and their salts, other than the products of heading 29.37, 29.38, or 29.39	-	3 709	-	-	-	-	-	-
HS320120	Tanning extracts of vegetable origin: wattle extract	-	-	-	-	-	-	35 649	-
HS330520	Hair preparations: for permanent waving or straightening	-	-	79 688	-	-	-	349 363	-
HS330710	Perfumery, cosmetic or toilet preparations: pre-shave, shaving or after-shave preparations	-	-	-	-	-	-	279 020	-
HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	-	15 139	-	128 665	-	-	1 439 599	-
HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	-	11 735	-	-	-	-	3 054 345	-
HS340120	Soap: in forms n.e.c. in item no. 3401.11	-	69 731	-	-	-	-	1 733 370	-
HS340219	Organic surface-active agents: whether or not put up for retail sale, n.e.c. in heading no. 3402	-	-	-	-	-	-	360 414	-
HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	-	25 116	-	-	-	-	-	-
HS360500	Matches: other than pyrotechnic articles of heading no. 3604	-	14 914	34 019	762 467	-	-	661 783	-
HS380400	Lyes, residual: from the manufacture of wood pulp, whether or not concentrated, desugared or chemically treated, including lignin sulphonates but excluding tall oil of heading no. 3803	289 398	-	-	-	-	-	42 284	-
HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	-	-	-	-	-	-	715 982	-
HS382549	Residual products of the chemical or allied industries, not elsewhere specified or included: waste organic solvents, other than halogenated	-	-	-	-	-	-	-	-
HS390490	Vinyl chloride, other halogenated olefin polymers: n.e.c. in heading no. 3904	-	8 415	-	-	-	-	-	-
HS390750	Alkyd resins: in primary forms	-	-	69 960	80 352	-	-	665 804	732 116
HS400912	Rubber: vulcanised (other than hard rubber), tubing, piping and hoses, not reinforced or otherwise combined with other materials, with fittings	-	-	-	-	-	-	93 883	-
HS401169	Rubber: new pneumatic tyres having a herring-bone or similar tread, of a kind used on light industrial vehicles	-	5 863	-	-	-	-	-	-
HS401199	Rubber: new pneumatic tyres having other than a herring-bone or similar tread, of a kind used on light industrial vehicles	652 166	-	27 773	37 470	-	61 151	-	-
HS401590	Rubber: vulcanised (other than hard rubber), articles of apparel and clothing accessories (other than gloves, mittens and mitts)	-	4 392	7 519	-	-	-	74 983	-

HS420340	Clothing accessories: of leather or of composition leather, n.e.c. in heading no. 4203	-	2 455	-	-	-	-	17 174	-
HS440122	Wood: for fuel, in chips or particles, non-coniferous, whether or not agglomerated	-	-	-	-	-	-	-	-
HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	-	43 564	-	-	-	-	-	-
HS440420	Wood: non-coniferous, split poles, piles, pickets, stakes, pointed but not sawn lengthwise: sticks for umbrellas, tool handles etc, roughly trimmed but not turned or bent: chipwood etc, hoopwood	-	-	-	-	-	-	-	-
HS440831	Wood, tropical: as specified in Subheading Note 2 to this Chapter, dark red meranti, light red meranti, meranti bakau, sheets for veneer, plywood or other wood, sawn lengthwise, sliced or peeled, planed or not, sanded or end-jointed, not thicker than 6mm	-	-	-	-	-	-	-	-
HS441019	Wafer board and similar board of wood n.e.c. in item no. 4410.1, whether or not agglomerated with resins or other organic binding substances	-	1 331	-	-	-	-	63 417	-
HS441820	Wood: doors and their frames and thresholds	-	-	-	91 425	-	-	-	-
HS442090	Wood: marquetry and inlaid wood, caskets and cases for jewellery or cutlery and similar articles of wood, wooden articles of furniture not falling in chapter 94	-	78 555	-	-	-	-	16 582	-
HS460199	Plaiting materials, plaits and similar products of plaiting materials: products of non-vegetable materials	-	-	-	-	-	-	-	-
HS470200	Wood pulp: chemical wood pulp, dissolving grades	-	-	-	-	-	-	-	-
HS480210	Hand-made paper or paperboard	-	2 488	-	-	-	-	-	-
HS480220	Uncoated paper and paperboard (not 4801 or 4803): of a kind used as a base for photo-sensitive, heat-sensitive or electro-sensitive paper or paperboard, in rolls or sheets	-	161	-	-	-	-	19 485	-
HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m2, in sheets 435mm or less by 297mm or less (unfolded)	-	26 324	-	673 484	-	253 812	-	-
HS480262	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, in sheets 435mm or less by 297mm or less (unfolded)	-	2 791	-	21 356	-	-	-	-
HS480269	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, other than rolls, other than sheets 435mm or less by 297mm or less (unfolded)	-	54 078	-	-	-	-	155 677	-
HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	41 447	-	-	-	-	-	1 001 558	-
HS480511	Paper and paperboard: uncoated, semi-chemical fluting paper, rolls or sheets	-	-	-	-	-	-	-	-
HS481960	Paper and paperboard: box files, letter trays, storage boxes and similar articles, used in offices, shops or the like of paper, paperboard, cellulose wadding or webs of cellulose fibres	-	-	-	-	-	-	-	-
HS482020	Paper and paperboard: exercise books	-	1 113	-	-	-	-	-	-
HS482040	Paper and paperboard: manifold business forms and interleaved carbon sets	-	315	-	-	-	-	14 118	-
HS520300	Cotton: carded or combed	-	547 294	-	-	-	-	-	-

HS520411	Cotton: sewing thread, containing 85% or more by weight of cotton, not put up for retail sale	-	-	-	-	-	-	-	-
HS520419	Cotton: sewing thread, containing less than 85% by weight of cotton, not put up for retail sale	-	60 369	-	-	-	-	-	-
HS520420	Cotton: sewing thread, put up for retail sale	-	911	1 935	-	-	-	-	-
HS520841	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, plain weave, weighing not more than 100g/m2	-	-	-	-	-	-	-	-
HS520949	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, of weaves n.e.c. in item no. 5209.4, weighing more than 200g/m2	-	-	-	-	-	-	-	-
HS540239	Yarn, synthetic: filament, monofilament (less than 67 decitex), textured, other than of nylon or other polyamides, polyesters, or polypropylene, not for retail sale, not sewing thread	-	-	-	-	-	-	-	79 962
HS540743	Fabrics, woven: containing 85% or more by weight of filaments of nylon or other polyamides, of yarns of different colours	-	21	-	-	-	-	-	-
HS550140	Fibres: synthetic filament tow, of polypropylene	-	-	-	-	-	-	-	-
HS550190	Fibres: synthetic filament tow, of synthetic materials n.e.c. in heading no. 5501	-	-	-	-	-	-	-	-
HS550340	Fibres: synthetic staple fibres, of polypropylene, not carded, combed or otherwise processed for spinning	-	-	-	-	-	-	46 789	-
HS550690	Fibres: synthetic staple fibres, n.e.c. in heading no. 5506, carded, combed or otherwise processed for spinning	-	-	-	-	-	-	-	-
HS551623	Fabrics, woven: of yarns of different colours, containing less than 85% by weight of artificial staple fibres, mixed mainly or solely with man-made filaments	-	1 555	-	-	-	-	-	-
HS570190	Carpets and other textile floor coverings: knotted, of textile materials (other than wool or fine animal hair), whether or not made up	-	-	-	-	-	-	-	-
HS570231	Carpets and other textile floor coverings: woven, (not tufted or flopped), of wool or fine animal hair, of pile construction, not made up, n.e.c. in item no. 5702.10 or 5702.20	-	251	-	-	-	-	-	-
HS570410	Textile floor coverings: felt tiles, (not tufted or flopped), whether or not made up, having a maximum surface area of 0.3m2	-	-	-	-	-	-	4 699	-
HS580211	Fabrics: terry towelling and similar woven terry fabrics, of cotton, unbleached, excluding narrow fabrics of heading no. 5806	-	-	-	-	-	-	-	-
HS600191	Fabrics: pile fabrics (excluding long pile and loop pile), of cotton, knitted or crocheted	-	-	-	-	-	-	-	-
HS610190	Coats: men's or boys' overcoats, car-coats, capes, anoraks, wind-jackets and similar articles, of textile materials n.e.c. in heading no. 6101, knitted or crocheted (excluding those of heading no. 6103)	-	2 990	-	-	-	-	3 001	-
HS610339	Jackets and blazers: men's or boys', of textile materials (other than wool or fine animal hair, cotton or synthetic fibres), knitted or crocheted	-	18 604	-	-	-	-	-	-
HS610341	Trousers, bib and brace overalls, breeches and shorts: men's or boys', of wool or fine animal hair, knitted or crocheted	-	-	-	-	-	-	1 496	-
HS610413	Suits: women's or girls', of synthetic fibres, knitted or crocheted	-	2 773	-	-	-	-	-	-

HS610453	Skirts and divided skirts: women's or girls', of synthetic fibres, knitted or crocheted	-	-	-	-	-	-	35 185	-
HS610590	Shirts: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	-	-	-	-	-	-	14 616	-
HS610719	Underpants and briefs: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	-	1 566	-	-	-	-	-	-
HS610811	Slips and petticoats: women's or girls', of man-made fibres, knitted or crocheted	-	619	-	-	-	-	-	-
HS610829	Briefs and panties: women's or girls', of textile materials (other than cotton or man-made fibres), knitted or crocheted	-	539	-	-	5 971	-	-	-
HS611780	Clothing accessories: knitted or crocheted, n.e.c. in heading no. 6117	-	2 136	-	-	-	-	-	-
HS620899	Singlets and other vests, briefs, panties, negligees, bathrobes, dressing gowns and similar articles: women's or girls', of textile materials other than cotton or man-made fibres (not knitted or crocheted)	-	816	-	2 415	-	-	19 177	-
HS621590	Ties, bow ties and cravats: of textile materials other than silk or man-made fibres (not knitted or crocheted)	-	1 249	-	-	-	-	-	-
HS621710	Clothing accessories: other than those of heading no. 6212 (not knitted or crocheted)	-	22 079	-	-	-	-	-	-
HS621790	Clothing: parts of garments or of clothing accessories, other than those of heading no. 6212 (not knitted or crocheted)	-	1 275	-	-	-	-	-	-
HS630510	Sacks and bags: of a kind used for the packing of goods, of jute or of other textile bast fibres of heading no. 5303	-	34 095	-	261 508	-	-	-	-
HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	-	187 118	-	-	-	-	-	-
HS630619	Tarpaulins, awnings and sunblinds: of textile materials other than synthetic fibres	-	-	-	-	-	-	-	-
HS630629	Tents: of textile materials other than synthetic fibres	-	-	5 921	-	-	-	98 531	-
HS630690	Camping goods: (of textile materials), n.e.c in heading no. 6306	-	-	-	-	-	-	21 047	-
HS640110	Footwear: waterproof with metal toe-cap, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	-	-	-	-	-	-	31 104	52 544
HS640199	Footwear: waterproof, n.e.c. in heading no. 6401, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	-	-	-	-	-	-	-	-
HS640312	Sports footwear: with outer soles of rubber, plastics, leather or composition leather and uppers of leather, ski-boots, snowboard boots and cross-country ski footwear	-	-	-	-	-	-	-	-
HS640420	Footwear: outer soles of leather or composition leather, uppers of textile materials	-	-	-	-	-	-	-	-
HS640590	Footwear: n.e.c. in chapter 64	-	32 795	-	-	25 931	-	-	163 218
HS650200	Hat-shapes: plaited or made by assembling strips of any material, neither blocked to shape, nor with made brims, nor lined, nor trimmed	-	323	-	-	-	-	-	-

HS680800	Panels, boards, tiles, blocks and the like: of vegetable fibre, of straw, shavings, chips, particles, sawdust or other waste, of wood, agglomerated with cement, plaster or other mineral binders	-	3 966	-	-	-	-	-	-
HS681320	Friction material and articles thereof (e.g. sheets, rolls, strips, segments, discs, washers, pads) not mounted: for brakes, clutches or the like, with a basis of asbestos	-	2 111	-	-	-	-	-	-
HS690100	Bricks, blocks, tiles and other ceramic goods of siliceous fossil meals (e.g. Kieselguhr, tripolite or diatomite) or of similar siliceous earths	-	-	-	-	-	-	-	-
HS701110	Glass envelopes (including bulbs and tubes): open, and glass parts thereof, without fittings, for electric lighting	-	-	-	-	-	-	-	-
HS720110	Iron: non-alloy pig iron containing by weight 0.5% or less of phosphorus, in pigs, blocks or other primary forms	89 190	-	-	-	-	-	-	-
HS720854	Iron or non-alloy steel: (not in coils), flat-rolled, of a width 600mm or more, hot-rolled, without patterns in relief, of a thickness of less than 3mm	-	-	-	-	-	-	-	-
HS720927	Iron or non-alloy steel: (not in coils), flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	-	-	-	-	-	-	1 606 842	-
HS720990	Iron or non-alloy steel: flat-rolled, width 600mm or more, cold-rolled, n.e.c. in heading no. 7209	-	1 165	-	-	-	-	-	27 177
HS721011	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with tin, thickness of 0.5mm or more	-	19 219	-	-	-	-	-	-
HS721020	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with lead, including terne-plate	-	-	-	-	-	-	-	-
HS721041	Iron or non-alloy steel: flat-rolled, width 600mm or more, corrugated, plated or coated with zinc (not electrolytically)	-	-	-	1 156 406	-	-	-	-
HS721621	Iron or non-alloy steel: L sections, hot-rolled, hot-drawn or extruded, of a height of less than 80mm	-	-	-	-	-	-	-	-
HS721631	Iron or non-alloy steel: U sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	-	-	-	58 321	-	106 038	895 979	-
HS721640	Iron or non-alloy steel: L or T sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	-	-	-	-	-	-	106 565	-
HS721790	Iron or non-alloy steel: wire, n.e.c. in heading no. 7217	-	9 049	-	132 734	-	-	-	87 981
HS721911	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness exceeding 10mm	-	-	-	-	-	-	-	-
HS721912	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 4.75mm or more but not exceeding 10mm	53 824	5 606	-	-	-	-	-	-
HS721913	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 3mm or more but less than 4.75mm	16 594	-	-	-	-	-	-	-
HS721921	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness exceeding 10mm	-	-	-	-	-	-	-	-
HS721922	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 4.75mm or more but not exceeding 10mm	303 353	-	-	-	-	-	-	-
HS721923	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 3mm or more but less than 4.75mm	39 002	13	-	-	-	-	-	42 340

HS721924	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of less than 3mm	-	-	-	-	-	-	-	-
HS721931	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled or cold-reduced, of a thickness of 4.75mm or more	-	-	-	-	-	-	-	14 381
HS721932	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 3mm or more but less than 4.75mm	97 528	-	-	-	-	-	-	15 413
HS721933	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness exceeding 1mm but less than 3mm	-	-	-	-	-	-	-	30 435
HS721934	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	734 041	1 745	-	-	-	-	-	-
HS721935	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of less than 0.5mm	166 575	1 750	-	-	-	-	-	-
HS722011	Steel, stainless: flat-rolled, width less than 600mm, hot-rolled, of a thickness of 4.75mm or more	-	-	-	-	-	-	26 917	-
HS722020	Steel, stainless: flat-rolled, width less than 600mm, cold-rolled	-	83	-	-	-	-	-	-
HS722880	Steel, alloy or non-alloy: hollow drill bars and rods	-	118 362	-	-	-	-	165 558	-
HS730110	Iron or steel: sheet piling, whether or not drilled, punched or made from assembled elements	-	-	-	-	-	-	-	-
HS730490	Iron or steel (excluding cast iron): seamless, tubes, pipes and hollow profiles, seamless, n.e.c. in heading no. 7304	-	5 304	-	-	-	-	-	-
HS730690	Iron or steel (excluding cast iron): tubes, pipes and hollow profiles (not seamless), n.e.c. in chapter 73	-	70 138	-	92 531	-	-	-	-
HS730830	Iron or steel: structures and parts thereof, doors, windows and their frames and thresholds for doors	-	-	-	-	-	-	-	-
HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	-	-	329 694	135 871	-	-	-	-
HS731010	Tanks, casks, drums, cans, boxes and similar containers, for any material (excluding compressed or liquefied gas), 50l or more capacity but not exceeding 300l	-	-	-	-	-	45 808	144 642	-
HS731021	Cans: which are to be closed by soldering or crimping, for any material (excluding compressed or liquefied gas), less than 50l capacity, of iron or steel	-	-	-	-	-	-	-	-
HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	-	-	-	50 535	-	-	-	-
HS731414	Iron or steel: woven cloth, of stainless steel, (other than endless bands for machinery)	-	3 450	-	-	-	-	-	-
HS731439	Iron or steel wire: grill, netting and fencing, welded at the intersection, n.e.c. in item no. 7314.20, (other than plated or coated with zinc)	-	-	-	-	-	-	-	-
HS731450	Iron or steel: expanded metal	-	62	-	-	-	-	-	-
HS732310	Iron or steel: wool, pot scourers and scouring or polishing pads, gloves and the like	-	25 756	-	-	-	-	-	-
HS740721	Copper: bars, rods and profiles, of copper-zinc base alloys (brass)	-	-	-	-	-	-	-	-
HS740729	Copper: bars, rods and profiles, of copper alloys (other than copper-zinc base alloys)	145 493	-	-	-	-	-	-	-
HS740821	Copper: wire, of copper-zinc base alloys (brass)	-	1 003	-	-	-	-	-	-
HS750610	Nickel: plates, sheets, strip and foil, not alloyed	-	-	-	-	-	-	-	-

HS750720	Nickel: tube and pipe fittings	-	58	-	-	-	-	-	-	-	-
HS760110	Aluminium: unwrought, (not alloyed)	-	2 191	-	-	-	-	-	-	-	-
HS760612	Aluminium: plates, sheets and strip, thickness exceeding 0.2mm, alloys, rectangular (including square)	-	-	-	-	-	-	-	-	-	779 318
HS760820	Aluminium: tubes and pipes, alloys	-	-	-	-	-	-	-	-	-	-
HS761290	Aluminium: casks, drums, cans, boxes and the like for any material (not compressed or liquefied gas), 300l capacity or less, whether or not lined or heat-insulated, no mechanical or thermal equipment	-	2 766	-	-	-	-	-	516 644	-	815 976
HS821195	Knives: with handles of base metal	-	-	-	-	-	-	-	-	-	-
HS830910	Stoppers: corks, of base metal	-	855	-	250 585	-	-	-	601 036	-	340 466
HS831000	Sign plates, name-plates, address-plates and similar plates, numbers, letters and other symbols: of base metal, excluding those of heading no. 9405	-	-	-	64 894	-	-	-	-	-	-
HS841830	Freezers: of the chest type, not exceeding 800l capacity	-	17 783	-	-	-	-	-	-	-	-
HS843830	Machinery: industrial, for sugar manufacture	-	935	-	-	-	-	-	-	-	105 436
HS845019	Washing machines: household or laundry-type, not fully-automatic, without built-in centrifugal drier, of a dry linen capacity not exceeding 10kg	-	118	-	-	-	-	-	181 407	-	-
HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	404 650	6 516	3 754	-	-	-	-	-	-	37 377
HS850680	Cells and batteries: primary, (other than manganese dioxide, mercuric oxide, silver oxide, lithium or air-zinc)	-	-	-	-	-	-	-	211 373	-	-
HS854690	Electrical insulators: other than of glass and ceramics	-	-	-	-	-	-	12 568	485 482	-	-
HS880400	Parachutes (including dirigible parachutes and paragliders) and rotochutes: parts thereof and accessories thereto	-	-	-	-	-	-	-	-	-	-
HS902830	Meters: electricity supply or production meters, including calibrating meters thereof	-	-	-	-	-	-	-	7 909 702	-	-
	Total Untapped Potential (US\$)	76 691 327	2 541 294	560 264	4 039 291	31 902	508 306	38 124 241	4 512 511		

Table A2: KZN's exports potential US\$ (continues)

B (Countries Cont.)												
Product (HS6) Total - 173	Madagascar	Mauritius	Morocco	Namibia	Nigeria	Rwanda	Senegal	Seychelles	eSwatini (Swaziland)	Tunisia	Uganda	Burkina Faso
HS040711	-	-	-	14 300	-	-	-	-	-	-	-	68 547
HS091099	-	74 552	-	21 601	-	-	140 148	27 483	1 580	-	-	33 449
HS100191	-	-	-	-	-	-	-	-	-	-	-	-
HS100610	-	-	-	-	-	-	-	1 184	-	-	-	-
HS120890	-	-	-	40	-	-	2 530	-	52	-	-	-
HS121410	-	-	-	-	-	-	-	-	-	-	-	-
HS150710	-	-	58 816 417	98	-	-	-	-	137 727	-	-	-
HS151710	417 329	-	-	-	-	-	-	-	-	-	-	-

HS170114	-	-	-	-	-	-	-	-	4	-	-	-
HS200190	5 506	49 485	-	-	-	-	-	16 845	-	-	-	4 479
HS220210	-	1 193 811	-	-	-	-	1 217 986	-	10 637	-	-	-
HS220710	942 612	17 950	-	4 145	-	-	-	-	-	-	-	-
HS220860	-	-	-	-	-	-	-	-	517	-	-	-
HS251020	-	-	-	95	-	-	-	-	-	-	-	-
HS251690	-	-	-	188	-	-	-	3 377	1 053	-	-	-
HS261400	-	-	143 410	-	-	-	-	-	-	-	99 084	-
HS261800	-	-	-	3 362	-	-	-	-	-	-	-	-
HS280610	-	18 620	32 820	-	-	-	-	-	-	-	-	-
HS280920	16 465	-	-	177	-	9 221	-	-	-	-	-	-
HS282090	-	-	78 567	-	-	-	-	-	-	-	-	-
HS282410	-	-	-	5	-	-	-	-	-	-	-	-
HS282490	-	-	-	-	-	-	-	-	29	-	-	-
HS282630	-	765	-	-	-	-	-	-	-	-	-	-
HS282890	15 237	-	-	-	-	-	-	6 189	59	-	-	60 305
HS283324	-	-	-	-	-	-	-	-	-	-	-	-
HS283525	-	-	24 594	14	-	-	54 182	-	-	13 334	-	-
HS283526	49 908	-	-	-	-	-	52 574	-	-	-	-	-
HS284910	-	748 ¹	-	52	-	-	-	-	-	-	-	-
HS291819	-	-	-	-	-	-	-	-	84 586	-	8 364	-
HS294000	-	-	-	-	-	-	-	-	6 297	-	-	-
HS320120	-	-	111 574	-	-	-	-	-	-	-	-	-
HS330520	-	-	197 553	-	-	-	21 990	-	-	-	-	-
HS330710	-	87 734	-	-	-	-	30 837	-	-	-	-	-
HS330720	253 517	-	2 260 791	-	-	-	-	33 012	-	-	-	53 338

HS340111	307 698	297 664	-	279 631	-	-	-	42 442	-	-	-	-
HS340120	1 844 489	-	-	-	-	-	-	64 479	-	-	-	-
HS340219	-	163 251	-	-	-	-	-	-	-	542 782	-	-
HS340290	-	231 044	3 327 008	53 199	-	-	-	133 172	1 703	-	-	178 296
HS360500	-	-	-	7 273	-	-	-	-	-	-	-	-
HS380400	-	-	100 070	-	-	-	-	-	-	-	-	-
HS380899	-	88 813	2 935 154	80 982	-	-	-	-	1 345	359 248	-	-
HS382549	-	-	-	-	-	-	-	-	-	-	-	-
HS390490	-	-	884 682	-	-	-	-	-	-	-	74 529	-
HS390750	213 714	221 275	-	-	-	-	-	-	-	-	-	-
HS400912	10 343	-	-	-	-	-	-	8 937	51	-	-	12 870
HS401169	-	-	-	7 021	-	-	170 066	-	-	-	-	-
HS401199	-	-	373 166	-	-	18 683	-	16 538	1 348	60 302	-	-
HS401590	-	-	72 152	3 857	-	-	27 142	-	-	64 033	-	-
HS420340	-	78 419	-	-	-	-	-	-	-	-	-	-
HS440122	848	2 692	12 879	17 379	-	-	-	-	-	-	-	-
HS440310	-	-	10 083	132 253	-	-	-	-	-	-	-	-
HS440420	-	-	-	-	-	-	-	475	1 358	-	-	-
HS440831	-	-	-	-	-	-	-	-	-	-	-	-

HS441019	-	-	-	-	-	-	-	-	38	-	-	-
HS441820	79 239	92 763	-	-	-	-	465 775	88 231	146 790	-	-	46 565
HS442090	-	30 966	-	13 761	-	-	35 316	-	647	-	-	-
HS460199	-	5 106	-	-	-	-	-	-	-	-	-	-
HS470200	-	-	-	-	-	-	-	-	-	-	-	-
HS480210	22 711	6 472	-	459	-	-	-	-	83	-	-	-
HS480220	-	9 297	73 403	2 925	-	-	-	-	173	-	-	-
HS480256	509 194	-	-	18 982	-	-	596 984	43 934	18 771	2 810 762	-	-
HS480262	-	-	-	-	-	-	-	-	-	-	-	-
HS480269	35 416	-	312 200	4 219	-	-	58 620	6 223	107	-	-	-
HS480419	116 673	-	1 861 670	775	-	-	-	-	-	-	-	-
HS480511	-	-	4 558 678	12 558	-	-	-	-	-	218 798	-	-
HS481960	20 100	12 129	-	3 294	-	-	34 530	-	-	-	-	7 896
HS482020	-	-	-	85 007	-	-	-	-	182	-	-	1 189 669
HS482040	4 123	-	-	4 146	-	-	3 563	-	49	-	-	-
HS520300	-	-	-	-	-	-	-	-	-	-	-	-
HS520411	-	-	173 271	1 055	-	-	-	-	-	-	-	1 154
HS520419	-	-	21 211	578	-	-	15 898	-	-	65 766	-	-
HS520420	-	-	392 787	6 659	-	-	-	-	-	285 414	-	-
HS520841	-	-	-	-	-	-	-	-	21 410	-	-	-
HS520949	-	65 161	647 555	-	-	-	-	-	52 515	-	-	-
HS540239	-	-	114 642	-	-	-	-	-	-	-	2 175	-
HS540743	-	-	-	1 120	-	-	-	-	4	-	-	-

HS550140	-	-	-	199	-	-	-	-	-	-	-	-
HS550190	-	-	-	-	-	-	-	-	-	-	-	-
HS550340	-	-	-	1	-	-	-	-	-	19 844	1 618	-
HS550690	-	21 509	-	-	-	-	-	-	-	-	-	-
HS551623	-	-	260 050	-	-	-	2 042	-	-	560 351	-	-
HS570190	3 057	-	-	2 802	-	-	-	18 762	7 552	-	-	16 987
HS570231	-	-	127 925	-	-	-	-	-	-	-	-	-
HS570410	-	61 277	-	106	-	-	-	-	-	-	-	-
HS580211	-	-	-	8	-	-	-	-	2	-	-	-
HS600191	-	-	-	337	-	-	-	-	-	178 910	-	-
HS610190	-	-	-	-	-	-	-	499	-	-	-	-
HS610339	-	10 431	-	27 849	-	-	-	1 486	2 660	-	-	-
HS610341	-	3 347	-	10 722	-	-	-	-	-	-	-	-
HS610413	-	-	-	1 042	-	-	-	-	63	-	-	-
HS610453	-	-	63 578	-	-	-	-	-	2 583	-	-	-
HS610590	-	-	-	-	-	-	-	7 752	-	-	-	-
HS610719	-	30 995	-	-	-	-	-	645	1 204	-	-	-
HS610811	1 092	-	-	-	-	-	-	-	-	-	-	-
HS610829	-	39 593	-	-	-	-	-	2 419	-	-	-	4 525
HS611780	-	-	211 538	-	-	-	-	-	-	377 483	-	-
HS620899	4 782	-	-	-	-	-	-	1 071	-	-	-	-
HS621590	11 372	-	21 340	-	-	-	-	-	-	-	-	-

HS621710	-	-	4 866 064	22 606	-	-	-	-	-	-	-	-
HS621790	-	27 165	-	-	-	-	10 594	-	-	6 706 456	-	-
HS630510	-	-	31 538	15 164	-	-	50 307	4 691	3 818	-	-	89 357
HS630590	-	7 477	176 153	40 728	-	-	203 228	17 302	2 362	-	-	51 719
HS630619	-	-	-	4 069	-	-	31 623	19 967	-	-	-	-
HS630629	39 640	-	-	-	-	-	-	15 624	-	-	-	-
HS630690	-	18 149	-	-	-	-	-	5 458	764	-	-	-
HS640110	9 072	17 605	121 499	3 243	-	-	23 162	6 692	-	-	-	-
HS640199	-	-	-	-	-	-	-	4 422	-	-	-	-
HS640312	-	-	-	-	-	-	-	-	364	-	-	-
HS640420	15 363	-	-	-	-	-	55 879	-	-	-	-	-
HS640590	-	920 040	-	-	-	-	395 808	91 400	-	-	-	280 429
HS650200	-	-	-	3 313	-	-	-	-	43	-	-	-
HS680800	17 434	123 950	86 227	-	-	-	-	48 419	-	-	-	-
HS681320	-	-	-	-	-	-	-	-	-	-	-	-
HS690100	111 401	86 115	-	-	-	-	-	-	-	-	-	6 635
HS701110	-	-	7 195	-	-	-	44 627	3 170	-	-	1 417	-
HS720110	-	-	-	-	-	-	-	-	-	-	-	-
HS720854	-	30 040	-	7 902	2 021 923	173 768	226 665	-	-	-	-	-
HS720927	224 789	-	104 249	-	-	-	-	-	-	46 550	-	-
HS720990	-	-	49 087	-	-	-	-	12 515	-	-	-	-
HS721011	-	-	-	-	-	-	-	-	-	-	-	-
HS721020	-	-	-	-	-	-	-	-	-	-	-	-

HS721041	-	-	-	104 616	-	-	-	-	-	-	-	-
HS721621	-	-	5 745 946	43 448	-	-	-	-	-	-	-	188 707
HS721631	-	-	-	-	-	-	409 793	-	-	-	-	-
HS721640	-	17 790	-	-	-	-	-	-	-	-	-	-
HS721790	55 025	-	-	47 294	-	-	49 530	6 089	-	-	-	-
HS721911	-	3 820	-	6 920	-	-	-	-	-	-	-	-
HS721912	-	139	-	2 523	-	-	-	-	-	-	-	-
HS721913	-	5 440	-	-	-	-	-	-	-	-	-	-
HS721921	-	-	-	-	-	-	-	-	-	225 580	-	-
HS721922	36 690	-	-	-	-	-	49 312	-	-	-	13 064	-
HS721923	-	-	78 532	-	-	-	-	-	-	52 714	-	-
HS721924	-	-	237 454	52 711	-	-	-	-	-	-	-	-
HS721931	25 544	15 171	-	-	-	-	-	-	-	67 381	-	-
HS721932	-	-	-	-	-	-	-	-	-	-	-	-
HS721933	20 377	-	-	29	-	-	99 926	-	-	-	-	-
HS721934	28 265	-	696 386	-	-	-	11 669	-	-	404 236	-	19 123
HS721935	-	-	-	-	-	-	-	-	-	-	-	-
HS722011	-	-	66 781	2 959	-	-	-	-	-	-	-	-
HS722020	-	-	-	260	-	-	-	-	-	-	-	-
HS722880	-	3 198	-	3 288	-	-	-	-	-	-	-	38 820
HS730110	21 622	38 044	-	-	-	-	-	-	-	-	-	-
HS730490	-	-	350 908	-	-	-	-	18 399	-	574 179	45 493	-
HS730690	-	-	-	-	-	-	-	41 299	2 496	172 072	-	-
HS730830	-	-	-	-	-	-	550 116	41 162	-	1 142 630	-	49 335
HS730840	251 494	530 277	-	-	-	-	786 071	66 163	10 954	-	-	129 207
HS731010	65 670	-	420 910	-	-	-	-	22 435	-	-	-	-
HS731021	-	-	-	-	-	-	-	463 906	31	-	-	-
HS731029	-	152 265	-	28 207	-	-	-	35 360	-	349 988	281 683	-

HS731414	20 822	-	267 516	-	-	-	-	-	-	-	7 889	-
HS731439	-	67 623	-	19 264	-	-	-	-	3	25 151	-	23 119
HS731450	-	22 234	183 085	-	-	-	-	-	-	-	-	27 578
HS732310	-	-	353 946	-	-	-	-	6 832	773	-	-	38 557
HS740721	-	-	1 235 521	-	-	-	-	-	-	-	-	-
HS740729	-	-	96 132	-	-	-	21 104	-	-	-	28 882	-
HS740821	1 986	-	244 636	-	-	-	-	-	-	-	-	-
HS750610	-	-	-	9	-	-	-	-	-	-	-	-
HS750720	-	-	-	-	-	-	-	-	-	-	-	-
HS760110	-	-	614 313	-	-	-	-	-	5 364	-	20 140	-
HS760612	-	-	-	-	-	-	-	50 129	17 237	5 992 598	-	-
HS760820	-	-	-	-	-	-	89 769	-	-	398 130	-	-
HS761290	-	-	3 548 360	21 884	-	-	-	-	382	-	-	-
HS821195	-	-	1 995	462	-	-	-	893	-	-	-	-
HS830910	179 531	81 199	-	223 676	-	-	-	-	7 436	-	-	399 492
HS831000	21 348	65 949	241 282	-	-	-	184 101	11 929	-	278 873	-	43 824
HS841830	-	188 375	4 249 564	21 288	-	-	-	59 101	-	-	-	-
HS843830	-	-	340 637	-	-	-	-	-	266 293	-	-	-
HS845019	27 715	-	-	8 096	-	-	24 511	5 380	-	-	22 686	5 124
HS846880	-	136 914	225 804	13 010	-	-	-	2 755	-	-	34 270	23 243
HS850680	-	-	-	418 991	-	-	60 907	40 578	-	-	-	37 408
HS854690	-	-	-	-	-	-	-	-	880	129 356	-	59 363
HS880400	-	-	-	4 041	-	-	-	-	-	-	-	-
HS902830	-	356 158	-	-	-	-	-	-	-	-	-	236 745
	6 059 213	5 832 008	102 862 487	1 944 275	2 021 923	201 671	6 308 885	1 627 223	822 377	22 122 920	641 295	3 425 866
												280 879 281

Source: Own compilation from various sources

Table A3: KZN's potential exports (products) and applicable KZN company

Product	Tariff book product (HS 6 digit)	Company Name
HS040711	Birds' eggs, in shell: fresh, fertilised eggs for incubation, of fowls of the species Gallus domesticus (domestic hens)	The Egg Farm, Egg Cabin, Chatsworth Egg Nest, Indlovu Poultry Farm, Eggbert, Finchley Farm Barn Eggs
HS091099	Spices: n.e.c. in heading no. 0910	Pakso (Pty), Chisa Faya, Chohans Spice, Robertsons herb and spices, Allifa spice (pty) LTD , Imana
HS100191	Cereals: wheat and meslin, other than durum wheat, seed	BB Cereals (Pty)Ltd/ (Premier Foods), The Blenders, Heartland Foods
HS100610	Cereals: rice in the husk (paddy or rough)	Durban Rice Suppliers, Golden Millenium Trading, Morac Food Distribution; Arugambay Trading Pty Ltd.
HS120890	Flours and meals of oil seeds or oleaginous fruits: excluding soya beans and mustard seeds	Just Flour Mills, Coastal Flour, Milestone Flour, Supreme Flour,
HS121410	Lucerne (alfalfa) meal and pellets	Lucerne-Link, AlphaAlfa, Natrik Agricultural Suppliers
HS150710	Vegetable oils: soya-bean oil and its fractions, crude, whether or not degummed, not chemically modified	Africa Sunoils, Elangeni soaps, Willowton Oil
HS151710	Margarine: excluding liquid margarine	Wooden Spoon, Willowton group, Sunola oil mills
HS170114	Sugars: cane sugar, raw, in solid form, other than as specified in Subheading Note 2 to this chapter, not containing added flavouring or colouring matter	Hullets, Illovo sugar, Selati
HS200190	Vegetable preparations: vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or acetic acid (excluding cucumbers and gherkins)	Famous Fresh, Fresh to Go, Allways Fresh, Freshly Picked, Dovale Farm Trust, De Freitas Fruit & Veg. Natures Best, Aheers, Sunrise Fruiters
HS220210	Waters: including mineral and aerated, containing added sugar or other sweetening matter or flavoured	aQuelle, Arctic, Thirstwater, wetland water
HS220710	Undenatured ethyl alcohol: of an alcoholic strength by volume of 80% vol. or higher	Sugar Equip, Enterprise Ethanol, EthanalSA, SASOL
HS220860	Vodka	Distillery031, Midlands Distillery, New Harbour Distillery
HS251020	Natural calcium phosphates, natural aluminium calcium phosphates and phosphatic chalk: ground	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS251690	Monumental or building stone: n.e.c. in heading no. 2516, whether or not roughly trimmed or merely cut, by sawing or otherwise, into blocks or slabs of a rectangular (including square) shape	Midmar Crushers, Kulucrete, Midmar Group, Jamson Stone, Clarens Natural Stone
HS261400	Titanium ores and concentrates	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS261800	Slag, granulated (slag sand): from the manufacture of iron or steel	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS280610	Hydrogen chloride (hydrochloric acid)	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS282090	Manganese oxides: excluding manganese dioxide	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS282410	Lead: lead monoxide (litharge, massicot)	Zimco, Techmet, Almstab, Olico,
HS282490	Lead oxides: n.e.c. in heading no. 2824	Tata Chemicals, Cathay Industries, Limeco, Acechem
HS282630	Sodium hexafluoroaluminate (synthetic cryolite)	Kayochem,
HS282890	Hypochlorites: n.e.c. in heading no. 2828	NCP ChlorChem, Bio-Micorbics, ProMinent GmbH, NMT Electrodes, Chemical Injection Technologies.
HS283324	Sulphates: of nickel	Foskor, Chemlog, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS283525	Phosphates: calcium hydrogenorthophosphate (dicalcium phosphate), whether or not chemically defined	Foskor, Cipla, Protea Chemicals, SA Grain, Omnia Holdings
HS283526	Phosphates: of calcium n.e.c. in item no. 2835.25, whether or not chemically defined	Foodchem Corp, Bragan Chemicals, Yara
HS284910	Carbides: of calcium, whether or not chemically defined	SA Calcium Carbide, Mokak General, Foodchem,
HS291819	Acids: carboxylic acids, (with alcohol function but without other oxygen function), other than lactic, tartaric, citric, and gluconic acids and their salts and esters	Concept Flooring, Love Your Heart, Aesthetic Makeover, Nautica Organics, CIM Chemicals, Hornet Juice SA, Sealake, pinkacid, Keynote Health, Foskor

HS294000	Sugars, chemically pure, other than sucrose, lactose, maltose, glucose and fructose: sugar ethers, sugar acetals and sugar esters, and their salts, other than the products of heading 29.37, 29.38, or 29.39	Foskor, GeoChem, KZN Industrial Chemicals, Hychem, Isandla Chemicals, SpectroChem
HS320120	Tanning extracts of vegetable origin: wattle extract	
HS330520	Hair preparations: for permanent waving or straightening	Lee Chem, J Strickland Africa, RN Sons
HS330710	Perfumery, cosmetic or toilet preparations: pre-shave, shaving or after-shave preparations	Lee Chem, J Strickland Africa, RN Sons
HS330720	Perfumery, cosmetic or toilet preparations: personal deodorants and antiperspirants	Unilever SA
HS340111	Soap and organic surface-active products: in the form of bars, cakes, moulded shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use (including medicated products)	Elangeni Soap, RN Sons, Chemlog, Themzak, Elegant Line Chemicals
HS340120	Soap: in forms n.e.c. in item no. 3401.11	Elangeni Soap, RN Sons, Chemlog, Themzak, Elegant Line Chemicals
HS340219	Organic surface-active agents: whether or not put up for retail sale, n.e.c. in heading no. 3402	Unilever SA, Probac
HS340290	Washing and cleaning preparations: surface-active, whether or not containing soap (excluding those of heading no. 3401), including auxiliary washing preparations, not for retail sale	PRIME CHEMICALS, RICHBAY CHEMICALS (PTY), GT CHEMICALS, ALPHA CHEMICALS CC
HS360500	Matches: other than pyrotechnic articles of heading no. 3604	Lion Match Company
HS380400	Lyes, residual: from the manufacture of wood pulp, whether or not concentrated, desugared or chemically treated, including lignin sulphonates but excluding tall oil of heading no. 3803	Mondi, SAPPI
HS380899	Rodenticides and other similar products n.e.c. in heading no. 3808.9: other than containing goods specified in Subheading Note 1 in this Chapter, put up in forms or packings for retail sale or as preparations or articles	Henchem, Efekto
HS382549	Residual products of the chemical or allied industries, not elsewhere specified or included: waste organic solvents, other than halogenated	
HS390490	Vinyl chloride, other halogenated olefin polymers: n.e.c. in heading no. 3904	Advansed Polymers, SASOL, SBS Agri
HS390750	Alkyd resins: in primary forms	KZN Resin, NCS Resin, Ferro Coating Resins
HS400912	Rubber: vulcanised (other than hard rubber), tubing, piping and hoses, not reinforced or otherwise combined with other materials, with fittings	H&M Rollers, Induna Industrial Rubber, Commercial Rubber, Truco, BLP Rubber, GAP Moulding, Specialised Mouldings, Van Ryn Rubber
HS401169	Rubber: new pneumatic tyres having a herring-bone or similar tread, of a kind used on light industrial vehicles	H&M Rollers, Induna Industrial Rubber, Commercial Rubber, Truco, BLP Rubber, GAP Moulding, Specialised Mouldings, Van Ryn Rubber
HS401199	Rubber: new pneumatic tyres having other than a herring-bone or similar tread, of a kind used on light industrial vehicles	H&M Rollers, Induna Industrial Rubber, Commercial Rubber, Truco, BLP Rubber, GAP Moulding, Specialised Mouldings, Van Ryn Rubber
HS401590	Rubber: vulcanised (other than hard rubber), articles of apparel and clothing accessories (other than gloves, mittens and mitts)	H&M Rollers, Induna Industrial Rubber, Commercial Rubber, Truco, BLP Rubber, GAP Moulding, Specialised Mouldings, Van Ryn Rubber
HS440122	Wood: for fuel, in chips or particles, non-coniferous, whether or not agglomerated	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS440122	Wood: for fuel, in chips or particles, non-coniferous, whether or not agglomerated	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS440310	Wood: in the rough, whether or not stripped of bark or sapwood, or roughly squared: treated with paint, stains, creosote or other preservatives	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS440420	Wood: non-coniferous, split poles, piles, pickets, stakes, pointed but not sawn lengthwise: sticks for umbrellas, tool handles etc, roughly trimmed but not turned or bent: chipwood etc, hoopwood	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS440831	Wood, tropical: as specified in Subheading Note 2 to this Chapter, dark red meranti, light red meranti, meranti bakau, sheets for veneer, plywood or other wood, sawn lengthwise, sliced or peeled, planed or not, sanded or end-jointed, not thicker than 6mm	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills

HS441019	Wafer board and similar board of wood n.e.c. in item no. 4410.1, whether or not agglomerated with resins or other organic binding substances	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS441820	Wood: doors and their frames and thresholds	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS442090	Wood: marquetry and inlaid wood, caskets and cases for jewellery or cutlery and similar articles of wood, wooden articles of furniture not falling in chapter 94	Board Express, Zululand Pine Specialists, East Coast Board, Citi Board & Timber, Coricraft, Grafton Furniture, Mzansi Office Furn, AC Higgs Timber, Resource Link, Normandien Sawmills
HS460199	Plaiting materials, plaits and similar products of plaiting materials: products of non-vegetable materials	Phoenix Galvanizing, Durban Powder Coaters, Madiba Powder Coaters
HS470200	Wood pulp: chemical wood pulp, dissolving grades	Sappi
HS480210	Hand-made paper or paperboard	
HS480220	Uncoated paper and paperboard (not 4801 or 4803): of a kind used as a base for photo-sensitive, heat-sensitive or electro-sensitive paper or paperboard, in rolls or sheets	Mondi, SAPPI, Eastcoast Papers
HS480256	Uncoated paper and paperboard (not 4801 or 4803): printing, writing or graphic, 10% or less by weight of mechanical or chemi-mechanical processed fibre, weight 40-150g/m ² , in sheets 435mm or less by 297mm or less (unfolded)	Mondi, SAPPI
HS480262	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, in sheets 435mm or less by 297mm or less (unfolded)	Mondi, SAPPI
HS480269	Uncoated paper and paperboard (not 4801 or 4803): over 10% by weight of mechanical or chemi-mechanical processed fibre, other than rolls, other than sheets 435mm or less by 297mm or less (unfolded)	Mondi, SAPPI
HS480419	Kraft paper and paperboard: kraftliner, uncoated, bleached, in rolls or sheets, other than that of heading no. 4802 or 4803	Mondi, SAPPI
HS480511	Paper and paperboard: uncoated, semi-chemical fluting paper, rolls or sheets	Mondi, SAPPI
HS481960	Paper and paperboard: box files, letter trays, storage boxes and similar articles, used in offices, shops or the like of paper, paperboard, cellulose wadding or webs of cellulose fibres	Mondi, SAPPI
HS482020	Paper and paperboard: exercise books	Mondi
HS482040	Paper and paperboard: manifold business forms and interleaved carbon sets	Wavepaper
HS520300	Cotton: carded or combed	
HS520411	Cotton: sewing thread, containing 85% or more by weight of cotton, not put up for retail sale	
HS520419	Cotton: sewing thread, containing less than 85% by weight of cotton, not put up for retail sale	
HS520420	Cotton: sewing thread, put up for retail sale	
HS520841	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, plain weave, weighing not more than 100g/m ²	Nortex
HS520949	Fabrics, woven: containing 85% or more by weight of cotton, of yarns of different colours, of weaves n.e.c. in item no. 5209.4, weighing more than 200g/m ²	Nortex
HS540239	Yarn, synthetic: filament, monofilament (less than 67 decitex), textured, other than of nylon or other polyamides, polyesters, or polypropylene, not for retail sale, not sewing thread	
HS540743	Fabrics, woven: containing 85% or more by weight of filaments of nylon or other polyamides, of yarns of different colours	
HS550140	Fibres: synthetic filament tow, of polypropylene	Galvenor Textiles
HS550190	Fibres: synthetic filament tow, of synthetic materials n.e.c. in heading no. 5501	Galvenor Textiles
HS550340	Fibres: synthetic staple fibres, of polypropylene, not carded, combed or otherwise processed for spinning	Galvenor Textiles
HS550690	Fibres: synthetic staple fibres, n.e.c. in heading no. 5506, carded, combed or otherwise processed for spinning	

HS551623	Fabrics, woven: of yarns of different colours, containing less than 85% by weight of artificial staple fibres, mixed mainly or solely with man-made filaments	
HS570190	Carpets and other textile floor coverings: knotted, of textile materials (other than wool or fine animal hair), whether or not made up	
HS570231	Carpets and other textile floor coverings: woven, (not tufted or flocked), of wool or fine animal hair, of pile construction, not made up, n.e.c. in item no. 5702.10 or 5702.20	Crossley Carpets
HS570410	Textile floor coverings: felt tiles, (not tufted or flocked), whether or not made up, having a maximum surface area of 0.3m ²	
HS580211	Fabrics: terry towelling and similar woven terry fabrics, of cotton, unbleached, excluding narrow fabrics of heading no. 5806	Maytex Linen
HS600191	Fabrics: pile fabrics (excluding long pile and loop pile), of cotton, knitted or crocheted	
HS610190	Coats: men's or boys' overcoats, car-coats, capes, anoraks, wind-jackets and similar articles, of textile materials n.e.c. in heading no. 6101, knitted or crocheted (excluding those of heading no. 6103)	
HS610339	Jackets and blazers: men's or boys', of textile materials (other than wool or fine animal hair, cotton or synthetic fibres), knitted or crocheted	
HS610341	Trousers, bib and brace overalls, breeches and shorts: men's or boys', of wool or fine animal hair, knitted or crocheted	Aero Clothing, Kingsgate Clothing
HS610413	Suits: women's or girls', of synthetic fibres, knitted or crocheted	Aero Clothing, Kingsgate Clothing
HS610453	Skirts and divided skirts: women's or girls', of synthetic fibres, knitted or crocheted	Aero Clothing, Kingsgate Clothing
HS610590	Shirts: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Aero Clothing, Kingsgate Clothing
HS610719	Underpants and briefs: men's or boys', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Jockey
HS610811	Slips and petticoats: women's or girls', of man-made fibres, knitted or crocheted	
HS610829	Briefs and panties: women's or girls', of textile materials (other than cotton or man-made fibres), knitted or crocheted	Hanes
HS611780	Clothing accessories: knitted or crocheted, n.e.c. in heading no. 6117	
HS620899	Singlets and other vests, briefs, panties, negligees, bathrobes, dressing gowns and similar articles: women's or girls', of textile materials other than cotton or man-made fibres (not knitted or crocheted)	Hanes
HS621590	Ties, bow ties and cravats: of textile materials other than silk or man-made fibres (not knitted or crocheted)	
HS621790	Clothing: parts of garments or of clothing accessories, other than those of heading no. 6212 (not knitted or crocheted)	
HS630510	Sacks and bags: of a kind used for the packing of goods, of jute or of other textile bast fibres of heading no. 5303	POLYUNG BAG MANUFACTURERS CC, SOUTHPOINT INDUSTRIES (PTY) LTD, Taurus Packaging, ITB Flexible Packaging Solutions manufactures, Pak Plastics, Spearhead Paper Bag Manufacturers,SPECIALITY PAPERS
HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	Candlelight Bags
HS630590	Sacks and bags: of a kind used for the packing of goods, of textile materials (other than jute, cotton or man-made textile materials)	POLYUNG BAG MANUFACTURING CC, GLOBAL BAG & SPORTWEAR MANUFACTURERS, LEON MANUFACTURING, ZAN ZAN Décor, Mabothis, Candlelight Bags
HS630619	Tarpaulins, awnings and sunblinds: of textile materials other than synthetic fibres	
HS630619	Tarpaulins, awnings and sunblinds: of textile materials other than synthetic fibres	Maytex Textiles, JMV Textiles, Hesto Harnessing, Cargo Tarp & Tent, FQ Manufacturers, Specialised Tarp, Transquip Tarp, Nyati Tex, PitBull Printers, Beyond Innovation, Vedanta Specialised Textiles
HS630629	Tents: of textile materials other than synthetic fibres	Boss Tents , Millenium Tarpaulin Manufacturers, Gans Tent, Millennium Tarpaulin Manufacturers, Canvas And Tent Manufacturing, Royal Tent

HS630690	Camping goods: (of textile materials), n.e.c in heading no. 6306	Boss Tents, Army Tent, Millenium Tarpaulin Manufacturers, Gans Tent, Millennium Tarpaulin Manufacturers
HS640110	Footwear: waterproof with metal toe-cap, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	PALM FOOTWEAR MANUFACTURERS
HS640199	Footwear: waterproof, n.e.c. in heading no. 6401, rubber or plastic outer soles and uppers (not assembled by stitch, rivet, nail, screw, plug or similar)	PALM FOOTWEAR MANUFACTURERS
HS640312	Sports footwear: with outer soles of rubber, plastics, leather or composition leather and uppers of leather, ski-boots, snowboard boots and cross-country ski footwear	NIKKITA FOOTWEAR cc, Global Bags AND Sportwear Manufacturers
HS640420	Footwear: outer soles of leather or composition leather, uppers of textile materials	Apeco, mossop, Paul Meoller Group, Mossop Leather Bata Industrials, Labora
HS640590	Footwear: n.e.c. in chapter 64	PALM FOOTWEAR MANUFACTURERS (PTY) LTD, PAPINO FOOTWEAR CC, TRENZADO FOOTWEAR CC, CROUCH FOOTWEAR CC, Corvari Footwear And Leather Goods, Dancewell Cc, Trade Mark Investments (PTY) Ltd Tsonga, Franco Ceccato Cc, Froggie, R B Footwear, Angel Footwear, Nowa Creations
HS650200	Hat-shapes: plaited or made by assembling strips of any material, neither blocked to shape, nor with made brims, nor lined, nor trimmed	
HS680800	Panels, boards, tiles, blocks and the like: of vegetable fibre, of straw, shavings, chips, particles, sawdust or other waste, of wood, agglomerated with cement, plaster or other mineral binders	
HS681320	Friction material and articles thereof (e.g. sheets, rolls, strips, segments, discs, washers, pads) not mounted: for brakes, clutches or the like, with a basis of asbestos	
HS690100	Bricks, blocks, tiles and other ceramic goods of siliceous fossil meals (e.g. kieselguhr, tripolite or diatomite) or of similar siliceous earths	NORCROS (S A) (PTY) LTD, ZINCOVER DIY CC, DERECK LOGAN FLOORING (PTY) LTD
HS701110	Glass envelopes (including bulbs and tubes): open, and glass parts thereof, without fittings, for electric lighting	CORROCOAT SA (PTY) LTD
HS720110	Iron: non-alloy pig iron containing by weight 0.5% or less of phosphorus, in pigs, blocks or other primary forms	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS720854	Iron or non-alloy steel: (not in coils), flat-rolled, of a width 600mm or more, hot-rolled, without patterns in relief, of a thickness of less than 3mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS720927	Iron or non-alloy steel: (not in coils), flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS720990	Iron or non-alloy steel: flat-rolled, width 600mm or more, cold-rolled, n.e.c. in heading no. 7209	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721011	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with tin, thickness of 0.5mm or more	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721020	Iron or non-alloy steel: flat-rolled, width 600mm or more, plated or coated with lead, including terne-plate	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721041	Iron or non-alloy steel: flat-rolled, width 600mm or more, corrugated, plated or coated with zinc (not electrolytically)	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721621	Iron or non-alloy steel: L sections, hot-rolled, hot-drawn or extruded, of a height of less than 80mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721631	Iron or non-alloy steel: U sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721640	Iron or non-alloy steel: L or T sections, hot-rolled, hot-drawn or extruded, of a height of 80mm or more	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721790	Iron or non-alloy steel: wire, n.e.c. in heading no. 7217	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721911	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness exceeding 10mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721912	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 4.75mm or more but not exceeding 10mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel

HS721913	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, in coils, of a thickness of 3mm or more but less than 4.75mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721921	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness exceeding 10mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721922	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 4.75mm or more but not exceeding 10mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721923	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of 3mm or more but less than 4.75mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721924	Steel, stainless: flat-rolled, width 600mm or more, hot-rolled, (not in coils), of a thickness of less than 3mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721931	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled or cold-reduced, of a thickness of 4.75mm or more	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721932	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 3mm or more but less than 4.75mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721933	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness exceeding 1mm but less than 3mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721934	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of 0.5mm or more but not exceeding 1mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS721935	Steel, stainless: flat-rolled, width 600mm or more, cold-rolled, of a thickness of less than 0.5mm	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS722011	Steel, stainless: flat-rolled, width less than 600mm, hot-rolled, of a thickness of 4.75mm or more	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS722020	Steel, stainless: flat-rolled, width less than 600mm, cold-rolled	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS722880	Steel, alloy or non-alloy: hollow drill bars and rods	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS730110	Iron or steel: sheet piling, whether or not drilled, punched or made from assembled elements	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS730490	Iron or steel (excluding cast iron): seamless, tubes, pipes and hollow profiles, seamless, n.e.c. in heading no. 7304	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS730690	Iron or steel (excluding cast iron): tubes, pipes and hollow profiles (not seamless), n.e.c. in chapter 73	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS730830	Iron or steel: structures and parts thereof, doors, windows and their frames and thresholds for doors	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS730840	Iron or steel: structures and parts thereof, props and similar equipment for scaffolding, shuttering or pit-propping	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS731010	Tanks, casks, drums, cans, boxes and similar containers, for any material (excluding compressed or liquefied gas), 50l or more capacity but not exceeding 300l	
HS731021	Cans: which are to be closed by soldering or crimping, for any material (excluding compressed or liquefied gas), less than 50l capacity, of iron or steel	
HS731029	Tanks, casks, drums, boxes and similar containers for any material (excluding compressed or liquefied gas) less than 50l capacity, n.e.c. in item no. 7310.2, of iron or steel	FLOWER BOX (NEWCASTLE), URBAN CONTAINERS CC, ALMAR CONTAINERS, CONTAINER CONVERSIONS (PTY) LTD
HS731414	Iron or steel: woven cloth, of stainless steel, (other than endless bands for machinery)	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel
HS731439	Iron or steel wire: grill, netting and fencing, welded at the intersection, n.e.c. in item no. 7314.20, (other than plated or coated with zinc)	Cato Ridge Alloys, Umngeni Iron Works, Khiqiza Steel Works, Ironside Steel, Natal Stainless Steel, Macsteel, BSi Steel, Non-Ferrous Metals, KZN Stainless Steel, Ladysmith Steel, Winterton Structural Steel

HS731450	Iron or steel: expanded metal	COUSINS STEEL CC, MACDONALD STEEL SA (PTY) LTD
HS732310	Iron or steel: wool, pot scourers and scouring or polishing pads, gloves and the like	BSI STEEL LTD, STADEN STEEL CC,
HS740721	Copper: bars, rods and profiles, of copper-zinc base alloys (brass)	LASER PROFILING (PTY) LTD, SOUTHERN PROFILES (PTY) LTD
HS740729	Copper: bars, rods and profiles, of copper alloys (other than copper-zinc base alloys)	NATAL IRON AND BRASS FOUNDRY CC
HS740821	Copper: wire, of copper-zinc base alloys (brass)	NATAL IRON AND BRASS FOUNDRY CC, DURBAN WIRE AND PLASTICS (PTY) LTD
HS750610	Nickel: plates, sheets, strip and foil, not alloyed	SHEET-RITE (PTY) LTD,
HS750720	Nickel: tube and pipe fittings	NRB PIPING SYSTEMS (PTY) LTD, OSORNO STEEL AND PIPE CONTRACTING CC, VALVETEC AND TUBE SUPPLIES CC
HS760110	Aluminium: unwrought, (not alloyed)	Aluminium And Glass Specialist,
HS760612	Aluminium: plates, sheets and strip, thickness exceeding 0.2mm, alloys, rectangular (including square)	EXOTIC GLASS AND ALUMINIUM CC, NRB ALUMINIUM CC, PRESTIGE ALUMINIUM,
HS760820	Aluminium: tubes and pipes, alloys	BILDON ALUMINIUM PRODUCTS, PRO ALUMINIUM & GLASS, NRB ALUMINIUM CC
HS761290	Aluminium: casks, drums, cans, boxes and the like for any material (not compressed or liquefied gas), 300l capacity or less, whether or not lined or heat-insulated, no mechanical or thermal equipment	EXOTIC GLASS AND ALUMINIUM CC
HS821195	Knives: with handles of base metal	SA Knives, IMK Industrial Machines Knives, Zanogen Industrial Knives and Blades, Renlaw, Global Knives
HS830910	Stoppers: corks, of base metal	FOUR METAL MERCHANTS CC, FINE SCRAP METALS (PTY) LTD, SECURITY METAL WORKS,
HS831000	Sign plates, name-plates, address-plates and similar plates, numbers, letters and other symbols: of base metal, excluding those of heading no. 9405	MCGOVERNS CAR PLATES AND SIGNS CC, LADYSMITH NUMBER PLATES AND SIGNS CC, MAXISERVE LOCKSMITH AND HEELBAR CC, NK DAYANAND, RENO SIGNS, BARNARD SIGNS CC
HS841830	Freezers: of the chest type, not exceeding 800l capacity	SOUTH STAR AIRCONDITIONING
HS843830	Machinery: industrial, for sugar manufacture	Oil Tanking GC (Pty) Ltd, Sugarequip
HS845019	Washing machines: household or laundry-type, not fully-automatic, without built-in centrifugal drier, of a dry linen capacity not exceeding 10kg	ISIPINGO SEWING MACHINES, ALLIED MACHINE AND MAINTENANCE CC, ALPHA BUSINESS MACHINES DURBAN, Defy
HS846880	Machinery and apparatus: for soldering, brazing or welding, whether or not capable of cutting, n.e.c. in heading no. 8468	
HS850680	Cells and batteries: primary, (other than manganese dioxide, mercuric oxide, silver oxide, lithium or air-zinc)	
HS854690	Electrical insulators: other than of glass and ceramics	
HS880400	Parachutes (including dirigible parachutes and paragliders) and rotocchutes: parts thereof and accessories thereto	PARACHUTE INDUSTRIES OF SOUTHERN AFRICA (PTY) LTD
HS902830	Meters: electricity supply or production meters, including calibrating meters thereof	MAC'S ELECTRICAL, EDDIES ELECTRICAL, REDZ ELECTRICAL, ATHLONE ELECTRICAL, JLM ELECTRICAL, MEYER PRODUCTIONS, GLASSFIBRE PRODUCTS

Source: Own compilation from various sources

Appendix B: Supplementary information on African regional integration, arrangements and monetary unions

Box B1 - African Regional Economic Groupings – Main Consortiums

Southern African Customs Union (SACU)

Although this Union, which consists of five member states, came into effect in 1970, its concept dates to 1910 when the Union of South Africa was established. Under its rules, South Africa collects levies from customs, sales, and excise duties for all five members, sharing out proceeds based on each country's portion of imports. All members, except Botswana, participate in a Common Monetary Area (using the Rand). Members: South Africa, Namibia, Botswana, Lesotho, Swaziland.

Economic Community of West African States (ECOWAS)

The Economic Community of West African States (ECOWAS) is a regional grouping of fifteen countries, founded with the signature of the Treaty of Lagos on May 28, 1975. Its mission is to promote economic integration between the members of ECOWAS. Members: Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, The Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo.

Economic Community of Central African States (ECCAS)

The Economic Community of Central African States (or in French; CEEAC – Communauté Économique des États d'Afrique Centrale), is an organisation for promotion of regional economic co-operation in Central Africa. It "aims to achieve collective autonomy, raise the standard of living of its populations and maintain economic stability through harmonious cooperation". Members: Burundi, Cameroon, Central African Republic, Chad, Republic of the Congo, Democratic Republic of the Congo, Equatorial Guinea, Gabon, Rwanda, São Tomé and Príncipe, and Angola.

Arab Maghreb Union (AMU) or (UMA) - French

This is a Pan-Arab trade agreement which aims at economic and political unity in northern Africa. Although the idea for an economic union of the Maghreb began with the independence of Tunisia and Morocco in 1958, it was not until thirty years later, that five states - Algeria, Libya, Mauritania, Morocco and Tunisia - met for the first Maghreb summit. Traditional rivalries between Morocco and Algeria, and the unsolved question of Western Sahara's sovereignty have however blocked union meetings since the early nineties, despite several attempts to re-launch the political process. Members: Algeria, Libya, Mauritania, Morocco and Tunisia.

Southern African Development Community (SADC)

SADC, with its regional market of over 120 million, has committed itself to the gradual elimination of barriers to trade and investment. Further enhancing prospects within SADC has been an emphasis on the promotion of peace and stability within the region and a strong recognition of the role that the private sector can play in economic development and poverty alleviation. Members: Mozambique, DR Congo, Malawi, Zambia, Zimbabwe, Angola, Namibia, Botswana, Lesotho, Swaziland, South Africa, Mauritius, Madagascar, Tanzania.

Common Market for Eastern and Southern Africa (COMESA)

This is a free trade area zone with twenty member states stretching from Libya to Zimbabwe. COMESA was formed in December 1994, replacing a Preferential Trade Area which had existed since 1981. Members: Angola, Burundi, Comoros, Democratic Republic of the Congo, Djibouti, Egypt, Eritrea, Ethiopia, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Swaziland, Uganda, Zambia, and Zimbabwe. Former Members: Lesotho (quit in 1997), Mozambique (quit in 1997), Tanzania (quit on September 2, 2000), Namibia (quit on May 2, 2004), Angola (Suspended itself in 2007).

Inter-Governmental Authority on Drought and Development (IGAD)

This is a seven-country regional development organization based in East Africa. The organisation was initially established, in co-operation with the United Nations, to establish an intergovernmental body for development and drought relief in the region. At a January 1986 assembly of heads of state and government, an agreement was signed which officially launched the Intergovernmental Authority on Drought and Development (IGADD). Soon after its formation the mandate of IGADD widened, becoming a vehicle for regional security and political dialogue. Members: Djibouti, Eritrea, Ethiopia, Kenya, Somalia, Sudan, Uganda. In 1996, the Intergovernmental Authority on Development (IGAD) was created to supersede the Intergovernmental Authority on Drought and Development (IGADD).

Community of Sahel-Saharan States (CEN-SAD)

This is a framework for Integration and Complementary which aims, in conjunction with other regional economic communities and the Organization of African Unity, to strengthen peace, security and stability and to achieve global economic and social development. Its main goals are to achieve economic unity through the implementation of the free movement of people and goods to make the area occupied by member states a free trade area. Members: Benin, Burkina Faso, Central African Republic, Chad, Côte d'Ivoire, Djibouti, Egypt, Eritrea, The Gambia, Ghana, Guinea Bissau, Liberia, Libya, Mali, Morocco, Niger, Nigeria, Senegal, Sierra Leone, Somalia, Sudan, Togo, and Tunisia.

East African Community (EAC)

This is a customs union consisting of Kenya, Uganda and Tanzania. It was founded in the Tanzanian city of Arusha (also the EAC's headquarters) in January 2001. The EAC treaty paved the way for an economic and, ultimately, political union of the three countries. A further treaty signed in March 2004 set up a customs union, which commenced on 1 January 2005. Under the terms of the treaty, Kenya, the richest of the three countries, will pay duty on its goods entering Uganda and Tanzania until 2010. A common system of tariffs will apply to other countries supplying the three countries with goods. Members: Kenya, Uganda and Tanzania.

Box B2- African economic programmes, cooperation and monetary unions

The New Partnership for Africa's Development (NEPAD) is an economic development programme of the African Union. NEPAD was adopted at the 37th session of the Assembly of Heads of State and Government in July 2001 in Lusaka, Zambia. NEPAD aims to provide an overarching vision and policy framework for accelerating economic co-operation and integration among African countries. NEPAD's four primary objectives are; to eradicate poverty, to promote sustainable growth and development, to integrate Africa in the world economy, and to accelerate the empowerment of women. It is based on underlying principles of a commitment to good governance, democracy, human rights and conflict resolution; and the recognition that maintenance of these standards is fundamental to the creation of an environment conducive to investment and long-term economic growth. NEPAD seeks to attract increased investment, capital flows and funding, providing an African-owned framework for development as the foundation for partnership at regional and international levels.

West African Economic and Monetary Union (WAEMU) - The West African Economic and Monetary Union (or in French; UEMOA - Union Économique et Monétaire Ouest-Africaine) is a treaty between West African states designed to promote economic integration among countries that share a common currency, the CFA franc. UEMOA was entered into in Dakar, Senegal, on January 10 1994. Members: Benin, Burkina Faso, Côte d'Ivoire, Mali, Niger, Senegal, Togo and Guinea-Bissau.

West African Monetary Zone (WAMZ) - Formed in 2000, the West African Monetary Zone (WAMZ) is a group of six countries within ECOWAS that plan to introduce a common currency,

the Eco, by the year 2015. The WAMZ is largely dominated by Nigeria. All the members of group are English-speaking countries, apart from Guinea, which is Francophone. Members: Nigeria, Ghana, Liberia, The Gambia, Sierra Leone, and Guinea.

Mano River Union (MRU)

The Mano River Union (MRU) is an international association, established in 1973, between Liberia and Sierra Leone. Guinea subsequently joined the Union in 1980. The goal of the Union is to foster economic cooperation among the countries. It is named for the Mano River which begins in the Guinea highlands and forms a border between Liberia and Sierra Leone. Members: Liberia, Sierra Leone and Guinea (Cote d'Ivoire).

Central African Economic and Monetary Community (CEMAC) - The Economic and Monetary Community of Central Africa (or in French; CEMAC Communauté Économique et Monétaire de l'Afrique Centrale) is an organization of Central African states established to promote economic integration among countries that share a common currency, the CFA franc. CEMAC is the successor of the Customs and Economic Union of Central Africa (UDEAC), which it completely superseded in June 1999. Members: Cameroon, the Central African Republic, Chad, Republic of the Congo, Equatorial Guinea, and Gabon.

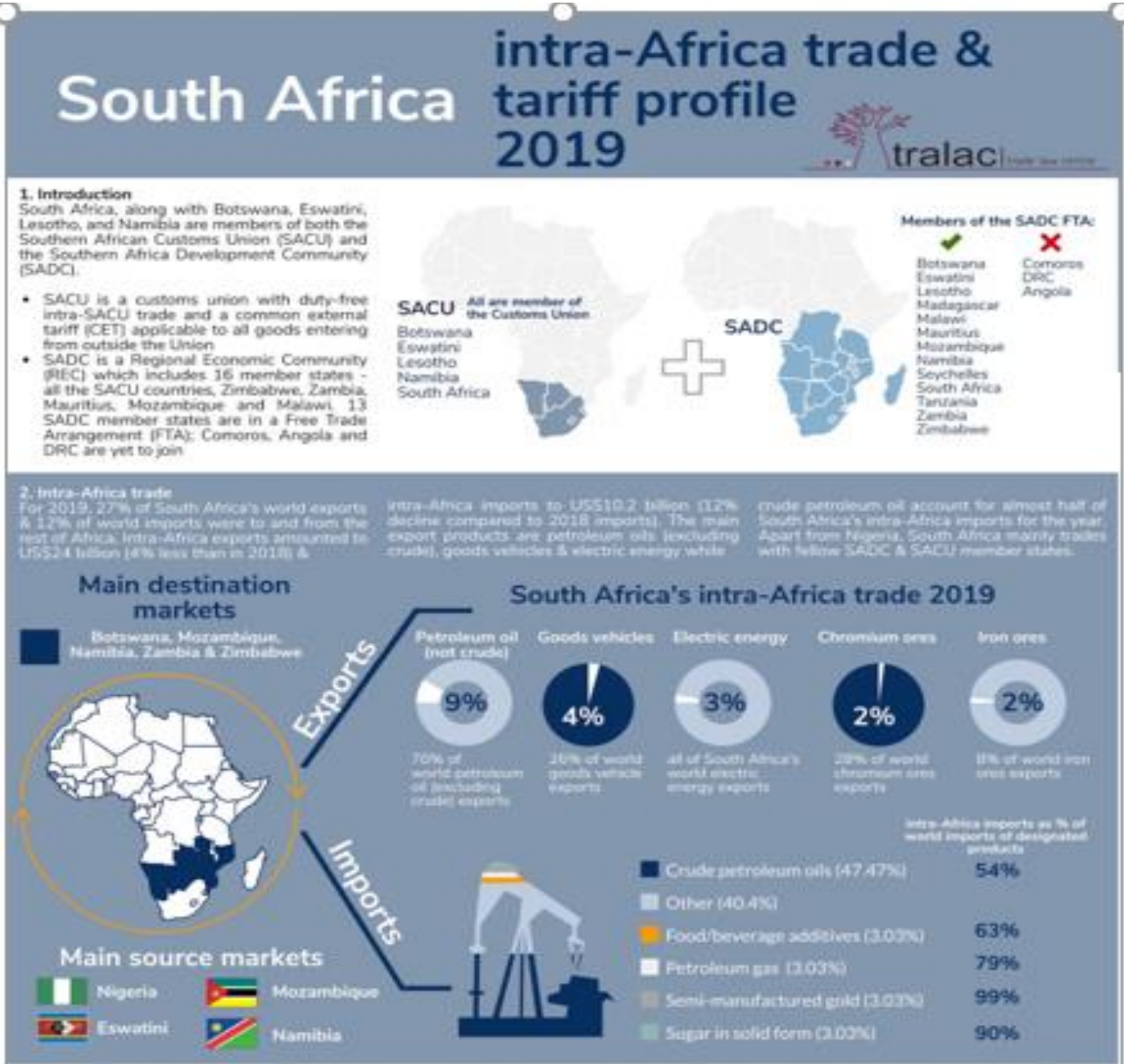
Economic Community of Great Lakes Countries(CEPGL) - In French, CEPGL, - Communauté Économique des Pays des Grands Lacs is a sub-regional organization created by the Agreement of Gisenyi (Rwanda) on September 20, 1976. Its purpose is to promote regional economic cooperation and integration between members. CEPGL controls the following institutions:

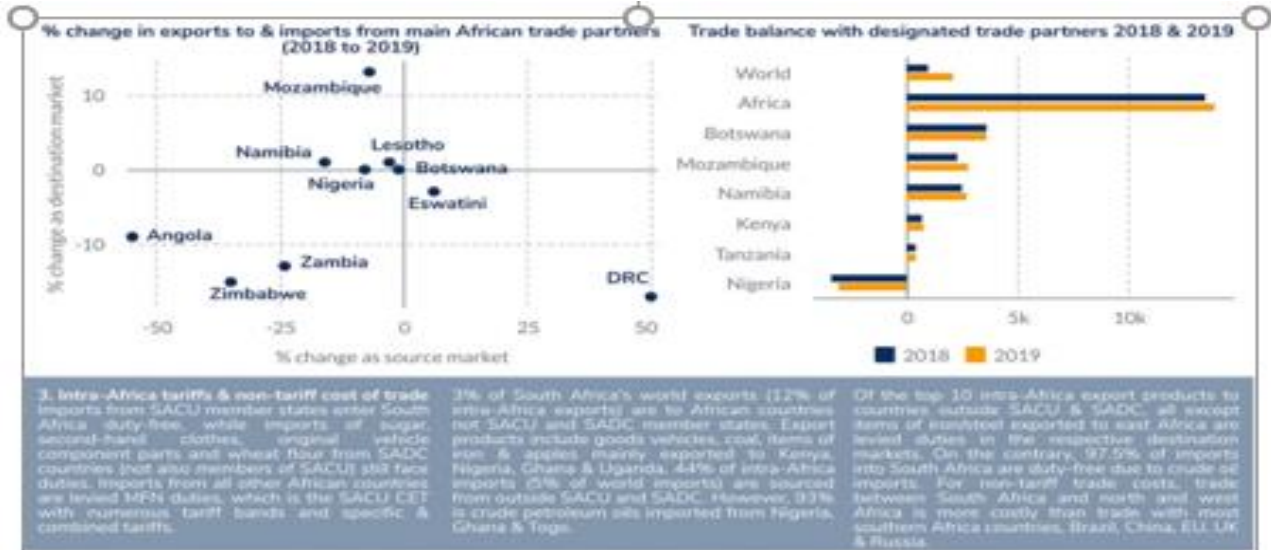
- the Bank of Development of the States of the Great Lakes (BDEGL)
- the Comité Permanent Inter-Compagnies (COPIC)
- the Institute of the Agronomic Researches and Zoo techniques (IRAZ)
- the Economic Community of the Great Lakes Countries Organization for Energy (EGL)
- the Research Center for the Development of the Mining Resources in Central Africa (CRDRMAC). Members: Burundi, Democratic Republic of the Congo, and Rwanda.

Indian Ocean Commission (IOC) - This organization, established in 1984, joins Comoros, Madagascar, Mauritius, Mavotte, Reunion Island and the Seychelles in various objectives to foster regional cooperation. The official Language of the IOC is French. Objectives of the IOC are to establish: diplomatic cooperation; economic and commercial cooperation; cooperation in the field of agriculture, maritime fishing, and the conservation of resources and ecosystems and cooperation in cultural, scientific, technical, educational, and judicial fields. Members include Comoros, Madagascar, Mauritius, Mavotte, Reunion Island (France) and the Seychelles.

Appendix C
Intra-African Trade Statistics and Information

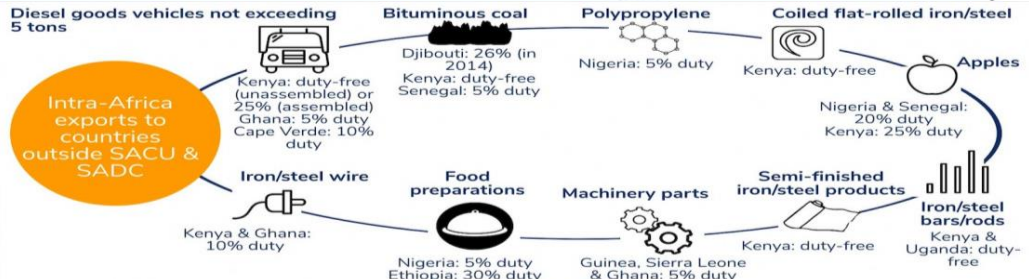
Box C1: Trade Statistics and Information



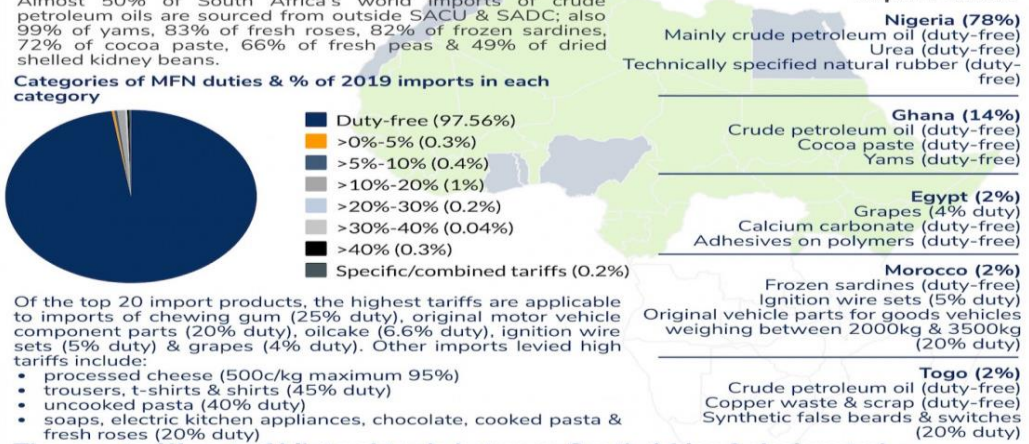


MFN duty categories & % of national tariff lines in each category

- Duty-free 55%**
fresh & frozen fish; eggs; fresh vegetables; spices; medicines; protective clothing, ballet shoes & safety headgear; machinery & motorcycle engines
- >0%-5% 3%**
frozen cassava, sweet potatoes, yams & arrowroot; avocados, citrus fruits & grapes; soy sauce, ketchup & mustard; beer & ventilators for vehicles with water-cooled engines
- >5%-10% 10%**
dried fruits; seed & olive oils; iron bars, rods, shapes & sections; dumpers; not heavier than 50 tons; off-road logging trucks & certain vehicle parts
- >10%-20% 16%**
sanitary products; furniture; arms & military weapons; bicycles; airbags, clutches & steering wheels; hearsets; basketwork; beauty products & frozen boneless chicken breasts & thighs
- >20%-30% 9%**
ambulances; slippers & waterproof footwear; linen & curtains; wine & fermented fruit beverages; chicken offal; salmon & blankets & most fabrics
- >30%-40% 1%**
clothing from textile materials & man-made fibers; frozen chicken cuts; guavas & mangoes; white chocolate; preserved tomatoes & retreaded tyres for buses & lorries
- >40% 2%**
whole frozen chicken; preserved pineapples; cigarettes; knitted & crocheted clothing & retreaded pneumatic tyres
- specific and/or combined 4%**
footwear; stuffed pasta; cane sugar; smoked & preserved seafood; wheat flour; roasted malt & coffee; cheese, butter & buttermilk & beef, pork & lamb



South Africa's imports from outside SACU & SADC and corresponding import duties



The non-tariff cost of bilateral trade between South Africa & designated African trade partners

The ESCAP-World Bank trade cost database include the cost of transportation and the time to complete import procedures and obtain necessary information as non-tariff costs affecting bilateral trade between trade partners. The data shows that bilateral trade with South Africa is among the least costly for intra-Africa and declining, especially for agricultural trade. However, the cost of trade with numerous African countries are still higher than for trade with trade partners beyond the African continent. Furthermore, in most cases the cost of agriculture trade is higher than for trade in manufactured goods, except for manufactured trade between South Africa and Uganda & Zimbabwe.

