

## SAMPLE FILE - Australian Exports of Fresh Navel Oranges

The purpose of this paper is to show what sort of typical analytical tables and charts are available in a standard TradeData Excel file for any product exported from Australian. The product chosen was **Fresh Navel Oranges**. Similar information is available for any product. The information is supplied in Excel file format and the file is designed to enable efficient analysis of the underlying statistics. At the end of this paper there is listed two typical export transactions to demonstrate the underlying export information that is available.

### Table - Top Ten Origin Countries

The following table comes directly out of our standard excel file and shows – monthly –the top ten destination countries in terms of volumes and average prices per month, by country. This table provides a convenient summary of month to month movements in exports. TradeData will normally supply the current year and five years of back data in its data files. However if more data is required, in most cases, we can supply at no extra charge.

Top 10 Destination Countries for Australia Exports for Fresh navel oranges

		China	Japan	Hong Kong	Malaysia	Singapore	Un Arab Emir	USA	Philippines	Canada	Indonesia	Others	Total
Nov-19	FOB per Kilograms	\$1.37	\$1.61	\$1.25	\$1.22	\$1.33	\$1.00	#DIV/0!	\$1.12	#DIV/0!	\$1.03	\$1.86	\$1.26
	Quantity	126,000	114,126	1,807,042	108,936	213,926	253,530	0	23,940	0	44,800	854,178	3,546,478
Dec-19	FOB per Kilograms	#DIV/0!	#DIV/0!	\$1.13	#DIV/0!	\$8.80	\$1.89	#DIV/0!	#DIV/0!	#DIV/0!	\$1.57	\$2.58	\$1.25
	Quantity	0	0	683,222	0	60	69,930	0	0	0	\$5,760	64,145	913,117
Jan-20	FOB per Kilograms	#DIV/0!	#DIV/0!	\$1.11	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$1.84
	Quantity	0	0	23,940	0	0	0	0	0	0	0	9,875	33,815

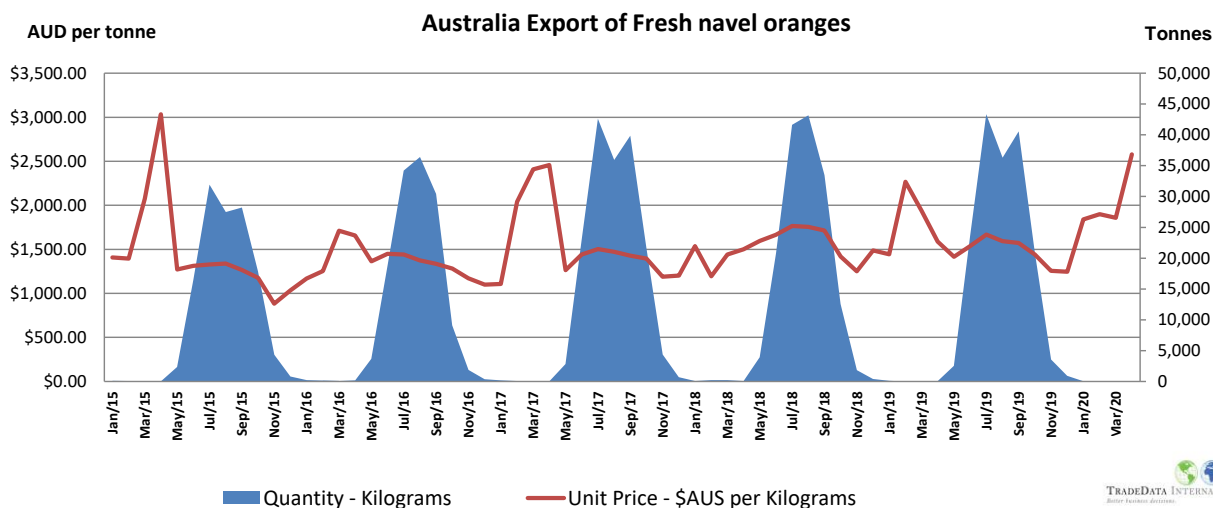
### Details

There is a worksheet in the excel file that lists Port to Port details by country and average prices each month. A small sample is below.

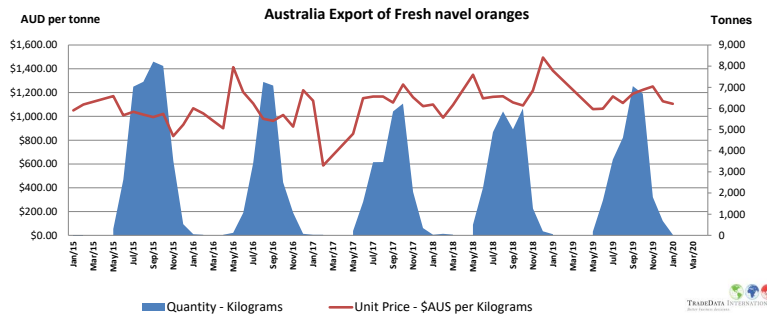
Date	Partner_Country_strd	Port_OS	Port	State_Load	State_Origin	Mode_of_Transf	Sum of Quantity1	Sum of Value_FOB	FOB Unit Price
Apr-20	Papua New Guinea	PORT MORESBY	Brisbane	Queensland	Queensland	AIR	1,548	4,310	\$2.78
		OTHER AND UNSPEC PORTS	Melbourne	Victoria	Victoria	SEA	11,340	30,870	\$2.72
			Brisbane	Queensland	Queensland	SEA	7,470	17,300	\$2.32
Apr-20 Total							20,358	52,480	\$2.58

### Price and Quantity

The next chart shows monthly movement in export volumes - the blue shaded area of the chart - and in average prices. The red line shows average prices without Transport and Insurance Costs (FOB values). The chart shows exports to be highly seasonal, as expected, for a fresh perishable product. The peak export season is in the middle of each year and the low seasons at the end/start of the year. Export volumes are increasing over time although were down somewhat in 2018 but increased again in 2019.



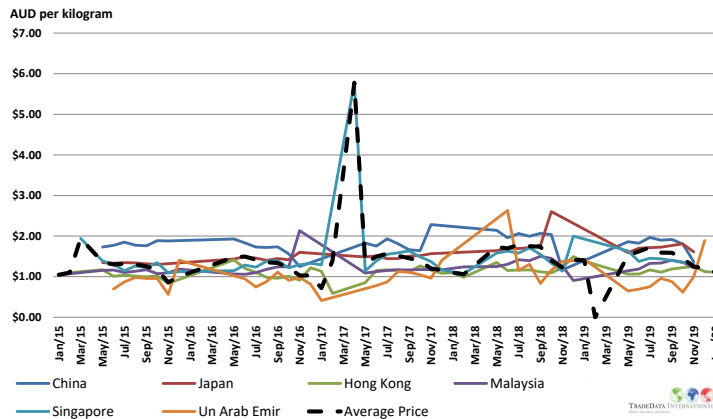
The excel file enables the user to select a destination and then redraws this Price & Quantity chart only including exports to the selected country. The chart below lists Price and Quantity where export only to Hong Kong is selected. These exports are at a steady price around \$AUD 1,000 per tonne and export volumes have been declining in recent years. In contrast to the total, export volumes increased in 2018.



### Average Prices – Top Six Supply Countries over Time

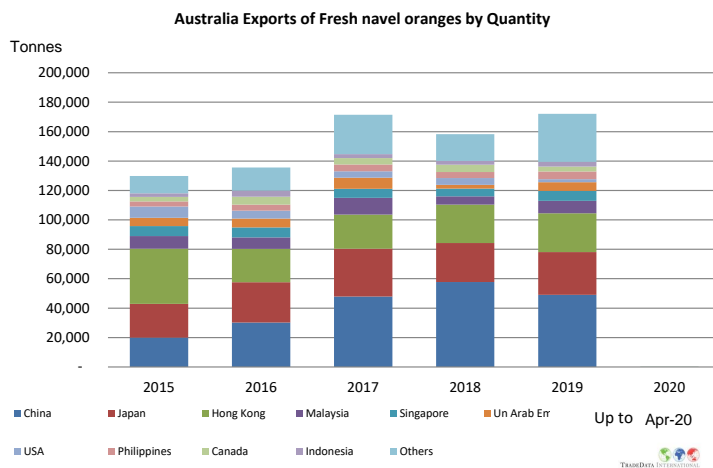
The following chart list average prices over time for the Top 6 destination countries. Exports to China and Japan are at well above average prices at between \$AUD 1.5 and \$AUD 2 per kilogram. Exports to Hong Kong and the UAE are at below average prices.

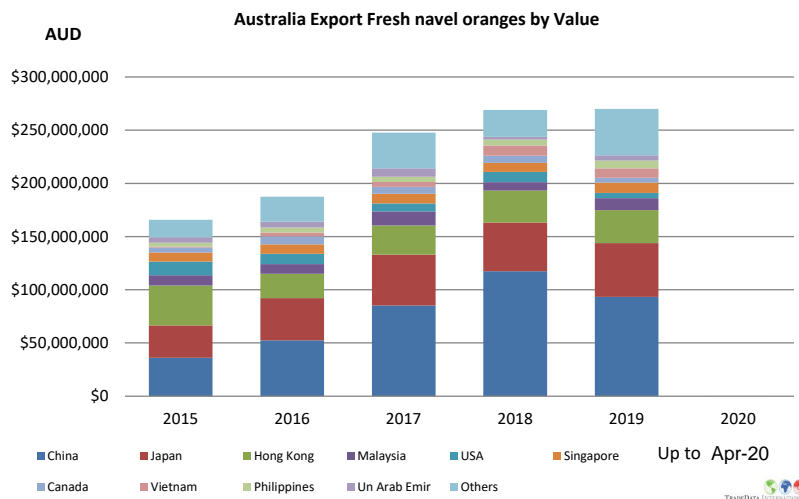
Average Prices - Top 6 Origin Countries - Fresh navel oranges



### Major Destination Countries

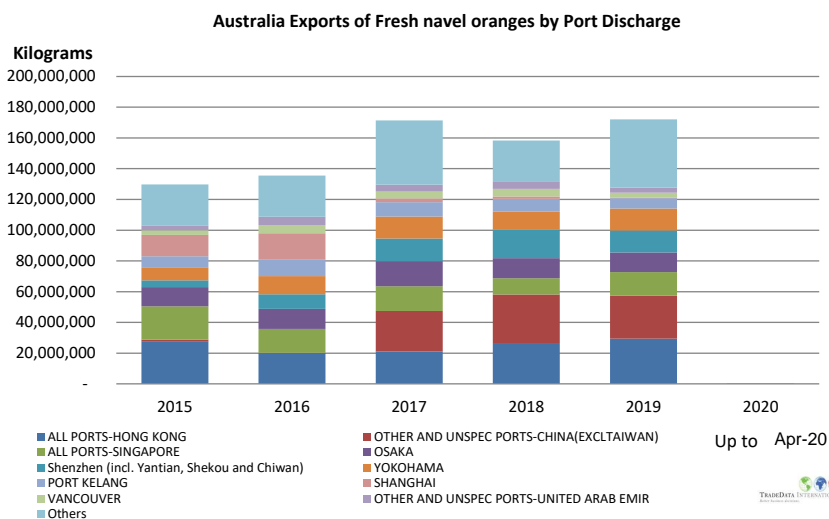
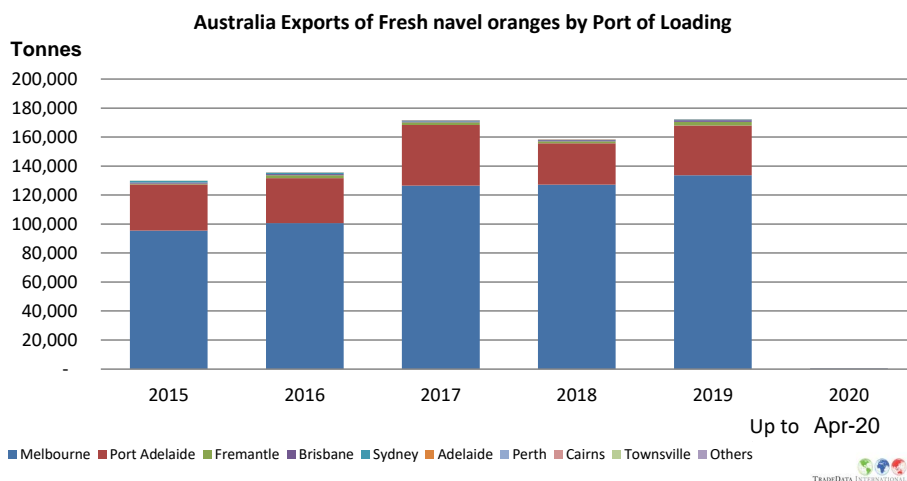
The following two charts list annually the top ten export destination countries both in volume and value terms. These charts draw the major destination countries market shares over time. The recent growth in exports is driven by increased exports to China which has grown strongly over the 5 years to. Exports to Japan and Hong Kong also contributed to growth in 2019.





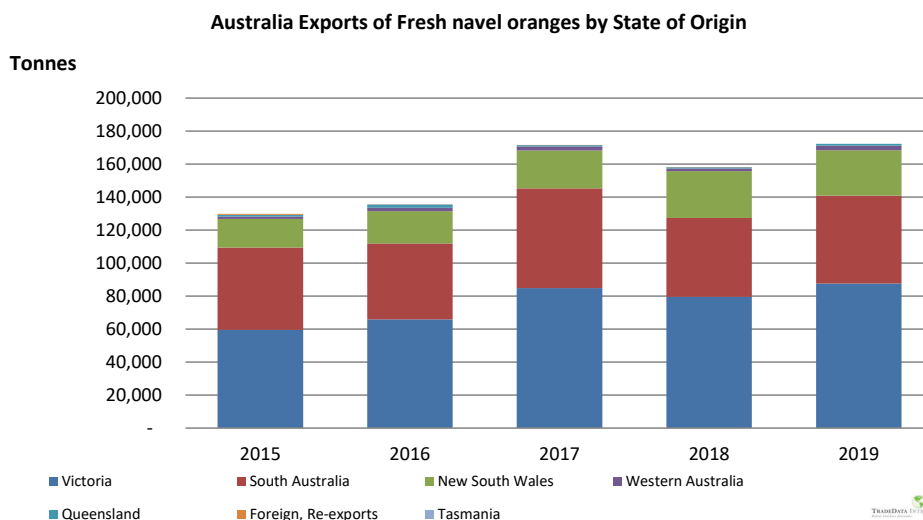
### Exports Volumes by Ports of Loading and Discharge

The following two charts list the Port of Loading (in Australia) where exports are loaded and the Ports of Discharge (overseas). Most exports are loaded in Melbourne and to a lesser extent Adelaide and discharged in a wide range of overseas ports.



### State of Origin

One unique feature of the Australian export data is that exports can be identified by their State of Origin within Australia. This is drawn in the following chart and shows that Navel Orange exports mostly originate from Victoria, South Australia and to a lesser extent New South Wales.

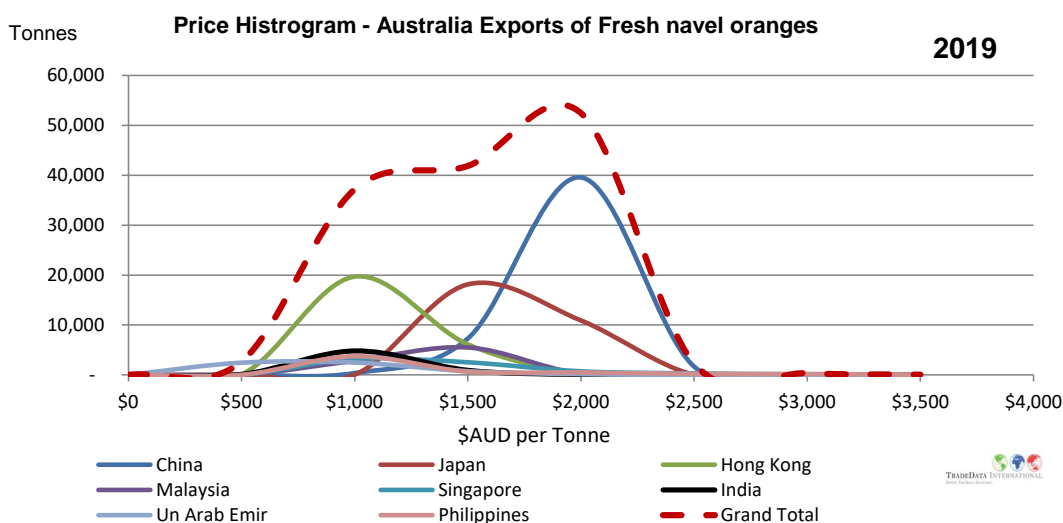


### Market Segments

The following chart lists a Price Histogram by Country. This shows, for 2019, the volumes exported at different price points and the major destination markets supplied at these price points. The Excel file enables the user to select different years and to the chart will redraw itself accordingly. The chart shows the major export markets in 2019 mostly purchase at prices around AUS 1,500 per tonne with the exceptions of:

- China that purchase at prices around \$2,000 per tonne; and
- Hong Kong that mostly purchase around \$1,000 per tonne.

Japan is the major destination country at prices around \$AUD 1,500 per tonne.



## Two Typical Transactions

The following table list two typical data transactions as found in the Australian exports data set.

YEAR	2017	2017
MONTH	01	01
Commodity	08051011	08051011
Description	Fresh navel oranges	Fresh navel oranges
Country	United Arab Emirates	Singapore
Os_port	OTHER AND UNSPEC PORTS-UNITED ARAB EMIR	ALL PORTS-SINGAPORE
Aus_port_in_state_load	Port Adelaide	Melbourne
State_origin	NSW	VIC
State_load	SA	VIC
Mode_of_transport	SEA	SEA
Unit_of_qty	KG	KG
Value_AUS	\$63,200	\$28,980
Quantity	98,280	22,680
Gross Weight	107,370	23,940

**Please Note:** with Australian import or export statistics it is impossible to obtain company details associated with international trade due to strict privacy laws in Australia.

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