

# SAMPLE FILE - Japan Exports of Instantaneous Gas Water Heaters

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 Japan. The product chosen was Instantaneous gas water heaters. 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 are listed two typical export transactions to demonstrate the underlying export information that is available in TradeData's standard Excel file.

**Table – Top Ten Destination Countries**

The following table comes directly out of our standard excel file and shows – monthly – the top ten destination countries in terms of volumes as well as 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.

		U.S.A.	Australia	Mexico	Hong Kong	New Zealand	China	Italy	Indonesia	Brazil	Israel	Others	Total
Jul-20	CIF per Number	\$710.30	\$415.43	\$636.07	\$446.38	\$437.68	\$579.28	\$601.36	\$688.54	\$473.89	\$517.00	\$703.52	\$574.41
	Quantity	40,592.0	28,387.0	12,638.0	9,078.0	3,450.0	3,188.0	87.0	10.0	620.0	315.0	1,455.0	99,820.0
Aug-20	CIF per Number	\$700.75	\$419.20	\$657.70	\$417.46	\$433.98	\$582.14	\$641.24	#DIV/0!	\$468.32	\$395.60	\$680.86	\$566.62
	Quantity	30,789.0	15,884.0	6,171.0	9,925.0	3,769.0	4,165.0	256.0	0.0	605.0	270.0	2,312.0	74,146.0
Sep-20	CIF per Number	\$680.87	\$460.01	\$635.94	\$456.82	\$440.25	\$503.66	\$697.17	#DIV/0!	\$501.42	\$383.26	\$655.80	\$554.25
	Quantity	38,066.0	27,934.0	6,393.0	9,589.0	8,558.0	3,432.0	413.0	0.0	711.0	130.0	3,244.0	98,470.0

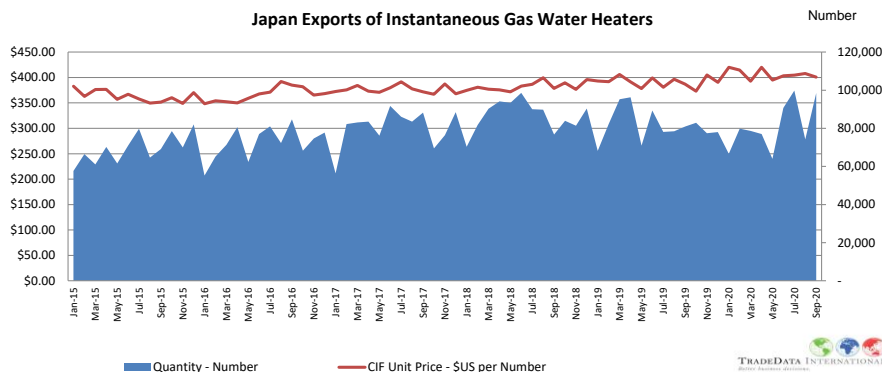
## Details

There is a worksheet in the excel file that lists Japan details by country and average prices each month. Note these are prices at FOB in Japan. These prices do not include transport and insurance costs. A small sample is below.

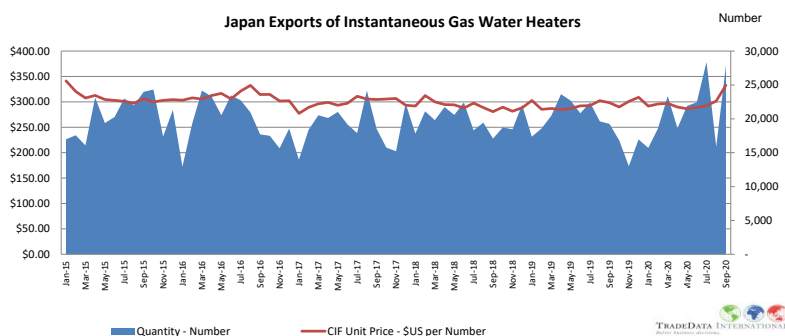
Date	Country	Quantity1 Unit	Port	Mode Transport	Data		\$US Unit Price CIF
					Sum of Quantity1	Sum of Value_USD	
Sep-20	U.S.A.	Number	NAGOYA	SEA	24,112	11,948,855	\$495.56
			SHIMIZU	SEA	7,662	3,661,418	\$477.87
			KOBE	SEA	6,292	3,132,858	\$497.91
		Number Total				38,066	18,743,131
	Australia	Number	NAGOYA	SEA	19,363	5,604,867	\$289.46

## Price and Quantity

The next chart shows monthly movement in export volumes - the blue shaded area of the chart - and in average prices on an FOB basis. Export volumes are increasing over time up to the second quarter of 2019, after which they have declined until mid-2020 when they increased again. Export volumes peaked at just under 100,000 units a month in the middle of 2018. Average prices have been between \$US 370 and \$US 400 a unit since 2017 but in January 2020 increased to above \$US400 a unit. These higher prices have been maintained in 2020.

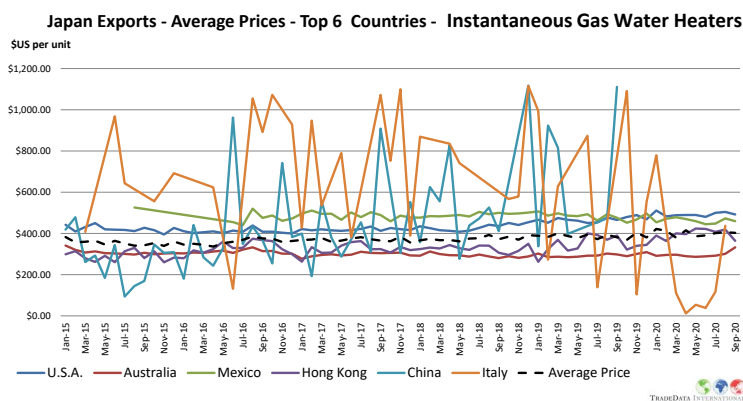


The excel file enables the user to select a supply country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists Price and Quantity where exports only to Australia are selected. Export volumes to Australia are stable on a trend basis around 20,000 units a month. However, export volumes declined substantially late in 2019 and then recovered in the second quarter of 2020. Average prices to Australia have declined slowly over time and are under \$US 300 since the middle of 2018. In September they increased strongly and will be interesting to see if these are maintained in coming months.



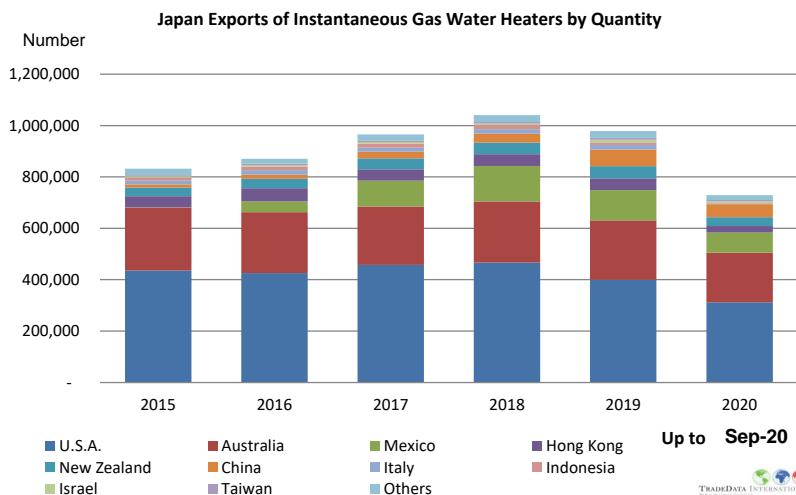
### Average Prices – Top Six Supply Countries over time

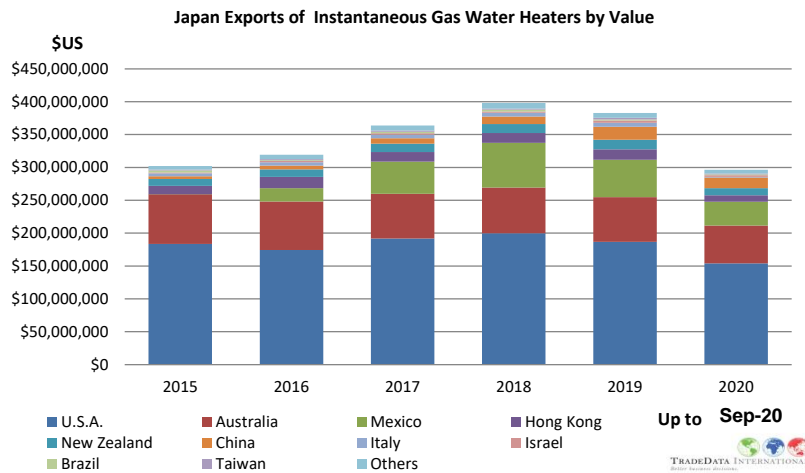
The following chart list average prices over time for the Top 6 destination countries. Exports to Mexico, Italy and the US are at higher prices than to the China, Hong Kong and Australia.



### Major Destination Countries

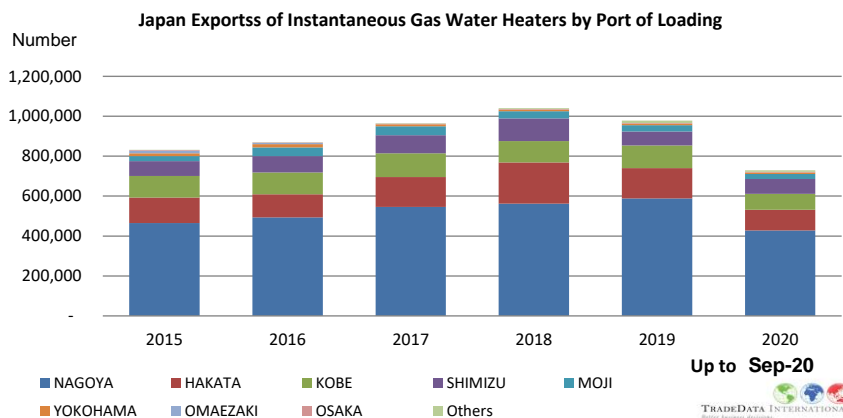
The following two charts list annually the top ten destination countries both in volume and value terms. These charts draw the major supply countries market shares over time. Exports to the USA and Australia dominate. Exports to Mexico have increased strongly in 2017 and 2018 and export to China increased strongly in 2019 from a low base.





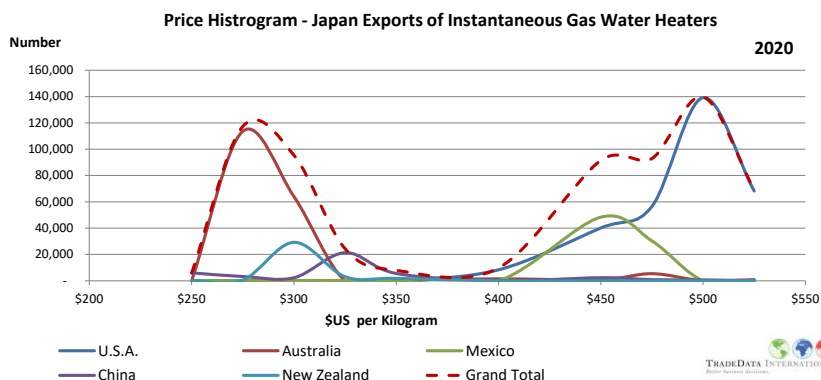
### Exports Volumes by Ports of Loading in Japan

The following chart lists the Ports of Loading in Japan where exports depart. The ports of Nagoya and to a lesser extent Hakata, Kobe and Shimizu dominate.



### Market Segments

The following chart lists a Price Histogram by Country. This shows that during the first nine months of 2020 the volumes exported at different price points and which major destination country purchased at these price points. The excel file enables the user to select different years and to the chart will redraw itself accordingly. The USA and Australia are the two largest markets and they purchase at different points – around \$US 275 for Australia and \$US 500 for the USA. Mexico purchase at \$US around 450 per unit.



## Two Typical Transactions

The following table list two typical data transactions as found in the Japan export data set.

<b>Code</b>	841911000	841911000
<b>TradeType</b>	Exports	Exports
<b>Year</b>	2017	2017
<b>Month</b>	09	09
<b>Deduced</b>		0
<b>Description</b>	Instantaneous gas water heaters	Instantaneous gas water heaters
<b>Reporting_Country</b>	Japan	Japan
<b>Reporting_Country_strd</b>	Japan	Japan
<b>Partner_Country</b>	Australia	Canada
<b>Partner_Country_strd</b>	Australia	Canada
<b>Value_Unit</b>	Yen	Yen
<b>Value</b>	149,479,000	20,213,000
<b>Value_AUD</b>	\$1,694,133	\$229,086
<b>Value_Euro</b>	1,128,116	152,547
<b>Value_USD</b>	\$1,350,876	\$182,669
<b>Quantity1 Unit</b>	Number	Number
<b>Quantity1</b>		4175
<b>Port</b>	HAKATA	SHIMIZU
<b>Date</b>	Sep-17	Sep-17
<b>Mode_of_Transport</b>	SEA	SEA

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