

## 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 Australia. 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 exports transaction to demonstrate the underlying export information that is available in TradeData’s standard Excel file.

### 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 per month as well as average prices 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 | Singapore | Vietnam | Malaysia | Philippines | South Korea | Canada  | Indonesia | Others   | Total     |
|--------|-------------------|---------|----------|-----------|-----------|---------|----------|-------------|-------------|---------|-----------|----------|-----------|
| Jan-23 | FOB per Kilograms | #DIV/0! | #DIV/0!  | \$1.39    | \$1.36    | #DIV/0! | #DIV/0!  | #DIV/0!     | #DIV/0!     | #DIV/0! | #DIV/0!   | \$1.52   | \$1.52    |
|        | Quantity          | 0.0     | 0.0      | 9,720.0   | 15,086.0  | 0.0     | 0.0      | 0.0         | 0.0         | 0.0     | 0.0       | 3,534.0  | 28,340.0  |
| Feb-23 | FOB per Kilograms | #DIV/0! | #DIV/0!  | #DIV/0!   | \$0.62    | #DIV/0! | #DIV/0!  | #DIV/0!     | #DIV/0!     | #DIV/0! | \$1.27    | \$1.32   | \$1.32    |
|        | Quantity          | 0.0     | 0.0      | 0.0       | 3,600.0   | 0.0     | 0.0      | 0.0         | 0.0         | 0.0     | 22,680.0  | 13,752.0 | 40,032.0  |
| Mar-23 | FOB per Kilograms | #DIV/0! | \$1.05   | #DIV/0!   | \$5.78    | #DIV/0! | #DIV/0!  | #DIV/0!     | #DIV/0!     | #DIV/0! | \$1.79    | \$2.13   | \$2.13    |
|        | Quantity          | 0.0     | 44,280.0 | 0.0       | 21,072.0  | 0.0     | 0.0      | 0.0         | 0.0         | 0.0     | 45,360.0  | 27,596.0 | 138,308.0 |

### Details

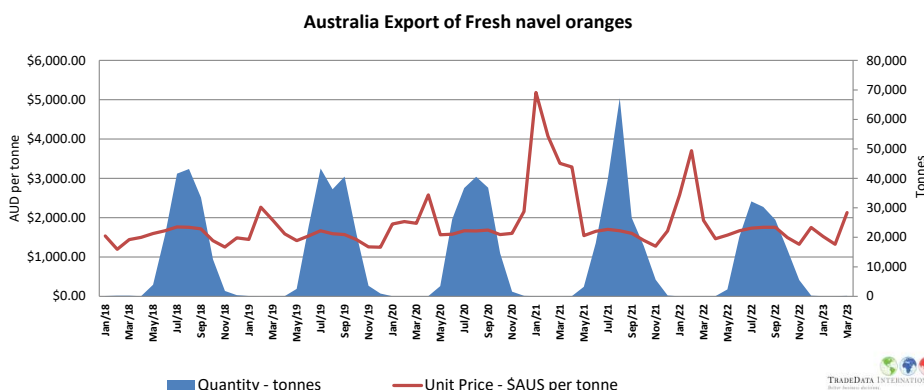
There is a worksheet in the excel file that lists Port to Port details by country and average prices each month. A small sample is below.

|                        |                     |
|------------------------|---------------------|
| Code                   | 08051011            |
| TradeType              | Export              |
| Year                   | 2023                |
| Description            | Fresh navel oranges |
| Reporting_Country_strd | Australia           |
| Quantity1 Unit         | Kilograms           |

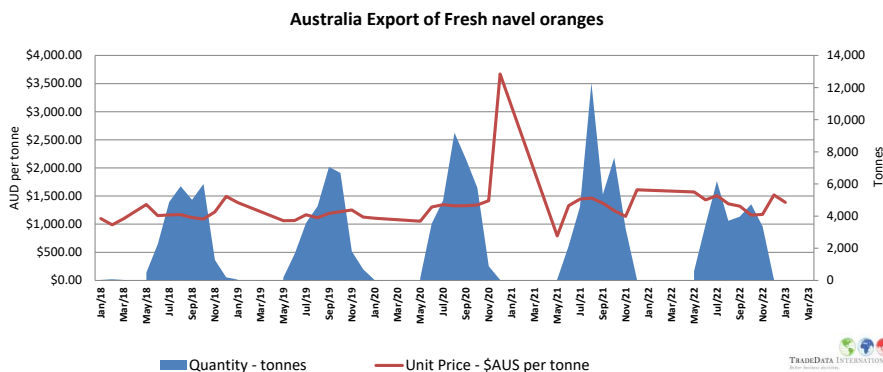
| Date   | Partner_Country_strd | Port_OS               | Port      | State_Load | State_Origin | Mode_of_Transp | Sum of Quantity1 | Sum of Value_FOB | FOB Unit Price |
|--------|----------------------|-----------------------|-----------|------------|--------------|----------------|------------------|------------------|----------------|
| Mar-23 | Indonesia            | JAKARTA/TANJUNG PRIOK | Melbourne | Victoria   | Victoria     | SEA            | 45,360           | 81,113           | \$1.79         |
|        | Japan                | YOKOHAMA              | Melbourne | Victoria   | Victoria     | SEA            | 22,680           | 21,420           | \$0.94         |
|        |                      | OSAKA                 | Brisbane  | Queensland | Queensland   | SEA            | 21,600           | 25,000           | \$1.16         |
|        | Singapore            | ALL PORTS-SINGAPORE   | Melbourne | Victoria   | Victoria     | AIR            | 1,680            | 13,610           | \$8.10         |

### Price and Quantity

The next chart shows monthly movement in exports 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 end/start of the year. Export volumes declined somewhat in 2022.



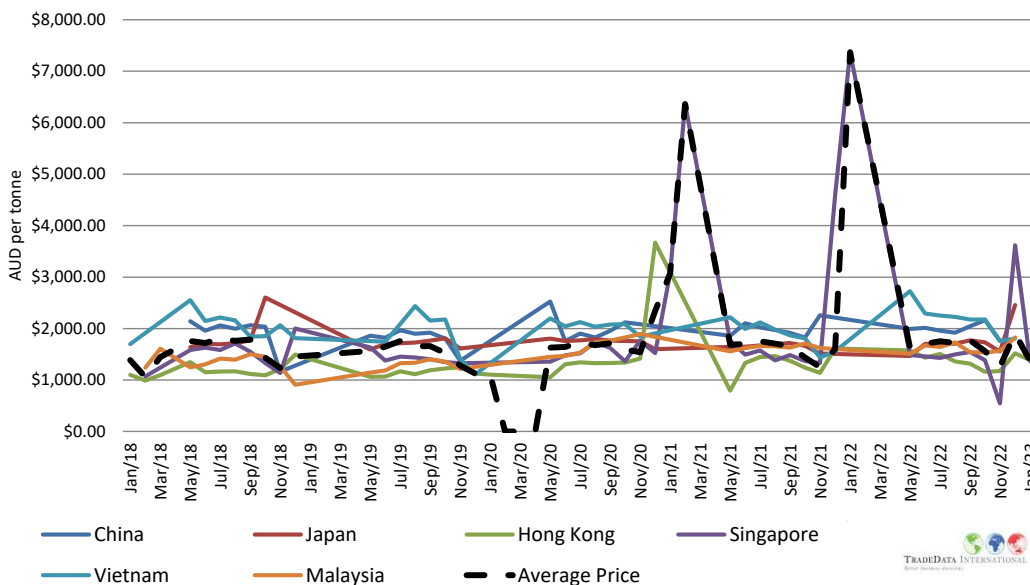
The excel file enables the user to select a particular destination country and then redraws this Price&Quantity chart only including exports to the selected country. The chart below lists Price and Quantity where export only to Hong Kong is selected. These exports are at a fairly steady price just above \$AUD 1,000 per tonne and increased strongly in 2021.



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

The following chart list average prices over time for the Top 6 destination countries for Australian exports. Exports to China and the USA are at well above average prices between \$AUD 1,500 and \$AUD 2,000 per tonne. Exports to Hong Kong are at below average prices.

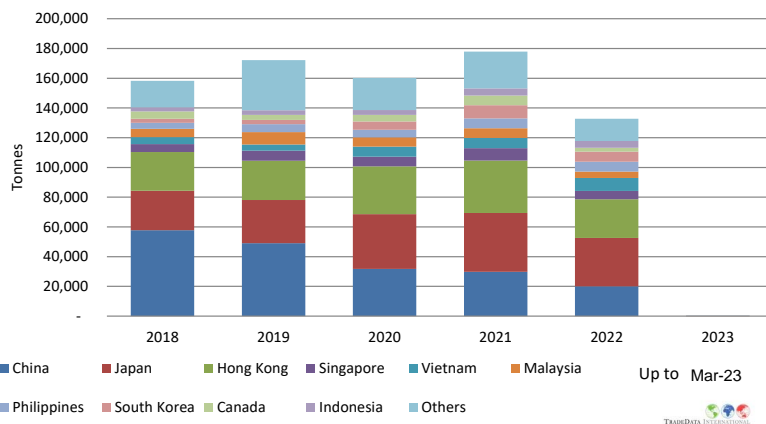
Average Prices - Top 6 Origin Countries - Fresh navel oranges



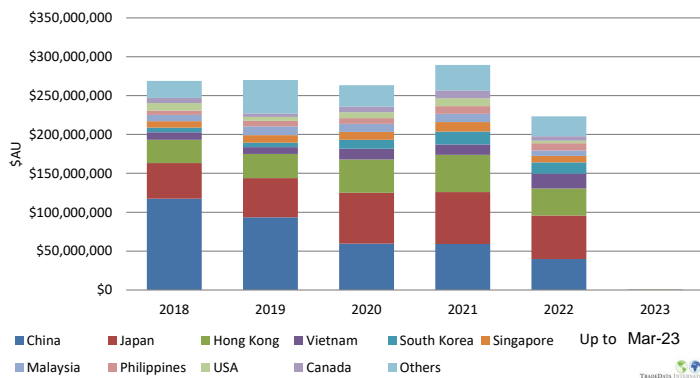
### Major Supply Countries

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. There was strong growth in exports to Japan and Hong Kong in 2021. Exports to China have declined markedly over the last three years.

Australia Exports of Fresh navel oranges by Quantity



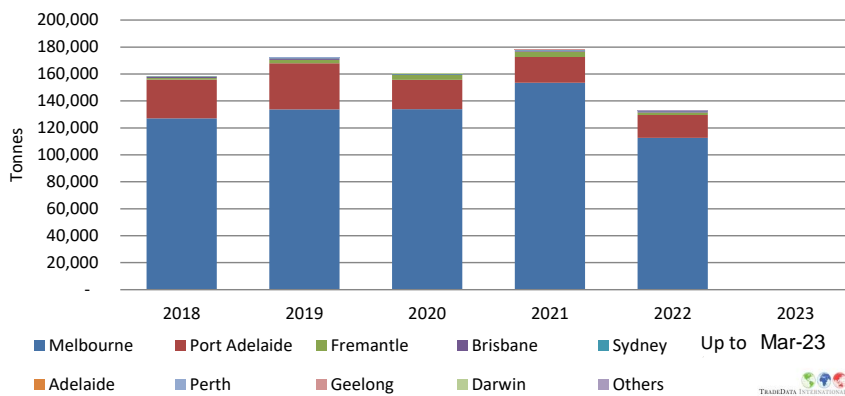
Australia Export Fresh navel oranges by Value



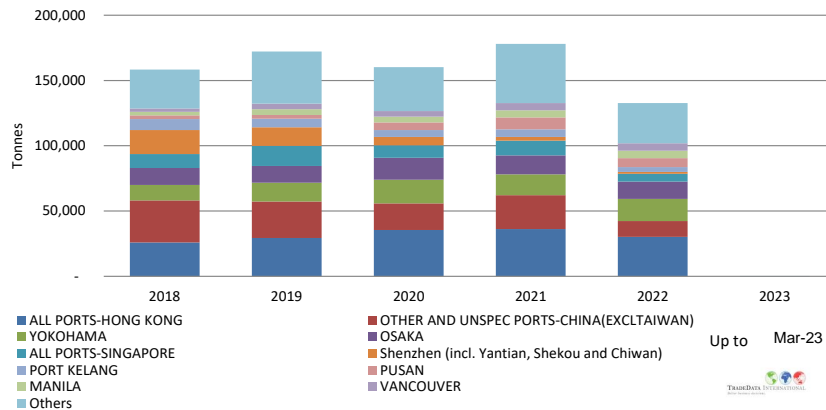
### Exports Volumes by Ports of Loading and Discharge

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

Australia Exports of Fresh navel oranges by Port of Loading



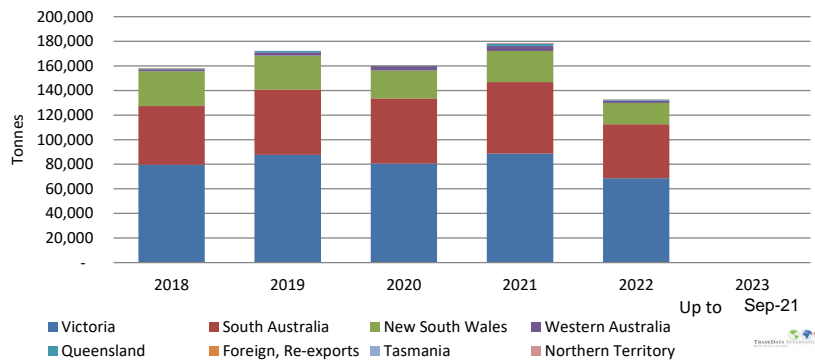
**Australia Exports of Fresh navel oranges by Port Discharge**



### State of Origin

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

**Australia Exports of Fresh navel oranges by State of Origin**

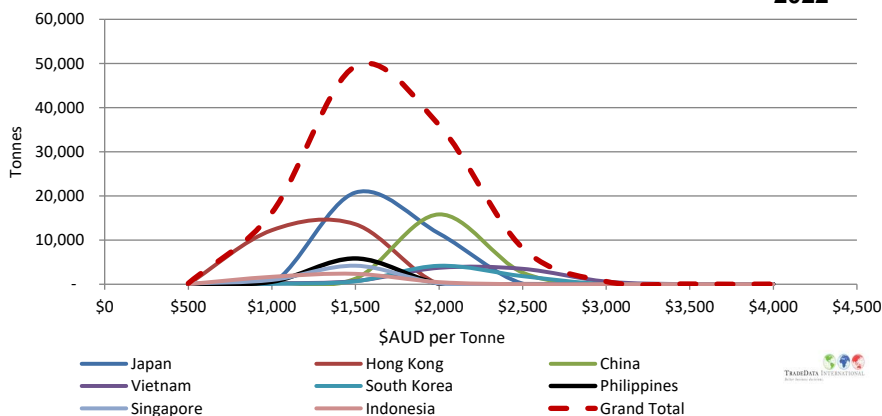


### Market Segments

The following chart lists a Price Histogram by Country. This shows for 2022 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. This shows the major export markets in 2022 mostly purchase at prices around AUS 1,500 per tonne with the exceptions of China and South Korea that purchase at prices around \$2,000 per tonne.

**Price Histogram - Australia Exports of Fresh navel oranges**

**2022**



## Two Typical Transactions

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

|                        |                     |                     |          |
|------------------------|---------------------|---------------------|----------|
| YEAR                   | 2022                | 2022                |          |
| MONTH                  | 12                  | 12                  |          |
| Commodity              | 08051011            | 08051011            |          |
| Description            | Fresh navel oranges | Fresh navel oranges |          |
| Country                | Tonga               | Vietnam             |          |
| Os_port                | ALL PORTS-TONGA     | HO CHI MINH CITY    |          |
| Aus_port_in_state_load | Sydney              | Melbourne           |          |
| State_origin           | New South Wales     | Victoria            |          |
| State_load             | New South Wales     | New South Wales     |          |
| Mode_of_transport      | SEA                 | SEA                 |          |
| Unit_of_qty            | KG                  | KG                  |          |
| Value_AUS              |                     | \$40,950            | \$73,344 |
| Quantity               |                     | 22,680              | 42,420   |
| Gross Weight           |                     | 23,730              | 45,010   |

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.

### Disclaimer

This paper has been supplied by TradeData International Pty Ltd ('TradeData'). TradeData makes no representation to any other person with regard to the completeness or accuracy of the data or information contained herein, and it accepts no responsibility and disclaims all liability (save for liability which cannot be lawfully disclaimed) for loss or damage whatsoever suffered or incurred by any other person resulting from the use of, or reliance upon, the data or information contained herein.

Copyright in this publication is owned by TradeData International Pty Ltd. The publication is provided on the basis that the user agrees not to copy the material contained within it for other than their own purposes. In the event that the user uses or quotes from the material in this publication - in papers, reports, or opinions prepared for any other person - it is agreed that it will be sourced to TradeData International Pty Ltd.