

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.

Top 10 Countries for Japan Exports

	U.S.A.	Australia	Mexico	Hong Kong	New Zealand	China	Italy	Indonesia	Brazil	Israel	Others	Total	
Dec-22	CIF per Number	\$804.20	\$389.10	\$740.13	\$394.82	\$396.58	\$452.63	\$391.12	\$113.79	\$591.27	\$465.52	\$792.85	\$561.81
	Quantity	35,519.0	32,036.0	5,017.0	6,696.0	7,960.0	3,251.0	2,950.0	924.0	264.0	1,377.0	1,137.0	97,131.0
Jan-23	CIF per Number	\$754.84	\$405.41	\$675.44	\$412.30	\$410.33	\$443.34	#DIV/0!	#DIV/0!	\$681.46	\$480.69	\$734.31	\$585.46
	Quantity	23,004.0	16,042.0	10,510.0	5,693.0	2,205.0	2,677.0	0.0	0.0	290.0	290.0	1,836.0	62,547.0
Feb-23	CIF per Number	\$744.23	\$400.81	\$623.83	\$326.22	\$411.10	\$426.75	\$448.04	\$353.47	#DIV/0!	\$442.25	\$726.82	\$541.05
	Quantity	21,862.0	21,300.0	20,792.0	9,621.0	2,550.0	3,594.0	1,190.0	53.0	0.0	1,434.0	1,483.0	83,879.0

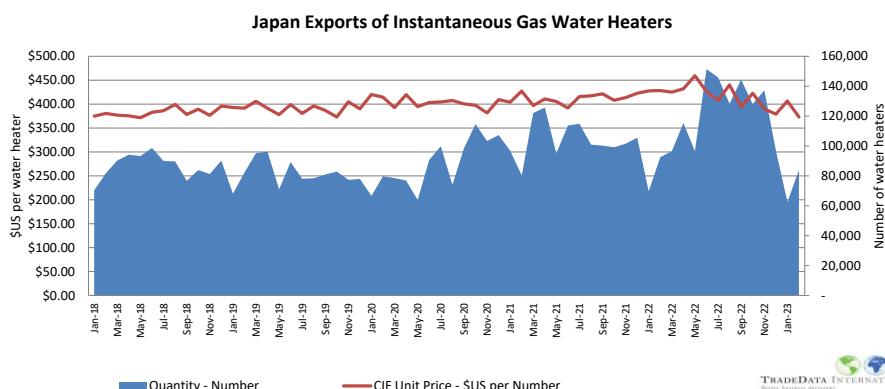
Details

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

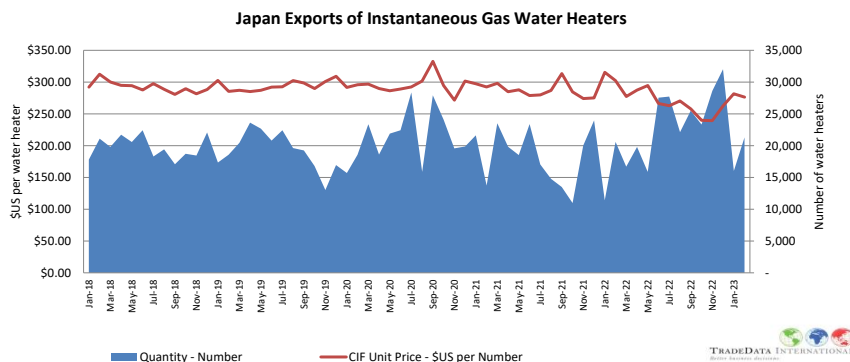
Date	Country	Quantity1 Unit	Port	Mode Transport	Data Sum of Quantity1	\$US Unit Price CIF
Dec-22	U.S.A.	Number	NAGOYA	SEA	21,004	\$572.31
			KOBE	SEA	9,104	\$492.29
			SHIMIZU	SEA	3,058	\$608.42
			YOKOHAMA	SEA	2,331	\$387.33
			KANSAI AIRPORT	AIR	22	\$694.73
	Number Total				35,519	\$542.85
	Australia	Number	NAGOYA	SEA	25,570	\$247.33
			MOJI	SEA	4,384	\$254.40
			HAKATA	SEA	1,065	\$469.52
			KOBE	SEA	669	\$573.94
YOKOHAMA			SEA	348	\$260.73	
Number Total				32,036	\$262.65	

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 increased sharply towards the end of 2020, again in March and April 2021 and more so in the middle of 2022 when volumes were around 140,000 per month. Export volumes have fallen in recent months. Average prices have been between \$US 370 and \$US 400 a unit since 2017 but in January 2020 increased to above \$US400 a unit and peaked at \$US 450 in the middle of 2022. Average prices have since fallen.

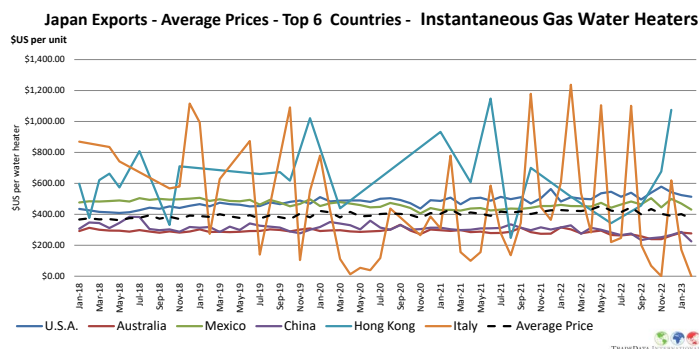


The excel file enables the user to select a supply country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists Price and Quantity where exports only to Australia are selected. Export volumes to Australia are stable on a trend basis around 20,000 units a month. However, export volumes declined substantially late in 2021 and then recovered in the second and third quarter of 2022 only to decline again in early 2023. Average prices to Australia have declined slowly over time and are under \$US 300 since the middle of 2018. Averages have fallen again to around \$US 260 per unit by September 2022 and have increased somewhat recently.



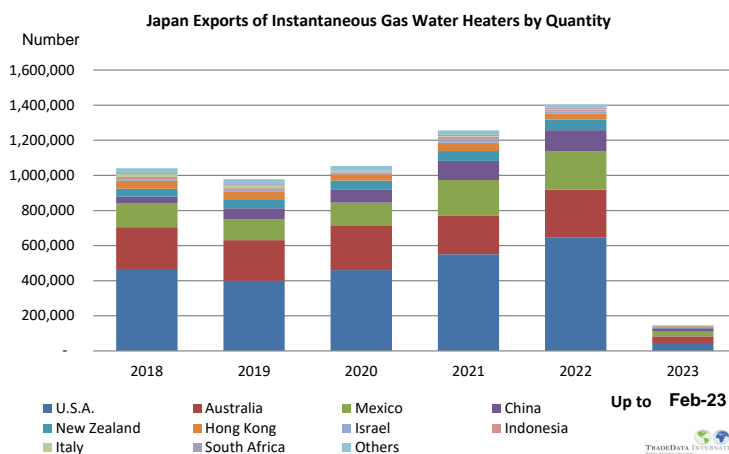
Average Prices – Top Six Supply Countries over time

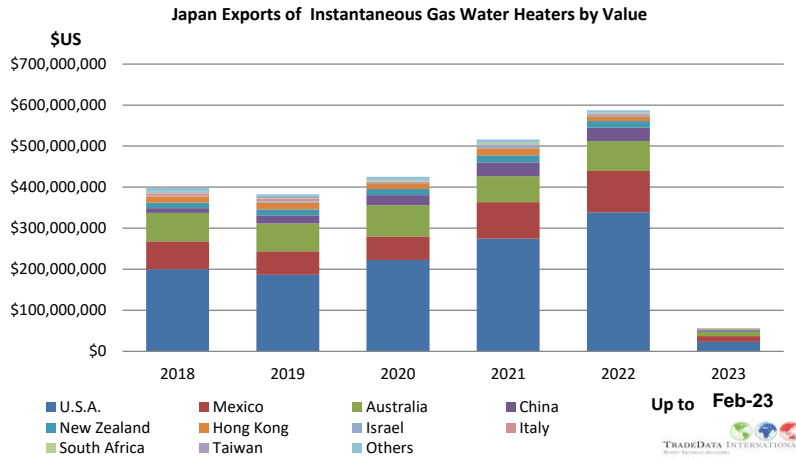
The following chart list average prices over time for the Top 6 destination countries. Exports to Mexico, Italy and the US are at higher prices than to China, Hong Kong, and Australia.



Major Destination Countries

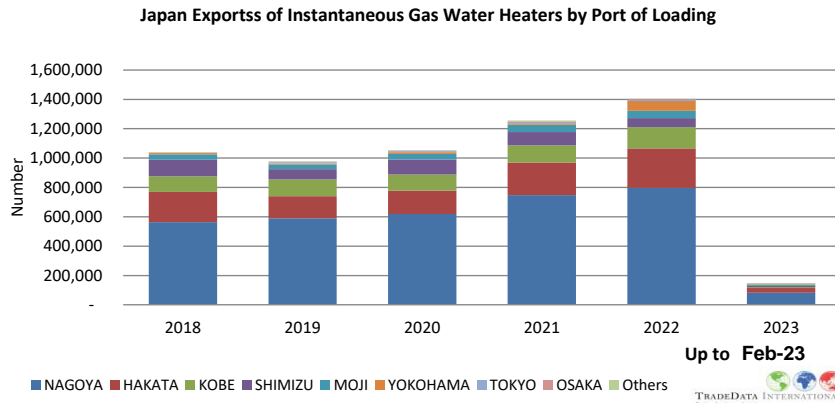
The following two charts list annually the top ten destination countries both in volume and value terms. These charts draw the major supply countries market shares over time. Exports to the USA, Australia and Mexico dominate. Exports to these countries plus China increased strongly in 2021 and 2022.





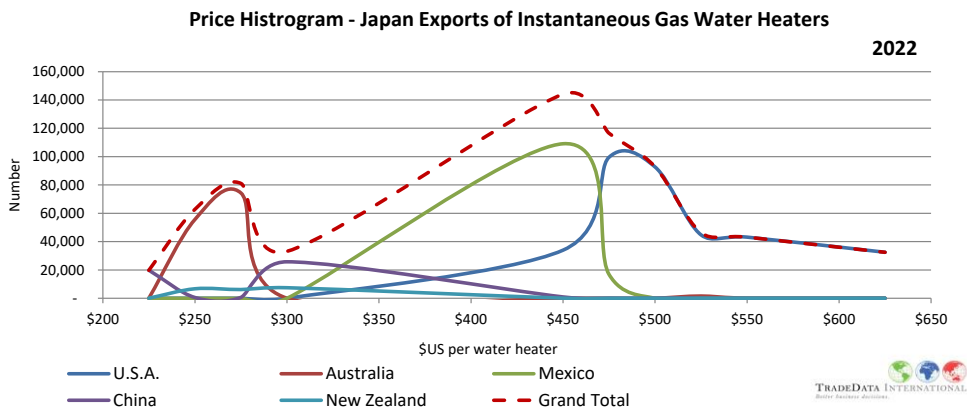
Exports Volumes by Ports of Loading in Japan

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 2022 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 two largest markets, and they purchase at different points – around \$US 275 for Australia and \$US 475 and above for the USA. Mexico purchases at around 450 per unit.



Two Typical Transactions

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

Code	841911000	841911000
TradeType	Exports	Exports
Year	2023	2023
Month	02	02
Deduced		0
Description	Instantaneous Gas Water Heaters	Instantaneous Gas Water Heaters
Reporting_Country	Japan	Japan
Reporting_Country_str	Japan	Japan
Partner_Country	United Kingdom	United States of America
Partner_Country_strd	U.K.	U.S.A.
Value Unit	Yen	Yen
Value	9,528,000	120,479,000
Value_AUD	\$103,899	\$1,313,773
Value_Euro	66,895	845,875
Value_USD	\$71,652	\$906,026
Quantity1 Unit	Number	Number
Quantity1		152
Port	NAGOYA	KOBE
Date		Feb-23
Mode_of_Transport	SEA	SEA

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