

# 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-23	CIF per Number	\$694.25	\$378.11	\$662.88	\$367.86	\$391.34	\$586.67	\$481.71	\$109.12	\$704.46	\$418.79	\$669.88	\$512.33
	Quantity	15,726.0	17,311.0	11,727.0	9,667.0	1,523.0	3,600.0	633.0	2,050.0	329.0	1,440.0	1,974.0	65,980.0
Aug-23	CIF per Number	\$680.73	\$382.47	\$697.99	\$398.33	\$403.45	\$637.27	\$550.69	#DIV/0!	\$744.21	\$429.79	\$644.82	\$510.02
	Quantity	10,186.0	18,355.0	10,038.0	11,981.0	1,072.0	3,627.0	35.0	0.0	385.0	2,283.0	1,216.0	59,178.0
Sep-23	CIF per Number	\$747.67	\$379.33	\$718.95	\$377.28	\$388.16	\$558.58	\$415.37	#DIV/0!	#DIV/0!	\$423.91	\$691.77	\$539.58
	Quantity	15,479.0	14,270.0	11,109.0	11,790.0	2,242.0	3,039.0	726.0	0.0	0.0	1,145.0	2,342.0	62,142.0

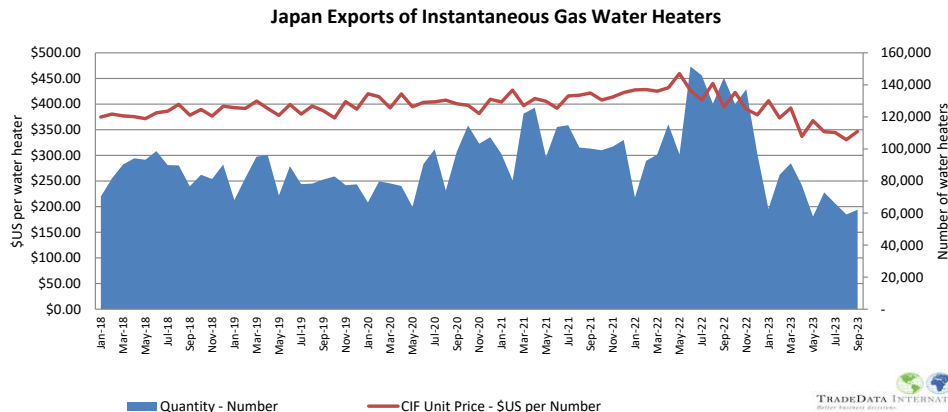
### Details

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.

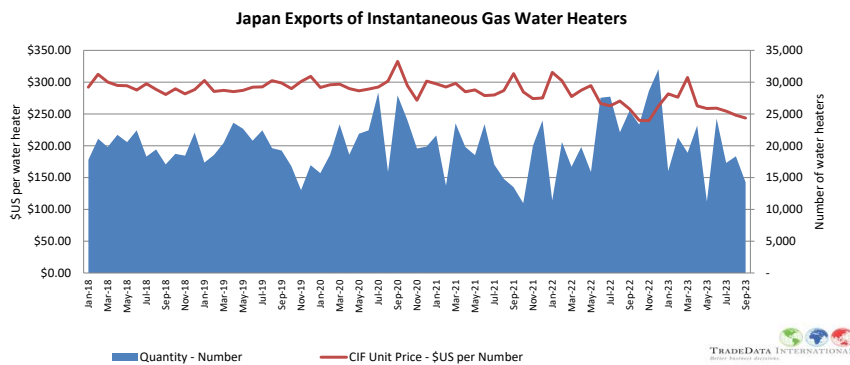
Date	Country	Quantity1 Unit	Port	Mode Transport	Data	\$US	
					Sum of Quantity1	Unit Price CIF	
					Sum of Value_USD		
Sep-23	U.S.A.	Number	NAGOYA	SEA	10,425	5,239,727	\$502.61
			KOBE	SEA	3,054	1,478,492	\$484.12
			SHIMIZU	SEA	1,973	699,958	\$354.77
			KANSAI AIRPORT	AIR	20	11,512	\$575.58
			CHUBU AIRPORT	AIR	7	4,909	\$701.34
			Number Total				15,479
	Australia	Number	NAGOYA	SEA	12,322	2,978,415	\$241.72
		MOJI	SEA	1,600	413,929	\$258.71	
		YOKOHAMA	SEA	348	84,942	\$244.09	
Number Total				14,270	3,477,286	\$243.68	

### 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 in the middle of 2022 up to around 140,000 per month. Thus far in 2023, export volumes have fallen by more than 50% down to 60,000 by September. Average prices in January 2020 increased to above \$US400 a unit and peaked at \$US 450 in the middle of 2022. Average prices have since fallen by one third down to just below \$US350 per heater in September 2023..

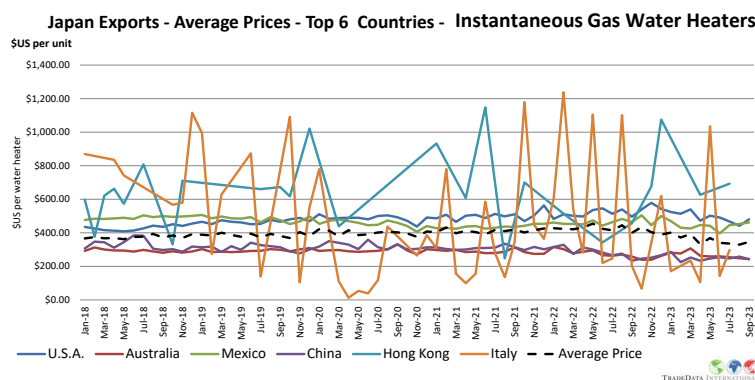


The excel file enables the user to select a supply country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists Price and Quantity where exports only to Australia are selected. Export volumes to Australia are stable on a trend basis around 20,000 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 thus far in 2023. Average prices to Australia have declined slowly over the last few years are under \$US 250 per heater by September 2023.



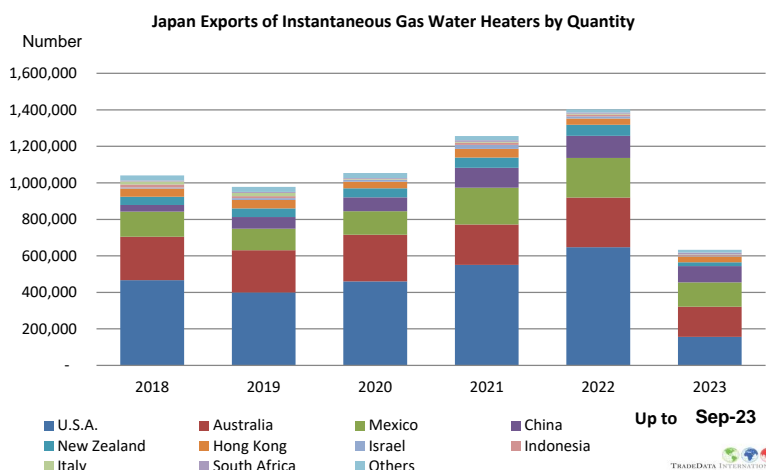
### Average Prices – Top Six Supply Countries over time

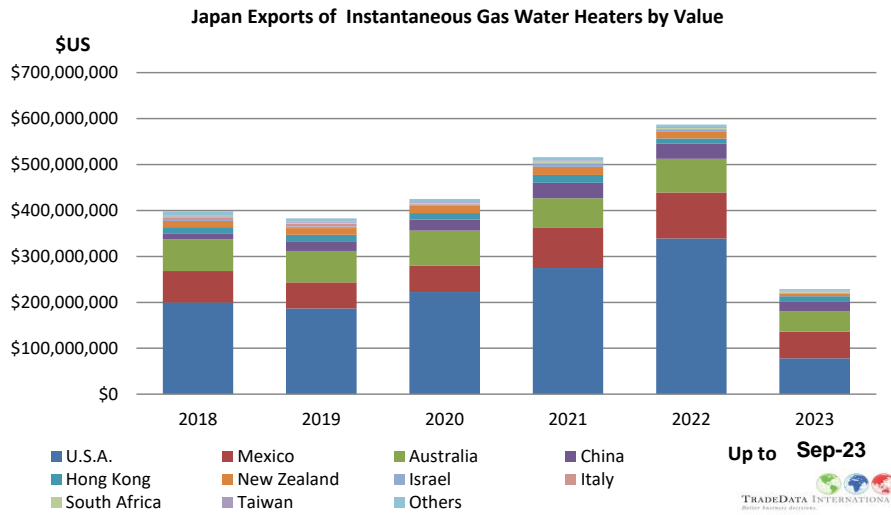
The following chart list average prices over time for the Top 6 destination countries. Exports to Mexico, Italy and the USA are at higher prices than to China, Hong Kong, and Australia.



### Major Destination Countries

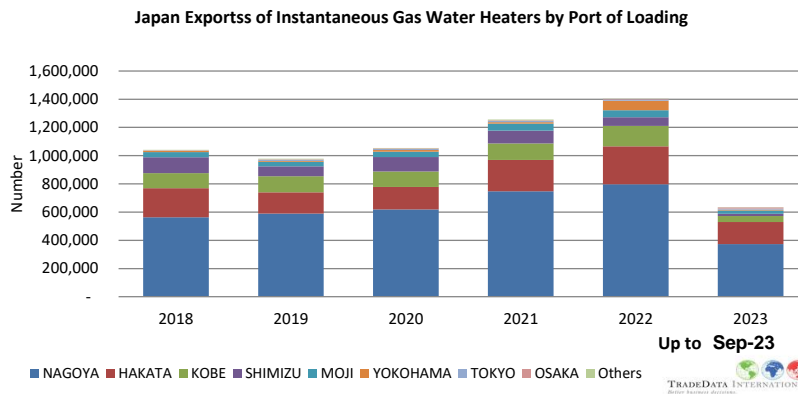
The following two charts list annually the top ten destination countries both in volume and value terms. These charts draw the major supply countries market shares over time. Exports to the USA, Australia and Mexico dominate. Exports increased strongly in 2021 and 2022. Exports to the USA have declined sharply thus far in 2023.





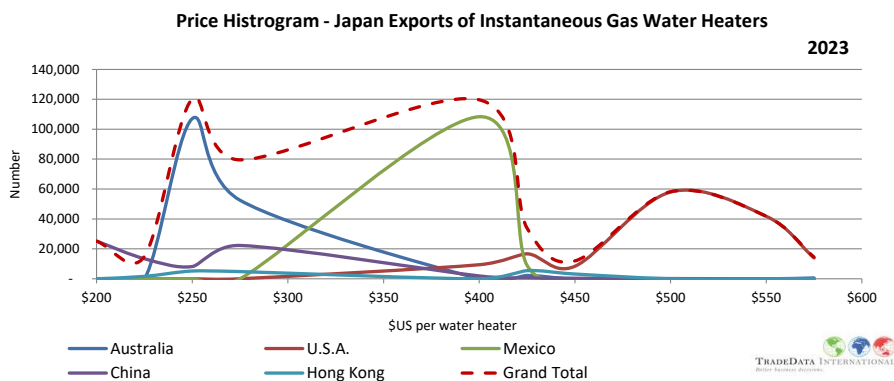
### Exports Volumes by Ports of Loading in Japan

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 2023 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 three major destinations purchase at different price points - around \$US 250 for Australia, \$US 500 and above for the USA, and Mexico at around \$US 400 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>	2023	2023	
<b>Month</b>	02	02	
<b>Deduced</b>		0	0
<b>Description</b>	Instantaneous Gas Water Heaters	Instantaneous Gas Water Heaters	
<b>Reporting_Country</b>	Japan	Japan	
<b>Reporting_Country_str</b>	Japan	Japan	
<b>Partner_Country</b>	United Kingdom	United States of America	
<b>Partner_Country_strd</b>	U.K.	U.S.A.	
<b>Value Unit</b>	Yen	Yen	
<b>Value</b>	9,528,000	120,479,000	
<b>Value_AUD</b>	\$103,899	\$1,313,773	
<b>Value_Euro</b>	66,895	845,875	
<b>Value_USD</b>	\$71,652	\$906,026	
<b>Quantity1 Unit</b>	Number	Number	
<b>Quantity1</b>		152	2234
<b>Port</b>	NAGOYA	KOBE	
<b>Date</b>		Feb-23	Feb-23
<b>Mode_of_Transport</b>	SEA	SEA	

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