

# South Africa's trade with other BRICS member states:

## Performance and opportunities

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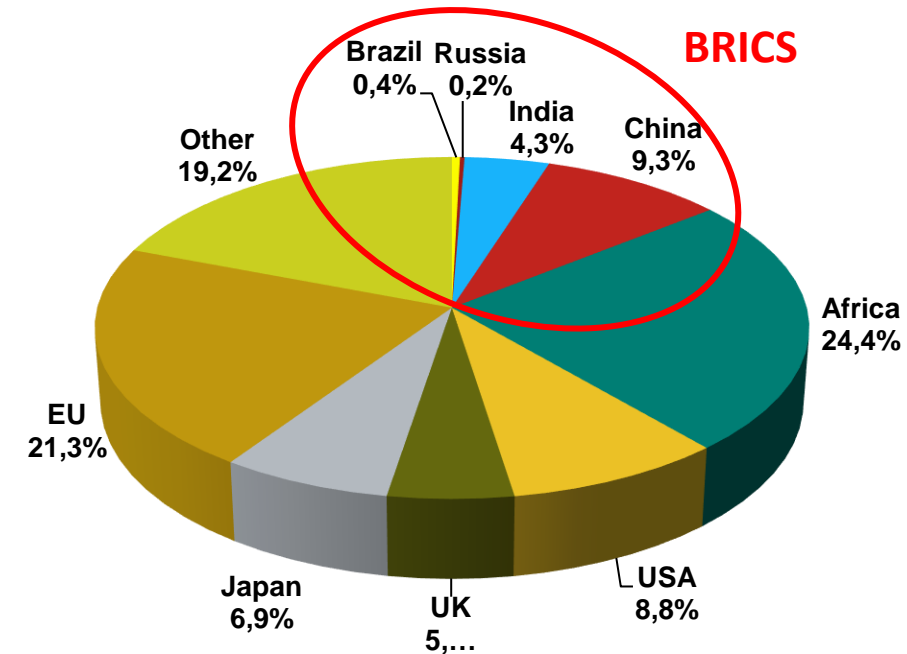
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# Introduction

- The BRICS (Brazil-Russia-India-China-South Africa) is an influential body in the contemporary world from an economic perspective.
- As a member of the BRICS, South Africa (SA) forms part of a bloc that represents an estimated 3.2 billion people (41% of the world's population) and covering 25% of the earth's surface.
- BRICS member states had a combined gross domestic product of USD28.2 trillion (market exchange rates) in 2022, ca. 27% of World GDP.
- The BRICS' combined GDP is forecast to reach 40% of the world total in purchasing power parity terms by 2040.
- In 2021, the BRICS economies collectively accounted for 19% of the world's overall merchandise trade, providing a massive import market worth over USD3.9 trillion.
- In 2022, about 21.2% of SA's total trade (exports + imports) with the world at large took place with other BRICS countries, 67.4% of which with China, 26.8% with India, 4.1% with Brazil and 1.6% with Russia.

## Global markets for South Africa's merchandise exports in 2022



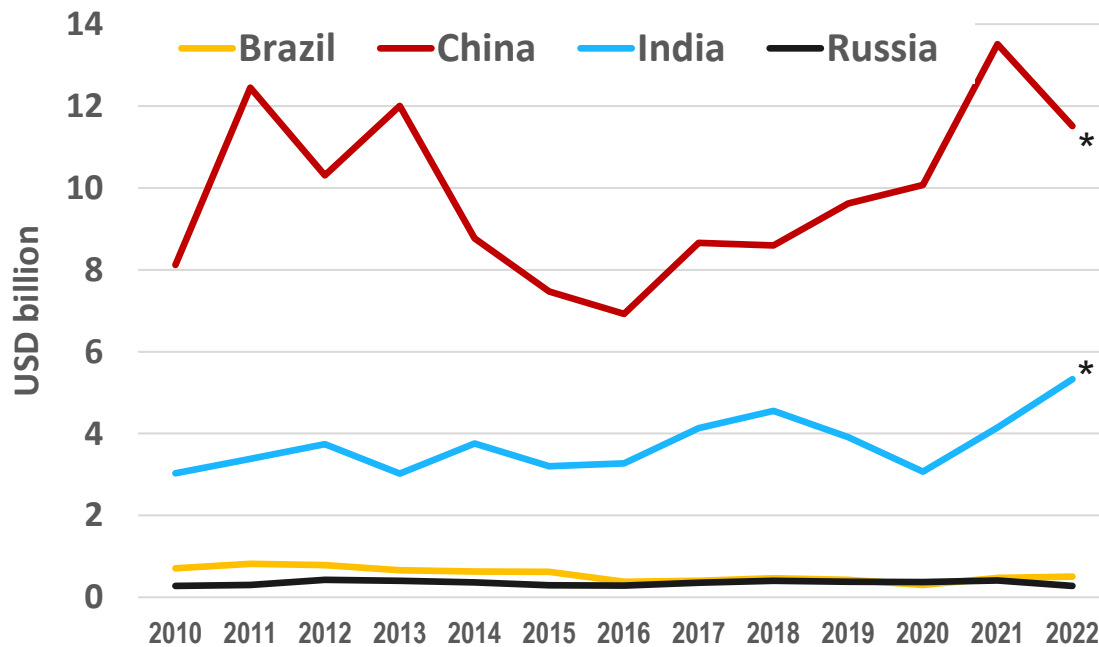
Source: IDC, compiled using South African Revenue Service (SARS) data



# South Africa's merchandise trade with the BRICS collectively

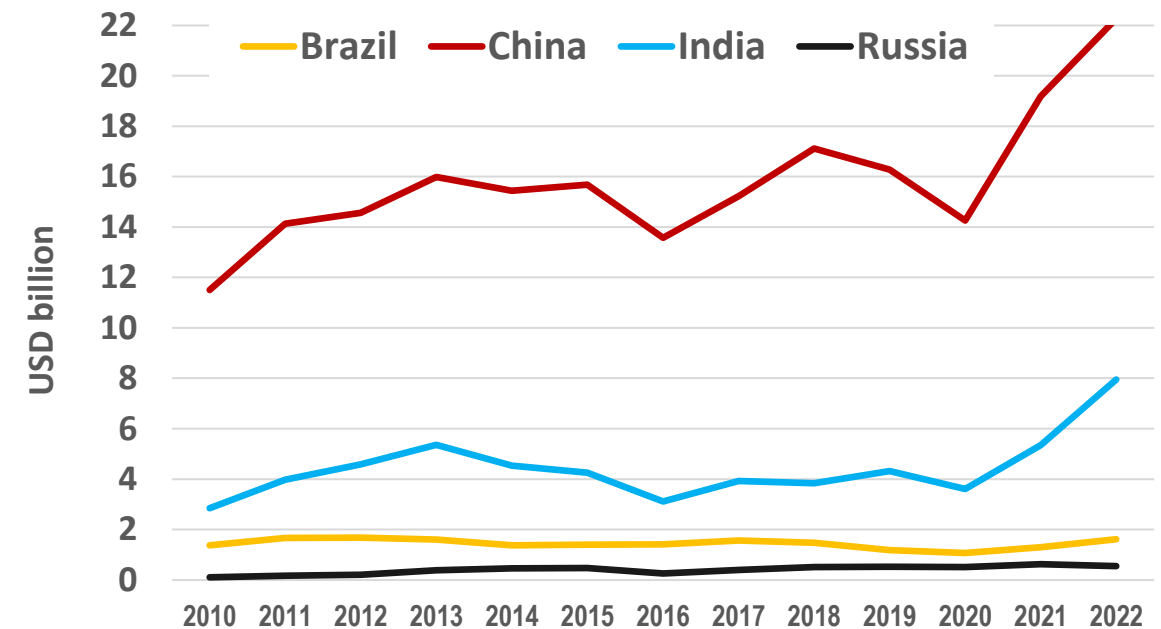
- SA exports to other BRICS countries have recorded strong growth since 2016 (7.1% p.a., on average) reaching USD17.6 billion in 2022. The principal contributor to such growth was exports to China over this period.
- SA imports from other BRICS member states expanded by 7.2% p.a., on average, over the period 2010 - 2022, to reach USD32.4 billion by the latter year.
- Trade between South Africa and Russia as well as Brazil is relatively low.

### South Africa's exports to the BRICS



Source: IDC, compiled using SARS data

### South Africa's imports from the BRICS



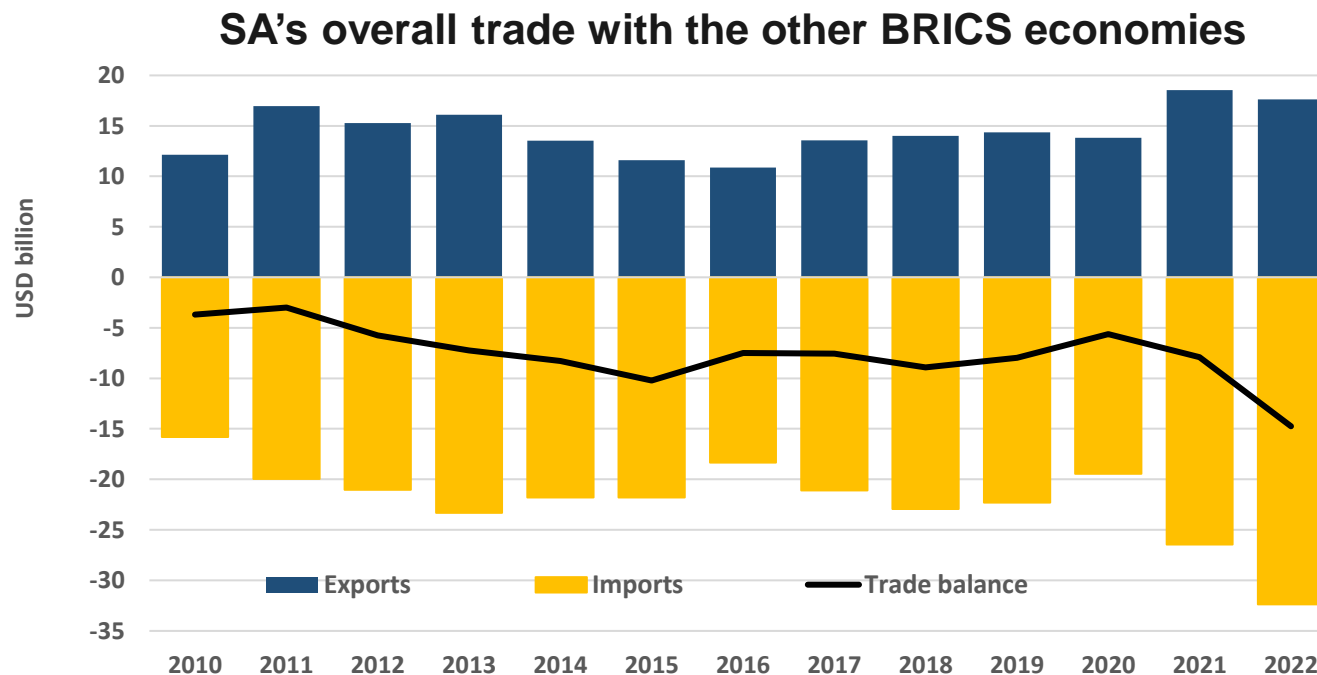
Source: IDC, compiled using SARS data

\* There appears to have been a degree of under-reporting of certain SA exports, particularly in 2022, due to their channelling via the port of Maputo (Mozambique).



# South Africa's merchandise trade with the BRICS collectively

- SA recorded deficits in its collective **balance of trade** with other BRICS economies since the group's establishment.
- The deficit amounted to USD14.8 billion in 2022 - four times greater than the USD3.7 billion deficit reported in 2010.
- This highlights the importance of enhancing export sales to other BRICS countries, for the balance of trade is skewed in their favour, especially where China is concerned.



Source: IDC, compiled using SARS data

# South Africa's merchandise exports to the BRICS collectively

- The composition of SA's export basket to the BRICS collectively has not changed much over time (since 2009).
- SA's total exports to other BRICS economies in 2022 were still dominated by mineral products, particularly:
  - Coal (19.1% of the total)\*
  - Iron ore (18.9%)\*
  - Manganese (12.2%)
  - Ferro-alloys (7.6%)
  - Chromium ores (6.7%)\*
- Significant agricultural exports but extremely limited manufactured exports.
- However, the relative performance of some individual export categories underwent noteworthy changes, such as the tripling of citrus exports in value terms since 2009; the entry of apples and pears as well as auto-catalysts into the export basket.

\* Iron ore and coal exports, and possibly others, appear to have been under-reported due to their channelling via the port of Maputo (Mozambique).

HST4 description	2022 USD billion	Share of total	Cumulative share of total
Coal	3.4	19.1%	19.1%
Iron ores and concentrates	3.3	18.9%	38.1%
Manganese ores and concentrates	2.1	12.2%	50.3%
Ferro-alloys	1.3	7.6%	57.9%
Chromium ores and concentrates	1.2	6.7%	64.6%
Chemical wood pulp	0.9	5.2%	69.8%
Zinc ores and concentrates	0.5	2.9%	72.7%
Platinum, unwrought or in semi-manufactured forms	0.4	2.5%	75.1%
Niobium, tantalum, vanadium or zirconium ores	0.4	2.1%	77.2%
Refined copper and copper alloys, unwrought	0.3	1.9%	79.1%
Unrefined copper	0.3	1.8%	80.8%
Citrus fruit, fresh or dried	0.3	1.6%	82.4%
Unwrought nickel	0.2	1.2%	83.7%
Copper ores and concentrates	0.2	1.0%	84.7%
Wool, not carded or combed	0.2	0.9%	85.6%
Ferrous waste and scrap, scrap ingots of iron or steel	0.1	0.8%	86.4%
Nuts, fresh or dried	0.1	0.7%	87.1%
Apples, pears and quinces, fresh	0.1	0.6%	87.7%
Feldspar, fluorspar	0.1	0.5%	88.2%
Lead ores and concentrates	0.1	0.5%	88.7%
Others	2.0	11.3%	100.0%
<b>Total exports</b>	<b>17.6</b>	<b>100.0%</b>	

Source: IDC, compiled using SARS data

# SA's merchandise imports from the BRICS collectively

- SA's import basket from other BRICS countries collectively is quite diverse and consists largely of manufactured goods.
- The largest import categories in 2022 were:
  - Petroleum oils (10.7% of the total)
  - Motor cars for the transport of persons (5.3%)
  - Electric accumulators (2.3%)
- The composition of the import basket has changed significantly over time (since 2009). Among the noteworthy alterations were increased imports of:
  - Passenger vehicles as well as vehicle parts and accessories.
  - Flat-rolled non-alloy steel products.
  - Poultry meat and edible offal.

On the other hand, imports of medicaments rubber- or plastic-based footwear decreased substantially.

HST description	2022 USD billion	Share of total	Cumulative share of total
Petroleum oils (non-crude)	3.5	10.7%	10.7%
Motor vehicles (for transport of persons)	1.7	5.3%	16.1%
Electric accumulators	0.7	2.3%	18.4%
Original equipment components	0.6	1.9%	20.3%
Telephone sets, incl. cellular telephones	0.5	1.6%	21.9%
Electrical transformers, converters and inductors	0.5	1.6%	23.5%
Self-propelled bulldozers angledozers, graders, levellers	0.5	1.6%	25.1%
Motor vehicle parts & accessories	0.4	1.3%	26.3%
Motor vehicles (for goods transport)	0.4	1.2%	27.5%
Insecticides, rodenticides fungicides, herbicides	0.3	0.9%	28.4%
Data processing machines	0.3	0.9%	29.2%
New pneumatic tyres (rubber)	0.3	0.8%	30.1%
Flat-rolled prods of iron or steel	0.3	0.8%	30.9%
Electric heating equipment	0.2	0.7%	31.6%
Printing machinery	0.2	0.7%	32.3%
Meat & edible offal (poultry)	0.2	0.6%	32.9%
Footwear with outer soles	0.2	0.6%	33.6%
Mineral or chemical fertilisers	0.2	0.6%	34.2%
Woven synthetic fabrics	0.2	0.6%	34.7%
Unwrought zinc	0.2	0.5%	35.3%
Others	21.0	64.7%	100.0%
<b>Total exports</b>	<b>32.4</b>	<b>100.0%</b>	

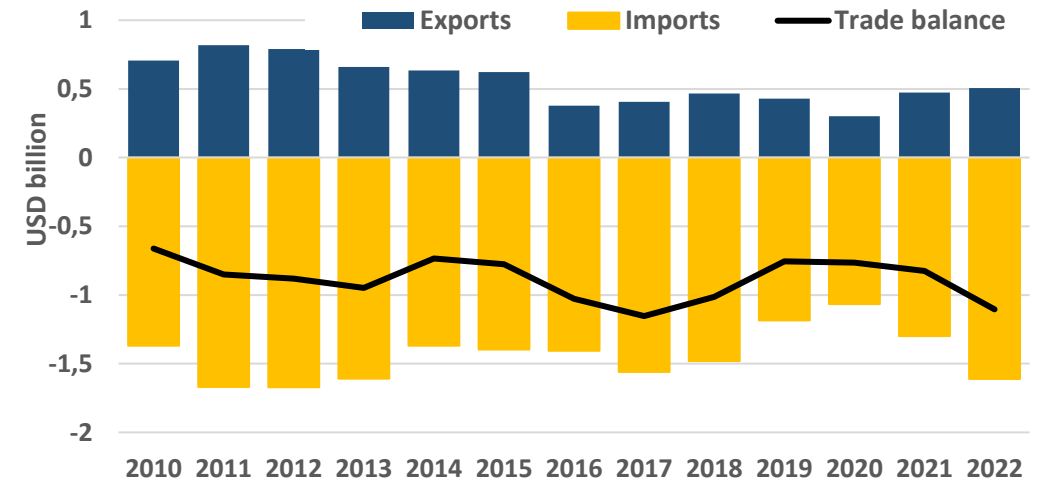
Source: IDC, compiled using SARS data

# South Africa's trade with Brazil



- Although Brazil remains SA's largest trading partner in Latin America, total trade between the two countries has remained relatively small and has declined compared to the early 2010s.
- The balance of trade has been consistently in favour of Brazil.
- Exports to Brazil increased by 8.3% p.a. over the 5 years to 2022, reaching USD506.4 million, but this quantum was substantially lower than the USD819 million recorded in 2011.
- Imports from Brazil amounted to USD1.61 billion in 2022, slightly lower than the USD1.67 billion recorded in 2012.

## SA's trade with Brazil



## Top SA exports to Brazil in 2022

HST4 description	2022 USD billion	Share of total	Cumulative share of total
Coal	0.08	15.8%	15.8%
Catalytic converters	0.08	15.6%	31.4%
Niobium, tantalum, vanadium or zirconium ores	0.04	7.7%	39.1%
Motor cars (for transport of persons)	0.03	5.3%	44.4%
Unwrought aluminium	0.02	4.9%	49.3%
Acyclic hydrocarbons	0.01	2.7%	52.0%
Granulated slag from the manufacture of iron or steel	0.01	2.1%	54.1%
Ferro-alloys	0.01	2.1%	56.2%
Others	0.31	43.8%	100.0%
<b>Total exports</b>	<b>0.51</b>	<b>100.0%</b>	

## SA's fastest growing export product categories in its trade with Brazil, 2019 to 2022 (SIC classification)

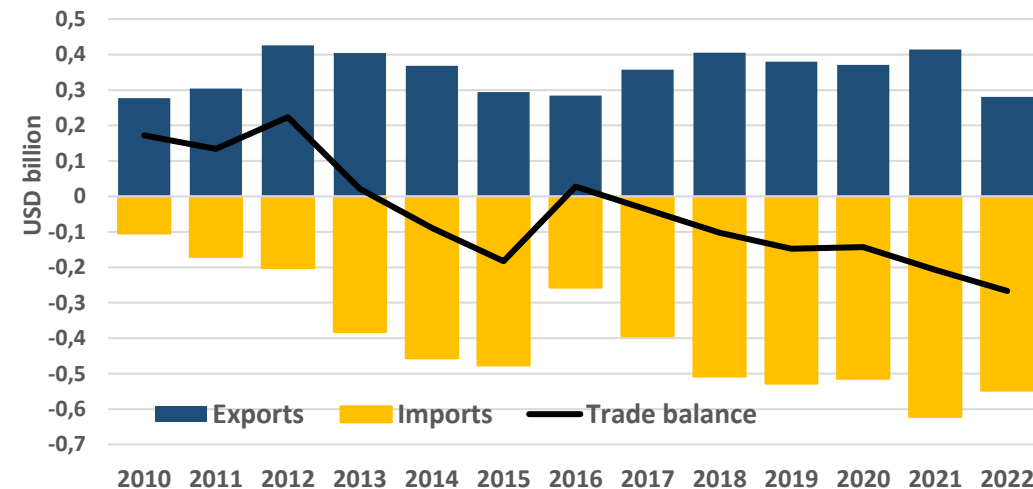
Exports (Standard Industrial Classification)	Growth 2019-2022	Value in 2022 USD million
Basic chemicals [SIC 334]	278.7%	89.7
Special purpose machinery [SIC 357]	116.3%	111.0
Basic iron and steel [SIC 351]	112.0%	61.2
Other electrical equipment n.e.c. [sic 366]	100.4%	8.1
Basic precious and non-ferrous metals [SIC 352]	82.8%	138.9
General purpose machinery [SIC 356]	73.8%	59.6
Market gardening; horticulture [SIC 111]	71.6%	118.8
Starches and starch animal feeds [SIC 303]	70.7%	7.8
Petroleum refineries/synthesisers [SIC 332]	63.6%	49.8
Products of wood, cork, straw etc [SIC 322]	56.2%	30.7

# South Africa's trade with Russia



- Russia is SA's smallest trading partner within the BRICS.
- The balance of trade has been in Russia's favour since 2017, with the deficit for SA widening to USD266.9 million in 2022.
- At USD280.8 million, SA exports to Russia in 2022 were well below the USD414.3 million recorded in 2021 or the USD426 million reported in 2012.
- SA's imports from Russia, in turn, increased by 7.8% p.a., on average, over the past 5 years to reach USD547.7 mil by 2022.

## SA's trade with Russia



## Top SA exports to Russia in 2022

HST4 description	2022 USD billion	Share of total	Cumulative share of total
Citrus fruit, fresh or dried	0.13	47.7%	47.7%
Apples, pears and quinces, fresh	0.06	22.0%	69.7%
Nuts, fresh or dried, whether or not shelled or peeled	0.01	4.4%	74.1%
Manganese ores and concentrates	0.01	4.2%	78.4%
Grapes, fresh or dried	0.01	2.9%	81.2%
Wine of fresh grapes	0.01	2.7%	83.9%
Jams, fruit jellies, marmalades	0.01	2.1%	86.0%
Apricots, cherries, peaches (incl. nectarines), plums	0.01	1.9%	87.9%
Others	0.03	12.1%	100.0%
<b>Total exports</b>	<b>0.28</b>	<b>100.0%</b>	

Source: IDC, compiled using SARS data

## SA's fastest growing export product categories in its trade with Russia, 2019 to 2022 (SIC classification)

Exports (Standard Industrial Classification)	Growth 2019-2022	Value in 2022 USD million
Optical instruments and photographic equipment [SIC 375]	458584.0%	5.6
Recycling n.e.c. [SIC 395]	581.2%	2.0
Basic chemicals [SIC 334]	251.0%	291.8
Food processing [SIC 301]	182.6%	21.8
Medical appliances [SIC 374]	96.4%	1.9
Other fabricated metal products [SIC 355]	73.5%	2.7
Lignite [SIC 210]	55.5%	50.5
Special purpose machinery [SIC 357]	52.8%	4.9
Petroleum refineries/synthesisers [SIC 332]	12.7%	4.7
Electricity distribution and control apparatus [SIC 362]	-4.2%	1.6



# South Africa's trade with India



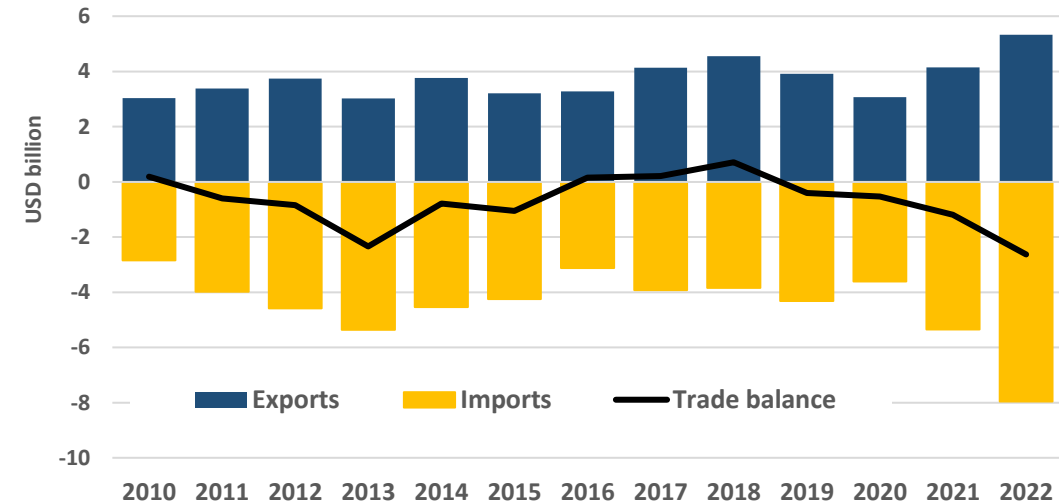
- India is SA's second largest trading partner within the BRICS, after China.
- Exports to India increased by 7.6% p.a., on average, over the past 5 years to USD5.33 billion in 2022.
- Imports from India, in turn, rose at a much faster pace of 18.2% p.a. to reach almost USD8 billion in 2022.
- The balance of trade between the 2 countries has been in India's favour since 2019, with the deficit for SA having widened more than six-fold from USD402.9 million in 2019 to USD2.63 billion in 2022.

## Top SA exports to India in 2022

HST4 description	2022 USD billion	Share of total	Cumulative share of total
Coal	3.16	59.2%	59.2%
Chemical wood pulp	0.69	12.9%	72.2%
Manganese ores and concentrates	0.40	7.6%	79.7%
Ferrous waste and scrap; remelting scrap ingots of iron or steel	0.14	2.6%	82.4%
Feldspar; fluorspar	0.09	1.7%	84.0%
Unwrought nickel	0.08	1.4%	85.5%
Diphosphorus pentoxide; phosphoric acid	0.07	1.4%	86.9%
Diamonds, whether or not worked, but not mounted/set	0.05	0.9%	87.7%
Apples, pears and quinces, fresh	0.04	0.7%	88.4%
Others	0.61	11.6%	100.0%
<b>Total exports</b>	<b>5.3</b>	<b>100.0%</b>	

\* Coal exports, and possibly others, appear to have been under-reported due to their channelling via the port of Maputo (Mozambique).

## SA's trade with India



## SA's fastest growing export product categories in its trade with India, 2019 to 2022 (SIC classification)

Exports (Standard Industrial Classification)	Growth 2019- 2022	Value in 2022 USD million
Basic precious and non-ferrous metals [SIC 352]	505.0%	93.5
Recycling n.e.c. [SIC 395]	312.3%	865.2
Petroleum refineries/synthesisers [SIC 332]	266.1%	3 135.2
Basic iron and steel [SIC 351]	102.0%	80.5
Special purpose machinery [SIC 357]	80.5%	289.9
Motor vehicles [SIC 381]	78.0%	1 498.2
Non-metallic mineral products n.e.c [SIC 342]	58.1%	54.7
Rubber products [SIC 337]	46.4%	64.8
General purpose machinery [SIC 356]	41.4%	170.8
Basic chemicals [SIC 334]	35.6%	277.7

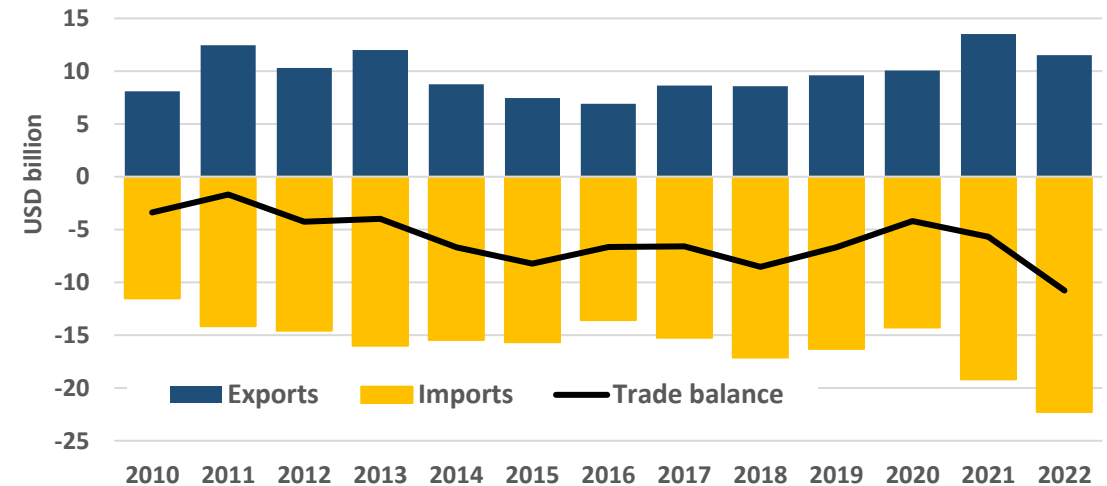
Source: IDC, compiled using SARS data

# South Africa's trade with China



- China is SA's largest global trading partner at the individual country level, accounting for 9.4% of merchandise exports to the world in 2022 and for 20.1% of overall imports.
- SA exports to China recorded strong growth (7.1% p.a.) over the 5 years to 2022, to USD11.5 billion.
- Imports from China increased by 9.2% p.a. over this period, to USD22.3 billion in 2022.
- The trade balance has consistently been in China's favour, with the deficit for SA having widened to USD10.8 billion in 2022.

## SA's trade with China



## Top SA exports to China in 2022

HST4 description	2022 (USD billion)	Share of total	Cumulative share
Iron ores and concentrates,	3.33	28.9%	28.9%
Manganese ores and concentrates	1.73	15.0%	43.9%
Ferro-alloys	1.31	11.3%	55.3%
Chromium ores and concentrates	1.15	10.0%	65.2%
Zinc ores and concentrates	0.50	4.4%	69.6%
Platinum, unwrought	0.40	3.4%	73.1%
Refined copper and copper alloys	0.33	2.8%	75.9%
Unrefined copper; copper anodes	0.31	2.7%	78.6%
Niobium, tantalum, vanadium, zirconium	0.30	2.6%	81.2%
Chemical wood pulp	0.23	2.0%	83.2%
Copper ores and concentrates	0.18	1.6%	84.7%
Wool, not carded or combed	0.15	1.3%	86.0%
Others	0.83	7.2%	100.0%
<b>Total exports</b>	<b>11.5</b>	<b>100.0%</b>	

## SA's fastest growing export product categories in its trade with China, 2019 to 2022 (SIC classification)

Exports (Standard Industrial Classification)	Growth 2019- 2022	Value in 2022 USD million
Accumulators, primary cells & batteries [SIC 364]	396.7%	750.6
Recycling n.e.c. [SIC 395]	356.7%	4 639.7
Motor vehicles [SIC 381]	351.4%	660.1
Petroleum refineries/synthesisers [SIC 332]	344.8%	395.5
Basic iron and steel [SIC 351]	117.2%	793.7
Basic chemicals [SIC 334]	82.6%	1 435.9
Other chemical products [SIC 335]	64.4%	750.4
Electric motors, generators and transformers [SIC 361]	62.9%	715.1
Special purpose machinery [SIC 357]	44.9%	1 137.0
Basic precious and non-ferrous metals [SIC 352]	38.5%	365.8

Source: IDC, compiled using SARS data

Note: Iron ore exports, and possibly others, appear to have been under-reported due to their channelling via the port of Maputo (Mozambique).



# Export market development: Potential export opportunities for SA to other BRICS economies

## Methodology adopted:

Potential export opportunities for SA in the various BRICS markets were identified by means of a purely quantitative analytical method utilising the following criteria:

- The product is substantially exported (more than USD100 million) by SA to the rest of the world and has also shown positive growth over the 5-year period to 2021;
- The product is a major import (more than USD100 million) into the specific BRICS market from the rest of the world and has shown positive growth over the 5-year period to 2021;
- However, South Africa currently exports very little (less than USD10 million) or none of that product category to the specific BRICS market.

# Export market development: Potential export opportunities to Brazil



Product code	Product label	South Africa's export opportunities to Brazil			
		Opportunity	South Africa's 5-year average exports to the world (greater than USD100 million)	Brazil's 5-year average imports from the world (greater than USD100 million)	South Africa's 5-year average exports to Brazil (less than USD10 million)
'870421	Motor vehicles for the transport of goods.	New	3 035.3	2 313.6	0.0
'711031	Rhodium, unwrought or in powder form	New	2 867.2	142.9	0.0
'711021	Palladium, unwrought or in powder form	New	2 581.6	330.9	0.0
'842139	Machinery and apparatus for filtering or purifying gases (excl. isotope separators)	Expansion	1 648.5	167.4	9.0
'870324	Motor cars and other motor vehicles principally designed for the transport of	Expansion	852.3	108.6	0.0
'381512	Catalysts with precious metal or a precious-metal compounds	Expansion	515.8	151.3	3.5
'220421	Wine of fresh grapes	Expansion	476.6	374.9	2.9
'100590	Maize (excluding seed for sowing)	Expansion	475.1	290.0	0.0
'870333	Motor cars for the transport of persons	Expansion	406.9	418.6	0.0
'390210	Polypropylene, in primary forms	New	368.3	355.0	0.0
'300490	Medicaments	Expansion	318.3	2 470.1	2.2
'870899	Parts & accessories for tractors and vehicles	Expansion	232.2	719.9	0.7
'260800	Zinc ores and concentrates	New	193.0	217.3	0.0
'721049	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled	New	176.7	232.5	0.0
'210690	Food preparations	Expansion	175.0	254.8	0.0
'740311	Copper, refined, in the form of cathodes and sections of cathodes	Expansion	147.7	1 375.7	1.3
'870410	Dumpers for off-highway use	Expansion	146.3	114.6	0.3
'841391	Parts of pumps for liquids	Expansion	142.0	131.5	0.1
'271019	Medium oils and preparations, of petroleum or bituminous minerals	Expansion	132.4	7 053.6	0.2
'230990	Preparations of a kind used in animal feeding (excl. dog or cat food for retail)	New	126.9	275.7	0.0

# Export market development: Potential export opportunities to Russia



Product code	Product label	South Africa's export opportunities to the Russian Federation			
		Opportunity	South Africa's 5-year average exports to the world (greater than USD100 million)	Russia's 5-year average imports from the world (greater than USD100 million)	South Africa's 5-year average exports to Russia (less than USD10 million)
'270112	Bituminous coal	New	5 215.5	110.8	0.0
'260112	Agglomerated iron ores and concentrates	Expansion	3 901.7	252.6	0.1
'260111	Non-agglomerated iron ores and concentrates	Expansion	2 252.5	452.2	0.0
'870324	Motor cars and other motor vehicles principally for the transport of	New	852.3	1 168.4	0.0
'381512	Catalysts with precious metal or a precious-metal compounds	Expansion	515.8	134.8	1.0
'390210	Polypropylene, in primary forms	New	368.3	196.2	0.0
'300490	Medicaments	Expansion	318.3	6 541.1	0.0
'330499	Beauty or make-up preparations and preparations for the care of the skin	Expansion	257.8	807.9	0.5
'261690	Precious-metal ores and concentrates (excl. silver ores and concentrates)	New	222.7	221.8	0.0
'732690	Articles of iron or steel, n.e.s. (excl, cast articles or articles of iron/steel	Expansion	220.9	1 140.2	0.2
'260800	Zinc ores and concentrates	New	193.0	114.8	0.0
'721049	Flat-rolled products of iron/non-alloy steel, width >= 600 mm	New	176.7	417.1	0.0
'210690	Food preparations	Expansion	175.0	688.8	0.0
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	Expansion	152.7	237.5	0.0
'721933	Flat-rolled products of stainless steel, of width >= 600 mm	Expansion	148.8	184.7	3.7
'170199	Cane or beet sugar and chemically pure sucrose, in solid form	New	147.0	100.1	0.0
'870410	Dumpers for off-highway use	Expansion	146.3	609.6	4.2
'720230	Ferro-silico-manganese	New	132.7	212.7	0.0
'271019	Medium oils and preparations, of petroleum or bituminous minerals	Expansion	132.4	940.9	0.0
'230990	Preparations of a kind used in animal feeding (excl. dog or cat food for	Expansion	126.9	447.4	0.0

Source: IDC analysis using International Trade Centre's Trade Map data.

# Export market development: Potential export opportunities to India



Product code	Product label	South Africa's export opportunities to India			
		Opportunity	South Africa's 5-year average exports to the world (greater than USD100 million)	India's 5-year average imports from the world (greater than USD100 million)	South Africa's 5-year average exports to India (less than USD10 million)
'760110	Aluminium, not alloyed, unwrought	Expansion	1 013.1	156.4	4.5
'711029	Palladium in semi-manufactured forms	New	656.7	111.8	0.0
'381512	Catalysts with precious metal or a precious-metal compound	New	515.8	154.6	0.0
'760612	Plates, sheets and strip, of aluminium alloys, thickness > 0,2 mm	Expansion	414.8	241.2	0.1
'080810	Fresh apples	Expansion	406.1	285.9	3.7
'290129	Hydrocarbons, acyclic, unsaturated (excl. ethylene, propene "propylene",	Expansion	404.3	154.5	3.0
'390210	Polypropylene, in primary forms	Expansion	368.3	796.7	1.3
'300490	Medicaments	Expansion	318.3	900.6	1.9
'740200	Copper, unrefined; copper anodes for electrolytic refining	Expansion	275.0	1 049.7	0.5
'330499	Beauty or make-up preparations and preparations for the care of the skin	Expansion	257.8	123.8	1.5
'847490	Parts of machinery for working mineral substances of heading 8474,	Expansion	250.5	115.7	1.3
'260300	Copper ores and concentrates	New	238.2	2 230.1	0.0
'870899	Parts and accessories for tractors and vehicles for transport of >= 10 persons	Expansion	232.2	1 612.9	1.0
'843149	Parts of machinery of heading 8426, 8429 and 8430, n.e.s.	Expansion	231.7	686.5	0.4
'840999	Parts suitable for use principally with compression-ignition combustion engines	Expansion	228.6	704.5	0.1
'732690	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire)	Expansion	220.9	664.8	1.2
'721049	Flat-rolled products of iron or non-alloy steel, width >= 600 mm	Expansion	176.7	267.8	0.0
'721933	Flat-rolled products of stainless steel, of a width of >= 600 mm	Expansion	148.8	143.0	2.8
'740311	Copper, refined, in the form of cathodes and sections of cathodes	Expansion	147.7	728.1	0.5
'841391	Parts of pumps for liquids, n.e.s.	Expansion	142.0	283.9	0.4

# Export market development: Potential export opportunities to China



Product code	Product label	South Africa's export opportunities to China			
		Opportunity	South Africa's 5-year average exports to the world (greater than USD100 million)	China's 5-year average imports from the world (greater than USD100 million)	South Africa's 5-year average exports to China (less than USD10 million)
'711031	Rhodium, unwrought or in powder form	Expansion	2 867.2	1 475.7	5.9
'842139	Machinery & apparatus for filtering or purifying gases (excl. isotope	Expansion	1 648.5	1 381.4	0.1
'760110	Aluminium, not alloyed, unwrought	Expansion	1 013.1	1 336.1	5.1
'261610	Silver ores and concentrates	Expansion	542.8	1 682.4	0.3
'381512	Catalysts with precious metal or a precious-metal compound	Expansion	515.8	950.5	2.1
'100590	Maize (excluding seed for sowing)	Expansion	475.1	2 587.2	1.3
'760612	Plates, sheets and strip, of aluminium alloys, thickness > 0,2 mm	Expansion	414.8	939.0	2.5
'080810	Fresh apples	Expansion	406.1	148.2	5.1
'290129	Hydrocarbons, acyclic, unsaturated (excluding ethylene, propene "propylene")	Expansion	404.3	122.5	2.9
'300490	Medicaments consisting of mixed or unmixed products for therapeutic	Expansion	318.3	14 163.1	3.8
'330499	Beauty or make-up preparations and preparations for the care of the skin	Expansion	257.8	12 017.9	2.6
'847490	Parts of machinery for working mineral substances of heading 8474, n.e.s.	Expansion	250.5	109.9	1.0
'870899	Parts & accessories for tractors, vehicles for the transport of 10 or more	Expansion	232.2	3 026.7	5.7
'840999	Parts suitable for use principally with compression-ignition combustion	Expansion	228.6	1 112.2	0.1
'261690	Precious-metal ores and concentrates (excluding silver ores and concentrates)	Expansion	222.7	2 497.1	9.2
'732690	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire)	Expansion	220.9	2 037.6	2.7
'720110	Non-alloy pig iron in pigs, blocks or other primary forms	Expansion	183.0	643.7	4.0
'210690	Food preparations, n.e.s.	Expansion	175.0	3 116.3	0.0
'721933	Flat-rolled products of stainless steel, width >= 600 mm, not further worked	Expansion	148.8	430.4	9.0
'170199	Cane or beet sugar and chemically pure sucrose, in solid form	Expansion	147.0	255.6	0.0

Source: IDC analysis using International Trade Centre's Trade Map data.



# Export market development

- The massive markets of other BRICS member states should be leveraged by SA producers wishing to expand their customer bases.
- SA business enterprises could utilise various channels within the BRICS framework to open new opportunities for export expansion.
- The highly concentrated character of SA's export basket to BRICS countries, and specifically dominated by mineral exports in most cases, points to the imperative of diversifying it through a much higher quantum of manufactured and agricultural exports.
- However, the individual BRICS markets can prove to be particularly difficult to penetrate due to a multitude of entry barriers, whether explicit or implicit.
  - Local businesses should raise their concerns related to trading challenges and bottlenecks with the BRICS Business Council, channelling them through their respective industry associations to seek effective solutions.
- The existing BRICS forums are also useful mechanisms through which to forge new relationships with business counterparts in other BRICS countries to establish export channels. Diplomatic channels may provide further useful assistance in this regard.
- SA businesses should be cognisant of the suite of DTIC incentives to market SA exports through exhibitions, national pavilions and the like, in other BRICS economies.
- The SA services sector should explore ways to penetrate BRICS markets for trade in services, incl. by advocating for regulatory easing between member states.