

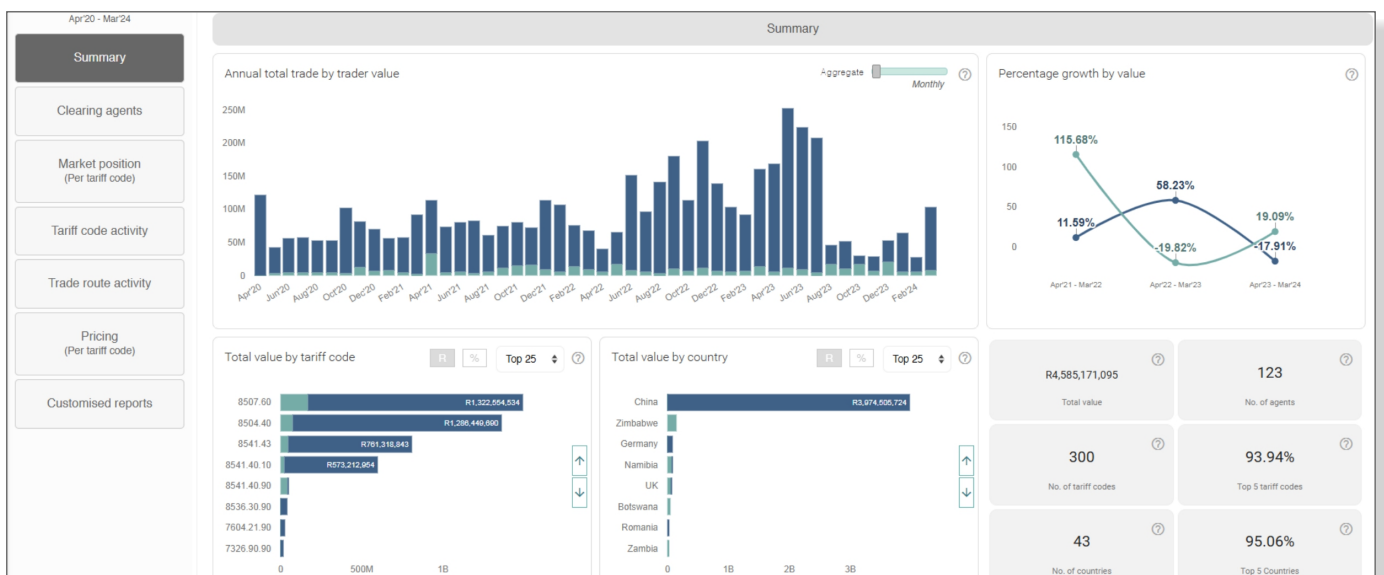
STAIRway for Traders provides you with a fully personalised view of all your tariff codes and trade activity in one central place. You can also view this activity within the context of market position and market share relative to your competition.

## Comprehensive personalised trade insights

Are your trade routes optimised? Get a better understanding through insights on country of origin or destination, modes of transport and ports of entry or exit... and while you at it get a better feel for how you stack up to the competition with regards pricing. Full trade insights online all the time to take your trade decision making to new horizons!



With STAIRway you are given a comprehensive range of filters to slice and dice as you choose, so that you can drill down and uncover the deepest trade insights. If you need to know anything... and everything about your trade activity there is nothing that STAIRway for Traders can't help you unravel.



## White labelled too

Give us your logo and your colour scheme and we'll give you Stratalyze in your colours. If you would prefer to host it on your own domain, this too can be done.

## Benchmarking

Every trade strategy begins with a thorough understanding of your market and your competitors in that market. For every tariff code that you trade in you can see your market share in relation to all other imports and exports, as well as your market position in relation to your trade competitors.

Stratalyze STAIRway for Traders

Trader: Bobby's T. X Tariff code: 8507.60 X Country: Select All Mode of transport: Select All Port: Select All

Import Export Combined (Value (R)) Volume AUP

Apr 20 - Mar 24

Summary

Clearing agents

Market position (Per tariff code)

Tariff code activity

Trade route activity

Pricing (Per tariff code)

Customised reports

Locate trader

Trader market position per tariff code (ordered by Value)

Rank	Trader name	Apr 2020 - Mar 2021		Apr 2021 - Mar 2022		Apr 2022 - Mar 2023		Apr 23 - Mar 24		Total		
		Value	Market share	Value	Market share	Value	Market share	Value	Market share	Total	Market share	Growth (Value)
1	Trader unknown	152,752,868	6.42%	283,652,756	8.05%	1,835,193,155	12.14%	2,912,485,454	11.26%	5,184,084,233	11.06%	
2	Trader unknown	182,520,683	7.67%	446,584,503	12.68%	2,131,055,826	14.10%	2,312,101,820	8.94%	5,072,262,832	10.82%	
3	Trader unknown	0	0.00%	0	0.00%	0	0.00%	5,028,915,186	19.44%	5,028,915,186	10.73%	
4	Trader unknown	0	0.00%	0	0.00%	1,728,043,057	11.44%	1,753,454,847	6.78%	3,481,497,904	7.43%	
5	Trader unknown	628,000	0.03%	15,198,388	0.43%	925,553,006	6.13%	2,379,523,483	9.20%	3,320,302,877	7.08%	
6	Trader unknown	0	0.00%	26,724,207	0.76%	377,381,780	2.50%	1,093,779,196	4.23%	1,497,885,183	3.19%	
7	Bobby's Tyres	347,945,014	14.62%	348,927,468	9.91%	532,742,899	3.53%	262,728,052	1.02%	1,492,343,433	3.18%	
8	Trader unknown	585,062	0.02%	41,397,753	1.18%	453,735,810	3.00%	961,397,320	3.73%	1,477,115,945	3.15%	
9	Trader unknown	0	0.00%	11,357,374	0.32%	1,047,760,623	6.93%	234,561,685	0.91%	1,293,679,682	2.76%	
10	Trader unknown	76,140,526	3.20%	116,376,143	3.30%	433,750,684	2.87%	567,037,921	2.19%	1,193,305,274	2.55%	
11	Trader unknown	114,724,590	4.82%	196,302,326	5.57%	414,017,602	2.74%	199,295,124	0.77%	924,339,642	1.97%	
12	Trader unknown	0	0.00%	42,315,207	1.20%	711,049,368	4.71%	147,927,700	0.57%	901,292,275	1.92%	
13	Trader unknown	228,887,597	9.62%	249,684,826	7.09%	220,316,845	1.46%	11,878,593	0.05%	710,767,861	1.52%	
14	Trader unknown	44,758,254	1.88%	110,167,770	3.13%	283,013,501	1.87%	263,790,894	1.02%	701,730,419	1.50%	
15	Trader unknown	78,057,463	3.28%	90,245,648	2.56%	246,501,415	1.63%	270,586,477	1.05%	685,391,003	1.46%	
	Grand total	2,379,859,721	100%	3,521,660,701	100%	15,110,882,849	100%	25,871,852,198	100%	46,884,255,489	100%	

## Pricing analysis

If your cross-border supply chain is a vital strategic cog in your organisation's success, then Stratalyze needs to be the go-to tool in optimising your trade development and trade protection initiatives. We have provided trade insights since 2015 to both local and foreign companies. We are ready to help you.



We have solutions that are industry specific. So, whether you are a clearing and forwarding agent, a bank, or credit insurer we have solutions that will turn you and your customers into world-class trade champions. Get hold of us, we'd love to hear from you!