Annexure 1

THE SOUTH AFRICAN FORWARDING AND CLEARING INDUSTRY

The Forwarding and Clearing Industry (F&C) comprises economic activities and supply chains that relate to all imports and exports of goods entering or leaving South Africa as well as those transiting this country.

The F & C Industry serves as an input to nearly every industry in the national economy as well as many of those in the African continent.

The F & C Industry utilises all modes of transport involved in the carriage of cargo, be it ocean, air, rail or road. The industry is also a service provider of warehouses, transit sheds and the associated management of shipment tracking, costing and accounting data.

It is estimated that the global F & C industry handles around 75% of general cargo moving between all continents. The statistic for South Africa will be equal to that if not higher.

One of the most critical areas of service provided globally by freight forwarders is the provision and management of through-transport to import, export and transit clients. As more and more companies turn to outsourcing their non-core activities the role of forwarders in providing over-arching supply chain services becomes increasingly critical to both national and international economic development.

The F&C Industry is critical to the ongoing performance of South Africa as an international trading nation. Its activities facilitate all forms of physical trade. Though there are many areas of commerce and industry critical to the long-term performance of the economy there are few more so than this industry.

The Industry is populated by both large companies with substantial resources and associated international networks and smaller operations, the majority of whom operate with less than 50 employees but constitute approximately 80% of total industry participants.

Annexure 2

THE SOUTH AFRICAN ASSOCIATION OF FREIGHT FORWARDERS

The South African Association of Freight Forwarders (SAAFF) is the sole Forwarding industry representative body in South Africa. It was formed in 1921 to further the interests of all Freight Forwarders and Customs Clearing Agents. Throughout the years it has continued to represent the interests of Members in every aspect of Trade, Transportation, Customs and other areas where industry concerns are affected.

Today SAAFF is a modern and vibrant organisation representing over 300 firms. Membership, including regional branches of national organisations, totals in excess of 350 entities. Membership includes not only large international companies but also a substantial majority of small and medium enterprises, with an increasing number of those being empowered.

SAAFF liaises closely with government departments such as South Africa Revenue Serviced (SARS), the Departments of Transport and Trade and Industry and parastatal utilities including all the divisions of Transnet.

The Association retains relationships with organised industry in all transport and trade related areas. In every case the purpose is to ensure that the interests of Freight Forwarders and their import and export clients are adequately represented and that whatever measures are contemplated or introduced are fair and reasonable and in the interests of facilitating South Africa’s trade both import and export.

The Association also addresses Industry issues with private sector service suppliers such as shipping lines, airlines and their local, national and international forums.

SAAFF is the South African representative and member of the “International Federation of Freight Forwarders Associations" (FIATA). Based in Switzerland FIATA is the non-governmental organisation representing the Forwarding industry worldwide covering approximately 40,000 forwarding and logistics entities employing around 8-10 million people in 150 countries

Annexure 3

An assesment of annual volumes using the Authority's figures for the 6months ended 30/9/2013

TEU's	2011	2012	Diff 2012 v 2011	% + -	2013	Diff 2013 v 2012	% + -
Imports Full	683857	583940	-99917	-14,61%	742367	158427	27,13%
Exports Full	504600	439896	-64704	-12,82%	587414	147518	33,53%
Transhipments	556705	392616	-164089	-29,48%	535908	143292	36,50%
Other	466622	460589	-6033	-1,29%	556267	95678	20,77%
	2211784	1877041	-334743		2421956	544915	29,03%
FBU's							
Imports	134605	101874	-32731	-24,32%	225833	123959	121,68%
Exports	194025	170497	-23528	-12,13%	120533	-49964	-29,30%
Other	10598	3217	-7381	-69,65%	7051	3834	119,18%
	339228	275588	-63640		353417	77829	28,24%
Break Bulk MT's							
Imports	661126	782950	121824	18,43%	1569864	786914	100,51%
Exports	3449115	2847189	-601926	-17,45%	2922525	75336	2,65%
Other	129965	69461	-60504	-46,55%	113613	44152	63,56%
	4240206	3699600	-540606		4606002	906402	24,50%
Dry Bulk MT's							
Coal Exports	30789184	29798409	-990775	-3,22%	34785087	4986678	16,73%
Iron Ore Exports	24961020	22776128	-2184892	-8,75%	27403949	4627821	20,32%
Mang. Ore Exp.	3499355	3162658	-336697	-9,62%	4499788	1337130	42,28%
Other	10882425	8141048	-2741377	-25,19%	12173234	4032186	49,53%
	70131984	63878243	-6253741		78862058	14983815	
Liquid Bulk Kl							
Petroleum	16896681	12920229	-3976452	-23,53%	15561131	2640902	20,44%
Chemicals	603207	463339	-139868	-23,19%	1012730	549391	118,57%
Other	4602782	3823193	-779589	-16,94%	3186327	-636866	-16,66%
	22102670	17206761	-4895909		19760188	2553427	14,84%

Annexure 4: An assesment of forecast volumes and revenue utilising the figures in Annexure 3

	NPA Volumes Forecast 2014/15	NPA Revenue Forecast 2014/15	Budget 2013/14	Association Volume Forecast 1/2 year 2013/14*2	Per Cent diff. Assoc. Forecast 2013 v budget 2014	Assocaition Revenue Forecast 1/2 year *2	Revenue per unit as per NPA 2014 / 15 forecasts ex Tariff increase
TEU Import	1469318	R 2 741 747 388,00	1420679	1484734	4,51%	R 2 770 513 644,00	R 1 866,00
TEU Export	1068067	R 656 166 961,45	978426	1174828	20,07%	R 721 755 581,80	R 614,35
TEU Transhipments	1131724	R 86 000 000,00	1009406	1157561	14,68%	R 87 963 381,60	R 75,99
TEU other	1110046	R 50 000 000,00	994847	1112534	11,83%	R 80 213 701,40	R 45,04
Total TEU	**4779155**		**4403358**	**4929657**		**R 3 660 446 308,80**	
FBU's import	387857	R 490 000 000,00	385858	451666	17,05%	R 570 613 241,48	R 1 263,35
FBU's Export	216925	R 83 000 000,00	272241	241066	-11,45%	R 92 236 846,84	R 382,62
Break Bulk Imp.	1703019	R 73 000 000,00	2144775	3139728	46,39%	R 74 521 302,85	R 42,87
Break Bulk Exp.	8889842	R 211 000 000,00	6567036	5845050	-10,99%	R 138 731 998,84	R 23,73
Dry Bulk	182171882	R 924 000 000,00	154644955	202210789	30,76%	R 1 025 640 000,00	R 5,07
Liquid Bulk	42877210	R 569 000 000,00	41872652	39520376	-5,62%	R 524 453 292,18	R 13,27
Total Proj. Revenue		**R 5 883 914 349,45**				**R 6 086 642 990,99**	**R 202 728 641,54**

Transhipment volume increased by 2 plus 8% in view NPA forecast of increased traffic,
Dry Bulk volume increased by 2 plus 11% in view of NPA forecast of increased volumes.