



STAIRway For Clearing Agents

As a clearing agent, you are faced with complex challenges in a tough, competitive and fluid market. To successfully navigate these stormy seas, you need more than just data and information – you need insights that will make decision-making reliable, predictable, and with enough certainty to make you trade-ready. You need insights that will boost sales and drive a steep upward slope in your sales growth curve. You need industry insights to identify new opportunities and threats, and you must be aware of any risks to your business and to your clients' businesses. In other words, you need **STAIRway** for Clearing Agents!

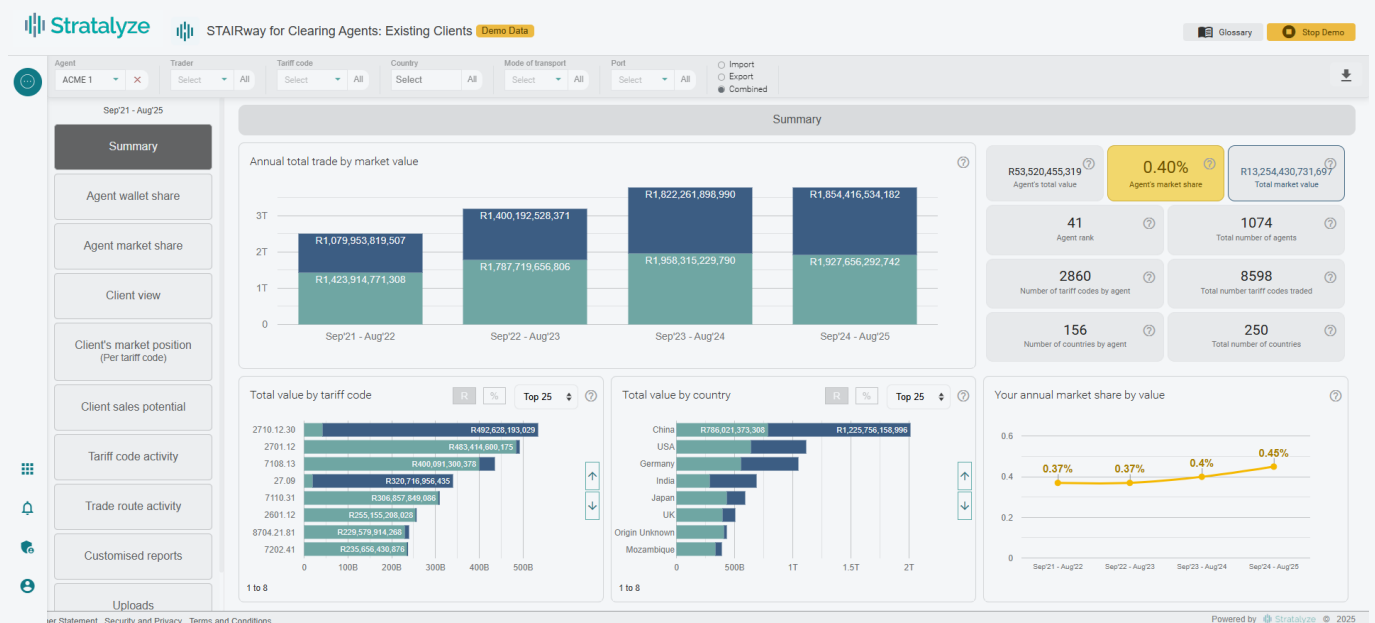
STAIRway will drive your business to success by providing invaluable market insights in various aspects of your business, for instance:

Better Strategic Insights

Know your market and your market share, by imports, exports, ports, mode of transport, tariff codes, and industry. Are you growing compared to the market? At what rate? How are your competitors doing? Where do growth opportunities lie? If you can't answer any of these questions with certainty, then you are not in the game.

Remove Risk

Duty changes, changes in trade policy and disruptive trade behaviour will expose your business to unnecessary risk. If your clients are at risk, then so are you. Being alerted to these intrusions, uncertainty and financial impact on your business is important. **STAIRway** will give you that valuable heads up, leaving you room to mitigate against the danger.





Better Sales Insights

Do you know how much of your client's business you have secured? If you don't have a desirable wallet share, you've left too much meat on the bone. Someone else is eating your lunch. The best path to optimal growth is maximising your existing clients' sales potential – and you can't do that if you don't know where their growth opportunities lie. Leveraging **STAIRway's** client insights will help you uncover these growth pockets.

What about uncovering industry opportunities? Simply **STAIRway**. What about finding new sales opportunities? Even simpler... **STAIRway** again.

Higher Targets And Better Performance

You can sometimes fool yourself that growth is satisfactory because this year's sales have been better than last year's. But the better frontier of growth you should be riding is your true potential. If you know what your true potential is, then your growth aspirations will be set much higher. Do you know what your true sales potential is? **STAIRway** does.

Get Closer To Your Clients

Need to get closer to your clients? Build better relationships and foster better client intimacy? Then offer **STAIRway** for traders to your clients. This will give them a full 360-degree view of the trade market, how they are faring and what the market they are competing in truly looks like. And best of all, you can white label **STAIRway** so that it has your branding and corporate colours, making it really look as if it is your own product!

Rank on Filter	Rank by Total	Tariff code	Tariff short description	Sep '21 - Aug '22	Sep '22 - Aug '23	Sep '23 - Aug '24	Sep '24 - Aug '25	Total	Growth (Value)
1	1	9001.00.15	OEC: road tractors in...	1,735,431.305	12,214.146	3,632,567.588	20,114.892	4,840,928.681	25,270.810
2	2	8504.40	Static converters	428,732.809	120,940	589,386.712	1,024.537	1,391,712.596	262.586
3	3	8701.21.20	Road tractors for sem...	0	0	98,227.760	72	98,652.890	273
4	4	8507.60	Electric accumulators...	478,838.823	151,383	377,168.568	90,645	915,889.687	54,384
5	5	8515.99	Articles of stone or of...	453,685.940	2,490,498	481,538.504	3,330.348	298,609.213	1,843,405
6	6	2001.90.90	Vegetables, fruit, nuts...	185,473.266	5,723.152	233,714.170	7,896.585	323,312.910	8,362.390
7	7	8541.43	Photovoltaic cells ass...	0	0	74,654.993	37,830	432,485.174	198,519
8	8	1909.10.90	Starches; Maltose (con...	129,777.193	19,394.212	127,374.387	18,284.957	253,986.469	24,404.154
9	9	8418.50	Furniture for storage ...	126,846.438	6,212	193,692.235	5,750	197,481.294	4,194
10	10	6909.10	Ceramic wares for la...	232,873.847	1,014.975	109,646.442	462,301	113,212.821	577,264
11	11	8708.29	Parts and accessories...	138,616.577	567.513	153,835.925	624.634	239,215.966	586,968
12	12	8544.40.10	Conductors, for a cell...	17,819.096	118,965	62,183.313	401,213	183,738.625	1,744,709
13	13	8541.40.10	Photo voltaic cells wh...	297,195.625	219.511	368,319.281	270.885	8	8
		Grand total		5,306,828.889	139,959.828	11,821,952.991	168,388.441	15,212,464.242	271,807.815

Rank on Filter	Rank by Total	Country	Sep '21 - Aug '22	Sep '22 - Aug '23	Sep '23 - Aug '24	Sep '24 - Aug '25	Total	% of total	Growth (Value)
1	1	Brazil	1,589,141.677	15,795	2,466,977.512	20,899	3,268,615.146	21.49%	4,988,625.461
2	2	China	1,087,588.881	17,926	1,974,787.541	16,589	2,622,199.849	17.24%	2,688,982.287
3	3	Netherlands	614,320.541	6,605	1,298,563.751	10,899	1,638,742.471	10.77%	1,740,364.165
4	4	USA	487,881.225	4,926	478,965.212	4,826	821,632.887	5.48%	968,982.498
5	5	India	271,738.888	2,926	344,431.653	2,895	637,496.169	5.51%	928,145.984
6	6	Japan	550,813.624	5,915	557,696.468	4,689	558,940.250	3.29%	471,826.916
7	7	Germany	472,231.882	5,076	434,308.206	3,648	508,475.533	3.34%	544,619.726
8	8	UK	146,019.971	1,576	246,452.369	2,676	261,827.395	1.72%	1,205,464.074
9	9	Italy	347,232.078	3,729	431,566.151	3,626	531,920.456	3.50%	486,093.305
10	10	Belgium	433,965.821	4,686	418,500.091	3,405	364,226.386	2.39%	472,974.984
11	11	Thailand	152,322.279	1,645	305,569.352	2,526	337,384.259	2.22%	324,987.848
12	12	Australia	196,842.294	2,126	264,446.470	2,226	323,393.324	2.13%	248,168.885
13	13	Indonesia	225,387.813	2,425	334,138.188	2,629	378,389.175	2.47%	199,173.148
		Grand total	9,308,828.889	100%	11,821,952.991	100%	15,212,464.242	100%	17,888,609.387

White Labeling

Provide us with your corporate identity, and we will brand Stratalyze in your colours. If you prefer to host it on your own domain, this too can be done.

We have industry-specific solutions

So, whether you are a clearing and forwarding agent, a bank, or a credit insurer, we have solutions that will enable you and your customers to become world-class trade champions.