CCM Trade Analysis Services
More than Customs Data

CCM Trade Analysis Types

Import Analysis
CCM import analysis is to analyze a particular product's import markets, including import volume, price, import date, origins, specification, and importers' info from China Customs.

Export analysis
CCM export analysis includes information of export volume, price, export date, destinations, specification and exporters from China Customs.

MTB Mapping
MTB (Manufacturer –To– Buyer) Mapping is the extension of CCM’s import and export analysis. It further maps the manufacturers & buyers and end users’ information after the step of import/export analysis to give you a clear picture of a particular product’s trade flow from domestic/overseas manufacturers -> Chinese importers/exporters/consumers (import/export volume, price, date, customs) -> end use sectors (specification and application industries), and identify the dynamics of major players, monthly market dynamics and trends, etc.

About CCM
CCM is dedicated to market research in China, Asia-Pacific Rim and global market. With a staff of more than 150 dedicated highly-educated professionals, CCM offers Market Data, Analysis, Reports, Newsletters, Buyer-Trader Information, Import/Export Analysis all through its new proprietary product ValoTracer.

Tel: 86-20-37616606  Fax: 86-20-37616968
Email: econtact@cnchemicals.com
Website: http://www.cnchemicals.com

What is CCM trade analysis?
CCM trade analysis is a special service to help you identify the import and export situation of chemicals used in agriculture, life science and energy fields. It values at the accurate analysis derived from China Customs data.

What information is provided from CCM trade analysis?
Based on China Customs data, CCM analysts adopt market-tested methodology to screen and analyze information from the messy Customs data and provide you with your target products’ import/export volume, price, date, origins/designations, specification, application and information of importers & exporters, etc.

How is CCM trade analysis structured?
Raw data, Pick-up data and Summary these three parts form a complete CCM trade analysis in the form of tables and diagrams. It is an efficient reference tool for you to have trade information updated and make wise decisions.
Procedures in CCM trade analysis

There is something we can track and optimize for you in Import/Export Analysis

- Export destinations of different specifications of your designated products
- Exporter and their exported product information
- Export volume and price

We can enrich and drive the analysis going deep in the MTB Analysis to let you know

- Who buys how many products from where
- Who sells how many products to whom
- Who buys/sells what with how many from/to where
- Who buys/sells what with how much
- Other information tailored to your needs

CCM Trade Analysis is specially fit for clients need to:

- Track the flow of Chinese chemicals to explore international market needs
- Locate the overseas buyers to develop global buyers
- Learn the competitors move
- Find scientific supports for the company strategies

CCM Trade analysis makes it easier and faster for you to:

- Evaluate the feasibility before launching a new product or entering a new market
- Plot efficient price strategy to tackle different markets
- Minimize the export cost
- Track the trade frequency, volume, price in international deals to have an edge in negotiations
- Have solid references for the company strategies

Contrast between different types of raw data and data analyzed by CCM

<table>
<thead>
<tr>
<th>Feature of the raw data from China Customs</th>
<th>8 Digital HS Code</th>
<th>10 Digital HS Code</th>
<th>National Port Data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sample</td>
<td>Sample</td>
<td>Sample</td>
<td>Sample</td>
</tr>
<tr>
<td>All raw data sample from China Customs are Chinese version</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Completeness of the records</td>
<td>With all trade records included in</td>
<td>Partial records are missing, some wrong records are included in</td>
<td>Partial records are missing</td>
</tr>
<tr>
<td>Items of each record</td>
<td>no product name, specification or trade terms (FOB/CIF/C&amp;F)</td>
<td>With product name, specification, trade terms (FOB/CIF/CNF)</td>
<td>With product name, specification, trade terms (FOB/CIF/CNF)</td>
</tr>
</tbody>
</table>

Data Analyzed by CCM

<table>
<thead>
<tr>
<th>Sample</th>
<th>8 Digital HS Code</th>
<th>10 Digital HS Code</th>
<th>National Port Data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sample</td>
<td>CCM can provide both Chinese and English analysis result</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade analysis</td>
<td>with product name, specification and manufacturer name</td>
<td>/</td>
<td>/</td>
</tr>
<tr>
<td>Sample</td>
<td>CCM can provide both Chinese and English analysis result</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacture-To-Buyer (MTB) analysis</td>
<td>with product name, specification, manufacturer name and BUYER name</td>
<td>/</td>
<td>/</td>
</tr>
</tbody>
</table>