



SOLUTION MANUAL

TRIDGE EYE Solution Manual

PART 1. Cost Reduction & Supply stability

Chapter 1 | Enhance Price Competitiveness and Negotiation Power

Chapter 2 | Optimal Partner Discovery & Verification

PART 2. Growth Opportunity Capture Proactively Responding to Risks

Chapter 3 | Global New Business Driver Discovery

Chapter 4 | Climate Change & Supply Chain Risk Management

PART 3. Cost Reduction and Securing Supply Stability

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INDEX. Data Coverage Information and Contact Info

Data-Driven Situational Negotiation Guide for Purchasing and Sourcing Practitioners

Persona A. Sourcing Specialist

Persona B. Corporate Strategist

Persona C. Global Sales Architect

v1.2 | 2026.03

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Before using this guide

To use this manual effectively, you must first clearly identify your role (Persona) and your current situation (Route). Please answer the two questions below and proceed to the corresponding chapter.

Step 1. What kind of user are you?

Your situation	Key role	Persona
- Negotiations with suppliers are in progress or scheduled. - Prices fluctuating due to geopolitical issues - New trading partner verification required	- Daily market monitoring (price fluctuations) - Supplier negotiation and verification	Person A Sourcing Specialist (Procurement & Sourcing Practitioner)
- Preparation for executive reporting and decision-making - Mid-to-long-term portfolio planning - Risk Scenario Modeling	- Business strategy development - Risk Scenario Modeling - Identification of new business opportunities and feasibility verification	Persona B Corporate Strategist (Strategic Planning & C-Level)
- Entry into new export markets - Competitor analysis required - New buyer discovery	- New market development and targeting - Competitive Analysis (Competitor Supply Chain) - Buyer identification and sales execution	Person C Global Sales Architect (Export/Overseas Sales Manager)

Persona A's Mission

- Responding to Supplier's Official Price Hike Notice — Verifying the Validity of the Supplier's Rate Increase and Establishing Negotiation Standards Compared to Market Averages
- Responding to abrupt unit price fluctuations due to geopolitical issues — Fact-checking the reasons for price increases, identifying the persistence of the issues
- Annual Unit Price Negotiation — Establishing a Basis for Negotiation, Identifying Benchmarking Points for Competitors and Partners
- New Partner Discovery and Verification — Risk Prediction and Reliability Assessment of New Suppliers

Solutions from Tridge Eye	
✓	Securing Negotiation Evidence (data-driven)
✓	Early Risk Detection (geopolitical issues)
✓	Trusted Partner Discovery (verified business partners)
✓	Annual Negotiation Strategy Development

Persona B's Mission

- Mid-to-Long-Term Product Portfolio Strategy — Establishing the Next 3-Year Portfolio / Potential for Entry into Rapidly Growing New Markets
- Mid-to-long-term price competitiveness against global geopolitical issues — Establishing risk hedging/decoupling strategies
- New Product Planning and New Market Entry Strategy — Identifying Opportunities in Global Trends, Analyzing New Market Demand and Competitors

Solutions from Tridge Eye	
✓	Global Market Trend Analysis (Rising Keywords, Demand Map)
✓	Geopolitical Risk Scenarios (Climate Risk, Trade Data)
✓	Quantification of New Product Market Opportunities (Import Volume, Growth Rate)
✓	Data Refinement for CEO Reporting

Persona C's Mission

- Identifying new export target countries — Discovering markets with potential for high value-added creation
- Competitor Supplier Analysis — Identifying Competitors' Supply Chains and Missed Opportunities
- Identifying New Buyers — Assessing the Local Purchasing Power and Market Size of Promising Clients
- Analysis of Export Specifications and Current Status — Review and Reinforcement of Company Export Specifications

Solutions from Tridge Eye
✓ Identifying High-Growth Markets (Global Demand Map)
✓ Competitor Trading Analysis (Trade Data, B/L)
✓ Securing Local Buyer Information (Verified Contacts)
✓ Export Pricing Strategy (Price Discovery by Country)

Step 2. What is the current situation? (Select route)

Applicable Situation	Intended Users	Route	Est. Time
• Currently on a call with a supplier • An issue just arose • Need to quickly verify "facts"	• Purchasing Manager: Negotiating with supplier • Strategist: Urgent market signal • Sales Manager: In a buyer meeting	Route A (Quick check)	Approx. 5 min
• In supplier negotiations • Requires reporting to superior • Need evidence via email or materials during negotiation	• Purchasing Manager: Negotiation preparation • Strategist: CEO report preparation • Sales Manager: Drafting sales proposal	Route B (Detailed Analysis)	Approx. 20 min

Step 3. Checklist of items to prepare before using the guide

Required Preparations

- ☐ Prepare Tridge Eye login ID / password
- ☐ Clearly define the product names to be analyzed (e.g., Fresh avocado 25s, Frozen strawberry puree 2KG, etc)
- ☐ Clear Reasons for Analysis: Identification of production site issues / Discovery of alternative production sites / Price competitiveness quotations / Verification of specific suppliers / Preparation for annual negotiations

Securing Analytical Information

- ☐ Check product HS Code (e.g., Avocado = 0804.40 → Check after searching on the Tridge Eye Market List)
- ☐ Detailed specification definition — Variety, Grade, Size/Packaging (e.g., Mexican Hass, Grade A, 5KG Box)
- ☐ Summary of Comparison Conditions — Current Purchase Unit Price (USD FOB), Season, Incoterms (FOB/CIF/DAP), Target Country, Monthly Required Volume (tons) (e.g., \$2.28/kg FOB, Year-round, 50 tons/month)

Define Objectives

- ☐ Route A: "Do we really need to raise the price?" / "Can we trust this supplier?" / "Does this issue affect us?"
- ☐ Route B: "Need to refine the basis for negotiation" / "Need data to report to superiors" / "Need proof of reliability to recommend this supplier to the team"

Preparation Complete!

Chapter 1. Unit Price Competitiveness & Negotiation Leverage

1.1 Verifying Origin Price Increase Factors & Issues

When a supplier notifies a unit price increase, quickly verify alignment with market issues through Speaker Feed.

Common application Applicable to Both Route A & B

Navigation path Home > Speaker > Search > Enter field values such as target items, countries, and topics of interest

1
STEP

Issue consistency verification

- Verify whether the issue aligns with your current situation.
- Example issues: price increase, shipping schedule delay, etc.

The screenshot displays the Tridge Eye application interface. On the left sidebar, the 'Home' button is highlighted with a red box and the number '1'. Below it, the 'Speaker' section is expanded, and the 'Search' button is highlighted with a red box and the number '2'. The main content area shows 'Search results' with a red box and the number '3' around the search filters. The filters include 'Product', 'Country', 'Topic', and 'Report type', each with a search input field. The right side of the interface displays a list of 'Export price change alert' notifications, including details about Jelly and Gummy Candy, White Chocolate Bars, and Frozen Vannamei Shrimp.

1.2 Diagnosing Procurement Competitiveness Against Market Averages

Utilize Shelf Marker and Book functions to diagnose the market position of your purchase unit prices and evaluate competitiveness by supplier.

Route A | Quick Check | Est. Time : Approx. 5 min

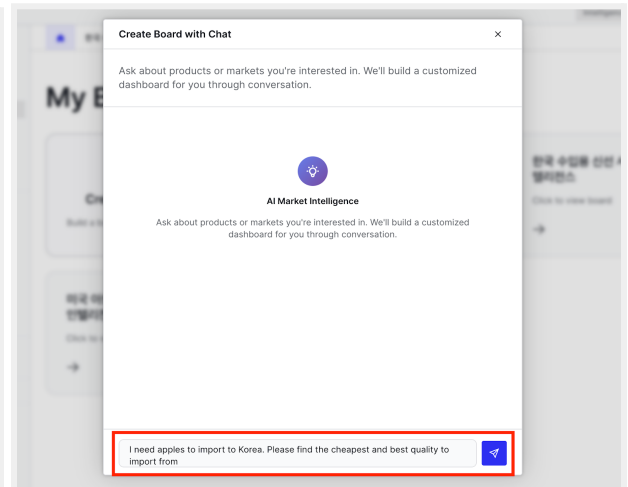
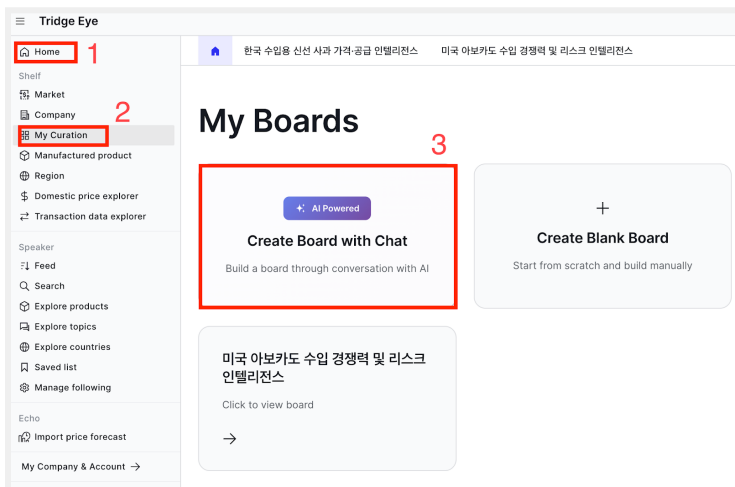
Navigation path Home > Shelf > My Curation > Create Board with Chat > Generate Board with Prompt > Review Content by Dashboard Section

1

STEP

Export Price Trend Review

Review unit price movements through the Export Price Trend chart in the Dashboard.



Route B | Detailed Analysis | Est. Time : Approx. 20 min

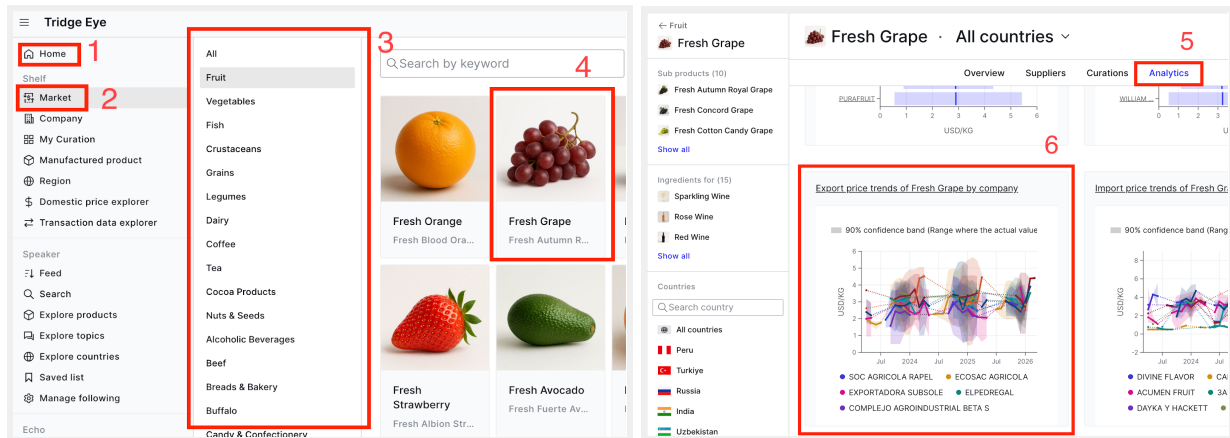
1

STEP

Export Price Trend Analysis

Navigation path: Home > Shelf > Marker > Select Item > Analytics > Export Price Trend

- Check if they notified only you of the increase or if they raised prices for other clients as well.
- If the price has increased only for the specific country, check if it is possible to switch to an alternative source.



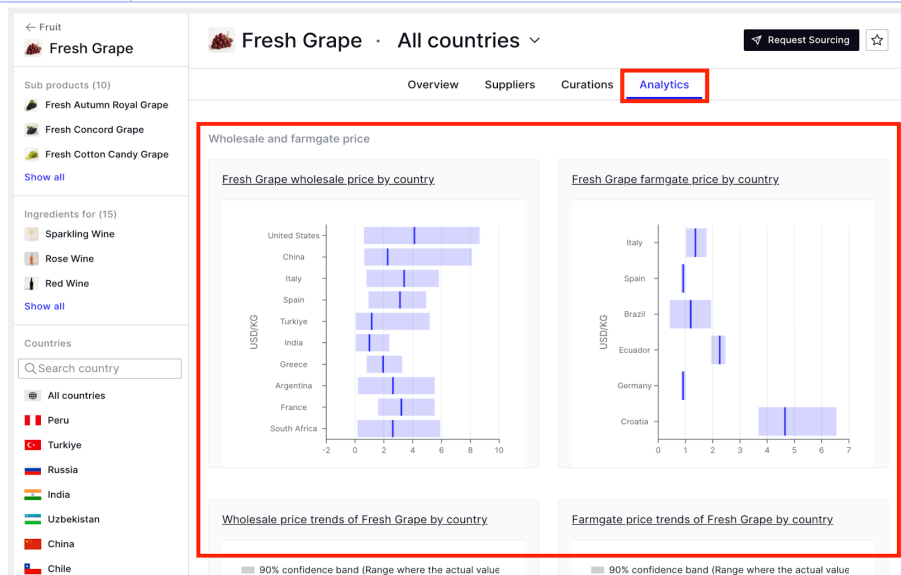
2

STEP

Wholesale · Farmgate Price Trend Comparison

Navigation path: Analytics > Wholesale Price Trend / Farmgate Price Trend

- Determine whether the increase is driven by external factors or internal causes.
- If there is no change in wholesale prices at the origin or direct farm prices, but only import/export prices are affected → It is possible to attempt renegotiation by adjusting terms such as Incoterms and Freight.



3
STEP

Echo price

Forecast Review

Navigation path: [Home](#) > [Echo](#) > [Enter Target Item](#) > [Check Price Prediction](#)

- Check if the unit price currently proposed/being traded follows the predicted trend — confirm that a price increase was not implemented during a planned reduction.
- Check if past prices have followed this trend — if there were corrections against the trend, you can mention that period during future negotiations.
- Example: "Since I bought it at the same price when everyone else was lowering theirs, let's not reflect this price increase."

Tridge Eye

1

Home

Shelf

Market

Company

My Curation

Manufactured product

Region

Domestic price explorer

Transaction data explorer

Speaker

Feed

Search

Explore products

Explore topics

Explore countries

Saved list

Manage following

2

Echo

Import price forecast

My Company & Account →

Eye Echo

Forecast import price

3

orange

Recently published

Product

Exportir

Chile Import Price
Fluctuation Analysis for
Brazil Orange Juice Driven by
Brazil Fresh Orange
Wholesale Price Changes

2025.12.1

Chile Import Price
Fluctuation Analysis for
Brazil Orange Juice Driven by
Brazil Fresh Orange
Farmgate Price Changes

2025.12.1

South Korea Ir
Fluctuation An
France Orange
by Spain Fresh
Wholesale Pri

2025.12.1

South Korea Import Price
Fluctuation Analysis for
France Orange Jam Driven
by France Fresh Orange
Wholesale Price Changes

2025.12.1

South Korea Import Price
Fluctuation Analysis for Italy
Orange Jam Driven by Italy
Fresh Orange Wholesale
Price Changes

2025.12.1

Malawi Import
Fluctuation Ar
South Africa F
Driven by Sou
Orange Whole
Changes

2025.12.1

South Korea Import Price

United States Import Price

Vietnam Impoi

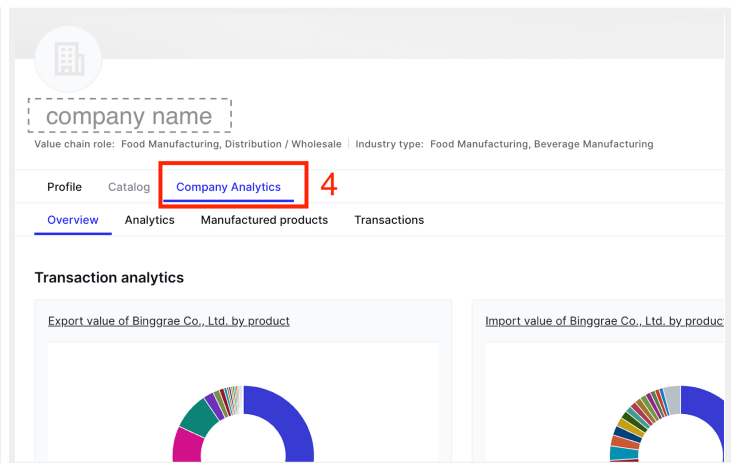
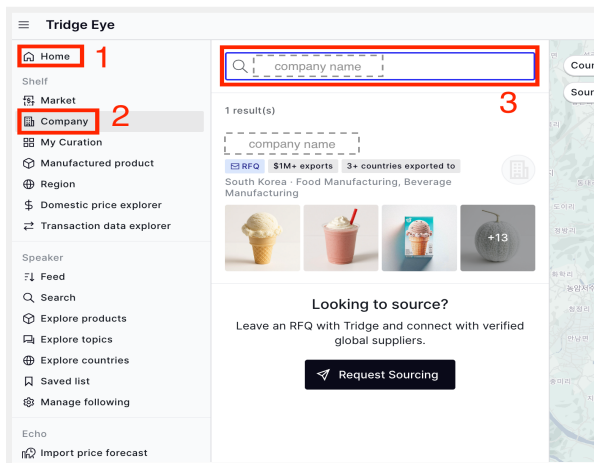
4

STEP

Company Analytics Review

Navigation path: Home > Shelf > Company > Company Analytics

- Search for your current trading partner to check their transaction status.
- Check the graph of Export Value of "Company" by Importing Country / Importer
 - Identify unit costs for shipments outside of your country and the reasons for price differences — distance, volume, etc.
- Compare your company's unit price competitiveness against other domestic importers utilizing the same exporter.



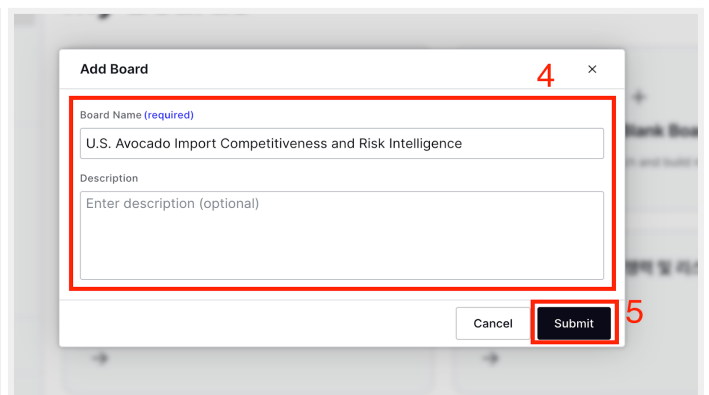
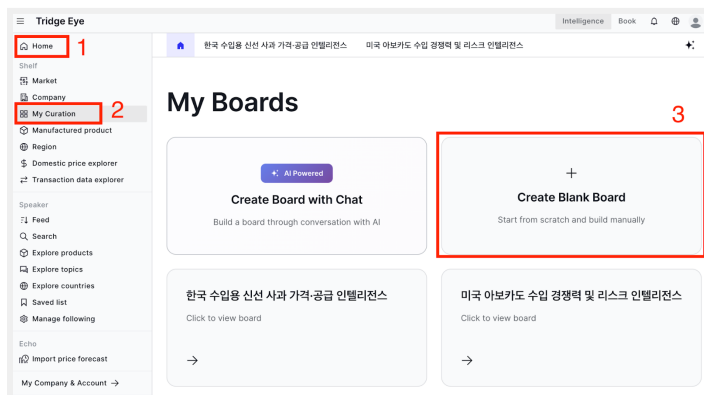
5

STEP

Dashboard Registration (Continuous tracking)

Navigation path: My Curation > Create Blank Board > Add Item

- If you want to continue tracking the above information, attach the viewed content to a dashboard to create your own content that can be viewed at a glance.



6

STEP

Purchase Evaluation

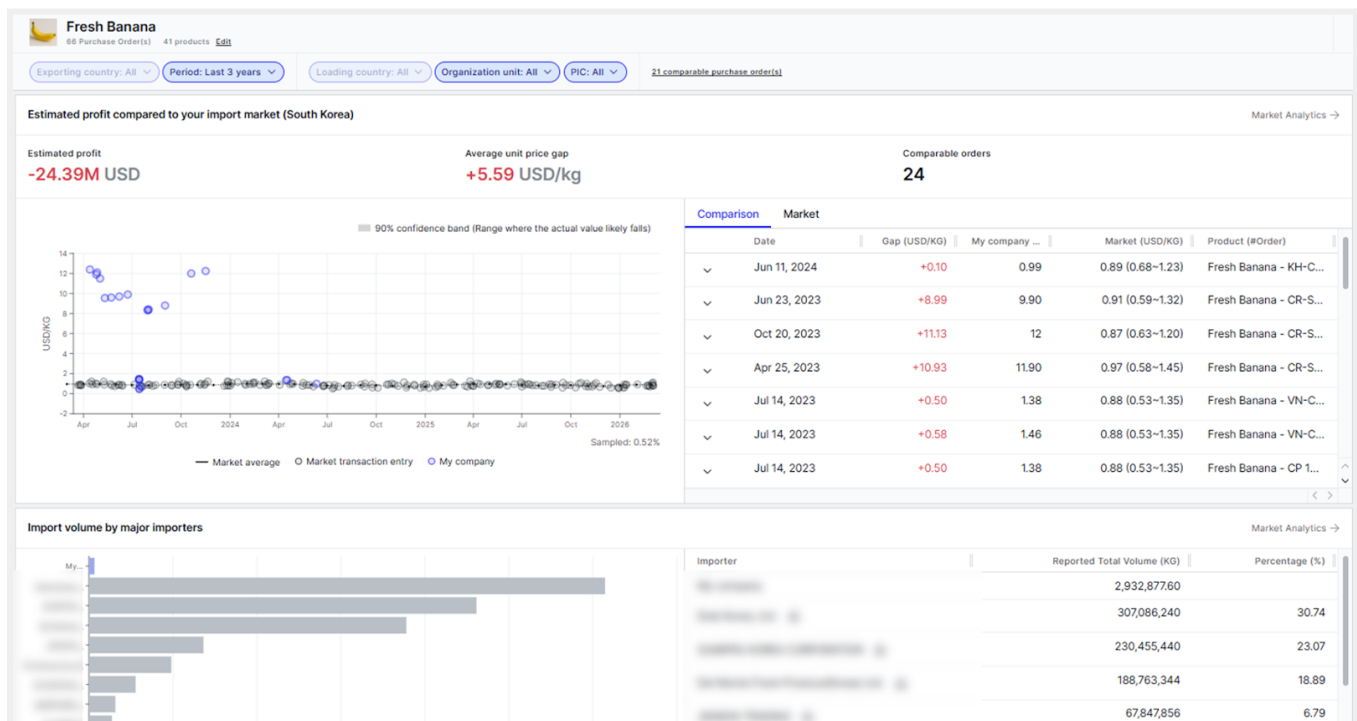
Navigation path: Tridge Eye Book > Purchase Order > Create

- Directly input details of the user's target item purchase history
- Alternatively, click the Data Migration button next to the Create button to upload your existing PO file for automatic input of details.

After saving → Purchase Evaluation > Select Product

- Use the generated dashboard to check the results of the automatic calculation of your competitiveness compared to domestic importers of the same product.
- Identify your company's position and designate companies that secured more favorable deals as competitors or benchmarks for future analysis.

The screenshot shows the Tridge Eye interface. On the left, the 'Purchase Order' menu item is highlighted with a red box and labeled '2'. In the top right, the 'Book' and 'Create' buttons are highlighted with red boxes and labeled '1' and '3' respectively. The main table displays a list of purchase orders with columns for Code, Order date, Organizational L., Number, and Vendor. The 'Create purchase order' modal is open on the right, showing fields for Vendor, Currency, Incoterms, Descriptions of product, Destination country, Organization unit, and Person in charge.



1.3 Unit Price Analysis for Securing Negotiation Advantage

We establish a basis for data-driven negotiation strategies by analyzing the proportion of transactions with suppliers and competitor purchasing patterns.

Route A | Quick judgment | Est. Time : Approx. 5 min

1
STEP

Export suppliers

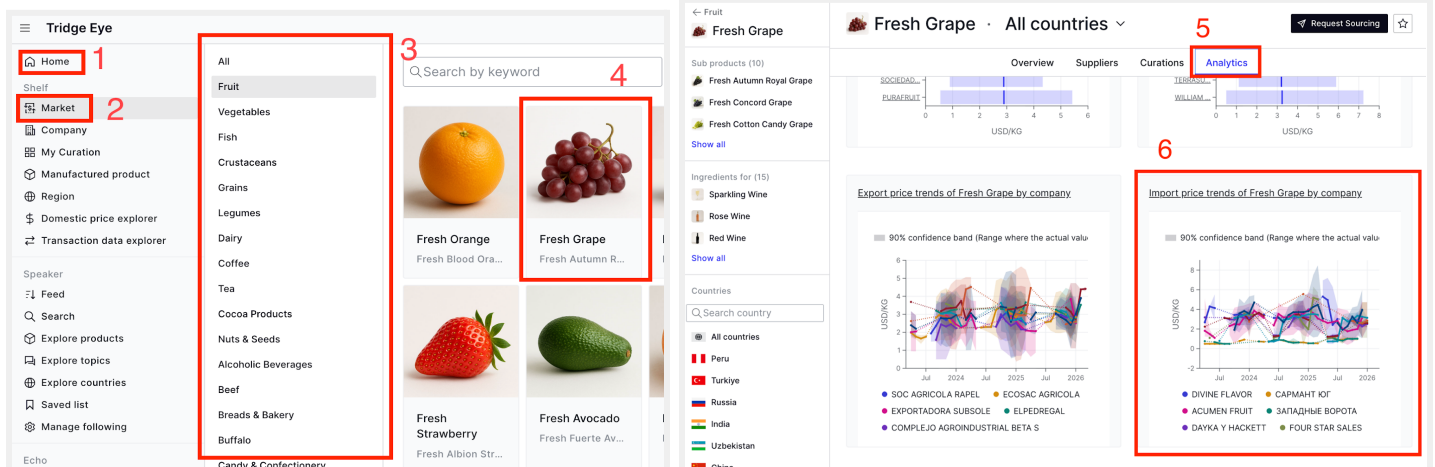
Price trends

Review

Navigation path: Home > Shelf > Marker > Select Item > Analytics

> Import Price Trend by Company

- Enter target country in Exporting Country
- Verify whether the price trends of same-product exporters in the same country are aligned.
- Verify whether the internal pricing factors are consistently reflected.



2
STEP

Local Market

Supplier Price

Trend Review

Navigation path: Import Price Trend by Company > Enter target in Importing Country

- Verify whether the price fluctuation trends of exporters of the same products supplying the domestic market are aligned.
- Verify whether external unit pricing factors are equally reflected.

Route B | Refining Negotiation Strategies | Est. Time : Approx. 20 min

1

STEP

Export suppliers

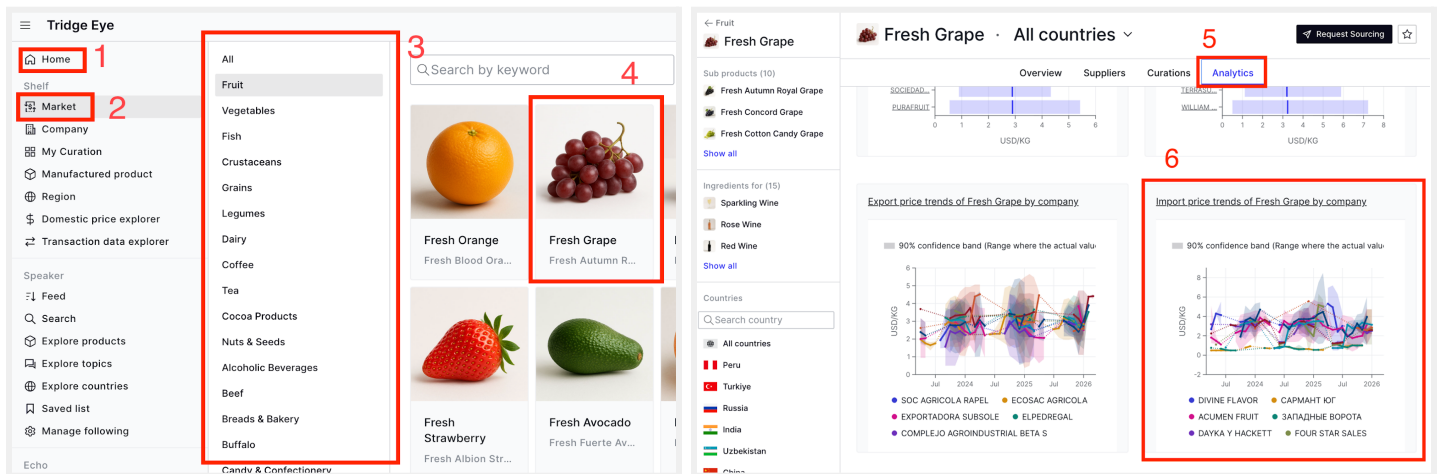
Price trends

Review

Navigation path: Home > Shelf > Marker > Select Item > Analytics

> Import Price Trend by Company

- Enter target country in Exporting Country
- Verify whether the price increase/decrease trends of exporters of the same product in the same country match.
- It is possible to verify whether the internal unit pricing factors are consistently reflected.



2

STEP

Local Supplier

Price trends

Review

Navigation path: Import Price Trend by Company > Enter target in Importing Country

- Verify whether the price trends of same-product exporters of the same products entering the domestic market are consistent.
- It is possible to verify whether external pricing factors are equally reflected.

3
STEP

Supplier

Transactions

Share Review

Navigation path: Home > Shelf > Company > Search Target Exporters

> Company Analytics > Export Value of "Company" by Importer

- You can check what share of this exporter's transaction volume your company currently accounts for.
- If you hold the majority, it gives you an advantage in negotiations.
- If there is another trading partner that has recently started doing business and is increasing volume, it will reduce your negotiation leverage
 - Aggressive negotiation may be rejected if the exporter has a growing alternative buyer.

The screenshot shows the Tridge Eye interface. On the left is a sidebar with navigation options. The main area shows a search for a company. The search results show a company profile with a 'Company Analytics' tab highlighted. The 'Company Analytics' tab shows a chart of export value by importer.

Navigation path: Home (1) > Company (2) > Search Target Exporters (3) > Company Analytics (4) > Analytics (5)



4
STEP

Competitor

Purchasing

Frequency

Pattern

Review

Navigation path: Home > Shelf > Company > Search for Benchmark Targets >

Company Analytics > Import Value Trend of "Company" by Product

- Enter target products in the Product filter
- Check the product's purchase frequency in the results chart.
- Determine whether the pattern is large-volume/low-frequency or small-volume/high-frequency.
- If the trend is a competitor's unit price negotiation strategy, you can benchmark it.

5
STEP

Competitor

Supplier

Diversification

Strategy Review

Navigation path: Import Value Trend of "Company" by Product > Product Filter:

Target Item > Exporting Country: Enter Target Country of Origin

- Verify whether sourcing is concentrated with a single supplier from one origin or diversified across multiple suppliers.
- As one of the negotiation strategies, used as a benchmark.

Chapter 2. Optimal Partner Discovery & Verification

2.1 Understanding Real-Use Spec Pricing Beyond HS Codes

Verify whether the target company actually handles the product based on detailed specifications (variety, grade, etc.) that are not classified by HS Code.

Common application Applicable to Both Route A & B

Navigation path Home > Shelf > Company > Search Target Company > Company Analytics > Transactions

> Enter detailed specification name in Reported Product Name at the bottom left

(e.g., Tipo 00, Size 88, Size 25, Arabica Geisha, etc.)

The filtered results confirm handling status.

The screenshot displays the Tridge Eye application interface. On the left, a sidebar menu shows the navigation path: Home (1), Shelf, Market, Company (2), My Curation, Manufactured product, Region, Domestic price explorer, Transaction data explorer, Speaker, Feed, Search, Explore products, Explore topics, Explore countries, Saved list, Manage following, Echo, and Import price forecast. The main content area shows a search for 'company name' (3) with 1 result(s). The result is a company profile for 'South Korea · Food Manufacturing, Beverage Manufacturing' with a 'Request Sourcing' button. On the right, the 'Company Analytics' (4) tab is selected, showing the 'Transactions' (5) sub-tab. The 'Reported product name' (6) field is filled with 'Tipo 00'. The interface also includes filters for Product, Importing country, Importer, and Period.

or [Home](#) > [Shelf](#) > [Transaction Data Explorer](#) > [Filter Product](#) · [Period](#) · [Exporting Country](#) · [Exporter values](#)
 > Enter detailed specification name in Reported Product Name

The filtered results confirm handling status.

Tridge Eye

IntelligenceBook

Home

Shelf

Market

Company

My Curation

Manufactured product

Region

Domestic price explorer

Transaction data explorer

Speaker

Feed

Search

Explore products

Explore topics

Explore countries

Saved list

Manage following

Echo

Import price forecast

My Company & Account →

Product category

Fresh Orange

HS Code

Select

Period

Last 3 years

Exporting country

Austria

Exporter

All Companies

Importing country

All countries

Importer

Search

Reported product name

Search reported product n

1 - 50

Date	Product cate...	HS Code	Reported product name	Product description
2025-07-09	Fresh Orange	2009129000	HD ORANGE	HD ORANGE
2025-07-09	Fresh Orange	2009129000	HD ORANGE	HD ORANGE
2025-07-09	Fresh Orange	2009129000	HD ORANGE	HD ORANGE
2025-07-09	Fresh Orange	2009129000	HD ORANGE	HD ORANGE
2024-12-11	Fresh Orange	2009129000	BR ORANGE	BR ORANGE
2024-12-11	Fresh Orange	2009129000	HD ORANGE	HD ORANGE
2024-12-11	Fresh Orange	2009129000	HD ORANGES	HD ORANGES
2024-12-11	Fresh Orange	2009129000	BR ORANGE	BR ORANGE

2.2 Filtering Verified Suppliers Based on Domestic Import History

Verify the trading experience and reliability of candidate suppliers in the target country based on actual transaction history data.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Company > Search Target Company > Company Analytics > Transactions
> Enter target country in Importing Country at the bottom left

Search results confirm the company's trade history with the target country.

The screenshot displays the Tridge web application interface, which is divided into a left sidebar, a main content area, and a right sidebar. The interface is annotated with numbered red boxes (1-6) and a red arrow pointing to a specific button.

Left Sidebar (Navigation):

- 1** Points to the **Home** link in the top navigation bar.
- 2** Points to the **Company** link in the top navigation bar.
- 3** Points to the search bar in the main content area, which contains the text "company name".

Main Content Area:

- 4** Points to the **Company Analytics** tab in the top navigation bar.
- 5** Points to the **Transactions** tab in the top navigation bar.
- 6** Points to the **Importing country** dropdown menu, which is currently set to **Philippines**.
- A red arrow points to the **Request Sourcing** button in the main content area.

Right Sidebar (Table):

The right sidebar displays a table of transactions. The table has the following columns: Date, Product category, HS Code, and Reported product name. The table contains 10 rows of data.

Date	Product category	HS Code	Reported product name
2025-05-26	N/A	210500000...	BINGGRAE - Melona M..
2025-05-26	Ice Cream	210500000...	BINGGRAE - Melona St..
2025-05-26	Ice Cream Bar	210500000...	BINGGRAE - Melona M..
2025-05-26	Ice Cream	210500000...	BINGGRAE - Melona St..
2025-05-26	Ice Cream	210500000...	BINGGRAE - Samanco I..
2025-05-26	N/A	210500000...	BINGGRAE - Melona M..
2025-05-26	Ice Cream Bar	210500000...	BINGGRAE - Cledor Ice..
2025-05-26	N/A	210500000...	BINGGRAE - Melona M..
2025-05-26	N/A	210500000...	BINGGRAE - Melona Pl..

Route B | Reliability Verification Data | Est. Time : Approx. 20 min

1

STEP

Major Trading Countries Share Review

Navigation path: Home > Shelf > Company > Search Target Companies > Profile

> Major Exporting Countries Map

- Check which countries the company primarily trades with.
- It is important to consider what proportion of the company's total transactions are accounted for by transactions with target continents or target countries.

2

STEP

HS Code Validation

Navigation path: Home > Shelf > Company > Search Target Companies

> Company Analytics > Transactions

- Verify whether the HS Code of the relevant transaction history is a currently valid HS Code.

Overview

Analytics

Manufactured products

Transactions

Export

Import

Product

Cow Milk

Importing country

United States

Importer

All companies

Period

Last 5 years

Reported product name

Search reported product

< > 1 - 50

Date	Product category	HS Code	Reported product name	Product description	Origin
2025-06-27	Cow Milk	040299	MILK	MILK	N/A
2025-06-27	Cow Milk	040299	MILK	MILK	N/A
2025-06-14	Cow Milk	040299	MILK	MILK	N/A
2025-06-13	Cow Milk	040299	MILK	MILK	N/A
2025-06-13	Cow Milk	040299	MILK	MILK	N/A
2025-06-13	Cow Milk	040299	MILK	MILK	N/A
2025-06-11	Cow Milk	040299	MILK	MILK	N/A
2025-06-06	Cow Milk	040210	MILK	MILK	N/A
2025-06-06	Cow Milk	040299	MILK	MILK	N/A

3
STEP

Target Product

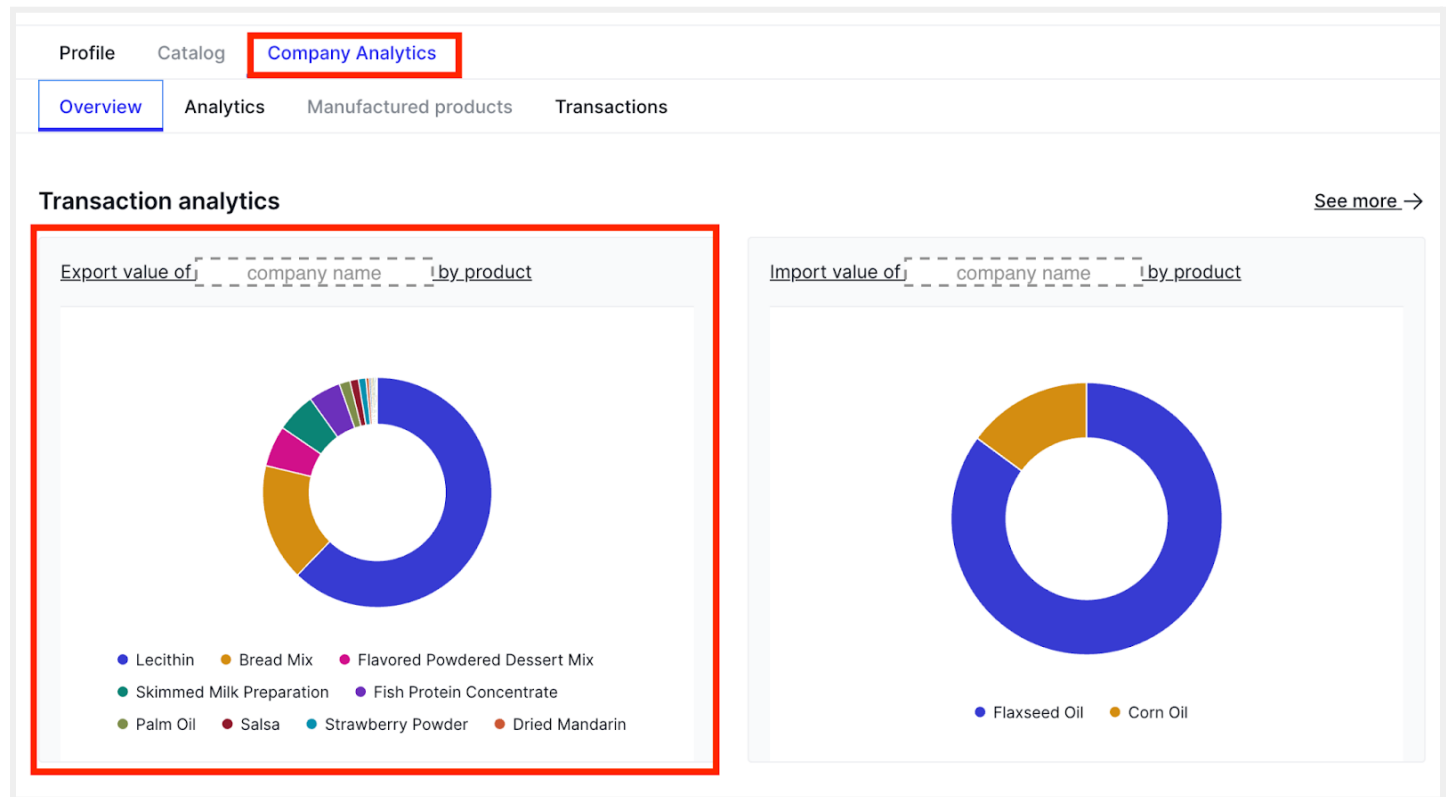
Core Share

Review

Navigation path: [Home](#) > [Shelf](#) > [Company](#) > [Search Target Companies](#)

> [Company Analytics](#) > [Export Value of "Company" by Product](#)

- Check if the target product accounts for the company's main share.
- If only small quantities are handled or the number of items is too large, stability may be compromised, and it is highly likely to be a simple forwarding or brokerage firm.

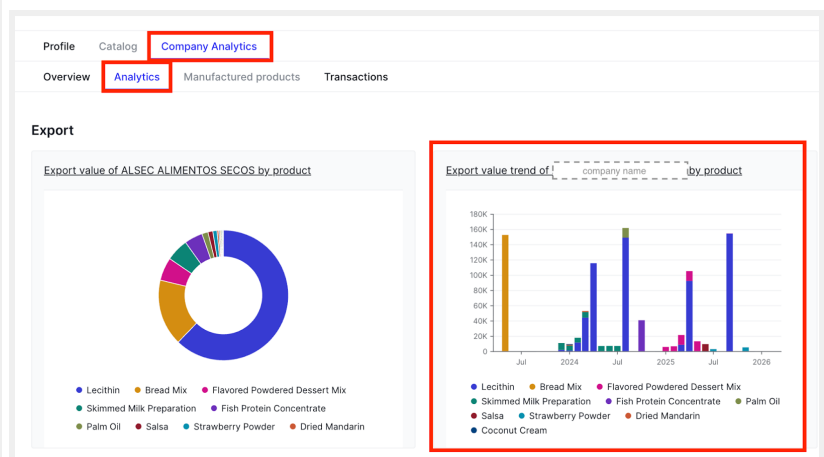
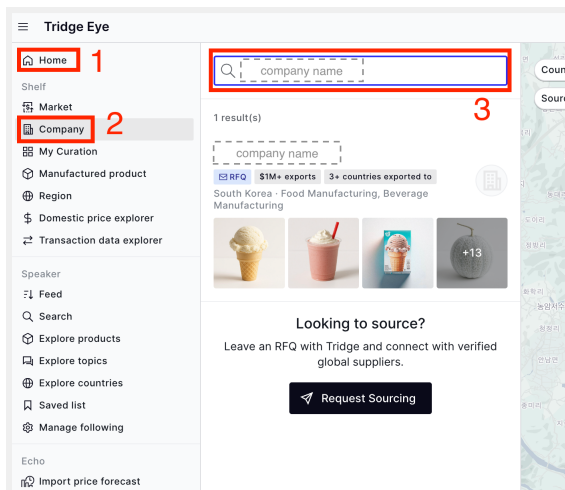


2.3 Evaluating Partner Reliability Through Export Frequency & Volume Analysis

Evaluate the transaction continuity and reliability of supply partners through the analysis of export volume trends and transaction frequency by buyer.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Company > Search Target Companies > Company Analytics > Analytics
> Export Value Trend of "Company"



Route B | Detailed Analysis | Est. Time : Approx. 20 min

1

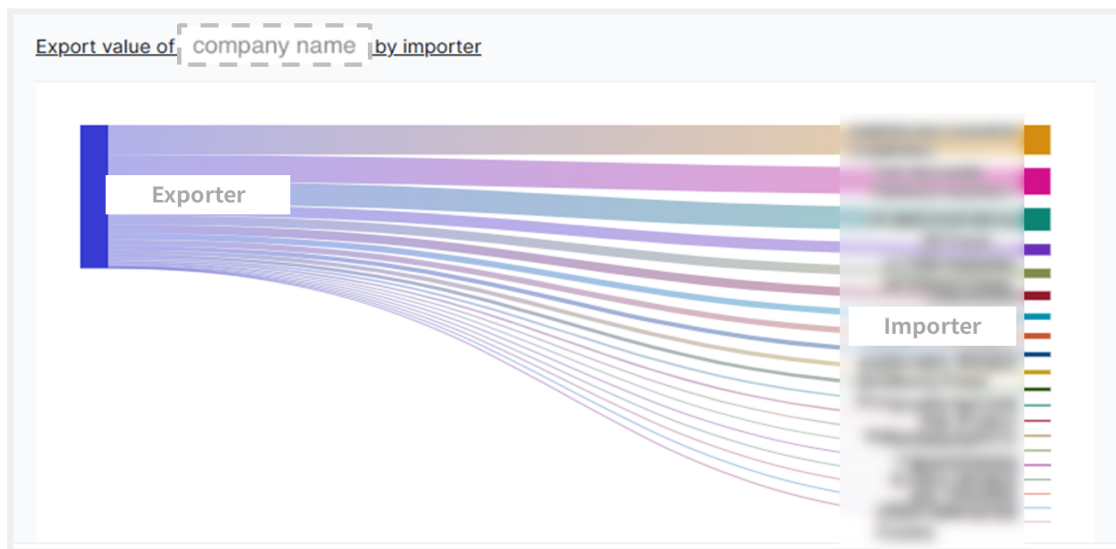
STEP

**Reviewing
Transaction
Frequency
& Price Trends
by Buyer**

Navigation path: Home > Shelf > Company > Search Target Companies

> Company Analytics > Analytics > Export Value by Importer

- Click Individual Importer → Click Value Trend by Exported Product
 - Review import frequency and volume for the specified period via the bar chart.
- Click Product again to display the unit price trend between the two companies as a line chart.
- Determine whether the exporter maintains ongoing importer relationships or simply processes volume without continuity.



Chapter 3. Establishing New Promising Items and Supply Strategies

3.1 Exploring & Selecting Fast-Growing Promising Products

Identify promising, rapidly growing items by cross-referencing changes in the new lineups of suppliers and competitors with market volume and price data.

Route A | Quick Check | Est. Time : Approx. 5 min

1
STEP

Capturing Supplier New Lineup

Navigation path: Home > Shelf > Company > Search Target Company > Company Analytics > Analytics > Export Value of "Company" by Product

- Identification of newly emerging items with gradually expanding in share on the time-series stacked bar graphs
- The item can be identified as a new addition to the supplier's lineup.

Export value of 'company name' by product

Export value trend of 'company name' by product

2
STEP

Capturing Competitor New Sourcing Products

Navigation path: Home > Shelf > Company > Search Benchmarking Targets > Company Analytics > Analytics > Import Value of "Company" by Product

- Identify new sourcing items of competitors or benchmark companies using the same analysis method

Route B | Detailed Analysis | Est. Time : Approx. 20 min

1

STEP

Reviewing Trade Volume Trends by Origin

Navigation path: Home > Shelf > Market > Select Target Item > Overview
> Transaction YoY Change by Country

- Use the map to visually identify YoY trade volume trends by origin.
- Excluding seasonal hemisphere transitions, simultaneous upward trends across multiple origins signal expanding demand.

The screenshot displays the Tridge Eye interface with the following components and annotations:

- 1**: Home button in the left sidebar.
- 2**: Market button in the left sidebar.
- 3**: Search bar labeled "Search by keyword".
- 4**: Fresh Grape product card in the search results.
- 5**: Overview button in the top navigation bar.
- 6**: Global Transaction Activity and Price Trends for Fresh Grape map.

The map shows transaction volume trends by country, with labels for United States, Mexico, Colombia, Peru, Turkey, Russia, India, Netherlands, Moldova, Spain, Turkey, Uzbekistan, Afghanistan, China, and Viet Nam.

2

STEP

Assessing Willingness To Pay for Price-Surging Items

Navigation path: [Home](#) > [Shelf](#) > [Market](#) > [Select Target Item](#) > [Overview](#)

> [Transaction Summary By Countries](#)

- If the price surges despite minimal fluctuations in trading volume → Identify this as a signal that the market's willingness to pay (WTP) for the product is rising.
- Can be interpreted that changes in demand sentiment are preceding changes in the supply and demand structure — Subject to portfolio inclusion review

Country	Transaction Count	2025-04	2025-05	2025-06	2025-07	2025-08	2025-09	2025-10
Peru	63,883	2.83 USD / kg (9,861,803.56 kg)	2.51 USD / kg (7,410,867.072 kg)	2.48 USD / kg (3,635,182.104 kg)	2.71 USD / kg (3,630,485.8 kg)	2.76 USD / kg (8,315,472.649 kg)	2.94 USD / kg (9,954,666.673 kg)	2.92 USD / kg (77,306,028. kg)
Chile	42,446	1.70 USD / kg (390,923,789.647 kg)	1.76 USD / kg (131,177,012.158 kg)	1.78 USD / kg (16,346,100.286 kg)	1.83 USD / kg (1,646,703.1 kg)	1.96 USD / kg (875,539.13 kg)	2.78 USD / kg (805,392.969 kg)	2.99 USD / kg (351,339.518 kg)
Australia	1,020	3.55 USD / kg (6,295,820.889 kg)	2.42 USD / kg (3,214,820.401 kg)	2.51 USD / kg (1,234,401 kg)	- (-)	- (-)	- (-)	- (-)
India	21,082	0.92 USD / kg (58,877,406.405 kg)	0.49 USD / kg (11,854,339.383 kg)	0.46 USD / kg (924,400.8 kg)	0.48 USD / kg (901,697.04 kg)	1.00 USD / kg (132,842.4 kg)	0.90 USD / kg (138,039 kg)	1.00 USD / kg (47,211 kg)
China	17,442	0.63 USD / kg (2,959,862.34 kg)	0.64 USD / kg (3,014,545.83 kg)	0.71 USD / kg (6,996,644.953 kg)	0.78 USD / kg (20,689,121.683 kg)	1.10 USD / kg (44,351,620.091 kg)	0.90 USD / kg (47,487,705.883 kg)	1.04 USD / kg (53,895,005. kg)
Uzbekistan	12,154	0.55 USD / kg (260,058 kg)	- (-)	0.63 USD / kg (810,398 kg)	0.50 USD / kg (3,903,321 kg)	0.91 USD / kg (50,126,107.353 kg)	0.58 USD / kg (10,134,302.6 kg)	1.02 USD / kg (35,628,511.6 kg)

3

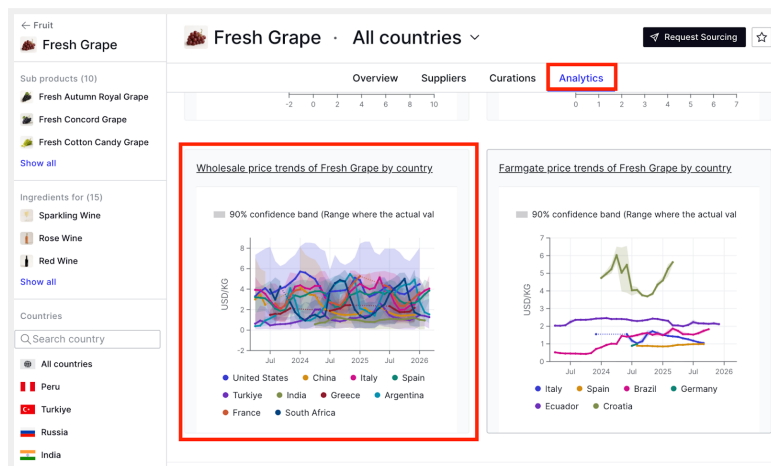
STEP

Wholesale Price Increase Signal Review

Navigation path: [Home](#) > [Shelf](#) > [Market](#) > [Select Target Item](#) > [Analytics](#)

> [Wholesale Price Trends of "Product" by Country](#)

- If wholesale prices rise year-over-year even when no supply-side issues are identified at the Speaker → This can be interpreted as a price increase caused by increased demand.



4

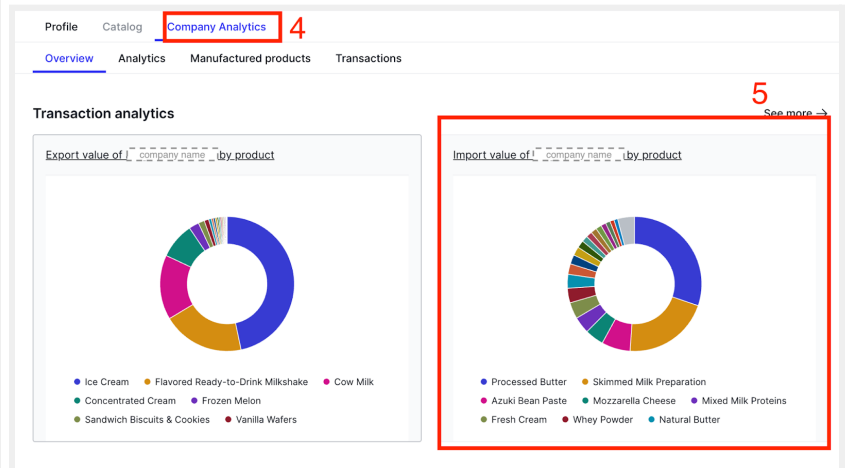
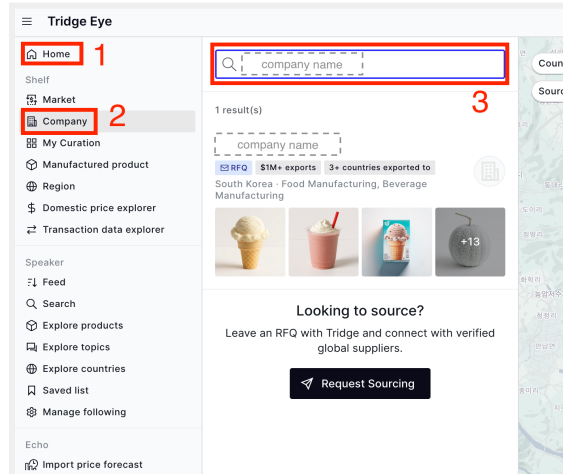
STEP

Competitor's New Lineup Spotted

Navigation path: Home > Shelf > Company > Select Industry Core or Competitor >

Company Analytics > Import Value of "Company" by Product

- Identify products newly appearing and gradually expanding in share on the stacked bar chart



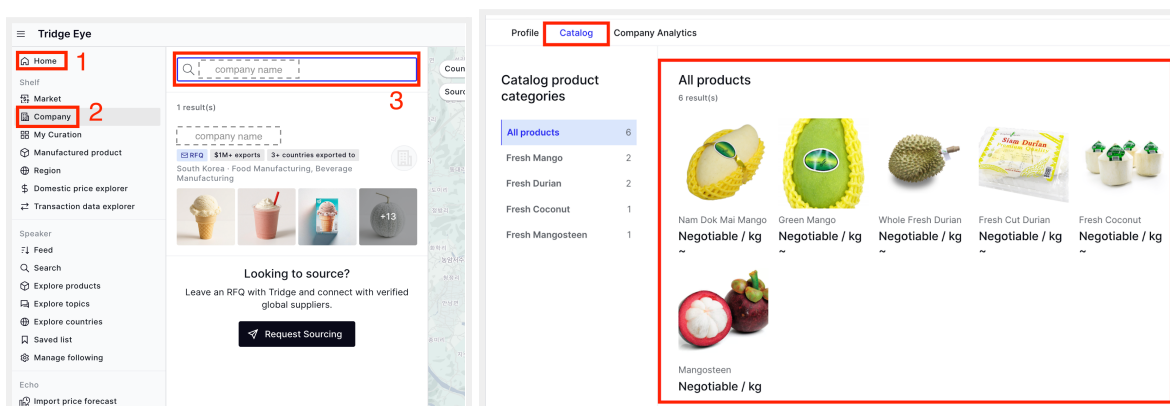
3.2 Benchmarking Competitor Sourcing Portfolios

Strategic planning focuses on identifying competitor sourcing origins, terms, and future product readiness.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Company > Select Industry Leader or Competitor > Catalog

Check the company's entire product portfolio through the Catalog tab.



The screenshot displays the Tridge Eye interface. On the left, the navigation menu includes 'Home' (1), 'Shelf', 'Market', 'Company' (2), 'My Curation', 'Manufactured product', 'Region', 'Domestic price explorer', and 'Transaction data explorer'. The 'Company' tab is selected, showing a search bar (3) with 'company name' entered. Below the search bar, a list of results is shown, including 'South Korea - Food Manufacturing, Beverage Manufacturing'. The main content area is divided into two sections: 'Catalog product categories' and 'All products'. The 'All products' section is highlighted with a red box and contains a table of products with their respective sourcing terms.

Product	Quantity	Sourcing Term
Nam Dok Mai Mango	2	Negotiable / kg
Green Mango	2	Negotiable / kg
Whole Fresh Durian	1	Negotiable / kg
Fresh Cut Durian	1	Negotiable / kg
Fresh Coconut	1	Negotiable / kg
Mangosteen	1	Negotiable / kg

Route B | Detailed Analysis | Est. Time : Approx. 20 min

1

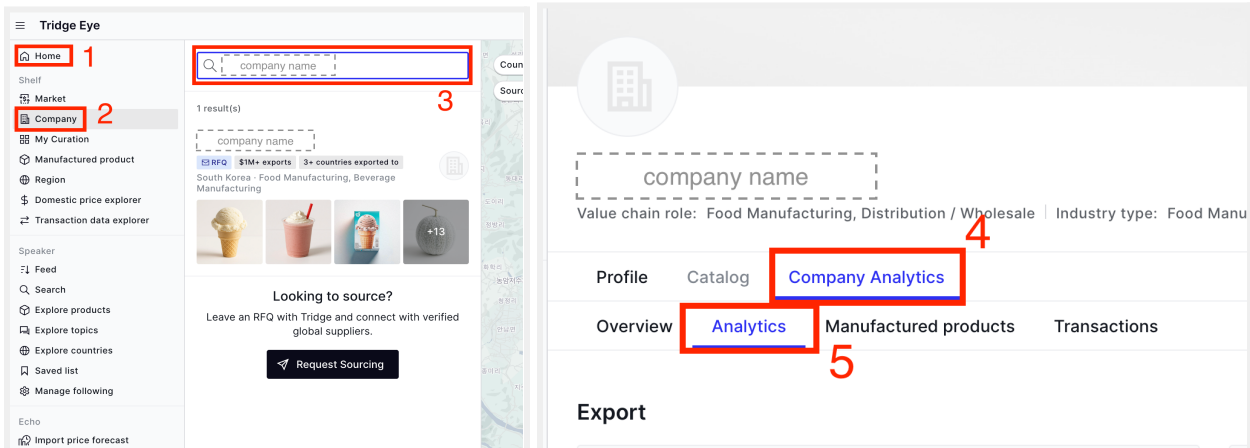
STEP

Operational Product Mix Review

Navigation path: Home > Shelf > Company > Search Target Companies

> Company Analytics > Analytics > Import Value of "Company" by Product

- Identify competitors' or benchmark companies' product mix and transaction share by product.



By analyzing the imported raw material portfolio data, we can reverse-engineer the company's core product lineup based on the combination of raw materials, beyond just individual item proportions.

Example) Prepared Skim Milk + Fresh Cream + Azuki Bean Paste ► Ice Cream and Bakery Product Lineup

2

STEP

Sourcing Season & Order Pattern Review

Navigation path: Import Value of "Company" by Product

> Enter target product in Product filter

- Review whether sourcing seasons have changed
 - In the case of seasonal fluctuations due to origin factors → Your in-house sourcing season may also require review and renegotiation.
 - In cases where the cause is due to the supplier → Since this implies a change in a competitor's supply strategy or inventory management method, it is necessary to review the company's supply strategy and establish response measures.
- Determine whether the order pattern is small-volume/high-frequency or large-volume/lowfrequency.

3

STEP

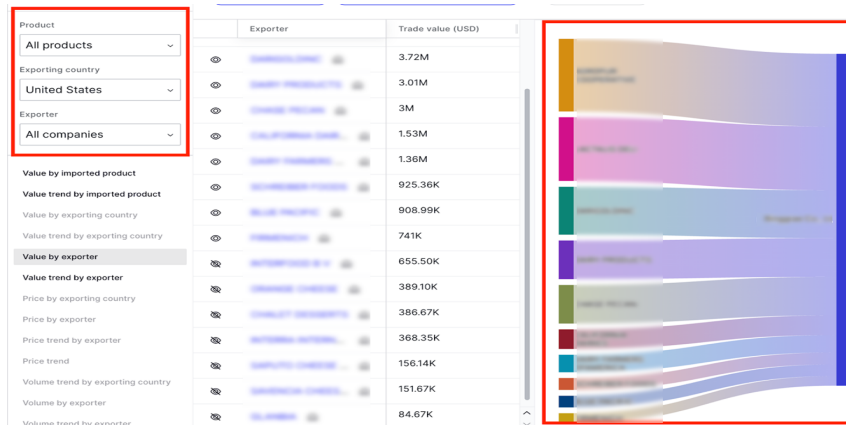
Origin

Composition & Share Review

Navigation path: Home > Shelf > Company > Search Target Company > Company

Analytics > Analytics > Import Value of "Company" by Exporting Country

- Identify the trading origin composition
- Click the graph and apply country or item filters → Check supplier composition and volume share by country of origin
- Check supplier composition and volume share by country of origin



4

STEP

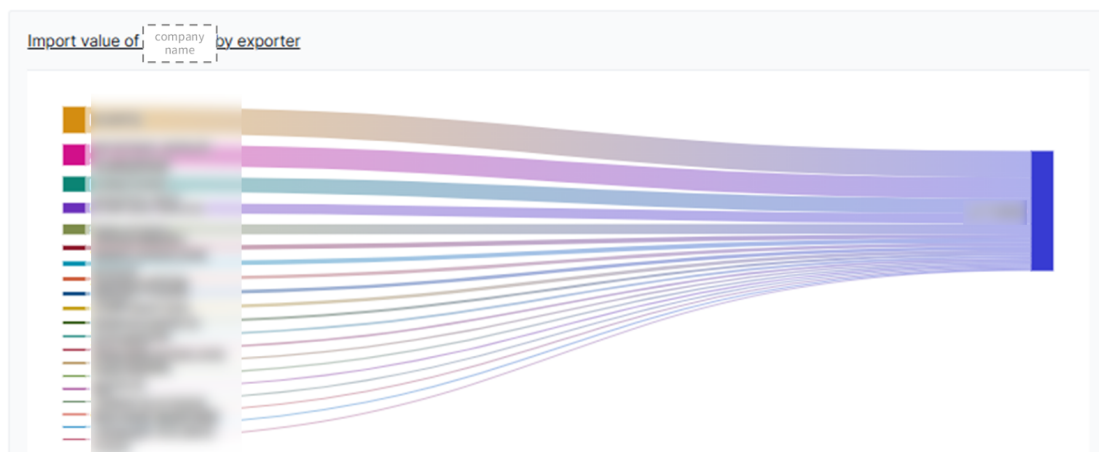
Supplier

Composition & Volume Allocation Review

Navigation path: Home > Shelf > Company > Search Target Companies > Company

Analytics > Analytics > Import Value of "Company" by Exporter

- Identify the current supplier composition
- Click the graph and apply country or item filters → Check transaction composition and proportion by supplier
- Analyze differentiation factors (region, production method, etc.) and volume allocation when operating multiple suppliers in the same country



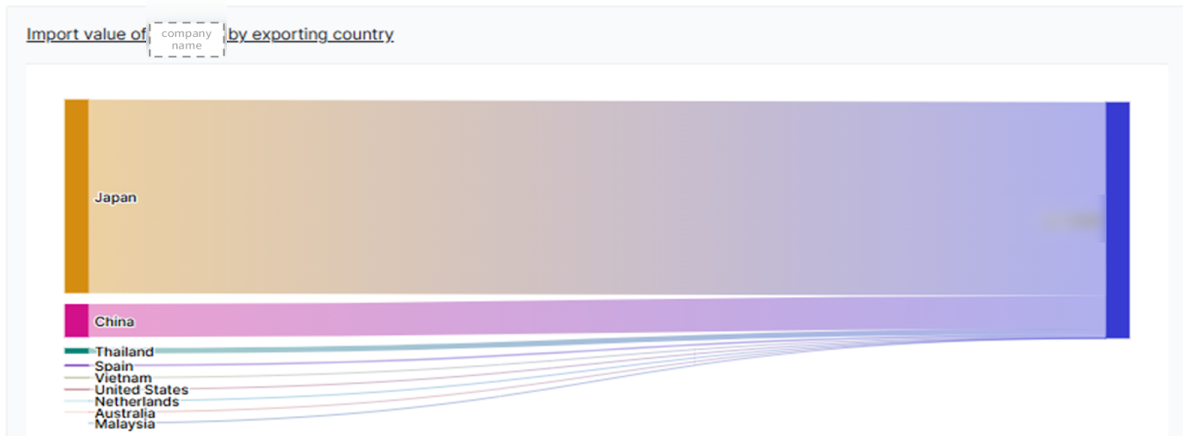
5

STEP

Visualization of Transaction Composition — Sankey Graph

Navigation path: Import Value of "Company" by Exporter > Select Sankey Graph Version

- Verify transaction flows and shares among suppliers via the Sankey chart
- Click the graph and apply country or item filters → Check transaction composition and proportion by supplier



6

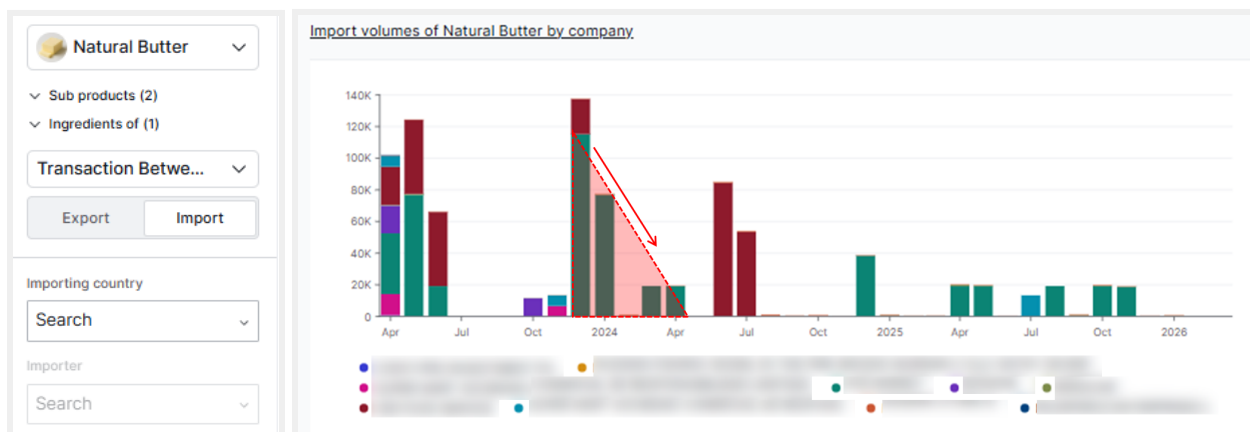
STEP

Detecting Rapid Supplier Share Changes

Navigation path: Import Value of "Company" by Exporter

> Select Stacked Bar Graph Version

- Detects sudden increases or decreases in transaction share with a specific supplier..
- If the proportion has increased → Since the unit price, volume, and conditions of the relevant supplier are deemed to be more competitive compared to before, a detailed analysis of the conditions is necessary.
 - Focus on: unit price reduction, improved volume availability, and flexible payment terms.



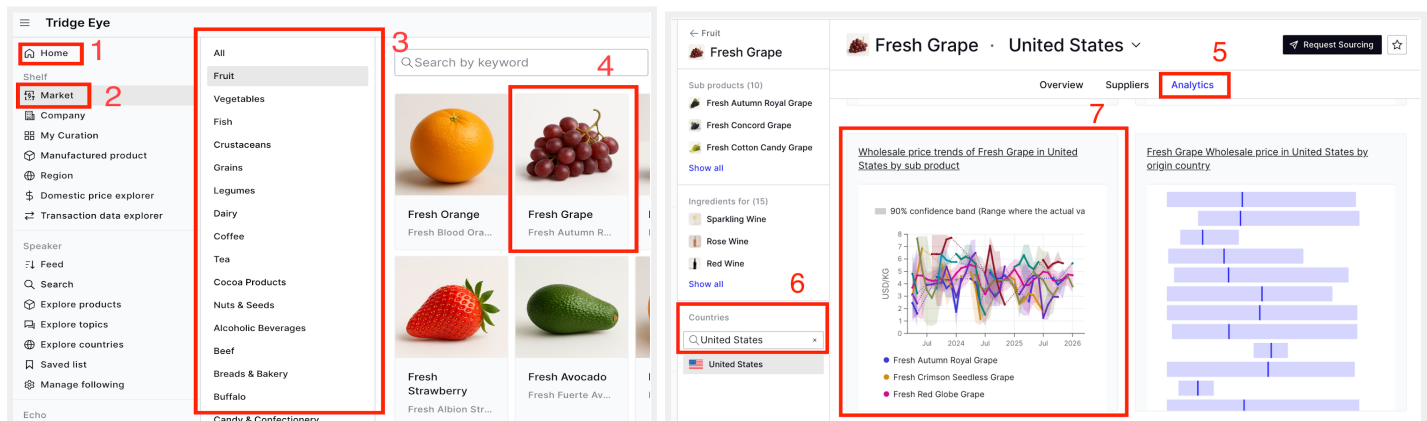
3.3 Determining Annual Lowest-Price Procurement Windows Through Seasonality Analysis

Derive the optimal annual procurement timing by cross-analyzing wholesale price trends and supply and import volume data.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Market > Select Target Product > Analytics > Enter Target Country of Origin in Countries Filter > Wholesale Price Trends of "Product"

Identify the seasons within the graph where price lows are repeatedly formed throughout the year. These points are determined to be the zones where the lowest price of the year is available for purchase.



Route B | Detailed Analysis | Est. Time : Approx. 20 min

Since the lowest price season may not be the optimal time, cross-validate using the following 3 steps.

1

STEP

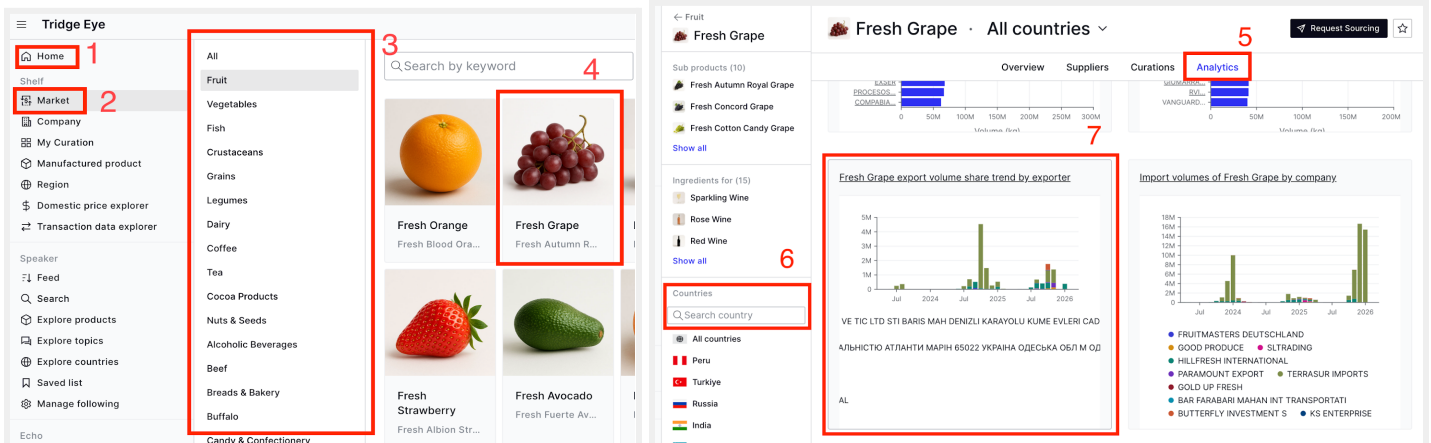
Supply Stability Season Review

Navigation path: Home > Market > Select Target Product > Analytics > Enter Target

Country of Origin in Countries Filter > "Product" Export Volume Share

Trend by Exporter > Enter Target Company in Exporter Filter

- Peak export volume season = highest supply stability, making it the optimal procurement window for secure volume.

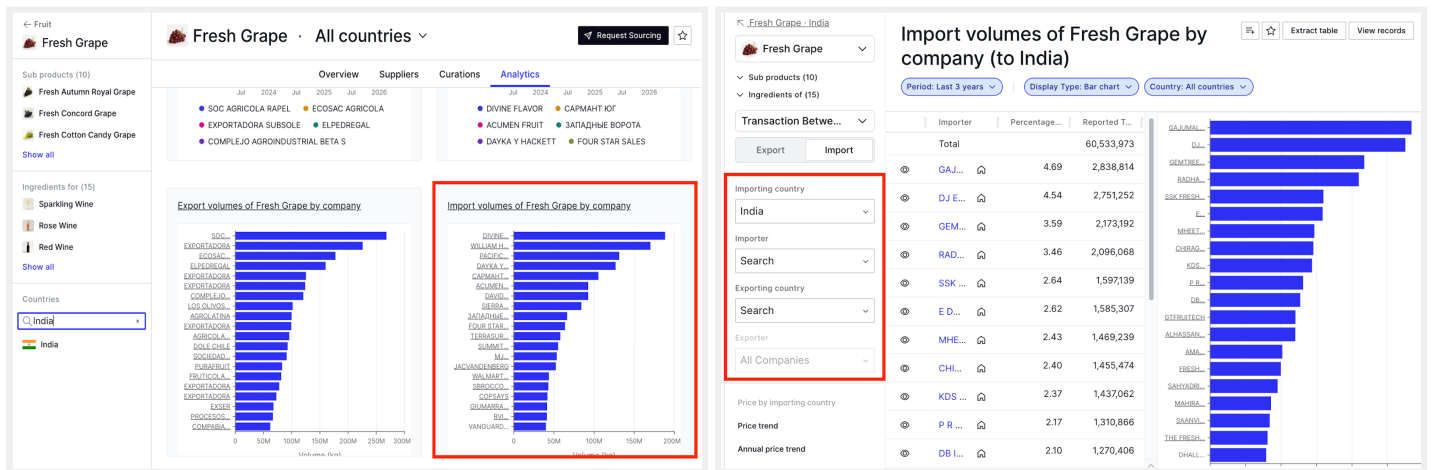


2
STEP

Reviewing Peak
Import Timing of
Key Importers

Navigation path: Home > Market > Select Target Product > Analytics > Import Volumes of "Product" by Company > Enter key vendors for the corresponding item in the Importer filter

- Key importers' peak import period typically reflects the most favorable pricing, volume, and quality conditions — use this as the optimal procurement window.



3
STEP

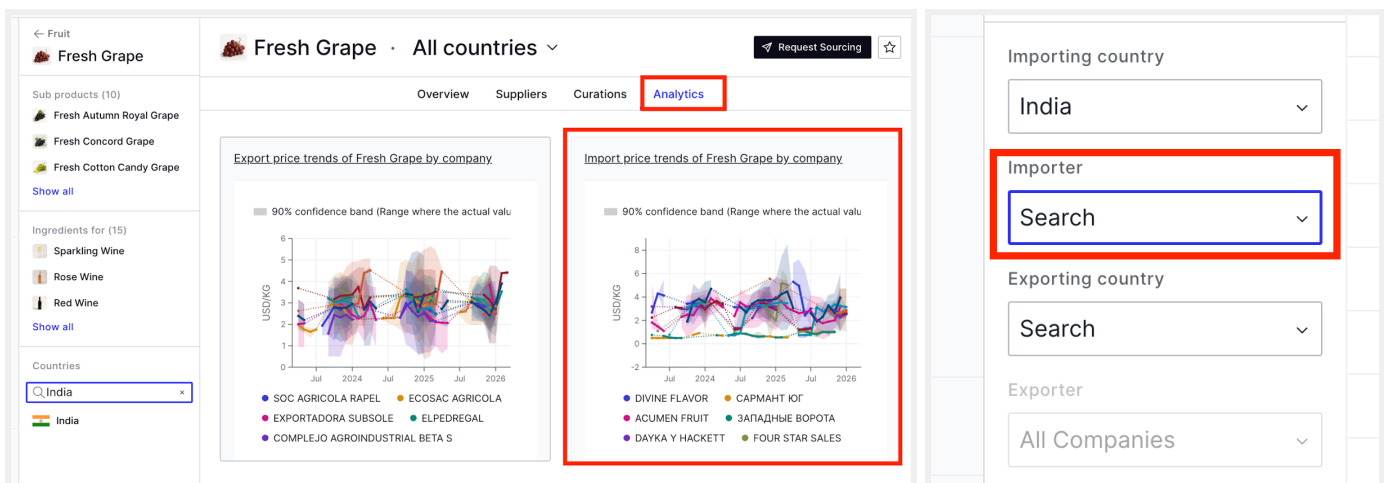
Optimal Timing
Cross-Verification

Navigation path: Home > Market > Select Target Product > Analytics > Import Price

Trends of "Product" by Company

> Enter the key companies identified in step 2 into the Importer filter

- Cross-verify that the actual procurement price at the optimal timing from Step 2 is at its lowest, confirming validity.



Chapter 4. Risk Management and Supply Chain Stabilization

4.1 Production & Price Forecasting Based on Climate Data

Predict raw material supply disruptions and price impacts by cross-validating Region climate data with Speaker issue feeds.

Common application Applicable to Both Route A & B

Navigation path Home > Shelf > Region > Enter target product in Product filter > Enter target country in Country > Select region suitable for conditions > Check Weather, Precipitation, Temperature, UV Index, etc.

Proactively identify potential climate-driven raw material supply disruptions by detecting significant anomalies in weather indicators compared to average levels.

The screenshot displays the Tridge Eye application interface. The left sidebar contains a navigation menu with the following items: Home (1), Shelf, Market, Company, My Curation, Manufactured product, Region (2), Domestic price explorer, Transaction data explorer, Speaker, Feed, Search, Explore products, Explore topics, Explore countries, Saved list, Manage following, Echo, Import price forecast, and My Company & Account. The main content area is divided into three sections. The top section, labeled 3, contains a 'Product' dropdown menu with the text 'Select a product to discover its origin' and a 'Country' dropdown menu with the text 'Select a country to view regions'. The bottom section, labeled 4, contains a search bar with the text 'Search region name' and a list of 51,164 results. The results list includes: 12th Street, Westmoreland (Jamaica), 18 De Mayo, Departamento de Canelones (Uruguay), 1er Arrondissement, Analamanga Region (Madagascar), 25 De Diciembre, Departamento de San Pedro (Paraguay), and 2e Arrondissement, Analamanga Region (Madagascar). The right side of the interface shows a world map with blue dots indicating the locations of the regions listed in the search results.

or Home > Speaker > Enter target value in Product · Country filter > Select "Climate and Environment" · "Harvest" · "Disease" in Topic filter > Check news regarding related issues and impact

The screenshot displays the TRIDGE interface. On the left, the 'Speaker' section is visible with options: Feed, Search, Explore products (highlighted with a red box), Explore topics, Explore countries, Saved list, and Manage following. The main content area shows 'Fresh Banana' with sub-products: Fresh Cavendish Banana, Fresh Manzano Banana, and Fresh Gold finger Banana. A filter menu is open, showing 'Logistics', 'Climate and Environment' (checked), 'Subsidies', 'Disease' (checked), 'Labor', 'Food Safety', and 'Harvest' (checked). The right side shows a list of product news articles, including 'Heavy Rains and Flooding Impact Agricultural Regions in Southern Ethiopia', 'Fusarium Race 4 Threatens Peruvian Banana Industry; Research Underway for Resistant Varieties', 'Livestock Disease and Feed Costs Drive Over 10% Rise in Meat and Rice Prices', and 'Surge in Livestock and Imported Fruit Prices Raises Concerns Over Food Inflation'.

Verification points

- Check if weather data shows outliers compared to the average → Identify the impact of abnormal temperatures on raw material supply and demand.
- If climate and yield issues have already occurred, check what impact they are having.
- Weather outliers do not always have a negative impact — since there are crops where heavy rain and heat actually increase yields, it is necessary to cross-verify with the Speaker whether the impact of outliers is positive or negative..

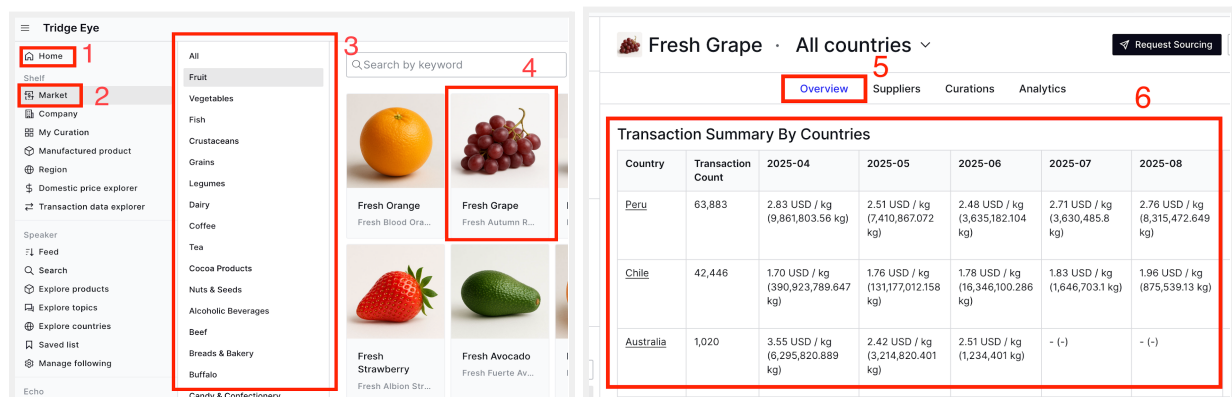
4.2 Building Alternative Supply Chains (Plan B) for Primary Origin Crisis Response

Analyze based on three key criteria for alternative supply chain review — compatibility with existing products, procurement feasibility, and supply responsiveness.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Market > Select Target Product > Overview > Transaction Summary By Countries

If there is a country where volume is gradually increasing due to continuous transactions, prioritize it as an alternative supply chain candidate..



The screenshot displays the Tridge Eye interface. On the left, the navigation menu shows 'Home' (1), 'Shelf', 'Market' (2), 'Company', 'My Curation', 'Manufactured product', 'Region', 'Domestic price explorer', and 'Transaction data explorer'. The 'Market' section is expanded, showing a list of product categories: All, Fruit, Vegetables, Fish, Crustaceans, Grains, Legumes, Dairy, Coffee, Tea, Cocoa Products, Nuts & Seeds, Alcoholic Beverages, Beef, Breads & Bakery, and Buffalo. The 'Fruit' category is selected (3). The search bar (4) contains 'Fresh Grape'. The main content area shows a grid of product images: Fresh Orange, Fresh Grape (5), Fresh Strawberry, and Fresh Avocado. The 'Fresh Grape' product is selected, and the 'Overview' tab (6) is active. The 'Transaction Summary By Countries' table is displayed, showing transaction counts and prices for Peru, Chile, and Australia across the years 2025-04 to 2025-08.

Country	Transaction Count	2025-04	2025-05	2025-06	2025-07	2025-08
Peru	63,883	2.83 USD / kg (9,861,803.56 kg)	2.51 USD / kg (7,410,867.072 kg)	2.48 USD / kg (3,635,182.104 kg)	2.71 USD / kg (3,630,485.8 kg)	2.76 USD / kg (8,315,472.649 kg)
Chile	42,446	1.70 USD / kg (390,923,789.647 kg)	1.76 USD / kg (131,177,012.158 kg)	1.78 USD / kg (16,346,100.286 kg)	1.83 USD / kg (1,646,703.1 kg)	1.96 USD / kg (875,539.13 kg)
Australia	1,020	3.55 USD / kg (6,295,820.889 kg)	2.42 USD / kg (3,214,820.401 kg)	2.51 USD / kg (1,234,401 kg)	- (-)	- (-)

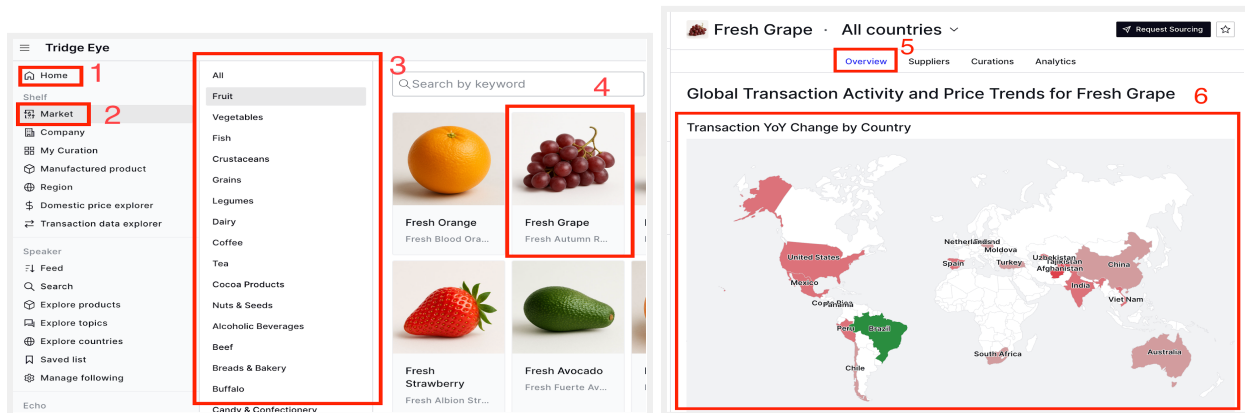
Route B | Detailed Analysis | Est. Time : Approx. 20 min

1 STEP

Exploring Origins for Geographic Risk Decoupling

Navigation path: Home > Shelf > Market > Select Target Product > Overview
> Transaction YoY Change by Country

- If you are currently sourcing from the Northern Hemisphere, explore Southern Hemisphere origins to geographically diversify climate and shipping route risks.
- Origin countries close to the importing country enable rapid supply during urgent substitute procurement by shortening transit times.

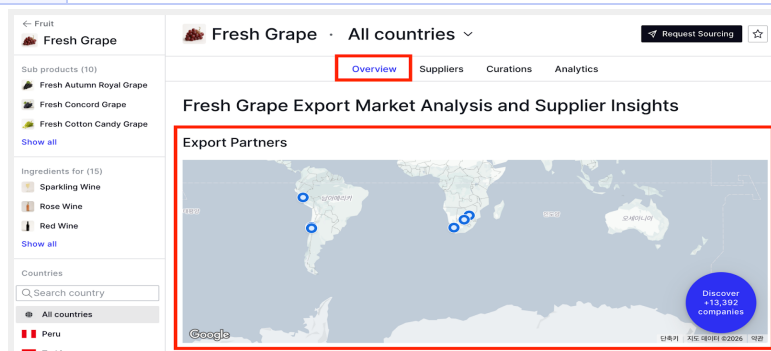


2 STEP

Exploring & Verifying Potential Suppliers

Navigation path: Home > Shelf > Market > Select Target Product > Select Current
Sourced Country in Countries > Overview > Top Export Partner Companies Map

- Check the locations of potential suppliers other than existing clients.
 - Geographically separated suppliers provide terrain and climate risk diversification.
- After selecting candidates, verify export volume and transaction continuity in the Company Profile to confirm reliability.



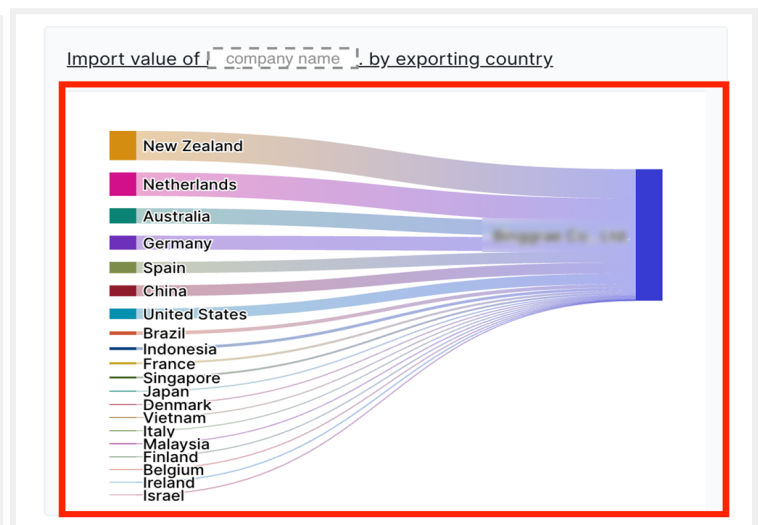
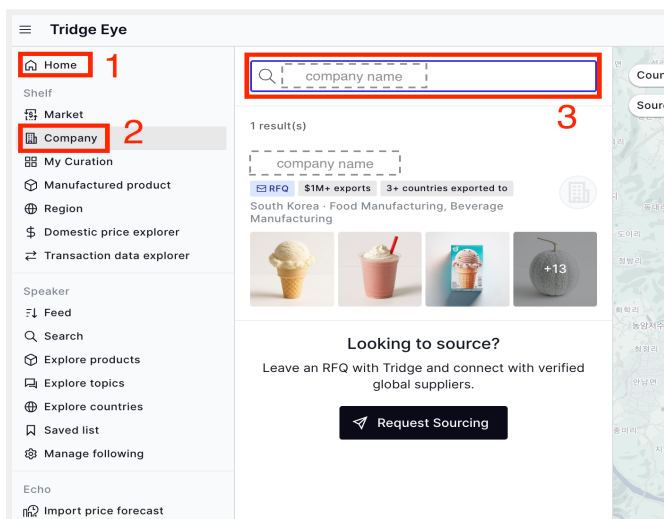
3

STEP

Competitor's Diversification of New Origins Detected

Navigation path: Home > Shelf > Company > Select Competitor/Benchmarking Target
> Company Analytics > Import Value of "Company" by Exporting Country

- Identify origins newly appearing and gradually expanding in share on the stacked bar chart
- Identifying the relevant country of origin as a region newly incorporated by a competitor importer for supply chain diversification → If it is a region not currently traded with by the company, prioritize review as a candidate for an alternative supply chain..



Chapter 5. Export Market Identification & Entry Strategies

5.1 Exploring Promising Export Markets Based on Import Demand Spikes

Explore countries with rapidly expanding import demand to identify opportunities for entering new export markets for your products.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Market > Select Target Product > Overview > Major Import Curations
> Select Country > Check Report

Quickly grasp the current status of the selected country's import market through a summary report.

The screenshot displays the Tridge Eye interface, which is used for exploring export markets. The interface is divided into several sections:

- Left Sidebar (Navigation):** Contains a list of navigation options. The 'Home' button is highlighted with a red box and labeled '1'. The 'Market' button is highlighted with a red box and labeled '2'.
- Central Panel (Product Selection):** Displays a grid of product categories and specific products. The 'Fruit' category is highlighted with a red box and labeled '3'. The 'Fresh Grape' product is highlighted with a red box and labeled '4'.
- Right Panel (Product Overview):** Displays the 'Fresh Grape' product overview. The 'Overview' tab is highlighted with a red box and labeled '5'. Below the overview, there is a section titled 'Major import curations' which is highlighted with a red box and labeled '6'. This section lists various countries and their import curations, including Peru, Chile, Netherlands, Italy, China, United States, United Kingdom, Canada, and Indonesia.

Route B | Detailed Analysis | Est. Time : Approx. 20 min

1

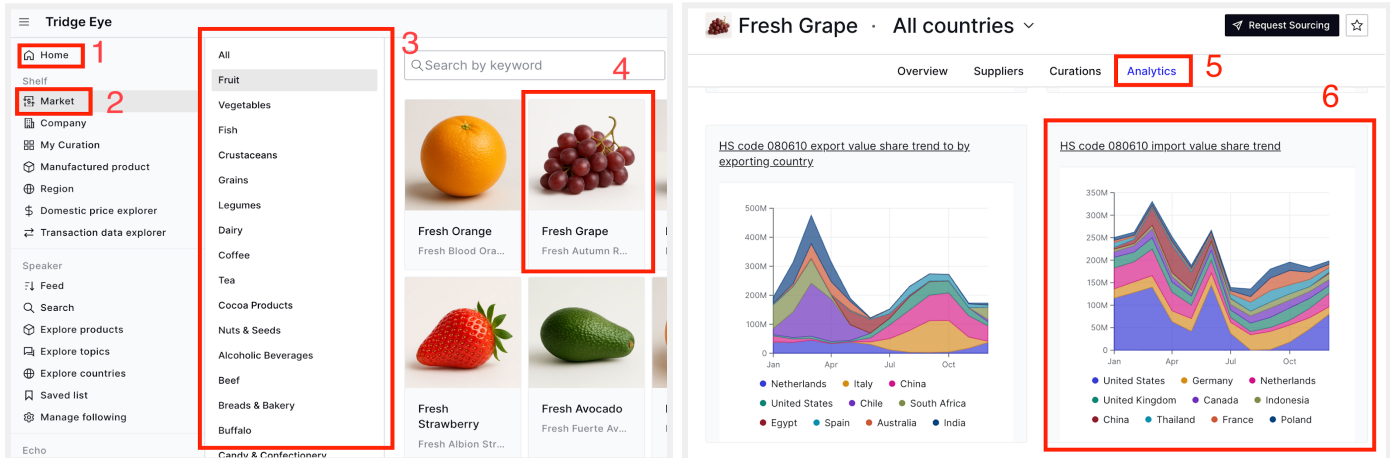
STEP

Exploring Import Growth Countries Based on HS Code

Navigation path: Home > Shelf > Market > Select Target Product > Analytics

> HS Code Import Value Share Trend (Stacked Line Graph)

- The graph figures represent values for the entire product group aggregated by HS Code, and do not represent a one-to-one match with the target product.
- Buyers in broader categories may have high potential interest in the target product; expanding the search scope captures more entry opportunities.
- 1:1 matching countries may already have entrenched competitors; approaching via broader categories is often more effective.
- Prioritize countries where the graph area is expanding and total import volume is trending upward.



2
STEP

Understanding the target country's export trade structure

Navigation path: [HS Code Import Value Share Trend](#) > [Set Target Country in Import Country Filter](#) > [Value by Exporting Country](#)

- Identify the export country composition of the target market selected in Step 1.

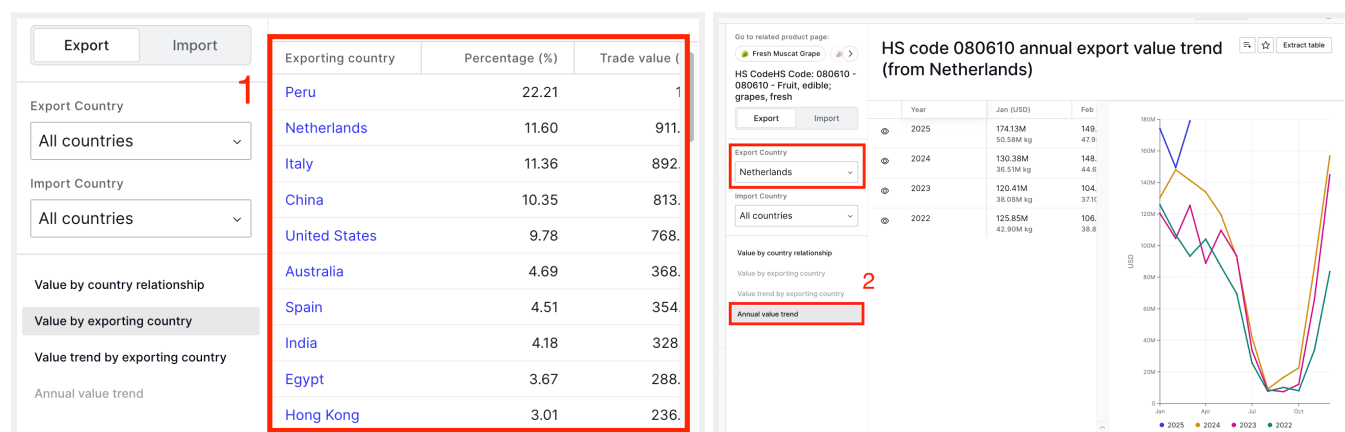


3
STEP

Section of declining market share in specific exporting countries — Identifying entry opportunities

Navigation path: [Value by Exporting Country Table](#) > [Select Specific Exporting Country](#) > [Annual Value Trend Auto-moves](#)

- If the annual export value of the exporting country in the graph on the right is on a declining trend → This is interpreted as meaning that while the market within the target country is growing, the exporting country's market share is shrinking.
- This represents a viable entry opportunity to fill the exporting country's vacancy.

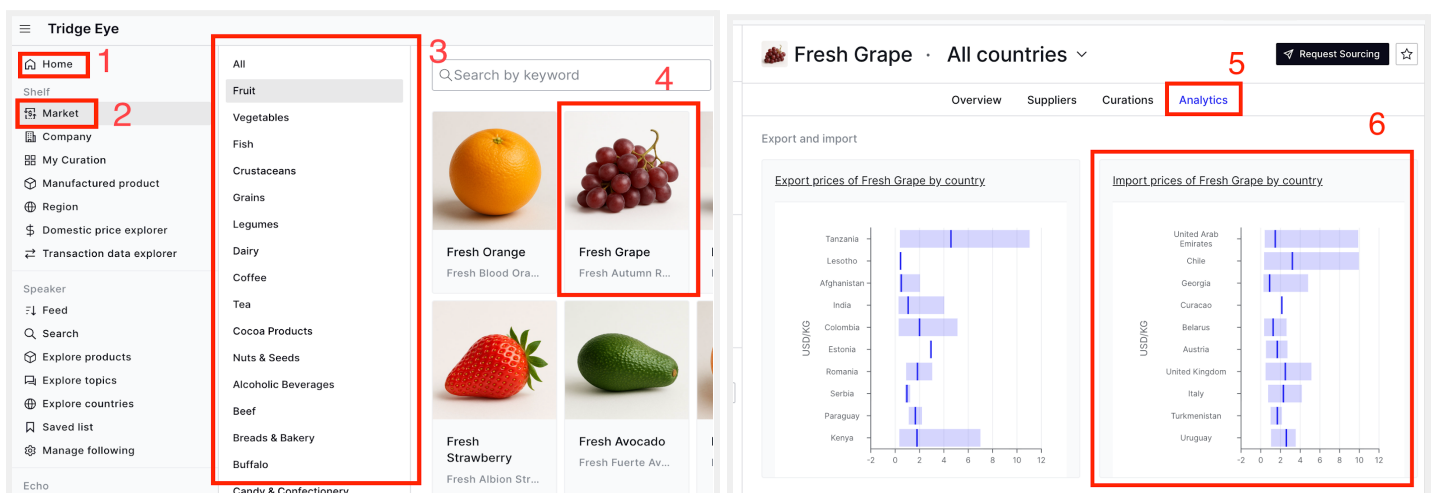


5.2 Selecting High-Margin Markets Through Country-Level Price Comparison

Select high-margin target markets where premium pricing is achievable by cross-analyzing import unit price and import dependency data by country.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Market > Select Target Product > Analytics > Import Prices of "Product" by Country (Span Chart)



Use span charts to identify countries with high import unit prices as premium-accepting markets and prioritize them for review as targets capable of achieving high returns.

Route B | Detailed Analysis | Est. Time : Approx. 20 min

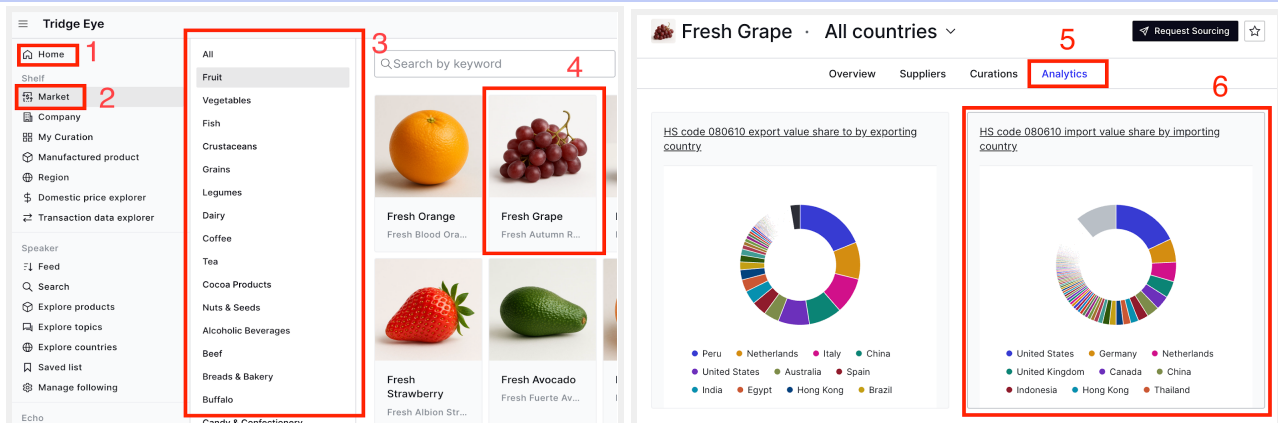
Caution: The price data provided on this platform is prior to the application of customs duties. When determining final profitability, please investigate customs rates by importing country separately and incorporate this into your decision-making.

1
STEP

Securing Major Importing Country List

Navigation path: Home > Shelf > Market > Select Target Product > Analytics
> Export Value Share by Importing Country

- Build a pool of analysis targets by securing a list of countries with high import volumes of the relevant product.

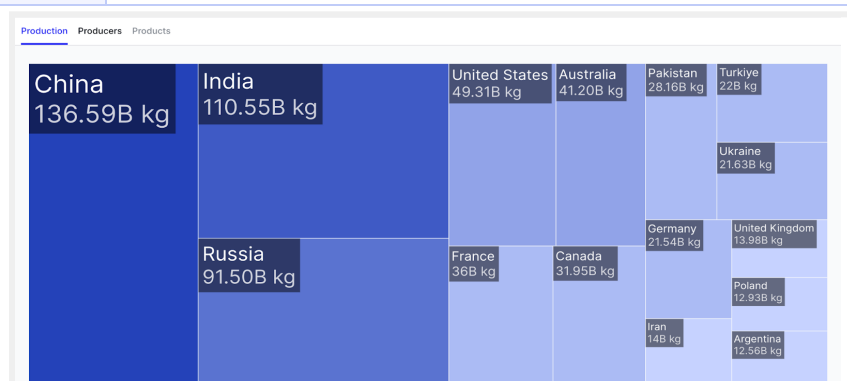


2
STEP

Selecting High-Margin Markets Based on Import Dependency

Navigation path: [Tridge.com](https://tridge.com) > Home > More > Data & Analytics > Production
> Use the country list identified in Step 1 as the baseline.

- Sort the list of countries obtained in Step 1 by import volume (highest) and production volume (lowest) for cross-analysis
- Countries with weak domestic production and high import dependency offer greater premium pricing potential — prioritize high-margin targets.



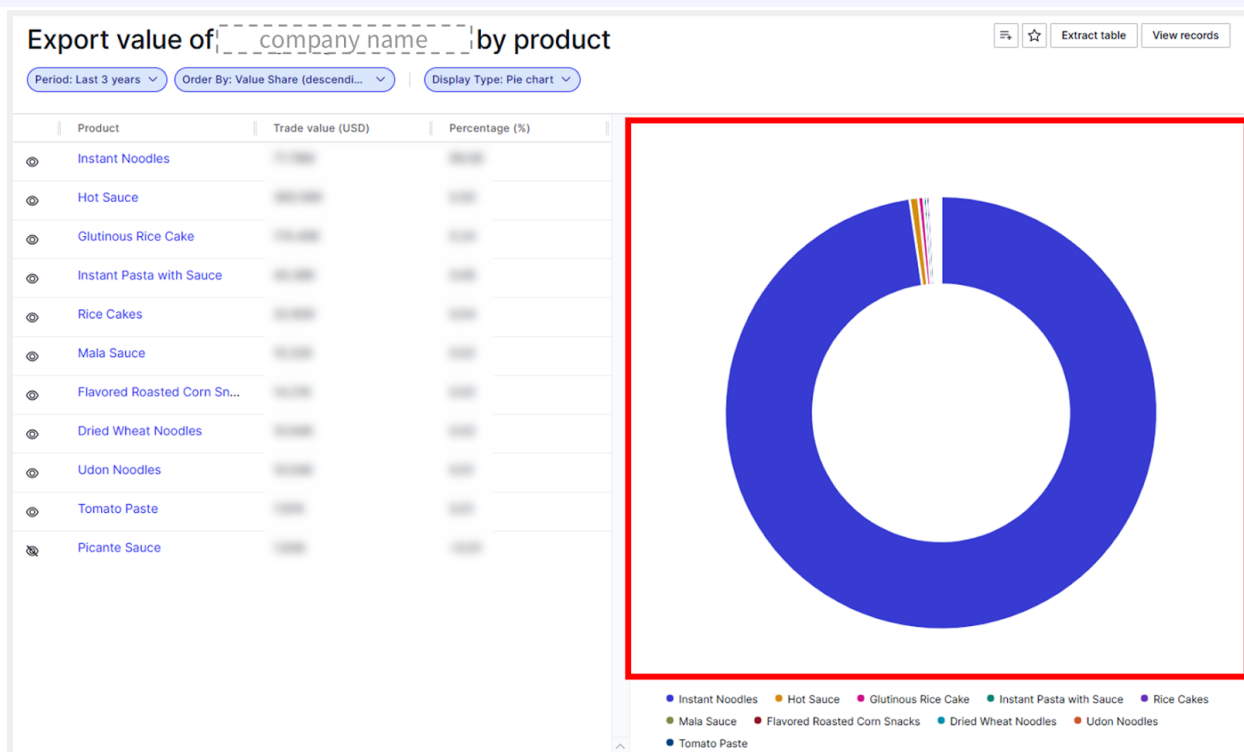
Chapter 6. Buyer Identification and Sales Execution

6.1 Tracking Competitor Export Records (B/L) & Supply Chain Analysis

Systematically analyze competitors' lineups, export destinations, and key buyers to formulate your sales strategy.

Route A | Quick Check | Est. Time : Approx. 5 min

Navigation path Home > Shelf > Company > Search your competitor > Company Analytics > Overview
> Export Value of "Company" by Product



Analyze the composition of competitors' export amounts by product to quickly identify key export products and market positions.

Route B | Detailed Analysis | Est. Time : Approx. 20 min

1

STEP

Manufactured
Products Export
Spec Review

Navigation path: [Home](#) > [Shelf](#) > [Company](#) > [Search Competitors](#) > [Company Analytics](#) > [Manufactured Products](#)

- For processed food products, you can check the detailed specifications of the products actually exported by competitors.

Profile	Catalog	Company Analytics	
Overview	Analytics	Manufactured products	Transactions
 Chewing Gum Aetheria Energy Gum, 90g, 3 pieces AETHERIA FOODS CO., LTD. 🇰🇷 South Korea IsomaltSorbitolCaffeineGinkgo Extract +8	 Sandwich Biscuits & Cookies Sunrise Cream Cakes, 250g, 1 pack AETHERIA FOODS CO., LTD. 🇰🇷 South Korea FlourSugarCream PowderVanilla Flavor +5	 Ice Cream Tubs Celestial Caramel Swirl, premium style NATURE'S HARVEST CO., LTD. 🇰🇷 South Korea MilkCreamCaramel SauceFudge Chunks +3	 Pancake Aetheria Honeycomb Pancakes, 280g, 1 piece NATURE'S HARVEST CO., LTD. 🇰🇷 South Korea Whole WheatHoneyBaking PowderSalt +9

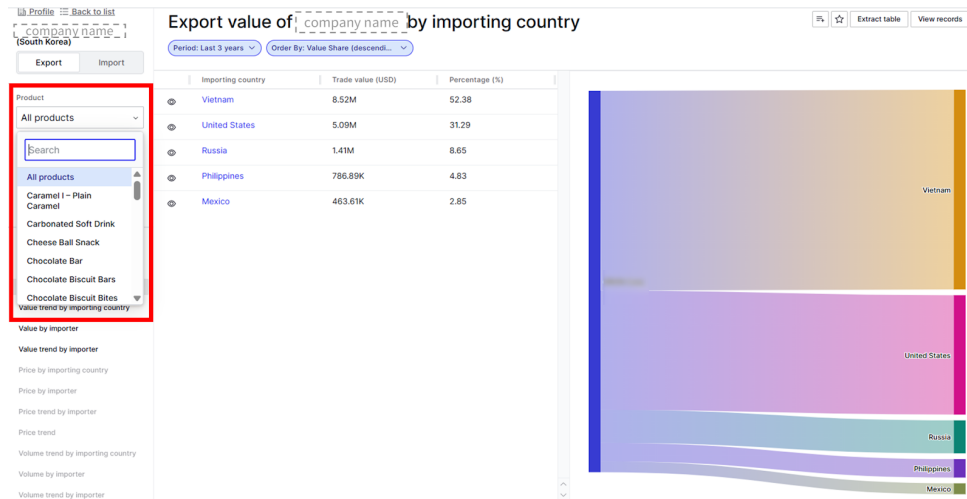
2

STEP

Identifying the distribution of export countries by competitor's target product

Navigation path: Home > Shelf > Company > Search Competitors > Company Analytics
> Analytics > Export Value of "Company" by Importing Country
> Enter target product in Product filter

- Identify the competitor's primary export country distribution for this product



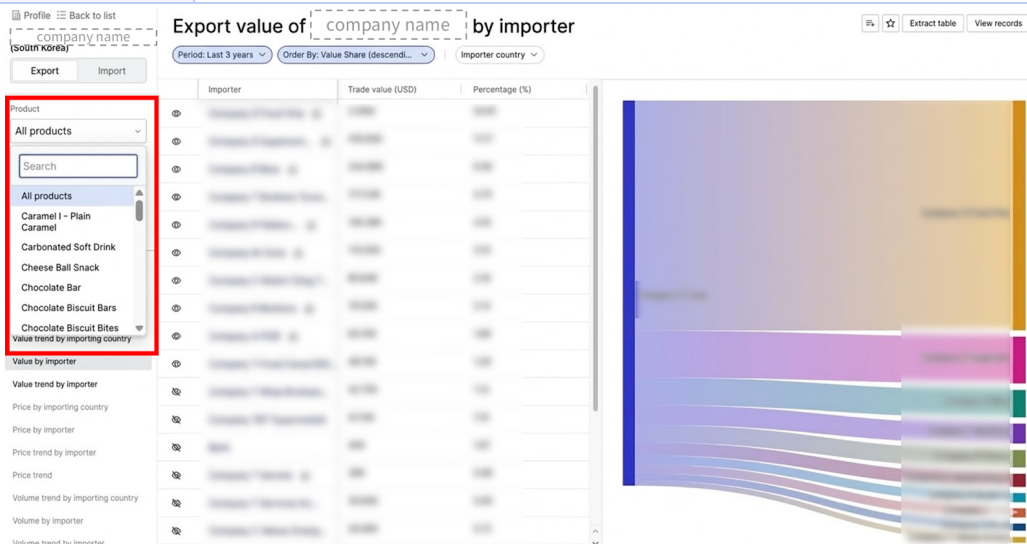
3

STEP

Identify key buyers for competitors' target products

Navigation path: Home > Shelf > Company > Search Competitors > Company Analytics
> Analytics > Export Value of "Company" by Importer
> Enter target product in Product filter

- Identify the competitor's primary buyers for this product.
- For a specific target buyer, add the Importing Country filter to view transaction details in greater depth.

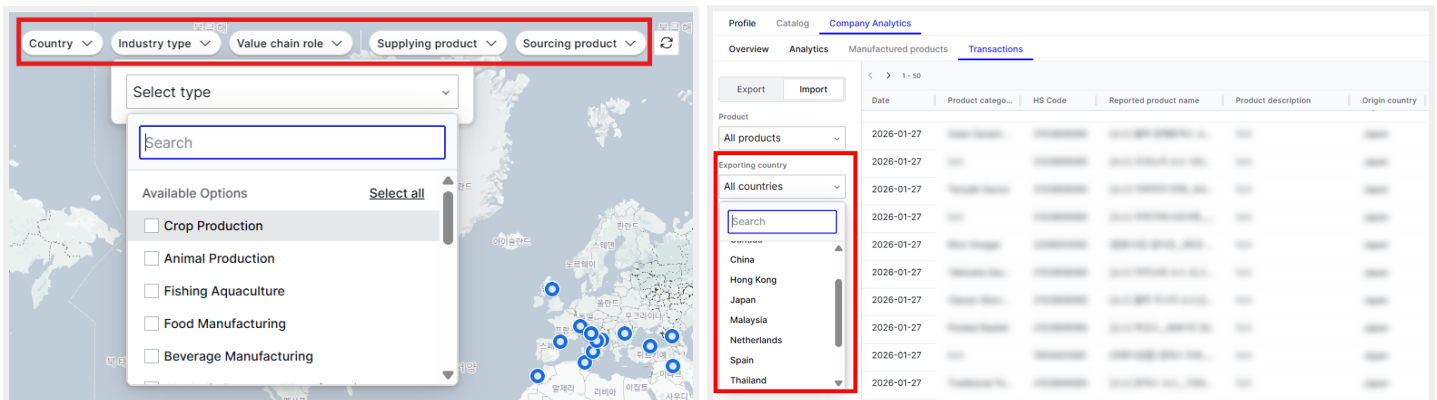


6.2 Securing Verified Local Buyer Information & Executing Sales Offers

Discover and verify local buyers based on actual transaction history, then execute deals through official proposals that include essential sales information.

Common application Applicable to Both Route A & B

Navigation path Home > Shelf > Company > Enter Country · Industry Type · Value Chain Role · Sourcing Product in the filters above the map on the right > Select candidate company > Company Analytics > Transactions > Import mode > Enter your country of residence in Exporting Country



The screenshot displays the TRIDGE application interface. On the left, a map of Europe is shown with a filter overlay. The filter overlay includes a 'Country' dropdown, an 'Industry type' dropdown, a 'Value chain role' dropdown, a 'Supplying product' dropdown, and a 'Sourcing product' dropdown. Below these, there is a 'Select type' dropdown and a search bar. Under 'Available Options', there are checkboxes for 'Crop Production', 'Animal Production', 'Fishing Aquaculture', 'Food Manufacturing', and 'Beverage Manufacturing'. On the right, the 'Company Analytics' section is visible, showing a table of transactions. The table has columns for 'Date', 'Product category', 'HS Code', 'Reported product name', 'Product description', and 'Origin country'. The 'Exporting country' dropdown is set to 'All countries', and a list of countries is shown below it, including China, Hong Kong, Japan, Malaysia, Netherlands, Spain, and Thailand.

Precautions When No Trade History Exists

For buyers with no prior trading history with your home country, there may be reasons preventing transactions due to pesticide standards, tariffs, or import regulations. Additionally, initiating new transactions may delay the commencement of exports, as new importer registration and quarantine procedures must be completed.

It is recommended to prioritize the review of buyers with a history of transactions.

Execute sales proposal after selecting client

Once the selection of a business partner is complete, a sales proposal is sent to the purchasing department's email via the official website or LinkedIn.

Essential items to include in a sales proposal

1. **Product Details :** MOQ, Shelf Life, CBM, Certifications
2. **Pricing :** Supply unit price, Expected margin rate
3. **Value Proposition :** Selling Proposition (Differentiated Value of Your Products)

INDEX. Data Coverage Guide and Contact Info

Precautions for Using This Manual

This manual is based on trade transaction data provided by the Tridge Eye platform. In the following cases, data may not be retrieved in the manner guided by this manual, or analysis results may be limited.

1. Insufficient data range

If the accumulated volume of transaction data for the items or countries under analysis is insufficient, graphs may not be displayed, or it may be difficult to identify statistically significant trends.

2. Absence of transaction history

If there is no actual transaction history between the relevant company or country, related data will not be retrieved.

3. Undeclared transactions

Transactions for which local customs declarations have not been completed are not reflected in the trade data, which may cause the data to be displayed at a size smaller than the actual market.

4. Low data coverage items

For some niche products or products with non-standard specifications, it may be difficult to apply the analysis procedures in the manual as is due to low coverage.

5. Differences in HS Code classification criteria

If the HS Code application standards differ by country, data may be aggregated in a dispersed manner even for the same item.

If the above situation occurs, you can expand the scope of analysis to a higher-level category (higher-level HS Code or higher-level Sub-Product) or contact a Tridge Eye representative for guidance on alternative analysis methods.

Inquiries and Suggestions

If you have any questions while using the manual, suggestions for feature improvements, or require further analysis, please contact us via the email address below.

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