



# An Analysis of Japan's Fastener Import

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Note: Values in tables are in thousand USD.

In this article we will study the fastener import statistics of Japan and its main fastener suppliers. Japan is the most industrialized country in Asia and one of the five biggest industrialized countries in the world. Exploring the main fastener suppliers of Japan is the main reason of this article.

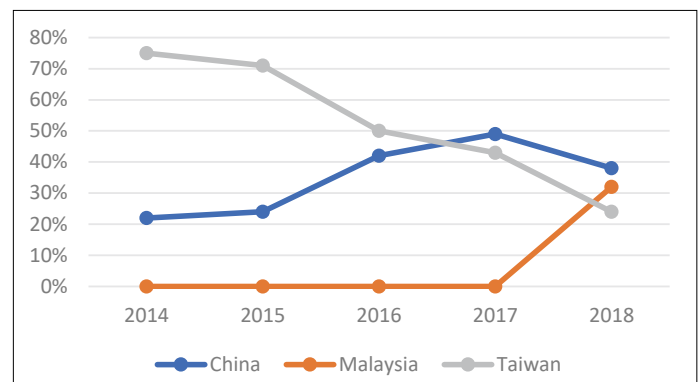
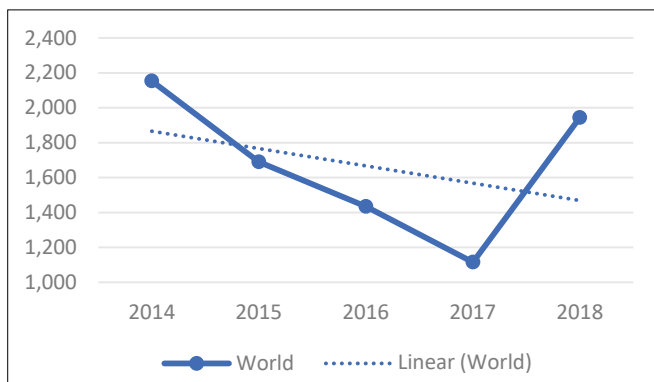
## Japan's Fastener Import (Within HS Code 731811)

This subcategory changed very sharply.

The trend of Japan's imported fasteners was negative from 2014 to 2017 and its imported value became half in this period. However, in 2018 its value increased sharply. Malaysia should be studied because it could convince the Japanese buyers to import this type of fasteners in 2018.

Taiwan was one of the main suppliers to Japan. It represented 75% of the Japanese market in 2014 and was ranked in the 3rd place with 24% of the market share in 2018. China increased its market share to 49% in 2017, but in 2018 Malaysia entered the Japanese market and took part of the market share from China and Taiwan. Malaysia is the new player in this subcategory.

| Japan's Fastener Import (within HS Code 731811) |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
|   | 2014         | 2015         | 2016         | 2017         | 2018         |
| <b>World</b>                                    | <b>2,153</b> | <b>1,690</b> | <b>1,434</b> | <b>1,115</b> | <b>1,944</b> |
| China   | 468          | 412          | 608          | 551          | 739          |
|   | 22%          | 24%          | 42%          | 49%          | 38%          |
| Malaysia  | 0            | 0            | 0            | 0            | 620          |
|   | 0%           | 0%           | 0%           | 0%           | 32%          |
| Taiwan  | 1,625        | 1,202        | 723          | 477          | 464          |
|   | 75%          | 71%          | 50%          | 43%          | 24%          |



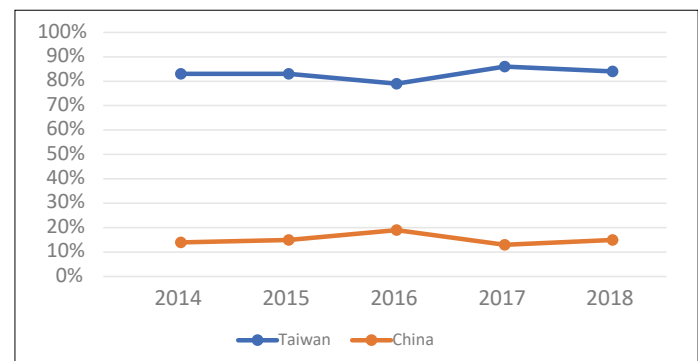
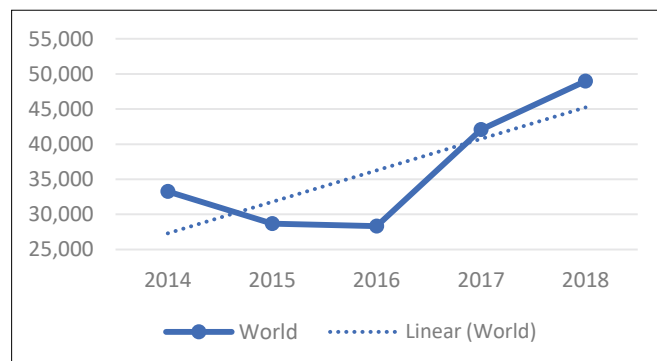
## Japan's Fastener Import (Within HS Code 731812)

By reviewing this subcategory, we see that Taiwan took control of the market from 2014 to 2018.

The trend of Japan's imported fasteners was positive from 2016 to 2017 and its imported value doubled in this period.

Taiwan, as the main supplier for Japan's fastener import maintained its market share from around 80% to nearly 90%. China, as the 2nd main supplier for Japan's fastener import also maintained its share from around 10% to around 20%. The key point is that even though the total value of imported fasteners increased, the respective ratios of Taiwan and China almost did not change.

| Japan's Fastener Import (Within HS Code 731812) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>33,256</b> | <b>28,693</b> | <b>28,328</b> | <b>42,080</b> | <b>48,973</b> |
| Taiwan  | 27,484        | 23,675        | 22,318        | 36,040        | 41,245        |
|   | 83%           | 83%           | 79%           | 86%           | 84%           |
| China   | 4,679         | 4,238         | 5,486         | 5,543         | 7,209         |
|   | 14%           | 15%           | 19%           | 13%           | 15%           |

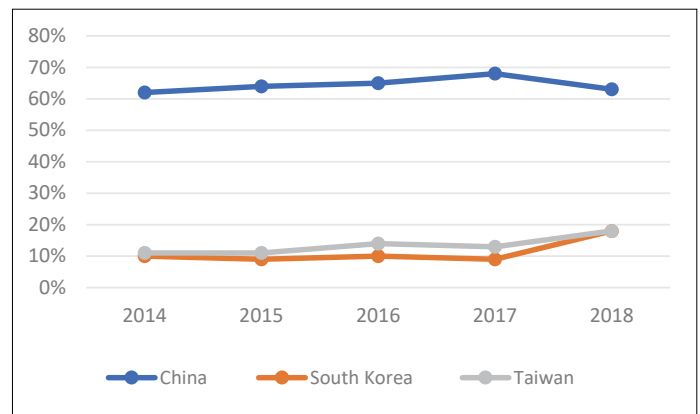
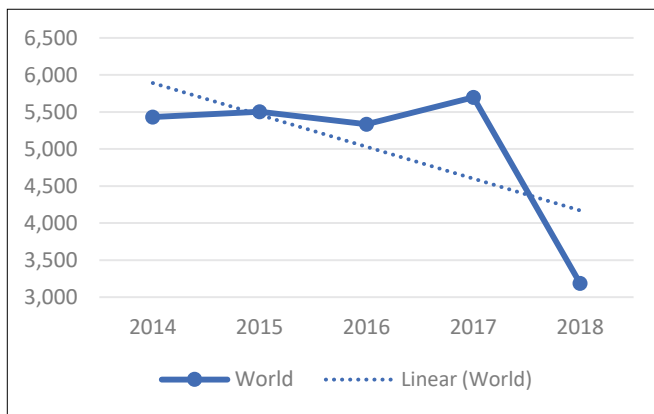


## Japan's Fastener Import (Within HS Code 731813)

The value in this subcategory decreased sharply in 2018.

| Japan's Fastener Import (Within HS Code 731813) |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
|   | 2014         | 2015         | 2016         | 2017         | 2018         |
| <b>World</b>                                    | <b>5,433</b> | <b>5,504</b> | <b>5,334</b> | <b>5,698</b> | <b>3,185</b> |
| China   | 3,342        | 3,540        | 3,461        | 3,897        | 1,998        |
|   | 62%          | 64%          | 65%          | 68%          | 63%          |
| S. Korea  | 524          | 505          | 512          | 517          | 562          |
|   | 10%          | 9%           | 10%          | 9%           | 18%          |
| Taiwan  | 581          | 618          | 725          | 733          | 561          |
|   | 11%          | 11%          | 14%          | 13%          | 18%          |

China was the main player in the Japanese market in this subcategory. It shared around 60% to 70% of the total Japanese fastener market. The main competition was between Taiwan and South Korea, as in 2017 Taiwan was the 2nd main supplier in the Japanese market, but in 2018 S. Korea outpaced Taiwan (though the difference was quite small).

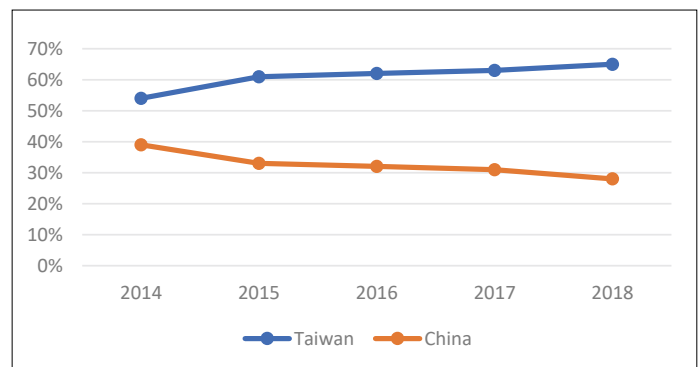
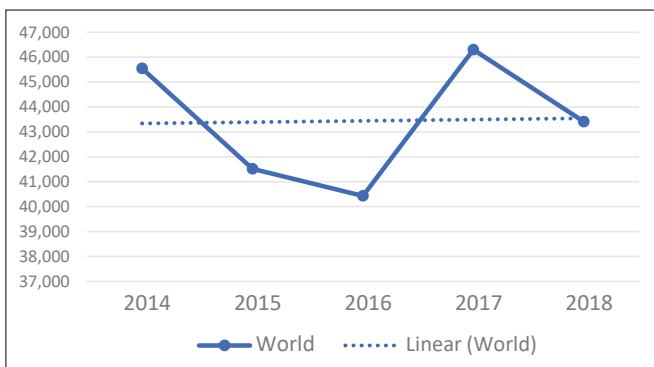


## Japan's Fastener Import (Within HS Code 731814)

In this subcategory, the value of Japan's fastener import increased in 2017, although all the values in other years were negative.

In this subcategory, Taiwan and China both played the main roles. In 2014, the difference of their market shares was about 15%. Taiwan was ahead of China and Taiwanese suppliers could improve their positive growth. In 2018 the difference of their market shares increased to almost 37%. China dropped out of the range of 30%-40%, and in 2018 it only kept itself in the range of 20%-30%. Based on the growing trend, Taiwan is very likely to go into the range of 60%-70% in the near future.

| Japan's Fastener Import (Within HS Code 731814) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>45,551</b> | <b>41,514</b> | <b>40,430</b> | <b>46,302</b> | <b>43,415</b> |
| Taiwan  | 24,450        | 25,443        | 24,962        | 29,023        | 28,264        |
|   | 54%           | 61%           | 62%           | 63%           | 65%           |
| China   | 17,984        | 13,837        | 12,864        | 14,455        | 12,277        |
|   | 39%           | 33%           | 32%           | 31%           | 28%           |





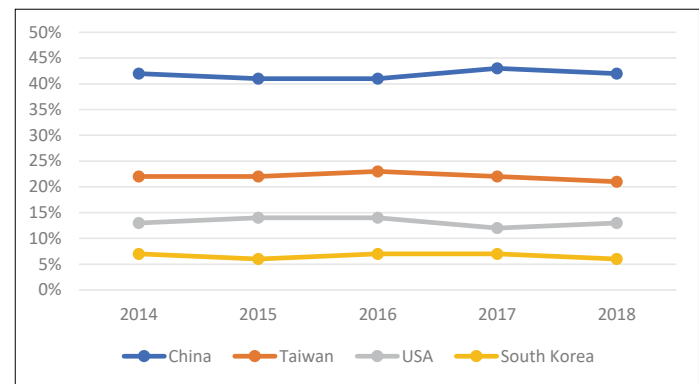
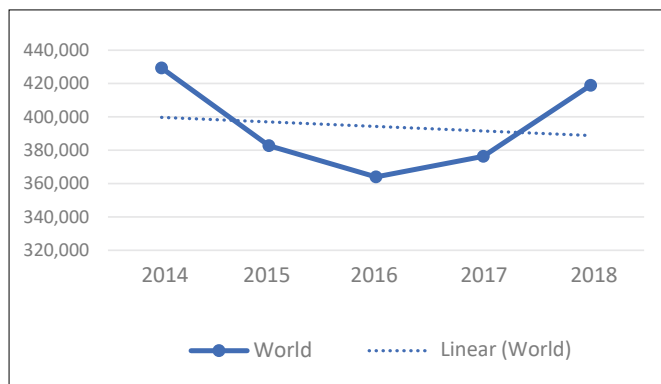
## Japan's Fastener Import (Within HS Code 731815)

In terms of value, HS Code 731815 was the most valuable subcategory in Japan's fastener import.

| Japan's Fastener Import (Within HS Code 731815) |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|
|   | 2014           | 2015           | 2016           | 2017           | 2018           |
| <b>World</b>                                    | <b>429,334</b> | <b>382,738</b> | <b>364,008</b> | <b>376,360</b> | <b>418,931</b> |
| China   | 179,395        | 156,897        | 147,567        | 160,111        | 177,232        |
|   | 42%            | 41%            | 41%            | 43%            | 42%            |
| Taiwan  | 93,830         | 85,811         | 83,905         | 84,248         | 90,012         |
|   | 22%            | 22%            | 23%            | 22%            | 21%            |
| USA   | 55,521         | 55,399         | 52,495         | 46,359         | 54,465         |
|   | 13%            | 14%            | 14%            | 12%            | 13%            |
| S. Korea  | 30,637         | 24,628         | 25,707         | 25,990         | 27,009         |
|   | 7%             | 6%             | 7%             | 7%             | 6%             |

Although the chart for this subcategory looks like a bowl and a negative growth trend was shown for the Japanese market before 2016, the trend of the Japanese market after 2016 continued to be positive and is expected to grow again in 2019 and following years.

This subcategory shows a matured market. China moved its market share from 40% to 45% after 2014. The 2nd supplier, Taiwan, kept its market share in the range of 20% to 25%. The 3rd follower, USA, was in the range of 10-15%. South Korea's market share was in the range of 6%-7%.



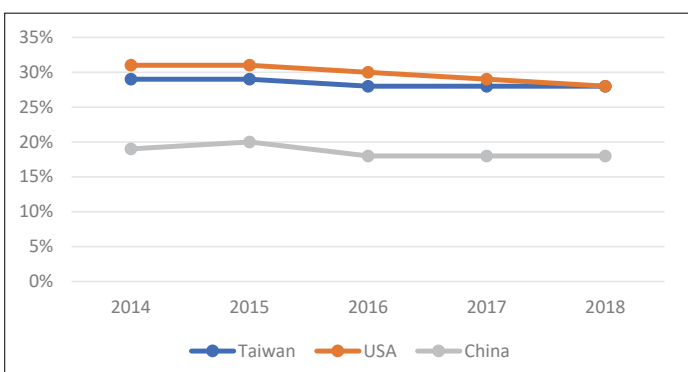
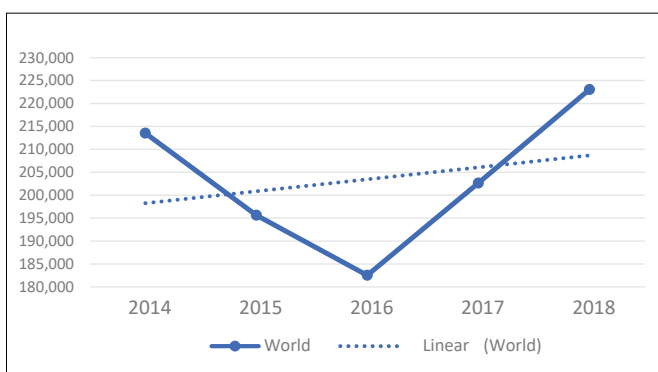
## Japan's Fastener Import (Within HS Code 731816)

This was the 2nd most valuable subcategory in Japan's fastener import.

The sharp drop and the sharp growth were the specified points in this subcategory. The trend of growth was still positive.

Taiwan was the 2nd largest supplier after USA till 2017, but it outpaced the value of USA in 2018. USA dropped out of the range of 30%-35%. China as the 3rd largest supplier was in the range of 15%-20%.

| Japan's Fastener Import (Within HS Code 731816) |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|
|   | 2014           | 2015           | 2016           | 2017           | 2018           |
| <b>World</b>                                    | <b>213,516</b> | <b>195,611</b> | <b>182,525</b> | <b>202,629</b> | <b>223,040</b> |
| Taiwan  | 62,046         | 55,994         | 50,588         | 55,985         | 62,342         |
|   | 29%            | 29%            | 28%            | 28%            | 28%            |
| USA   | 66,005         | 60,248         | 54,526         | 57,832         | 61,728         |
|   | 31%            | 31%            | 30%            | 29%            | 28%            |
| China   | 41,569         | 38,594         | 33,478         | 36,249         | 39,248         |
|   | 19%            | 20%            | 18%            | 18%            | 18%            |





## Japan's Fastener Import (Within HS Code 731819)

The trend of values in this subcategory after 2015 was positive and Japan's fastener market got bigger about 110% after 2014.

| Japan's Fastener Import (Within HS Code 731819) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>35,701</b> | <b>32,914</b> | <b>34,755</b> | <b>36,191</b> | <b>39,577</b> |
| China   | 16,996        | 17,061        | 16,389        | 15,807        | 17,535        |
|   | 48%           | 52%           | 47%           | 44%           | 44%           |
| Taiwan  | 6,160         | 4,705         | 6,432         | 7,440         | 7,803         |
|   | 17%           | 14%           | 19%           | 21%           | 20%           |
| USA   | 3,973         | 4,342         | 4,788         | 4,056         | 5,276         |
|   | 11%           | 13%           | 14%           | 11%           | 13%           |
| Germany   | 2,609         | 2,295         | 3,095         | 4,694         | 3,666         |
|   | 7%            | 7%            | 9%            | 13%           | 9%            |

The continuous growth with a constant trend is the specific point of this graph.

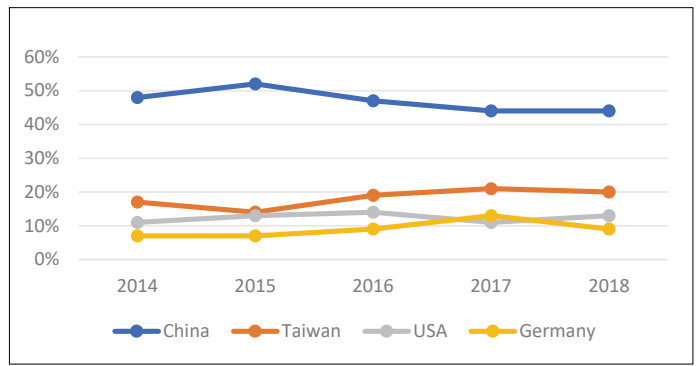
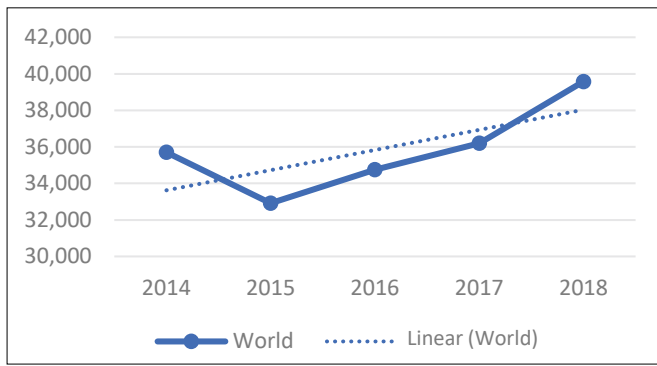
Some other points of this graph are:

In 2015, China passed the level of 50% market share.

Taiwan passed the level of 20% market share in 2017 and also above the level (upper 20%) in 2018.

USA was in the market share range of 10%-20%.

Germany outpaced the market share of USA, reaching the market share of over 10% in 2017. However, it returned to the 4th place and its market share dropped to less than 10% in 2018.



## Japan's Fastener Import (Within HS Code 731821)

Although the trend of values in this subcategory was positive after 2015, the Japanese market got 20% smaller between 2014-2015, causing a negative trend in this subcategory.

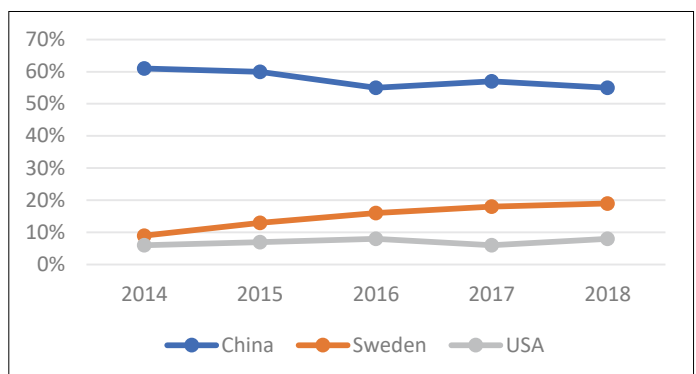
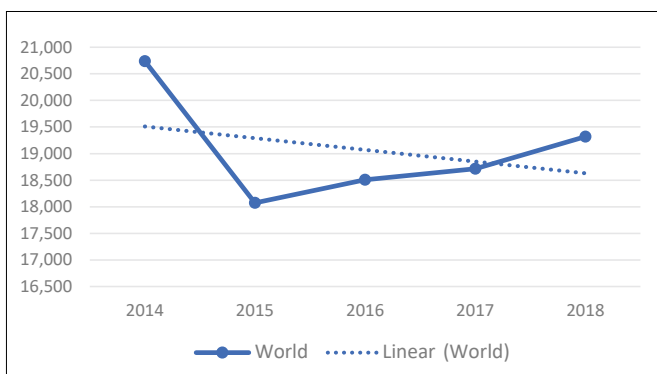
Highlights of this subcategory are:

China lost 5% of its market share after 2014! It once reached 60% of the market share and dropped to 55% in 2018.

Sweden was ranked in the 2nd place of this subcategory. It increased its market share about 10% (Its market share in the Japanese market got 2 times bigger after 2014).

USA as the 3rd largest follower moved into the range of 5%-10%.

| Japan's Fastener Import (Within HS Code 731821) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>20,738</b> | <b>18,073</b> | <b>18,509</b> | <b>18,713</b> | <b>19,318</b> |
| China   | 12,637        | 10,846        | 10,113        | 10,654        | 10,628        |
|   | 61%           | 60%           | 55%           | 57%           | 55%           |
| Sweden  | 1,943         | 2,265         | 2,951         | 3,442         | 3,675         |
|   | 9%            | 13%           | 16%           | 18%           | 19%           |
| USA   | 1,311         | 1,240         | 1,436         | 1,206         | 1,566         |
|   | 6%            | 7%            | 8%            | 6%            | 8%            |





## Japan's Fastener Import (Within HS Code 731822)

This subcategory shows another mature market.

| Japan's Fastener Import (Within HS Code 731822) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>60,951</b> | <b>54,397</b> | <b>63,271</b> | <b>72,044</b> | <b>67,271</b> |
| China   | 32,398        | 27,814        | 36,565        | 40,068        | 30,348        |
|   | 53%           | 51%           | 58%           | 56%           | 45%           |
| USA   | 12,576        | 11,994        | 11,947        | 11,088        | 14,572        |
|   | 21%           | 22%           | 19%           | 15%           | 22%           |
| Taiwan  | 6,726         | 6,314         | 6,030         | 7,173         | 7,526         |
|   | 11%           | 12%           | 10%           | 10%           | 11%           |

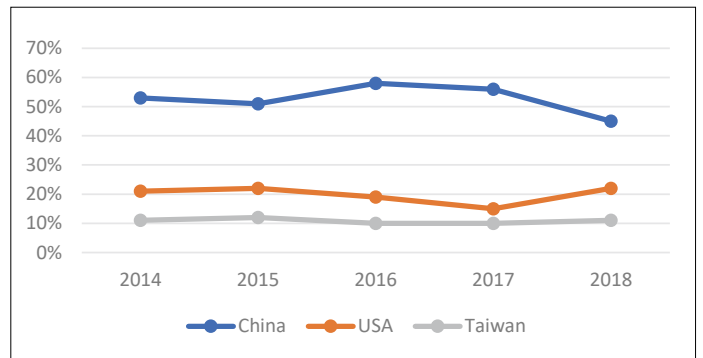
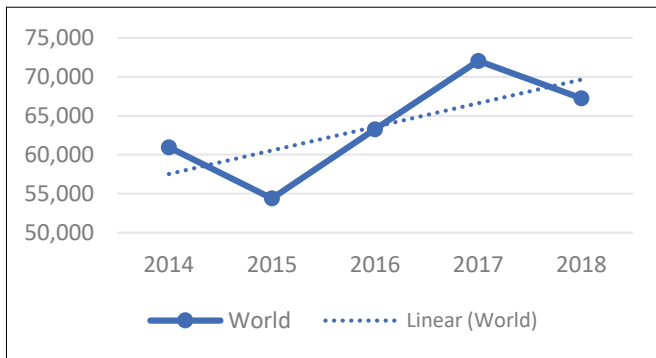
The positive trend is one key point of this subcategory; however, the market got about 10% smaller in 2018 compared to 2017.

Highlights of this subcategory are:

The market share of China dropped to less than 50% in 2018; however, its market share in 2016 was very close to the level of 60%.

The market share of USA was in the range of 20%-25%; however its market share dropped to less than 20% in 2017.

Taiwan kept its market share constantly (between 10% and 12%).



## Japan's Fastener Import (Within HS Code 731823)

The positive trend and two years of sharp and continuous growth are two key points in this graph.

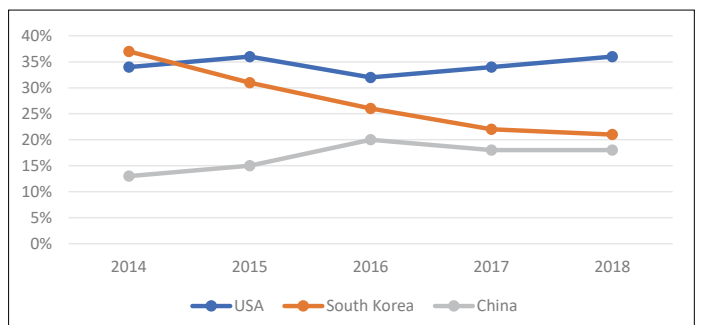
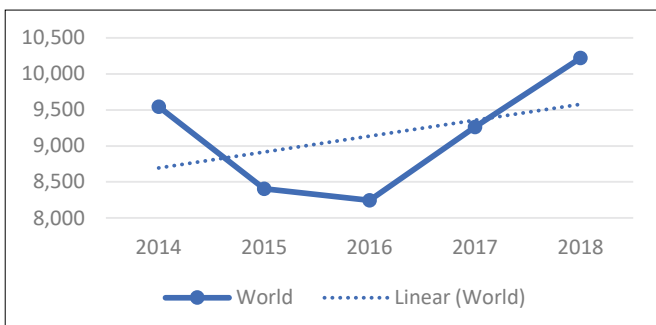
Highlights of this subcategory are:

South Korea, as the 2nd largest supplier, was once ranked in the 1st place in 2014. Its market share dropped by more than 15% from 2014 to 2018, and it lost its market share annually.

USA passed the level of 35% market share in 2015 and 2018. It was the main supplier in the Japanese market after 2015.

The market share of China was in the range of 15%-20% after 2015 and its market share was lower than 15% in 2014.

| Japan's Fastener Import (Within HS Code 731823) |              |              |              |              |               |
|---|--------------|--------------|--------------|--------------|---------------|
|   | 2014         | 2015         | 2016         | 2017         | 2018          |
| <b>World</b>                                    | <b>9,544</b> | <b>8,406</b> | <b>8,244</b> | <b>9,265</b> | <b>10,220</b> |
| USA   | 3,260        | 3,008        | 2,654        | 3,189        | 3,673         |
|   | 34%          | 36%          | 32%          | 34%          | 36%           |
| S. Korea  | 3,530        | 2,572        | 2,139        | 2,027        | 2,196         |
|   | 37%          | 31%          | 26%          | 22%          | 21%           |
| China   | 1,255        | 1,298        | 1,686        | 1,714        | 1,801         |
|   | 13%          | 15%          | 20%          | 18%          | 18%           |





## Japan's Fastener Import (Within HS Code 731824)

The value of this subcategory improved sharply and the entire market got 60% bigger from 2014 to 2018.

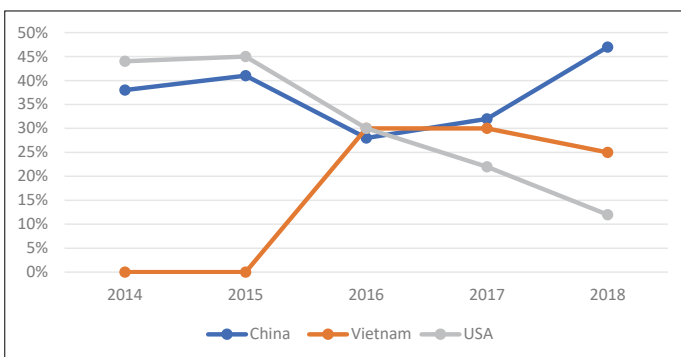
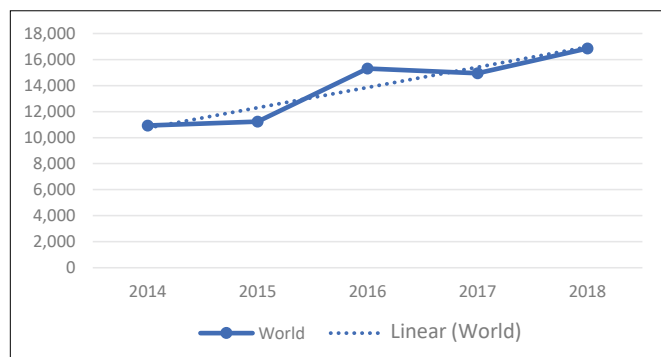
| Japan's Fastener Import (Within HS Code 731824) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>10,930</b> | <b>11,229</b> | <b>15,313</b> | <b>14,950</b> | <b>16,853</b> |
| China   | 4,121         | 4,630         | 4,326         | 4,732         | 7,943         |
|   | 38%           | 41%           | 28%           | 32%           | 47%           |
| Vietnam   | 36            | 44            | 4,536         | 4,520         | 4,220         |
|   | 0%            | 0%            | 30%           | 30%           | 25%           |
| USA   | 4,812         | 5,080         | 4,612         | 3,311         | 2,052         |
|   | 44%           | 45%           | 30%           | 22%           | 12%           |

Highlights of this category are:

USA as one of the main suppliers in 2014 and 2015 lost its market share about 30% from 2014 to 2018. It was ranked the 3rd largest supplier with the market share of 12% in 2018.

Vietnam was the leading supplier in 2016 and it was ranked in the 2nd place in 2018.

The market share of China was fluctuating and in 2014 and 2015 it was the 2nd largest supplier. In 2016 it dropped to the 3rd place, but in 2017 it was ranked in the 1st place.



We manufacture & export specialty fasteners to global markets.



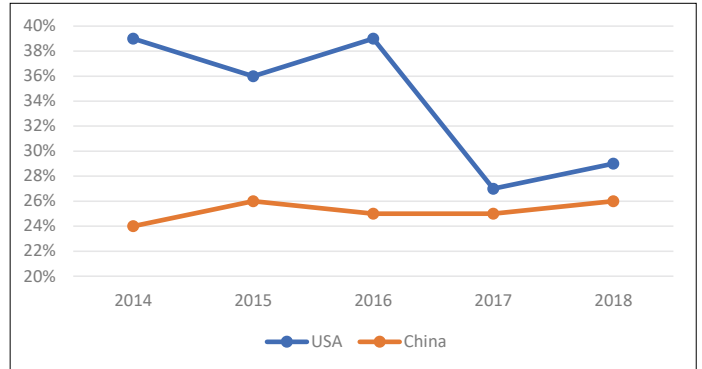
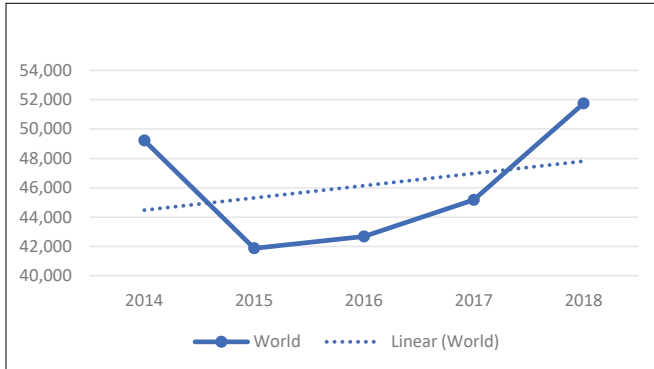


## Japan's Fastener Import (Within HS Code 731829)

This subcategory showed a positive trend after 2015.

The main suppliers of this subcategory were China and USA. Their values were very close to each other in 2018. The market share of USA was 1.5 times bigger than that of China in 2014. USA lost its market share from 2014 to 2018; however, it continued to maintain its 1st place, yet its difference with China decreased to 3%.

| Japan's Fastener Import (Within HS Code 731829) |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
|   | 2014          | 2015          | 2016          | 2017          | 2018          |
| <b>World</b>                                    | <b>49,229</b> | <b>41,872</b> | <b>42,683</b> | <b>45,176</b> | <b>51,747</b> |
| USA   | 19,037        | 14,881        | 16,465        | 12,148        | 14,822        |
|   | 39%           | 36%           | 39%           | 27%           | 29%           |
| China   | 11,874        | 10,853        | 10,879        | 11,486        | 13,556        |
|   | 24%           | 26%           | 25%           | 25%           | 26%           |

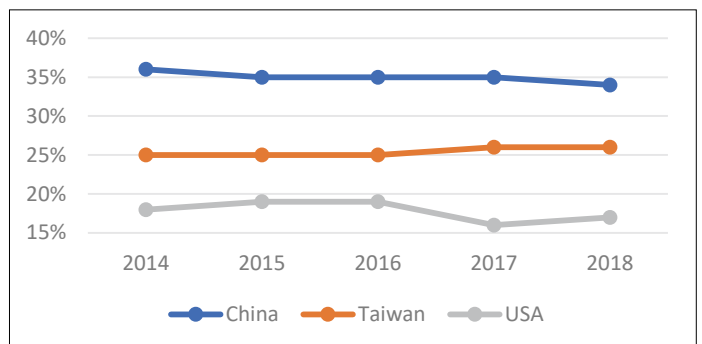
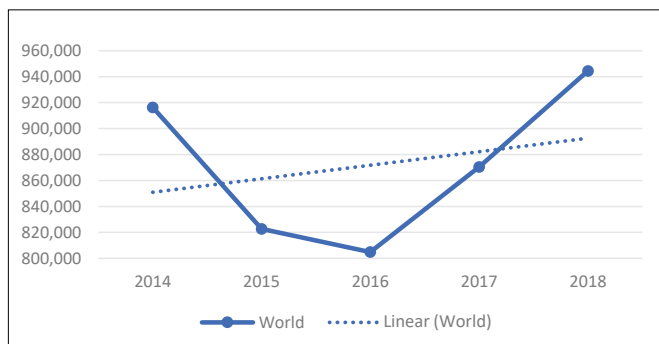


## Summary

### Japan's Total Fastener Import (Within HS Code 7318)

In the main category of 7318, China was the main supplier to the Japanese fastener market, while Taiwan and USA were respectively ranked in the 2nd and the 3rd places.

| Japan's Total Fastener Import (Within HS Code 7318) |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|
|   | 2014           | 2015           | 2016           | 2017           | 2018           |
| <b>World</b>  | <b>916,336</b> | <b>822,642</b> | <b>804,834</b> | <b>870,527</b> | <b>944,473</b> |
| China   | 326,718        | 290,022        | 283,422        | 305,267        | 320,514        |
|   | 36%            | 35%            | 35%            | 35%            | 34%            |
| Taiwan  | 228,249        | 209,071        | 200,412        | 226,375        | 243,154        |
|   | 25%            | 25%            | 25%            | 26%            | 26%            |
| USA   | 166,810        | 156,263        | 149,032        | 139,302        | 158,290        |
|   | 18%            | 19%            | 19%            | 16%            | 17%            |



The following graph shows the trend of Japan's fastener import. After 2016, the value of its fastener import started to increase sharply.

The following graph shows the trends of three main suppliers' market shares in Japan.

China, as the largest supplier of Japan's fastener import, lost its market share in the period and dropped to the level of less than 35%. Taiwan, as the 2nd largest supplier of Japan's fastener import, improved its market share in the period and passed the level of 25%. USA, as the 3rd largest supplier of Japan's fastener import, showed the market share of around 15%-20%.