



# European Fastener Import/Export Statistics & Trend Analysis

in Q1-Q3 2017 *by Sharareh Shahidi Hamedani*

## Overview

European region is one of the most industrialized regions in the world, and **the value of imported fasteners to this region is more than 4.0 billion USD per quarter**. Although the import statistics is not completed by countries for the 3rd quarter of 2017, but it is predictable that the imported fastener value passed 4.0 billion, too.

On the other hand, the value of exported fasteners from this region is about 8% lower than that of their imported fasteners. One of the unwritten laws in business says, "self-sufficient region is where its exported value is 120% higher than its imported value."

Based on this law, the following table shows that Europe is a region depending upon other regions in the fastener field.

Europe	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Imported By Europe	3,795,612	3,885,722	4,119,067	3,816,356	3,641,884	4,025,968	4,274,808	1,401,584
	Exported from Europe	3,331,290	3,588,875	3,808,299	3,515,091	3,351,384	3,887,565	3,992,129	993,405
	Export/Import	-12.23%	-7.64%	-7.54%	-7.89%	-7.98%	-3.44%	-6.61%	-

**Germany** is the biggest exporter country in Europe (38% of exported fasteners from Europe have been dispatched from Germany) and it is also the biggest importer in this region (23% of the imported fasteners to Europe have been bought by German consumers).

The export value to the import value talks about the power of a country and Germany is not a self-sufficient country in the fastener field but it is a strong country because its export is more than 50% higher than its import.

Germany	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	927,418	896,694	922,675	897,625	826,561	937,751	962,209	NA
	Export	1,233,966	1,358,173	1,466,667	1,364,178	1,253,067	1,483,697	1,507,896	NA
	Export/Import	33.05%	51.46%	58.96%	51.98%	51.60%	58.22%	56.71%	-

**Italy** is the 2nd biggest fastener exporter from Europe (12% of Europe's exported fasteners have been dispatched from Italy) and it is the 5th biggest fastener importer in the European region (5% of Europe's fastener consumption is in Italy).

**Italy** can be a self-sufficient country in the fastener field and its export is more than 120% higher than its import and it is clear that it is a very strong country in the fastener field.

Italy	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	181,416	195,538	201,052	180,395	182,701	196,857	212,514	NA
	Export	390,662	423,671	467,825	397,153	400,076	458,673	475,797	NA
	Export/Import	115.34%	116.67%	132.69%	120.16%	118.98%	133.00%	123.89%	-

**France** is the 3rd biggest exporter in Europe with 9% of the total exported fastener value from this region and it is the 2nd biggest market for fastener exporters in Europe. It has bought 10% of the exported fasteners to the European region.

**France** is a good consumer in the fastener field, but it is not a self-sufficient country in this field. Its fastener consumption industries are strongly dependent on foreign suppliers.

France	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	372,006	417,776	431,812	381,542	373,586	410,143	430,867	424,911
	Export	311,960	348,417	346,155	309,894	310,074	356,649	349,995	347,976
	Export/Import	-16.14%	-16.60%	-19.84%	-18.78%	-17.00%	-13.04%	-18.77%	-18.11%

**Switzerland** is the 4th biggest exporter from Europe and its exported fasteners is 6% of the total exported fasteners from Europe. And it is the 9th biggest market for fasteners in Europe, it has bought 3% of the total fastener consumption in Europe.

**Switzerland** is a self-sufficient country in the field of fasteners, however, its export/import dropped during the last 7 quarters.

Switzerland	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	98,008	106,275	116,417	111,767	107,154	115,117	125,208	130,080
	Export	216,479	217,115	231,174	218,447	210,210	231,509	238,701	244,022
	Export/Import	120.88%	104.30%	98.57%	95.45%	96.18%	101.11%	90.64%	87.59%

**UK** is the 5th biggest exporter in the European region with 5% of the total exported fasteners from this region, and it has bought 7% of the total imported fasteners to Europe. UK is the 3rd biggest fastener importer in Europe.

The statistics show that UK fastener producers cannot support their local market, and therefore, it is a nice market for other fastener producers.

United Kingdom	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	285,565	292,767	308,491	290,104	285,200	300,978	303,276	308,828
	Export	179,305	185,291	190,173	187,042	169,460	188,290	201,806	200,371
	Export/Import	-37.21%	-36.71%	-38.35%	-35.53%	-40.58%	-37.44%	-33.46%	-35.12%

**Czech Republic** is the 6th biggest exporter in the European region with 3% of the sold fasteners from Europe. It is the 4th biggest importer in Europe. Fastener consumers in Czech have bought 6% of the total used fasteners in Europe.

**Czech** market is a nice market for fastener producers and entering this market can be a plan for Asian fastener producers, especially Chinese and Taiwanese companies.

Czech Republic	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	236,996	224,763	239,393	214,762	208,227	227,590	233,904	229,549
	Export	102,630	117,166	123,658	115,837	109,138	126,579	132,882	131,145
	Export/Import	-56.70%	-47.87%	-48.35%	-46.06%	-47.59%	-44.38%	-43.19%	-42.87%

**Other** countries' market share in the exported fasteners from the European region is 27% of the total exported fasteners and their share in the imported fasteners is 45%.

**Other** countries in the European region are good markets for fastener producers. Statistics show that they are not able to support their regional consumption.

Others	Value in Thousand USD	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
	Import	1,654,542	1,714,614	1,872,816	1,724,588	1,635,195	1,807,019	1,968,668	NA
	Export	896,288	939,042	982,647	922,540	899,359	1,042,168	1,085,052	NA
	Export/Import	-45.83%	-45.23%	-47.53%	-46.51%	-45.00%	-42.33%	-44.88%	-

## Summary

- Italy and Switzerland are appropriate countries to buy know-how and technology from them.
- France, UK and Czech Republic are very good markets for fastener exporters.
- Germany is a dual purpose region, as it is an exporter of know-how and technology and a buyer of fasteners. □