

# New Challenges & Business Opportunities for the ASEAN Fastener Market in 2017

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## Thailand

Thailand is the biggest fastener market in ASEAN. In 2016, the value of its exported fasteners was USD472 million and the total weight of its exported fasteners was 150.5 thousand tons, which means each KG of its exported fasteners was worth USD3.1. On the other hand, the value of its imported fasteners was USD924.8 million (the total weight: 146.4 thousand tons). This means each KG of its imported fasteners was worth USD6.3.

A comparison between the exported fasteners and the imported fasteners shows that Thai industries can provide normal fasteners from within the domestic market and it means it is a good market for fastener machine producers in the world. Statistics show that Thailand needs more high-tech fasteners and this can be an investment subject for investors in the country.

### Other Statistics

The GDP growth of Thailand is 2.8% in 2017, which means the market in Thailand for fastener exporters around the world will increase by 2.8%.

The inflation in Thailand is -0.9%. It means the domestic fastener price doesn't change in 2017 in comparison with 2016, so it is a point for Thai exporters to increase the quantity of their exported fasteners.



## Malaysia

In 2016, the value of Malaysia's exported fasteners was USD277.1 million and the weight of its exported fasteners was 111.4 thousand tons. It means each KG of its exported fasteners was worth USD2.5. On the other hand, the value of its imported fasteners was USD363.3 million (the total weight: 135.6 thousand tons). It means each KG of its imported fasteners was worth USD2.7.

A comparison between its imported fasteners and exported fasteners shows that its industries do not need high-tech fasteners and it seems that its imported and exported fasteners are at the same level.

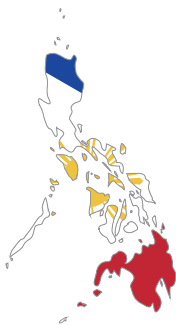
There is an unwritten law that says a country is self-sufficient in a product if the export of that product is 120% higher than the import of it.

In the fastener area, the export of Malaysia only represented 76.3% of its import, so Malaysia's industries show high dependence on imported fasteners. It is a heaven especially for exporters from other countries in term of finished products.

### Other Statistics

The GDP growth of Malaysia is 5.0% in 2017, which means the domestic fastener producers maybe have lost more market because they are not ready for competing with foreigners.

The inflation of Malaysia is 2.1%, which means the domestic fastener prices will also increase in 2017 and it can be a negative point for Malaysian exporters to increase their exported fasteners.



## Philippines

Philippines is not a main market for fasteners. In 2016, the value of its exported fasteners was USD29.3 million (the total weight: 10.4 thousand tons). It means each KG of its exported fasteners was worth USD2.8. The value of its imported fasteners was USD100.3 million (the total weight: 34.3 thousand tons). It means each KG of its imported fasteners was worth USD2.9. The ratio of the exported fastener price to the imported fastener price of Philippines was 30%. In a simple word, Philippines is a good market for exporters from other countries.

### Other Statistics

The GDP growth of Philippines is 5.8% in 2017, which means the domestic fastener producers maybe have lost more market because they are not ready for competing with foreigners.

The inflation of Philippines is 1.4%, which means the domestic fastener prices will also increase a little bit in 2017 and it can be a negative point for Philippine exporters to increase their exported fasteners.



## Indonesia

Indonesia is a main market for fastener exporters from other countries. In 2016, the value of its exported fasteners was USD78.7 million (the total weight: 20.0 thousand tons). It means each KG of the exported fasteners was worth USD3.9. The value of its imported fasteners was USD 589.2 million (the total weight: 105.2 thousand tons). It means each KG of its imported fasteners was worth USD 5.6. The ratio of the exported fastener price to the imported fastener price of Philippines was 13.4%. In a simple word, Indonesia is a good market for exporters from other countries. The specific point in Indonesia's statistics is that its exported fastener price was almost 2 times higher than other ASEAN countries. It can be translated to this point that its fastener industries are the most developed in this region.

### Other Statistics

The GDP growth of Indonesia is 4.8% in 2017, which means international fastener producers maybe have a bigger market in Indonesia.

The inflation of Indonesia is 6.4%, which means domestic fastener prices will also increase in 2017 and it can be a negative point for Indonesian exporters to increase their exported fasteners.



## Singapore

Singapore is the richest country in the ASEAN region and one of the richest in the world. It is branded as a country of containers. In 2016, its export value was USD 352 billion and its import value was USD 310 billion. The value of its exported fasteners was USD252.8 million (the total weight: 98.8 thousand tons). It means each KG of its exported fasteners was worth USD2.6. The value of its imported fasteners was USD336.6 million (the total weight: 99.6 thousand tons). It means each KG of its exported fasteners was worth USD3.4. The ratio of the exported fastener price to the imported fastener price of Singapore was 75.1%.

### Other Statistics

We predict that Singapore's statistics in the fastener field will not change a lot in 2017 because its GDP growth is 2.0% in 2017 and the inflation of Singapore is -0.5%.

## Exported/Imported Fastener Prices of ASEAN Countries

The following table summarizes the situations of ASEAN countries in the fastener field in 2016.

Country	Exported Fastener Price (ASEAN-> World)	Imported Fastener Price (World-> ASEAN)	Exported Fastener Price / Imported Fastener Price
Thailand	3.1	6.3	0.51
Malaysia	2.5	2.7	0.763
Philippines	2.8	2.9	0.3
Indonesia	3.9	5.6	0.134
Singapore	2.6	3.4	0.751

-Industries in Singapore, Malaysia and Philippines mostly use cheap fasteners, which means normal fasteners are suitable for these markets.

-Indonesia is the only country in the ASEAN region that produces middle-end fasteners (according to the exported fastener price), which means that Indonesia is a good country for the investment in manufacturing middle-class fasteners.

-Industries in Thailand and Indonesia mostly use middle-class fasteners in their market (according to their imported fastener prices)

-Malaysia and Singapore are countries in which machine producers can work seriously, because the ratios of their exported fastener prices to the imported fastener prices are higher than the other countries in the ASEAN region.

