

The industrial countries in the ASEAN region are, Thailand, Malaysia, Singapore, Philippines and Indonesia. In this article the statistics belong to these 5 countries. The statistics of the second quarter of 2018 do not include Indonesia and the statistics of the 3rd quarter of 2018 include Thailand only.

Because of the lack of statistics, in this article we will start country by country and study the total statistics in the ASEAN region.

Southeast Asian Fastener Trade Analysis for the First 3 Quarters of 2018

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INDONESIA

Indonesia has about 25% of the market share calculated by value and 20% of the market share calculated by quantity in the import section of ASEAN. Indonesia also has 7% of the market share calculated by value and 5% of the market share calculated by quantity in the export section of ASEAN.

The following table shows the detailed statistics in the previous quarters.

INDONESIA- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	172,413	142,547	108,771	147,875	158,967	167,689	155,000	158,000
QTY (Ton)	29,366	24,223	15,364	21,612	28,036	30,018	25,600	26,100
USD/KG	5.87	5.88	7.08	6.84	5.67	5.59		
VALUE SHARE	0.28	0.25	0.19	0.24	0.24	0.25		
QTY. SHARE	0.20	0.20	0.13	0.20	0.23	0.25		
INDONESIA- EXPORT								
VALUE (000 USD)	19,941	23,820	19,517	23,738	20,733	22,568	22,600	22,900
QTY (Ton)	4,402	4,330	4,274	4,495	4,540	4,463	4,600	4,700
USD/KG	4.53	5.50	4.57	5.28	4.57	5.06		
VALUE SHARE	0.07	0.08	0.07	0.07	0.06	0.06		
QTY. SHARE	0.05	0.05	0.03	0.05	0.05	0.04		

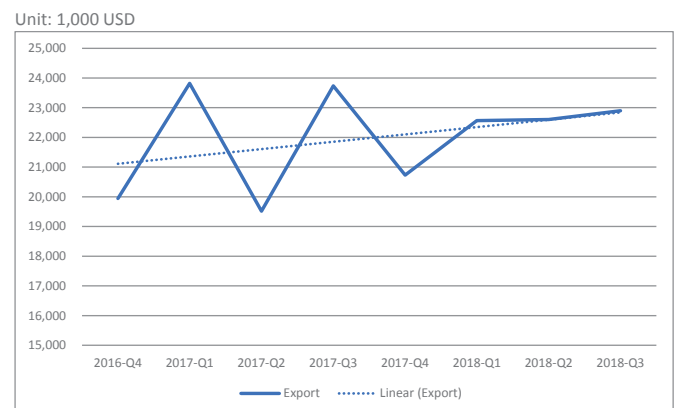
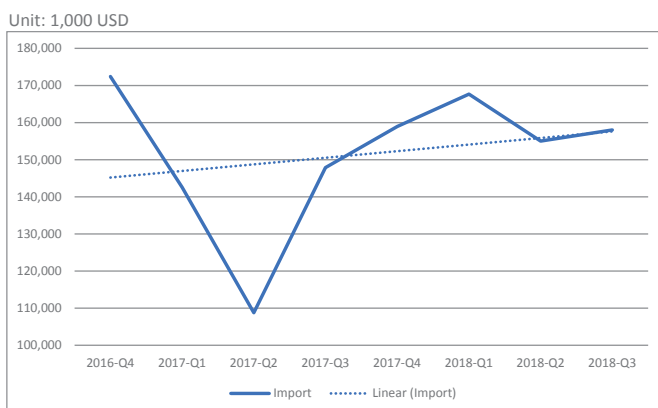
The following graph helps us predict the lack of numbers in the 2nd and 3rd quarter of 2018.

Based on the following graph it seems that the import of the second quarter decreased in comparison with the 1st quarter of 2018 and in the second quarter the numbers increased. The red numbers in the table are our prediction. In terms of export the numbers increased in the 2nd and 3rd quarter of 2018.

What is the Situation of Indonesia's Fastener Market?

Indonesia is a totally dependent market, in the best situation (2nd quarter of 2017) its export value was about 18% of its import value, and the export quantity was about 28% of its import quantity.

Based on the average of unit prices (the export unit price was about 4.8 and the import unit price was about 6.1). It seems that it imported fasteners which were possible to be produced inside of the country. It can be a clue for machine producers that find a way for investing in this country.



MALAYSIA

Malaysia has about 17% of the market share calculated by value and 25% of the market share calculated by quantity in the import section of ASEAN. It also has 23% of the market share calculated by value and 30% of the market share calculated by quantity in the export section of ASEAN.

The following table shows the detailed statistics in the previous quarters.

MALAYSIA- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	93,320	88,129	95,075	97,211	106,860	103,517	104,374	110,000
QTY (Ton)	41,640	32,418	30,207	25,621	26,481	23,634	26,835	31,000
USD/KG	2.24	2.72	3.15	3.79	4.04	4.38	3.89	
VALUE SHARE	0.15	0.16	0.17	0.15	0.16	0.15	0.20	
QTY. SHARE	0.29	0.26	0.25	0.24	0.21	0.20	0.27	
MALAYSIA- EXPORT								
VALUE (000 USD)	69,049	66,200	69,564	74,133	80,569	80,863	81,440	85,000
QTY (Ton)	30,581	25,160	25,620	26,930	28,468	25,689	25,788	30,000
USD/KG	2.26	2.63	2.72	2.75	2.83	3.15	3.16	
VALUE SHARE	0.24	0.23	0.24	0.22	0.24	0.22	0.23	
QTY. SHARE	0.33	0.27	0.18	0.30	0.32	0.23	0.27	

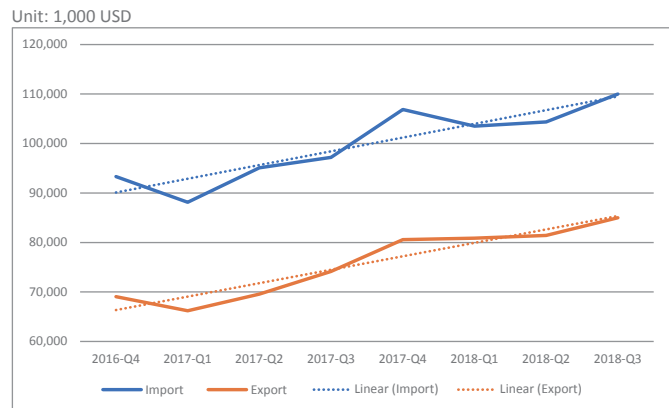
The following graph helps us predict the lack of numbers in the 3rd quarter of 2018.

Based on the following graph it seems that the import and export numbers of the third quarter increased in comparison with the 2nd quarter of 2018.

What is the Situation of Malaysian Fastener Market?

Malaysia is an dependent market, although in the best situation (the 1st quarter of 2018) its export value was about 78% of its import value, and the export quantity was about 109% of its import quantity. On the other hand, based on the average of unit prices (the export unit price was about 2.8 and the import unit price was about 3.5), they imported fasteners that they could produce inside of the country.

It means that they are trying to improve their internal production and it is a good sign for the machine producers.



PHILIPPINES

Philippines has averagely 5% of the market share calculated by value and 8% of the market share calculated by quantity in the import section of ASEAN. It also has 5% of the market share calculated by value and 5% of the market share calculated in quantity in the export section of ASEAN.

The following table shows the detailed statistics in the previous quarters.

PHILIPPINES- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	25,479	26,548	27,500	21,025	31,063	32,581	33,019	34,200
QTY (Ton)	9,858	9,627	10,865	7,432	9,477	9,890	12,526	12,000
USD/KG	2.58	2.76	2.53	2.83	3.28	3.29	2.64	
VALUE SHARE	0.04	0.05	0.05	0.03	0.05	0.05	0.06	
QTY. SHARE	0.07	0.08	0.09	0.07	0.08	0.08	0.13	
PHILIPPINES- EXPORT								
VALUE (000 USD)	7,896	10,857	6,221	19,705	10,033	33,043	41,866	40,000
QTY (Ton)	1,850	2,533	2,189	4,025	3,254	9,840	13,966	12,000
USD/KG	2.77	4.29	2.84	4.90	3.08	3.36	3.00	
VALUE SHARE	0.03	0.04	0.02	0.06	0.03	0.09	0.12	
QTY. SHARE	0.03	0.03	0.02	0.04	0.04	0.09	0.14	

The following graph helps us predict the lack of numbers in the 3rd quarter of 2018.

Based on the following graph, it seems that the import and export numbers of the third quarter decreased in comparison with the 2nd quarter of 2018.

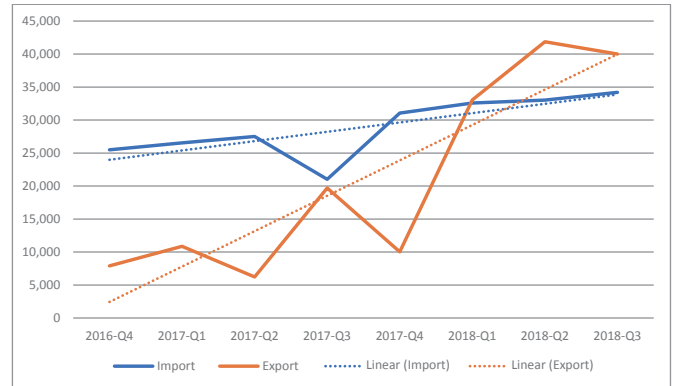
What is the Situation of Philippine Fastener Market?

Philippines was a dependent market but in the 2nd quarter of 2018 Philippine suppliers could improve their production and it seems that this market is independent now. In the best situation (the 2nd quarter of 2018) its export value was about 127% of its import value, and the export quantity was about 111% of its import quantity. On the other hand, based on the average of unit prices (The export unit price was about 3.3 and the import unit price was about 2.8). They imported fasteners that they could produce inside of the country.

It means that they have improved their internal production and it is a good sign for machine producers.

The other interesting point in the statistics for Philippines is: They could export their fasteners at higher prices in comparison with their imported fasteners.

Unit: 1,000 USD



SINGAPORE

Singapore has averagely 16% of the market share calculated by value and 18% of the market share calculated by quantity in the import section of ASEAN. It also has 23% of the market share calculated by value and 20% of the market share calculated by quantity in the export section of ASEAN.

The following table shows the detailed statistics in the previous quarters.

SINGAPORE- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	83,943	82,924	93,993	100,279	109,782	106,697	108,513	119,000
QTY (Ton)	23,747	21,810	24,444	11,785	19,562	15,958	19,554	23,300
USD/KG	3.53	3.80	3.85	8.51	5.61	6.69	5.55	
VALUE SHARE	0.13	0.15	0.17	0.16	0.16	0.16	0.21	
QTY. SHARE	0.16	0.18	0.20	0.11	0.16	0.13	0.20	
SINGAPORE- EXPORT								
VALUE (000 USD)	64,119	61,934	69,548	76,940	77,788	84,576	85,925	91,000
QTY (Ton)	18,144	22,545	77,406	12,264	14,016	29,705	15,950	22,600
USD/KG	3.53	2.75	0.90	6.27	5.55	2.85	5.39	
VALUE SHARE	0.22	0.21	0.24	0.23	0.23	0.23	0.24	
QTY. SHARE	0.20	0.24	0.53	0.14	0.16	0.27	0.16	

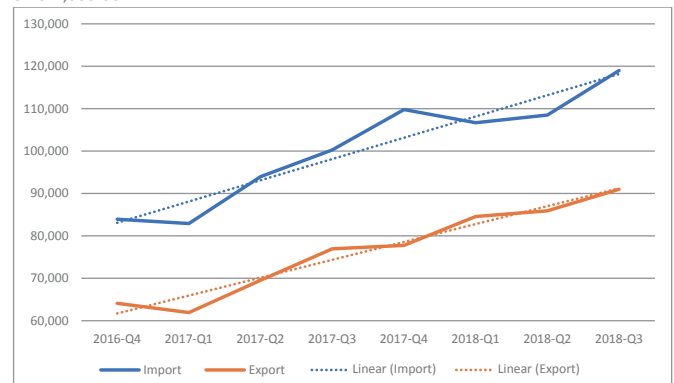
The right graph helps us predict the lack of numbers in the 3rd quarter of 2018.

Based on the following graph it seems that the import and export numbers of the third quarter increased in comparison with the 2nd quarter of 2018.

What is the Situation of Singaporean Fastener Market?

Singapore is a dependent market, however, in the best situation (the 1st quarter of 2018) its export value was about 79% of its import value, and the export quantity was about 186% of its import quantity. On the other hand, based on the average of unit prices (the export unit price was about 4.0 and the import unit price was about 5.1). They imported fasteners that they could produce inside of the country and their products were price sensitive.

Unit: 1,000 USD



THAILAND

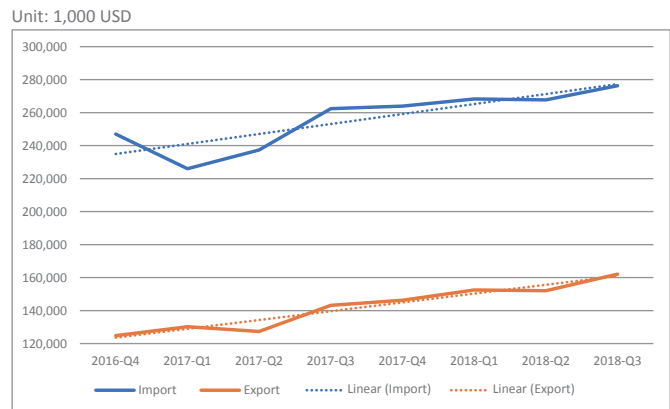
Thailand has averagely 40% of the market share calculated by value and 33% of the market share calculated by quantity in the import section of ASEAN. It also has 42% of the market share calculated by value and 44% of the market share calculated by quantity in the export section of ASEAN.

The following table shows the detailed statistics in the previous quarters.

THAILAND- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	247,014	225,996	237,316	262,440	263,969	268,270	267,729	276,328
QTY (Ton)	39,781	34,808	38,737	40,419	39,961	39,709	40,456	42,575
USD/KG	6.21	6.49	6.13	6.49	6.61	6.76	6.62	6.49
VALUE SHARE	0.40	0.40	0.42	0.42	0.39	0.40	0.52	
QTY. SHARE	0.28	0.28	0.32	0.38	0.32	0.33	0.41	
THAILAND- EXPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	124,807	130,167	127,291	143,221	146,223	152,490	151,993	162,091
QTY (Ton)	35,661	37,509	36,179	42,257	38,831	40,553	41,017	43,827
USD/KG	3.50	3.47	3.52	3.39	3.77	3.76	3.71	3.70
VALUE SHARE	0.44	0.44	0.44	0.42	0.44	0.41	0.42	
QTY. SHARE	0.39	0.41	0.25	0.47	0.44	0.37	0.42	

What is the Situation of Thai Fastener Market?

Thailand's exported fasteners and imported fasteners are not in the same range, The export unit price was about 3.6 and the import unit price was about 6.5, so it means in the cheaper fasteners Thailand is an independent market, however, in the expensive fastener it is a dependent market.



ASEAN Overview

ASEAN- IMPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	622,169	566,144	562,655	628,830	670,641	678,754	668,635	697,528
QTY (Ton)	144,392	122,886	119,617	106,868	123,517	119,209	124,971	133,975
USD/KG	4.3	4.6	4.7	5.9	5.4	5.7	5.4	5.2
ASEAN- EXPORT								
	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
VALUE (000 USD)	285,812	292,978	292,141	337,737	335,346	373,540	383,824	400,991
QTY (Ton)	90,638	92,077	145,668	89,971	89,109	110,250	101,321	113,127
USD/KG	3.2	3.2	2.0	3.8	3.8	3.4	3.8	3.5

ASEAN market in a simple word is a dependent market in the field of fasteners. They need expensive fasteners and they export cheaper fasteners, which means that their production lines are not modern.

See the above table and right graph.

The trends of export and import are positive, which means that this market has grown every quarter, therefore it can be a good market for fastener machine and tooling producers and final fastener producers as well.

