



Analysis of India's Construction Fasteners and Fixing Anchors Market and Its Business Opportunities for Suppliers

by Behrooz Lotfian

The fastener market in India is about 1.3 billion dollars. 62% of the value is generated from imported fasteners and 38% is generated from its exported fasteners to the world. The main partners of India in terms of imported fasteners (HS code 7318) are: China (with 21% of India's fastener import), Japan (with 15% of India's fastener import), Germany (with 14% of India's fastener import), South Korea (with 12% of India's fastener import), USA (with 7% of India's fastener import), Thailand (with 6% of India's fastener import), Taiwan (with 5% of India's fastener import), Italy (with 4% of India's fastener import) and other countries (with 16% of India's fastener import). The following table shows that:

1- Japan was the main partner of fasteners in India during 2013 and 2014, but Chinese suppliers surpassed Japan later and the gap between China's exported fastener value and Japan's exported fastener value is getting larger year after year.

2- However, the exported fastener value of India has fluctuations. China has increased its exported value to the India market since 2014.

Exporters to India	2013	2014	2015	2016	2017
World	729,695	721,679	691,171	692,381	808,050
China	127,164	121,776	134,687	143,142	169,567
Japan	148,769	133,026	113,903	113,577	117,457
Germany	90,126	98,956	96,887	98,893	114,168
S. Korea	78,233	70,321	75,880	74,374	93,683

Values are in thousand USD

In terms of exported fasteners through India to the world, USA with 17% of Indian sold fasteners is the main market for Indian fasteners, followed by Germany with 15%, Netherlands with 11%, UK with 10%, UAE with 8%, and Italy with 6%. The remaining 33% exported fasteners through India go to the other countries. The following table shows that:

- 1- The exported fastener value shows a drastic drop in 2017 in comparison with 2014, a loss of about 50% of the value.
- 2- The main problem is Germany. India has lost its market in Germany and it couldn't find a replacement market for Germany.

Importers from India	2013	2014	2015	2016	2017
World	803,477	982,800	552,017	459,202	487,956
USA	78,033	72,477	89,104	79,205	81,536
Germany	133,339	160,061	88,983	67,354	75,076
Netherlands	29,105	14,752	51,896	58,121	54,298
UK	63,158	69,034	60,577	47,973	47,040

Values are in thousand USD

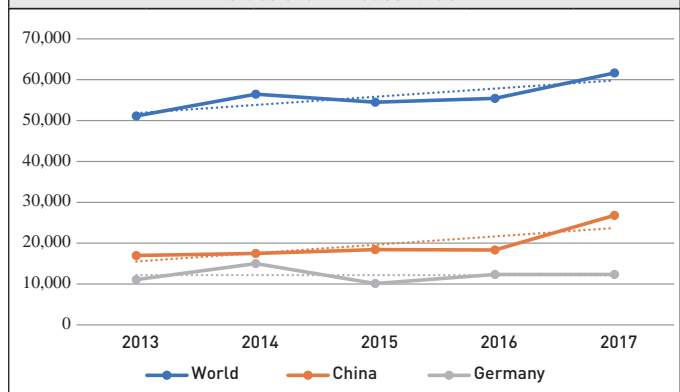
Construction Fasteners

Custom duties do not specify a special HS code for construction fasteners, so countries like China use 731819 for fasteners used in construction. In this category, China and Germany are the main exporters to India. 43% of exported construction fasteners came from China, and 20% of the exported construction fasteners were made in Germany.

China's export to India in this category has been positive since 2013, and Germany could keep constant market share.

Exporters to India	2013	2014	2015	2016	2017
World	51,125	56,445	54,521	55,412	61,649
China	16,991	17,505	18,439	18,343	26,810
Germany	11,071	15,010	10,126	12,366	12,348
Others	23,063	23,930	25,956	24,703	22,491

Values are in thousand USD

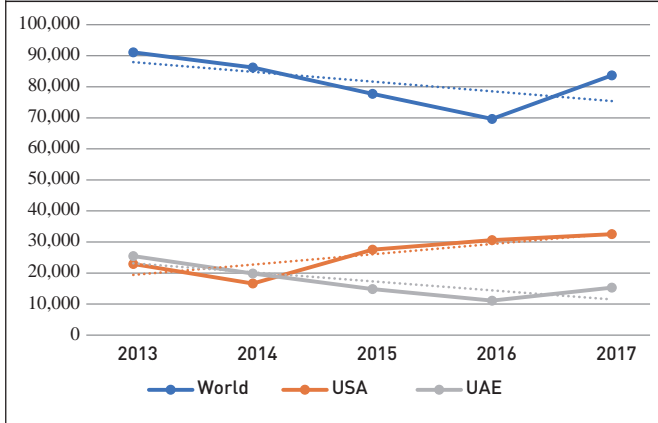


In terms of exported construction fasteners through India, USA and UAE are two main markets for Indian fasteners. Although India's export had been decreasing since 2013, in 2017 India recovered its market in this category.

The U.S. market has positive growth for Indian fasteners and the UAE market has a negative trend for buying Indian fasteners.

Importers from India	2013	2014	2015	2016	2017
World	91,093	86,183	77,732	69,649	83,677
USA	22,901	16,621	27,556	30,613	32,513
UAE	25,472	19,859	14,862	11,121	15,305
Others	42,720	49,703	35,314	27,915	35,859

Values are in thousand USD

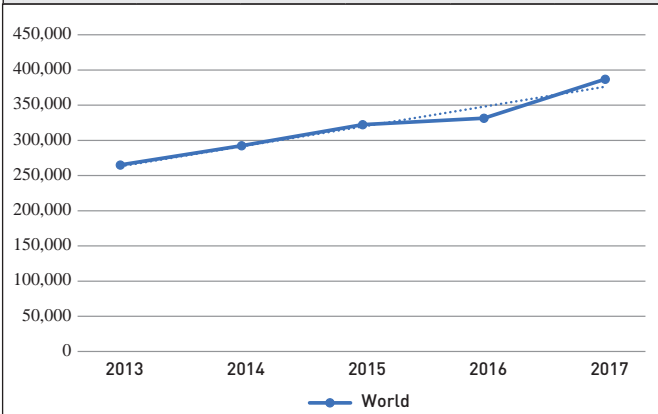


HS Code 731815 Fixing Anchor Fasteners

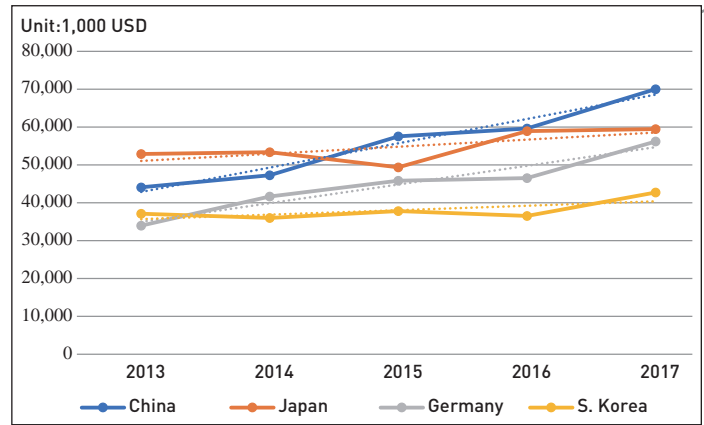
This category is similar to the main category of HS Code 7318. China supports 18% of India's demand, Japan and Germany respectively supports 15% of India's market, South Korea has 11% of India's market, Thailand has 9%, Taiwan and USA respectively has 6%.

Exporters to India	2013	2014	2015	2016	2017
World	265,107	292,263	322,409	331,412	386,909
China	44,094	47,275	57,557	59,650	70,017
Japan	52,884	53,364	49,374	58,933	59,475
Germany	33,961	41,650	45,849	46,520	56,184
S. Korea	37,113	35,995	37,822	36,550	42,721

Values are in thousand USD



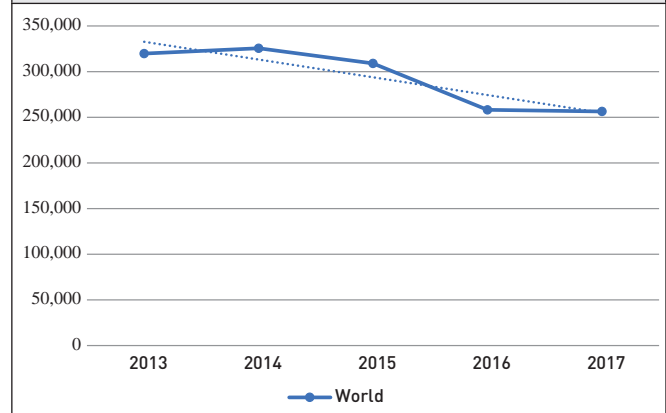
The market has become bigger since 2013 and China and Germany both have increased their market shares in India sharply. Japan also has increased its market share in India but slowly, and South Korea keeps its market share constantly. The following graph reveals that Germany may surpass Japan in the next years.



In terms of exported fixing anchor fasteners through India, Germany with 17% of the exported fasteners through India is India's main market, followed by the Netherlands as the 2nd biggest market for Indian fasteners (15% of the market share), UK with 10.7%, Italy with 9% and USA with 8%.

Importers from India	2013	2014	2015	2016	2017
World	319,839	325,582	309,052	258,146	256,343
Germany	88,365	103,630	56,873	39,460	44,084
Netherlands	20,873	10,899	40,918	44,386	39,572
UK	34,829	38,843	37,492	29,634	27,405

Values are in thousand USD



India's Fastener Has Lost Its Market

The main country that decreased its purchasing through India is Germany. It has decreased its purchase sharply. UK also has a negative trend, but the Netherlands market has a positive trend.

