



# Analysing Fastening Tools Trade Spain and Portugal

## 分析西班牙與葡萄牙緊固工具貿易

### Introduction

Fastening tools, a critical component of the construction, manufacturing, and automotive industries, play an indispensable role in securing various materials and components. Here we will find out what happened in this industry in Spain and Portugal.

### The Automotive Industry

Spain is the 2nd largest automaker in Europe and the 9th largest in the world. The automotive industry is a strategic sector for the Spanish economy. 9 multinational brands with 17 plants are established in the country. With 99,524 new-car registrations in March 2023, Spain saw a 66.1% year-on-year increase compared to March 2022. The first-quarter figures also appear promising at the first glance. In the first three months of 2023, Spain saw 237,672 new cars taken to the road, a year-on-year increase of 44.6%. The Spanish automotive industry turnover represents 10% of Spain's GDP and 18% of total exports (including vehicles and auto-parts).

Portugal's vehicle registrations were 146,706 units in 2021 and in 2022 grew 6.6% to 156,309 units. Meanwhile, vehicle production is set to rise to 299,290 units in 2026 from 263,950 units in 2022, a annual growth of 1.9% on average. Since 2002, the country has seen a 13% yearly increase. Portugal ranked 29th in 2021, surpassed by Vietnam's 263,950 units. The US, Japan and India were respectively the 2nd, 3rd and 4th in this ranking.

### The Construction Industry

The Spanish construction sector benefits from project investments out of the Next Generation EU fund. Construction output in Spain is forecast to grow by 1.8% in 2023, as interest rate increases hamper building projects across all subsectors.

The Portugal construction sector, after an estimated increase in production of 3.4% in 2022, is forecast to grow in activity, anticipating a real increase in the sector's gross production value in 2023, ranging between 2.4% and 4.4%, a range corresponding to a midpoint of 3.4%.

### The Aerospace Industry

Spain's aerospace & defence industry is highly developed. Spain ranks 5th in sales (€11.59 billion in turnover in 2021) and the number of people employed (more than 49,600). It is a fast-growing industry that invests heavily in R&D (10% of its total turnover).

Portugal currently has around 90 companies, with more than 18,000 jobs and a business volume of €1,700 million per year in the aerospace industry in different areas of the country.

### The Market Size of Fastening Tools

Import Source	2018	2019	2020	2021	2022
<b>World</b>	<b>487,512</b>	<b>412,574</b>	<b>339,402</b>	<b>389,875</b>	<b>375,346</b>
Germany	123,638	116,546	102,829	103,988	94,340
China	79,664	68,067	57,419	70,259	79,369
Italy	58,093	48,804	38,056	51,766	45,942

Numbers are in thousand USD

In the context of export to Spain from various countries (Table 1), we have observed significant shifts in market shares from 2018 to 2022. Here's a closer look at the trends:

**Germany:** Germany consistently held the largest market share, accounting for approximately a quarter of all exports to Spain in 2018. Although its market share decreased slightly over the years, it remained a dominant player in 2022 with around 25% of the market share.

**China:** China's market share exhibited a steady growth during this period, making it the second-largest exporter to Spain by 2022. In 2018, China's share was approximately 16%, but by 2022, it had increased to over 21%. This suggests a strengthening presence of Chinese exports in the Spanish market.

**Italy:** Italy's market share fluctuated during these years, but it generally maintained its position as the third-largest exporter to Spain. In 2018, Italy's share was approximately 12%, and it hovered around that level, reaching 12.25% in 2022.

**The Rest of the World:** The "Rest of the World" category, which encompasses export from various other countries, experienced fluctuations in the market share. However, it consistently held a significant portion of the market, ranging from 41.07% in 2021 to 43.47% in 2019. This category represents the combined contributions of several exporters outside of Germany, China, and Italy.

These trends suggest a dynamic landscape in export to Spain, with China's presence growing steadily, Germany maintaining its lead, and the "Rest of the World" category remaining a substantial contributor. These shifts in market shares may be influenced by various economic factors, trade agreements, and consumer preferences, impacting the competitive dynamics of the Spanish market.

**Table 2** presents an insightful view of Spain's exports to the world from 2018 to 2022. We can discern notable shifts in market shares during this period:

**Germany:** Germany consistently claimed the largest market share, standing at nearly 37.62% in 2018. However, over the years, its market share gradually declined, reaching around 19.56% in 2022. This indicates a changing competitive landscape in Spain's exports, with Germany's prominence waning.

**France:** France's market share displayed a steady upward trend, making it the second-largest exporter from Spain by 2022. From 2018's 6.49%, France's market share increased to approximately 14.05% in 2022. This growth highlights France's strengthening position in Spain's export market.

**U.S.A:** U.S. market share exhibited fluctuations, with noticeable dips and rebounds. Despite these variations, it maintained a noteworthy presence, ranging from around 3.03% in 2020 to 9.51% in 2021, demonstrating its significance as an export destination.

**Portugal:** Portugal's market share remained relatively stable during this period, fluctuating between 3.51% in 2018 and 7.82% in 2022. This consistency suggests a consistent export relationship between Spain and Portugal.

**The Rest of the World:** The "Rest of the World" category experienced some variations but generally retained a substantial share of the market, hovering around 50% to 58.46%. This category signifies the combined contributions of several exporters outside of Germany, France, the USA, and Portugal.

These trends indicate a dynamic export landscape for Spain, with France's market share steadily increasing and Germany's share gradually diminishing. While fluctuations were observed in the shares of the USA and Portugal, they maintained a presence in Spain's export market. The "Rest of the World" category remained significant,

**Table 2. Spain's Export of Fastening Tools**

Export Destination	2018	2019	2020	2021	2022
<b>World</b>	<b>663,940</b>	<b>531,496</b>	<b>463,381</b>	<b>416,835</b>	<b>368,128</b>
Germany	249,815	144,735	115,111	79,561	71,922
France	43,088	38,833	37,007	42,932	51,754
U.S.A	39,170	29,548	14,064	39,626	29,863
Portugal	23,325	23,807	26,335	29,040	28,839

Numbers are in thousand USD

**Table 3. Portugal's Import of Fastening Tools**

Import Source	2018	2019	2020	2021	2022
<b>World</b>	<b>153,084</b>	<b>130,532</b>	<b>117,305</b>	<b>132,005</b>	<b>139,179</b>
Spain	39,621	37,225	30,816	30,972	38,564
Germany	36,409	25,611	22,104	28,723	31,660
Belgium	14,008	13,366	12,563	18,233	14,533

Numbers are in thousand USD

reflecting the diversity of export partners for Spain. These shifts in market shares can be influenced by various economic factors, trade agreements, and global market dynamics, shaping Spain's export competitiveness in the studied period.

**Table 3** sheds light on the dynamics of export to Portugal from 2018 to 2022, revealing interesting trends in market shares:

**Spain:** Spain commenced with a substantial market share of approximately 25.89% in 2018. While its share experienced some fluctuations, it consistently maintained a strong position as the leading exporter to Portugal. By 2022, Spain's market share had grown to around 27.73%, demonstrating its enduring dominance in this trade relationship.

**Germany:** Germany, the second-largest exporter to Portugal, began with a market share of roughly 23.77% in 2018. Its share experienced some variance over the years, with a low point of 19.63% in 2019. Nevertheless, Germany remained a significant player in this market.

**Belgium:** Belgium contributed consistently to exports to Portugal, with its market share ranging from about 9.15% in 2018 to 10.71% in 2020. While it maintained the position of the third-largest exporter, it showed a relatively steady growth in its market share over the years.

The "Rest of the World" category encompassed various other exporters and displayed some fluctuations in its market share, gradually declining from approximately 41.19% in 2018 to 38.04% in 2022.

These trends reflect the stability and resilience of the trade relationship between Portugal and its neighbouring countries, especially Spain, which held a firm grip on the top position. Germany and Belgium, while experiencing fluctuations, maintained their roles as key contributors to Portugal's imports. The shifts in market shares can be influenced by factors such as economic conditions, trade agreements, and evolving consumer preferences, ultimately shaping the competitive dynamics of the Portuguese market.



Export Destination	2018	2019	2020	2021	2022
World	96,895	92,594	91,677	98,842	98,190
Spain	27,233	26,031	27,948	28,793	25,988
Germany	22,002	21,037	16,872	20,498	22,025

Numbers are in thousand USD

Table 4 provides valuable insights into the dynamics of Portugal's exports from 2018 to 2022, revealing distinct trends in market shares:

**Spain:** Spain commenced with a substantial market share of approximately 28.09% in 2018, maintaining its position as the largest export destination for Portugal. Over the years, Spain's share remained relatively stable, with fluctuations ranging from 26.49% in 2022 to 30.47% in 2020. This consistency underscores Spain's continued dominance in this trade relationship.

**Germany:** Germany consistently held the second-largest market share, ranging from about 18.39% in 2020 to 22.71% in 2019. While experiencing some variability, Germany maintained its role as a significant contributor to Portugal's exports.

The "Rest of the World" category, comprising various other export destinations, exhibited fluctuations in the market share but generally decreased slightly over the years, from approximately 49.17% in 2019 to 51.06% in 2022. This category represents the combined contributions of several export destinations outside of Spain and Germany.

These trends highlight the enduring partnership between Portugal and its neighbouring countries, with Spain consistently leading the way and Germany maintaining a steady second position. The fluctuations in market shares can be attributed to various factors, including economic conditions, trade agreements, and evolving global market dynamics, ultimately shaping the competitive landscape of Portugal's export market.

## The Future of Fastening Tools & Conclusion

The analysis of fastening tools in Spain and Portugal reveals intriguing dynamics within the respective markets. While the data provided offer valuable insights, predicting the future trajectory of this industry requires a comprehensive consideration of multiple factors. (Table 5)

### Spain:

Spain has exhibited an increasing trend in imports of fastening tools from January to May 2023, suggesting a growing domestic demand for these tools, possibly driven by construction and industrial activities.

However, Spain's exports of fastening tools experienced fluctuations, indicating potential challenges in international markets or shifts in demand.

To predict the future, Spain's overall economic health, construction sector performance, infrastructure development, and industrial growth must be closely monitored. Continued strength in these sectors could lead to a stable or expanding market for fastening tools.

### Portugal:

Portugal's import data show spikes in March and May 2023, indicating increased demand for fastening tools during those periods.

Export from Portugal showed variations, with a peak in March 2023 but a decline in June, potentially reflecting market challenges or seasonal factors.

Similar to Spain, the future of fastening tools in Portugal depends on the country's economic conditions, construction sector activities, and infrastructure projects. A sustained or growing demand will rely on the continued health of these sectors.

In both countries, monitoring factors such as government policies, technological advancements, market competition, and global economic trends will be essential for making accurate predictions about the future of the fastening tools industry. Additionally, ongoing analysis of trade data, industrial developments, and shifts in consumer preferences will provide valuable insights into market trends and opportunities for growth. Overall, while there are fluctuations, the demand for fastening tools appears linked to the vitality of construction and industrial sectors, making these sectors pivotal for the industry's future.

	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23
Spain's Imports	28,901	31,328	34,339	29,935	37,370	35,247
Spain's Exports	38,537	36,453	32,906	25,870	31,012	32,033
Portugal's Imports	10,461	10,659	13,942	10,379	11,332	12,860
Portugal's Exports	9,462	8,716	10,963	8,014	11,625	10,520

Numbers are in thousand USD