

Overview of the Tools Industry in France and Italy in Q3 2018

2018第三季法義工具產業進出口分析



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In terms of export

In this sector France is a bigger market for exporters and Italy is a reliable supplier for its consumers.

Germany is the main market for both countries and more than 16% of their export shares are dispatched to Germany.

The 2nd biggest market for Italy's tools is Spain, and Switzerland is for France. Both of these two markets buy about 15% of Italy and France's exported tools.

About 8% of France's tools are bought by Italian consumers and 13% of Italy's tools are bought by French consumers.

In terms of import

Italy is the main supplier of tools in France, which has bought more than 50% of its need from Italy; Germany is the 2nd biggest supplier for French consumers and German suppliers have satisfied 20% of French consumers' needs.

France and Germany are also the main players in the Italian market. 26% of Italy's needs are satisfied by French suppliers and 23% are satisfied by German suppliers.

HS Code 820730

In this sector, Italy's export value is 3.95 times bigger than its import. On the other hand, France's import value is 1.49 bigger than its export value. France has a dependent market to the foreigner productions in HS code 820730.

820730	2018-Q3	
	Import	Export
France	28,066	18,805
Italy	25,851	102,232

In terms of export

Germany is the main market for both countries, Italy sells about 40% of its products in Germany and France sells about 26% of its products in Germany.

Austria with 9% share of Italy's exported tools is ranked the 2nd biggest market for Italian suppliers. On the other hand, Czech with 14% share of France's exported tools is ranked the 2nd biggest market for French suppliers.

Note: The numbers are in thousand USD

Overview

Italy and France are the two largest industrialized countries after Germany. The numbers of tools industry in these two countries for the 3rd quarter of 2018 are shown in the following table.

Unit: USD 1,000	Import	Export	Total
France	41,129	27,806	68,935
Italy	39,016	140,377	179,393

In this industry, Italy is more active than France, as Italy's number is 2.6 times bigger than France's. In terms of export, Italy's number is 5.05 times bigger than France's. And in terms of import, France's number is 1.05 times bigger than Italy's.

Italy is an independent country in the tools sector because its export value is 3.6 times its import value. On the other hand, France is a dependent country because its import value is 1.47 times bigger than its export value.

Based on HS codes, the details of the numbers are studied as below:

HS Code 820720

This sector is the main category for Italians, their export value is 20.4 times bigger than their import. On the other hand, France's export value is 1.34 bigger than its import value.

820720	2018-Q3	
	Import	Export
France	4,189	5,617
Italy	1,447	29,568

In terms of import

Germany is the main supplier of tools in Italy in this sector. It supplies more than 42% of Italy's needs. Slovenia is the 2nd biggest exporter to Italy with 12% of Italy's import share.

China with 31% and Germany with 23% of France's imported tool's share are the biggest and 2nd biggest tools exporters to France. Italy, Spain and Turkey are ranked in the next levels.

HS Code 820740

In this sector, Italy's import value is 1.37 times bigger than its export, and France's import value is 1.49 bigger than its export value. France has a dependent market to the foreigner productions in HS code 820730 and Italy is in the border of dependency, which means that Italy can improve its production line in this sector and balance its import and export values

820740	2018-Q3	
	Import	Export
France	8,874	3,384
Italy	11,718	8,577

In terms of export

The same as the previous sector, Germany is the main market for both countries. Italy sells about 28% of its products and France sells about 23% of its products in Germany.

China with 8% share of Italy's exported tools is ranked the 2nd biggest market for Italian suppliers. On the other hand, Italy with 10% share of France's exported tools is ranked the 2nd biggest market for French suppliers.

France, Poland and Turkey are the other markets for Italy's tools, while China, UK and USA are ranked the 3rd to 5th biggest markets for French tools.

In terms of import

Germany is the main supplier of tools in Italy in this sector. It supplies more than 47% of Italy's needs. China is the 2nd biggest exporter to the Italian market with 11% of Italy's import share. South Korea, Spain and Switzerland are ranked in the next levels.

Germany with 39% and the Netherlands with 16% of France's imported tools share are the biggest and 2nd biggest tools exporters to France. Belgium, Japan and China are ranked in the next levels.

Last Word

Based on the above information, it seems that Germany, Italy and France make an unwritten contract to work with each other closely in the tooling industry. Therefore, it is predictable that penetrating to these three markets is difficult, but joint venturing with a company in one of these countries can guarantee your success in the market of the other two countries.

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