

The Export Sector

The size of the global hand tool export in 2019 was 8.05 billion USD, in which Lithuania represented 0.1% share, Estonia 0.08% share, and Latvia 0.05% share. Each of these three countries has a very small market share in the hand tool industry of the world.

The Import Sector

Estonia

Estonia imported 12.5 million USD worth of hand tools in 2019 from the world and its top 5 import origins were:

China

China was the biggest hand tool exporter to Estonia and its share in the total hand tool import of Estonia in 2019 was 18.89%. The growth of Estonia's hand tool import from China from 2015 through 2019 was 18% annually; however, the growth of China's hand tool export to the world in the same period was 6% annually.

Germany

Germany as the 2nd biggest hand tool exporter to Estonia had 13.66% of Estonia's imported hand tool market in 2019. The growth of Estonia's hand tool import from Germany from 2015 through 2019 was -6% annually; however, the growth of Germany's hand tool export to the world in the same period was 6% annually.

Sweden

The 3rd biggest exporter to Estonia in 2019 was Sweden. It supported 12.85% of Estonia's imported hand tool market. The growth of Estonia's hand tool import from Sweden from 2015 through 2019 was 6% annually; however, the growth of Sweden's hand tool export to the world in the same period was -2% annually.

Italy

Italy was the 4th biggest hand tool exporter to Estonia. Its share in Estonia in 2019 was 6.54%. The growth of Estonia's hand tool import from Italy from 2015 through 2019 was 23% annually; however, the growth of Italy's hand tool export to the world in the same period was 4% annually.

Taiwan

The 5th biggest exporter to Estonia in 2019 was Taiwan. It supported 5.26% of Estonia's imported hand tool market. The growth of Estonia's hand tool import from

Exploring the Hand Tool Markets-Lithuania, Estonia, and Latvia

by Behrooz Lotfian

立陶宛、愛沙尼亞、拉脫維亞手工工具市場潛力分析



Taiwan from 2015 through 2019 was 5% annually; however, the growth of Taiwan's hand tool export to the world in the same period was 1% annually.

Lithuania

Lithuania imported 18.1 million USD worth of hand tools in 2019 and its top 5 import origins were:

China

China was the biggest hand tool exporter to Lithuania and its share in the total hand tool import of Lithuania in 2019 was 20.29%. The growth of Lithuania's hand tool import from China from 2015 through 2019 was 12% annually; however, the growth of China's hand tool export to the world in the same period was 6% annually.

Germany

Germany as the 2nd biggest hand tool exporter to Lithuania had 19.2% of Lithuania's imported hand tool market in 2019. The growth of Lithuania's hand tool import from Germany from 2015 through 2019 was 9% annually; however, the growth of Germany's hand tool export to the world in the same period was 6% annually.

Poland

The 3rd biggest exporter to Lithuania in 2019 was Poland. It supported 16.78% of Lithuania's imported hand tool market. The growth of Lithuania's hand tool import from Poland from 2015 through 2019 was 6% annually; however, the growth of Poland's hand tool export to the world in the same period was 19% annually.

France

France was the 4th biggest hand tool exporter to Lithuania and its share in the total hand tool import of Lithuania in 2019 was 6.61%. The growth of Lithuania's hand tool import from France from 2015 through 2019 was 80% annually; however, the growth of France's hand tool export to the world in the same period was 5% annually.

Estonia

The 5th biggest exporter to Lithuania in 2019 was Estonia and it supported 6.31% of Lithuania's imported hand tool market. The growth of Lithuania's hand tool import from Estonia from 2015 through 2019 was 25% annually; however, the growth of Estonia's hand tool export to the world in the same period was 8% annually.

Latvia

Latvia imported 10.9 million USD worth of hand tools in 2019 and its top 5 import origins were:

Lithuania

Lithuania was the biggest hand tool exporter to Latvia and its share in Latvia's total hand tool import in 2019 was 23.03%. The growth of Latvia's hand tool import from Lithuania from 2015 through 2019 was 29% annually; however, the growth of Lithuania's hand tool export to the world in the same period was 27% annually.

Poland

Poland as the 2nd biggest hand tool exporter to Latvia had 22.59 % of Latvia's imported hand tool market in 2019. The growth of Latvia's import from Poland from 2015 through 2019 was 4% annually; however, the growth of Poland's export to the world in the same period was 19% annually.

Germany

The 3rd biggest exporter to Latvia in 2019 was Germany and it supported 10.73% of Latvia's imported hand tool market. The growth of Latvia's import from Germany from 2015 through 2019 was 15% annually; however, the growth of Germany's export to the world in the same period was 6% annually.



www.biaoyer.com

**YUYAO BIAOER TRADING CO., LTD.
YUYAO NO.2 STANDARD FASTENER FACTORY**

Tel: 86-574-62003777, 62003860 Fax: 86-574-62003980

Email: ruanlifei@biaoyer.com MT: 86-15306621777

ADD : Wucheyan Yuyao Ningbo Zhejiang China

Established in 1993, YUYAO BIAOER is a manufacturing and trading company specializing in EYEBOLT (GB789, DIN444) and HINGE.

Material: 4.6/ 8.8/ 10.9/ 12.9/ A2-70/ A4-70)

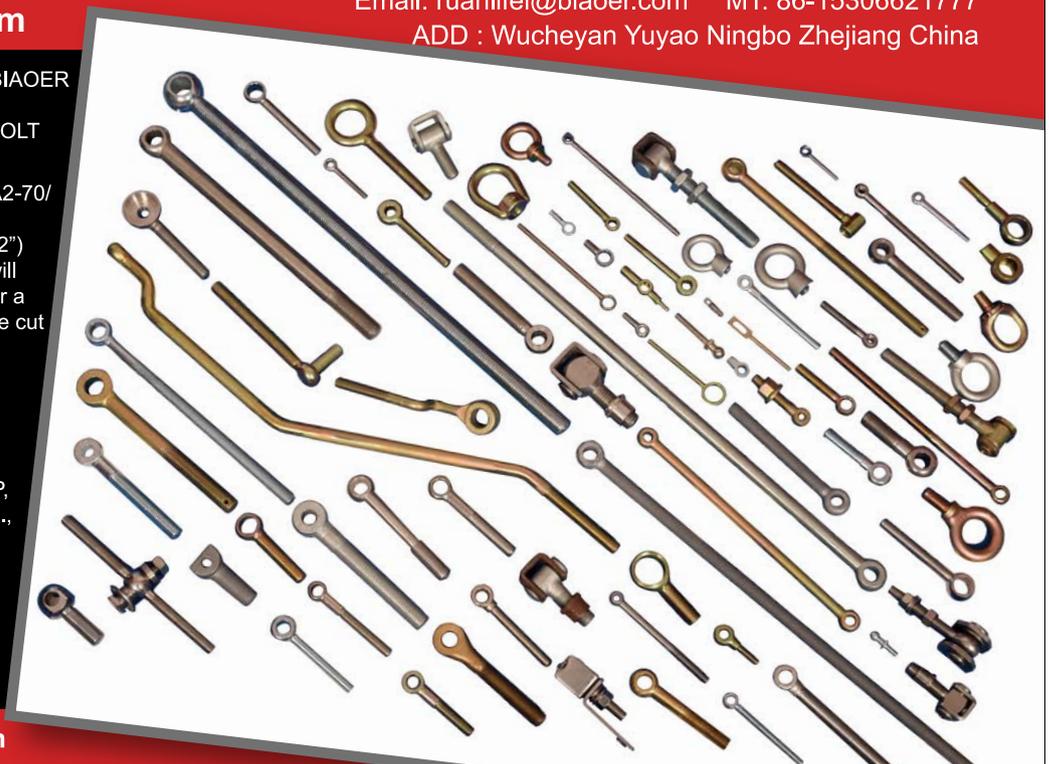
Standards: M6 - M100 (1/4" ~ 2")

The machined spherical part will remain cleaned and bright after a hot/cold forging and a complete cut process.

We've cooperated with big customers such as ...

- (1) SIEMENS, ABB, GE..., etc.
- (2) WUERTH, BOSSARD, FABORY, GRAINGER, S+P, LEDERER, WASI, FASCO..., etc.

We would like to take this opportunity to welcome you as our new customers. If you are interested, please contact us.



Attn: Mrs. Lao / Mr. Ruan



China

China was the 4th biggest hand tool exporter to Latvia and its share in Latvia's total hand tool import in 2019 was 9.84%. The growth of Latvia's import from China from 2015 through 2019 was 10% annually; however, the growth of China's export to the world in the same period was 6% annually.

Sweden

The 5th biggest exporter to Latvia in 2019 was Sweden and it supported 3.89% of Latvia's imported hand tool market. The growth of Latvia's hand tool import from Sweden from 2015 through 2019 was -3% annually; however, the growth of Sweden's hand tool export to the world in the same period was -2% annually.

Baltic Hand Tool Market Through 2025!

Estonia

Based on the above figures, it is concluded that Estonian hand tool consumers prefer cheaper tools, so in the next 5 years Italian and Swedish products will be replaced. German and Taiwanese tools have no chance in comparison with Chinese tools.

It is predicted that in the mid-term:

China will be the main supplier for this country with about 50% of the market share.

Italy will be the 2nd main supplier for Estonia with 20% of the market share.

Sweden will be the 3rd main supplier for this market with more than 15% of the market share.

It seems that Germany and Taiwan do not have any chance in Estonia.

Lithuania

Lithuania is the biggest market in the Baltic region, so countries compete strictly in this market. Based on the above figures, China will have 40% of Lithuania's hand tool market, while the rest may be almost equally divided and shared by the remaining 4 countries.

Latvia

Latvia has the smallest market in this region. Lithuania is the biggest exporter to Latvia and its growth trend is 29% annually, which means that till 2025 Lithuania may capture the whole market of Latvia. However, the point is that Lithuania doesn't have enough power to be the leader of the market, as other countries like China and Germany seem to re-export their products to Latvia through Lithuania. It is predicable that a direct competition among Poland, Germany and China will happen, but Germany and China will have an indirect competition in Lithuania for capturing the Latvian market.

Last Word

China seems to take most of the market share in the Baltic market in the long-term, while other countries like Germany may lose their dominance in the region.

MATERIAL: Steel, Stainless Steel
SIZE RANGE: #2-516 (M2-M8)

MATERIAL: Steel, Stainless Steel
SIZE RANGE: 3.5x9.5mm-6.3x300mm

CORROSION RESISTANT:
1. SALT (ASTM B-117)
500hours - 2,000hours
2. ACID (DIN 50018)
15 - 20 Cycles

ITEMS:
EPDM WASHER, DOME WASHER,
BONDED WASHER

TOPGO CO., LTD.
P.O. BOX: 169, MUZHA, TAIPEI 116, TAIWAN
Tel: 886-2-23661168 Fax: 886-2-23661346
E-mail: TOPGO.CO@MSA.HINET.NET
Website: www.topgo.com.tw