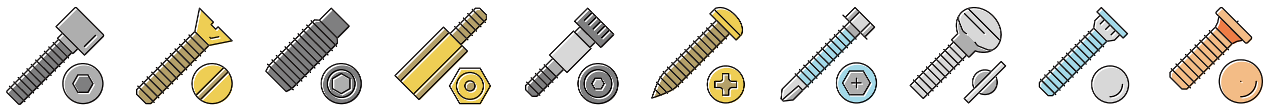
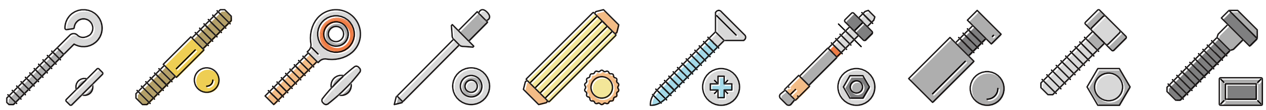


Fastener Trade Statistics of the Philippines and Vietnam:
2025 Results and the 2026 Outlook



Two ASEAN Markets, Two Completely Different Opportunities

The Philippines and Vietnam are both important Southeast Asian markets for fastener manufacturers, tooling producers, machinery suppliers, heat-treatment specialists, coating companies and industrial distributors. The Philippines is principally an import-driven fastener market. Its industrial sector, construction projects, electronics manufacturers, vehicle assemblers and maintenance businesses rely heavily on imported fasteners. Vietnam operates on a different level. It is a large importer of fasteners, but it is also a manufacturing and export platform. Vietnamese factories consume imported fasteners in electronics, machinery, appliances, vehicles and industrial assemblies, while the country's own fastener manufacturers supply both domestic and international customers.

Statistical Snapshot

Indicator	Philippines	Vietnam
Latest direct 2025 HS 7318 observation	September 2025	Full-year China-origin supply and Q1 product data
Fastener imports in latest direct observation	US$25.0 million in September	China exported US$680 million to Vietnam during 2025
Fastener exports in latest direct observation	US$4.56 million in September	Vietnam remained a significant global fastener exporter, although a complete official 2025 HS 7318 total was not publicly available at the time of writing
Fastener trade balance in latest direct observation	US$20.4 million deficit in September	Not yet available as a complete 2025 HS 7318 balance
Total merchandise trade in 2025	US$218.68 billion	US$930.05 billion
Total merchandise exports in 2025	US$84.48 billion	US$475.04 billion
Total merchandise imports in 2025	US$134.20 billion	US$455.01 billion
Latest national 2026 period	January–April	January–May
Total merchandise trade in latest 2026 period	US$79.15 billion	US$445.12 billion

The table reveals the enormous difference in industrial scale. **Vietnam's total merchandise trade in the first five months of 2026 alone was more than twice the Philippines' trade for the whole of 2025.** That does not make the Philippines unattractive. It means the market-entry strategy must be different.

The Philippine Fastener Market in 2025 [1]

In September 2025, the Philippines imported US$25.0 million of iron and steel fasteners and exported US$4.56 million. The result was a monthly fastener trade deficit of approximately US$20.4 million. **Imports were about 5.5 times the value of exports during the month.** This is the clearest current signal about the structure of the Philippine fastener market. The country has some export-oriented production, but domestic demand is substantially greater than the value of fasteners shipped abroad.

Philippine fastener exports declined slightly between August and September 2025, falling from US$4.73 million to US$4.56 million. The 3.53% monthly decline was not large enough to suggest an industry collapse, but it confirms that export activity was relatively modest compared with import demand. **The main export destinations in September were the United States at approximately US$1.36**

million, Japan at US$1.24 million, South Korea at US$530,000, Germany at US$325,000 and France at US$252,000. This destination structure is important. The Philippines is not exporting only to low-standard or price-driven markets. Its fastener producers are reaching the United States, Japan, South Korea and Germany—countries where buyers generally demand tighter dimensional tolerances, material traceability, coating consistency and dependable quality systems.

However, these exports remain concentrated. A limited number of foreign-owned or internationally qualified manufacturers probably account for a substantial portion of the trade. **The Philippines does not yet possess the broad fastener manufacturing ecosystem found in Vietnam, China, Taiwan or Japan.**

Wider Philippine Trade Conditions in 2025 [2]

Total Philippine merchandise trade reached US$218.68 billion in 2025, an increase of 8.9%. Exports rose to US$84.48 billion, while imports reached US$134.20 billion. The country recorded a goods-trade deficit of US$49.72 billion.

Manufactured goods generated US$67.59 billion and represented 80% of Philippine exports. **Electronic products alone generated US$45.89 billion, or 54.3% of total exports.** This manufacturing structure directly affects fastener demand. Electronics factories require precision screws, miniature fasteners, captive components, SEMS products, grounding screws and fasteners with controlled cleanliness or surface finishes. Suppliers that enter the Philippines with nothing more than general-purpose construction bolts will miss a major part of the industrial opportunity.

On the import side, raw materials and intermediate goods reached US$48.45 billion in 2025, while capital goods reached US$40.67 billion. Together, these categories accounted for about two-thirds of all Philippine imports. This suggests that a considerable portion of imports supported production, assembly and capital investment rather than final consumer demand. Fastener and tooling suppliers should therefore analyse industrial users, not only construction-material wholesalers.

The Philippine Market in January–April 2026 [3]

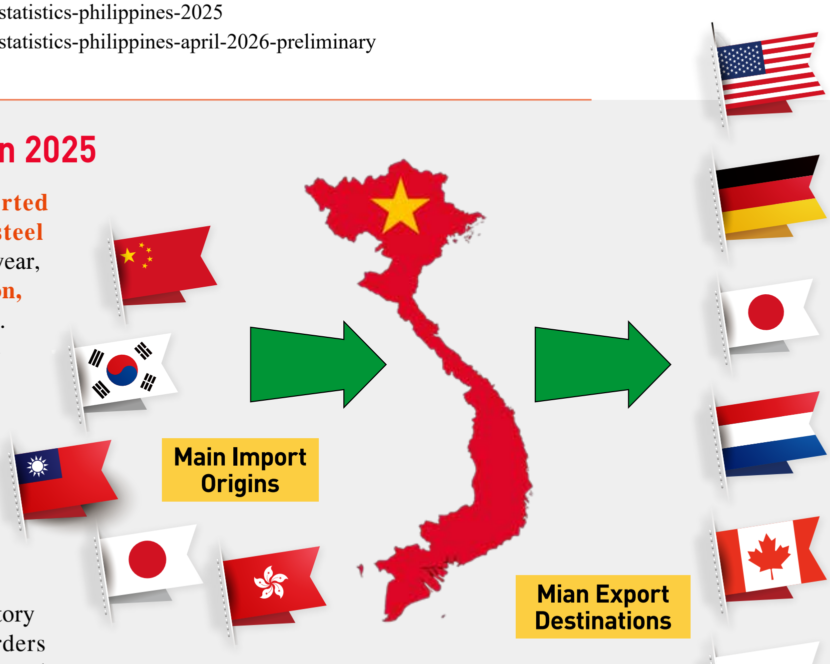
Philippine exports reached US$29.93 billion during January–April 2026, increasing 11.2% year on year. Imports rose 13.5% to US$49.22 billion. Total four-month merchandise trade was therefore approximately US$79.15 billion, and the goods deficit was approximately US$19.29 billion.

April was particularly import-heavy. Exports reached US$7.21 billion, while imports reached US$13.17 billion, creating a monthly deficit of US$5.97 billion. Raw materials and intermediate goods accounted for US$5.03 billion, or 38.2%, of April imports. Capital goods added another US$3.68 billion, representing 27.9%. China remained the leading source, supplying US$3.92 billion, or 29.7% of April imports.

Complete Philippine HS 7318 statistics for January–April 2026 were not publicly available at the time of writing. It would therefore be dishonest to present a made-up fastener growth rate. Nevertheless, the industrial import mix is positive for fastener demand. Raw materials, components, machinery and transport equipment all require fastening products, assembly tooling and maintenance support.

[1] https://oec.world/en/profile/bilateral-product/iron-fasteners/reporter
[2] https://psa.gov.ph/content/international-merchandise-trade-statistics-philippines-2025
[3] https://psa.gov.ph/content/international-merchandise-trade-statistics-philippines-april-2026-preliminary

Vietnam's Fastener Trade Position in 2025



Trade Map statistics show that **Vietnam imported approximately US$945.28 million of iron and steel fasteners under HS 7318 in 2025.** During the same year, **Vietnam exported approximately US$705.88 million,** producing a fastener trade deficit of US$239.41 million. Vietnam's imports were therefore about 1.34 times the value of its exports.

Vietnam imported an average of approximately US$78.77 million of fasteners per month in 2025. Monthly imports ranged from US$49.53 million in February to US$94.31 million in December. The strong December figure suggests that purchasing remained active at the end of the year, potentially reflecting production demand, inventory replenishment or preparation for manufacturing orders scheduled for early 2026. The country's import supply structure was highly concentrated. **China supplied US$680.10 million, representing 71.95% of Vietnam's total mirror-recorded fastener imports. South Korea ranked second at US$74.53 million, equal to 7.88%, followed by Japan at US$42.74 million, Taiwan at US$42.36 million and Hong Kong (China), at US$30.36 million.** Together, the five largest suppliers accounted for approximately 92% of Vietnam's fastener imports in 2025.

Leading Suppliers	2025 Import Value	Share of Total Imports
China	US$680.10 million	71.95%
S. Korea	US$74.53 million	7.88%
Japan	US$42.74 million	4.52%
Taiwan	US$42.36 million	4.48%
Hong Kong	US$30.36 million	3.21%

Leading Export Destinations	2025 Export Value	Share of Total Exports
Germany	US$137.43 million	19.47%
USA	US$101.79 million	14.42%
Netherlands	US$54.54 million	7.73%
Poland	US$40.26 million	5.70%
Canada	US$37.73 million	5.35%
Japan	US$35.49 million	5.03%

Vietnam's export structure was much more diversified than its import structure. **Germany was the largest destination for Vietnamese fasteners in 2025, purchasing approximately US$137.43 million, or 19.47% of total exports. The United States followed with US$101.79 million, representing 14.42%. The Netherlands received US$54.54 million, Poland US$40.26 million, Canada US$37.73 million and Japan US$35.49 million.**

Germany and the United States together accounted for approximately 33.9% of Vietnam's fastener exports. The six largest destinations represented about 57.7%, leaving a substantial portion distributed across other European, Asian and international markets. This diversified export profile is strategically important. It shows that **Vietnam's fastener sector is already integrated into demanding international supply chains.** Germany, the United States, Japan, Canada and major European markets typically require documented material origin, dimensional consistency, coating control, mechanical-property testing, production traceability and effective corrective-action systems.

Vietnam should therefore not be described merely as a producer of inexpensive standard fasteners. Its 2025 export performance indicates meaningful capability in internationally traded and potentially higher-specification fastening products. At the same time, the US$239.41 million trade deficit reveals a continuing gap between domestic and export-oriented production capacity and the total requirements of Vietnam's industrial economy. The country exports substantial quantities of fasteners but **continues to import even greater volumes, particularly from China and other East Asian manufacturing centres. For international fastener manufacturers, this creates two different opportunities. The first is to supply products that Vietnamese manufacturers do not yet produce competitively or consistently. The second is to supply fasteners directly to foreign-invested factories operating in Vietnam, especially companies producing electronics, machinery, vehicles, appliances and export-oriented assemblies.**

For tooling and machinery producers, Vietnam's combined import and export trade of approximately US$1.65 billion in 2025 demonstrates a sizeable production ecosystem. Local fastener manufacturers need heading dies, carbide punches, thread-rolling dies, trimming tools, forming simulation, heat-treatment equipment, surface-treatment technology, optical sorting and automated inspection.

Vietnam's Wider Trade Engine in 2025 [4]

Vietnam's total merchandise trade reached US$930.05 billion in 2025, rising 18.2%. Exports increased to US$475.04 billion, while imports reached US$455.01 billion. The country recorded a US$20.03 billion goods-trade surplus. Manufactured products generated US$421.47 billion and accounted for 88.7% of Vietnam's exports. Capital goods represented US$426.11 billion, or 93.6%, of imports under the statistical agency's broad classification. The foreign-invested sector accounted for US$367.09 billion, or 77.3%, of exports. It also generated US$317.63 billion of imports.

Vietnam in January–May 2026

Vietnam's merchandise trade accelerated sharply during the first five months of 2026. Total trade reached US$445.12 billion, increasing 25%. Exports rose 19.5% to US$215.66 billion, while imports jumped 30.8% to US$229.46 billion. The country recorded a US$13.80 billion goods-trade deficit. Manufactured products represented US$193.71 billion, or 89.8%, of exports. Capital goods represented US$215.99 billion, or 94.1%, of imports. China supplied US$92.6 billion of Vietnam's imports during the five-month period.

The import increase was considerably faster than export growth. This does not necessarily represent economic weakness. In a manufacturing economy, a surge in imported components, machinery and production inputs can precede a later increase in finished-product exports. It may also reflect inventory building, new production capacity, front-loaded purchases or concern over future tariffs and supply-chain restrictions.

Conclusion

The Philippines and Vietnam offer different opportunities for the fastener industry. The Philippines is mainly an import-driven market, creating demand for reliable supply, local inventory and specialized products. Vietnam is both a major importer and exporter, with 2025 fastener imports of approximately US$945.28 million and exports of US$705.88 million. Vietnam offers greater scale and manufacturing depth, while the Philippines provides stronger opportunities in distribution and import substitution. In both markets, generic suppliers will face heavy price competition. The best opportunities will go to companies that offer technical value, reliable delivery, traceability, longer tool life or lower production costs. ■

[4] https://www.nso.gov.vn/en/data-and-statistics/2026/01/press-release-social-economic-situation-in-the-fourth-quarter-and-2025