

Introduction

Handheld and pneumatic fastening tools held one of the largest shares of the global tools and hardware market. Handheld and pneumatic fastening tools are used by both DIY consumers and professionals in various industries. Most pneumatic fastening tools are used in industries such as automotive, construction, aerospace, electronics, consumer appliances, energy, and shipbuilding wherein high torque tools are required. Increase in the adoption of fastening tools, such as impact tools, screwdrivers, and nutrunners, is because of the continuous growth in all those industries, more specifically in automotive and construction. The growth in automotive sales all over the world and growing construction industry in emerging economies are good examples of handheld and pneumatic fastening tools' market drivers. Although, the high maintenance cost associated with some of pneumatic power tools may obstruct the market growth, the growth of new market drivers such as development of wind power plants and turbine installation still keep the growth of fastening tools market steady.



2017東南亞手動及氣動緊固工具貿易統計分析 Review of Handheld/Pneumatic Fastening Tools Trade Statistics in Southeast Asia in 2017

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Regional Market Reviews

Southeast Asia region is projected to be one of the fastest-growing regions in fastening tools precisely for its power and heavy duty fastening tools market supported with its constant infrastructural growth in major countries such as Malaysia and Singapore. Countries in this region have invested heavily in infrastructure development and urban area planning which could drive the market growth. Similar to what we can see in other Asian countries, not only in construction but in other industries such as shipbuilding in South Korea, Japan, and China which is expected to fuel the growth of the market to a certain extent.

Therefore, **the long-term outlook on the global fastening power tools market remains positive, as reported by PRNewswire, with market value expected to increase at a CAGR of 6.9% between 2018 and 2026. Fastening power tools global sales was valued at US\$ 2,266.5 million in 2017.** Europe accounted for a value share of 32.8% in this market in 2017 and was expected to still maintain its control in the next few years. The SEA fastening power tools market is projected to experience substantial development in terms of value in the global fastening power tools market, showing a CAGR of 8.9% during 2018 - 2026. This is attributed to growth in ASEAN countries and India.

On the other hand, DIY market, as one of the key drivers of handheld fastening tools, is growing rapidly. Home improvement such as renovating and remodeling is the major and largest segment in the global DIY market. The development of a large number of retail stores as well as specialty stores across the globe is another main reason for the growth of the DIY market. These stores enable consumers to seek information on various handheld and even pneumatic fastening tools.

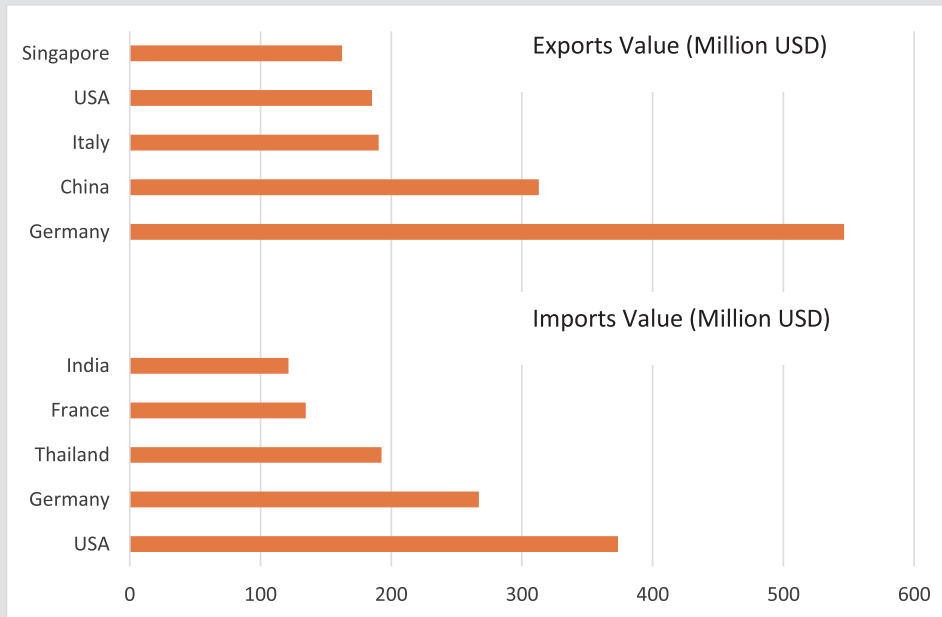
Fastener power and pneumatic tools are growing fast in Southeast Asia region; in contrast, the acceptance of DIY culture in this region is very low within some of the countries in this region, and it is not comparable with the market in the Western countries. This could significantly impact the handheld and light duty fastening tools market in this region. Americas occupies the largest share of the DIY market, with the US contributing to the majority of the market share in this region.

Additionally, in recent years, and more specifically in 2017, with growing popularity of online business, many of handheld fastening tools manufacturers have adopted the omni-retail channels, and started to make changes in their retail strategies. These manufacturers have entered into the e-commerce platform by offering various products with respect to customer requirements. The main objective of manufacturers in leveraging on the e-commerce business is the expansion of their customer base, while eliminating the need for physical presence across geographies as what we can see in countries like

Malaysia. This strategy will further empower more B2C fastening tools markets and is expected to grow at a faster pace in the future.

Interestingly, health and safety regulations and policies at workplace have influences on fastening tools market growth. The adoption of fastening tools by the labour workforce has become a critical requirement as a result of an increase in the number of accidents and subsequent fatalities & injuries in various industrial fields such as mining, construction, oil & gas, and chemical industries. Fastening tools either handheld or pneumatic not only help reduce injuries & fatalities considerably, but also support productivity and output growth. This has encouraged employers to adopt those quality and reliable fastening tools for their employees for use during various stages of the workflow.

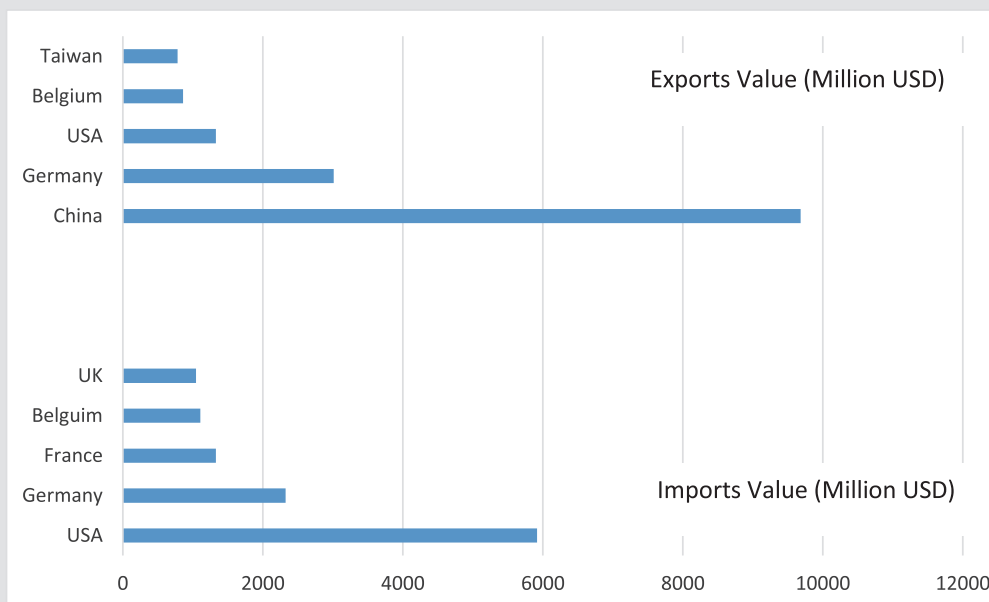
In 2017, the total export value of hand tools (categorised under HS code of 820790) was about USD2.9 billion. The below charts exhibit the top five largest importers and exporters in this market last year.



If we look into another group of handheld and pneumatic tools (HS Code: 8467), the name of three countries; China, Germany and US will be in this list again as major exporters in this market. This group of products consist of tools for working in the hand, pneumatic, hydraulic either with self-contained electric or non-electric fall under this group of products (i.e. HS Code: 8467).

In 2017, Malaysia was the largest exporter of the fastening tools in Southeast Asia region with more than USD313 million worth of

exports followed by Singapore with about USD220 million. The third largest exporter which was Thailand but far away from these two leaders with only USD67 million of exports in 2017. In the same year, Vietnam was a leading importer of fastening tools in this region with about USD230 million. The chart below shows the global fastening tools market exports and imports in 2017.



It is notable that in 2017, Hong Kong registered its name as the largest re-exporter of handheld and pneumatic tools in this category with more than USD 737 million of re-exports.

Finally, in 2017 the screw system category comparing to other type of products in the fastening tools market had the highest market share in terms of volume. This type of product is projected to continue its dominance in the global market in the future.

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