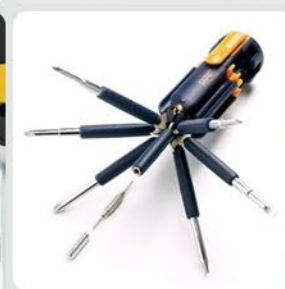
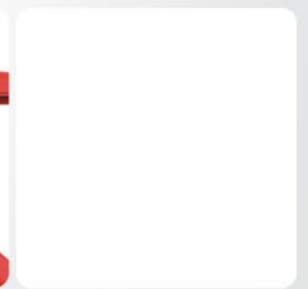
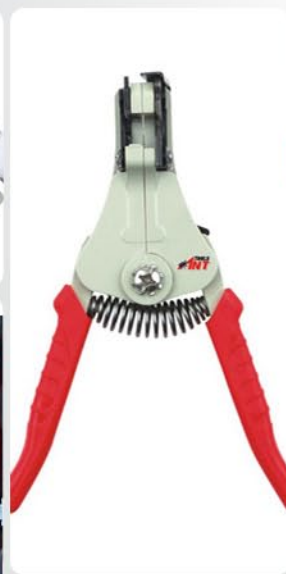


# Hand Tools

## Industry Analysis Report

2012.09



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Produced by IAR Team  
Focus Technology Co., Ltd



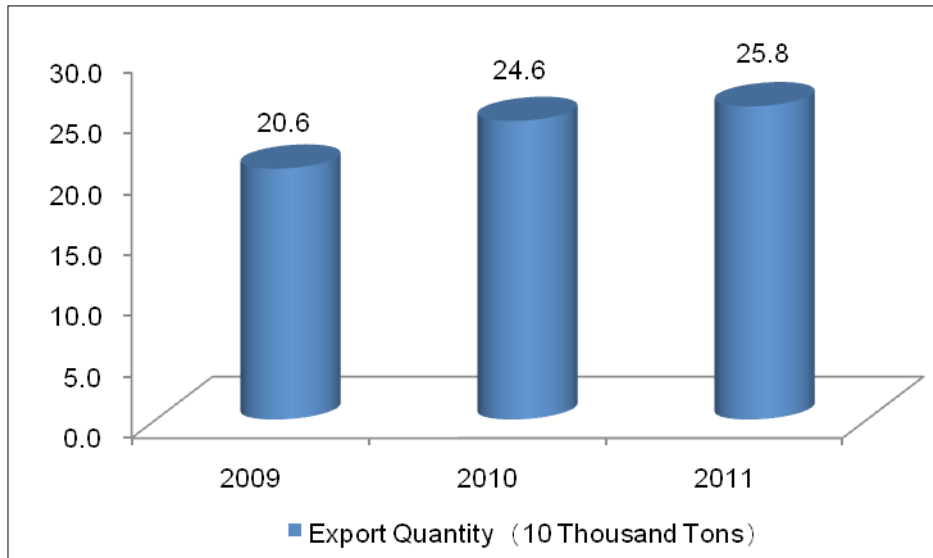
# Contents

|  |          |
|--|----------|
| <b>1. Agricultural, Horticultural and Forestry Hand Tools Imp. &amp; Exp. ....</b>   | <b>3</b> |
| 1.1. Chinese Agriculture, Horticulture and Forestry Hand Tools Export Analysis ..... | 3        |
| 1.2. Global Agriculture, Horticulture and Forestry Hand Tools Needs Analysis .....   | 4        |
| <b>2. Other Unspecified Hand Tools Imp. &amp; Exp. ....</b>                          | <b>6</b> |
| 2.1. Chinese Other Unspecified Hand Tools Export Analysis .....                      | 6        |
| 2.2. Global Other Unspecified Hand Tools Needs Analysis .....                        | 7        |
| <b>3. Interchangeable Hand Tools and Machine Tools Imp. &amp; Exp. ....</b>          | <b>9</b> |
| 3.1. Chinese Interchangeable Hand Tools and Machine Tools Export Analysis .....      | 9        |
| 3.2. Global Interchangeable Hand Tools and Machine Tools Needs Analysis .....        | 10       |

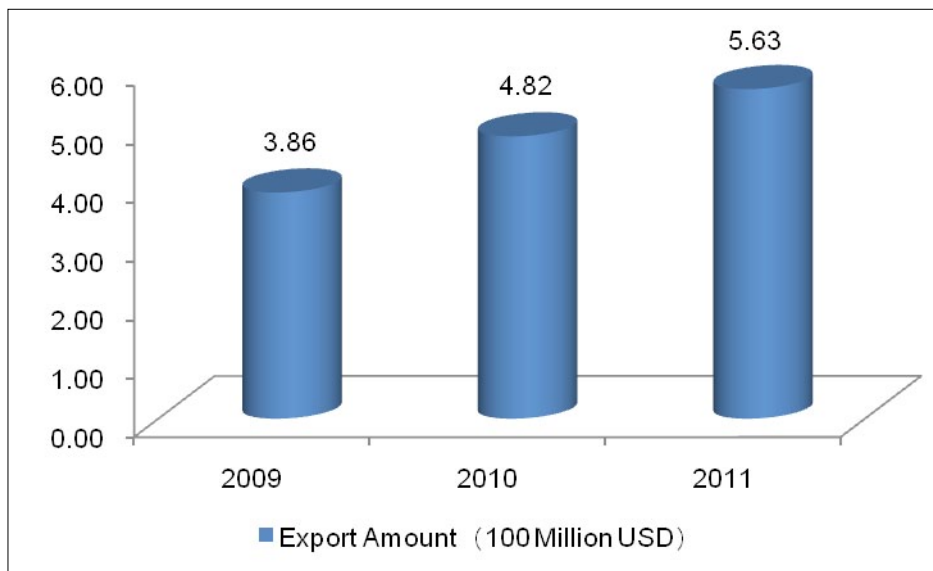
## 1. Agricultural, Horticultural and Forestry Hand Tools Imp. & Exp.

### 1.1. Chinese Agriculture, Horticulture and Forestry Hand Tools Export Analysis

- 2009-2011 Chinese Agriculture, Horticulture and Forestry Hand Tools(HS:8201)Export Quantity



- 2009-2011 Chinese Agriculture, Horticulture and Forestry Hand Tools(HS:8201)Export Amount



From 2009 to 2011, the total exports of Chinese agriculture, horticulture and forestry hand tools are growing year by year, which reached a total amount of 258,000 tons in 2011, with a year-on-year growth of 4.9%; the total export value amounted to approximately \$ 563 million, with a year-on-year growth of 16.8%.

- Jan. - Jul. 2012 Major Importers for Chinese Agriculture, Horticulture and Forestry Hand Tools(HS: 8201)

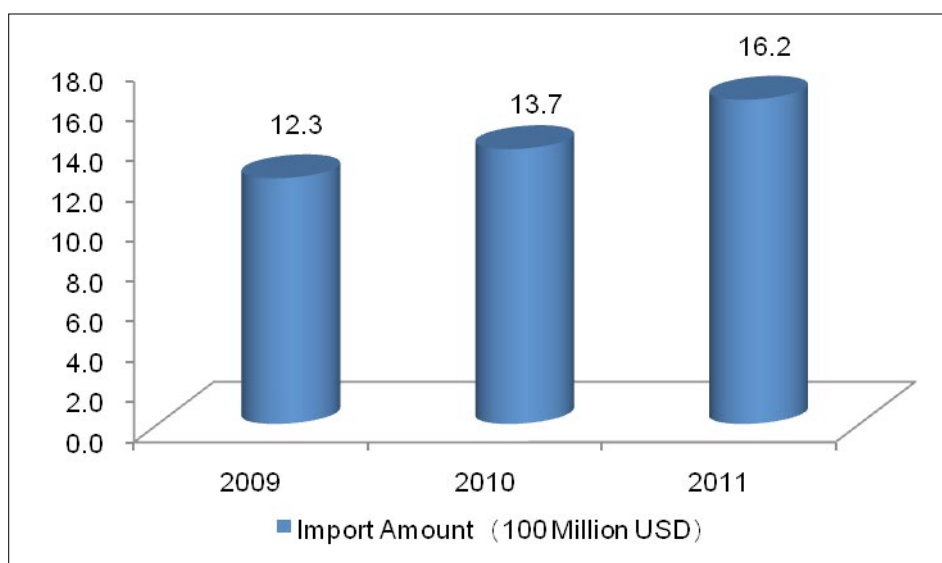
| Item | Importers      | Import Amount (10 million USD) | Year-on-Year Proportion % | Proportion of % |
|------|----------------|--------------------------------|---------------------------|-----------------|
|      | Total          | 33.2                           | -1.2%                     | 100%            |
| 1    | USA            | 680.7%                         | 6.3%                      | 20.5%           |
| 2    | Japan          | 172.3%                         | -2%                       | 5.2%            |
| 3    | Germany        | 162.8%                         | -2.7%                     | 4.9%            |
| 4    | United Kingdom | 160.6%                         | -16.2%                    | 4.8%            |
| 5    | Netherlands    | 116.8%                         | -23.9%                    | 3.5%            |

According to the export data from January to July in 2012, the total export amount of China's agriculture, horticulture and forestry hand tools reached about \$ 332 million in the first seven months, which with a decline of 1.2% year-on-year.

The major importers are the United States, Japan, Germany, United Kingdom and Netherlands.

## 1.2. Global Agriculture, Horticulture and Forestry Hand Tools Needs Analysis

- 2009-2011 Global Agriculture, Horticulture and Forestry Hand Tools(HS:8201)Needs Trend



- Jan. – Jun. 2012 Global Agriculture, Horticulture and Forestry Hand Tools(HS:8201) Major Import Countries/Regions(Sorted by Amount)

| Item | Countries/Regions | Jan.-Jun. 2012 Imports<br>(Thousand USD) | Compared with the same<br>period last year (%) |
|------|-------------------|--|--|
| 1    | USA               | 167,765                                  | 0.5%   |
| 2    | Germany           | 73,469                                   | -18.1%   |
| 3    | United Kingdom    | 45,446                                   | -8.4%  |
| 4    | France            | 44,241                                   | -6.2%  |
| 5    | Netherlands       | 33,581                                   | -28.5%   |
| 6    | Japan             | 26,621                                   | 1.9%   |
| 7    | Canada            | 25,976                                   | 6.2%   |
| 8    | Italy             | 15,695                                   | -13.2%   |
| 9    | Denmark           | 15,291                                   | -14.6%   |
| 10   | Austria           | 14,583                                   | -3.5%  |

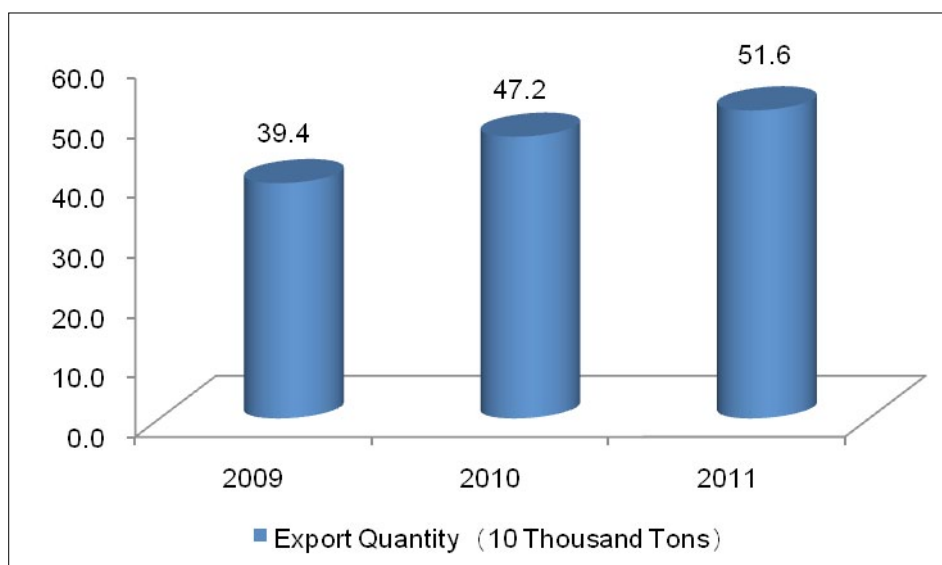
From 2009 to 2011, global imports of agriculture, horticulture and forestry hand tools appear an upward trend, in 2011 the import amount with a year-on-year growth of 16.6% than in 2010.

From January to June in 2012, the major importing countries of agriculture, horticulture and forestry hand tools are the United States, Germany, United Kingdom, France, Netherlands, Japan, Canada, Italy, Denmark, Austria and etc.

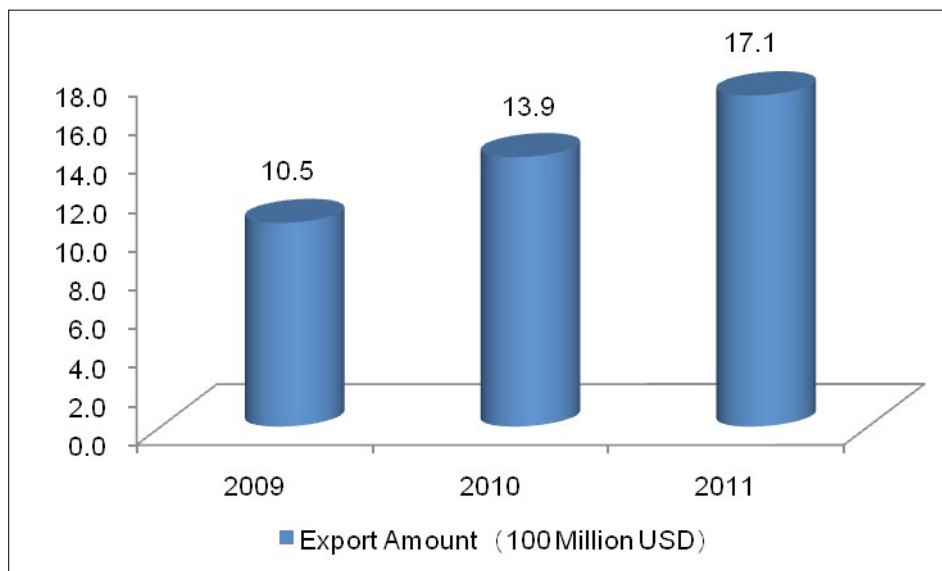
## 2. Other Unspecified Hand Tools Imp. & Exp.

### 2.1. Chinese Other Unspecified Hand Tools Export Analysis

- 2009-2011 Chinese Other Unspecified Hand Tools(HS:8205)Export Quantity Trend



- 2009-2011 Chinese Other Unspecified Hand Tools(HS:8205)Export Amount Trend



From 2009 to 2011, the export quantity and amount of Chinese other unspecified hand tools are growing year by year, in 2011, the total export quantity reached about 516 thousand tons, with a year-on-year growth of 9.3%; the total export amount approximately \$ 1.71 billion, with an increase of 22.9% year-on-year.

- Jan. – Jul. 2012 Major Importers for Chinese Other Unspecified Hand Tools(HS: 8205)

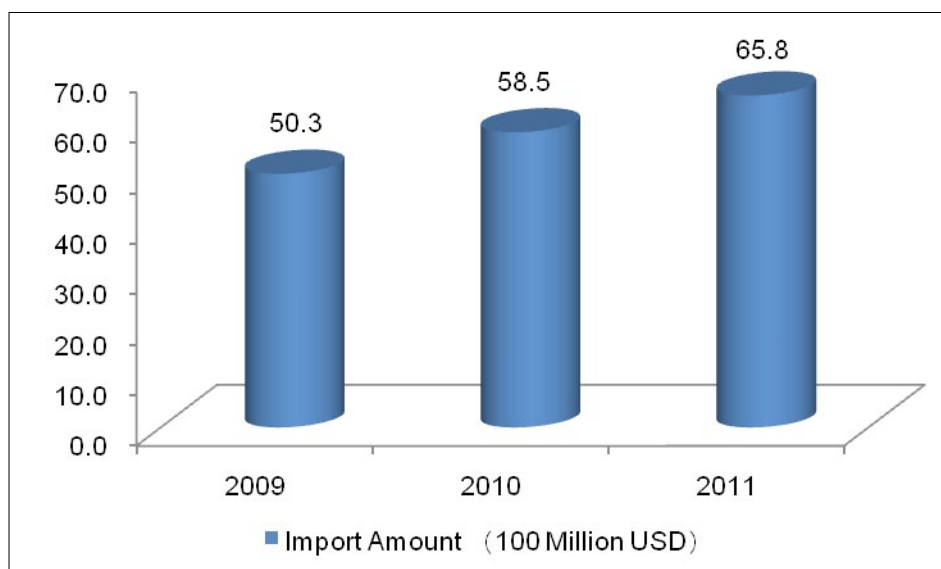
| Item | Countries/Regions  | Exports (10 million USD) | Year-on-Year Proportion % | Proportion of % |
|------|--------------------|--------------------------|---------------------------|-----------------|
|      | Total              | 103.7                    | 13.4%                     | 100%            |
| 1    | USA                | 24.8                     | 16.8%                     | 23.9%           |
| 2    | Germany            | 6.5                      | 7.9%                      | 6.2%            |
| 3    | Russian Federation | 4.3                      | 12.7%                     | 4.1%            |
| 4    | United Kingdom     | 4.0                      | 10.7%                     | 3.8%            |
| 5    | Netherlands        | 3.4                      | 16.4%                     | 3.3%            |

According to the export data from January to July in 2012, the total export amount of China's other unspecified hand tools reached about \$ 1.037 billion in the first seven months, which with an increase of 13.4% year-on-year.

The major Importers are the United States, Germany, Russian Federation, United Kingdom and Netherlands.

## 2.2. Global Other Unspecified Hand Tools Needs Analysis

- 2009-2011 Global Other Unspecified Hand Tools(HS:8205)Needs Trend



- Jan.-Jun. 2012 Global other unspecified hand tools(HS:8205)Major Import Countries/Regions(Sorted by Amount)

| Item | Countries/Regions | Jan.-Jun. 2012 Imports (Thousand USD) | Compared with the same period last year (%) |
|------|-------------------|---------------------------------------|---|
| 1    | USA               | 488,191                               | 10.5%                                       |
| 2    | Germany           | 221,096                               | -2.2%                                       |
| 3    | France            | 146,580                               | -13.3%                                      |
| 4    | Canada            | 132,905                               | -0.5%                                       |
| 5    | United Kingdom    | 120,316                               | -6.3%                                       |

| Item | Countries/Regions | Jan.-Jun. 2012 Imports<br>(Thousand USD) | Compared with the same<br>period last year (%) |
|------|-------------------|--|--|
| 6    | Belgium           | 85,938                                   | -6.6%  |
| 7    | Netherlands       | 77,617                                   | -12.3%   |
| 8    | Austria           | 77,141                                   | -7.1%  |
| 9    | Australia         | 71,654                                   | 5.8%   |
| 10   | Japan             | 71,573                                   | 21.9%  |

From 2009 to 2011, global imports of others unspecified hand tools appear an upward trend, in 2011 the import amount with a year-on-year growth of 10.9% than in 2010.

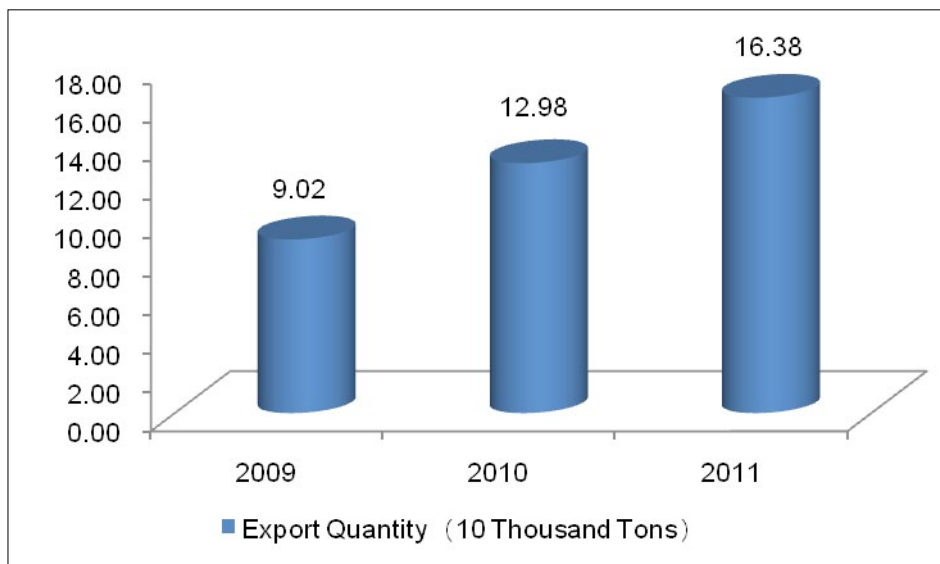
From January to June in 2012, the major importing countries of others unspecified hand tools are the United States, Germany, France, Canada, United Kingdom, Belgium, Netherlands, Austria, Australia, Japan and etc.



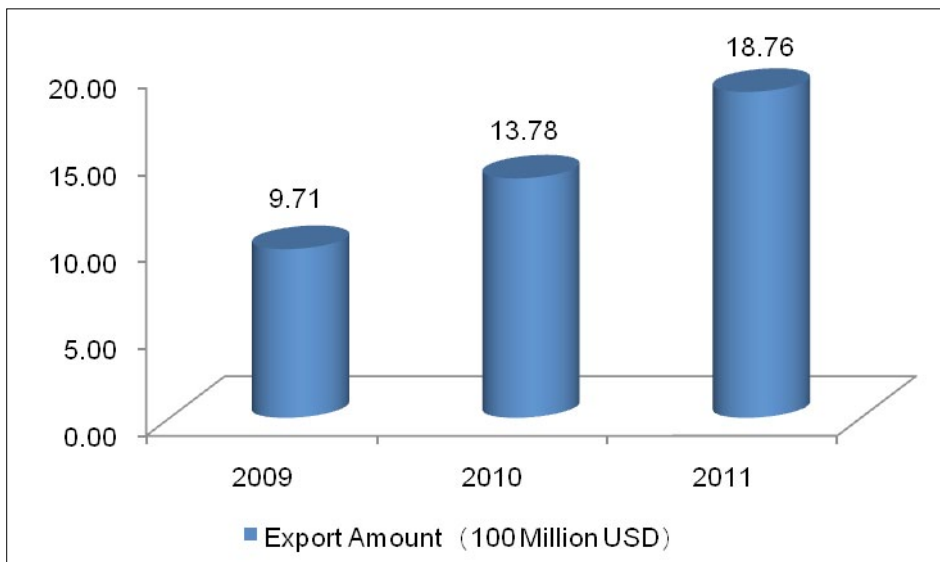
## 3. Interchangeable Hand Tools and Machine Tools Imp. & Exp.

### 3.1. Chinese Interchangeable Hand Tools and Machine Tools Export Analysis

- 2009-2011 Chinese Interchangeable Hand Tools and Machine Tools(HS:8207)Export Quantity Trend



- 2009-2011 Chinese Interchangeable Hand Tools and Machine Tools(HS:8207)Export Amount Trend



From 2009 to 2011, the export quantity and amount of Chinese interchangeable hand tools and machine tools are growing year by year, in 2011, the total export quantity reached about 164 thousand tons, with a year-on-year growth of 26.1%; the total export amount approximately \$ 1.876 billion, with an increase of 36.2% year-on-year.

- Jan.-Jul. 2012 Major Importers for Chinese Interchangeable Hand Tools and Machine Tools(HS: 8207)

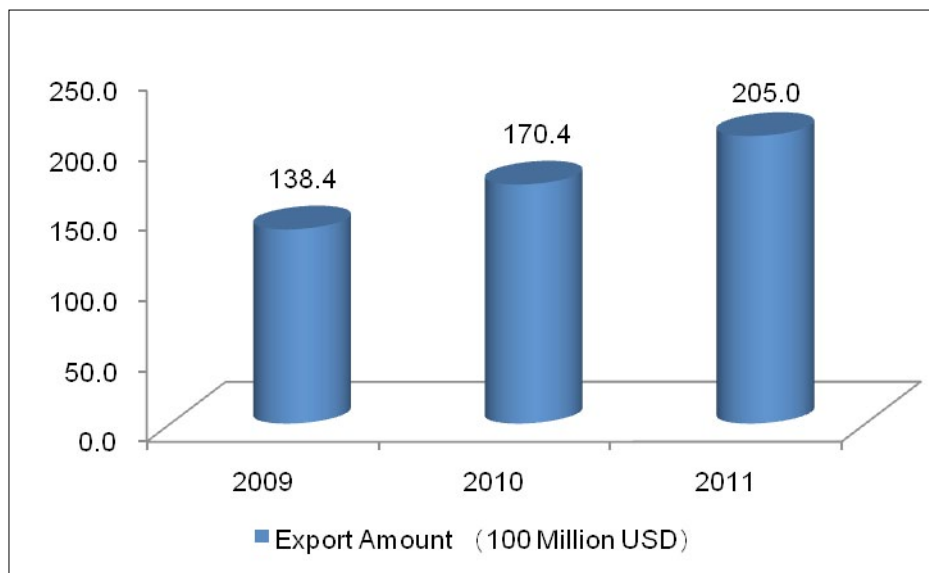
| Item | Countries/Regions | Exports (10 million USD) | Year-on-Year Proportion % | Proportion of % |
|------|-------------------|--------------------------|---------------------------|-----------------|
|      | Total             | 126.4                    | 27%                       | 100%            |
| 1    | USA               | 24.7                     | 33.6%                     | 19.6%           |
| 2    | Germany           | 8.8                      | 22.8%                     | 7%              |
| 3    | India             | 7.6                      | 45.6%                     | 6%              |
| 4    | Republic of Korea | 5.8                      | 14.7%                     | 4.6%            |
| 5    | Japan             | 5.7                      | 22.2%                     | 4.5%            |

According to the export data from January to July in 2012, the total export amount of China's Interchangeable Hand Tools and Machine Tools reached about \$ 1.264 billion in the first seven months, which with an increase of 27% year-on-year.

The major Importers are the United States, Germany, India, Republic of Korea and Japan.

### 3.2. Global Interchangeable Hand Tools and Machine Tools Needs Analysis

- 2009-2011 Global Interchangeable Hand Tools and Machine Tools(HS:8207)Needs Trend



- Jan.-Jun. 2012 Global Interchangeable Hand Tools and Machine Tools(HS:8207)Major Import Countries/Regions(Sorted by Amount)

| Item | Countries/Regions | Jan.-Jun. 2012 Imports (Thousand USD) | Compared with the same period last year (%) |
|------|-------------------|---------------------------------------|---|
| 1    | USA               | 1,256,847                             | -21.8%                                      |
| 2    | Germany           | 843,416                               | -28.4%                                      |
| 3    | China             | 691,024                               | -27.4%                                      |
| 4    | Mexico            | 545,378                               | -31.9%                                      |

| Item | Countries/Regions | Jan.-Jun. 2012 Imports<br>(Thousand USD) | Compared with the same period<br>last year (%) |
|------|-------------------|--|--|
| 5    | Canada            | 449,834                                  | -35.5%   |
| 6    | Thailand          | 401,966                                  | -37.6%   |
| 7    | France            | 323,754                                  | -42.9%   |
| 8    | Netherlands       | 287,441                                  | -42.6%   |
| 9    | United Kingdom    | 279,164                                  | -40.4%   |
| 10   | Brazil            | 271,634                                  | -40.1%   |

From 2009 to 2011, global imports of interchangeable hand tools and machine tools appear an upward trend, in 2011 the import amount with a year-on-year growth of 18.7% than in 2010.

From January to June in 2012, the major importing countries of interchangeable hand tools and machine tools are the United States, Germany, China, Mexico, Canada, Thailand, France, Netherlands, United Kingdom, Brazil and etc.

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Thanks for reading the report, if you have any questions,opinions or advices, please contact us.

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