

# 2010-2013 Lights & Lighting Industry Analysis Report

2014.02



**Made-in-China.com**



Produced by IAR Team  
Focus Technology Co., Ltd.

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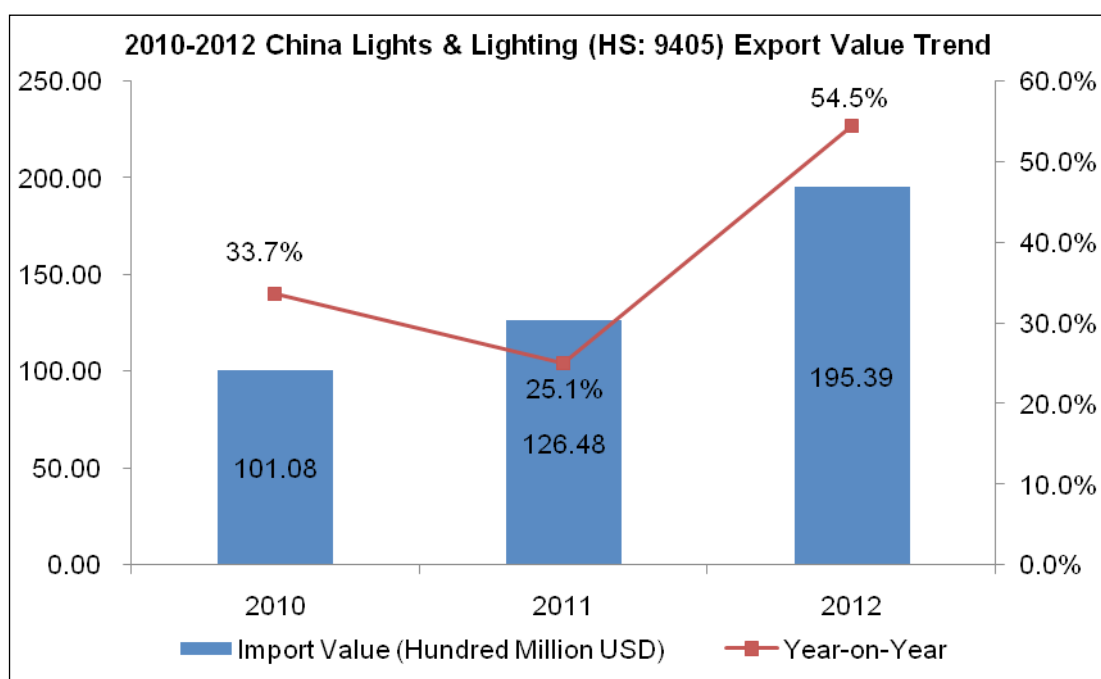
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## 1. 2010-2012 China Lights & Lighting (HS: 9405) Export Trend Analysis

Note:

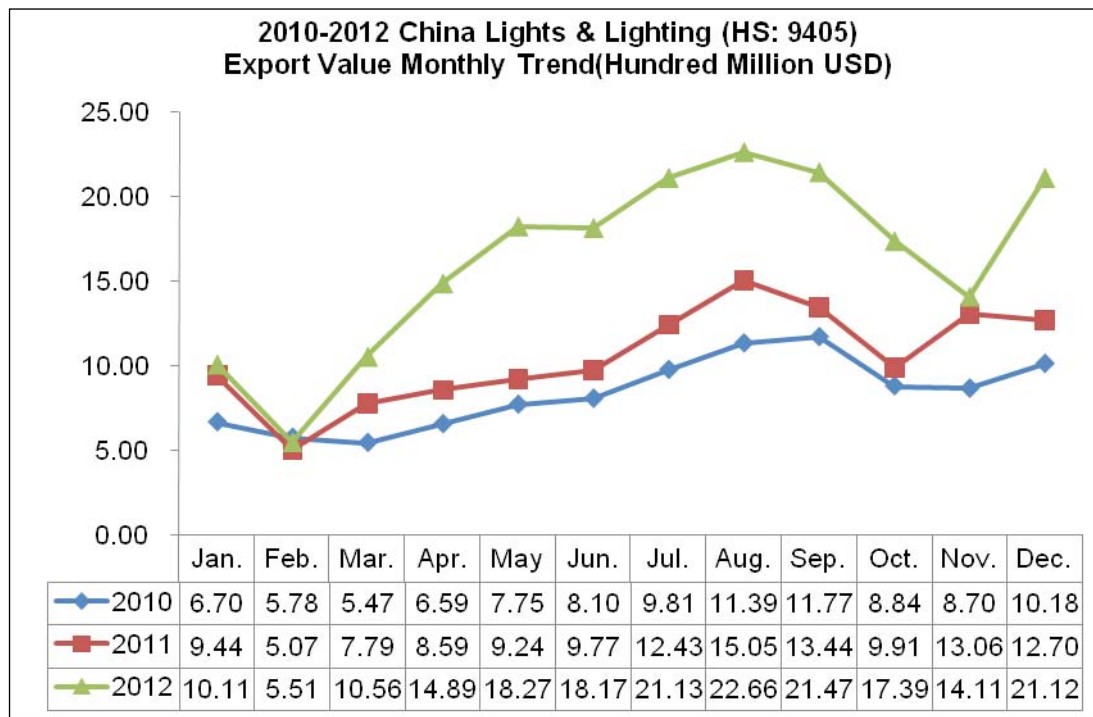
HS Code	Product Name
9405	Lamps and lighting fittings including searchlights and spotlights and parts thereof, not elsewhere specified or included; illuminated signs, illuminated nameplates and the like, having a permanently fixed light source, and parts thereof not elsewhere specified, hereinafter referred to as "Lights & Lighting".

### 1.1. 2010-2012 China Lights & Lighting Export Value Trend



As can be seen from the above chart, China lights & lighting export value increased year by year from 2010 to 2012. The export value of 2012 amounted to 19.539 billion US dollars, with an increase of 54.5% compared to the same period of 2011.

## 1.2. 2010-2012 China Lights & Lighting Export Value Monthly Trend



As can be seen from the China lights & lighting monthly export value trend chart from 2010 to 2012, the export value slumped in February.

### 1.3. 2010-2012 China Lights & Lighting Export Markets Analysis

No.	Countries/Regions	Export Value (USD)			Export Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	USA	2,727,816,311	3,364,410,266	4,893,051,951	79.38%
2	Germany	838,443,059	1,050,761,331	1,392,602,177	66.09%
3	Japan	341,002,783	779,995,358	1,123,131,252	229.36%
4	UK	499,226,727	559,727,902	954,804,396	91.26%
5	Netherlands	476,697,400	599,196,816	844,024,868	77.06%
6	Canada	331,564,085	353,710,054	662,999,799	99.96%
7	Hong Kong	359,802,924	468,734,392	520,609,745	44.69%
8	Australia	217,098,878	280,357,417	482,700,704	122.34%
9	France	346,320,671	389,566,066	473,974,813	36.86%
10	Malaysia	83,636,340	139,581,752	432,588,057	417.22%
11	Russian Federation	205,966,834	307,680,823	370,409,950	79.84%
12	Singapore	52,177,268	66,988,830	343,130,151	557.62%
13	Italy	288,970,512	320,278,993	336,331,479	16.39%
14	Spain	211,572,780	246,455,090	326,377,217	54.26%
15	UAE	131,232,484	149,052,370	326,160,312	148.54%
16	Brazil	88,573,506	133,232,085	309,447,705	249.37%
17	Belgium	263,775,867	245,326,279	304,193,345	15.32%
18	Poland	130,376,975	162,718,633	297,414,331	128.12%
19	Indonesia	70,041,428	93,133,625	276,276,106	294.45%
20	Saudi Arabia	65,712,538	94,804,213	239,400,427	264.31%

The first three largest export markets of China lights & lighting are the USA, Germany and Japan. China's export value to the USA, Germany and Japan in 2012 is 4.893 billion US dollars, 1.393 billion US dollars and 1.123 billion US dollars separately, with an increase of 79.38%, 66.09% and 229.36% compared to 2010. Among the above twenty export markets, the export value of China to Singapore increased the largest, with an increase of 557.62% compared 2012 with 2010, followed by Malaysia, with an increase of 417.22% compared 2012 with 2010.

## 1.4. 2010-2012 China Lights & Lighting Export Market Share Analysis

No.	Countries/Regions	Value Percentage		
		2010	2011	2012
1	USA ↓	26.99%	26.60%	25.04%
2	Germany	8.30%	8.31%	7.13%
3	Japan	3.37%	6.17%	5.75%
4	UK	4.94%	4.43%	4.89%
5	Netherlands	4.72%	4.74%	4.32%
6	Canada	3.28%	2.80%	3.39%
7	Hong Kong	3.56%	3.71%	2.66%
8	Australia ↑	2.15%	2.22%	2.47%
9	France ↓	3.43%	3.08%	2.43%
10	Malaysia ↑	0.83%	1.10%	2.21%
11	Russian Federation	2.04%	2.43%	1.90%
12	Singapore ↑	0.52%	0.53%	1.76%
13	Italy ↓	2.86%	2.53%	1.72%
14	Spain ↓	2.09%	1.95%	1.67%
15	UAE	1.30%	1.18%	1.67%
16	Brazil ↑	0.88%	1.05%	1.58%
17	Belgium ↓	2.61%	1.94%	1.56%
18	Poland	1.29%	1.29%	1.52%
19	Indonesia ↑	0.69%	0.74%	1.41%
20	Saudi Arabia ↑	0.65%	0.75%	1.23%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

The data of 2012 shows that the USA, Germany and Japan, the first three largest export markets of China lights & lighting, accounted for 25.04%, 7.13% and 5.75% of the total export value of the same product of China separately.

Judging from the three-year market share, the import value in proportion of Australia, Malaysia, Singapore, Brazil, Indonesia and Saudi Arabia continued to rise, while that of the USA, France, Italy, Spain and Belgium continued to decline.

### 2. China Lights & Lighting (HS: 9405) Exports from Jan. to Nov. in 2013

- China Major Lights & Lighting Products Exports from Jan. to Nov. in 2013 (by export value)

Product Name	Measurement Units	Volume	Value (USD)	Compared to the same period of last year	
				Volume	Value
940510 Chandeliers and other electric ceiling or wall lighting fittings, excluding those of a kind used for lighting public open spaces or thoroughfares	Piece	503,945,763	4,280,532,364	21.8%	71.2%
940540 Searchlights	-	589,489,065	7,864,660,143	31.9%	47.6%
940599 Other	Kg	279,514,933	3,147,572,300	-16.1%	-18.2%
940591 of glass	Kg	162,953,402	1,805,187,343	-6.3%	5.7%
940520 Electric table, desk, bedside or floorstanding lamps	Set	152,007,489	1,587,220,973	24.5%	97.6%
940530 Lighting sets of a kind used for Christmas trees	Set	575,471,640	1,462,780,646	-40.9%	16.7%
940550 Nonelectrical lamps and lighting fittings	Kg	158,406,977	834,333,940	-13.1%	-7.4%
940592 of plastics	Kg	48,404,927	566,923,736	-19.2%	-24.7%
940560 Illuminated signs, illuminated name plates and the like	Kg	27,222,433	332,981,572	-7.8%	-0.1%

#### 2.1. China Lights & Lighting Export Volume and Value from Jan. to Nov. in 2013

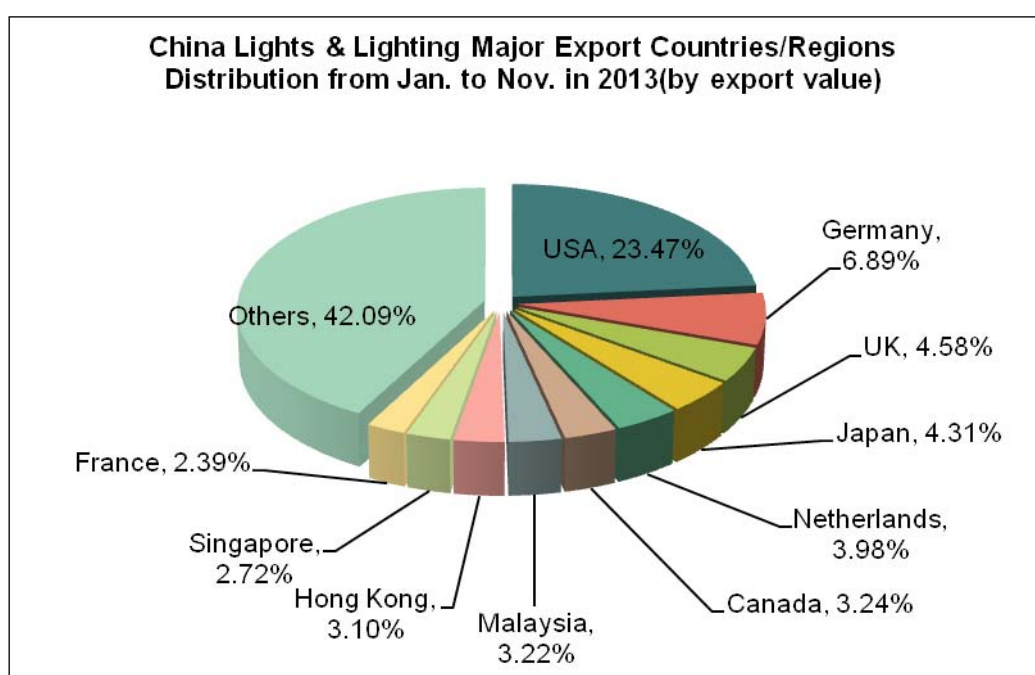
Month	Volume (-)	Value (USD)	Compared to the same period of last year	
			Volume	Value
Jan.	188,530,302	1,870,420,153	10.7%	85%
Feb.	136,093,900	1,420,738,480	-76.1%	157.7%
Mar.	123,085,050	1,226,392,423	-17%	16.1%
Apr.	170,337,771	1,744,061,833	2.9%	17.1%
May	199,600,909	1,864,040,900	4.5%	2%
Jun.	208,342,136	1,792,611,163	-4.6%	-1.3%
Jul.	273,912,382	2,073,458,106	2.7%	-1.9%
Aug.	355,730,516	2,351,566,772	-0.5%	3.8%
Sep.	355,594,773	2,403,373,387	18.5%	12%
Oct.	268,177,965	2,523,344,085	31.4%	45.1%
Nov.	218,010,925	2,612,185,715	50.3%	85.1%
Jan.- Nov. Total	2,497,416,629	21,882,193,017	-8.7%	25.6%

The export value of China lights & lighting from Jan. to Nov. in 2013 amounted to 21.882 billion US dollars, with an increase of 25.6% compared to the same period of last year.



### 2.2. China Lights & Lighting Major Export Countries/Regions Distribution from Jan. to Nov. in 2013

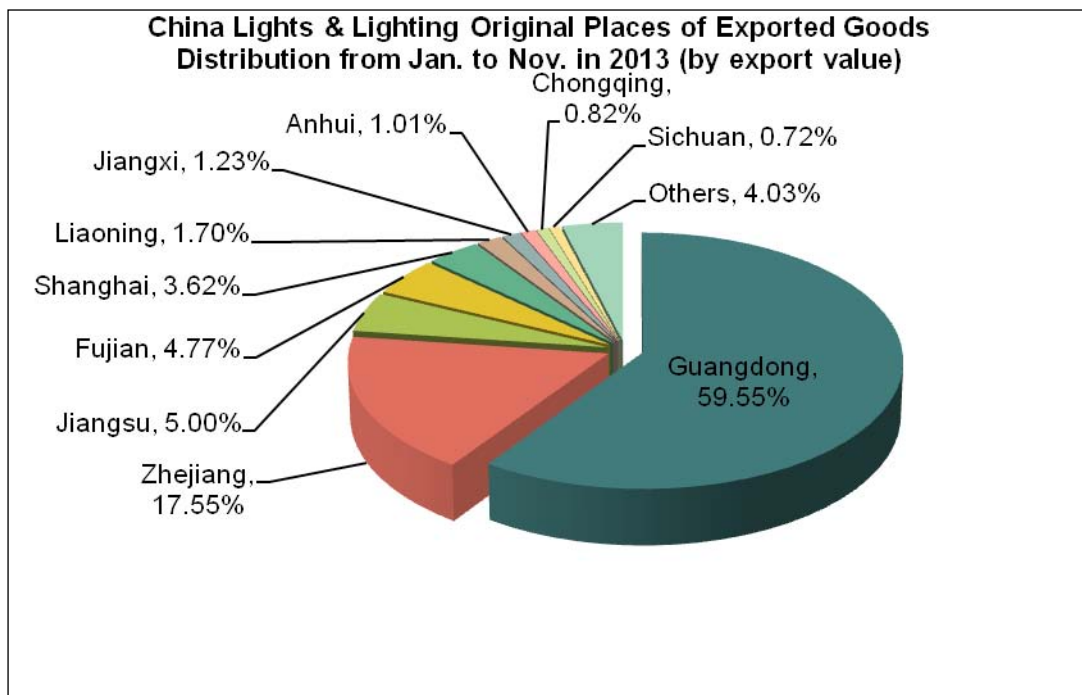
No.	Country	Volume (-)	Value (USD)	Compared to the same period of last year	
				Volume	Value
1	USA	623,429,807	5,136,288,029	5%	15.7%
2	Germany	144,609,259	1,506,948,195	10.8%	21%
3	UK	98,656,753	1,001,708,072	11.9%	17.7%
4	Japan	40,459,608	943,712,485	3.9%	-6.9%
5	Netherlands	84,979,765	870,595,560	4.6%	14.9%
6	Canada	67,605,124	709,460,077	3.6%	20.9%
7	Malaysia	55,219,978	704,496,626	14%	100.6%
8	Hong Kong	67,144,339	678,893,542	-85.9%	48%
9	Singapore	40,489,065	595,203,058	55.5%	100.3%
10	France	48,986,960	523,916,100	0.3%	23%
11	Australia	42,500,644	492,790,838	-1.2%	10.6%
12	Russian Federation	68,828,193	465,630,317	19%	40.2%
13	India	108,903,308	427,691,123	78.1%	123.4%
14	UAE	46,355,857	423,047,632	28.2%	53.9%
15	Indonesia	31,647,023	394,312,264	-2.7%	61.3%
16	Italy	38,794,448	390,837,604	10.6%	27.1%
17	Spain	33,214,294	365,611,336	3.4%	28.1%
18	Brazil	74,295,471	343,980,155	-18.2%	30.1%
19	South Korea	26,549,926	291,874,038	17.6%	78.1%
20	Poland	33,148,235	285,692,162	-1.1%	8.8%



China lights & lighting's main export markets are the United States, Germany, the United Kingdom and Japan and so on from Jan. to Nov. in 2013. Among of which, the export value to the United States accounted for 23.47% of the total export value of the products.

### 2.3. China Lights & Lighting Original Places of Exported Goods from Jan. to Nov. in 2013

No.	Region	Volume (Kg)	Value (USD)	Compared to the same period of last year	
				Volume	Value
1	Guangdong	1,270,602,302	13,030,085,482	11.4%	39.8%
2	Zhejiang	793,765,974	3,839,621,047	16%	20.1%
3	Jiangsu	106,025,746	1,093,259,833	5.5%	2.8%
4	Fujian	81,659,848	1,044,026,634	-0.2%	18.1%
5	Shanghai	64,336,538	793,073,585	-3.2%	14.5%
6	Liaoning	17,362,657	371,195,530	49.5%	2.8%
7	Jiangxi	22,758,372	269,632,764	14%	27.3%
8	Anhui	21,826,026	220,783,989	9.6%	-17.1%
9	Chongqing	10,437,606	179,985,057	-62.5%	-72.8%
10	Sichuan	13,596,080	157,829,699	9.1%	19.7%
11	Xinjiang Uygur Autonomous Region	19,850,119	128,590,348	-6.4%	-6.2%
12	Shandong	25,379,361	126,071,862	-5.2%	11.3%
13	Yunnan	9,153,073	113,620,356	3413.6%	4757.5%
14	Guizhou	3,446,697	89,759,352	139.4%	138.6%
15	Hunan	5,353,063	88,613,470	490.6%	202.4%
16	Heilongjiang	4,020,083	66,997,677	127.5%	203.5%
17	Shanxi	4,459,772	62,561,653	14.5%	49.5%
18	Hubei	5,175,314	42,099,462	-7.8%	76.5%
19	Tianjin	2,242,602	41,143,593	7.8%	-28.1%
20	Beijing	2,167,174	32,405,996	-14.3%	18.6%



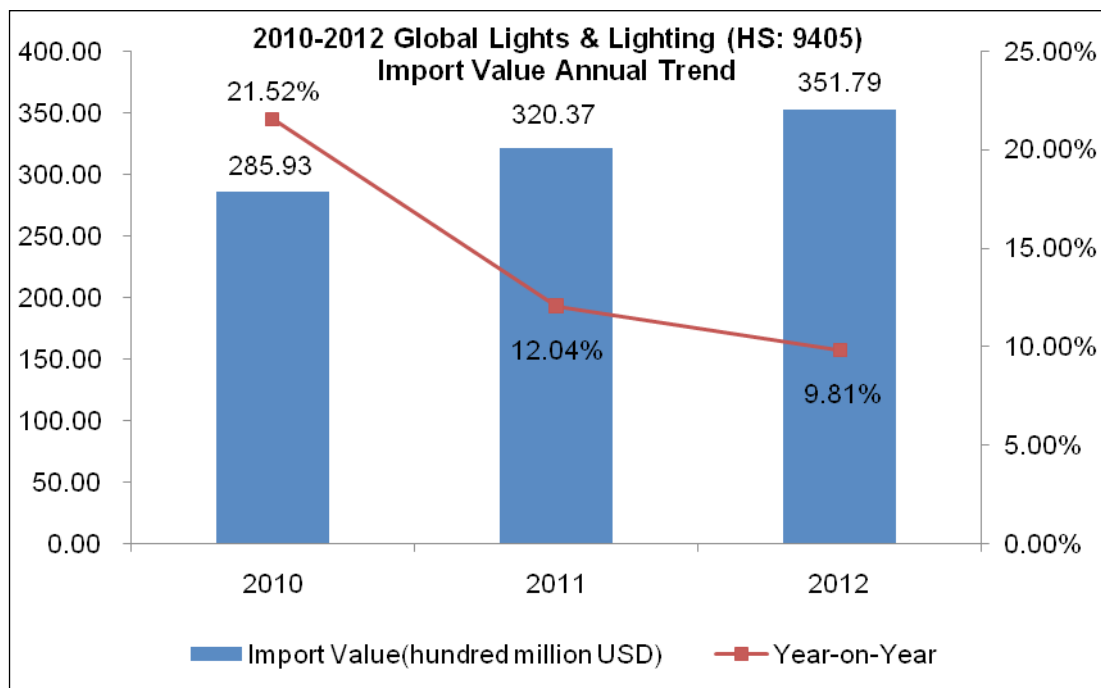
China lights & lighting are mainly exported from Guangdong and Zhejiang from Jan. to Nov. in 2013. Among of which, the export value of Guangdong accounted for 59.55% of China's total export value of the product, while the export value of Zhejiang accounted for 17.55% of China's total export value of the product.

(Source: China Customs)

### 3. Global Lights & Lighting (HS: 9405) Import and Export Trend Analysis

#### 3.1. 2010-2012 Global Lights & Lighting Import Trend Analysis

##### 3.1.1. 2010-2012 Global Lights & Lighting Import Value Trend



Global lights & lighting import value increased year by year from 2010 to 2012, and the import value of the three years amounted to 28.593 billion US dollars, 32.037 billion US dollars and 35.179 billion US dollars. And the import value of 2012 increased by 9.81% year on year.

### 3.1.2. 2010-2012 Global Lights & Lighting Major Import Countries/Regions

No.	Import Countries/ Regions	Import Value (Thousand USD)			Import Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	USA	6,210,183	6,836,260	8,086,536	30.21%
2	Germany	2,263,747	2,695,082	2,845,932	25.72%
3	France	1,567,501	1,701,393	1,676,734	6.97%
4	UK	1,411,385	1,462,651	1,531,956	8.54%
5	Canada	1,186,026	1,324,505	1,452,824	22.50%
6	Japan	575,904	919,268	1,181,829	105.21%
7	Netherlands	755,903	1,040,444	1,103,896	46.04%
8	Russian Federation	579,741	680,382	807,368	39.26%
9	Italy	781,951	891,260	797,904	2.04%
10	Belgium	742,724	794,240	783,256	5.46%
11	Australia	518,987	627,659	757,804	46.02%
12	Austria	631,024	736,404	739,112	17.13%
13	Arab	382,327	428,004	679,812	77.81%
14	Switzerland	551,308	668,780	665,618	20.73%
15	Sweden	501,771	576,195	588,047	17.19%
16	Spain	671,926	690,511	569,762	-15.20%
17	Hong Kong	423,804	499,098	518,026	22.23%
18	Poland	414,974	598,497	515,709	24.28%
19	Mexico	351,670	435,270	510,424	45.14%
20	China	1,166,952	472,671	489,978	-58.01%

From 2010 to 2012, the United States, Germany and France are the first three import countries of global lights & lighting. Among global top twenty lights & lighting import markets in 2012, Japanese import value of lights & lighting increased by 105.21% compared to that of 2010, which was the largest increase.

### 3.1.3. 2010-2012 Global Lights & Lighting Major Import Countries/Regions Market Share

No.	Import Countries/ Regions	Import Value Percentage		
		2010	2011	2012
1	USA	21.72%	21.34%	22.99%
2	Germany	7.92%	8.41%	8.09%
3	France ↓	5.48%	5.31%	4.77%
4	UK ↓	4.94%	4.57%	4.35%
5	Canada	4.15%	4.13%	4.13%
6	Japan ↑	2.01%	2.87%	3.36%
7	Netherlands	2.64%	3.25%	3.14%
8	Russian Federation ↑	2.03%	2.12%	2.30%
9	Italy	2.73%	2.78%	2.27%
10	Belgium ↓	2.60%	2.48%	2.23%
11	Australia ↑	1.82%	1.96%	2.15%
12	Austria	2.21%	2.30%	2.10%
13	Arab	1.34%	1.34%	1.93%
14	Switzerland	1.93%	2.09%	1.89%
15	Sweden	1.75%	1.80%	1.67%
16	Spain ↓	2.35%	2.16%	1.62%
17	Hong Kong	1.48%	1.56%	1.47%
18	Poland	1.45%	1.87%	1.47%
19	Mexico ↑	1.23%	1.36%	1.45%
20	China ↓	4.08%	1.48%	1.39%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

Judging from the market share from 2010 to 2012, the import value in proportion of Japan, Russian Federation, Australia and Mexico continued to rise, while that of France, the United Kingdom, Belgium, Spain and China continued to decline.

### 3.1.4. Global Lights & Lighting Major Import Countries from Jan. to Sep. in 2013

No.	Major Import Countries/Regions	Import Value from Jan. to Sep. in 2013 (Thousand USD)	Year on Year
1	USA	6,586,426	8.89%
2	Germany	2,250,316	67.37%
3	France	1,263,381	42.59%
4	UK	1,206,529	99.76%
5	Canada	1,129,318	57.29%
6	Netherlands	864,243	90.18%
7	Japan	833,230	71.22%
8	Austria	674,602	164.26%
9	Belgium	646,093	103.51%
10	Italy	602,706	128.53%
11	Australia	600,959	205.23%
12	Switzerland	525,453	163.96%
13	Russian Federation	521,968	137.14%
14	Sweden	450,627	-45.84%
15	Spain	434,718	134.73%
16	Mexico	396,177	195.18%
17	Turkey	369,130	203.40%
18	Poland	351,853	86.46%
19	China	330,616	127.58%
20	Denmark	277,790	127.82%

From Jan. to Sep. in 2013, global lights & lighting main import countries and regions are the United States, Germany, France, the United Kingdom, Canada, the Netherlands, Japan, Austria, Belgium and Italy and etc. Among the top twenty global lights & lighting export markets, only the import value of Sweden decreased year on year.

### 3.2. Global Lights & Lighting Export Trend Analysis from 2010 to 2012

#### 3.2.1. Global Lights & Lighting Major Export Countries/Regions from 2010 to 2012

No.	Export Countries/ Regions	Export Value (Thousand USD)			Export Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	China	10,107,594	12,648,165	19,537,585	93.30%
2	Germany	2,652,585	3,178,061	3,023,662	13.99%
3	Italy	1,727,011	1,954,038	1,824,558	5.65%
4	USA	1,301,245	1,568,714	1,700,497	30.68%
5	Mexico	952,912	1,061,515	1,335,717	40.17%
6	France	810,278	944,603	897,339	10.74%
7	South Korea	171,411	512,755	873,101	409.36%
8	Austria	742,274	859,148	810,548	9.20%
9	Netherlands	551,753	784,306	798,185	44.66%
10	Belgium	763,139	742,835	650,185	-14.80%
11	UK	504,765	620,076	631,773	25.16%
12	Spain	464,295	573,980	603,405	29.96%
13	Hong Kong	497,732	547,611	570,494	14.62%
14	Canada	383,912	455,662	506,125	31.83%
15	Poland	314,263	425,697	411,049	30.80%
16	Taiwan	288,362	390,051	402,043	39.42%
17	Sweden	360,073	389,791	399,170	10.86%
18	Malaysia	82,219	251,909	398,255	384.38%
19	Denmark	262,159	353,858	369,812	41.06%
20	Czech Republic	272,591	361,269	345,155	26.62%

From 2010 to 2012, China, Germany and Italy are the top three largest export markets of global lights & lighting. Among the top twenty lights & lighting export markets in 2012, the export value of South Korea lights & lighting increased by 409.36% compared to that of 2010, which was the largest increase, followed by Malaysia, the export value increased by 384.38% compared to that of 2010.



### 3.2.2. 2010-2012 Global Lights & Lighting Major Export Countries/Regions Market Share

No.	Export Countries/ Regions	Export Value Percentage		
		2010	2011	2012
1	China↑	38.95%	39.85%	49.75%
2	Germany↓	10.22%	10.01%	7.70%
3	Italy↓	6.65%	6.16%	4.65%
4	USA↓	5.01%	4.94%	4.33%
5	Mexico	3.67%	3.34%	3.40%
6	France↓	3.12%	2.98%	2.29%
7	South Korea↑	0.66%	1.62%	2.22%
8	Austria↓	2.86%	2.71%	2.06%
9	Netherlands	2.13%	2.47%	2.03%
10	Belgium↓	2.94%	2.34%	1.66%
11	UK	1.95%	1.95%	1.61%
12	Spain	1.79%	1.81%	1.54%
13	Hong Kong↓	1.92%	1.73%	1.45%
14	Canada↓	1.48%	1.44%	1.29%
15	Poland	1.21%	1.34%	1.05%
16	Taiwan	1.11%	1.23%	1.02%
17	Sweden↓	1.39%	1.23%	1.02%
18	Malaysia↑	0.32%	0.79%	1.01%
19	Denmark	1.01%	1.12%	0.94%
20	Czech Republic	1.05%	1.14%	0.88%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

Judging from the market share from 2010 to 2012, the export value in proportion of China, South Korea and Malaysia continued to rise, while that of Germany, Italy, the United States, France, Austria, Belgium, Hong Kong, Canada and Sweden continued to decline.

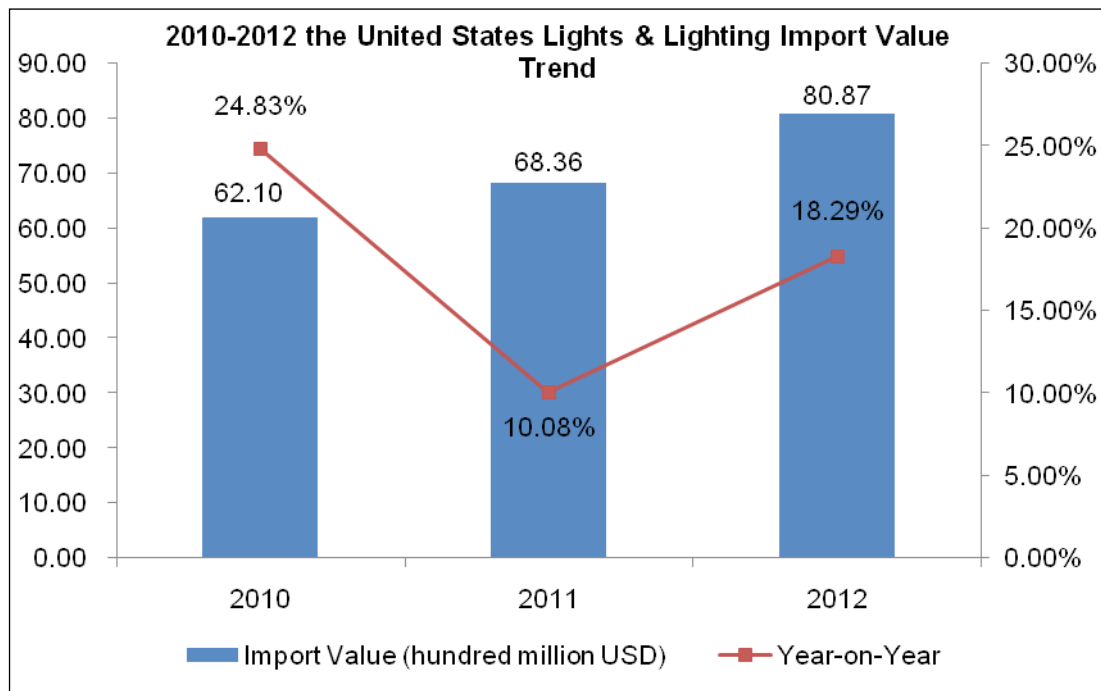
### 3.2.3. Global Lights & Lighting Major Export Countries from Jan. to Sep. in 2013

No.	Major Export Countries/ Regions	Export Value from Jan. to Sep. in 2013 (Thousand USD)	Year on Year
1	China	16,747,891	247.03%
2	Germany	2,264,429	67.99%
3	Italy	1,392,329	101.82%
4	USA	1,282,161	120.22%
5	Mexico	1,065,961	138.68%
6	South Korea	805,405	218.07%
7	Austria	789,306	145.94%
8	Netherlands	658,051	183.98%
9	France	622,248	103.01%
10	Belgium	509,681	141.19%
11	Spain	475,897	144.02%
12	UK	459,521	130.00%
13	Canada	387,524	150.16%
14	Poland	351,585	179.92%
15	Malaysia	299,596	-97.08%
16	Sweden	288,244	140.49%
17	Taiwan	269,476	122.82%
18	Czech Republic	257,921	128.52%
19	Denmark	255,882	-24.86%
20	Hungary	221,732	127.63%

From Jan. to Sep. in 2013, global lights & lighting main export countries and regions are China, Germany, Italy, the United States, Mexico, South Korea, Austria, the Netherlands, France and Belgium and etc. Among the top twenty global lights & lighting export markets, only the import value of Malaysia and Denmark decreased compared to the same period of last year, with a decrease of 97.08% and 24.86% separately.

## 4. The United States Lights & Lighting (HS: 9405) Import Trend Analysis

### 4.1. 2010-2012 the United States Lights & Lighting Import Value Trend



The United States lights & lighting import value from 2010 to 2012 amounted to 6.21 billion US dollars, 6.836 billion US dollars and 8.087 billion US dollars. And the import value of 2012 increased by 18.29% year on year.

### 4.2. 2010-2012 the United States Lights & Lighting Major Import Countries/Regions

No.	Export Countries/ Regions	Import Value (Thousand USD)			Import Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	China	4,285,116	4,648,493	5,439,560	26.94%
2	Mexico	941,628	1,044,999	1,320,070	40.19%
3	Canada	302,382	359,486	400,102	32.32%
4	Germany	113,446	137,198	132,848	17.10%
5	Taiwan	85,519	98,756	113,141	32.30%
6	India	80,232	88,349	103,033	28.42%
7	Italy	68,522	88,729	97,435	42.20%
8	Indonesia	21,835	18,930	46,755	114.13%
9	France	37,406	47,525	43,676	16.76%
10	Denmark	20,023	28,000	43,504	117.27%
11	Philippines	28,506	30,152	38,857	36.31%
12	UK	25,648	31,430	32,318	26.01%
13	South Korea	10,763	19,906	31,123	189.17%
14	Japan	39,956	22,903	30,254	-24.28%
15	Austria	7,665	13,104	20,933	173.10%
16	Hong Kong	17,837	14,910	18,619	4.38%
17	Malaysia	7,220	16,050	17,238	138.75%
18	Vietnam	10,088	8,140	15,339	52.05%
19	Spain	11,400	13,723	14,276	25.23%
20	Poland	12,888	10,679	13,747	6.67%

From 2010 to 2012, China, Mexico and Canada are the top three largest export markets of the United States lights & lighting. Among the United States top twenty lights & lighting export markets in 2012, the import value from South Korea of lights & lighting increased by 189.17% compared to that of 2010, which was the largest increase, followed by Austria, the import value increased by 173.10% compared to that of 2010.

### 4.3. 2010-2012 the United States Lights & Lighting Major Import Countries/Regions Market Share

No.	Import Countries/ Regions	Import Value Percentage		
		2010	2011	2012
1	China ↓	69.00%	68.00%	67.27%
2	Mexico ↑	15.16%	15.29%	16.32%
3	Canada	4.87%	5.26%	4.95%
4	Germany	1.83%	2.01%	1.64%
5	Taiwan	1.38%	1.44%	1.40%
6	India	1.29%	1.29%	1.27%
7	Italy	1.10%	1.30%	1.20%
8	Indonesia	0.35%	0.28%	0.58%
9	France	0.60%	0.70%	0.54%
10	Denmark ↑	0.32%	0.41%	0.54%
11	Philippines	0.46%	0.44%	0.48%
12	UK	0.41%	0.46%	0.40%
13	South Korea ↑	0.17%	0.29%	0.38%
14	Japan	0.64%	0.34%	0.37%
15	Austria ↑	0.12%	0.19%	0.26%
16	Hong Kong	0.29%	0.22%	0.23%
17	Malaysia	0.12%	0.23%	0.21%
18	Vietnam	0.16%	0.12%	0.19%
19	Spain	0.18%	0.20%	0.18%
20	Poland	0.21%	0.16%	0.17%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

Judging from the market share from 2010 to 2012, the export value in proportion of Mexico, Denmark, South Korea and Austria continued to rise, while only that of China continued to decline.

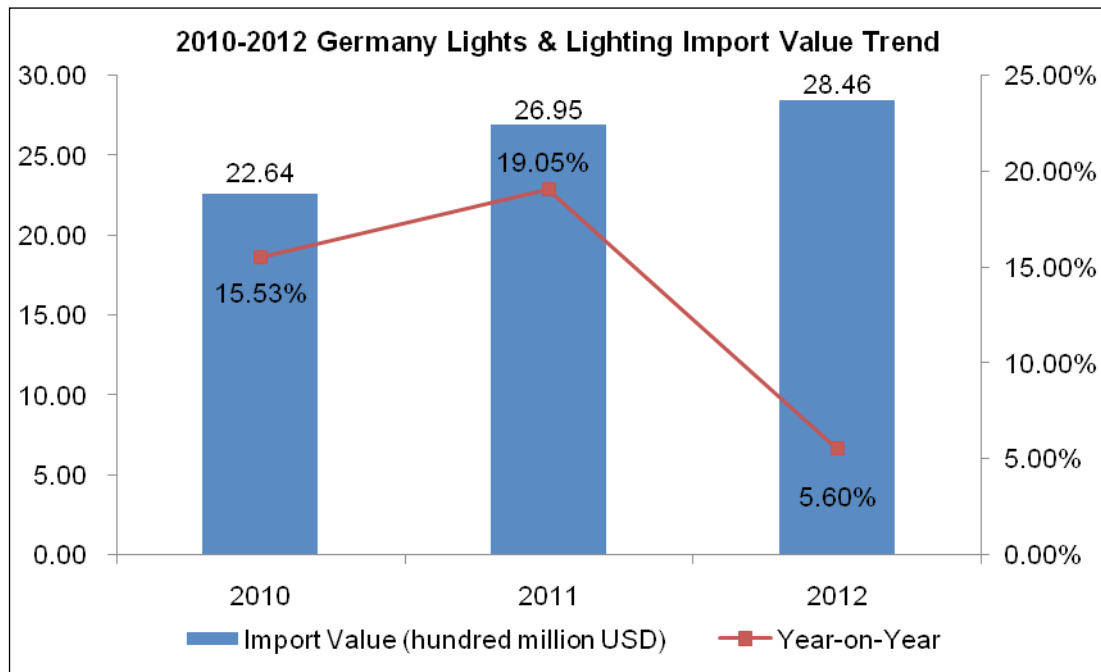
### 4.4. The United States Lights & Lighting Major Import Countries from Jan. to Nov. in 2013

No.	Major Export Countries/ Regions	Import Value from Jan. to November in 2013 (Thousand USD)	Year on Year	Percentage
	Total	8,330,102	11.39%	100%
1	China	5,665,353	12.49%	68.01%
2	Mexico	1,322,375	7.96%	15.87%
3	Canada	357,753	-3.27%	4.29%
4	Taiwan	139,564	38.22%	1.68%
5	Germany	136,016	12.97%	1.63%
6	India	98,519	7.85%	1.18%
7	Italy	96,002	3.70%	1.15%
8	Philippines	48,948	189.65%	0.59%
9	France	47,335	65.07%	0.57%
10	South Korea	46,002	20.77%	0.55%
11	Denmark	40,951	-25.65%	0.49%
12	Indonesia	37,538	248.74%	0.45%
13	UK	30,718	-16.64%	0.37%
14	Hong Kong	25,660	-1.16%	0.31%
15	Austria	19,558	-26.37%	0.23%
16	Thailand	18,034	83.33%	0.22%
17	Japan	17,975	-54.16%	0.22%
18	Malaysia	17,175	206.75%	0.21%
19	Spain	16,202	-3.16%	0.19%
20	Vietnam	15,790	14.18%	0.19%

From Jan. to November in 2013, the United States lights & lighting main import countries and regions are China, Mexico, Canada, Taiwan, Germany, India, Italy, Philippines, France and South Korea and etc. Among the top twenty the United States lights & lighting import countries/regions, the import value from the Philippines, Indonesia, and Malaysia increased by 189.65%, 248.74% and 206.75% separately, which were a large increase.

## 5. Germany Lights & Lighting (HS: 9405) Import Trend Analysis

### 5.1. 2010-2012 Germany Lights & Lighting Import Value Trend



Germany lights & lighting import value from 2010 to 2012 amounted to 2.264 billion US dollars, 2.695 billion US dollars and 2.846 billion US dollars. And the import value of 2012 increased by 5.6% compared to the same period of 2011.

### 5.2. 2010-2012 Germany Lights & Lighting Major Import Countries/Regions

No.	Export Countries/ Regions	Import Value (Thousand USD)			Import Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	China	1,304,724	1,417,561	1,511,994	15.89%
2	Italy	112,671	153,113	148,177	31.51%
3	Austria	133,048	159,392	145,358	9.25%
4	Malaysia	16,506	56,978	97,386	490.00%
5	Netherlands	73,845	99,400	92,994	25.93%
6	Poland	50,565	78,185	84,907	67.92%
7	France	63,395	75,068	70,502	11.21%
8	USA	44,702	60,236	60,869	36.17%
9	Spain	27,683	41,022	56,165	102.89%
10	South Korea	28,969	29,889	54,343	87.59%
11	Switzerland	37,463	54,428	46,727	24.73%
12	India	35,843	40,862	45,157	25.99%
13	Hungary	28,029	41,338	42,074	50.11%
14	Romania	20,261	27,630	37,355	84.37%
15	Czech Republic	26,966	40,839	35,937	33.27%
16	Taiwan	21,881	33,484	35,608	62.73%
17	UK	23,401	27,714	32,952	40.81%
18	Hong Kong	30,999	31,827	31,343	1.11%
19	Japan	22,471	26,986	29,283	30.31%
20	Belgium	32,027	29,459	22,493	-29.77%

From 2010 to 2012, China, Italy and Austria are the top three largest export markets of Germany lights & lighting. Among Germany top twenty lights & lighting export markets in 2012, the import value from Malaysia of lights & lighting increased by 490% compared to that of 2010, which was a large increase.



### 5.3. 2010-2012 Germany Lights & Lighting Major Import Countries/Regions Market Share

No.	Export Countries/ Regions	Import Value Percentage		
		2010	2011	2012
1	China	57.64%	52.60%	53.13%
2	Italy	4.98%	5.68%	5.21%
3	Austria	5.88%	5.91%	5.11%
4	Malaysia ↑	0.73%	2.11%	3.42%
5	Netherlands	3.26%	3.69%	3.27%
6	Poland ↑	2.23%	2.90%	2.98%
7	France ↓	2.80%	2.79%	2.48%
8	USA	1.97%	2.24%	2.14%
9	Spain ↑	1.22%	1.52%	1.97%
10	South Korea	1.28%	1.11%	1.91%
11	Switzerland	1.65%	2.02%	1.64%
12	India	1.58%	1.52%	1.59%
13	Hungary	1.24%	1.53%	1.48%
14	Romania ↑	0.90%	1.03%	1.31%
15	Czech Republic	1.19%	1.52%	1.26%
16	Taiwan ↑	0.97%	1.24%	1.25%
17	UK	1.03%	1.03%	1.16%
18	Hong Kong ↓	1.37%	1.18%	1.10%
19	Japan ↑	0.99%	1.00%	1.03%
20	Belgium ↓	1.41%	1.09%	0.79%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

Judging from the market share, China is Germany lights & lighting's main import source country, and 1/2 of Germany lights & lighting are imported from China.

From 2010 to 2012, the export value in proportion of Malaysia, Poland, Spain, Romania, Taiwan and Japan continued to rise, while that of France, Hong Kong and Belgium continued to decline.

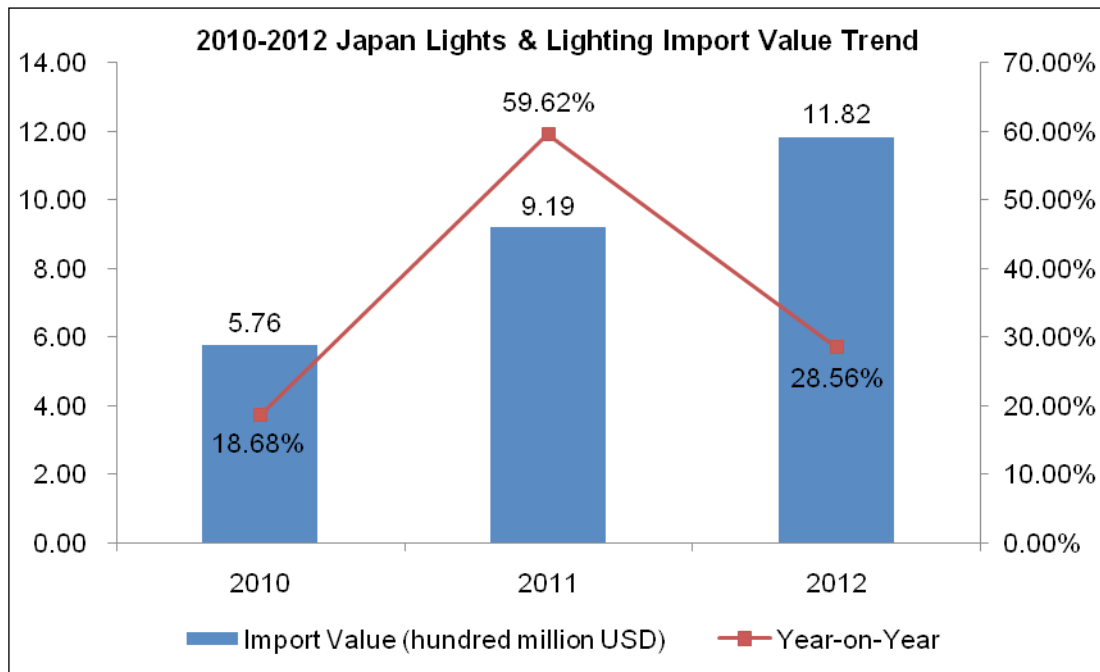
### 5.4. Germany Lights & Lighting Major Import Countries from Jan. to Sep. in 2013

No.	Major Export Countries/ Regions	Import Value from Jan. to Sep. in 2013 (Thousand USD)	Year on Year	Percentage
	Total	2,250,316	11.17%	100%
1	China	1,118,950	8.79%	49.72%
2	Austria	149,650	51.00%	6.65%
3	Netherlands	130,236	4.79%	5.79%
4	Italy	109,213	41.49%	4.85%
5	Malaysia	100,360	6.84%	4.46%
6	France	63,188	7.79%	2.81%
7	Poland	61,291	10.50%	2.72%
8	Czech Republic	42,162	18.67%	1.87%
9	Spain	41,744	30.87%	1.86%
10	Switzerland	37,363	-1.13%	1.66%
11	India	37,209	34.06%	1.65%
12	USA	35,283	15.06%	1.57%
13	Hungary	34,339	-8.81%	1.53%
14	South Korea	34,314	57.45%	1.52%
15	Romania	31,279	-4.26%	1.39%
16	UK	28,384	35.08%	1.26%
17	Taiwan	26,337	40.49%	1.17%
18	Belgium	21,690	24.64%	0.96%
19	Denmark	16,541	-10.68%	0.74%
20	Japan	16,423	12.76%	0.73%

From Jan. to September in 2013, Germany lights & lighting main import countries and regions are China, Austria, the Netherlands, Italy, Malaysia, France, Poland, the Czech Republic Republic, Spain and Switzerland and etc. Among the top twenty Germany lights & lighting import countries/ regions, only the import value of Switzerland, Hungary, Romania and Denmark decreased compared to the same period of last year.

## 6. Japan Lights & Lighting (HS: 9405) Import Trend Analysis

### 6.1. 2010-2012 Japan Lights & Lighting Import Value Trend



Japan lights & lighting import value from 2010 to 2012 amounted to 576 million US dollars, 919 million US dollars and 1.182 billion US dollars. And the import value of 2012 increased by 28.56% year on year.

### 6.2. 2010-2012 Japan Lights & Lighting Major Import Countries/Regions

No.	Export Countries/ Regions	Import Value (Thousand USD)			Import Value Growth Compared 2012 to 2010
		2010	2011	2012	
1	China	367,714	632,725	837,355	127.72%
2	South Korea	31,513	55,673	84,820	169.16%
3	Thailand	36,734	51,199	58,252	58.58%
4	Taiwan	35,855	57,723	50,585	41.08%
5	USA	28,535	27,238	28,833	1.04%
6	Indonesia	7,669	10,789	24,363	217.68%
7	Italy	11,812	13,653	15,444	30.75%
8	Germany	11,729	14,672	12,890	9.90%
9	Philippines	7,312	10,468	12,111	65.63%
10	Malaysia	6,202	8,485	11,879	91.53%
11	Denmark	6,475	5,679	10,980	69.58%
12	France	5,660	5,704	6,597	16.55%
13	UK	2,038	2,377	3,565	74.93%
14	Vietnam	1,599	2,194	3,175	98.56%
15	Singapore	550	1,315	2,554	364.36%
16	Spain	1,796	2,869	2,540	41.43%
17	Austria	1,627	2,103	2,215	36.14%
18	Czech Republic	1,154	2,026	1,973	70.97%
19	Hong Kong	1,639	2,719	1,844	12.51%
20	Poland	519	1,593	1,310	152.41%

From 2010 to 2012, China, South Korea and Thailand are the top three largest import markets of Japan lights & lighting. Among top twenty lights & lighting export markets in 2012, the import value from Indonesia and Singapore of lights & lighting increased by 217.68% and 364.36% compared to that of 2010, which were a large increase.

### 6.3. 2010-2012 Japan Lights & Lighting Major Import Countries/Regions Market Share

No.	Export Countries/ Regions	Import Value Percentage		
		2010	2011	2012
1	China ↑	63.85%	68.83%	70.85%
2	South Korea ↑	5.47%	6.06%	7.18%
3	Thailand ↓	6.38%	5.57%	4.93%
4	Taiwan	6.23%	6.28%	4.28%
5	USA ↓	4.95%	2.96%	2.44%
6	Indonesia	1.33%	1.17%	2.06%
7	Italy ↓	2.05%	1.49%	1.31%
8	Germany ↓	2.04%	1.60%	1.09%
9	Philippines ↓	1.27%	1.14%	1.02%
10	Malaysia	1.08%	0.92%	1.01%
11	Denmark	1.12%	0.62%	0.93%
12	France ↓	0.98%	0.62%	0.56%
13	UK	0.35%	0.26%	0.30%
14	Vietnam	0.28%	0.24%	0.27%
15	Singapore ↑	0.10%	0.14%	0.22%
16	Spain	0.31%	0.31%	0.21%
17	Austria ↓	0.28%	0.23%	0.19%
18	Czech Republic	0.20%	0.22%	0.17%
19	Hong Kong	0.28%	0.30%	0.16%
20	Poland	0.09%	0.17%	0.11%

Note: “↑” represents that the indicators listed continued to increase from 2010 to 2012, “↓” represents that the indicators listed continued to decrease from 2010 to 2012.

Judging from the market share, China is Japan lights & lighting's main import source country, and more than 70% of Japan lights & lighting are imported from China. From 2010 to 2012, the export value in proportion of China, South Korea and Singapore continued to rise, while that of Thailand, the United States, Italy, Germany, the Philippines, France and Austria continued to decline.

### 6.4. Japan Lights & Lighting Major Import Countries from Jan. to Nov. in 2013

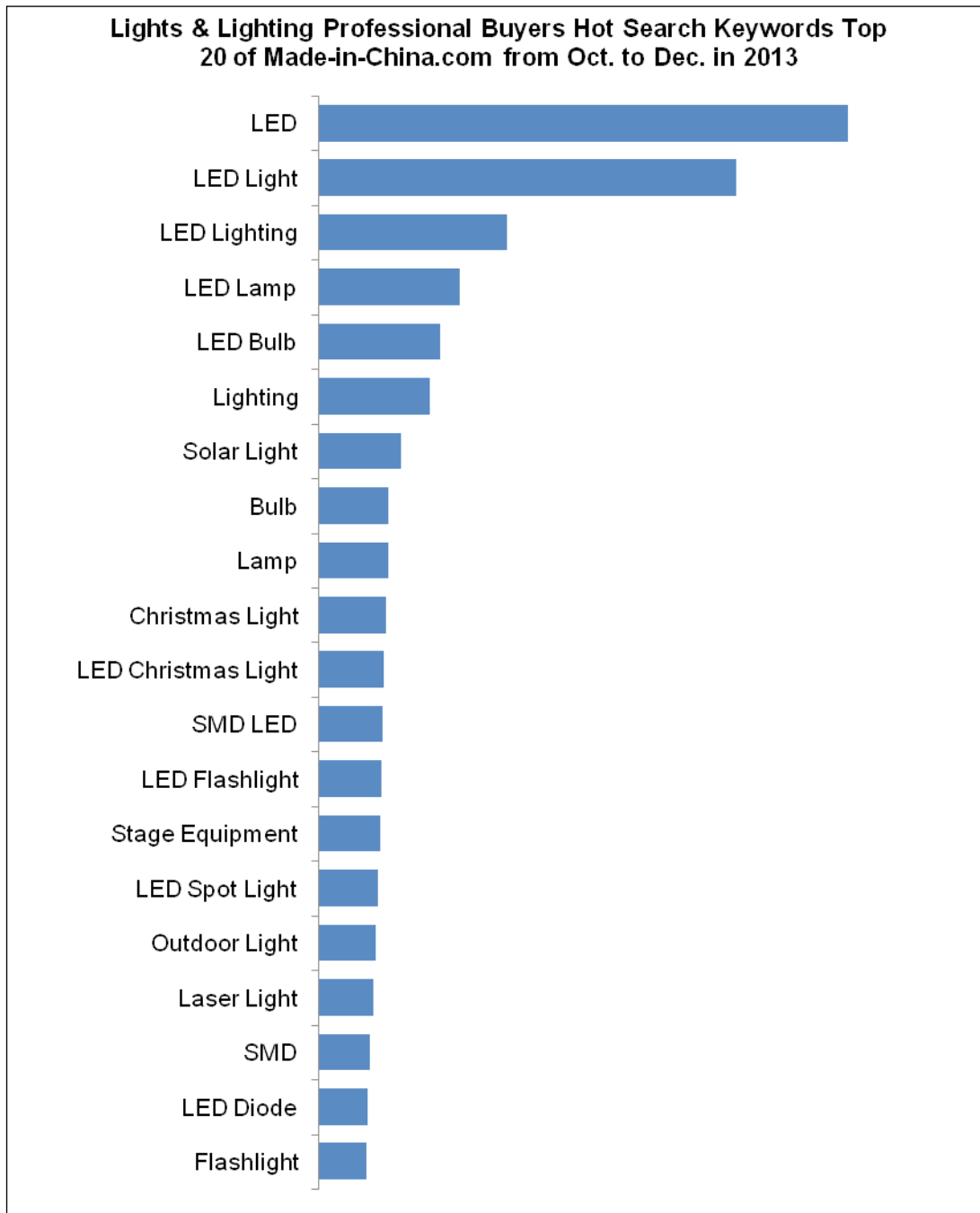
No.	Major Export Countries/ Regions	Export Value from Jan. to Nov. in 2013 (Thousand USD)	Year on Year	Percentage
	Total	1,036,227	-4.06%	100%
1	China	735,131	-3.56%	70.94%
2	South Korea	88,438	13.91%	8.53%
3	Taiwan	39,559	-24.24%	3.82%
4	Thailand	31,081	-35.78%	3.00%
5	USA	26,757	-1.63%	2.58%
6	Philippines	18,635	19.72%	1.80%
7	Italy	16,231	44.30%	1.57%
8	Indonesia	14,970	-16.05%	1.44%
9	Germany	13,031	11.32%	1.26%
10	Denmark	11,421	-13.37%	1.10%
11	Malaysia	7,869	-27.23%	0.76%
12	France	5,784	39.01%	0.56%
13	Vietnam	3,705	90.88%	0.36%
14	UK	3,057	-2.49%	0.30%
15	Spain	2,865	30.46%	0.28%
16	Hong Kong	2,700	58.45%	0.26%
17	Czech Republic	2,274	-55.09%	0.22%
18	Austria	1,668	-44.79%	0.16%
19	Singapore	1,328	-9.60%	0.13%
20	Poland	1,149	64.14%	0.11%

From Jan. to Nov. in 2013, Japan lights & lighting main import countries and regions are China, South Korea, Taiwan, Thailand, the United States, the Philippines, Italy, Indonesia, Germany and Denmark and etc. Among the top twenty Japan lights & lighting import countries/regions, the total import value from Vietnam increased by 90.88% compared to that of 2010, which was a large increase.

(Source: UN COMTRADE)

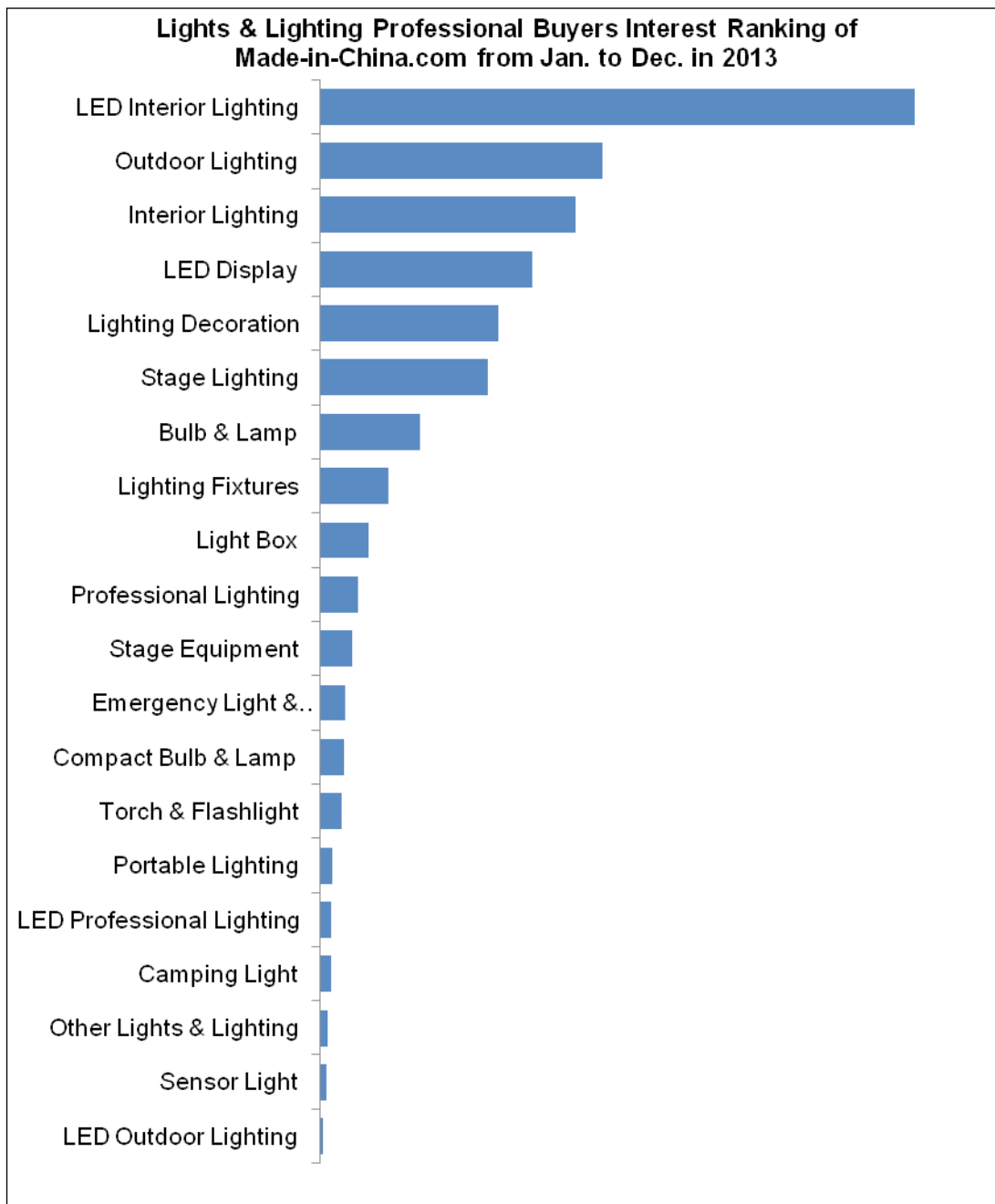
## 7. Lights & Lighting Industry Data Analysis of Made-in-China.com

### 7.1. Lights & Lighting Professional Buyers Hot Search Keywords of Made-in-China.com from Oct. to Dec. in 2013



From October to December in 2013, the most popular search keyword in lights & lighting industry is LED on Made-in-China.com, followed by LED Light. Among the top 20 keywords in lights & lighting industry, ten of them contain LED. Obviously LED lamps and lighting fixtures are still relatively popular products.

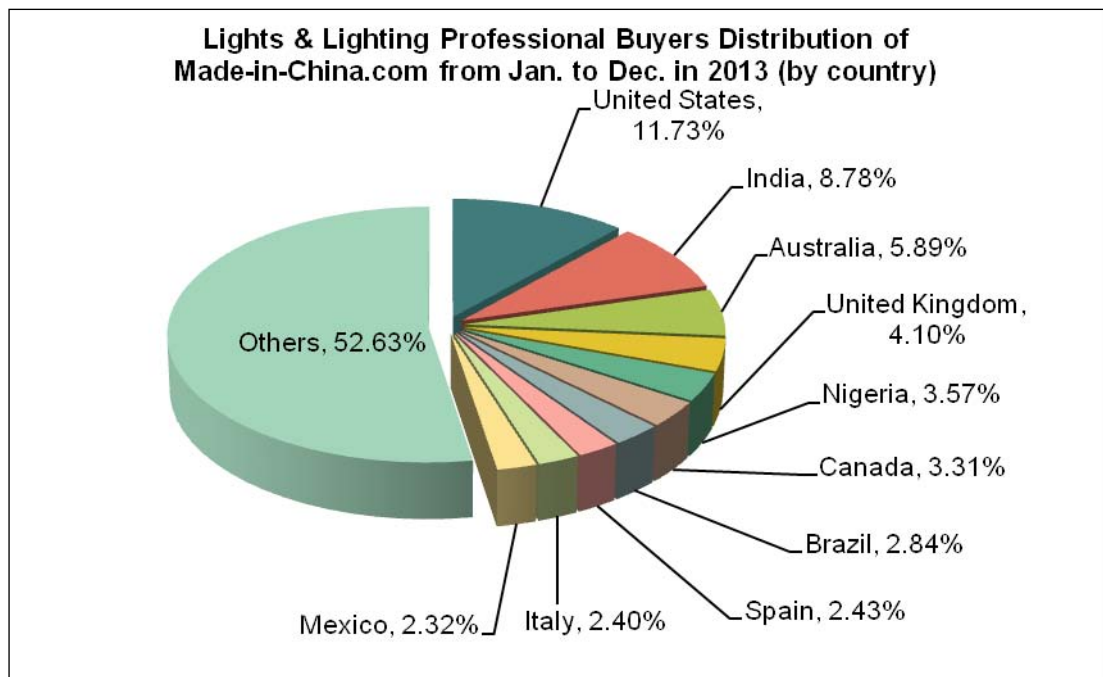
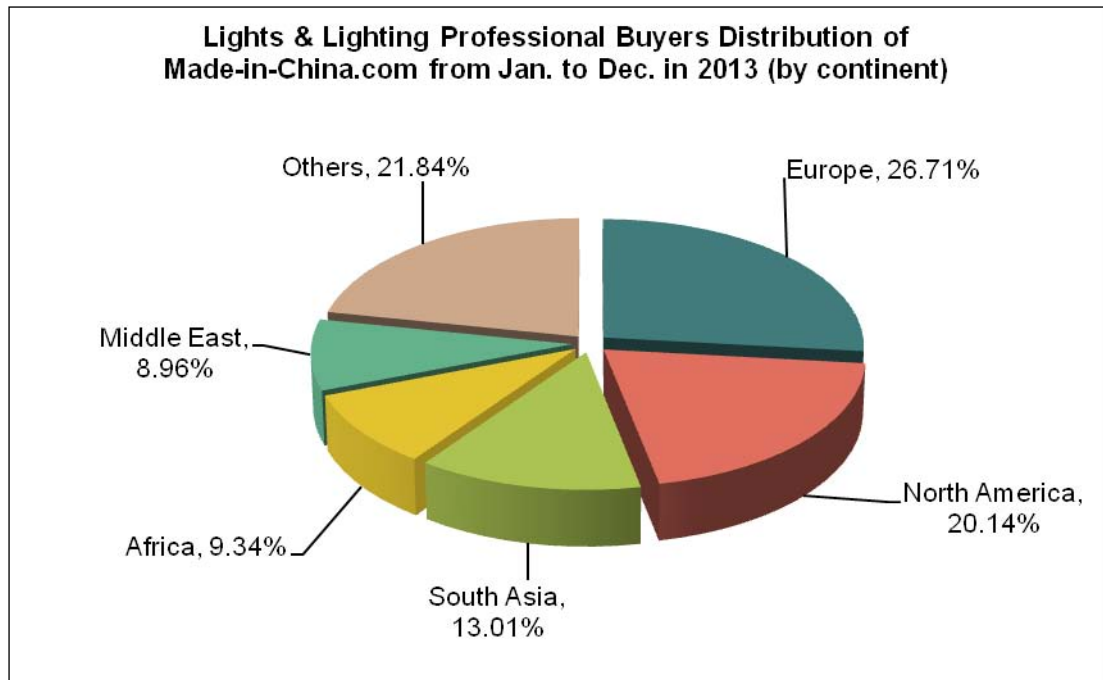
## 7.2. Lights & Lighting Professional Buyers Interest Analysis of Made-in-China.com from Jan. to Dec. in 2013 (by click rate)



From Jan. to December in 2013, according to the statistical data of Made-in-China.com, among the sub-sectors of lights & lighting, buyers pay the most attention to LED Interior Lighting, followed by Outdoor Lighting.



## 7.3. Lights & Lighting Professional Buyers Distribution of Made-in-China.com from Jan. to December in 2013



From Jan. to December in 2013, enquiries of lights & lighting on Made-in-China.com are mainly from Europe, North America, South Asia, Africa and the Middle East and other regions divided by continent.

From Jan. to December in 2013, enquiries of lights & lighting on Made-in-China.com are mainly from the United States, India and Australia and so on. Enquiries from the United States accounted

for 11.73% of the total enquiries.

Source: Made-in-China.com

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

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*Web:* <http://www.made-in-china.com/communication/market-analysis.html>



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