

# EXPORT PLANNING REPORT

## Competitor

Ulisse Product Code: UL842211

### Dishwashers

## Competitor: **Poland**

### Historical Trend and 2024 Scenario

May 2021

TO SUCCEED IN  
INTERNATIONAL MARKETS

**EXPORT**   
PLANNING

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# Product Description

Data contained in this report represents an aggregate of the Combined Nomenclature codes shown in the left column of the following table. In order to provide an overview of the aggregation criteria used, categories similar to that of the products included in the Ulisse Product Code are shown in the "Description" column. The "Weight %" column indicates the percentage weight of each code of the Combined Nomenclature used in the aggregation. **This weight is determined by using the European Union structure of imports .**

**CHAPTER 84 - NUCLEAR REACTORS, BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF**

**CATEGORIES: Dishwashing machines; machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing or labelling bottles, cans, boxes, bags or other containers; machinery for capsuling bottles, jars, tubes and similar containers; other packing or wrapping machinery (including heat-shrink wrapping machinery); machinery for aerating beverages**

Code	Weight %	Description
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		Dishwashing machines
8422 11 00	100	Of the household type
		Other
		Machinery for cleaning or drying bottles or other containers

*Continue...*

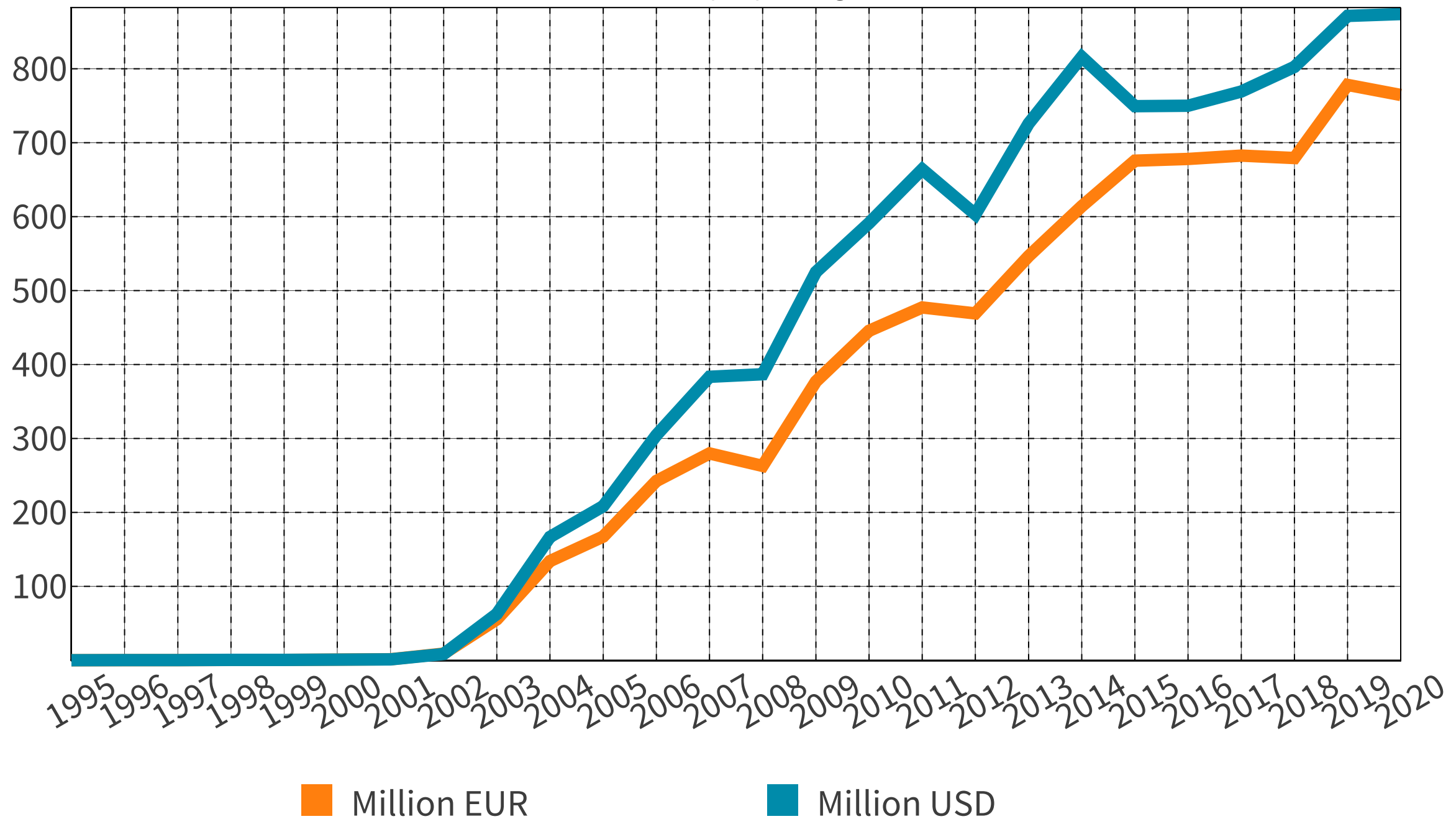
Code	Weight %	Description
		Machinery for filling, closing, sealing or labelling bottles, cans, boxes, bags or other containers; machinery for capsuling bottles, jars, tubes and similar containers; machinery for aerating beverages
		Other packing or wrapping machinery (including heat-shrink wrapping machinery)
		Parts

**Foreign sales  
(2020)****764.6** million EUR**874.0** million USD**Average prices of  
exports (2020)****4.54** EUR/kg**5.20** USD/kg**Compound Annual Growth Rates (CAGR)  
of exports in current EUR**CAGR in 2001-2008: **+102.7%**CAGR in 2009-2020: **+9.3%**CAGR in 2021-2024: **+3.9%**

# Dynamics of Foreign Sales

## Exports in Value

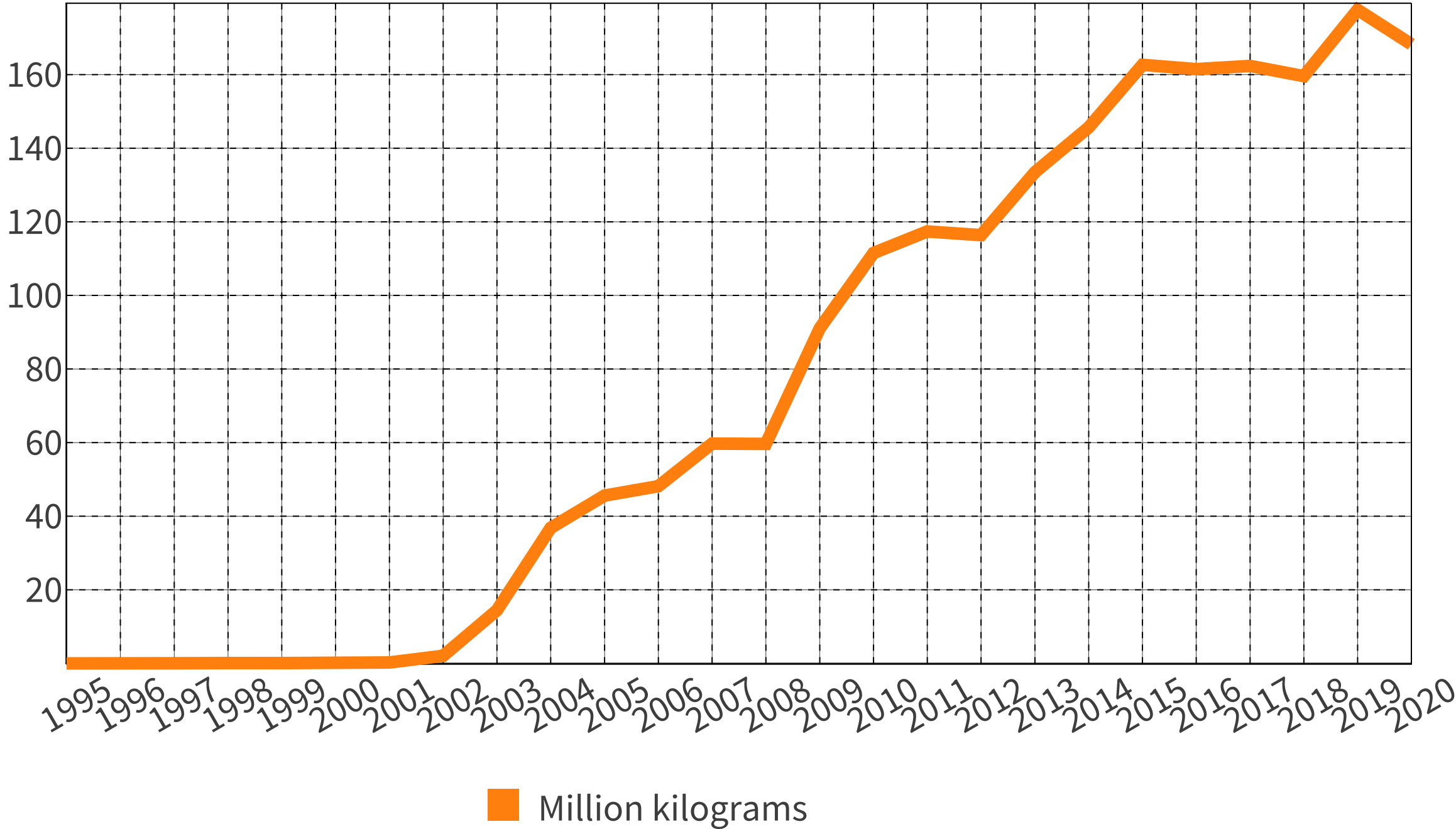
Source: www.exportplanning.com



# Dynamics of Foreign Sales

## Exports in Quantity

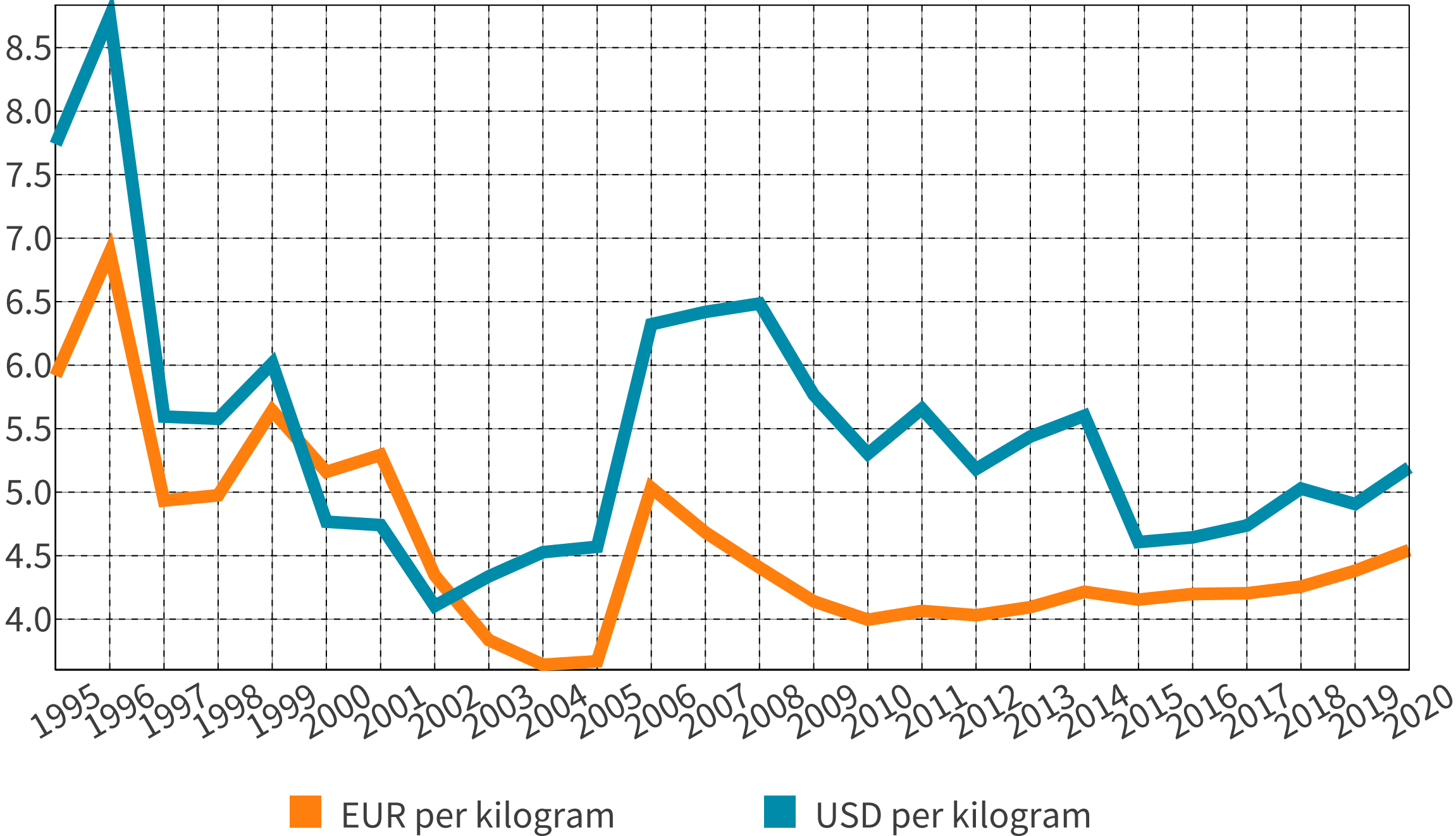
Source: [www.exportplanning.com](http://www.exportplanning.com)



# Dynamics of Foreign Sales

## Average Price of Exports

Source: www.exportplanning.com





## Dynamics of Foreign Sales: Value and Quantity

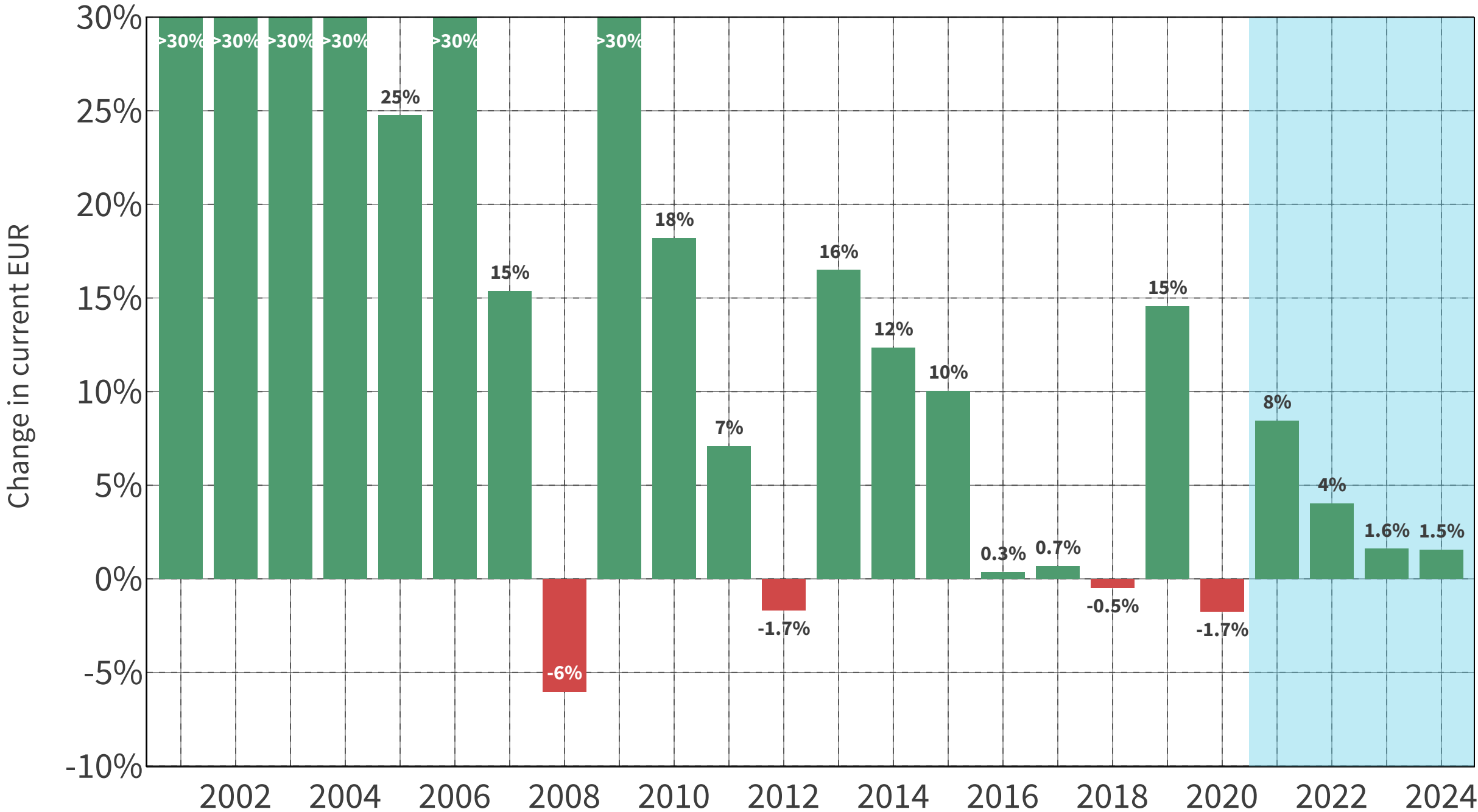
Year	Values		Quantities				Prices	
	Million EUR	% change	Million of kg	% change	Thousand of units	% change	EUR/kg	EUR/units
2002	9.0	560.5	2.1	704.5	50	716.2	4.35	179.0
2003	55.4	515.1	14.4	597.0	339	574.1	3.84	163.3
2004	134.1	142.2	36.8	155.1	750	121.2	3.64	178.8
2005	167.3	24.7	45.6	23.8	937	24.9	3.67	178.6
2006	242.5	44.9	48.2	5.6	1 323	41.2	5.03	183.3
2007	279.7	15.4	59.7	24.0	1 464	10.7	4.68	191.1
2008	262.9	-6.0	59.7	-0.1	1 369	-6.5	4.41	192.1
2009	377.0	43.4	91.1	52.6	2 144	56.6	4.14	175.8
2010	445.6	18.2	111.5	22.5	2 606	21.5	4.00	171.0
2011	477.1	7.1	117.4	5.3	2 833	8.7	4.07	168.4
2012	469.1	-1.7	116.4	-0.9	3 106	9.6	4.03	151.0
2013	546.5	16.5	133.5	14.7	3 331	7.3	4.09	164.1
2014	614.0	12.4	145.6	9.1	3 668	10.1	4.22	167.4
2015	675.7	10.0	162.7	11.7	4 095	11.6	4.15	165.0
2016	678.0	0.3	161.5	-0.7	4 161	1.6	4.20	162.9
2017	682.5	0.7	162.4	0.5	4 269	2.6	4.20	159.9
2018	679.3	-0.5	159.6	-1.7	4 044	-5.3	4.26	168.0
2019	778.2	14.6	177.6	11.3	4 413	9.1	4.38	176.3
2020	764.6	-1.7	168.2	-5.3	4 181	-5.3	4.54	182.8

Source: www.exportplanning.com

# Foreign Sales Prospect

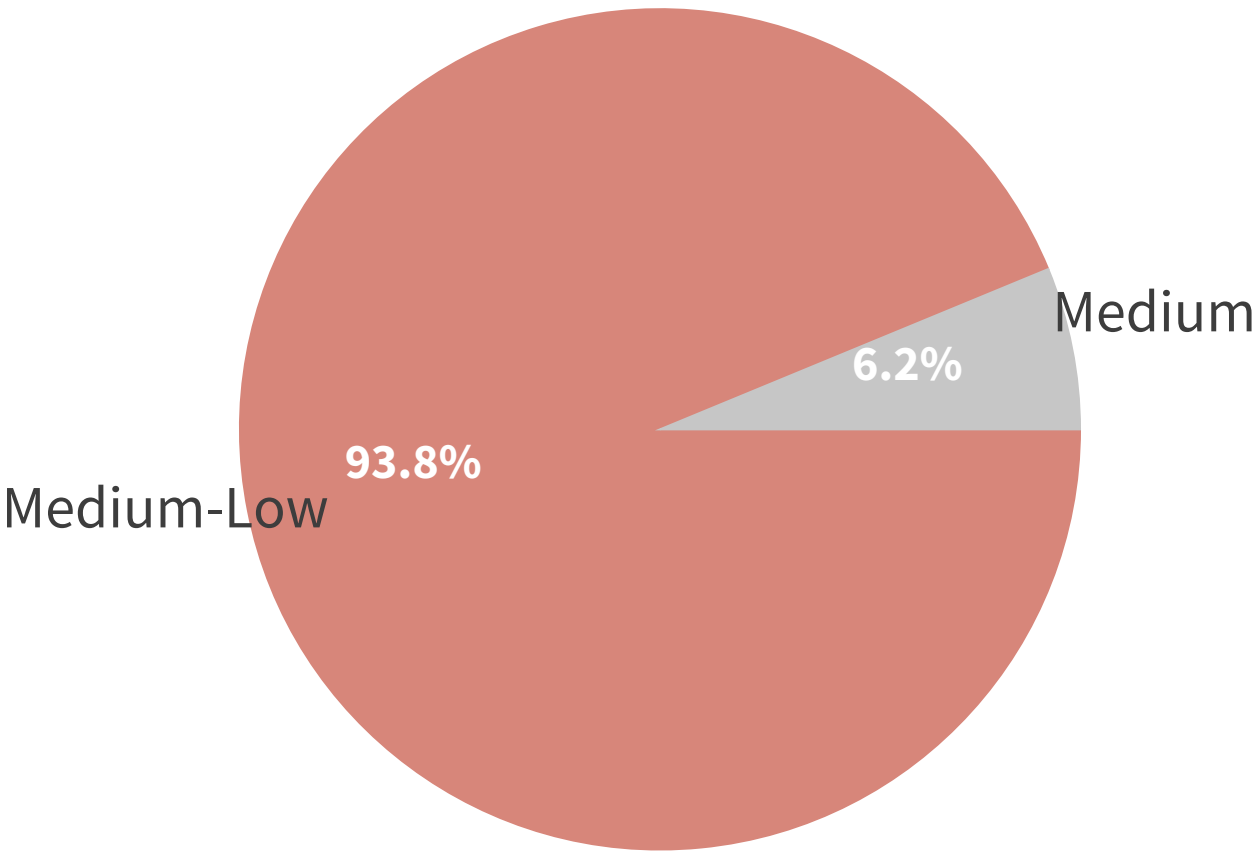
## Exports Forecast

Source: www.exportplanning.com

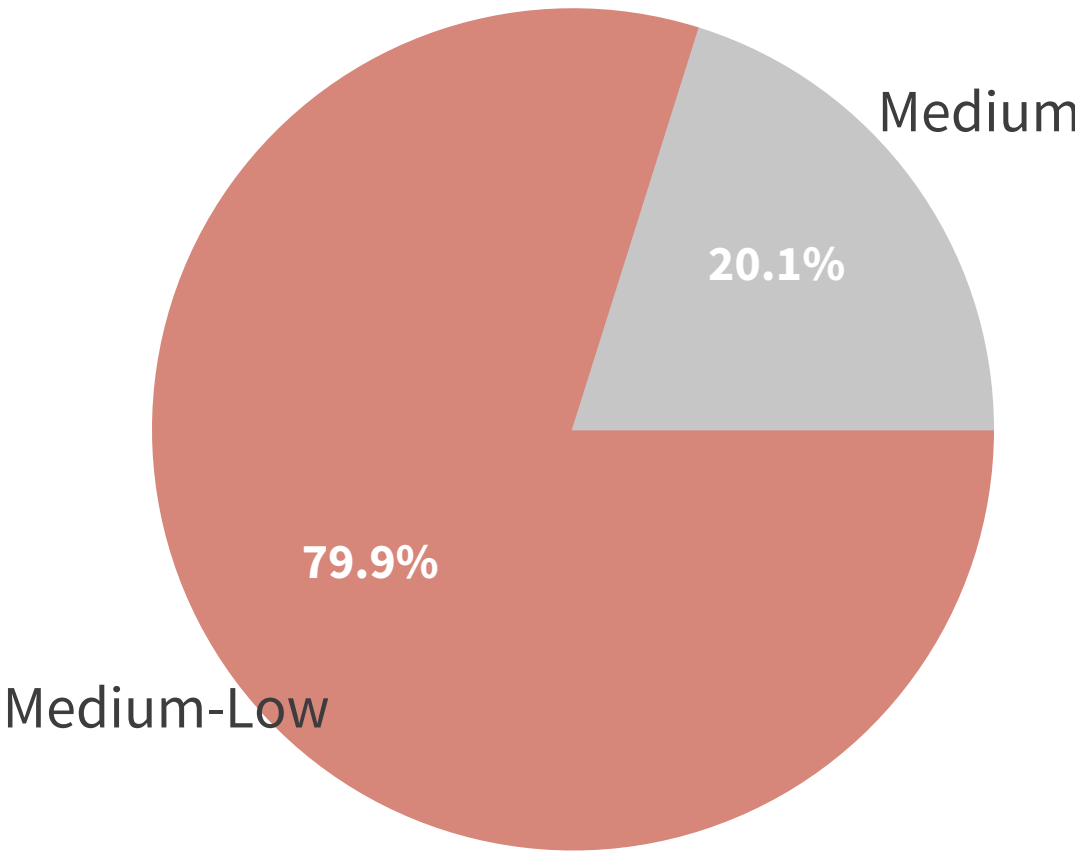


### Distribution of Exports by Price Range

Year 2010



Year 2020

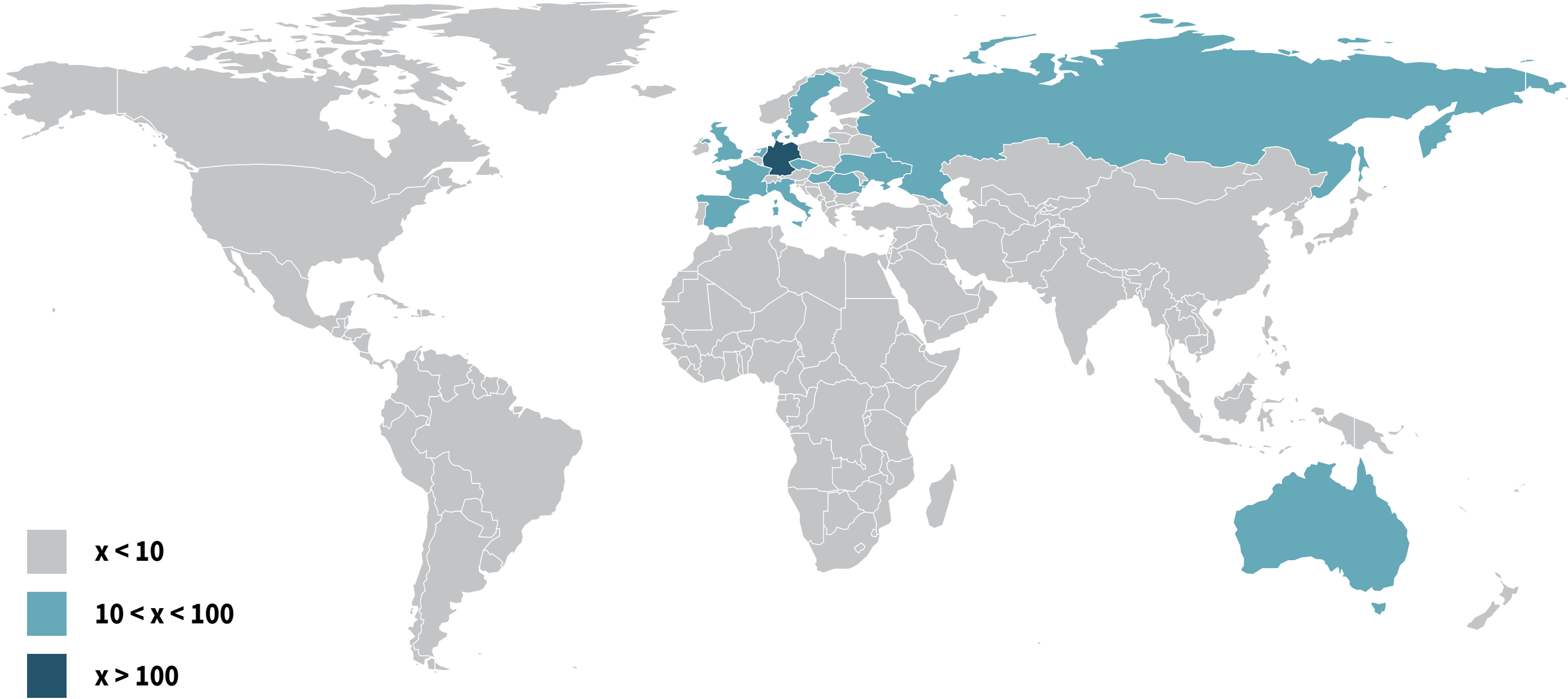


Source: [www.exportplanning.com](http://www.exportplanning.com)

# Market Portfolio

## Imports Value (million euro, 2020)

Source: [www.exportplanning.com](http://www.exportplanning.com)



## Main Sales Markets

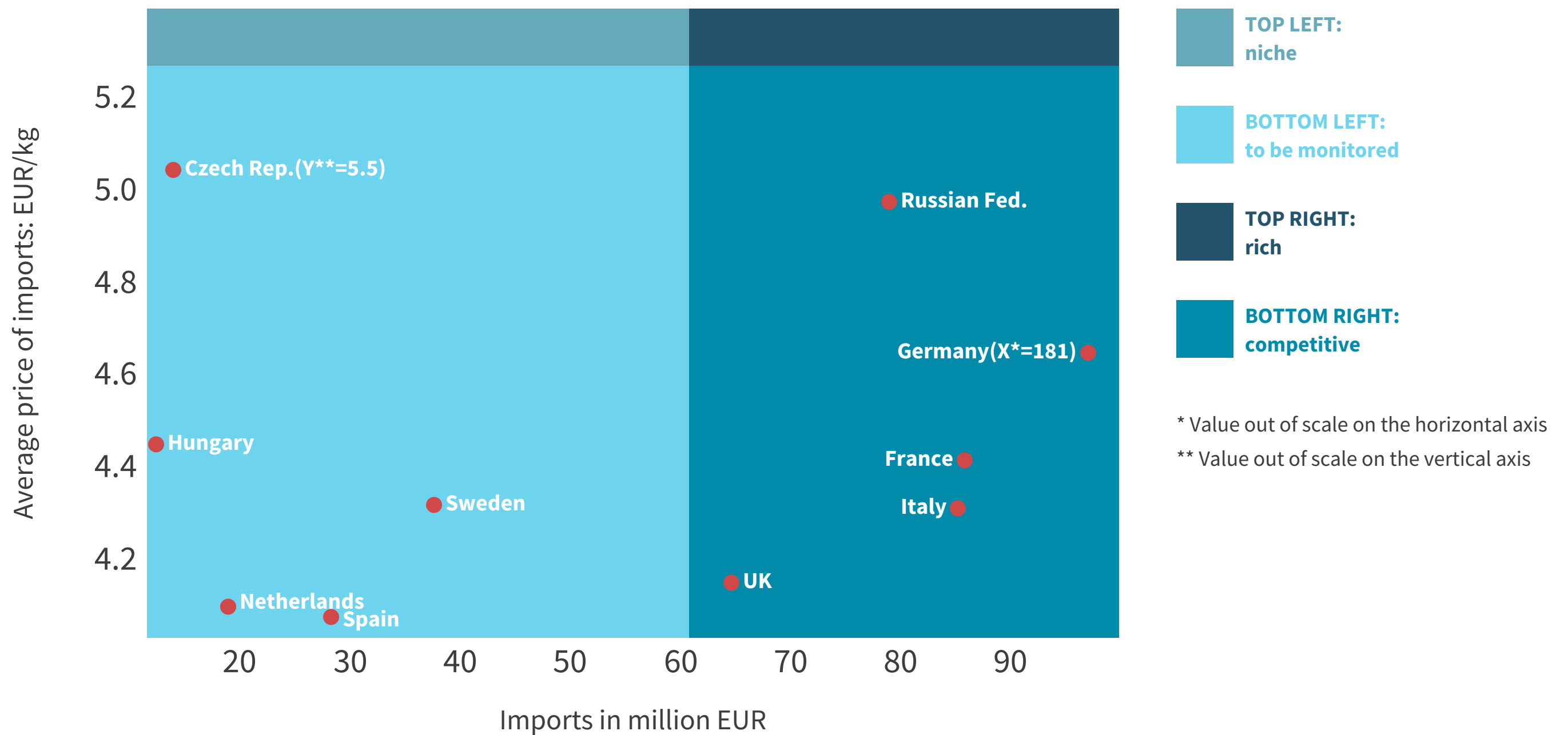
Importing Country	2000		2008		2020		2024	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
Germany	0.32	0.3	70.4	32.8	180.9	39.6	219.7	35.7
France	<0.01	<0.1	48.4	16.6	85.9	27.2	87.7	23.5
Italy	<0.01	<0.1	24.7	20.0	85.3	49.0	97.0	41.6
Russian Fed.	0.08	0.7	3.1	3.4	79.0	39.7	94.1	37.7
UK	<0.01	<0.1	18.1	8.8	64.8	27.6	66.5	24.0
Sweden	<0.01	<0.1	31.6	26.7	37.8	20.1	48.2	18.9
Spain	<0.01	<0.1	13.9	10.9	28.3	17.7	33.2	16.5
Netherlands	<0.01	<0.1	21.5	17.0	19.0	12.2	19.0	11.0
Czech Rep.	<0.01	<0.1	8.9	22.9	14.0	23.2	16.5	21.7
Hungary	<0.01	<0.1	7.0	30.6	12.4	40.9	14.5	36.1
Ukraine	<0.01	0.3	0.7	6.7	11.8	56.3	16.2	55.0
Romania	<0.01	<0.1	1.0	14.6	11.2	41.2	13.5	35.8
Denmark	<0.01	<0.1	5.3	9.1	10.8	13.7	13.7	13.8
Australia	<0.01	<0.1	12.0	9.2	10.4	6.1	12.4	6.0
Slovakia	<0.01	<0.1	3.3	21.7	9.2	34.0	11.8	33.4
Norway	0.03	0.1	7.0	13.5	9.0	12.9	11.2	12.6
Lithuania	0.05	1.6	3.9	54.5	8.9	57.9	10.2	54.6
Saudi-Ar	<0.01	<0.1	0.3	6.4	8.0	25.9	8.8	22.1
Portugal	<0.01	<0.1	4.9	14.7	7.5	17.3	8.5	17.0
Ireland	<0.01	<0.1	4.5	16.8	6.2	27.0	6.3	26.2
ROW + SD*	0.44	.	-27.8	.	64.2	.	80.9	.
<b>Total</b>	<b>0.92</b>	<b>0.1</b>	<b>262.9</b>	<b>10.2</b>	<b>764.6</b>	<b>17.7</b>	<b>889.8</b>	<b>16.0</b>

Source: www.exportplanning.com, \*Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

# Strategies Implemented in Different Sales Markets (2020)

## Values and Prices

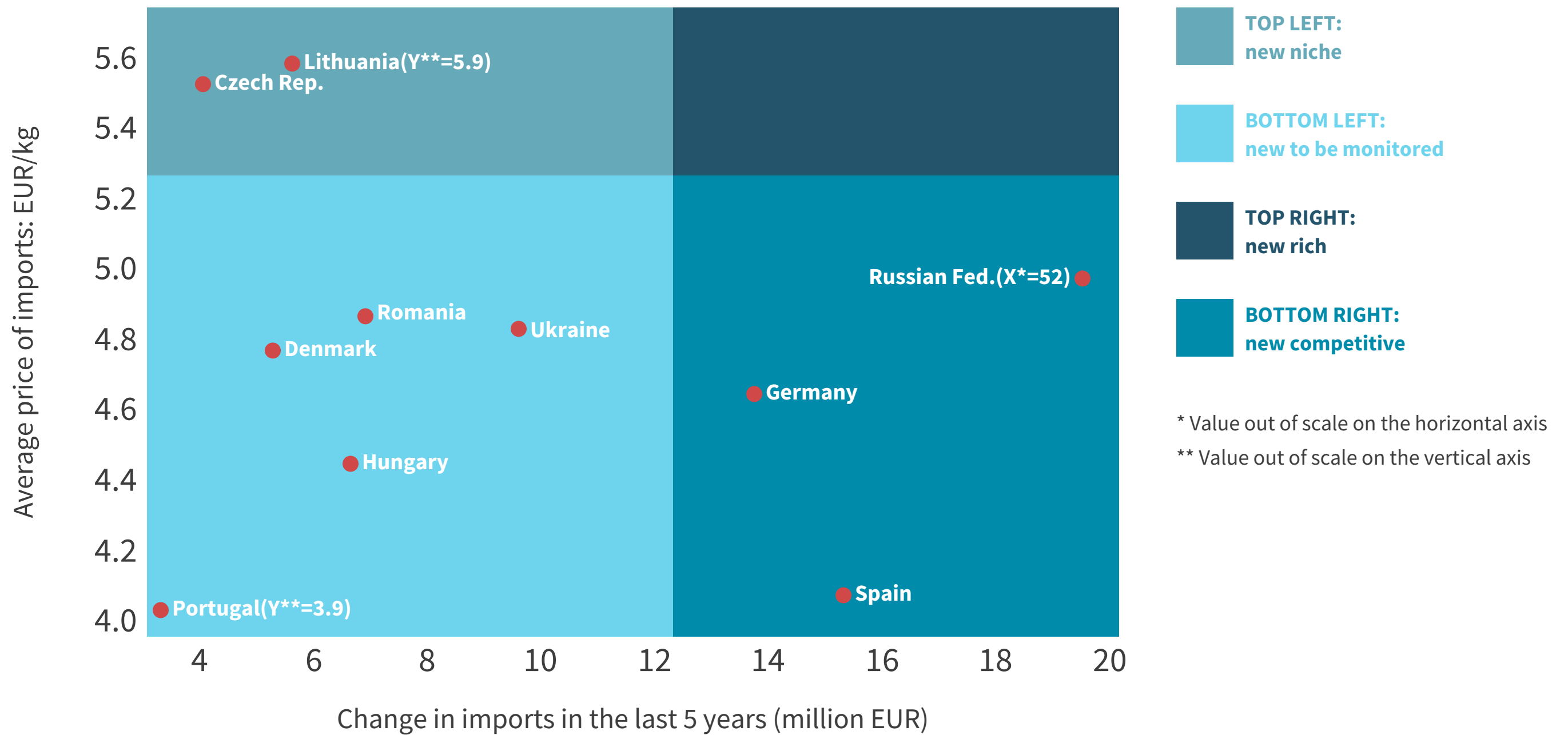
Source: www.exportplanning.com



## Outcomes of Implemented Strategies (period '15-'20)

### Change in Imports and Prices

Source: www.exportplanning.com



## Database

Information contained in this document is derived from the **Ulisse Database**, that was developed from the UN (Comtrade), Eurostat (comext) and US Census Bureau (db UsaTrade) databases. You can browse the data through the **[Analytics Section of Exportplanning.com](#)**. The Ulisse Database basic unit is the **Annual Flow of World Trade** for a given product code between two partner countries.

Its identifying element are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 1995)
- **Price range** of flow (High, Medium-High, Medium, Medium-Low, Low)

For each flow the following measures are available:

- **Monetary values in FOB prices** (Free On Board) of flow
- **Monetary values in CIF prices** (Cost Insurance Freight) of flow
- **Quantity in kg** of flow
- **Quantity in UMS** (supplementary unit measure) of flow (where available for the product)
- **Quantity at constant prices** of flow

In this document monetary values are expressed in FOB prices.

**Data for 2020 is estimated, based on short-term records of ExportPlanning sample countries.**



## Forecasts

**Forecasts** contained in this report have been developed by **StudiaBo** from the **Ulisse Database** and from the *World Economic Outlook Database*, released by the International Monetary Fund. You can browse the data through the [Analytics Section of Exportplanning.com](https://www.exportplanning.com/analytics).

Forecasts are the output of an **integrated econometric model of demand and competitiveness** that starts from the expected macroeconomic trends and capacity of countries to compete in international markets. They provide a robust estimate of the scenario of imports by market and product ( [see methodological note](#) ).

The **Ulisse-Forecast Database** basic unit is the Annual Flow of World Trade for a given product code between two partner countries.

Its identifying elements are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 2000)
- **Monetary values in FOB prices** (Free On Board) of flow