

EXPORT PLANNING REPORT

Product

Ulisse Product Code: UL842211

Dishwashers

Historical Trend and 2024 Scenario

May 2021

TO SUCCEED IN
INTERNATIONAL MARKETS



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

Continue...

UL842211: Dishwashers

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

**International trade
size (2020)**

4.3 billion EUR

4.9 billion USD

**Average prices of
international trade (2020)**

5.27 EUR/kg

6.02 USD/kg

**Compound Annual Growth Rates (CAGR)
of world trade in current EUR**

CAGR in 2001-2008: **+6.2%**

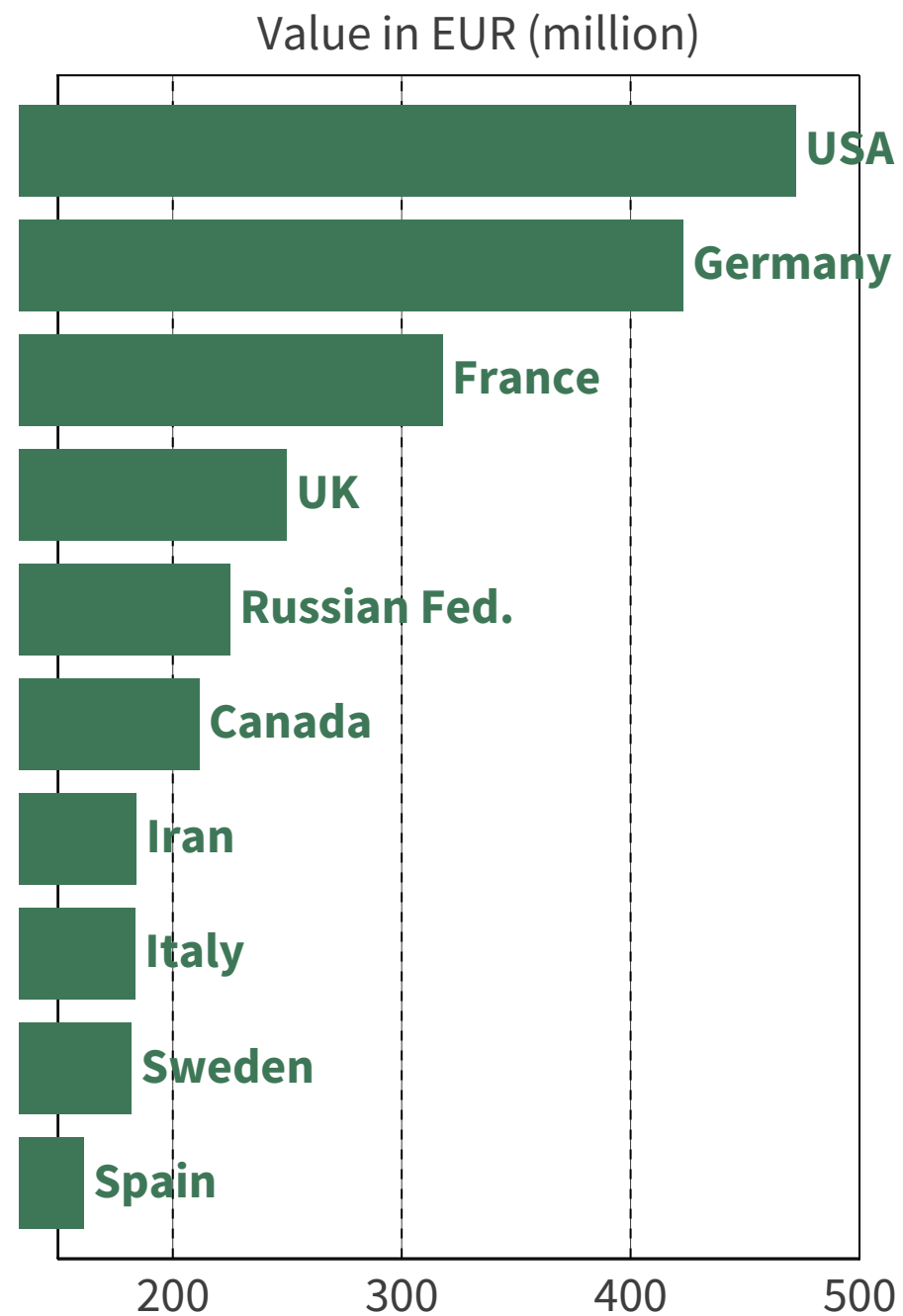
CAGR in 2009-2020: **+4.4%**

CAGR in 2021-2024: **+6.6%**

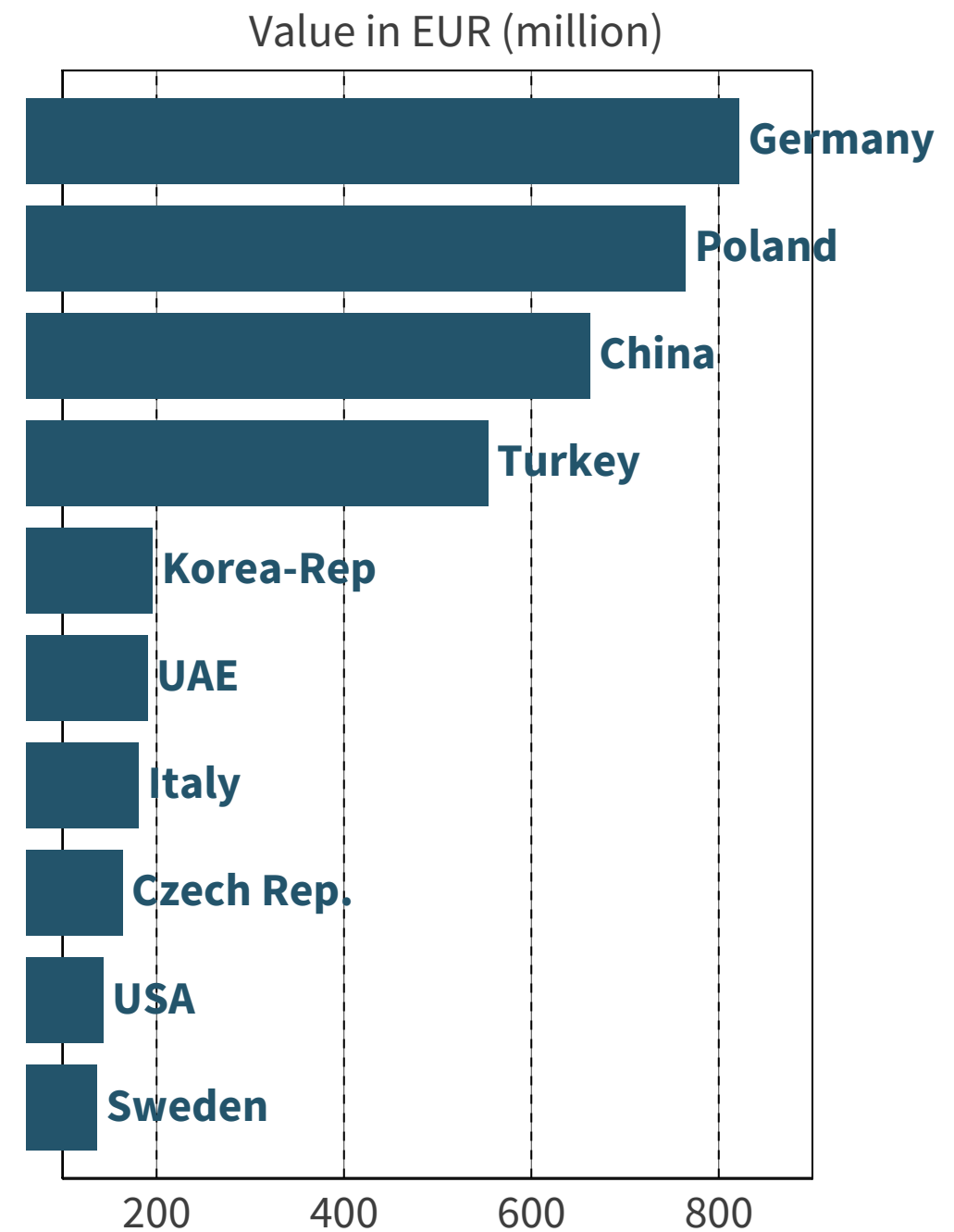


Major Importing and Exporting Countries (2020)

Major Importing Countries



Major Exporting Countries



Source: www.exportplanning.com



Bilateral Flows: euro (million), 2020

Importers	Exporters										Total
	Germany	Poland	China	Turkey	Korea-Rep	UAE	Italy	Czech Rep.	USA	ROW + SD*	
USA	47.7	<0.1	165.9	6.5	123.0	<0.1	28.1	2.7	.	98.2	472
Germany	.	180.9	59.9	34.7	<0.1	.	18.5	122.1	<0.1	6.8	423
France	62.0	85.9	47.9	77.4	0.7	<0.1	14.9	10.3	<0.1	18.5	318
UK	43.8	64.8	16.9	95.9	<0.1	<0.1	5.9	<0.1	<0.1	22.2	250
Russian Fed.	29.0	79.0	66.4	13.9	<0.1	.	2.6	1.2	.	33.0	225
Canada	11.2	<0.1	32.7	3.5	21.6	.	5.7	2.1	129.9	4.8	211
Iran	<0.1	.	<0.1	1.6	.	150.9	.	.	.	31.6	184
Italy	32.7	85.3	8.2	40.5	<0.1	<0.1	.	4.5	<0.1	12.4	184
Sweden	42.5	37.8	7.6	14.7	<0.1	.	16.4	.	<0.1	62.8	182
Spain	44.6	28.3	21.1	54.5	1.3	.	4.5	2.8	<0.1	3.9	161
Netherlands	84.5	19.0	18.0	9.4	.	<0.1	6.5	<0.1	<0.1	19.6	157
Australia	45.0	10.4	33.1	26.7	7.4	.	15.9	11.1	<0.1	-16.0	134
Poland	47.4	.	23.1	22.5	0.2	<0.1	7.7	0.3	<0.1	5.4	107
Belgium	39.1	5.1	2.3	15.1	.	.	1.8	1.2	<0.1	36.1	101
China	19.7	0.9	.	1.7	0.2	0.6	3.2	1.5	<0.1	60.7	89
UAE	14.2	1.1	16.9	14.0	18.0	.	0.7	0.1	<0.1	21.1	86
Austria	73.3	1.7	0.8	4.1	.	.	0.5	<0.1	<0.1	3.2	84
Denmark	20.1	10.8	1.3	4.3	.	.	2.5	<0.1	.	41.6	81
Switzerland	45.9	5.4	0.7	0.5	.	.	19.0	1.9	<0.1	3.8	77
Norway	9.9	9.0	1.3	3.0	0.1	.	4.3	1.4	.	42.2	71
ROW + SD*	109.4	139.3	138.5	108.9	23.4	38.7	22.0	0.4	12.7	130.7	724
Total	821.9	764.6	662.6	553.3	195.8	190.2	180.9	163.5	142.8	642.7	4 318

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancy

Coordinates for Internationalization

This document is structured according to the approach listed as **Coordinates for Internationalization**. The analysis covers three different areas:

Market Size: provides information on the size of different markets and their historic and expected dynamics

Premium Price: provides basic information to understand if a market distinguishes and appreciates products of a higher quality, accepting a premium price

Competitive Strategies: to understand the competitive strategies implemented by main competitors and evaluate how successful they are



Size and Evolution (historical and expected) of International Trade

The analysis of this aspect of **foreign markets** is developed by considering the following two themes:

Evolution of International Trade: Developed presenting three historical charts followed by an analytical table and a forecasting chart that allow evaluation of the rate at which the **value** of world trade in the product concerned developed over a period of two decades. Data is divided into two components: **quantity** and **price** .

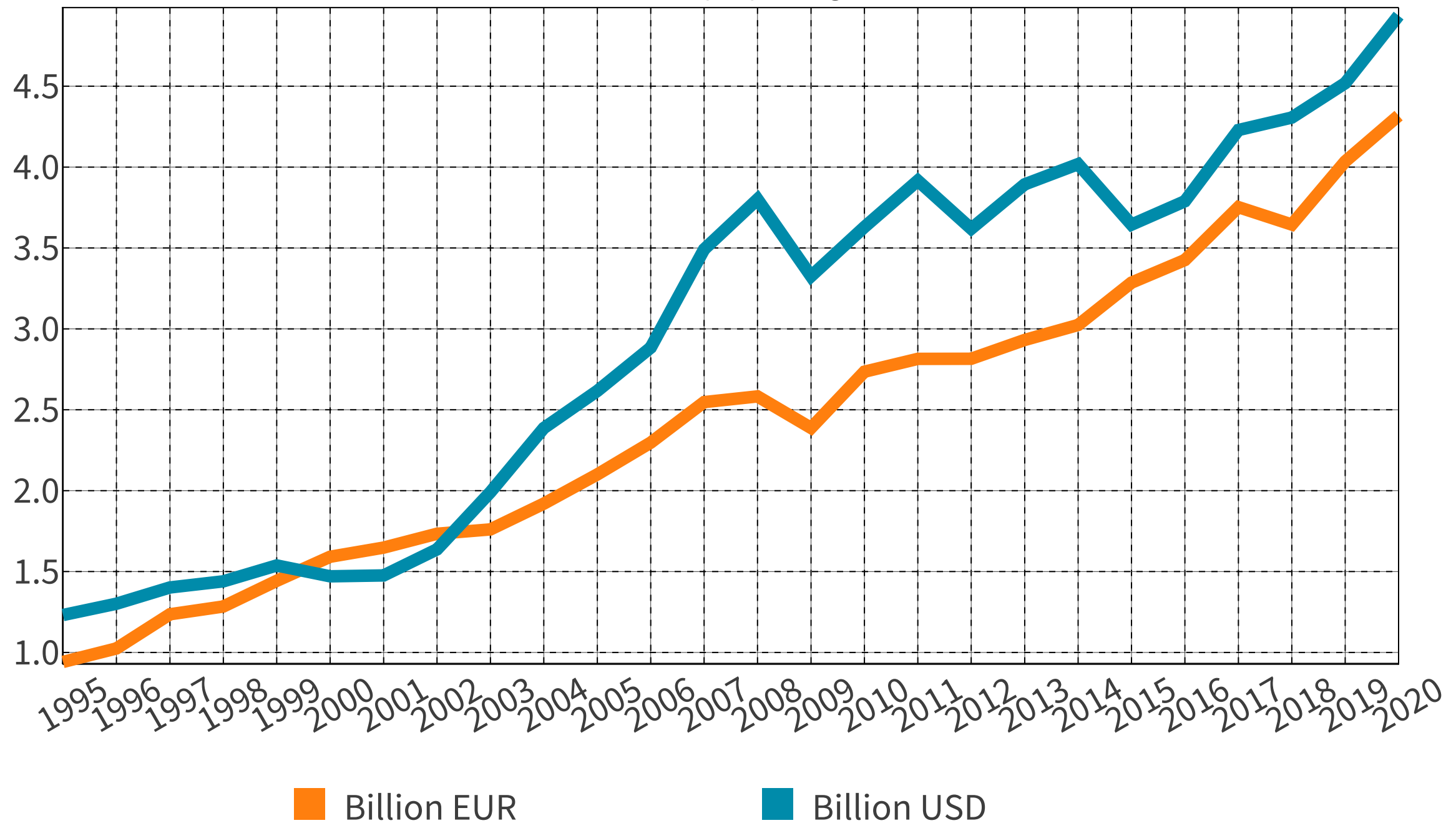
Analysis of Markets: Illustrated through 3 maps, in which countries are colored according to the intensity of each parameter, and an analytical table. The reader may view details, of:

- Import levels of individual markets
- Import penetration related to population of individual markets
- Expected import variations over the next three years for individual markets
- Market share of individual importer countries

Evolution of International Trade

International Trade Value

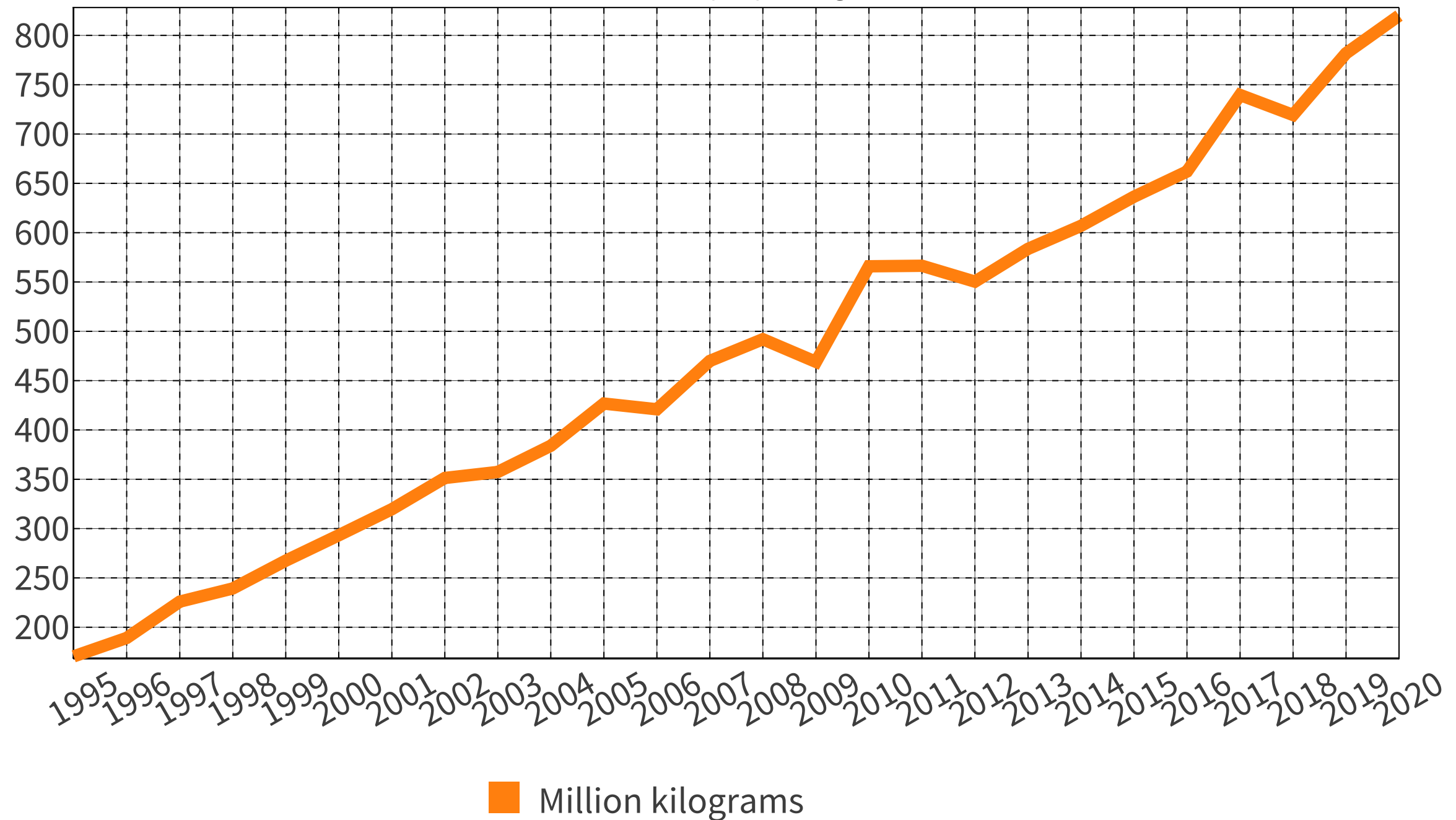
Source: www.exportplanning.com



Evolution of International Trade

International Trade Quantity

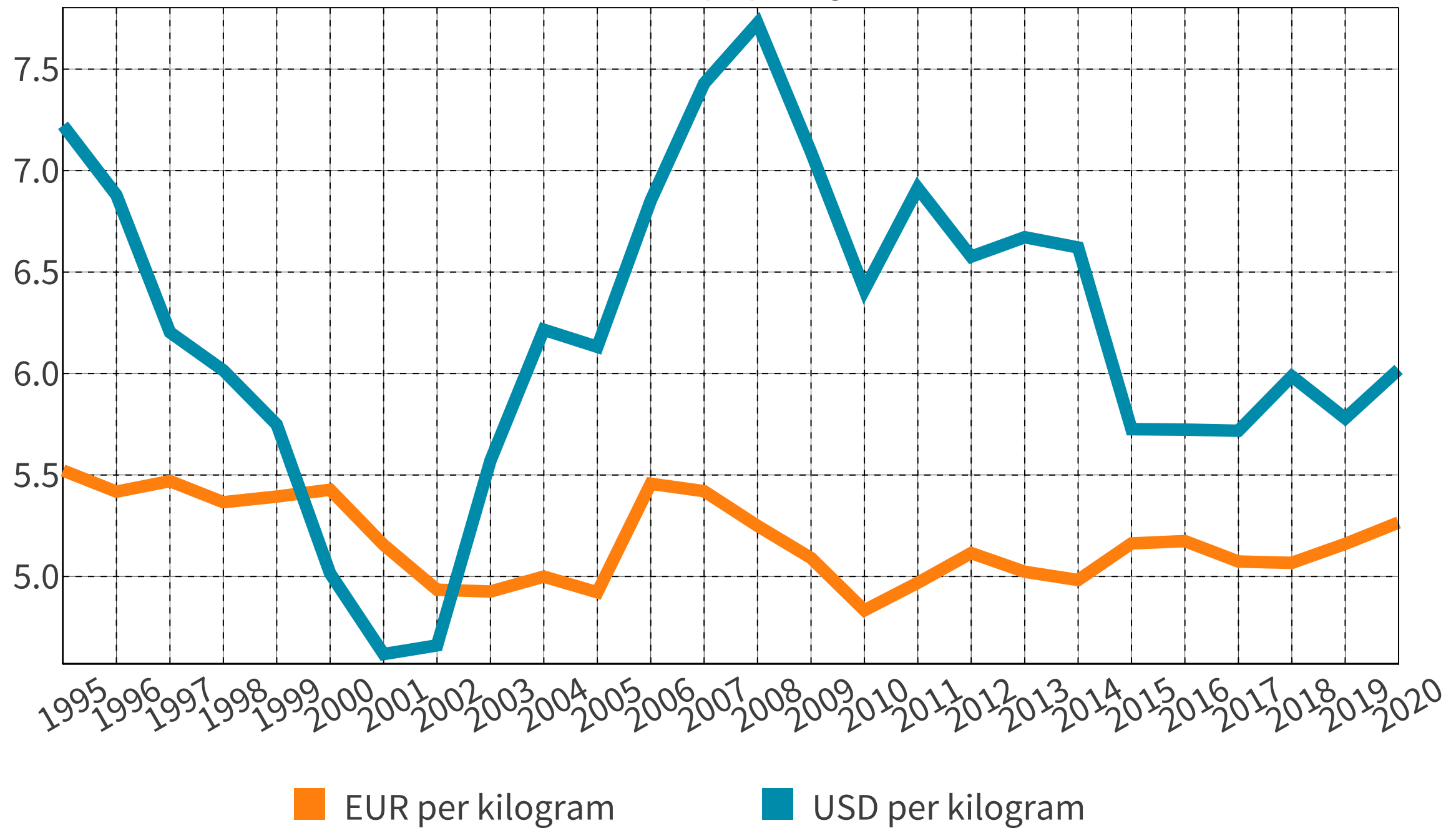
Source: www.exportplanning.com



Evolution of International Trade

Prices of International Trade Flows

Source: www.exportplanning.com



Evolution of International Trade: Values and Quantities

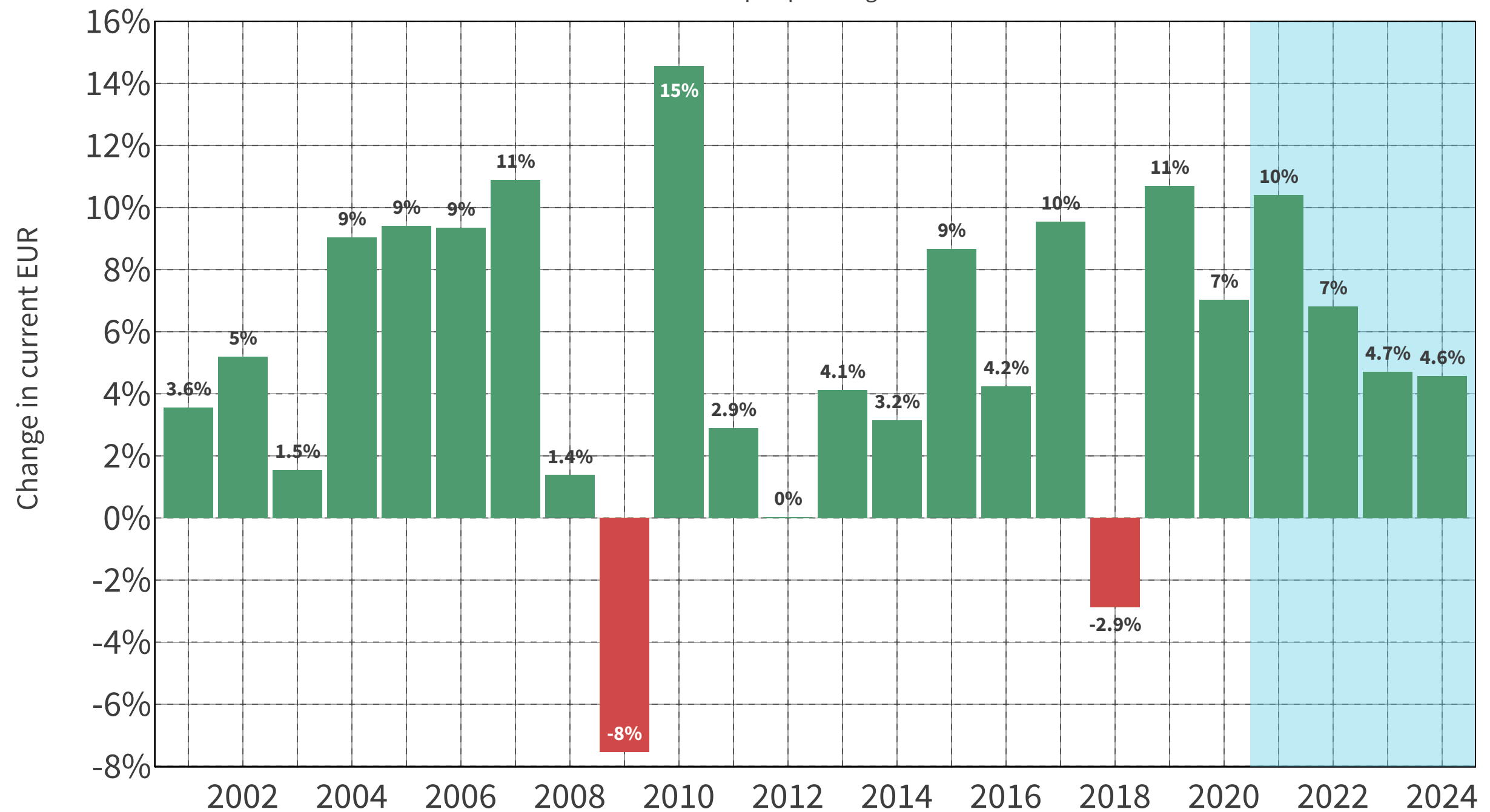
Year	Values		Quantities				Prices	
	Million EUR	% change	Million of kg	% change	Thousand of units	% change	EUR/kg	EUR/units
2002	1 734	5.2	351.3	9.9	7 703	4.9	4.93	225.1
2003	1 761	1.5	357.4	1.7	8 040	4.4	4.93	219.0
2004	1 920	9.0	384.0	7.4	8 984	11.7	5.00	213.7
2005	2 100	9.4	426.8	11.1	9 930	10.5	4.92	211.5
2006	2 297	9.4	420.9	-1.4	10 481	5.5	5.46	219.2
2007	2 547	10.9	470.0	11.6	11 731	11.9	5.42	217.2
2008	2 583	1.4	492.0	4.7	11 999	2.3	5.25	215.2
2009	2 388	-7.5	469.0	-4.7	11 488	-4.3	5.09	207.8
2010	2 735	14.5	565.9	20.7	13 459	17.2	4.83	203.2
2011	2 815	2.9	566.5	0.1	13 952	3.7	4.97	201.7
2012	2 815	<0.1	550.4	-2.8	13 799	-1.1	5.12	204.0
2013	2 932	4.1	583.6	6.0	14 435	4.6	5.02	203.1
2014	3 024	3.2	606.9	4.0	15 198	5.3	4.98	199.0
2015	3 286	8.7	636.5	4.9	15 836	4.2	5.16	207.5
2016	3 425	4.2	662.0	4.0	16 685	5.4	5.17	205.3
2017	3 752	9.5	739.6	11.7	18 347	10.0	5.07	204.5
2018	3 645	-2.9	719.3	-2.7	18 199	-0.8	5.07	200.3
2019	4 035	10.7	781.9	8.7	19 167	5.3	5.16	210.5
2020	4 318	7.0	820.0	4.9	20 107	4.9	5.27	214.8

Source: www.exportplanning.com

Evolution of International Trade

Forecast of International trade

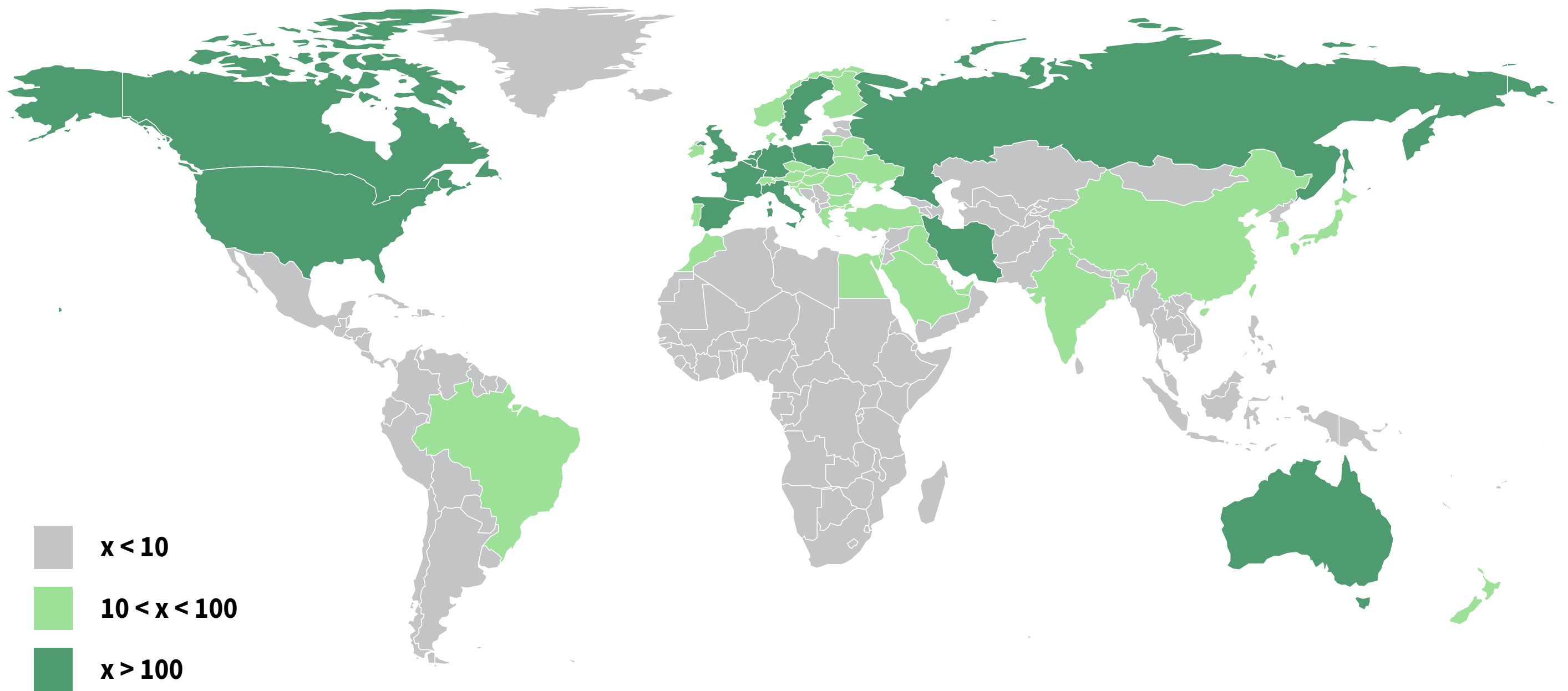
Source: www.exportplanning.com



Analysis of Markets

Imports Value (million euro, 2020)

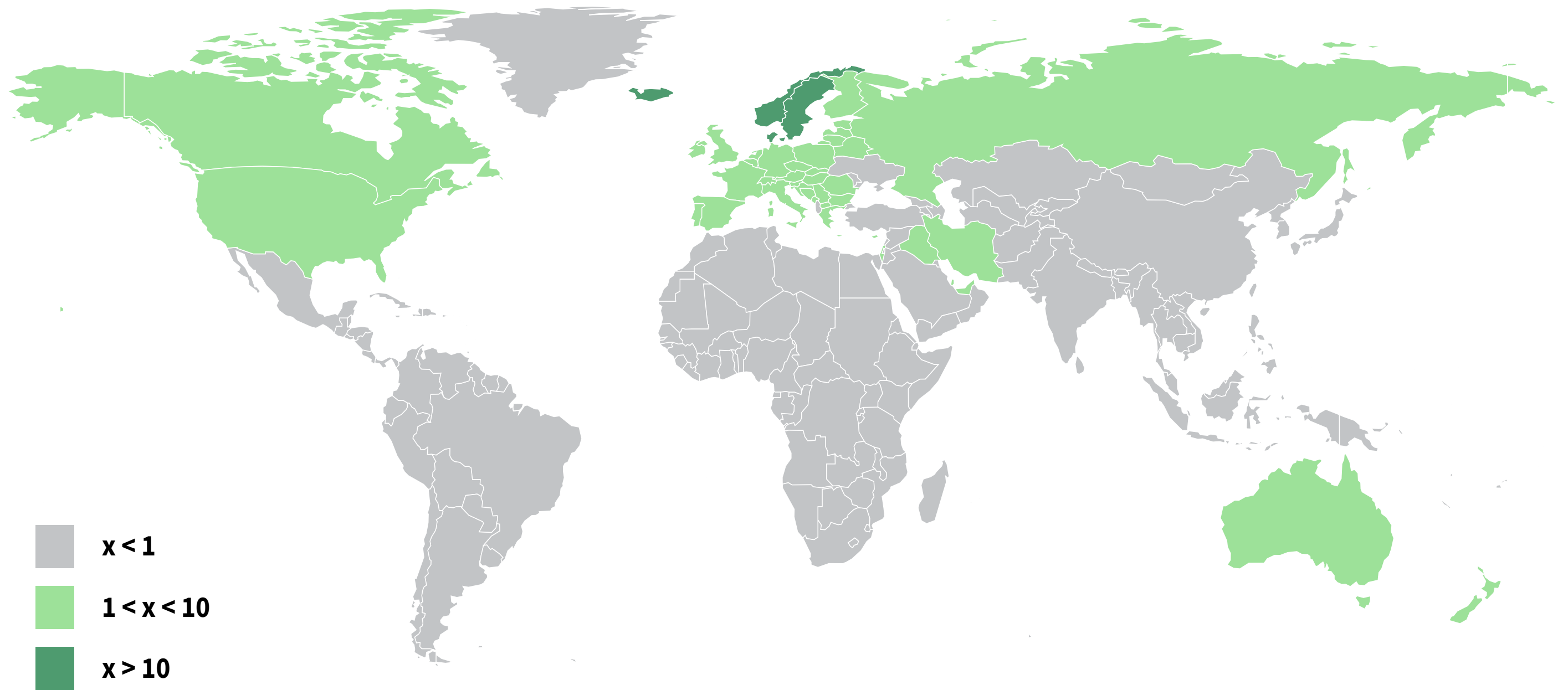
Source: www.exportplanning.com



Analysis of Markets

Imports per-capita (euro, 2020)

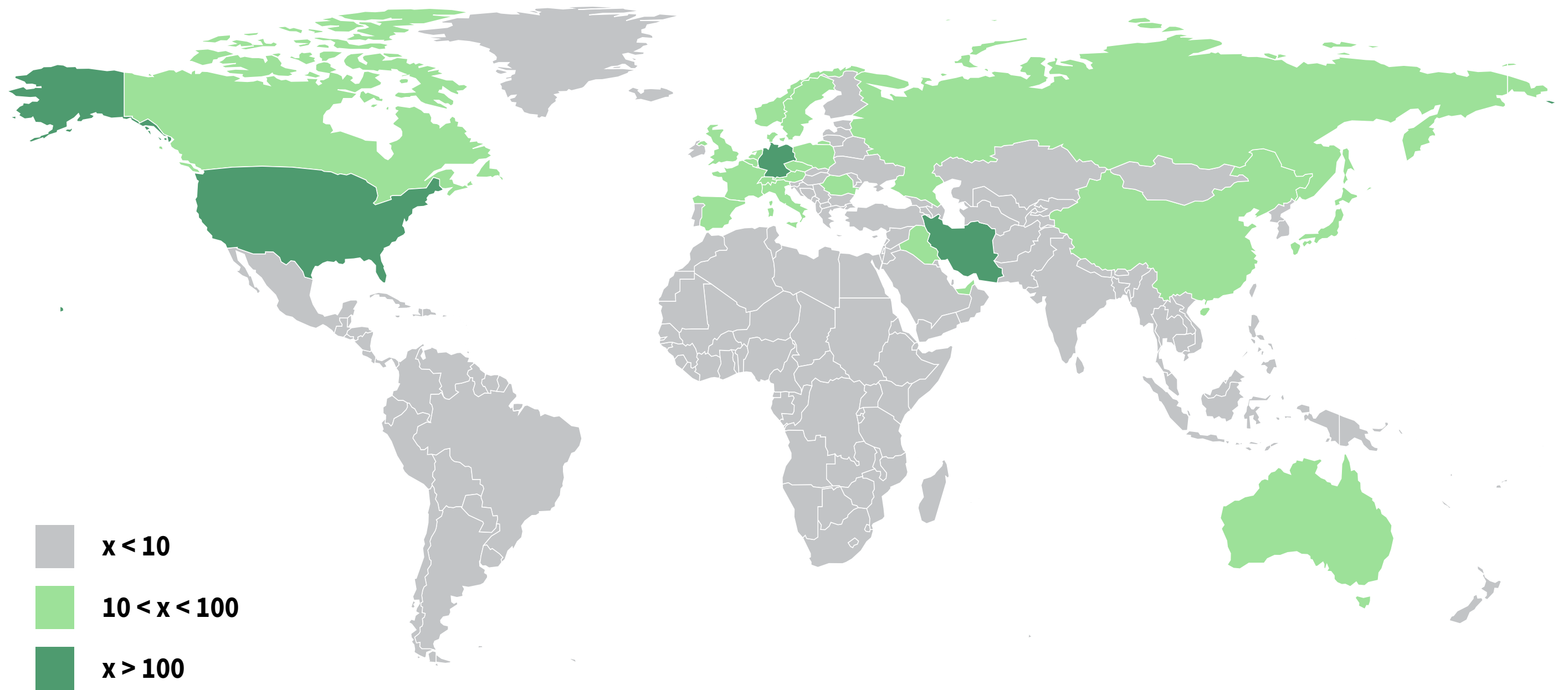
Source: www.exportplanning.com



Analysis of Markets

Imports Change in Value 2021-2024 (million euro)

Source: www.exportplanning.com



Major Importing Countries

Importing Country	2000		2008		2020		2024	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
USA	78	5.0	112	4.2	472	10.6	621	10.9
Germany	115	7.3	257	9.7	423	9.5	568	10.0
France	205	12.9	298	11.3	318	7.2	376	6.6
UK	197	12.5	202	7.6	250	5.6	295	5.2
Russian Fed.	3	0.2	81	3.1	225	5.1	283	4.9
Canada	104	6.6	151	5.7	211	4.8	269	4.7
Iran	<1	<0.1	31	1.2	184	4.1	311	5.4
Italy	48	3.1	127	4.8	184	4.1	246	4.3
Sweden	64	4.0	127	4.8	182	4.1	246	4.3
Spain	77	4.9	121	4.6	161	3.6	203	3.6
Netherlands	118	7.5	124	4.7	157	3.5	174	3.0
Australia	55	3.5	112	4.2	134	3.0	162	2.8
Poland	24	1.5	65	2.4	107	2.4	137	2.4
Belgium	46	2.9	73	2.7	101	2.3	125	2.2
China	1	<0.1	4	0.1	89	2.0	116	2.0
UAE	2	0.1	9	0.3	86	1.9	116	2.0
Austria	40	2.5	54	2.1	84	1.9	101	1.8
Denmark	32	2.0	62	2.4	81	1.8	102	1.8
Switzerland	30	1.9	57	2.2	77	1.7	95	1.7
Norway	35	2.2	53	2.0	71	1.6	91	1.6
ROW + SD*	317	.	464	.	724	.	941	.
Total	1 592	100.0	2 583	100.0	4 318	100.0	5 576	100.0

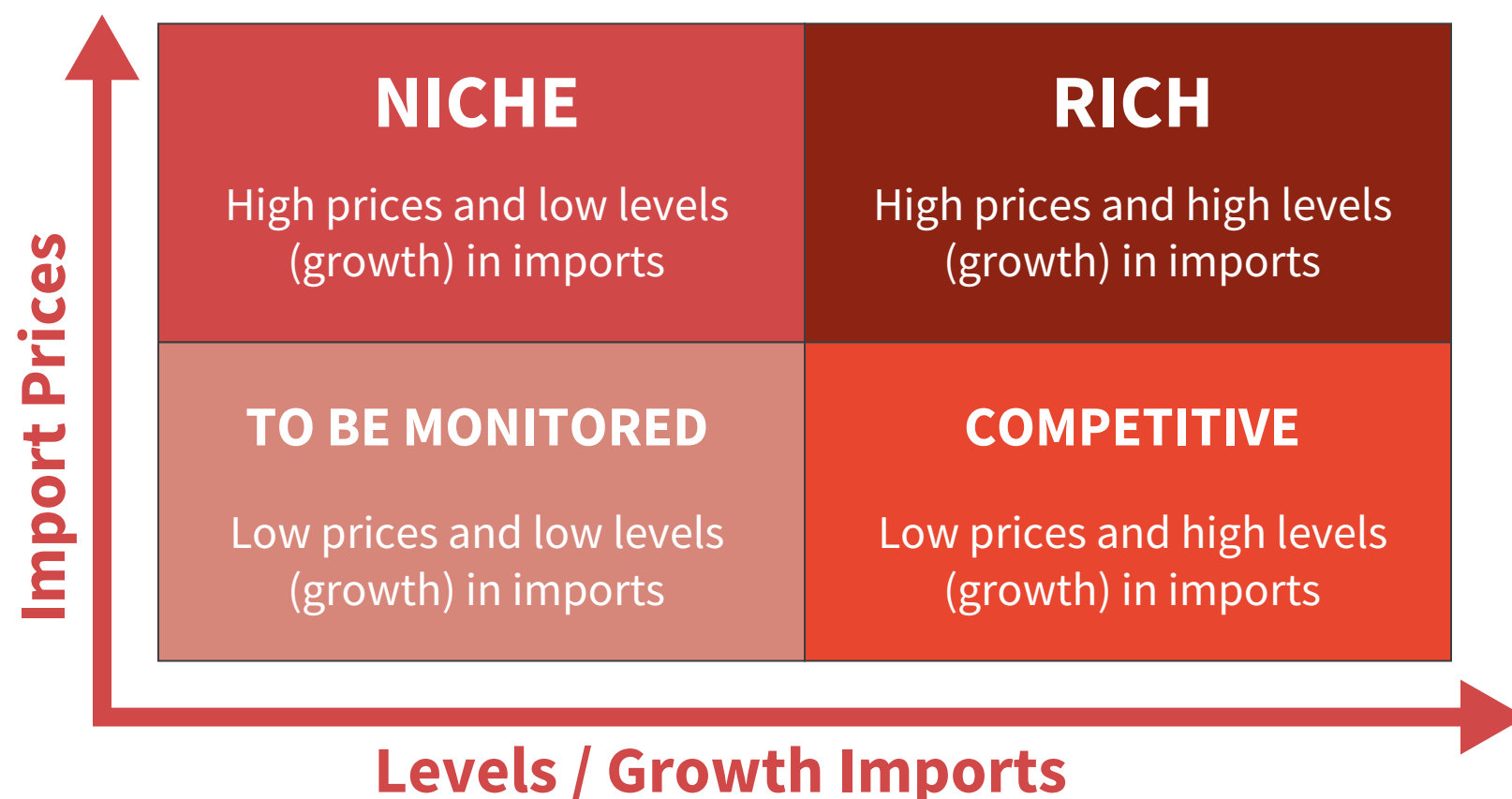
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Premium Prices paid for High Quality products

The analysis of the inclination of different markets to pay a premium price for high quality products is developed through the following steps:

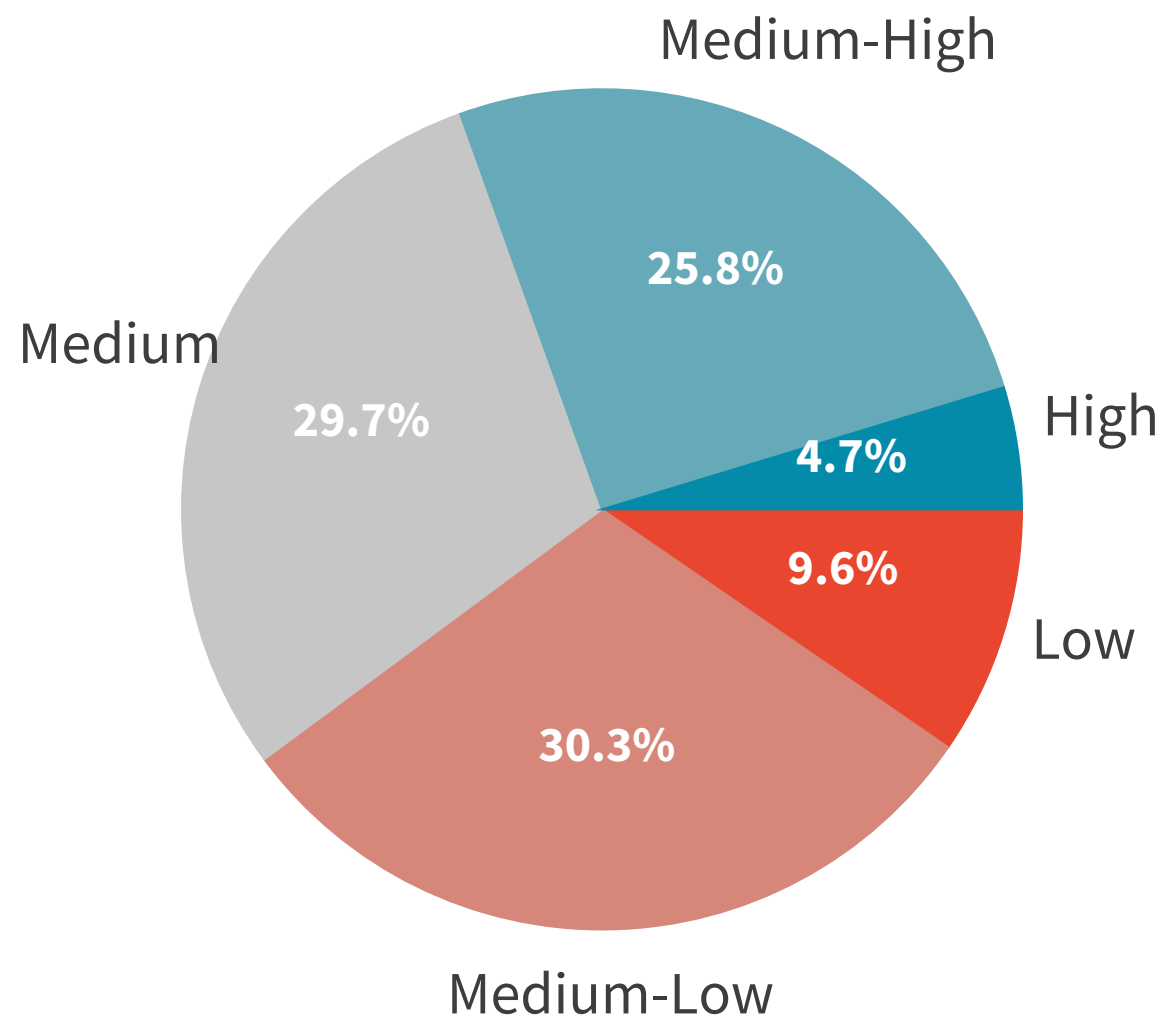
Price Ranges: 2020 trade flows are divided by price ranges, highlighting their relative importance. The comparison with the same distribution for 2010 suggest possible changes in the quality pattern of international trade

Market Clusters: Top world markets are clustered by size and prices (first chart) or by growth and prices of their imports (second chart). This allows the identification of four possible market clusters:

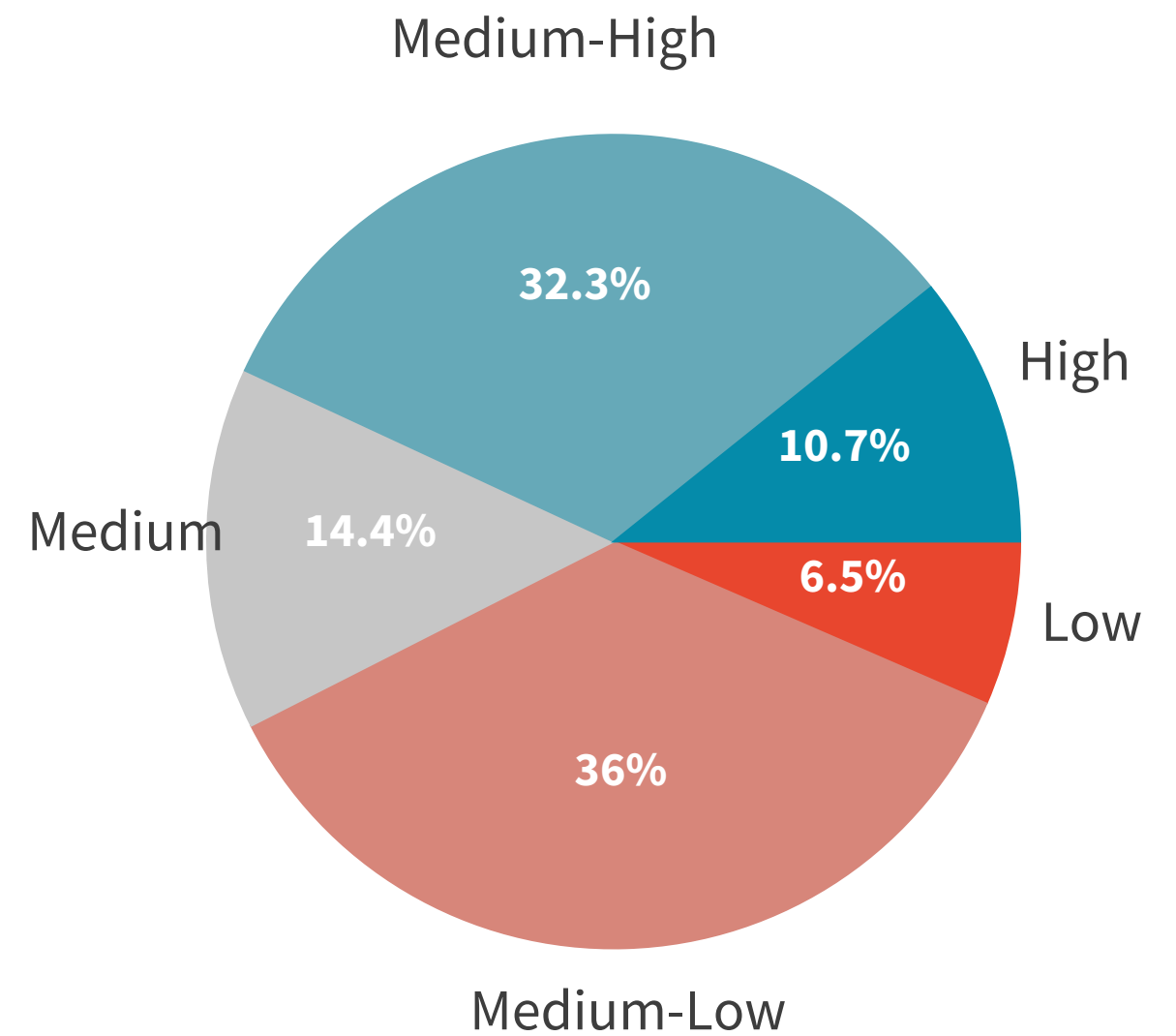


Distribution of International Trade by Price Range

Year 2010



Year 2020



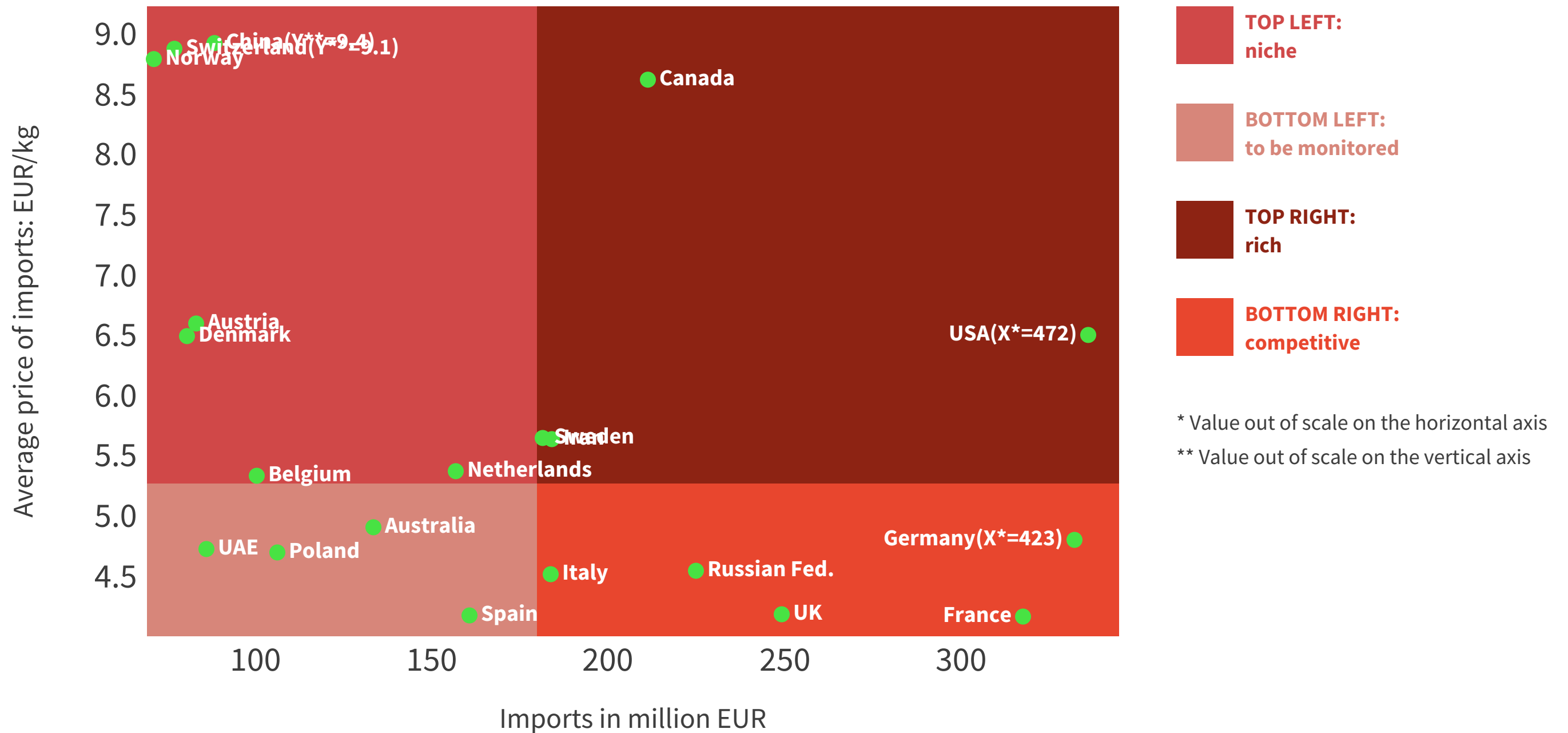
Source: www.exportplanning.com



Premium Price in Main Markets (2020)

Prices and Import Levels

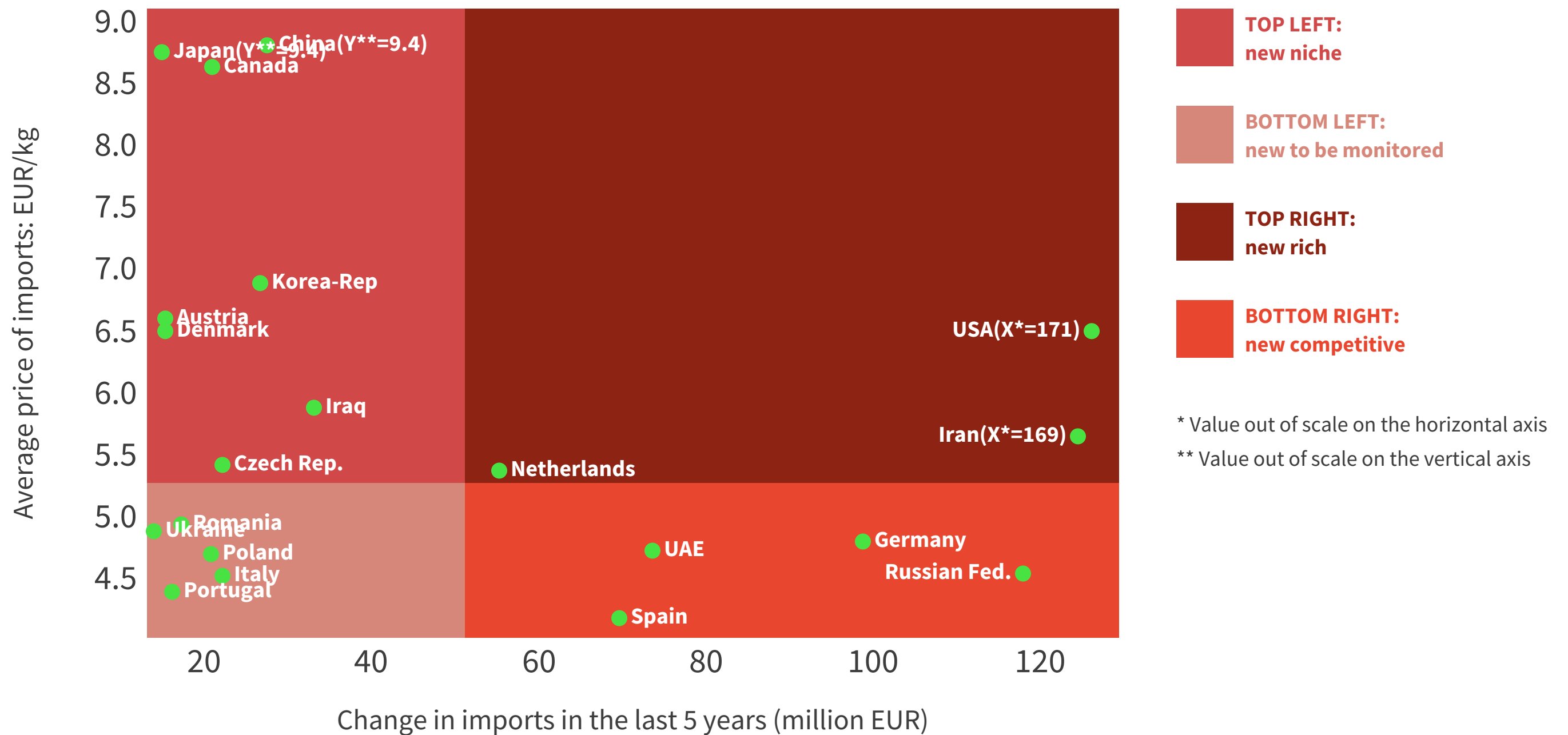
Source: www.exportplanning.com



Premium Price in most Dynamic Markets ('15-'20)

Prices and Change in Imports

Source: www.exportplanning.com



Competitive Strategies of Exporting Countries

The analysis of exporting countries is developed through the following steps:

Export Levels: Segmentation of competitors by export levels, highlighted with a geographic map and an analytical table

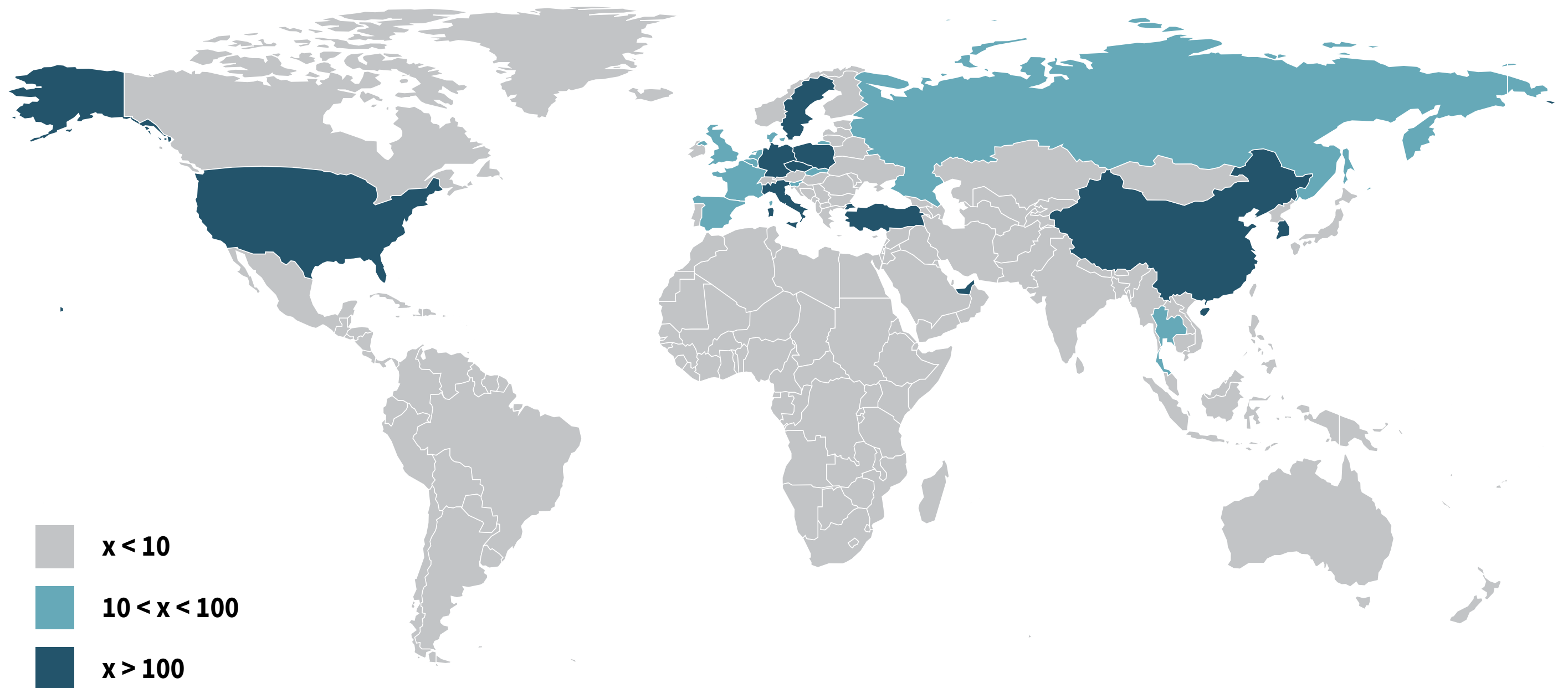
Competitor Clusters: Top world competitors are clustered by size and prices (first chart) or by growth and prices of their exports (second chart). This allows the identification of four possible competitors clusters:



Exports Levels

Exports Value (million euro, 2020)

Source: www.exportplanning.com



Major Exporting Countries

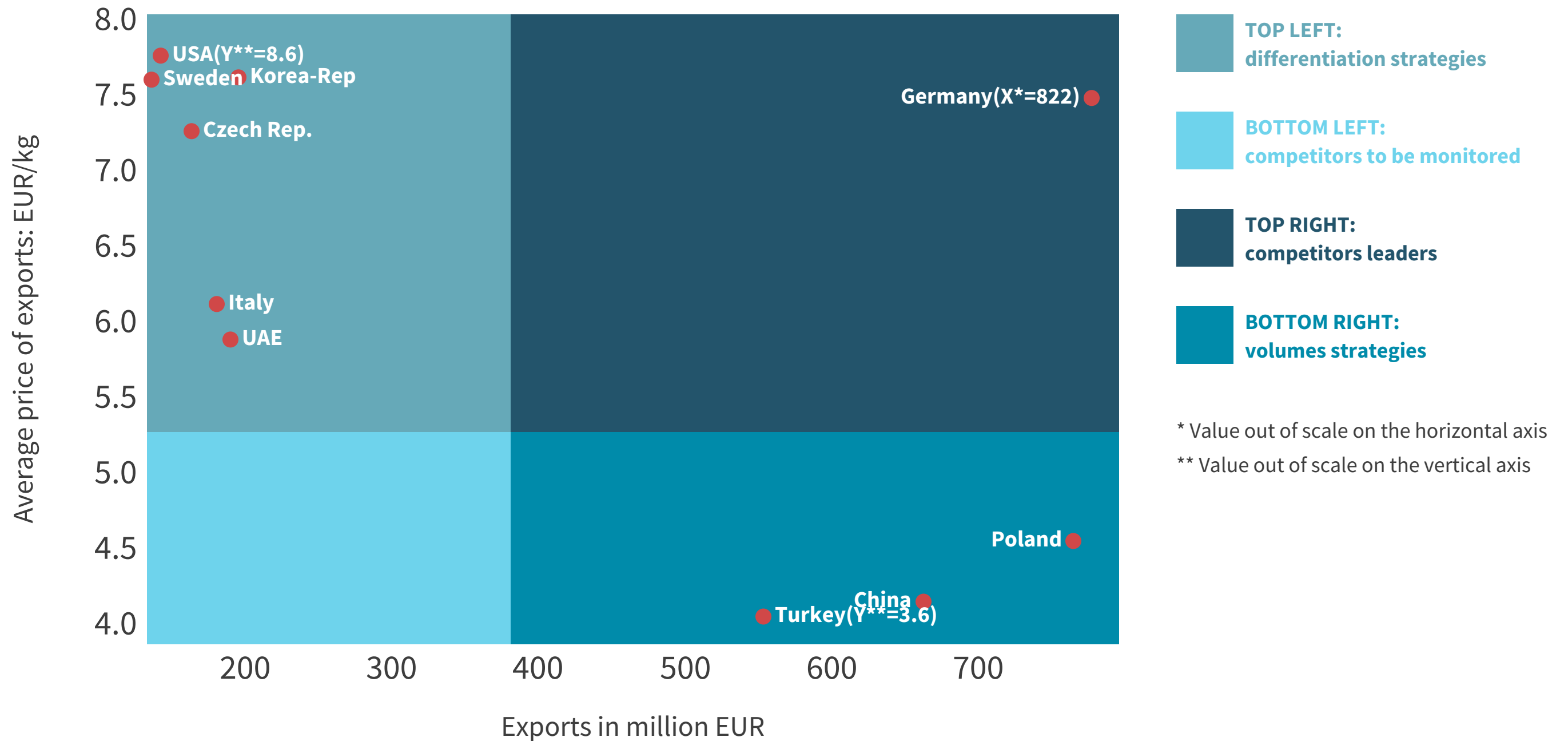
Exporting Country	2000		2008		2020		2024	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
Germany	770	46.7	797	31.0	822	19.2	837	15.1
Poland	1	0.1	263	10.2	765	17.8	890	16.1
China	3	0.2	226	8.8	663	15.5	789	14.2
Turkey	15	0.9	181	7.0	553	12.9	772	14.0
Korea-Rep	<1	<0.1	65	2.5	196	4.6	358	6.5
UAE	<1	<0.1	3	0.1	190	4.4	468	8.4
Italy	423	25.6	471	18.3	181	4.2	164	3.0
Czech Rep.	1	<0.1	36	1.4	164	3.8	234	4.2
USA	104	6.3	136	5.3	143	3.3	293	5.3
Sweden	74	4.5	99	3.9	136	3.2	162	2.9
Slovenia	<1	<0.1	18	0.7	81	1.9	129	2.3
Spain	73	4.4	79	3.1	69	1.6	65	1.2
Thailand	<1	<0.1	6	0.2	63	1.5	65	1.2
Netherlands	10	0.6	30	1.1	43	1.0	50	0.9
Belgium	3	0.2	12	0.5	34	0.8	36	0.6
Denmark	3	0.2	12	0.5	24	0.6	29	0.5
Russian Fed.	<1	<0.1	<1	<0.1	22	0.5	27	0.5
UK	14	0.9	13	0.5	15	0.4	16	0.3
Slovakia	<1	<0.1	3	0.1	13	0.3	15	0.3
France	48	2.9	23	0.9	12	0.3	13	0.2
ROW + SD*	50	.	110	.	131	.	166	.
Total	1 592	100.0	2 583	100.0	4 318	100.0	5 576	100.0

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

Competitive Position of Main Exporters (2020)

Prices and Export Levels

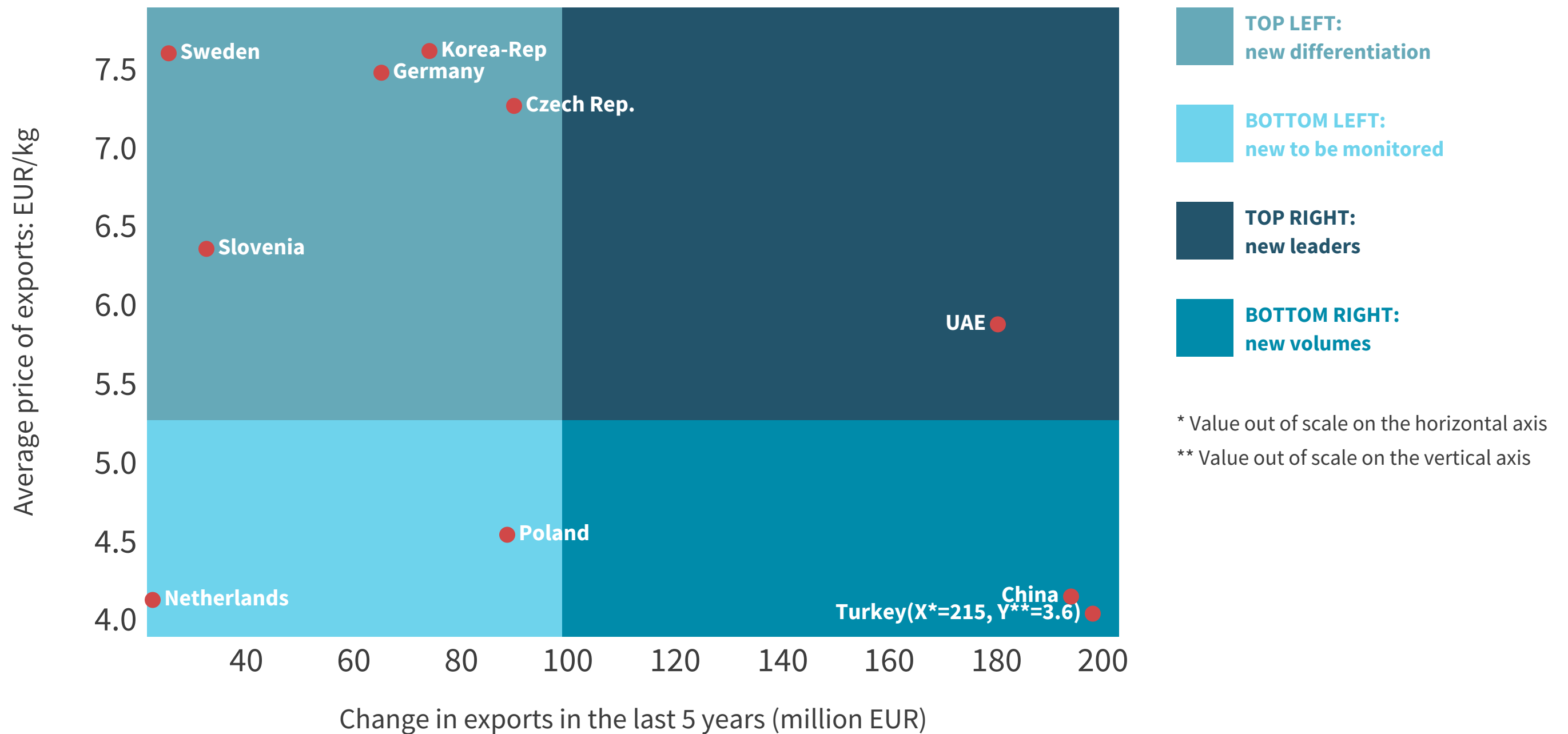
Source: www.exportplanning.com



Competitive Position of Most Dynamic Exporters ('15-'20)

Prices and Change in Exports

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 elements 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**](#).

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 basic unit of **Ulisse-Forecast Database** 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