

EXPORT PLANNING REPORT

Product

Product Code: HS842211

Dishwashing machines of the household type

Historical Trend and 2027 Scenario

July 2024

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...

HS842211: Dishwashing machines of the household type

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 (2023)**

5.2 billion EUR

5.6 billion USD

**Average prices of
international trade (2023)**

6.51 EUR/kg

7.04 USD/kg

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

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

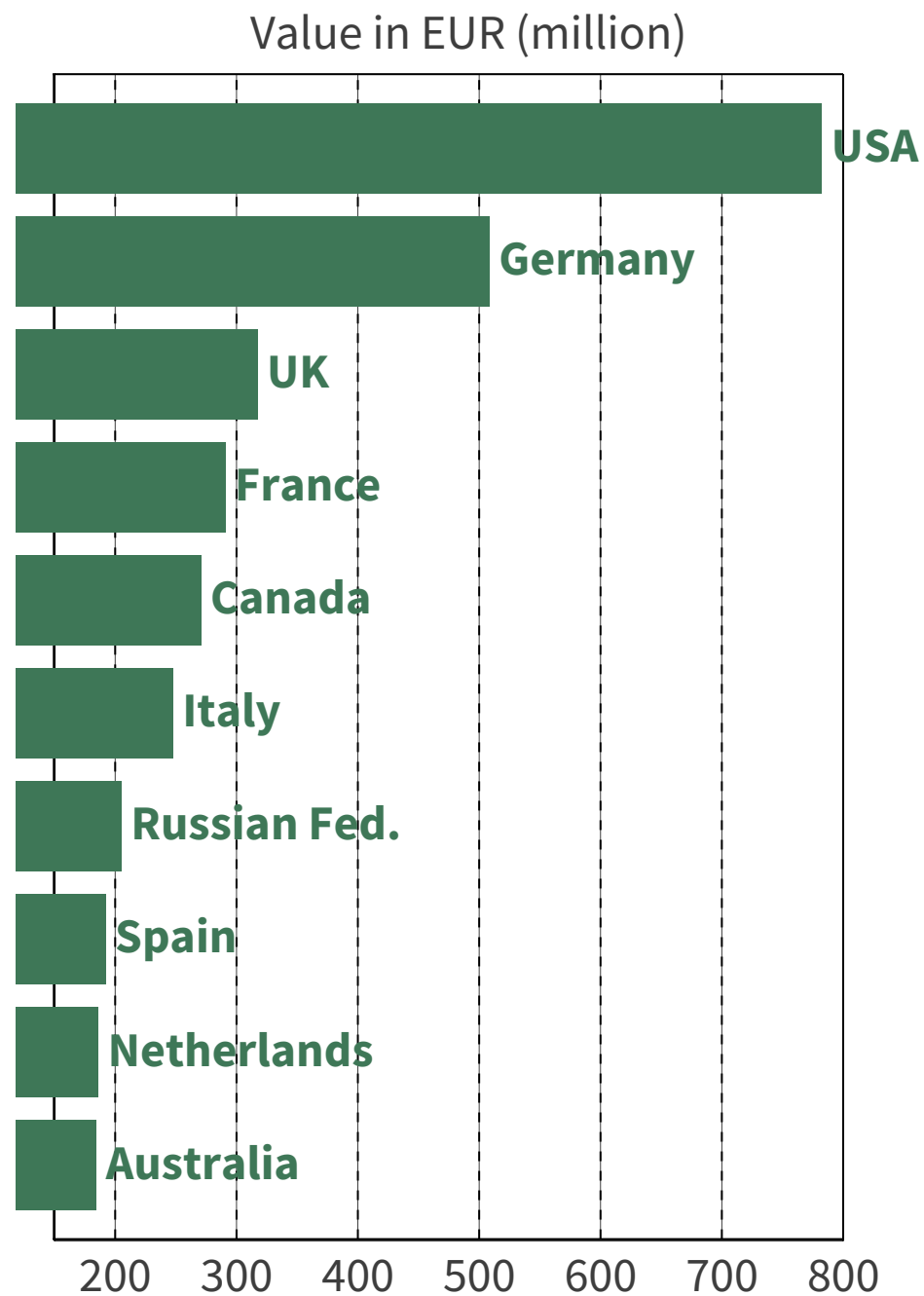
CAGR in 2009-2023: **+4.8%**

CAGR in 2024-2027: **+4.5%**

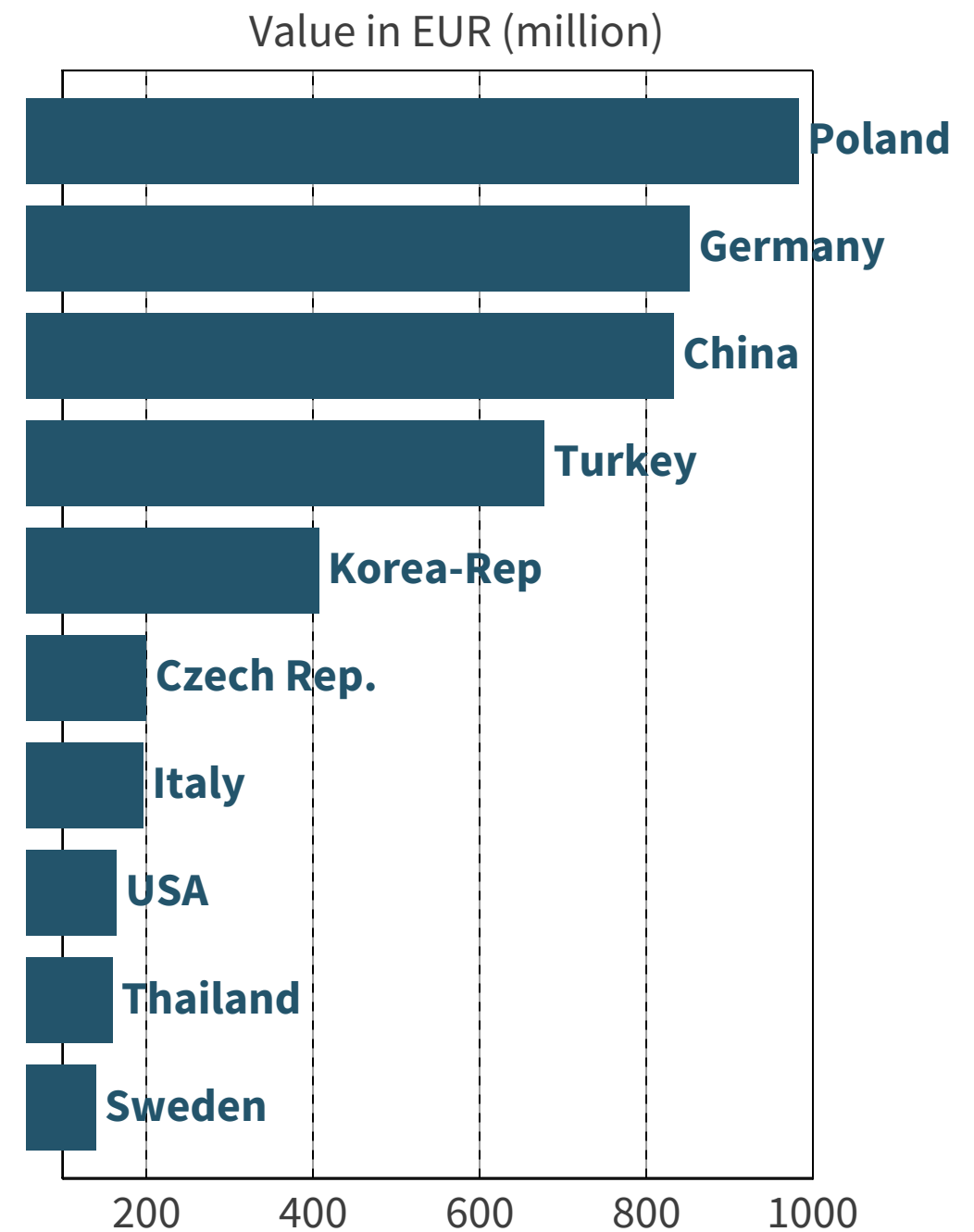


Major Importing and Exporting Countries (2023)

Major Importing Countries



Major Exporting Countries



Source: www.exportplanning.com



Bilateral Flows: euro (million), 2023

Importers	Exporters										Total
	Poland	Germany	China	Turkey	Korea-Rep	Czech Rep.	Italy	USA	Thailand	ROW + SD*	
USA	3.2	101.4	164.6	9.9	246.9	1.7	58.4	.	121.7	74.2	782
Germany	236.4	.	46.1	43.4	<0.1	139.6	12.9	<0.1	0.2	29.8	508
UK	135.2	38.6	28.3	70.0	1.1	9.5	3.0	<0.1	1.4	30.0	317
France	95.5	49.3	68.4	63.9	3.7	12.5	14.5	<0.1	0.1	-17.2	291
Canada	0.4	15.7	31.0	4.4	52.3	0.9	8.5	143.3	13.4	0.6	271
Italy	110.9	36.3	14.4	52.1	4.1	12.9	.	<0.1	0.4	16.4	248
Russian Fed.	2.2	0.2	136.3	22.2	0.1	.	1.4	.	.	42.6	205
Spain	51.4	19.9	22.8	73.2	6.2	6.2	3.1	<0.1	0.2	9.0	192
Netherlands	27.0	96.6	17.0	8.2	<0.1	0.2	11.3	<0.1	0.2	25.7	186
Australia	3.5	47.6	44.6	28.2	12.3	17.8	7.7	<0.1	14.8	8.0	184
Sweden	59.8	52.3	7.6	22.3	1.0	<0.1	13.8	<0.1	0.1	27.1	184
Belgium	6.2	42.8	3.7	15.3	.	<0.1	0.8	.	0.1	45.7	115
Iraq	0.4	0.5	8.9	21.5	4.0	.	0.2	<0.1	.	72.7	108
Poland	.	15.7	28.6	30.1	0.2	0.1	10.1	<0.1	0.4	15.5	101
Austria	2.3	69.7	1.0	4.6	.	11.6	0.3	.	.	-1.0	88
Switzerland	8.5	46.0	0.6	0.6	.	2.4	23.4	<0.1	<0.1	5.1	87
UAE	1.2	8.1	17.9	19.5	29.3	.	1.0	.	.	8.3	85
Denmark	9.2	16.3	1.0	6.0	.	.	2.3	<0.1	0.2	42.8	78
Norway	9.1	6.9	1.7	11.0	0.2	1.3	3.2	<0.1	0.1	34.8	68
Czech Rep.	15.9	18.4	7.1	8.5	.	.	2.6	<0.1	.	14.0	67
ROW + SD*	203.9	169.6	181.0	162.5	45.3	-17.1	17.5	20.4	5.8	253.9	1 043
Total	982.4	851.9	832.6	677.5	406.7	199.8	196.0	164.0	159.1	737.9	5 208

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** .

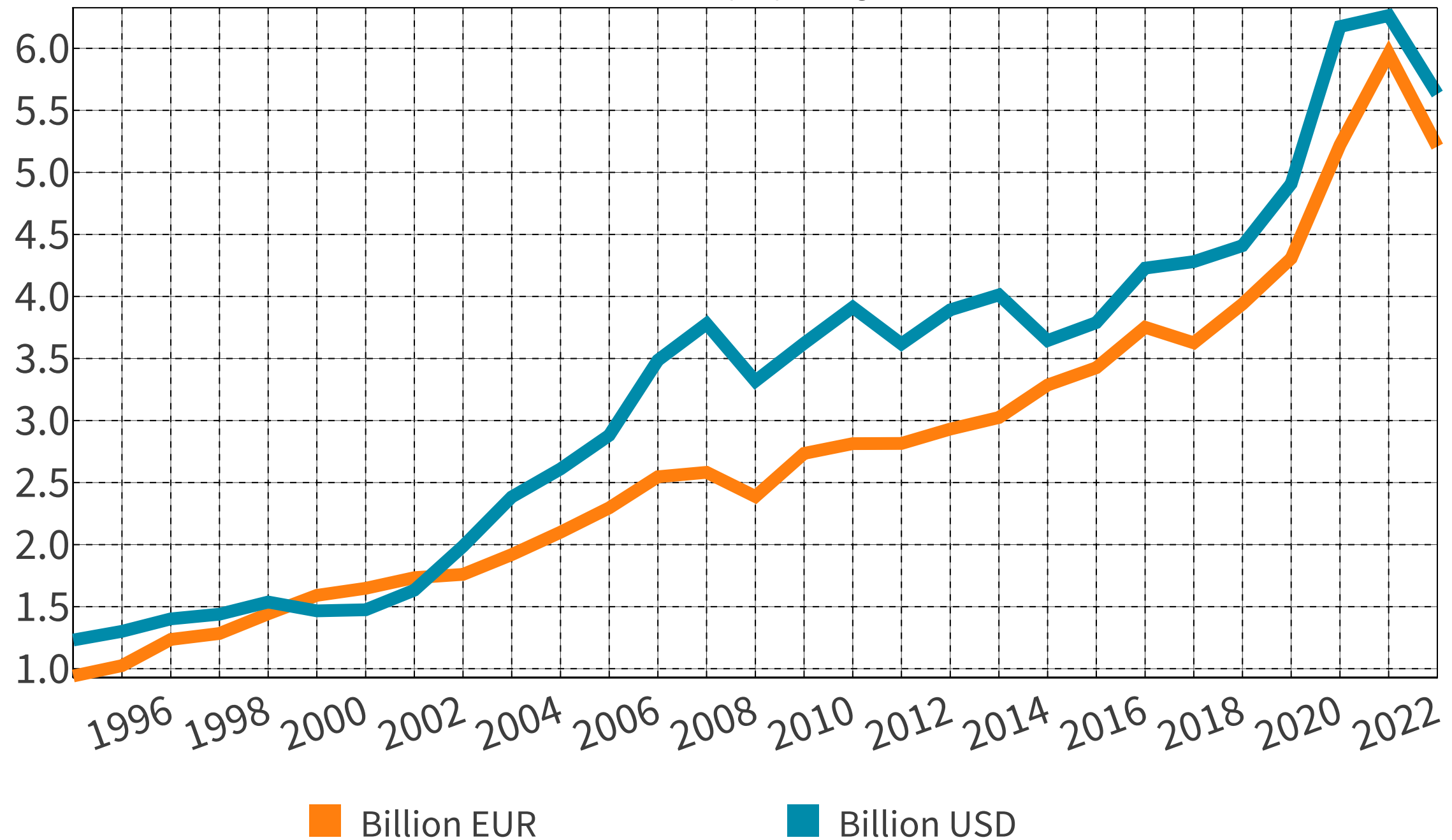
Analysis of Markets: Illustrated through 3 maps, in which countries are colored according to the intensity of each parameter, and an analytical table. The reader may view details, of:

- 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

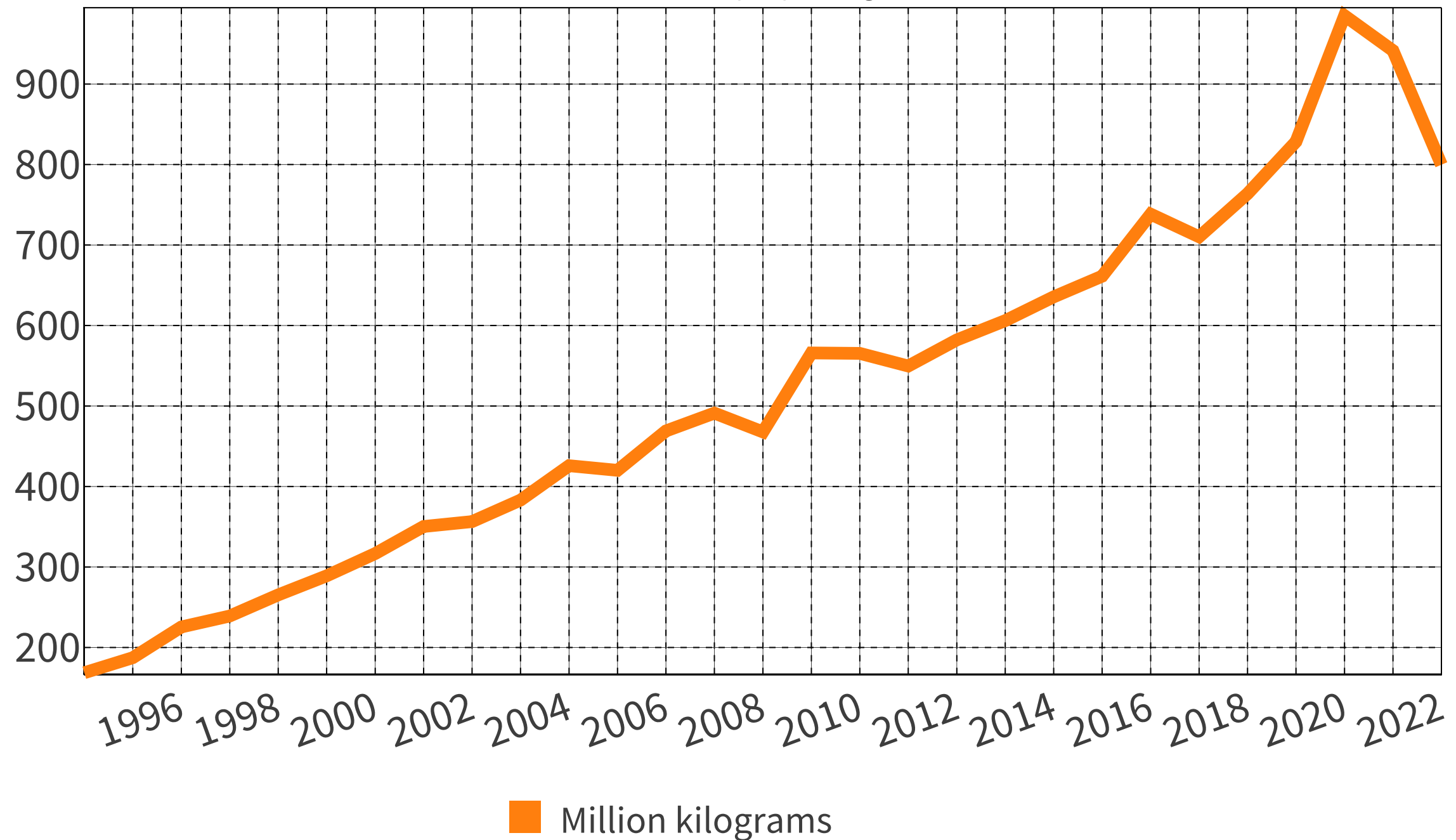
Source: www.exportplanning.com



Evolution of International Trade

International Trade Quantity

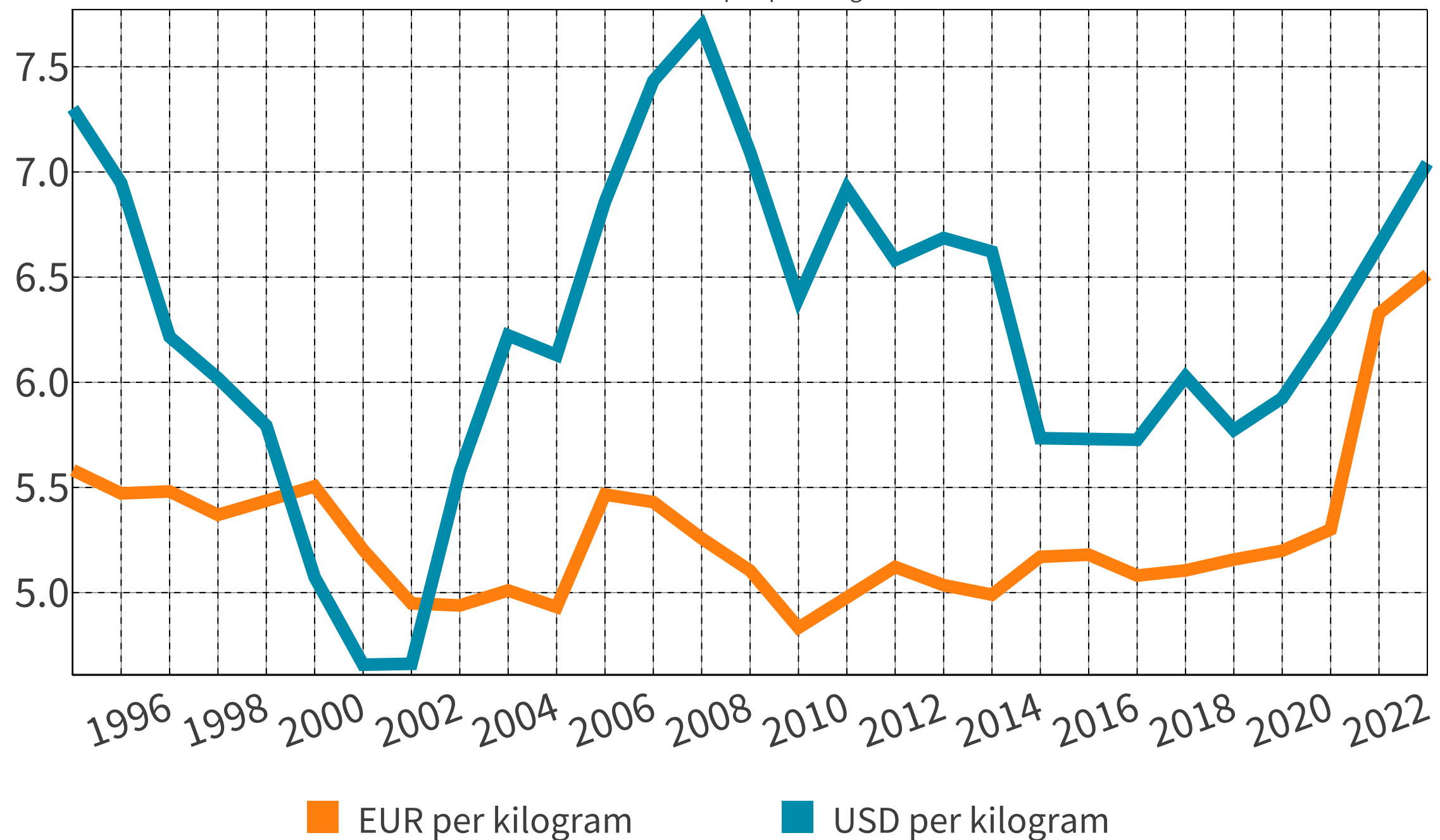
Source: www.exportplanning.com



Evolution of International Trade

Prices of International Trade Flows

Source: www.exportplanning.com



Evolution of International Trade: Values and Quantities

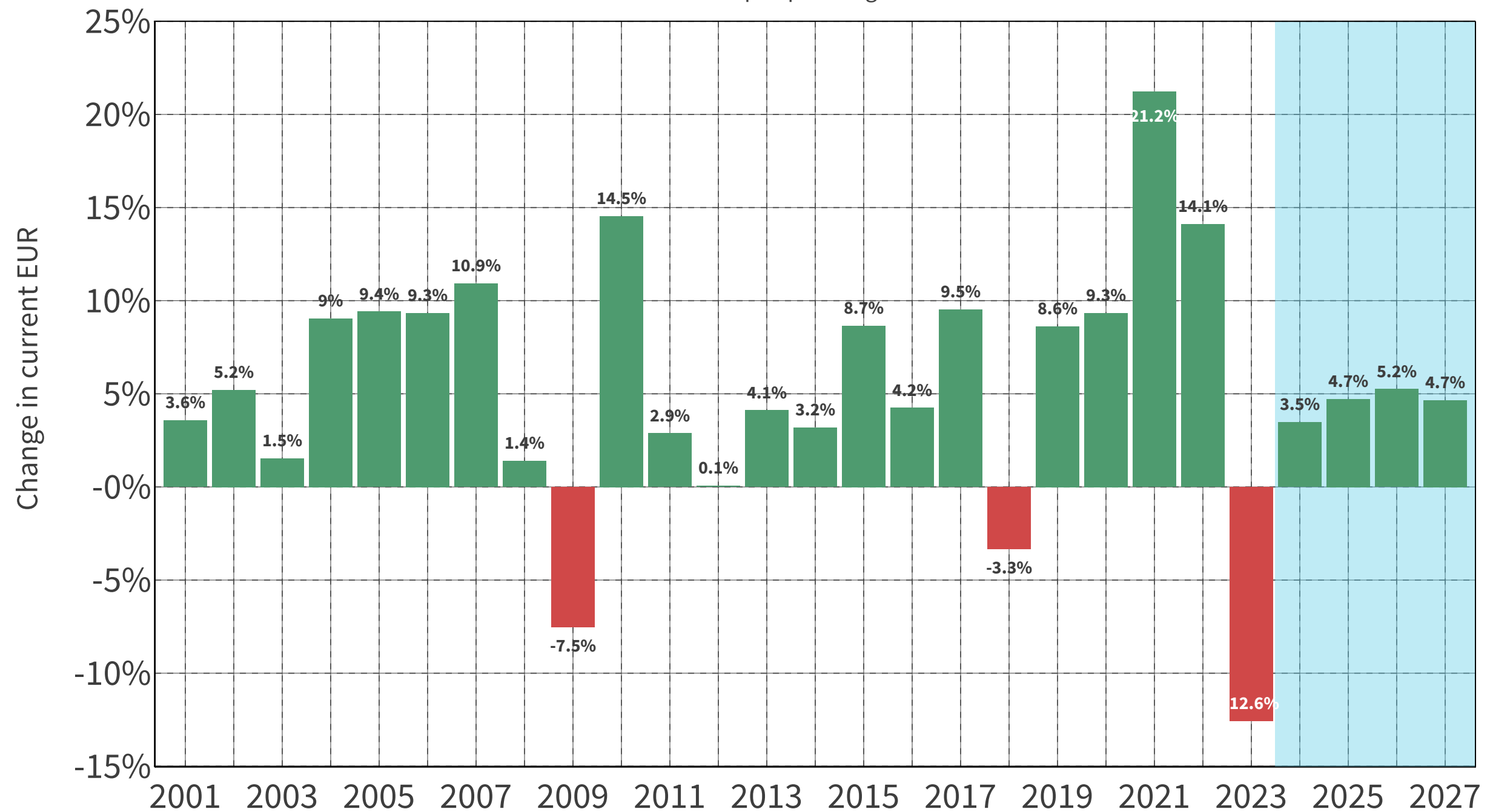
Year	Values		Quantities				Prices	
	Million EUR	% change	Million of kg	% change	Thousand of units	% change	EUR/kg	EUR/units
2005	2 100	9.4	425.8	11.2	9 917	10.4	4.93	211.8
2006	2 296	9.3	420.1	-1.4	10 476	5.6	5.47	219.2
2007	2 547	10.9	469.0	11.6	11 735	12.0	5.43	217.0
2008	2 583	1.4	491.2	4.7	12 007	2.3	5.26	215.1
2009	2 388	-7.5	467.8	-4.8	11 487	-4.3	5.10	207.9
2010	2 735	14.5	565.9	21.0	13 497	17.5	4.83	202.6
2011	2 814	2.9	565.4	-0.1	13 957	3.4	4.98	201.6
2012	2 816	0.1	549.7	-2.8	13 815	-1.0	5.12	203.8
2013	2 931	4.1	582.1	5.9	14 417	4.4	5.04	203.3
2014	3 024	3.2	606.1	4.1	15 210	5.5	4.99	198.8
2015	3 286	8.7	635.6	4.9	15 847	4.2	5.17	207.4
2016	3 426	4.2	661.3	4.0	16 686	5.3	5.18	205.3
2017	3 752	9.5	738.4	11.7	18 408	10.3	5.08	203.8
2018	3 626	-3.3	710.3	-3.8	17 981	-2.3	5.11	201.7
2019	3 939	8.6	763.8	7.5	19 032	5.8	5.16	207.0
2020	4 307	9.3	828.4	8.5	20 723	8.9	5.20	207.8
2021	5 221	21.2	985.0	18.9	24 628	18.8	5.30	212.0
2022	5 957	14.1	941.6	-4.4	23 568	-4.3	6.33	252.8
2023	5 208	-12.6	799.8	-15.1	20 098	-14.7	6.51	259.1

Source: www.exportplanning.com

Evolution of International Trade

Forecast of International trade

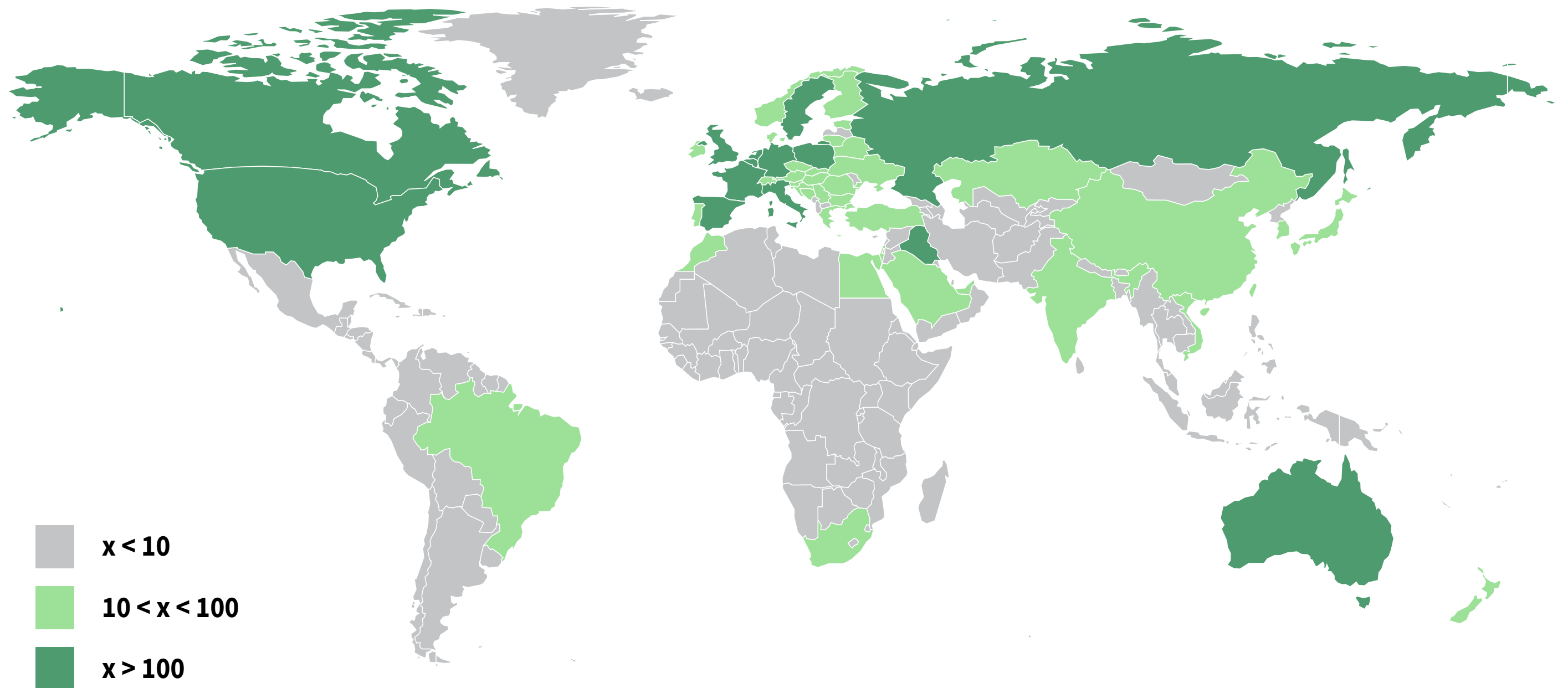
Source: www.exportplanning.com



Analysis of Markets

Imports Value (million euro, 2023)

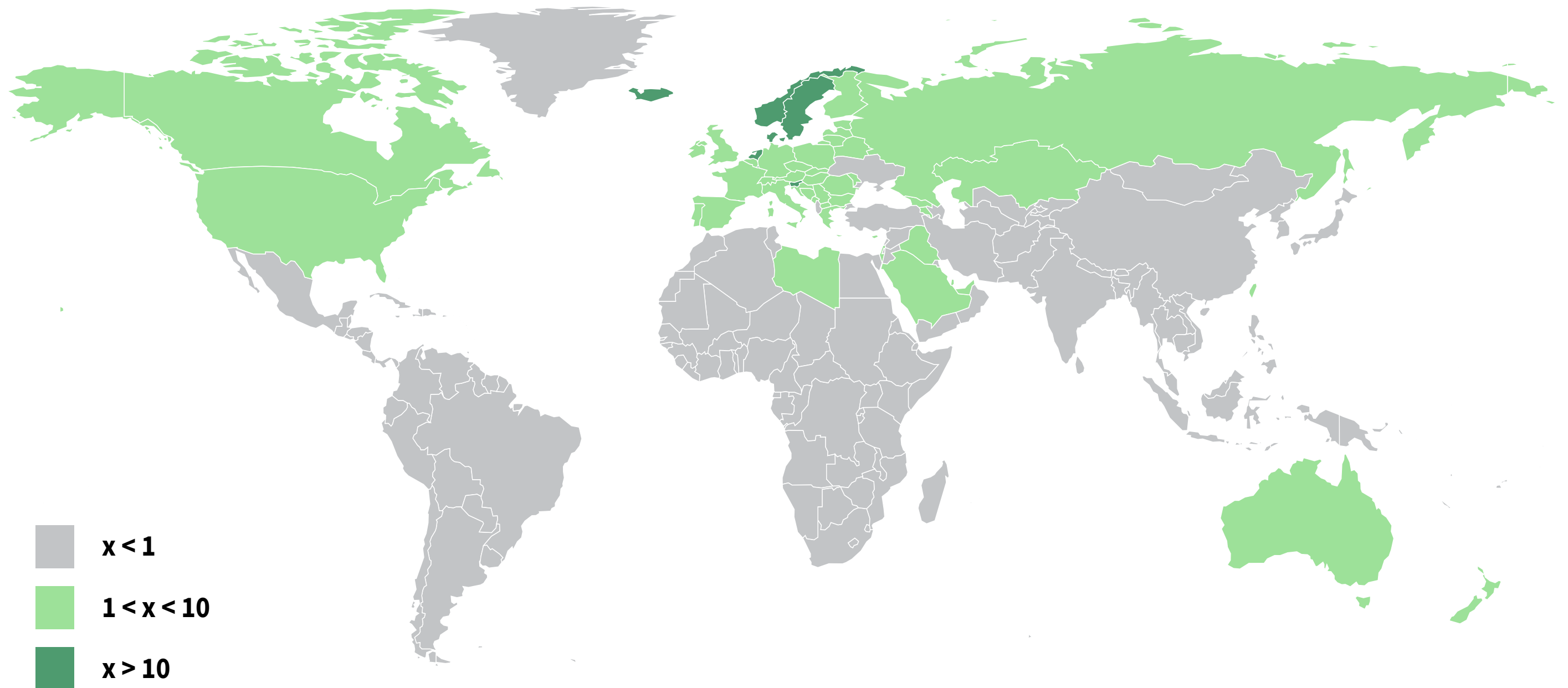
Source: www.exportplanning.com



Analysis of Markets

Imports per-capita (euro, 2023)

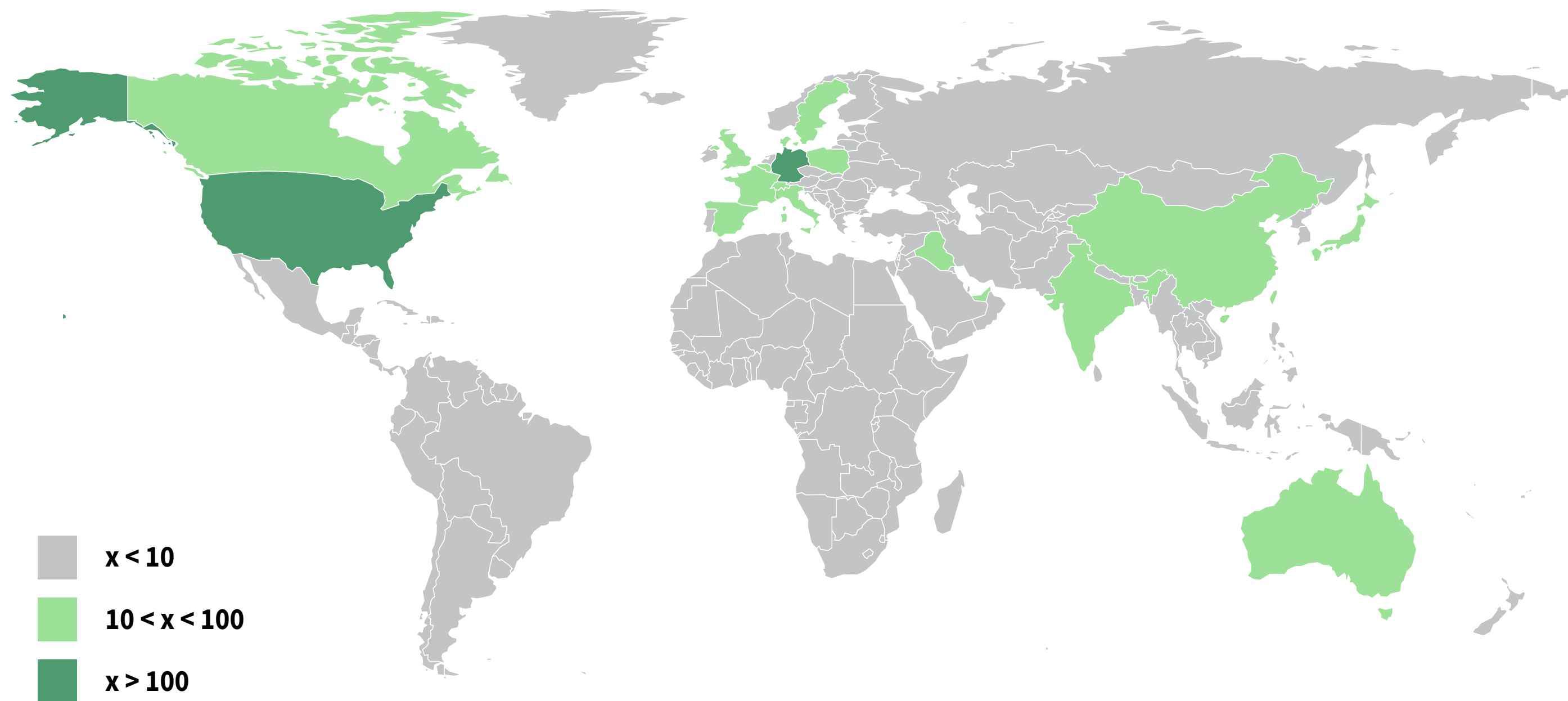
Source: www.exportplanning.com



Analysis of Markets

Imports Change in Value 2024-2027 (million euro)

Source: www.exportplanning.com



Major Importing Countries

Importing Country	2000		2008		2023		2027	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
USA	78	5.0	112	4.2	782	14.8	1 015	16.1
Germany	115	7.3	257	9.7	508	9.6	636	10.1
UK	197	12.5	202	7.6	317	6.0	365	5.8
France	205	12.9	298	11.3	291	5.5	313	5.0
Canada	104	6.6	151	5.7	271	5.1	322	5.1
Italy	48	3.1	127	4.8	248	4.7	309	4.9
Russian Fed.	3	0.2	81	3.1	205	3.9	194	3.1
Spain	77	4.9	121	4.6	192	3.6	220	3.5
Netherlands	118	7.5	124	4.7	186	3.5	195	3.1
Australia	55	3.5	112	4.2	184	3.5	205	3.3
Sweden	64	4.0	127	4.8	184	3.5	225	3.6
Belgium	46	2.9	73	2.7	115	2.2	131	2.1
Iraq	<1	<0.1	2	0.1	108	2.1	165	2.6
Poland	24	1.5	65	2.4	101	1.9	120	1.9
Austria	40	2.5	54	2.1	88	1.7	98	1.6
Switzerland	30	1.9	57	2.2	87	1.6	103	1.6
UAE	2	0.1	9	0.3	85	1.6	112	1.8
Denmark	32	2.1	62	2.4	78	1.5	89	1.4
Norway	35	2.2	53	2.0	68	1.3	78	1.2
Czech Rep.	20	1.3	39	1.5	67	1.3	71	1.1
ROW + SD*	298	.	458	.	1 043	.	1 247	.
Total	1 591	100.0	2 583	100.0	5 208	100.0	6 216	100.0

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

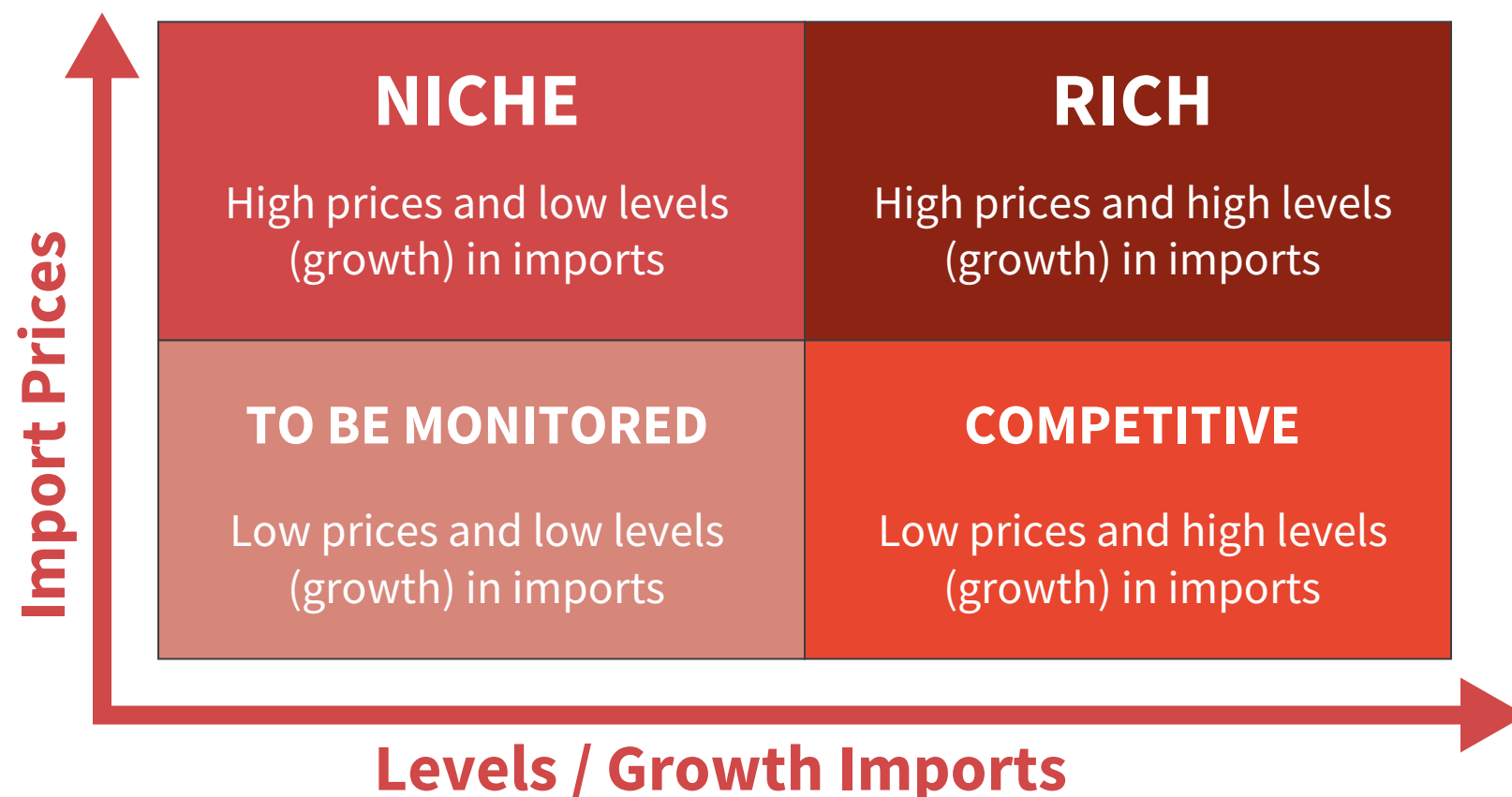


Premium Prices paid for High Quality products

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

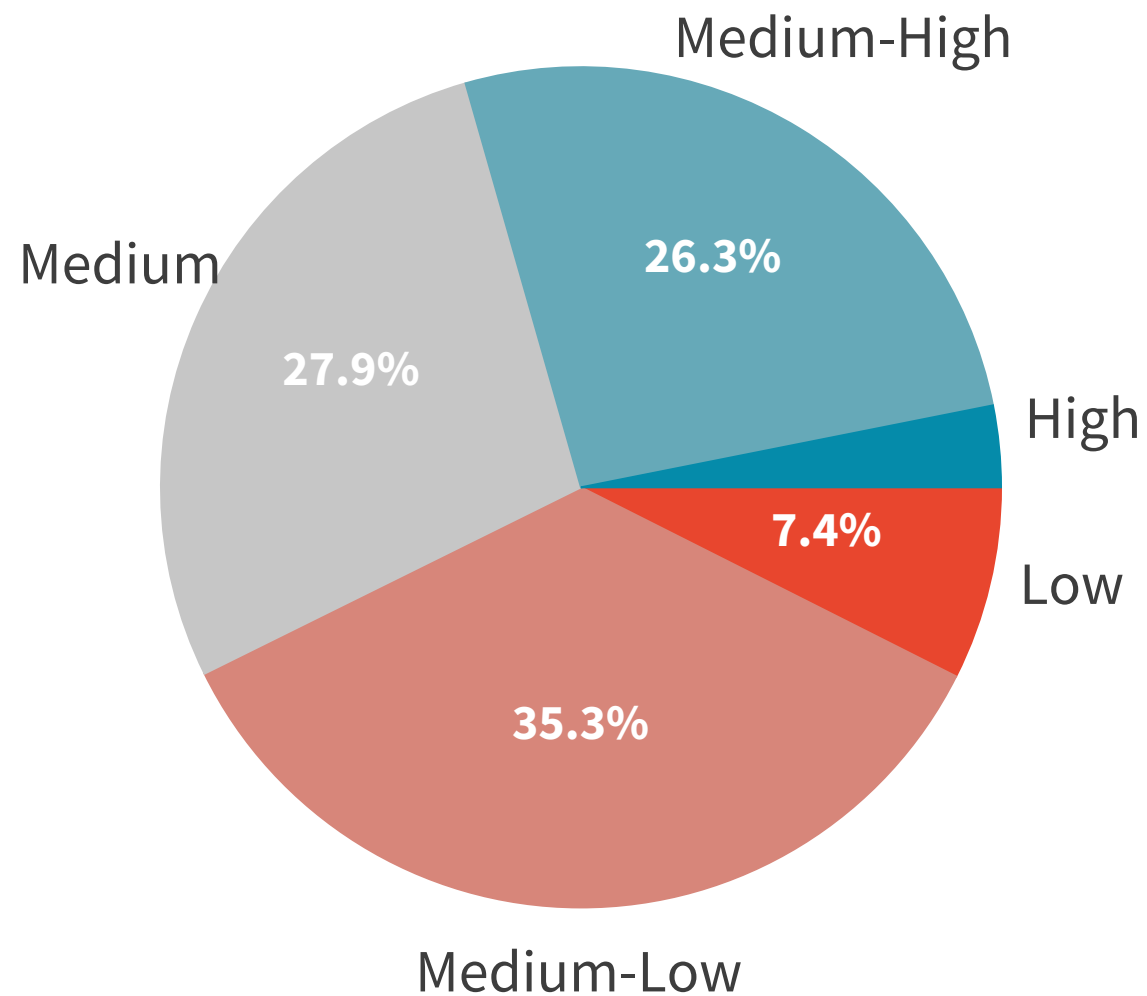
Price Ranges: 2023 trade flows are divided by price ranges, highlighting their relative importance. The comparison with the same distribution for 2013 suggest possible changes in the quality pattern of international trade

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:

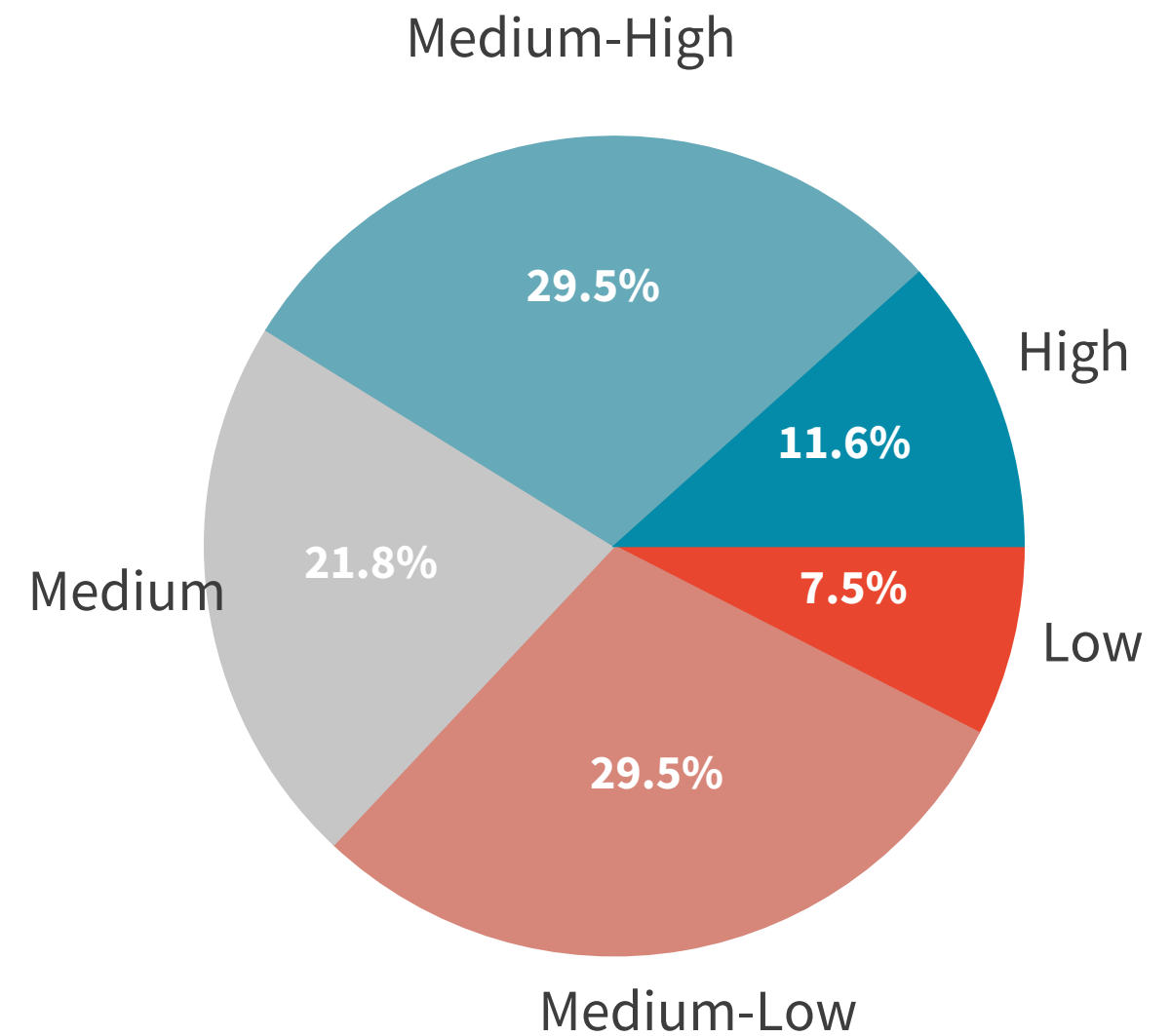


Distribution of International Trade by Price Range

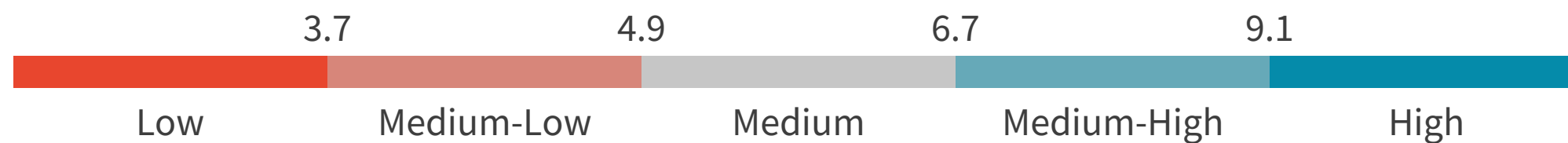
Year 2013



Year 2023



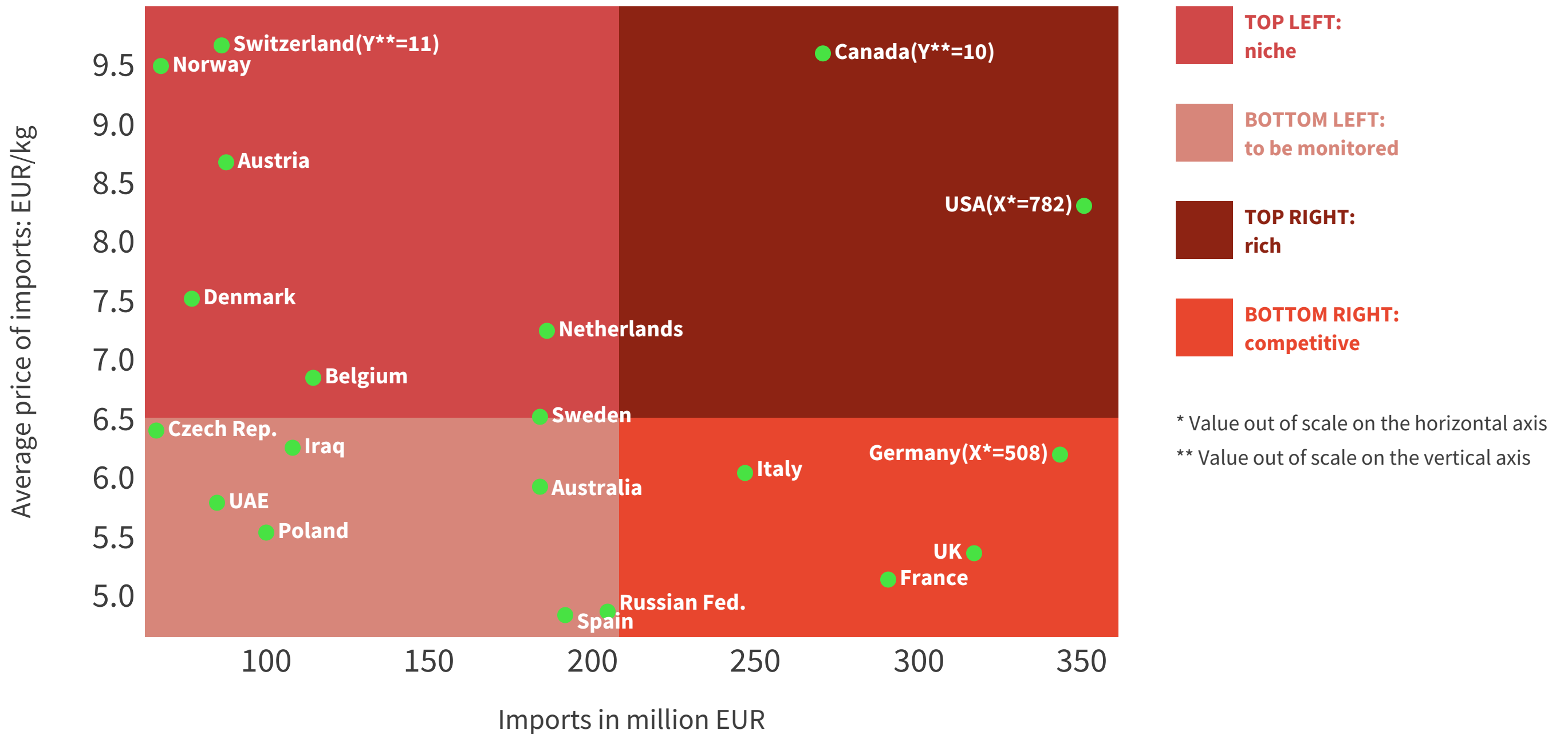
Price thresholds in 2023, Euro/KG



Premium Price in Main Markets (2023)

Prices and Import Levels

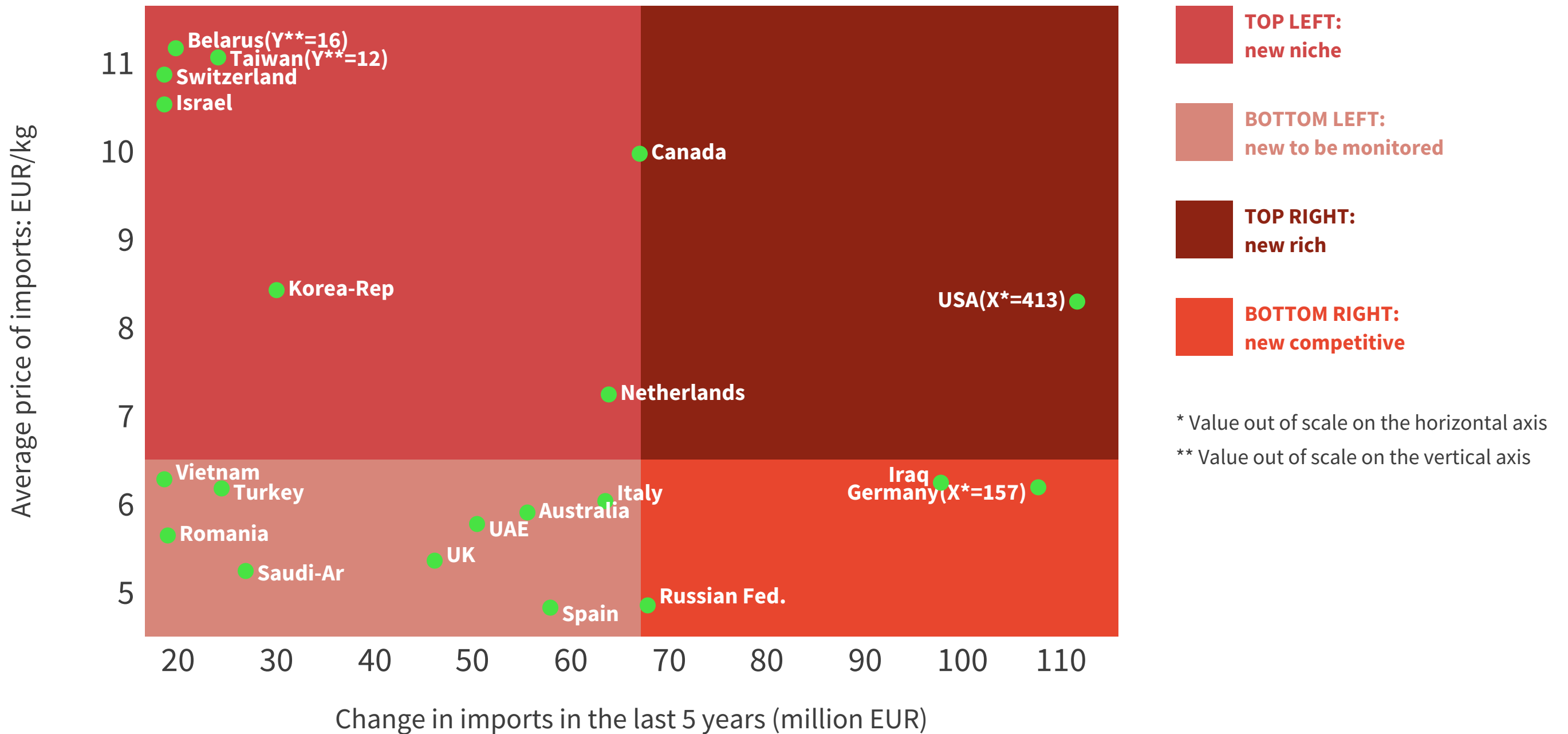
Source: www.exportplanning.com



Premium Price in most Dynamic Markets ('18-'23)

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

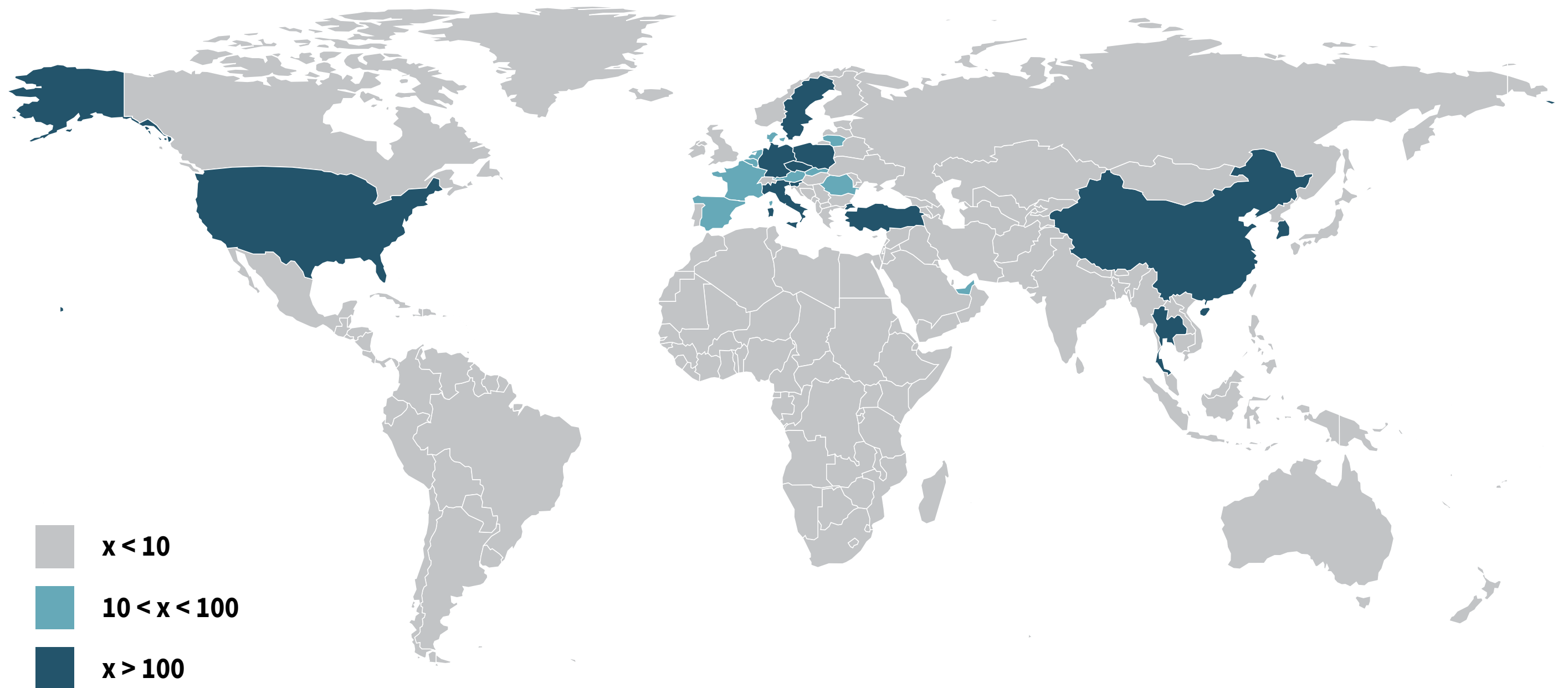
Competitor Clusters: Top world competitors are clustered by size and prices (first chart) or by growth and prices of their exports (second chart). This allows the identification of four possible competitors clusters:



Exports Levels

Exports Value (million euro, 2023)

Source: www.exportplanning.com



Major Exporting Countries

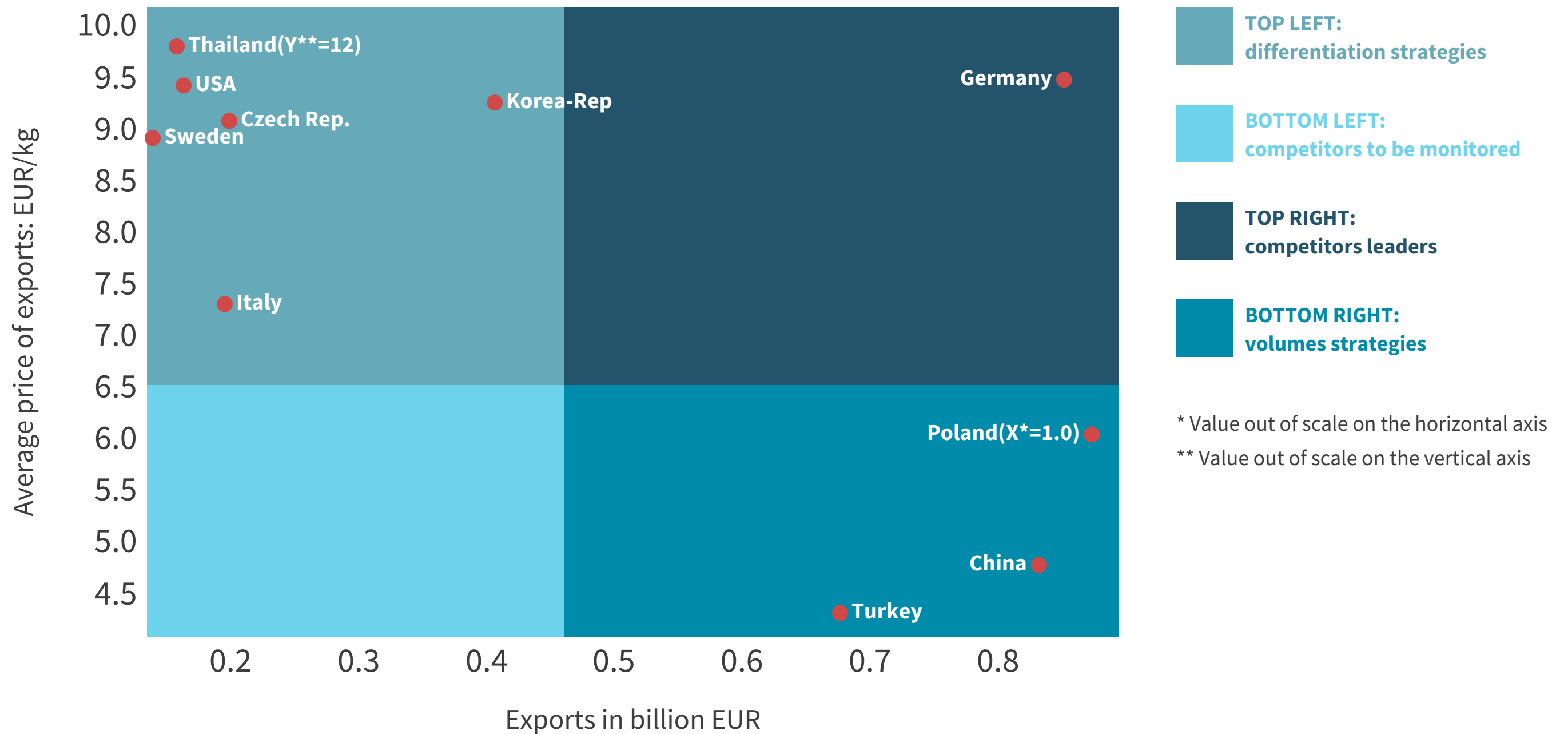
Exporting Country	2000		2008		2023		2027	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
Poland	1	0.1	263	10.2	982	18.9	1 275	20.6
Germany	770	46.7	797	31.0	852	16.4	775	12.5
China	3	0.2	226	8.8	833	16.0	908	14.7
Turkey	15	0.9	181	7.0	677	13.1	812	13.1
Korea-Rep	<1	<0.1	65	2.5	407	7.8	655	10.6
Czech Rep.	1	<0.1	36	1.4	200	3.8	268	4.3
Italy	423	25.6	471	18.3	196	3.8	180	2.9
USA	104	6.3	136	5.3	164	3.2	154	2.5
Thailand	<1	<0.1	6	0.2	159	3.1	256	4.1
Sweden	74	4.5	99	3.9	139	2.7	183	3.0
Slovenia	<1	<0.1	18	0.7	119	2.3	126	2.0
UAE	<1	<0.1	3	0.1	91	1.7	216	3.5
Netherlands	10	0.6	30	1.1	48	0.9	50	0.8
Spain	73	4.4	79	3.1	46	0.9	46	0.7
Belgium	3	0.2	12	0.5	31	0.6	31	0.5
Denmark	3	0.2	12	0.5	22	0.4	23	0.4
Slovakia	<1	<0.1	3	0.1	16	0.3	17	0.3
France	48	2.9	23	0.9	15	0.3	15	0.2
Romania	<1	<0.1	<1	<0.1	14	0.3	16	0.3
Austria	4	0.2	3	0.1	14	0.3	15	0.2
ROW + SD*	60	.	120	.	183	.	195	.
Total	1 591	100.0	2 583	100.0	5 208	100.0	6 216	100.0

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

Competitive Position of Main Exporters (2023)

Prices and Export Levels

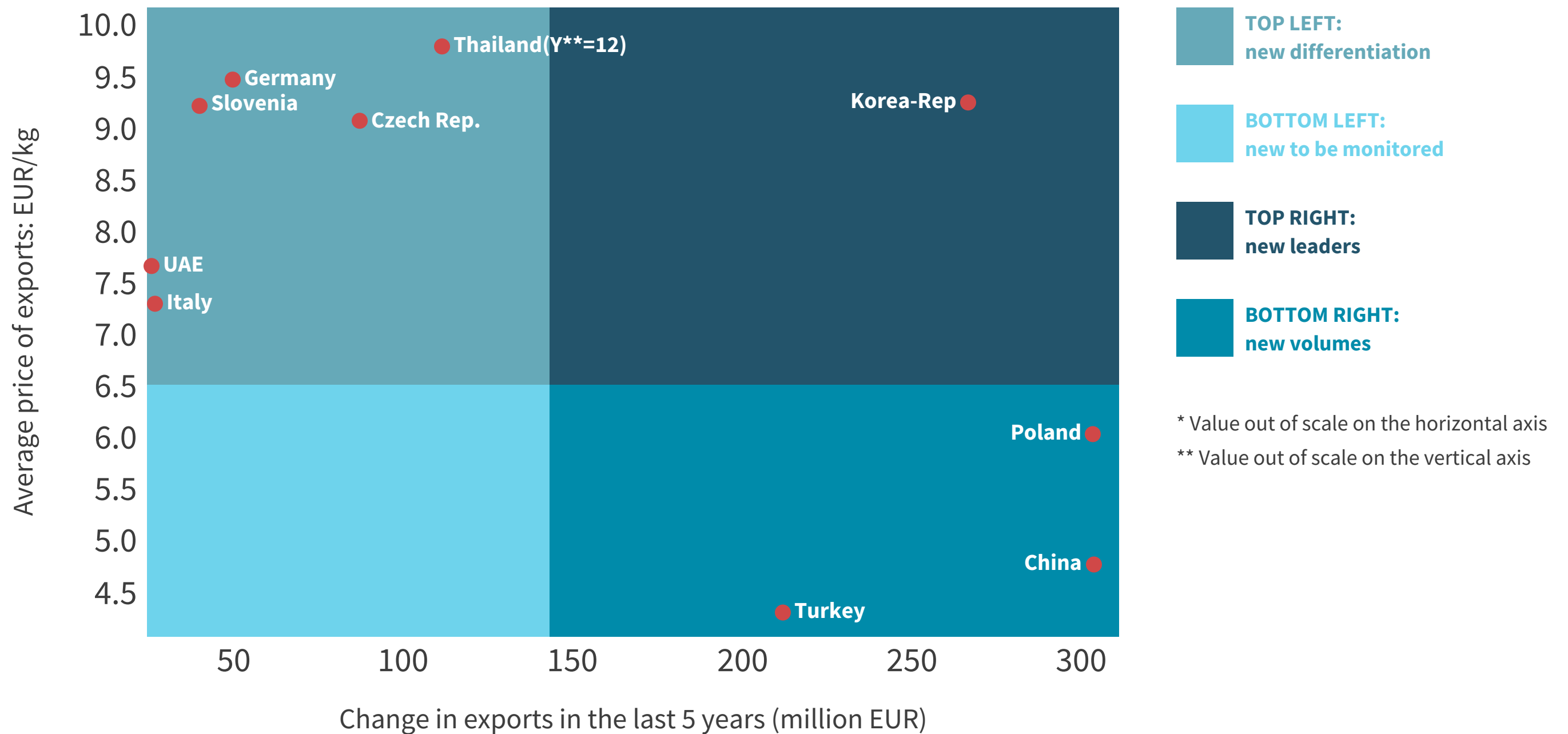
Source: www.exportplanning.com



Competitive Position of Most Dynamic Exporters ('18-'23)

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 2023 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 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

Statistical Appendix

Statistical Appendix

The data reported in this Statistical Appendix represent the database on which the ExportPlanning information system was developed.

As known, each customs flow between two countries is declared twice:

- for import, from the country where the goods arrive;
- for export, from the country from which the goods depart.

Generally speaking, these two data should coincide: the exports of a given good that Italy claims to have exported to the United States should be equal to the imports that the United States claims to have imported in that month.

In practice, these two figures always have discrepancies, almost always very small, in some cases more significant.

Possible sources of the discrepancies are as follows:

1. FOB and CIF declarations: exports are declared gross of transport and insurance costs up to the border of the exporting country; imports also include transport and insurance costs from the carrier's border to the importer's border;
2. different months of departure and arrival. It is quite normal for goods transported by sea to leave in one month and arrive in the following month;
3. errors due to the limitations of the customs administrative structure of different countries. Not all countries have a customs structure capable of accurately detecting the flows of incoming and outgoing goods;
4. statistical disclosure. If the number of reporting companies in a given month is less than 3, the data is generally secret, i.e. attributed to a higher customs code. Almost always the secretion occurs only on one side;
5. difference between country of departure and country of origin. In import declarations, the partner country declared is the country of origin, which may not be the country from which the goods arrived.

HS842211: Dishwashing machines of the household type

To limit the distorting effects that may arise from these discrepancies, ExportPlanning considers the weighted average of the two declarations. The weight is given by the greater or lesser reliability of the country in terms of customs administration.

For the sake of completeness, this Appendix shows the data in value declared on importation from the main markets destination of the product and the value data declared by the main exporting countries.

Tab. 1 - Import declarations

Importing Country	2020		2021		2022		2023 (estimate)	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
USA	494	+17.7	649	+31.3	882	+36.0	782	-11.4
Germany	438	+11.0	503	+15.0	631	+25.3	508	-19.4
UK	261	-1.4	334	+28.1	303	-9.3	317	+4.7
France	325	-4.0	405	+24.6	388	-4.3	291	-25.0
Canada	218	+3.5	234	+7.4	287	+22.9	271	-5.8
Italy	195	+3.7	247	+26.7	252	+2.0	248	-1.7
Russian Fed.	191	+1.7	237	+24.2	.	.	.	.
Spain	168	+8.6	205	+22.1	235	+14.2	192	-18.2
Netherlands	159	+12.3	160	+0.6	194	+21.6	186	-4.2
Australia	135	+4.9	195	+44.7	237	+21.7	184	-22.3
Sweden	190	+14.2	205	+7.8	222	+8.6	184	-17.2
Belgium	108	+7.1	130	+20.7	135	+3.3	115	-14.9
Iraq	.	.	.	.	.	.	.	.
Poland	107	-1.0	134	+25.4	136	+1.9	101	-26.1
Austria	88	+13.5	96	+9.7	114	+18.4	88	-22.2
Switzerland	78	+7.5	81	+5.1	88	+7.4	87	-0.9
UAE	57	-29.9	89	+57.1	119	+33.6	.	.
Denmark	85	+18.7	91	+7.0	87	-5.0	78	-10.0
Norway	72	+4.7	78	+8.2	77	-1.0	68	-11.4
Czech Rep.	63	+11.3	79	+25.5	81	+2.6	67	-17.8
Rest of the world	876	+15.8	1 134	+29.5	1 250	+10.3	836	-33.1
Total	4 305	+8.0	5 286	+22.8	5 717	+8.2	4 602	-19.5
Total of 2023 sample	3 892	+8.5	4 691	+20.5	5 363	+14.3	4 602	-14.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Export declarations

Exporting Country	2020		2021		2022		2023 (estimate)	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
Poland	806	+3.6	967	+20.0	1 021	+5.5	982	-3.8
Germany	851	+0.5	791	-7.0	1 040	+31.5	852	-18.1
China	692	+22.9	900	+30.1	950	+5.5	827	-12.9
Turkey	574	+4.7	735	+28.0	850	+15.8	665	-21.8
Korea-Rep	216	+38.5	345	+60.1	427	+23.5	401	-6.0
Czech Rep.	170	+8.5	187	+10.4	227	+21.2	200	-12.1
Italy	182	-0.5	237	+30.2	243	+2.2	196	-19.3
USA	148	+6.0	139	-6.0	167	+20.2	164	-1.8
Thailand	76	+50.9	88	+16.1	120	+36.4	138	+14.9
Sweden	140	+11.2	152	+8.2	159	+5.2	139	-12.8
Slovenia	84	+16.2	115	+36.7	126	+10.3	119	-6.1
UAE	77	-31.9	77	+0.2	94	+21.3	.	.
Netherlands	43	+2.3	45	+4.7	48	+7.1	48	-0.4
Spain	69	+20.2	48	-29.7	73	+51.2	46	-37.4
Belgium	33	+7.6	39	+17.7	33	-14.9	31	-5.9
Denmark	25	+5.6	24	-2.7	20	-18.9	22	+12.5
Slovakia	13	+6.7	13	+0.2	20	+46.8	16	-17.0
France	12	+14.5	16	+31.8	22	+38.6	15	-34.5
Romania	6	+36.5	9	+47.6	14	+55.3	14	+1.9
Austria	9	+14.1	11	+23.4	15	+41.7	14	-7.6
Rest of the world	84	+9.8	97	+15.2	88	-8.4	78	-11.3
Total	4 309	+7.8	5 036	+16.9	5 759	+14.3	4 967	-13.7
Total of 2023 sample	4 208	+8.9	4 924	+17.0	5 656	+14.9	4 967	-12.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.