

Why DENMARK Matters for Fastener Suppliers?

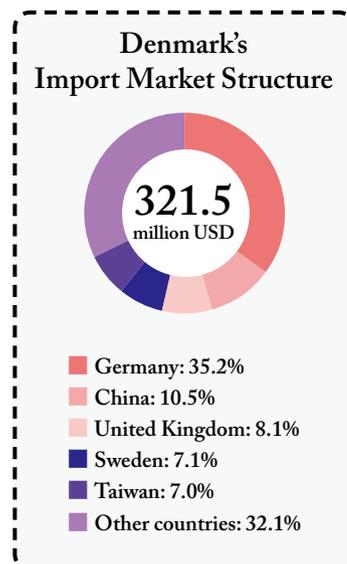
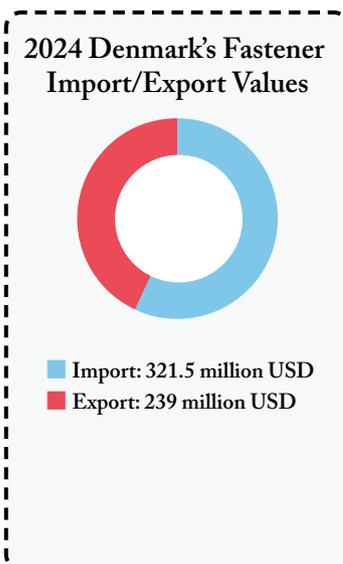
不容忽視的緊固件市場 - 丹麥

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Denmark is often underestimated when you look only at its population (≈5.9 million) and think “small market.” That’s the wrong lens for fasteners. The right lens is: what industries in Denmark consume high-spec fasteners? The country hosts leading offshore wind developers and turbine OEMs (Vestas, Ørsted as project developers and integrators), a strong maritime and ship-repair cluster, advanced food and pharmaceutical equipment manufacturing, and a sophisticated construction sector focused on durable, sustainable solutions. **These sectors need premium fasteners — stainless, duplex/super-duplex, high-strength bolts, and coated corrosion-resistant solutions** — often in traceable, certified formats (EN/ISO standards, material certificates, and batch traces). The offshore wind pipeline — new tenders and maintenance for existing farms — alone creates long-term predictable demand for millions of specialized fasteners and structural bolting systems.¹

Denmark’s imports of bolts and screws are substantial. **In 2024, the country imported USD 321.5 million worth of fasteners, totalling 64.5 thousand tons. In the same year, Denmark exported more than 33 thousand tons of fasteners, valued at USD 239 million.** That reflects a steady reliance on foreign suppliers for many fastener types. Denmark is not a low-margin bulk screws market. Success hinges on technical differentiation, certification, and supply reliability.

Industry analysts project a steady growth path for Denmark’s industrial fasteners market (cited forecasts show **CAGR estimates in the 4–6% range until 2030 driven largely by renewables, construction refurbishment, and manufacturing upgrades**). These forecasts reflect higher-end fastener demand (special alloys, coated products) rather than commodity low-cost screws alone.



Market Concentration- Denmark's Import Market Structure

Denmark imported USD 321.5 million worth of fasteners in 2024.

Now look at the distribution:

- ◆ **Germany:** 113,115 thousand USD → 35.2% of Denmark’s total imports.
- ◆ **China:** 33,617 thousand USD → 10.5% of Denmark’s total imports.
- ◆ **United Kingdom:** 25,972 thousand USD → 8.1% of Denmark’s total imports.
- ◆ **Sweden:** 22,697 thousand USD → 7.1% of Denmark’s total imports.
- ◆ **Taiwan:** 22,560 thousand USD → 7.0% of Denmark’s total imports.

These five suppliers alone accounted for 68% of Denmark’s fastener imports.

★ Germany's Dominance Is Not an Accident

Germany supplied over one-third of Denmark's total fastener imports. That only happened when:

- ◆ Proximity and delivery time mattered more than price.
- ◆ Industrial customers required strict certification.
- ◆ Supply chain reliability was critical.
- ◆ Long-term purchasing contracts dominated the category.

If any country is planning to compete with German suppliers, they need an argument beyond cost.

★ China's Position Is Strong but Limited

China supplied 10.5% of Denmark's market. Given China's role as the global low-cost producer, the number is lower than what one might expect.

This means:

- ◆ Denmark was cautious with quality-critical imports.
- ◆ There might be EU tariffs, standards, or buyer preferences holding China back.
- ◆ Lead times and reliability still mattered in this industry.

★ The UK, Sweden, and Taiwan Form the Mid-Tier

Each contributed 7–8% of the market. They were not dominant, but they were not marginal either.

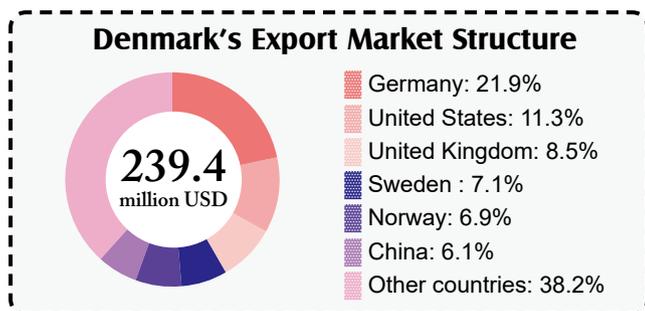
They likely served:

- ◆ Specialized fasteners
- ◆ Niche certifications
- ◆ Automotive or machinery-specific components

The market was fragmented at the technical level even though the top supplier dominated volume.



Denmark's Export Market Structure



Total exports: USD 239.4 million.

Top destinations:

- ◆ **Germany:** 52.5M (21.9%)
- ◆ **United States:** 27.2M (11.3%)
- ◆ **United Kingdom:** 20.4M (8.5%)
- ◆ **Sweden:** 16.9M (7.1%)
- ◆ **Norway:** 16.4M (6.9%)
- ◆ **China:** 14.5M (6.1%)

These six countries together made up 62% of Denmark's fastener exports.

★ Germany Again Dominates — But This Time for a Different Reason

Germany was Denmark's largest export destination and the largest supplier to Denmark.

This usually means:

- ◆ The supply chain between Denmark and Germany was deeply integrated

- ◆ Companies on both sides were part of the same manufacturing networks

- ◆ There might be reprocessing or value-added steps (import → refine → re-export)

This pattern is typical in precision engineering, automotive parts, and machinery.

★ The United States Buying 11% Is a Red Flag

The U.S. buying USD 27M from Denmark is meaningful. The U.S. did NOT import high-value fasteners from everyone. They bought when:

- ◆ The product was highly specialized
- ◆ Certification requirements were stringent
- ◆ Supply reliability was essential
- ◆ The supplier had strong reputation

This indicates Denmark isn't just trading commodities.

There is a niche, value-added manufacturing capability inside the country.

★ The Nordic countries (Sweden–Norway)

Sweden and Norway together imported USD 33.4M, about 14% of Denmark's exports.

This is happened because:

- ◆ These markets are geographically close.
- ◆ They share industrial standards.
- ◆ They have machinery, maritime, and construction sectors with similar needs

Proximity alone doesn't guarantee this level of trade, but Denmark's producers are trusted in the region. Quality over price.



★ China Importing USD 14.5M Is the Most Interesting Number Here

China is the world's biggest producer of fasteners, yet it imported USD 14.5M from Denmark.

That doesn't happen unless Denmark makes things China cannot easily produce.

Denmark holds technological or certification advantages in selected segments.

Possible reasons:

- ◆ Aerospace or defense-certified fasteners
- ◆ High-spec, corrosion-resistant marine fasteners
- ◆ Custom precision-engineered components
- ◆ Niche production for European OEMs operating in China

Demand Drivers: Sectors That Consume Fasteners in Denmark

★ Offshore Wind and Energy Infrastructure

Denmark is a global leader in offshore wind development and continues to open large tenders: the Danish Energy Agency recently announced tenders for three offshore areas totalling at least 2.8 GW (Contracts-for-Difference model). This kind of pipeline produces large, concentrated demand for heavy structural components.²

★ Maritime & Shipyards

Denmark's maritime cluster (shipowners, repair yards, and marine equipment manufacturers) relies on corrosion-resistant fasteners and custom bolting solutions (e.g., for retrofits, deck machinery, hull joints). In 2024, Denmark was a top-ten global maritime nation with 740 ships flying the Danish flag and a fleet tonnage of 60.5 million tons. While its traditional shipbuilding capacity has decreased, the industry's overall size is strong due to its leading position in maritime equipment manufacturing, design, and repair services.

★ Pharmaceutical Machinery

The pharmaceutical market in Denmark is expected to reach a projected revenue of US\$ 19,029 million by 2030³. A compound annual growth rate of 6.5% is expected of Denmark pharmaceutical market from 2025 to 2030. The combined market for food and pharmaceutical machinery in Denmark was estimated to be around US\$3.78 billion in 2025. This figure was based on the 2025 projection for the broader "Industrial Machinery Manufacturing" market, as specific, up-to-date data for just food and pharmaceutical machinery was not readily available for 2024. This broader market is expected to have a compound annual growth rate of 0.18% through 2029.⁴

★ Construction and Civil Engineering

Denmark's construction sector is focused on renovation, sustainable materials, and quality builds. Indices and statistical series from Statistics Denmark point to active construction indices (residential, civil engineering, maintenance/renovation) that sustain demand for structural bolts, anchors, and specialty fasteners used in façade systems, bridges, and public infrastructure. The Danish construction and civil engineering market was valued at approximately US\$46.19 billion in 2024. The market was predicted to grow to US\$51.97 billion by 2025 and is supported by government initiatives and green development projects.



Conclusion

Denmark stands out as a high-value fastener market not because of its size, but because of the industries that anchor its economy. Offshore wind, maritime engineering, pharmaceutical machinery, and advanced construction collectively create a level of technical demand that few countries of similar population can match. These sectors require certified, traceable, corrosion-resistant, and high-strength fasteners — the kinds of products that reward capability, not low-cost competition. The country's import profile, dominated by Germany and other European producers, reinforces that buyers prioritize reliability, standards compliance, and consistent delivery over price alone. At the same time, Denmark's export structure reveals a deeper layer of opportunity. The country not only imports premium fasteners but also produces specialized components trusted by top-tier markets such as the United States, China, and the Nordic region. **This confirms the presence of high technical standards within Denmark's industrial ecosystem and positions the country as a strategic gateway to the broader Northern European market.** For fastener suppliers capable of meeting stringent specifications, Denmark represents a stable, growing, and technically sophisticated market where strong positioning and certification can translate into long-term, defensible business. ■

¹<https://ens.dk/en/press/danish-energy-agency-opens-tenders-three-new-danish-offshore-wind-farms>

²<https://www.grandviewresearch.com/horizon/outlook/pharmaceutical-market/denmark>

³<https://www.statista.com/outlook/io/manufacturing/industrial-machinery-manufacturing/denmark>

⁴<https://www.statista.com/outlook/io/manufacturing/industrial-machinery-manufacturing/denmark>

