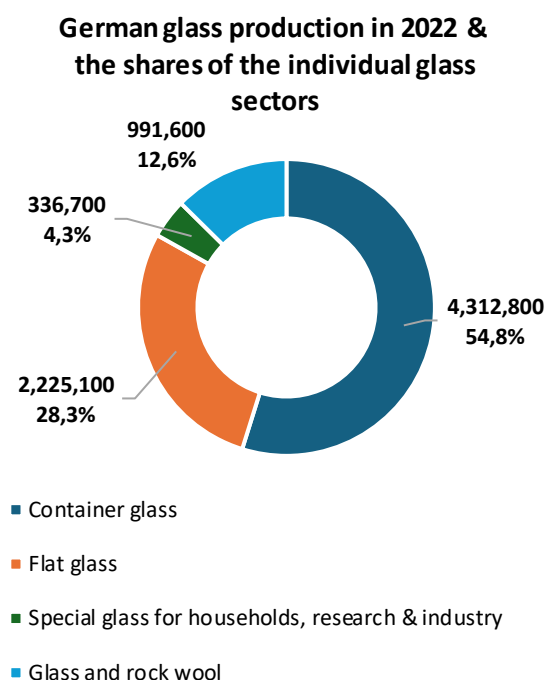


FACTSHEET GLASS INDUSTRY

In 2022, a total of around 7.8 million tonnes of glass and glassware were produced in Germany.



Germany is the largest producer within the EU, accounting for around a fifth of the volume, followed by Italy, France, and the UK. Glass is used in everyday life. Its broad range of applications ranges from research and science, and modern architecture to industries such as construction, food, automotive, electronics, and furniture industries.

The German glass manufacturers have to consider the following regulations:

• Energy and Climate

The glass industry is one of the most energy-intensive industries in Germany. As such, it is subject to energy and climate policy regulations. These affect the glass industry's production operations and competitiveness.

• Environment

Companies in the industries deal with environmental issues on a daily basis. On one hand, they have to obtain approval for their production plants and equipment, on the other, there are environmental issues associated with the production and use of their products.

• Product policy

Companies in the glass industry manufacture a wide variety of different glass products. Container glass products are subject to strict environmental sustainability and recycling requirements.

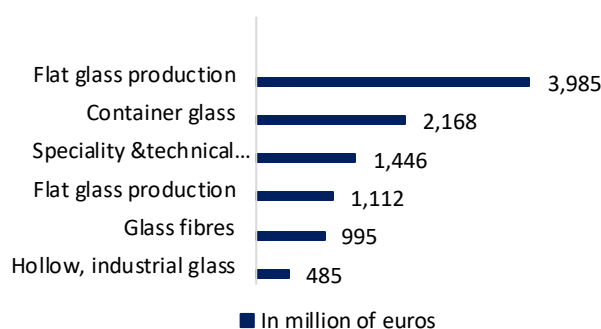
• Technology

Products packaged in glass are very popular with consumers. The glass industry is responsible for supplying high-quality glass containers of all kinds of shapes and sizes for customers to fill with their products.

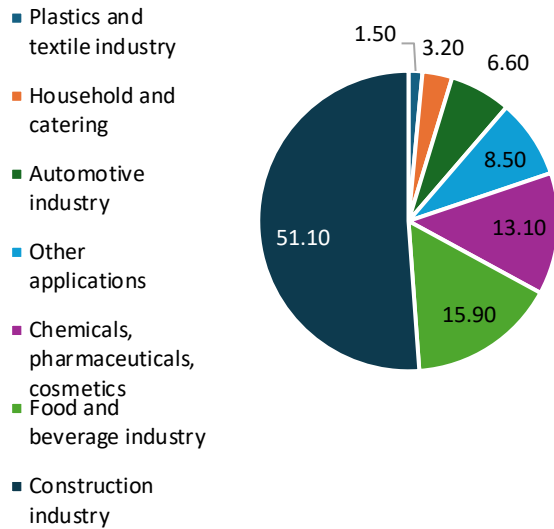
Range of activities

The product range of the German glass industry has grown widely. Various industries deal with glass in a variety of applications: flat glass production and processing, container glass, economic glass, mineral fiber industry for insulation, and other manufacturers for special and technical glass.

Turnover of the glass industry in Germany by sector in 2021



Customers of the German glass industry by share of production value in % in 2022



Due to high international competition in the field of standard glassware, German glass manufacturers find themselves open to untapped markets. An increase in production for markets such as renewable energies was witnessed greatly. Manufacturing solar panels and/or parabolic reflectors pushed the sector of special and technical glass to grow.

Business activities

The glass industry closed 2022 with a turnover increase of 24.3%, with total revenue amounting to €12.7 billion. This result is foremost attributed to the increase in domestic and international sales that contributed equally to the strong growth: Domestic sales increased by 26.2% to €7.58 billion and international sales by 21.7% to €5.09 billion. In 2022, the number of companies in the glass industry in Germany remained almost unchanged at around 257. Furthermore, the number of employees in the glass industry grew slightly by 1.3% to approximately 54.653 in 2022.

Exports

The export value of glassware increased by 26.5% to €7.20 billion in 2021 (2020: €5.69 bn) after a negative result in the previous year. The

contribution to total exports by glass trading companies was 41.9% (2020: 32.4%), while the value of their exports is €3.02 billion (2020: €1.84 billion). The overall export quota ratio increased to 54.5% (2020: 50.8%). Overall, the German glass manufacturing and glass retail industries' net exports were €1.49 billion in 2021, which is 32.4% higher than in 2020 (€1.13 bn).

Imports

Import revenues increased to €5.71 billion in 2021, around 25.0% higher than in 2020 (€4.57 billion). The total import ratio is 48.7% (2020: 45.3%). In addition to imports from the EU, a significant volume of imports came from Asia (22.8%) and the US (8.8%). While the share of imports from Asia continued to increase, the shares of imports from the EU and the US both decreased slightly.

Continuously, a big portion of Germany's imports come from China, with a 17.3% share of imports in 2022 (2020: 10.8 %), a massive increase. This figure is almost twice that of second-placed Poland with 9.4%, followed by the United States (8.8%) and the Czech Republic (7.4%).

Business opportunities

Egyptian companies have good opportunities to become players in the German glass market.

The main reason for this is their location advantages where they possess huge amounts of sand, raw material for glass, and the ability to feed the energy demand of such a consumptive industry with gas reserves and a high potential for producing renewables.

German glass machinery producers have proved as reliable partners in the Arab world in supplying high-quality facilities for manufacturers.

All information has been researched and compiled thoroughly. The publisher (and the writers) does not accept liability for the accuracy and completeness of the content, as well as interim changes.