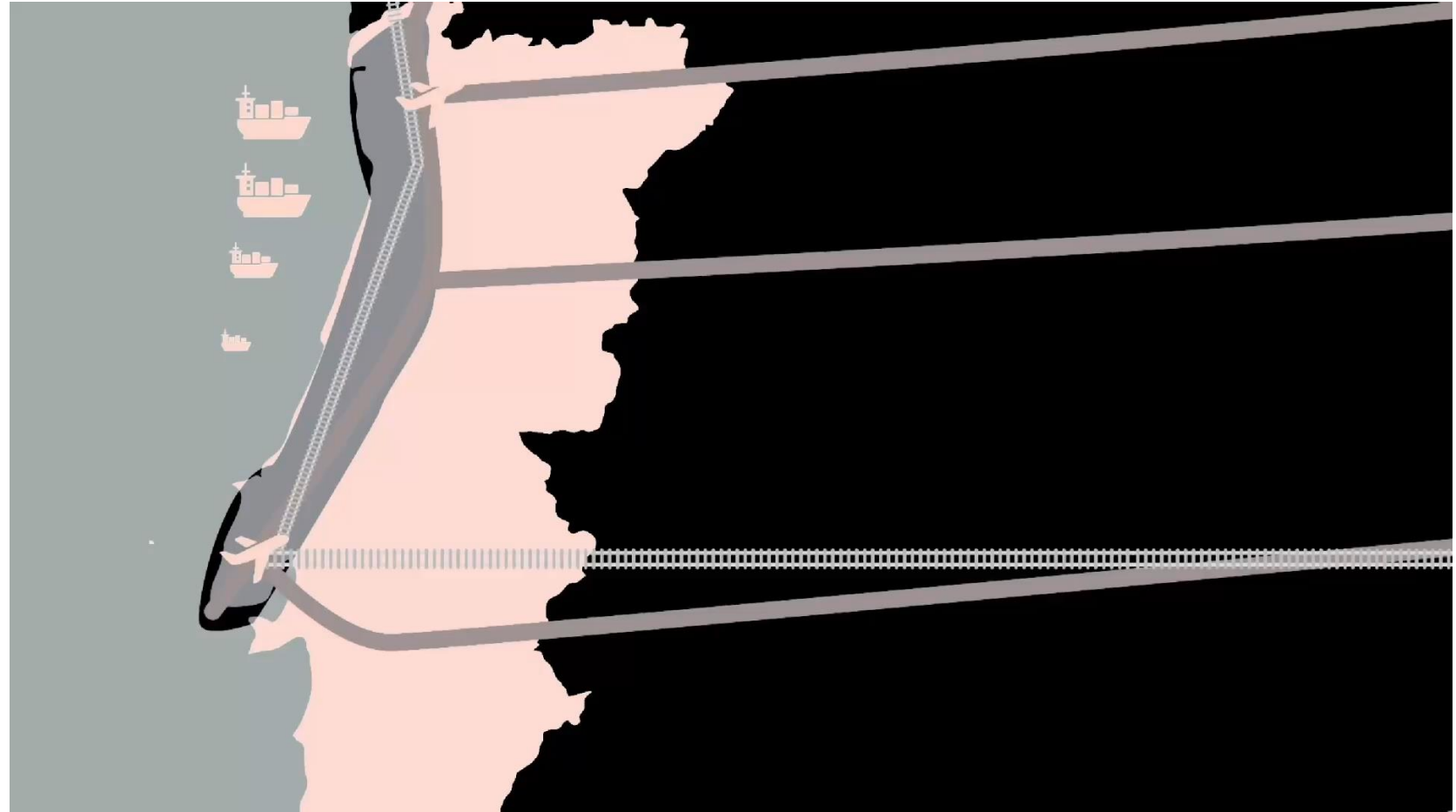


Portuguese Locks and Building Hardware Manufacturers Industry



About us

- ABIMOTA - Associação Nacional das Indústrias de Duas Rodas, Ferragens, Mobiliário e Atividades Complementares dos Setores Representados is a non-profit organization founded in 1975.
- It currently has more than 130 associated companies, representing more than 8000 jobs



ABIMOTA'S INDUSTRIES



Two Wheels



Metal Hardware



Metal Furniture

ABIMOTA's CORE ACTIVITIES



**Business
Development**



**International
Promotion**



Training



**Conformity
Assurance**



**Research and
Development**

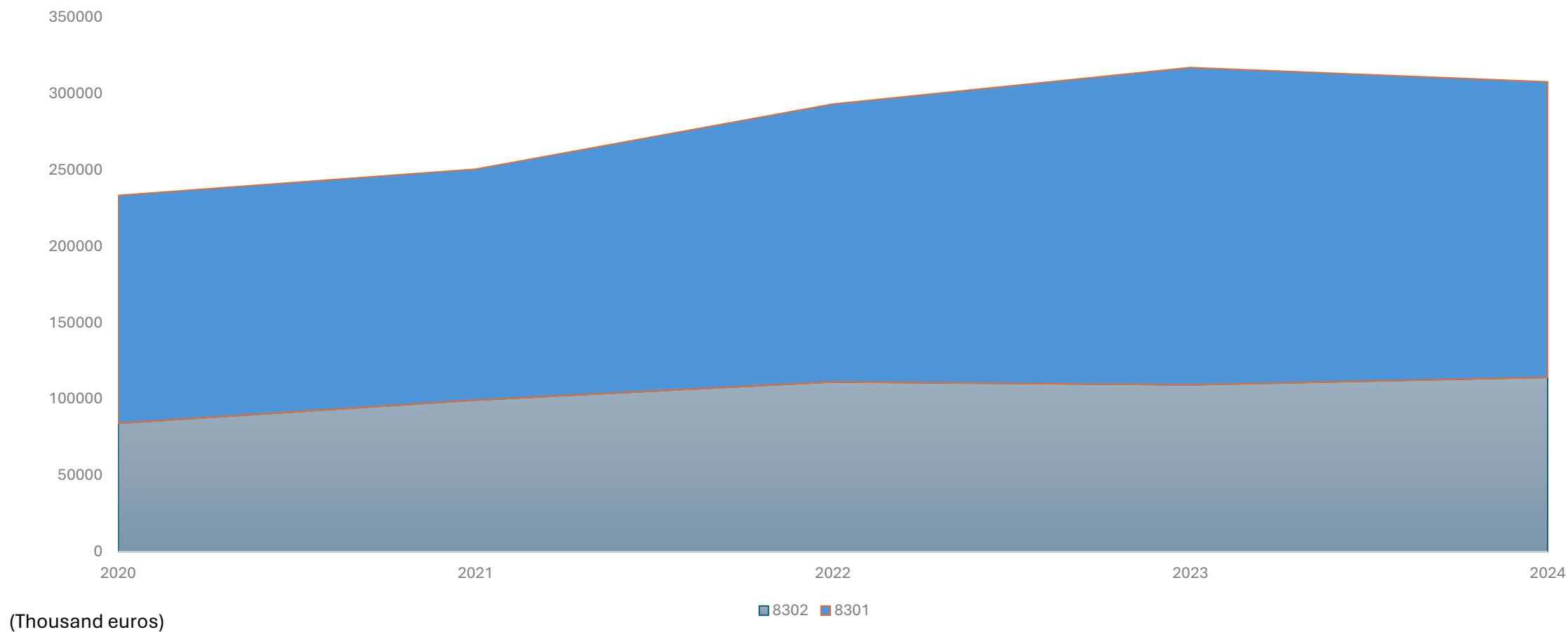
MAIN RESULTS

PortugalBuildingHardware
by ABIMOTA

The Industry structure

Age distribution of companies	Number of companies	Number of employees	Sales and services rendered (Thousand euros)
All Companies	124	2,568	268,502
Up to 5 years	12	30	1,443
From 6 to 10 years	8	53	3,938
From 11 to 20 years	21	277	29,122
More than 20 years	83	2,208	233,999

Exports

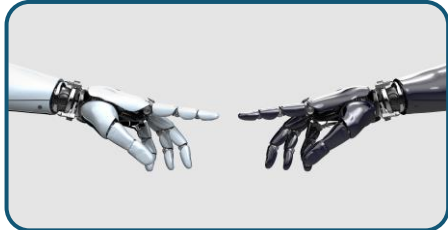


Future Pathways and Growth Opportunities



High-Value Exports:

The future of competitiveness lies not in price competition, but in value. This requires a focus on high-quality, design-driven, and technologically advanced products targeted at sophisticated export markets such as Germany, France, and the United States.



The “Smart and Sustainable” Niche:

The convergence of digitalization and sustainability creates a powerful opportunity. Products that are both smart (offering enhanced functionalities) and sustainable (with verified EPDs) will command a market premium and meet the demands of modern construction projects.



Integration with Construction 4.0:

As the construction sector becomes increasingly digital (e.g., through Building Information Modeling – BIM), hardware manufacturers must ensure their products are available as digital assets (BIM objects), seamlessly integrating into modern design and construction workflows.

Strategic Recommendations



Adopt Strategic Technology Partnerships:

Instead of competing directly in smart lock development, alliances should be formed with technology companies to integrate their platforms into high-quality hardware manufactured in Portugal.



Leverage ABIMOTA and ARGE to the Fullest:

Companies should actively participate in association working groups to influence standards and proactively use the EPDs provided by ARGE as a marketing and sales tool to demonstrate sustainability credentials to architects and developers.



Invest in Digitalization and Automation (Industry 4.0):

To counter rising labor costs and improve productivity, investment in automation and digital factory management systems (ERP/CAD integration) is essential.

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Thank you!