

# STUDIES 2014



FURNITURE

UPHOLSTERY  
MATTRESSES

CONTRACT  
& LUXURY

OFFICE &  
WORKSPACE

KITCHEN &  
BATHROOM

ECOBUILDING  
& WINDOWS

DESIGN LAB &  
WORKSHOPS

MAJOR  
APPLIANCES

LIGHTING  
FIXTURES

Csil

CENTRE FOR INDUSTRIAL STUDIES



## CSIL, CENTRE FOR INDUSTRIAL STUDIES

Established in Milan in 1980, CSIL is an independent research institute, specializing in applied economics, particularly industry competitiveness, small business, market analysis, evaluation and regional development studies. CSIL partners are highly qualified experts, including economists, engineers, business analysts, statisticians, experts in policy and project evaluation. CSIL can also rely upon a network of international associate experts. In over 30 years, CSIL has gathered experience with analyses of business strategies, international markets, competitiveness studies, cluster development initiatives, investment feasibility studies and project appraisal. Knowledge, innovation, entrepreneurship: the ingredients of economic development. Our contribution: careful analysis, global perspective, feasible projects.

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## THIS CATALOGUE

This catalogue presents CSIL multiclient reports recently issued and forthcoming in 2014. Multiclient reports are "off-the-shelf" studies for immediate delivery. The segments covered by CSIL multiclient reports are: Home Furniture, Upholstered furniture and Mattresses, Contract and Luxury furniture, Office furniture and Workspace, Kitchen and Bathroom furniture, Ecobuilding and Window markets, Major appliances, Lighting fixtures. The reports analyse the markets, supply and demand structure, import and export flows, distribution channels, purchasing behaviours, competitive system and market shares of the leading companies in 70 countries worldwide.

For more information and for purchase  
and immediate download visit us at:  
[www.worldfurnitureonline.com](http://www.worldfurnitureonline.com)



## FURNITURE

### SCENARIO

#### WORLD FURNITURE OUTLOOK

(W0)

Production, consumption, imports and exports of furniture for 70 countries (years 2004 to 2013). Openness of the markets, origin of furniture imports and destination of exports. Statistics and outlook for each country. Prospects for international trade. Forecasts for development of furniture demand in 70 countries.

*About 120 pages - Language: English*

**Edition XV, Year 2014, Price EUR 1600**

#### FORECAST REPORT ON THE FURNITURE SECTOR IN ITALY IN 2015-2017

(EU1)

Three-year forecasts for furniture production, exports, domestic demand, imports and production prices in Italy. Outlook for domestic consumption and for Italian exports, and analysis of the competitiveness of Italian furniture worldwide.

*About 100 pages - Language: Italian*

**Edition XXXII, Year 2014, Price EUR 800**

### FURNITURE COMPETITION

#### PROFILES OF 200 MAJOR FURNITURE MANUFACTURERS WORLDWIDE

(W16)

Sector background information, companies structure and performance, and an overview of the strategies and growth initiatives implemented by leading manufacturers. 200 company profiles including a description of the activity, production facilities, controlled companies and subsidiaries, brands, product portfolio, basic financial indicators.

*About 500 pages - Language: English*

**Edition VIII, Year 2013, Price EUR 2000**

#### FINANCIAL ANALYSIS OF THE MAJOR FURNITURE PLAYERS IN EUROPE

(EU25)

Comparative analysis on 300 furniture manufacturers in Europe. 2009-2012 data. Turnover, revenues, value added, cost of labour, EBIT, EBITDA, cash flow, solvency ratio, return on shareholders funds. Office furniture, kitchen furniture, upholstery, mattresses, bedrooms and living rooms, retail. "Companies to Watch".

*About 140 pages - Language: English*

**Edition II, Year 2014, Price EUR 1600**

## THE TECHNICAL FURNITURE FITTINGS MARKET IN ASIA (S74)

Hinges, soft close mechanisms, roller slides, metal boxes, ball slides, built-in lighting, lifting systems, sliding systems. Market size for 10 selected countries. Main players. Reference prices. A selection of key clients. Trade flows.

*About 150 pages+list of useful contacts - Language: English*

**Edition I, Year 2014 Price EUR 10000 (on demand)**

## COUNTRY REPORTS - FURNITURE OUTLOOK

*CSIL "Furniture Country Outlook" report series offers an overview of the furniture industry for 70 countries grouped by area or presented separately. Data provided include, among others: furniture sector performances (production, consumption, imports and exports), three-year market forecasts, macroeconomic and business climate indicators, maps and detailed trade statistics. Reports also provide short profiles of furniture market key players.*

## THE FURNITURE INDUSTRY IN EUROPE, PART I (W1)

Western Europe accounts for around one quarter of the world's furniture consumption. Outlook for 16 countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom. Around 100 detailed company profiles plus contact details for over 200 furniture manufacturers.

*About 1000 pages - Language: English*

**Edition XIX, Year 2014, Price EUR 2900**

## THE FURNITURE INDUSTRY IN EUROPE, PART II (W2)

Thanks to the integration process in Europe, furniture production in the area more than doubled in the last decade. Outlook for 12 countries: Bulgaria, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia, Slovenia. Around 50 company profiles plus contact details for over 200 furniture manufacturers.

*About 700 pages - Language: English*

**Edition XII, Year 2014, Price EUR 2600**

## TURKEY FURNITURE OUTLOOK (W2TR)

Growth in Turkish furniture export was one of the highest in Europe in the last decade, displaying strong dynamism by furniture manufacturers. The report offers an overview of the furniture sector. About 40 short company profiles of the key players are included.

*About 70 pages - Language: English*

**Edition V, Year 2014, Price EUR 1290**

## RUSSIA FURNITURE OUTLOOK (W3RU)

Russian furniture market is a large, fast growing and quite open one. About 80 short company profiles of the key players are included.

*About 90 pages - Language: English*

**Edition X, Year 2013, Price EUR 1290**

## CHINA FURNITURE OUTLOOK (W4CN)

China is the largest furniture producer and exporter in the world. The country is also the largest furniture consumer. Around 100 short company profiles of the key players are included.

*About 130 pages - Language: English*

**Edition XIV, Year 2013, Price EUR 1290**

## THE FURNITURE INDUSTRY IN SOUTH EAST ASIA (W5)

Outlook for 5 emerging manufacturing countries: Indonesia, Malaysia, Philippines, Thailand, Vietnam. Sourcing in South East Asia has proven to be a successful strategy for many furniture companies and the process is expected to continue in the near future. Over 300 short company profiles of the key players are included.

*About 390 pages - Language: English*

**Edition IX, Year 2014, Price EUR 2000**

## FURNITURE INDUSTRY IN THE GULF COUNTRIES (W7)

Outlook for 6 countries: Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, UAE. Import penetration is high in the area, with imports representing around two third of the market, a share that is constantly increasing. About 200 short company profiles of the key players are included.

*About 370 pages - Language: English*

**Edition VII, Year 2014, Price EUR 2000**

## INDIA FURNITURE OUTLOOK (W8IN)

The Indian furniture market is a large and fast growing one. In addition, the liberalization process started years ago has spurred imports of furniture; demand increased along with incomes and changing consumers' preferences. About 100 short company profiles of the key players are included.

*About 90 pages - Language: English*

**Edition VII, Year 2011, Price EUR 1290**

## UNITED STATES FURNITURE OUTLOOK (W10US)

The United States absorb over one fifth of world furniture imports, being the second largest market in the world after China. About 70 short company profiles of the key players are included.

*About 180 pages - Language: English*

**Edition XI, Year 2011, Price EUR 1290**

## MEXICO FURNITURE OUTLOOK

(W11)

Mexico is the 12th largest world furniture exporter and, also thanks to its integration within North America, the furniture manufacturing sector plays an important role in the country economy. About 50 short company profiles of the key players are included.

*About 70 pages - Language: English*

**Edition VIII, Year 2014, Price EUR 1290**

## THE FURNITURE INDUSTRY IN ARGENTINA, BRAZIL, CHILE

(W12)

Latin America has proven to be one of the world's most dynamic areas, even during the international crisis. Perspectives are also positive. Around 300 short company profiles of the key players are included.

*About 250 pages - Language: English*

**Edition VII, Year 2012, Price EUR 1600**

## OTHER MONITORED COUNTRIES

*Furniture Outlook Reports are available upon request for the following countries: Algeria, Australia, Bosnia Herzegovina, Canada, Colombia, Croatia, Egypt, Hong Kong, Iceland, Israel, Japan, Kazakhstan, Lebanon, Morocco, New Zealand, Serbia, Singapore, South Africa, South Korea, Taiwan, Ukraine, Venezuela.*

## OUTDOOR & RTA

### THE EUROPEAN MARKET FOR OUTDOOR FURNITURE (EU13)

Supply and consumption data by country. International trade and distribution channels. Size of the market and segmentation (residential and contract). Profiles of the leading sector firms. Countries covered: Austria, Belgium, Denmark, France, Germany, Italy, Netherlands, Spain, Switzerland, United Kingdom.

*About 190 pages + list of useful contacts - Language: English*

**Edition IV, Year 2014, Price EUR 2200**

### THE EUROPEAN MARKET FOR RTA FURNITURE (EU10)

Analysis for the ten largest and fast growing RTA furniture manufacturing countries. Data and analyses by segment: home furniture, kitchens, home office, bedrooms and living rooms, furnishing accessories. Trend in production and consumption. Distribution channels. 100 interviews with producers and testimonials. Detailed information on the 50 top producers.

*About 150 pages + list of useful contacts - Language: English*

**Edition V, Year 2014, Price EUR 2900**



## DISTRIBUTION

### FURNITURE DISTRIBUTION IN EUROPE, PART I (EU9)

Overview on the home furniture distribution systems in Austria, Belgium, Denmark, Finland, France, Germany, Italy, Netherlands, Norway, Spain, Sweden, Switzerland and United Kingdom. Size, segmentation and trends in the home furniture market (years 2009-2013). Analysis of the distribution channels both for domestic and imported furniture and steps from manufacturer to retailer and to consumer. Study of the main formats and performance of the key players of home furniture. Analysis by single segments: kitchen, upholstered furniture and other home furniture.

*About 380 pages + list of useful contacts - Language: English*

**Edition XII, Year 2014, Price EUR 2900**

### FURNITURE DISTRIBUTION IN ITALY (S18)

Analysis of the Italian market for home furniture: supply, market value, breakdown by product, distribution channels, current dynamics in the large-scale retail trade. Attractiveness indices per province. For each Italian province: absorption index of home furniture in general and for different segments, potential demand indicators. Profiles of operators of the large-scale retail furniture market. Focus on independent furniture specialists.

*About 170 pages + list of useful contacts - Language: Italian*

**Edition XII, Year 2014, Price EUR 2600**

### HOUSEWARE AND HOME DÉCOR DISTRIBUTION IN ITALY (IT39)

Market size and relevant players: kitchenware, tableware, home décor, giftware. Distribution system. Media. Entry strategies.

*About 60 pages - Language: Italian*

**Edition I, Year 2012, Price EUR 1600**

### FURNITURE DISTRIBUTION IN RUSSIA (S62)

Size of the market, recent developments and future trends, import penetration, demand determinants. Furniture consumption by market range and product segment. Retail prices for selected products. Distribution channels for imported furniture and for domestic furniture, short profiles of top retailers and importers.

*About 60 pages + list of useful contacts - Language: English*

**Edition I, Year 2011, Price EUR 1600**

## FURNITURE DISTRIBUTION IN INDIA (S75)

Size of the market, recent developments and future trends, import penetration, demand determinants. Furniture consumption by market range and product segment. Retail prices for selected products. Distribution channels for imported furniture and for domestically produced furniture, short profiles of top retailers and importers.

*About 60 pages + list of useful contacts - Language: English*

**Edition I, Year 2014, Price EUR 1600**

## FURNITURE DISTRIBUTION IN CHINA (S59)

Size of the market, activity trend, distribution channels and marketing mix, short profiles of top retailers mapped by geographical location and top producers, purchasing process in the middle and upper-end segment. Overview of China's demand drivers: demographics, revenues, real estate investments in the major 200 cities country wide by use: residential, apartment/villas, office, commercial. Direct interviews with a sample of "companies to watch" in the following segments: kitchen, furniture, upholstery, furniture retailing, real estate, flooring, bathroom product

*About 100 pages + list of useful contacts - Language: English*

**Edition II, Year 2012, Price EUR 1600**

## E-COMMERCE FOR THE FURNITURE INDUSTRY (M2)

Historical development. Successful and unsuccessful stories. Estimate on market value for regions and main products. B2B, B2C, web marketing. Main sections: furniture, kitchen furniture, office furniture, lighting, appliances, design oriented items.

*About 100 pages - Language: English*

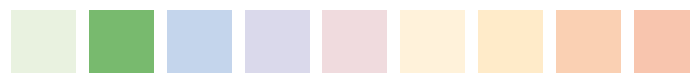
**Edition IV, Year 2012, Price EUR 1600**

## 300 FLAGSHIP STORES (S77)

Locations. Brand policy. Economic data. Merchandise mix.

*About 100 pages - Language: English*

**Edition I, Year 2014, Price EUR 1600**



## UPHOLSTERED FURNITURE

### UPHOLSTERED FURNITURE: WORLD MARKET OUTLOOK 2015 (W13)

Production, consumption, imports and exports of upholstered furniture for 70 countries (years 2004 to 2013). 2014-2015 outlook for international trade and market development forecasts. Openness of the market and growth of exports. Origin of imports and destination of exports of upholstered furniture. Statistics and outlook data by geographical area and for each country. Profiles of the 50 major manufacturers of upholstered furniture worldwide.

*About 200 pages - Language: English*

**Edition XII, Year 2014, Price EUR 1600**

### THE EUROPEAN MARKET FOR UPHOLSTERED FURNITURE (EU5)

Overview of the upholstered furniture market in Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and United Kingdom. Supply in value and volume by country, covering material and price range, consumption and international trade. Market shares of the major companies. 120 interviews with the leading sector companies.

*About 160 pages + list of useful contacts - Language: English*

**Edition XX, Year 2013, Price EUR 2900**

### TEXTILES AND LEATHER COVERINGS FOR THE EUROPEAN FURNITURE MARKET (EU19)

100 interviews with key players. Demand of textiles and leather coverings in the main European countries, Turkey and an overview on furniture industry and the soft coverings sector in the rest of the world. Main European suppliers of soft coverings and estimated market shares. Distribution channels and purchasing process.

*About 150 pages + about 500 useful contacts - Language: English*

**Edition I, Year 2010, Price EUR 2000**



## MATTRESSES

### THE WORLD MATTRESS INDUSTRY (W17)

Basic data on production and consumption of mattresses in the top 35 countries: imports, exports, size of markets, profiles of main international manufacturing groups. Production by material and analysis of the distribution channel. Outlook for 2014 and 2015 for the international trade of mattresses and forecasts for market development. Analysis of mattress world trade in 60 countries. Overview of ecological mattresses. Leading producers of machinery and raw materials for the mattress industry at a world level.

*About 370 pages + list of useful contacts - Language: English*

**Edition XI, Year 2014, Price EUR 2000**

### MATTRESS DISTRIBUTION IN FRANCE, GERMANY, ITALY AND UK (EU22)

Overview of the mattress retail system in France, Germany, Italy and UK with basic data on the consumption and activity trend. Short profiles of the leading mattress distributors. Analysis of the distribution channels for each country. Mattress imports by country, an overview of top mattress manufacturers and product trends.

*About 150 pages + list of useful contacts - Language: English*

**Edition I, Year 2011, Price EUR 2000**

### THE EUROPEAN MARKET FOR BEDS AND BEDROOM FURNITURE (EU28)

Comprehensive overview of the bed and bedroom furniture market for the following countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland, United Kingdom.

Breakdown of supply by products: bed bases, beds and other bedroom furniture. Trends for production and consumption and distribution channels. Market shares of the major manufacturers.

*About 180 pages + list of useful contacts - Language: English*

**Edition I, Year 2014, Price EUR 2900**

### THE MATTRESS MARKET IN CHINA (S64)

Supply and consumption in volume and value by kind of product, price range and region. Market shares and distribution channels. International trade. Profile of leading players. Data 2005-2011 and forecasts.

*About 80 pages + list of useful contacts - Language: English*

**Edition I, Year 2011, Price EUR 1600**



## CONTRACT & LUXURY

### WORLD HOSPITALITY MARKET (W20)

80 interviews with key players. Market size, segmentation, activity trend, purchasing process, competitive system, information on architectural studios, target clients. Worldwide overview, focus on Brazil, Mexico, North Africa, Saudi Arabia, Russia, United Arab Emirates, USA, Western Europe.

*About 180 pages + list of useful contacts - Language: English*

**Edition II, Year 2013, Price EUR 2000**

### WORLD LUXURY FURNITURE MARKET (W21)

Furniture production, consumption and retailing for the world's wealthiest consumers: who they are, what they buy and where. Products considered: home furniture and furnishings, kitchen furniture, upholstered furniture. Countries covered: worldwide overview, focus on Europe, Gulf Countries, North Africa, Latin America, USA, China.

*About 150 pages + list of useful contacts - Language: English*

**Edition II, Year 2013, Price EUR 2000**

### THE CONTRACT FURNITURE AND FURNISHINGS MARKET IN EUROPE (EU12)

Market size and segmentation: Hospitality, Retail, Turn-key Office spaces, Educational, Entertainment, Airports. Pipeline for selected segments. Main players. Potential customers. Trend setters. Specifiers. 10 major European markets. 50 interviews with key players. Products: furniture, upholstery, bedding, lighting, bathroom.

*About 100 pages + list of useful contacts - Language: English*

**Edition V, Year 2014, Price EUR 2600**

### THE CHINESE CONTRACT MARKET (S68)

50 interviews with key players. Market size, segmentation, activity trend, purchasing process, competitive system, information on architectural studios. Analysis of potential demand. Demand: hospitality, retail, restaurants, public sector, offices. Products: furniture, upholstery, bedding, lighting, bathroom.

*About 80 pages + list of useful contacts - Language: English*

**Edition I, Year 2013, Price EUR 1600**



## OFFICE & WORKSPACE

### SCENARIO

#### OFFICE FURNITURE: WORLD MARKET OUTLOOK (W22)

Production, consumption, imports and exports of office furniture for 54 countries (years 2004 to 2013). Outlook for international trade and demand forecasts for 2014 and 2015. Imports penetration and growth of exports. Origin of imports and destination of exports of office furniture. Outlook data by geographical area and for each country.

*About 90 pages - Language: English*

**Edition III, Year 2014, Price EUR 1600**

### EUROPE

#### THE EUROPEAN MARKET FOR OFFICE FURNITURE (EU2)

Countries included: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom. Supply and consumption data by type of product, price range and country. International trade, market shares of the top players. Over 150 interviews with leading companies. Company sales. Breakdown by country, by product (seating, desking systems, executive office furniture, filing systems/storage, wall to wall units, meeting rooms and communal areas).

*About 250 pages + list of useful contacts - Language: English*

**Edition XXVI, Year 2014, Price EUR 2900**

#### THE OFFICE FURNITURE MARKET IN POLAND, HUNGARY, CZECH REPUBLIC AND ROMANIA (S8)

Market size segmentation. Potential demand. Distribution channels, prices. International trade, leading companies. Trends in office furniture production and consumption, imports and exports by country.

*About 100 pages + list of useful contacts - Language: English*

**Edition VII, Year 2014, Price EUR 1600**

#### THE ITALIAN MARKET FOR OFFICE FURNITURE (IT9)

70 interviews with the top Italian manufacturers. Supply and consumption data by type of product and by price range. Sales by geographical area, region and province. International trade. Potential demand, manufacturers, market shares. Analysis of supply, distribution channels and investment policies.

*About 100 pages + list of useful contacts - Language: Italian*

**Edition XII, Year 2012, Price EUR 2000**

#### OFFICE FURNITURE DISTRIBUTION IN ITALY (IT16)

100 interviews with top Italian dealers, specifiers and big customers. Purchasing process, reference prices, brand reputation, market shares, geographical mapping. Financials. Consumption data by type of product and by price range. Sales by geographical area.

*About 100 pages + list of useful contacts - Language: Italian*

**Edition III, Year 2014, Price EUR 2000**

### INTERNATIONAL MARKETS

#### THE OFFICE FURNITURE MARKET IN BRAZIL (S65)

Supply and consumption in value by kind of product. Market shares and distribution channels, international trade. Profiles of leading players. Demand determinants. Data 2005-2011 and forecasts.

*About 60 pages + list of useful contacts - Language: English*

**Edition II, Year 2013, Price EUR 1600**

#### THE OFFICE FURNITURE MARKET IN CHINA (S66)

Supply and consumption in value by kind of product. Market shares, reference prices, international trade. Profiles of leading players. Demand determinants. Data 2006-2012 and forecasts.

*About 100 pages + list of useful contacts - Language: English*

**Edition II, Year 2013, Price EUR 1600**

#### THE OFFICE FURNITURE MARKET IN ASIA PACIFIC (S23)

Countries included: Australia, Korea, Indonesia, Japan, Malaysia, Philippines, Singapore, Taiwan, Thailand, Vietnam. Potential demand, size of the market, international trade, short profiles of the leading office furniture producers.

*About 190 pages + list of useful contacts - Language: English*

**Edition V, Year 2014, Price EUR 2000**

#### THE OFFICE FURNITURE MARKET IN INDIA (S44)

Supply and consumption in value by kind of product. Market shares and distribution channels, international trade. Profiles of leading players. Demand determinants. Data 2007-2013 and forecasts.

*About 70 pages + list of useful contacts - Language: English*

**Edition II, Year 2014, Price EUR 1600**



# KITCHEN FURNITURE

## SCENARIO

### **KITCHEN FURNITURE: WORLD MARKET OUTLOOK (W14)**

Production, consumption, imports and exports of kitchen furniture for 60 countries. Outlook for demand forecasts for 2014 and 2015. Imports penetration and growth of exports. Origin of imports and destination of exports of kitchen furniture. Outlook data by income group and for each country.

*About 160 pages - Language: English*

**Edition IX, Year 2014, Price EUR 1600**

## EUROPE

### **THE EUROPEAN MARKET FOR KITCHEN FURNITURE, PART I (EU4)**

Countries covered: Austria, Belgium-Luxembourg, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom. Supply and consumption in volume and value by type of product, price range and country. Market shares and distribution channels, investments, international trade. 150 interviews with the leading sector companies.

*About 200 pages + list of useful contacts - Language: English*

**Edition XXIV, Year 2014, Price EUR 2900**

### **THE EUROPEAN MARKET FOR KITCHEN FURNITURE, PART II (S25)**

Countries covered: Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Slovakia, Slovenia.

*About 140 pages + list of useful contacts - Language: English*

**Edition VI, Year 2014, Price EUR 2600**

### **THE KITCHEN FURNITURE MARKET IN RUSSIA (S25RU)**

Market size and activity trend. International trade. Market shares of leading players. Kitchen furniture and built-in appliances. Demand structure and reference prices. Data 2008-2012.

*About 80 pages + list of useful contacts - Language: English*

**Edition VI, Year 2013, Price EUR 1600**

### **THE ITALIAN MARKET FOR KITCHEN FURNITURE (IT5)**

Comprehensive picture of the kitchen furniture industry in Italy. Data 2008-2013 and forecasts for 2014. Business trends by price range and geographical area. Market shares of the major companies. Weight of built-in appliances. International trade. Supply analysis: investment policies and distribution channels. 80 interviews with the leading sector firms.

*About 100 pages + list of useful contacts - Language: Italian*

**Edition XXXII, Year 2014, Price EUR 2000**

### **KITCHEN FURNITURE DISTRIBUTION IN ITALY (IT3)**

About 300 interviews with selected kitchen furniture dealers. Analysis of the qualitative features of the "best" furniture stores. Analysis of the service in the outlet and trade satisfaction for the top 25 kitchen furniture companies operating in the Italian market.

*About 100 pages + list of useful contacts - Language: Italian*

**Edition V, Year 2012, Price EUR 3000**

## INTERNATIONAL MARKETS

### **THE KITCHEN FURNITURE MARKET IN THE MIDDLE EAST AND NORTH AFRICA (S71)**

Countries covered: Algeria, Bahrain, Egypt, Iran, Iraq, Jordan, Kuwait, Lebanon, Morocco, Oman, Qatar, Saudi Arabia, Tunisia, Turkey, UAE. Market size and activity trend. International trade. Market shares of leading players. Kitchen furniture and built-in appliances. Demand structure and reference prices.

*About 100 pages + list of useful contacts - Language: English*

**Edition I, Year 2013, Price EUR 1600**

### **THE KITCHEN FURNITURE MARKET IN CHINA (S30)**

Supply and consumption in volume and value by kind of product, price range and region. Market shares and distribution channels, international trade. Profile of leading players. Weight of built-in appliances. Data 2007-2013 and forecasts.

*About 140 pages + list of useful contacts - Language: English*

**Edition V, Year 2014, Price EUR 1600**

### **THE KITCHEN FURNITURE MARKET IN INDIA (S76)**

Supply and consumption in volume and value by kind of product, price range and region. Market shares and distribution channels, international trade. Profile of leading players. Weight of built-in appliances. Data 2007-2013 and forecasts.

*About 140 pages + list of useful contacts - Language: English*

**Edition I, Year 2014, Price EUR 1600**





## BATHROOM

### THE EUROPEAN MARKET FOR BATHROOM FURNITURE, FURNISHINGS AND WELLNESS (S12)

100 interviews with leading firms in the bathroom furniture and furnishings, shower screen, multifunctional shower booth and whirlpool bathtub segment. Supply and consumption data, consumption in volume, market shares, distribution channels, business trends. Countries covered: 10 major European countries.

*About 160 pages + list of useful contacts - Language: English*

**Edition VI, Year 2014, Price EUR 2900**

### THE ITALIAN MARKET FOR BATHROOM FURNITURE AND FURNISHINGS (IT7)

Around 60 interviews with the leading sector firms. Consumption and supply data by product segments: bathroom furniture, bathroom accessories, WC seats and shower curtains. Supply analysis by materials and price trends. Main manufacturers. Trends of consumption and demand factors. Domestic sales by regions and by provinces. Distribution channels. Exports trends and destinations.

*About 100 pages + list of useful contacts - Language: Italian*

**Edition XXVIII, Year 2010, Price EUR 1800**

### THE BATHROOM FURNITURE MARKET AND WELLNESS IN CHINA (S29)

Overview of the bathroom furnishings and wellness sector in China, providing data on production and consumption, international trade, supply structure, distribution and prices.

*About 70 pages + list of useful contacts - Language: English*

**Edition II, Year 2008, Price EUR 800**

### THE BATHROOM FURNITURE MARKET IN FRANCE (S12FR)

Market size. Activity trend. Reference prices. Market shares. Product trend. Distribution.

*About 40 pages + list of useful contacts - Language: Italian*

**Edition I, Year 2013, Price EUR 2000**

### THE BATHROOM FURNITURE MARKET IN GERMANY (S12DE)

Market size. Activity trend. Reference prices. Market shares. Product trend. Distribution.

*About 40 pages + list of useful contacts - Language: Italian*

**Edition I, Year 2013, Price EUR 2000**



## ECO BUILDING

### THE EUROPEAN MARKET FOR ECO BUILDING PRODUCTS (EU23)

Legal framework, European housing stock, European buildings for class of efficiency. Cost/Benefit analysis for 30 sample products and industries, increasing the insulation in the walls/attic/floors, installing advanced energy efficient window/doors, measures to achieve a controlled, healthy ventilation. Replace an old or inefficient boiler with a more efficient boiler, installing modern heating controls. Installing certain types of renewable energy heating systems. Insulating the hot water cylinder and pipe work. Lighting (bulbs/controls), appliances power cable. Enterprise servers. Domestic generation of renewable energy sources. Success histories. Short-mid term outlook.

*About 180 pages + excel database for calculation sample models - Language: English*

**Edition I, Year 2013, Price EUR 1600**



## WINDOWS & DOORS

### WINDOWS AND DOORS: WORLD MARKET OUTLOOK (W23)

Production, consumption, imports and exports of windows and doors for 30 countries (years 2003 to 2012). Analysis of window and door trade in 70 countries. Outlook for international trade and demand forecasts for 2013 and 2014. Import penetration and growth of exports. Origin of imports and destination of exports of windows and doors. Outlook data for each country. Profiles of window and door manufacturers associations and list of the main international sector fairs.

*133 pages + list of useful contacts - Language: English*

**Edition I, Year 2013, Price EUR 2000**

### THE ITALIAN MARKET FOR WINDOWS (IT38)

Distribution and technology trends. Competition. Windows and curtain walls. Activity trend. Trade. Demand drivers. Market shares.

*About 70 pages + list of useful contacts - Language: Italian*

**Edition II, Year 2013, Price EUR 1600**



## DESIGN LAB & WORKSHOPS

A team of designers and market analysts offers a customized consulting service to identify distribution, commercial and product problems and turn them into innovation opportunities thanks to interventions of strategic design.

Normally the work is carried out inside the client company involving R&D, Production, Marketing and Design managers.

Objectives:

- To identify the company guide lines for the future communication/ product/service scenario. To introduce a medium/long term innovation process inside of the company: LAB-BRAIN.
- Analysis of design opportunities in terms of new products, client services and design innovation processes: STRATEGIC DESIGN PLAN.
- Innovation concept design (products, graphics, communication) by an international expert team: INTENSIVE DESIGN LAB.

The offer comprises also products as **Design History** lessons and **Design Innovation** learning by doing sessions.

For a detailed offer, please contact us at [csil@csilmilano.com](mailto:csil@csilmilano.com)



## FOOD

### WORLD TRADE OF QUALITY FOOD PRODUCTS (T3)

Import and export of quality food products for 30 countries. Clusters, case histories, e-commerce, scenario.

*200 pages - Language English*

**Edition I, Year 2014, Price EUR 10000 (on demand)**



## MAJOR APPLIANCES

### PROFILES OF 50 MAJOR APPLIANCE MANUFACTURERS WORLDWIDE (AP17)

Recent history, financial and manufacturing data, investments about major players of washing, refrigeration and cooking appliances.

*About 250 pages + list of useful contacts - Language: English*

**Edition IV, Year 2012, Price EUR 1600**

### WORLD TRADE OF MAJOR APPLIANCES (AP26)

Estimated production and consumption in quantity for 50 countries. Products covered: refrigerators, hoods, dishwashers, cooking appliances, washers. Data 2005-2010 and forecasts for 2011.

*About 350 pages + list of useful contacts - Language: English*

**Edition I, Year 2011, Price EUR 3000**

### BUILT-IN APPLIANCES DISTRIBUTION AND BRAND IMAGE IN ITALY (IT15)

200 interviews with leading sector buyers (wholesalers, kitchen furniture producers and large-scale distributors) enable us to make annual projections for kitchen furniture and built-in appliance consumption.

*About 140 pages + list of useful contacts - Language: Italian*

**Edition XIX, Year 2013, Price EUR 4000**

### BUILT-IN APPLIANCE DISTRIBUTION IN EUROPE (AP30)

Countries covered: Belgium, Czech Republic, Denmark, France, Germany, Hungary, Italy, Netherlands, Poland, Portugal, Russia, Spain, Turkey, United Kingdom. 100 interviews with key players+desk research and statistical office. Estimates on market size, distribution channels, main players. Imported products and trend setters. Focus: e-commerce. For each country, at least one past report focused on "trade satisfaction" has been made in past years.

*About 180 pages + list of useful contacts Language: English*

**Edition I Year 2014, Price EUR 4000**

### PROFILE OF 50 MAJOR APPLIANCE RETAILERS (AP19)

Total turnover, appliance turnover, number of stores, sales area, strategy, financials and economic ratios. Elaboration from annual reports, online documentation and a sample of key testimonials.

*About 150 pages+list of useful contacts*

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# LIGHTING FIXTURES

## SCENARIO

### **WORLD TRADE OF LIGHTING FIXTURES** (W15)

Imports and exports of lighting fixtures in 60 countries. Data for 2008-2013. Estimated segmentation for each company. Breakdown of international trade by geographical area. Estimated supply and demand by country.

*About 230 pages - Language: English*

**Edition XIX, Year 2014, Price EUR 1600**

### **LEDS AND THE WORLDWIDE MARKET FOR LIGHTING FIXTURES** (S52)

Market size, competitive system, main applications, 2006-2013 trend and 2016 forecasts. Section on the OLED market.

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**Edition V, Year 2014, Price EUR 1600**

### **THE WORLD MARKET FOR OUTDOOR LIGHTING FIXTURES** (W19)

Market size and activity trend for over 50 countries. Residential lighting outdoor, city beautification, street lighting, tunnel lighting, area lighting. 50 top players. Market shares: China, United States, Japan, Europe, Russia, India, Latin America, Middle East and North Africa, South Africa. Specific focus on outdoor LED based lighting segment.

*About 200 pages - Language: English*

**Edition III, Year 2012, Price EUR 2000**

### **THE EUROPEAN MARKET FOR PUBLIC OUTDOOR LIGHTING** (EU30)

**Edition I, Year 2014, Price on demand.**

### **E-COMMERCE FOR THE LIGHTING FIXTURE INDUSTRY** (M3)

Activity trend. Successful and unsuccessful stories. Estimate on market value for regions, kind of distributors and main products. B2C, B2B, web marketing. Europe, United States, China.

*About 60 pages - Language: English*

**Edition II, Year 2013, Price EUR 1600**

## EUROPE

### **THE EUROPEAN MARKET FOR LIGHTING FIXTURES, PART I** (EU6)

Countries covered: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, UK. 150 interviews with the leading producers of residential, commercial, industrial and outdoor lighting fixtures. International trade, supply and consumption volumes. Market shares, distribution channels and investments. Data 2007-2013 and forecasts for 2014.

*About 220 pages + list of useful contacts - Language: English*

**Edition XXIII, Year 2014, Price EUR 2900**

### **THE EUROPEAN MARKET FOR LIGHTING FIXTURES, PART II** (S39)

Countries covered: Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Slovakia, Slovenia.

*About 120 pages + list of useful contacts - Language: English*

**Edition V, Year 2014, Price EUR 1600**

### **THE EUROPEAN MARKET FOR EXPLOSION-PROOF LIGHTING** (EU29)

Market size, by country. Major players' market share and financials. *Over 30 pages+list of useful contacts*

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### **THE EUROPEAN MARKET FOR EMERGENCY LIGHTING** (EU24)

Market size. Market shares: Nordics, United Kingdom + Ireland, France + Belgium, Italy, Spain + Portugal, Italy, East Europe. Centralized and stand alone systems, signage. LED based products and other lighting sources.

*About 40 pages - Language: English*

**Edition I, Year 2012, Price EUR 1600**

### **THE EUROPEAN MARKET FOR LIGHTING CONTROLS** (EU26)

Market size. Market breakdown. Main players. Technology issues. Legal framework.

*About 80 pages - Language: English*

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## ITALY

### **THE DISTRIBUTION OF RESIDENTIAL LIGHTING FIXTURES IN ITALY** (IT34)

250 interviews with a sample of distributors, end-users, specifiers and manufacturers. Market size by segment (office, retail, public, outdoor), prices, purchasing criteria, trade satisfaction, forecasts.

*About 130 pages + list of useful contacts - Language: Italian*

**Edition II, Year 2014, Price on demand**

## PROCESS OF LIGHTING FIXTURES PURCHASING IN ITALY

(IT14)

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Edition I, Year 2001, Price EUR 1000

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About 60 pages + list of useful contacts - Language: English  
Edition II, Year 2013, Price EUR 1600

### THE LIGHTING FIXTURES MARKET IN RUSSIA (S28)

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Edition VII, Year 2014, Price EUR 1600

### THE LIGHTING FIXTURES MARKET IN THE MIDDLE EAST AND NORTH AFRICA (S38)

Countries covered: Algeria, Bahrain, Egypt, Jordan, Kuwait,  
Lebanon, Morocco, Oman, Qatar, Saudi Arabia, Tunisia, UEA.  
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### THE LIGHTING FIXTURES MARKET IN INDIA (S33)

About 90 pages + list of useful contacts - Language: English  
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### THE LIGHTING FIXTURES MARKET IN LATIN AMERICA (S58)

Focus on Brazil, Argentina, Chile, Colombia, Mexico, Venezuela.  
About 110 pages + list of useful contacts - Language: English  
Edition II, Year 2013, Price EUR 2900

### THE LIGHTING FIXTURES MARKET IN ASIA PACIFIC (S72)

Countries covered: Australia, Indonesia, Japan, South Korea,  
Malaysia, New Zealand, Philippines, Singapore, Taiwan,  
Thailand, Vietnam. 100 interviews with the leading producers of  
residential, commercial, industrial and outdoor lighting fixtures.  
International trade, supply and consumption volumes. Market  
shares, distribution channels and investments. Data 2007-2012  
and forecasts for 2013.

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Edition I, Year 2013, Price EUR 2900 (one country Price EUR 800)



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Financial analysis of the major furniture players in Europe (EU25)	2014	1600
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The Italian market for office furniture (IT9)	2012	2000
<b>Office furniture distribution in Italy (IT16)</b>	<b>2014</b>	<b>2000</b>
The office furniture market in Brazil (S65)	2013	1600
The office furniture market in China (S66)	2013	1600
<b>The office furniture market in Asia Pacific (S23)</b>	<b>2014</b>	<b>2000</b>
<b>The office furniture market in India (S44)</b>	<b>2014</b>	<b>1600</b>

## KITCHEN FURNITURE

<b>Kitchen furniture: world market outlook (W14)</b>	<b>2014</b>	<b>1600</b>
<b>The European market for kitchen furniture, Part I (EU4)</b>	<b>2014</b>	<b>2900</b>
<b>The European market for kitchen furniture, Part II (S25)</b>	<b>2014</b>	<b>2600</b>
The kitchen furniture market in Russia (S25RU)	2013	1600
<b>The Italian market for kitchen furniture (IT5)</b>	<b>2014</b>	<b>2000</b>
Kitchen furniture distribution in Italy (IT3)	2012	3000
The kitchen furniture market in the Middle East and North Africa (S71)	2013	1600
<b>The kitchen furniture market in China (S30)</b>	<b>2014</b>	<b>1600</b>
<b>The kitchen furniture market in India (S76)</b>	<b>2014</b>	<b>1600</b>

## BATHROOM

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The bathroom furniture market in France (S12FR)	2013	2000
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## WINDOWS & DOORS

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Profiles of 50 major appliance manufacturers worldwide (AP17)	2012	1600
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<b>Built-in appliance distribution in Europe (AP30)</b>	<b>2014</b>	<b>4000</b>
<b>Profile of 50 major appliance retailers (AP19)</b>	<b>2014</b>	<b>1600</b>

## LIGHTING FIXTURES

<b>World trade of lighting fixtures (W15)</b>	<b>2014</b>	<b>1600</b>
<b>LEDs and the worldwide market for lighting fixtures (S52)</b>	<b>2014</b>	<b>1600</b>
The world market for outdoor lighting fixtures (W19)	2012	2000
<b>The European market for public outdoor lighting (EU30)</b>	<b>2014 on demand</b>	
E-Commerce for the lighting fixture industry (M3)	2013	1600
<b>The European market for lighting fixtures, Part I (EU6)</b>	<b>2014</b>	<b>2900</b>
<b>The European market for lighting fixtures, Part II (S39)</b>	<b>2014</b>	<b>1600</b>
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The European market for emergency lighting (EU24)	2012	1600
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## CSIL CUSTOMIZED RESEARCH

Approximately 50% of CSIL's market research is carried out "on demand". Custom research meets the specific needs of the client and the results are for its own sole use. Customized research is based on a multidisciplinary approach, using both desk and field analyses. CSIL has partners and correspondents in Brazil, China, Denmark, Finland, France, Germany, Greece, India, Ireland, Lithuania, Portugal, Russia, Spain, Tunisia, the United Kingdom and the United States. Below are some examples of customized market research and other services available "on demand". Costs are usually between 3,000 Euro and 30,000 Euro. Detailed prices are provided for each request. Delivery times normally 3-6 weeks.

### OVERVIEW OF NEW MARKETS

It is relatively simple to analyse an already established market, but it can be more complicated to study a "new" market, for example, "OLED lighting" or "Furniture for Seniors".

### INDUSTRY COMPETITION ANALYSIS

Within a market there are many specific niches. You will not find a published multi-client study of "island hoods" or "oak furniture", but we can produce one for you.

### MARKET ENTRY STRATEGIES

So you know the size and main characteristics of a market, but how do you approach it (which channels, investments, job recruiting, flagship products) and is your product right for this market? From the Emirates to Portugal, CSIL's team of experts has faced many aspects on this issue, for a number of sectors from product test to purchasing process analysis.

### FORECASTING

Since 30 years one of CSIL's flagship multi-client reports has been the "Forecast Report" on furniture markets worldwide. From built-in appliances to LED lighting and leather upholstery, CSIL formulates medium-term scenarios on demand for diverse sectors. CSIL also specializes in the Cost-Benefit Analysis of investment projects for EU Structural Funds, the Cohesion Fund and Instruments of Pre-Accession.

### ANALYSIS OF PRODUCT TRENDS

RTA or assembled furniture, design oriented products or mass production? Whatever your specialization, CSIL's team of market researchers and design experts can work for you.



### ANALYSIS OF TECHNOLOGICAL TRENDS

PVC and "non PVC" polymers, traditional and technological textiles, innovative glass. CSIL frequently cooperates with "Fortune 500" companies serving the furniture, appliances, lighting and construction industries.

### TRADE SATISFACTION

For over 20 years CSIL has carried out trade satisfaction analyses for sectors like upholstery, kitchen furniture, industry associations, built-in appliances and lighting fixtures, from Italy to Russia and to Belgium. Usually a 300-interview sample is sufficient to answer most of your questions. CSIL is now investing in innovative integrated analysis, models and methodologies for trade and customers satisfaction with the aim to increase the information quality derived from a survey. Trade Satisfaction reports are frequently ordered by companies who need an independent third party source like CSIL, also for certification purposes.

### PARTNER RESEARCH

Some of CSIL's Consultants have longstanding relationships with many of our 2,000 customers. CSIL has also carried out due diligence, especially for firms wishing to establish long distance relationships (Europe-Asia).

### STRATEGIC CONSULTANCY FOR MANUFACTURING CLUSTERS

Today CSIL works mostly with sector leaders, but our roots are in serving Small and Medium-sized Enterprises and their clusters. From Central Italy to Anji and Bento Goncalves. Frequently CSIL market researchers work as a team alongside manufacturing consultants and designers.

### COMPETITIVE POSITIONING ANALYSIS

This is usually performed in three steps: company check up, market environment, competitor analysis. The company's data are analysed within the sector's macroeconomic scenario in order to understand its positioning, possible future developments and trends in market shares. The strategies of the main competitors are also monitored.

### DESIGN STRATEGY

Recent clients in this sphere include companies in Italy, Bangladesh and Thailand. CSIL Consultants have also given training, workshops and lectures in India, Germany, the USA and Mexico.



## CSIL EVENTS

Through 2 annual meetings, bringing together the leading sector operators, press, world level economists and researchers, **CSIL** aims to involve the main actors of the furniture industry worldwide, in order to line up the furniture market situation and outline the prospective for this sector in the world.

### ■ WORLD FURNITURE OUTLOOK WORKSHOP

13<sup>th</sup> EDITION, APRIL 2014

Annually held during the Milan International Furniture Fair "I SALONI", the "**World Furniture Outlook Workshop**" is a unique occasion to gather comments on the key issues regarding production, consumption and trade of the major industrial economies worldwide and to introduce the furniture sector forecasts.

- **CSIL** experts support a deep analysis concerning the world furniture trade, basically involving 70 countries, outlining the near future steps of the furniture market.
- International keynote speakers and a team of corporate and institutional representatives present, in a concerted round table, sector performances and perspectives for the furniture industry in their own countries.
- Alongside of that, **CSIL** presents the new edition of the "**World Furniture Outlook**" report to an audience of selected participants from all over the world.

### ■ FORECAST SEMINAR ON FURNISHINGS MARKETS

32<sup>nd</sup> EDITION, NOVEMBER 2014

The "**Forecast Seminar on Furnishing Markets**" is the traditional end-of-the-year meeting taking place in Milan, expressly designed by **CSIL** for leading sector players and operators, representatives of institutions and trade associations, press, economists and researchers, to present the scenario for the worldwide furniture industry and forecasts.

- Since 1983, this meeting represents a not-to-be-missed opportunity to analyze trends and projects for the furniture sector in the global market.
- Participants have the opportunity to follow a discussion on the furniture market as a whole, being involved in the central issues of the market.
- A particular topic, different year-by-year, and chosen by **CSIL** for its importance within the furniture sector, is a central focus for discussion.
- In this occasion, selected testimonials and experts are called to draw the furniture sector situation and deeply discuss on the breaking focus themes, trying to line up the incoming perspectives of the whole market.



## SEMINAR & WORKSHOPS

**CSIL** organizes SEMINARS, WORKSHOPS, MEETINGS and FOCUS GROUPS for companies, associations, fair organizers, consortia, clusters:

- **CSIL** experts regularly attend international seminars and workshops delivering speeches on: Global market trends and forecasts • Production development • Distribution channels: retailing, contract, ecommerce • Product trends: kitchen furniture, office furniture, household furniture, mattresses, lighting fixtures • Design trends • SMEs, clusters and export promotion • Strategical approach to the world's markets.
- **CSIL** provides services to support and develop company's strategy and competitiveness in the international furniture context, delivering onsite custom made presentations based on **CSIL** reports and statistics.
- **CSIL** organizes training and study tours in Italy for foreign operators.

# World Furniture

International Markets Review

■ **CONCEPT** World Furniture magazine is a working tool and an open platform of information about international markets, business strategies, trends and innovation for the furnishings industry and related sectors. Issued in English, the magazine is available both in print and digital version.

■ **SPECIAL REPORTS & VISIONS** Each issue includes 'Special Reports' and 'Visions', offering in-depth analyses of manufacturing segments, their markets of reference, product trends and new routes, innovative strategies and business opportunities on the global competitive scenario.

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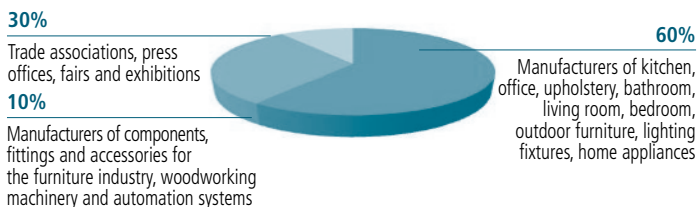
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CSIL Centre for Industrial Studies

Corso Monforte 15

20122 Milano Italy

Tel + 39 02 796630

Fax + 39 02 780703

Email: [csil@csilmilano.com](mailto:csil@csilmilano.com)

VAT: IT 04825320155

YOUR CONTACT PERSON AT CSIL

Giovanna Castellina

Tel: +3902796630 ext. 21

Email: [castellina@csilmilano.com](mailto:castellina@csilmilano.com)

Mobile: +393347370730

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