



January 2025

COUNTRY FURNITURE OUTLOOK

Sample



-  FURNITURE
-  UPHOLSTERED FURNITURE
-  MATTRESSES
-  OFFICE & WORKPLACE
-  CONTRACT FURNITURE
-  OUTDOOR FURNITURE
-  KITCHEN FURNITURE
-  BATHROOM FURNITURE
-  MAJOR APPLIANCES
-  LIGHTING FIXTURES

A global perspective of the furniture sector with insights into all furniture segments and in-depth knowledge of the entire value chain.



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For further information, please contact:
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THE COUNTRY FURNITURE OUTLOOK SERIES



Introduction. The Country Furniture Outlook Series of reports (issued by CSIL since the 1990's) covers at present 100 countries on which CSIL concentrates its efforts of data gathering, research and analysis. Individual country reports are issued once a year. In addition, a global report on the World Furniture Industry (World Furniture Outlook) is issued twice a year, in June and November.

The 100 countries covered by CSIL Series are the following:

Albania	Costa Rica	Iceland	Montenegro	Slovakia
Algeria	Croatia	India	Morocco	Slovenia
Argentina	Cyprus	Indonesia	Netherlands	South Africa
Australia	Czech Republic	Iran	New Zealand	South Korea
Austria	Denmark	Iraq	Nigeria	Spain
Azerbaijan	Dominican Republic	Ireland	North Macedonia	Sweden
Bahrain	Ecuador	Israel	Norway	Switzerland
Bangladesh	Egypt	Italy	Oman	Taiwan, China
Belarus	El Salvador	Japan	Pakistan	Tanzania
Belgium	Estonia	Jordan	Panama	Thailand
Bolivia	Ethiopia	Kazakhstan	Peru	Tunisia
Bosnia Herzegovina	Finland	Kenya	Philippines	Turkey
Brazil	France	Kuwait	Poland	Turkmenistan
Bulgaria	Georgia	Latvia	Portugal	Ukraine
Cameroon	Germany	Lebanon	Qatar	United Arab Emirates
Cambodia	Ghana	Lithuania	Romania	United Kingdom
Canada	Greece	Malaysia	Russia	United States
Chile	Guatemala	Malta	Saudi Arabia	Uruguay
China	Hong Kong, China	Mexico	Serbia	Uzbekistan
Colombia	Hungary	Moldova	Singapore	Vietnam



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Austria	Italy
Belgium	Latvia
Bulgaria	Lithuania
Croatia	Malta
Cyprus	Netherlands
Czech Republic	Norway
Denmark	Poland
Estonia	Portugal
Finland	Romania
France	Slovenia
Germany	Spain
Greece	Sweden
Hungary	Switzerland
Ireland	United Kingdom

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Furniture exports by country and by geographical area, 2018-2023

1. COUNTRY. MARKET AT A GLANCE

FURNITURE CONSUMPTION	3,003	1%
FURNITURE IMPORTS	2,112	1%
FURNITURE PRODUCTION	2,029	1%
FURNITURE EXPORTS	1,139	0%
IMPORT PENETRATION	46%	<i>Imports/consumption ratio</i>
EXPORT ORIENTATION	56%	<i>Export/production ratio</i>

Comparison with the European furniture sector

RANKING 2024 among European Countries (EU27 + UK, NO, CH)



Furniture trade		2019	2024
Extra-EU furniture exports	<i>% of total exports</i>	7%	8%
Extra-EU furniture imports	<i>% of total imports</i>	10%	15%

Source: CSIL processing of official data

Furniture Consumption



Source: CSIL, WORLD FURNITURE OUTLOOK 2025

2. COUNTRY. MACRO DATA

		2019	2020	2021	2022	2023	2024
GDP	<i>Eur billion</i>	142	141	153	165	184	197
	<i>% change</i>		0%	8%	8%	12%	7%
Per capita GDP	<i>Eur</i>	25,950	25,950	28,050	30,300	33,750	36,000
	<i>% change</i>		0%	8%	8%	11%	7%
Private consumption expenditure	<i>Eur billion</i>	79	81	86	102	108	113
	<i>% change</i>		3%	6%	18%	7%	5%
Cons. exp. for durable goods	<i>Eur billion</i>	7	6	7	8	9	n.a.
	<i>% change</i>		-6%	10%	21%	5%	n.a.
Inflation, consumer prices	<i>% change</i>	3%	2%	3%	12%	9%	3%

Source: Eurostat, IMF

Exchange rate

	2019	2020	2021	2022	2023	2024
EUR per USD	0.89	0.88	0.85	0.95	0.92	0.92

Sources: US Federal Reserve

Exchange rates for 2024 refer to the period January - September

Macroeconomic trends forecasts

		2025	2026
GDP	<i>% ch in real terms</i>	2.0%	2.5%
Inflation	<i>% change</i>	3.0%	2.0%
Residential investments	<i>% ch in real terms</i>	3.0%	2.7%

Source: Eurostat, IMF

Socio-demographic variables

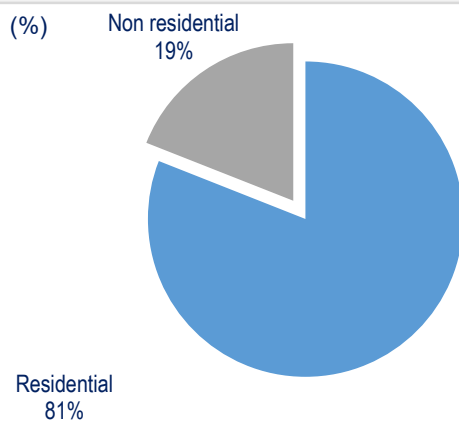
		Last available year
Population	<i>million</i>	5
Urban Population	<i>% of total population</i>	60%
Pop. in urban agglomerations (*)	<i>% of total population</i>	1%
Number of households	<i>million</i>	2
Marriages celebrated each year	<i>thousand</i>	20
Internet users	<i>per 100 people</i>	97

Sources: Eurostat, World Bank

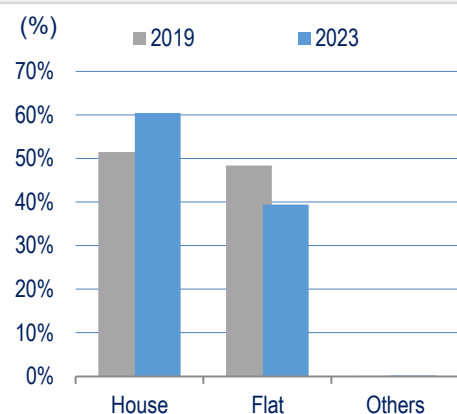
(*): more than 1 million

Housing statistics

Breakdown of the building stock by building type



Distribution of population by dwelling type

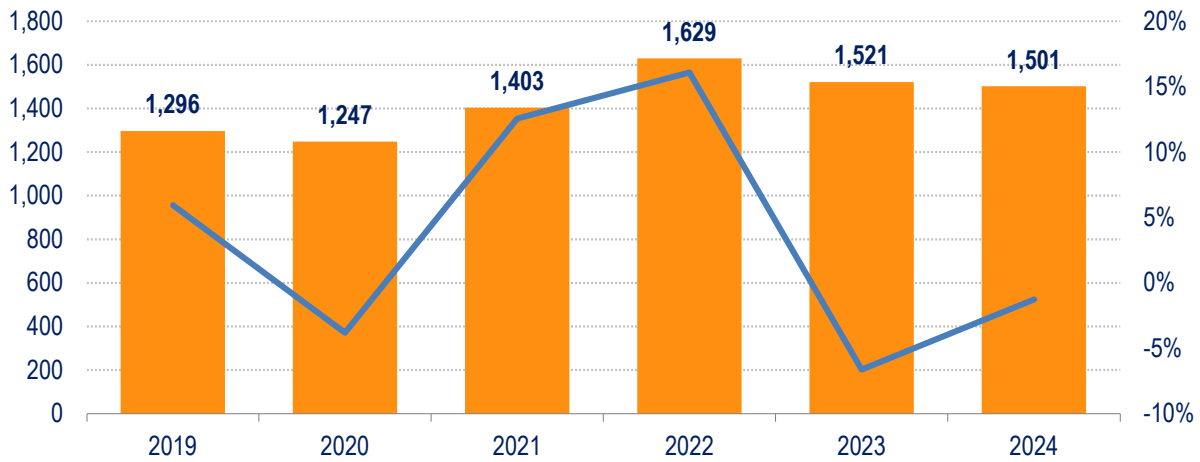


Sources: European Commission, Eurostat

Last available year

3. COUNTRY. FURNITURE CONSUMPTION

Furniture consumption, 2019-2024



Source: CSIL

2024: preliminary estimates

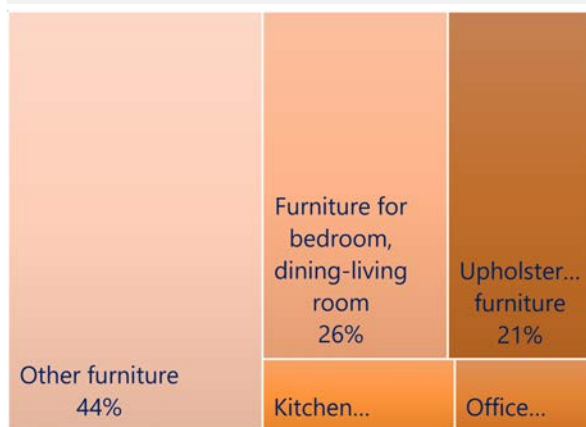
Consumption is apparent consumption at production prices (production+exports+imports, excluding retail markup).

Furniture consumption by segment, 2018 and 2023

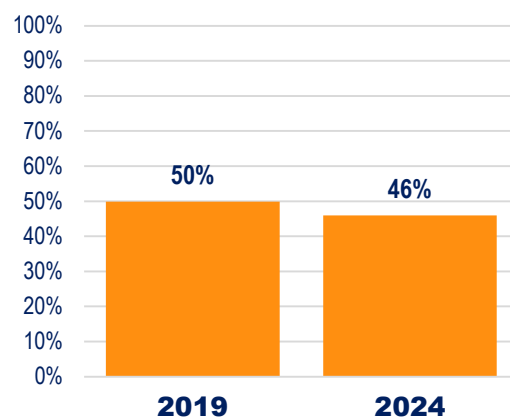
	Eur million		% change
	2018	2023	2018-2023
Upholstered furniture	184	274	49%
Office furniture	37	54	45%
Kitchen furniture	64	75	17%
Furniture for bedroom, dining and living room	245	350	43%
Other furniture	531	581	10%
Total	1,224	1,521	24%
Subtotal excl furniture parts	1,060	1,333	26%

Source: CSIL

Furniture consumption by segment, 2023



Furniture. Import/consumption ratio. 2019 and 2024



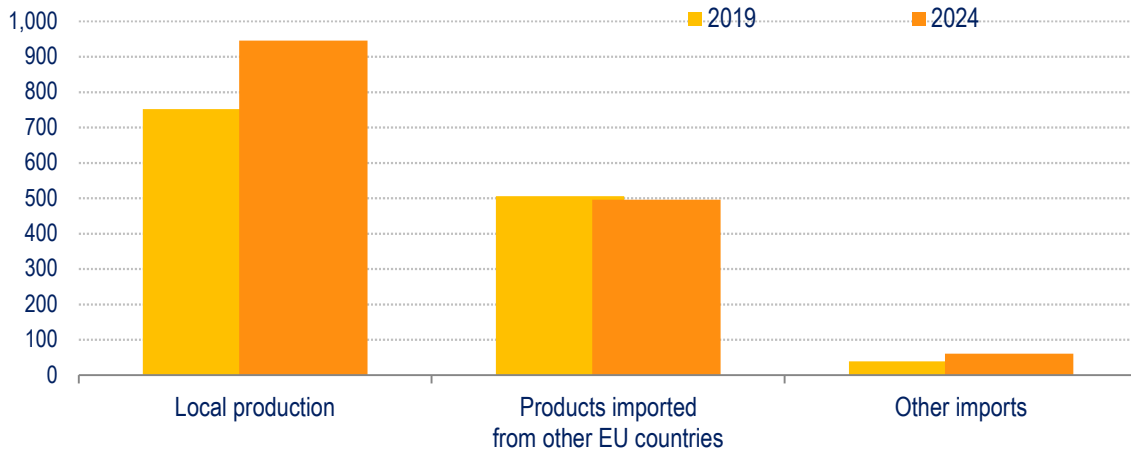
Source: CSIL

Other furniture include: outdoor furniture, furniture for bathroom, occasional furniture and non-upholstered seats

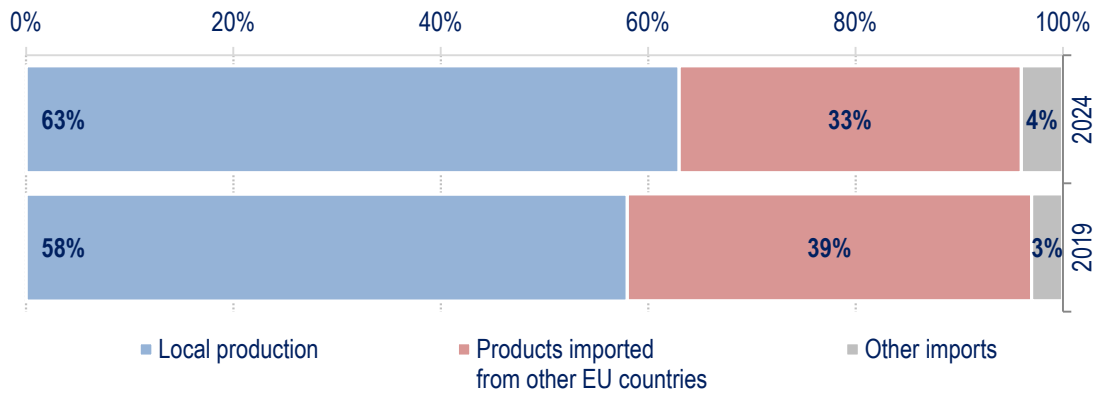
3. COUNTRY. FURNITURE CONSUMPTION

Furniture consumption by origin, 2019 and 2024

Eur million



% breakdown



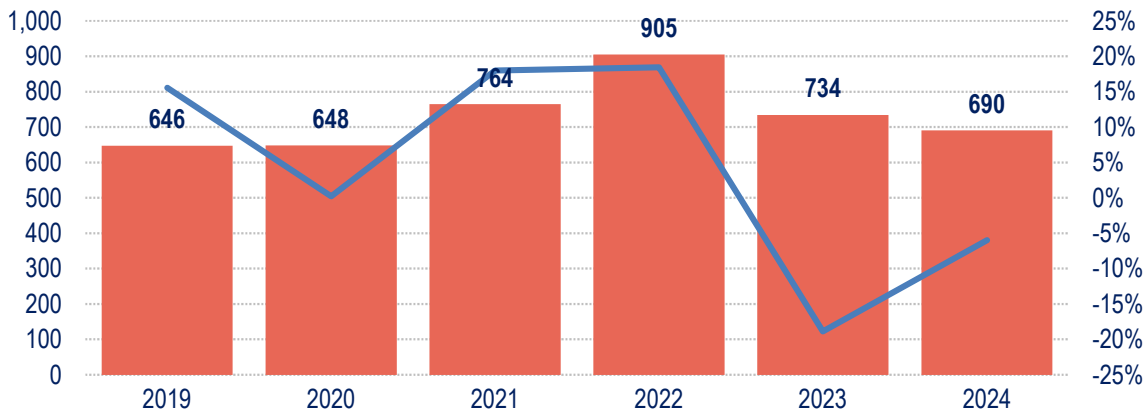
Source: CSIL

Local production is the portion of furniture production destined to national consumption

EU countries: European Union (27), the United Kingdom, Norway, Switzerland and Iceland

4. COUNTRY. FURNITURE IMPORTS

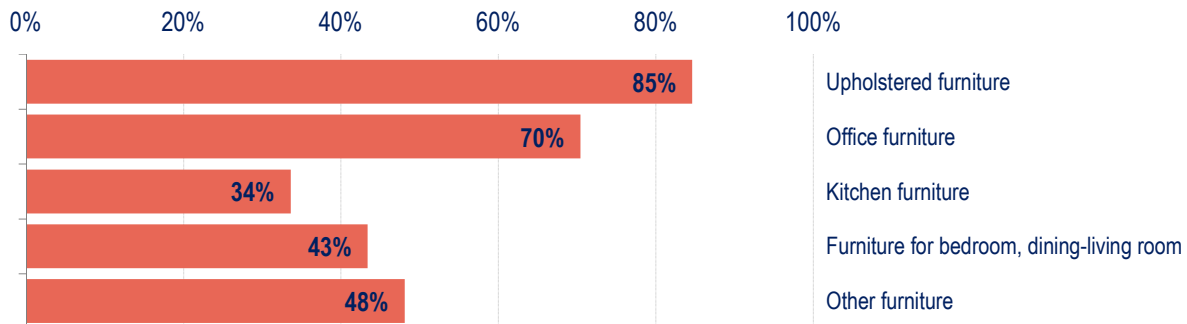
Furniture imports, 2019-2024



Source: CSIL processing of official data

2024: preliminary estimates

Imports/consumption ratio by segment, 2023



Source: CSIL processing of official data, last available year

Other furniture include: outdoor furniture, furniture for bathroom, occasional furniture and non-upholstered seats

Origin of furniture imports, 2023

Country	2023		% change	
	Eur million	%share	2018/2023	2023/2022
Country 1	200	29%	-15%	0%
Country 2	100	14%	7%	13%
Country 3	90	13%	4%	-8%
Country 4	80	12%	23%	8%
Country 5	70	10%	n.s.	12%
Country 6	60	9%	39%	2%
Country 7	50	7%	10%	-8%
Country 8	10	1%	19%	3%
Country 9	10	1%	n.s.	64%
Country 10	2	0%	35%	-7%
others	18	4%	54%	19%
Total	690	100%	29%	4%

Source: CSIL processing of official data

4. COUNTRY. FURNITURE IMPORTS

Furniture imports, 2018-2023

by product	Eur million						% share		Ann. % changes	
	2018	2019	2020	2021	2022	2023	2018	2023	23/ 22	Aver. 18/23
Upholstered furniture										
Non-upholstered seats										
Bedroom furniture										
Kitchen furniture										
Furniture for dining and living room										
Office furniture										
Furniture, n.e.c.										
Parts of furniture, excl. parts of seats										
Parts of seats										
Total parts										
Furniture excluding parts										
TOTAL FURNITURE										

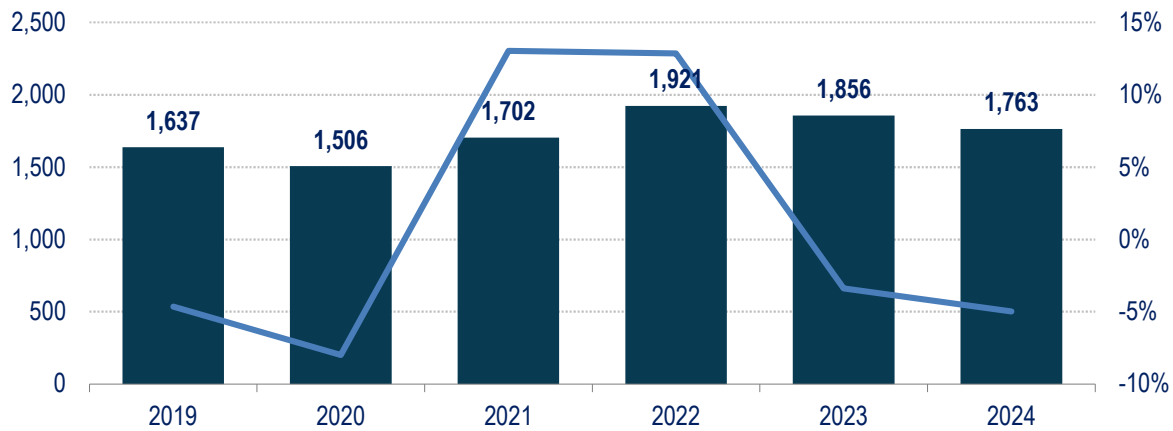
by country and by geographical area	Eur million						% share		Ann. % changes	
	2018	2019	2020	2021	2022	2023	2018	2023	23/ 22	Aver. 18/23
Country 1										
Country 2										
Country 3										
Country 4										
Country 5										
Country 6										
Country 7										
Country 8										
Country 9										
Country 10										
Top 10										
Others										
Americas										
- North America										
- Central-South America										
Asia and Pacific										
Europe										
- European Union (27)										
- UK, Switzerland, Norway, Iceland										
- Other Europe										
Middle East										
Africa										
Other Countries										
WORLD TOTAL										

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

5. COUNTRY. FURNITURE PRODUCTION

Furniture production, 2019-2024



Source: CSIL

2024: preliminary estimates

Furniture production by segment, 2018 and 2023

	Eur million		% change
	2018	2023	2018-2023
Upholstered furniture	300	280	-7%
Office furniture	100	90	-10%
Kitchen furniture	130	120	-8%
Furniture for bedroom, dining-living room	300	350	17%
Other furniture	543	682	26%
Total	1,717	1,856	8%
<i>Subtotal excl furniture parts</i>	<i>1,373</i>	<i>1,522</i>	<i>11%</i>

Source: CSIL

Furniture production by segment, 2023

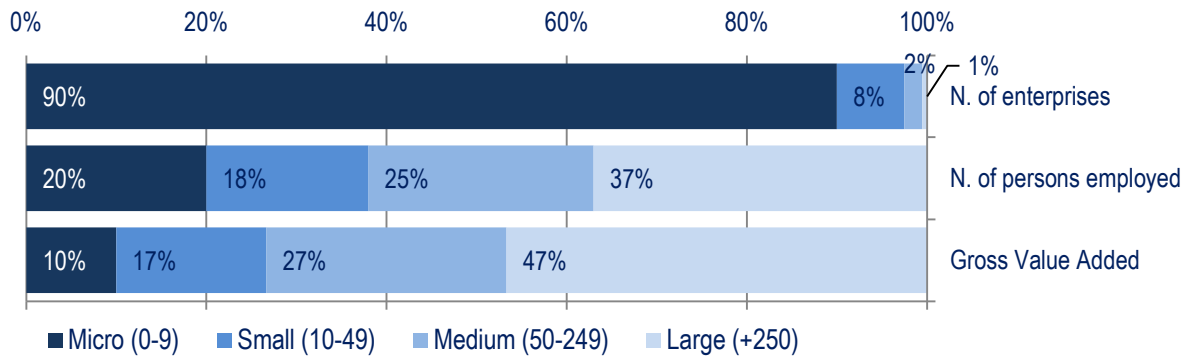


Source: CSIL

Other furniture include: outdoor furniture, furniture for bathroom, occasional furniture and non-upholstered seats

5. COUNTRY. FURNITURE PRODUCTION

The furniture manufacturing productive system. Structural statistics by class of employment



Enterprises (employment size class)	Enterprises Number	Persons employed Number	Gross Value Added Eur million
Micro (0-9)	900	2,000	30
Small (10-49)	75	1,800	50
Medium (50-249)	20	2,500	80
Large (+250)	5	3,700	140
Total	1,000	10,000	300

Sources: Eurostat, DIW Econ

Last available year

The furniture manufacturing productive system. Structural statistics by geographical area

% share on national data

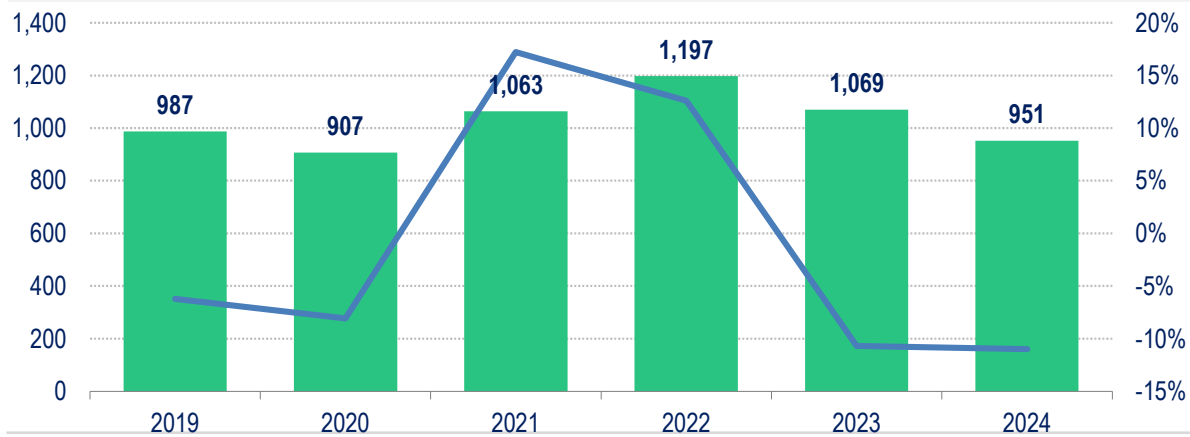
Region	Country	local units	persons employed
		100%	100%
Region 1		10%	15%
Region 2		14%	4%
Region 3		20%	21%
Region 4		26%	27%
Region 5		20%	23%
Region 6		10%	10%

Source: Eurostat

Last available year

6. COUNTRY. FURNITURE EXPORTS

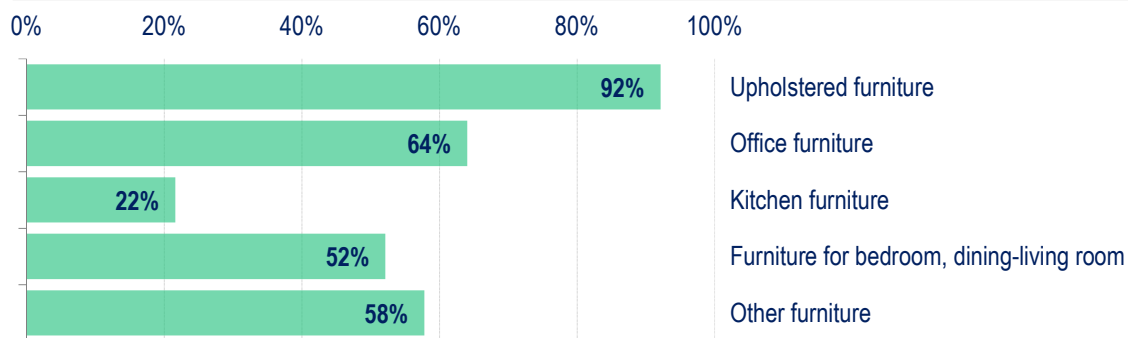
Furniture exports, 2019-2024



Source: CSIL processing of official data

2024: preliminary estimates

Exports/production ratio by segment, 2023



Source: CSIL processing of official data

Other furniture include: outdoor furniture, furniture for bathroom, occasional furniture and non-upholstered seats

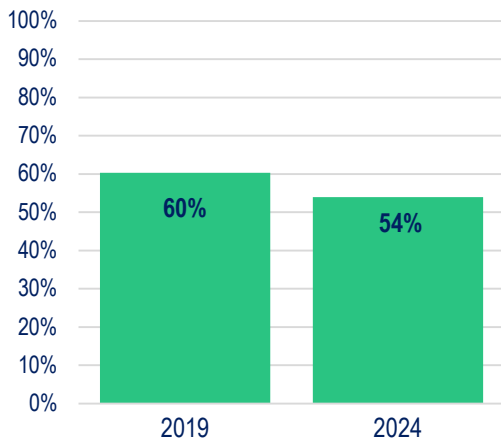
Destination of furniture exports, 2023

Country	2023		% change	
	Eur million	%share	2018/2023	2023/2022
Country 1	300	32%	30%	4%
Country 2	200	21%	80%	-10%
Country 3	90	9%	32%	7%
Country 4	80	8%	54%	0%
Country 5	80	8%	10%	0%
Country 6	70	7%	10%	0%
Country 7	50	5%	10%	0%
Country 8	30	3%	42%	-1%
Country 9	10	1%	10%	-1%
Country 10	8	1%	41%	-7%
others	33	5%	24%	-8%
Total	951	100%	20%	0%

Source: CSIL processing of official data

6. COUNTRY. FURNITURE EXPORTS

Furniture. Exports/production ratio, 2019 and 2024

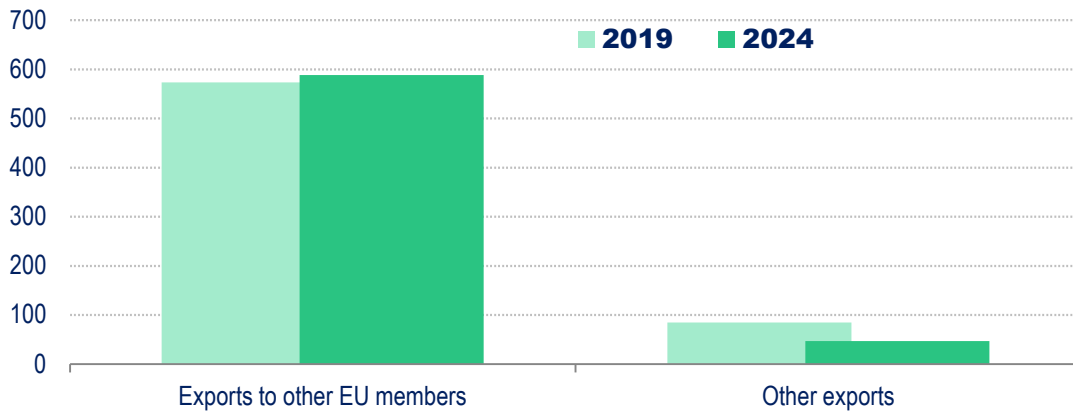


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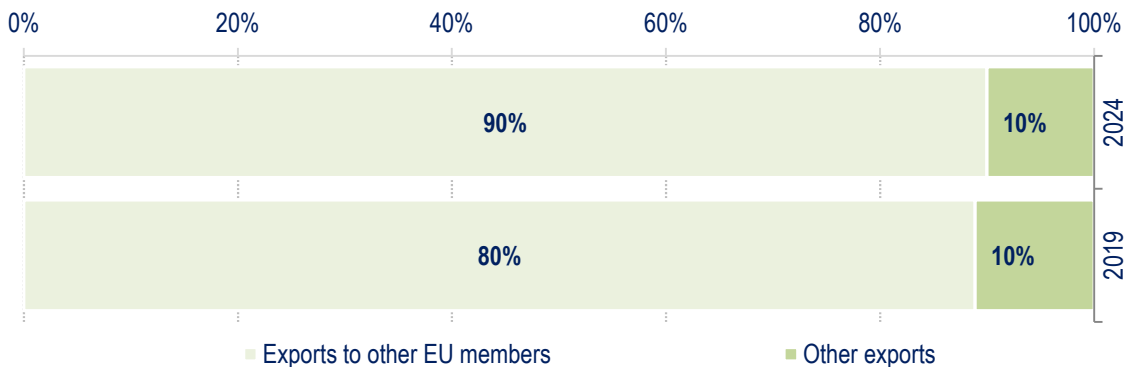
2024: preliminary estimates

Furniture exports by destination, 2019 and 2024

Eur million



% breakdown



Source: CSIL processing of official data

EU members: European Union (27), UK, Norway, Switzerland and Iceland

6. COUNTRY. FURNITURE EXPORTS

Furniture exports, 2018-2023										
by product	Eur million						% share		Ann. % changes	
	2018	2019	2020	2021	2022	2023	2018	2023	23/ 22	Aver. 18/23
Upholstered furniture										
Non-upholstered seats										
Bedroom furniture										
Kitchen furniture										
Furniture for dining and living room										
Office furniture										
Furniture, n.e.c.										
Parts of furniture, excluding parts of seats										
Parts of seats										
Total parts										
Furniture excluding parts										
TOTAL FURNITURE										

by country and by geographical area	Eur million						% share		Ann. % changes	
	2018	2019	2020	2021	2022	2023	2018	2023	23/ 22	Aver. 18/23
Country 1										
Country 2										
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Country 10										
Top 10										
Others										
Americas										
- North America										
- Central-South America										
Asia and Pacific										
Europe										
- European Union (27)										
- UK, Switzerland, Norway, Iceland										
- Other Europe										
Middle East										
Africa										
Other Countries										
WORLD TOTAL										

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Country

Company name

Activity: Manufacturer, Trader
Product portfolio: Upholstered furniture, Beds, Mattresses, Contract
Turnover range (EUR): 100-250 US\$ million
Employees range (units): > 500
E-mail: info@company.com
Web: https://www.company.com

Company name

Activity: Manufacturer, Trader
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METHODOLOGICAL NOTES

Å

Types of furniture covered

The furniture aggregate includes the following products:

Office furniture: swivel seats with variable height adjustment, metal furniture of a kind used in offices, wooden furniture of a kind used in offices

Upholstered furniture: seats convertible into beds (excl. medical, dental or surgical furniture), upholstered seats with wooden and metal frames

Non upholstered seats: non-upholstered seats with wooden and metal frames (excl. swivel seats), seats of wood, cane, osier, bamboo or similar materials, other seats (excl. seats for aircraft and for motor vehicles)

Kitchen furniture: furniture of a kind used in kitchens (excl. seats), fitted kitchen units

Bedroom furniture: cupboards, drawers, beds (excluding mattresses and mattress supports), bedside tables, bedroom storage systems

Dining and living room furniture: tables, bookshelves, sideboards, and other furniture for dining-living rooms (excl. seats).

Furniture n.e.c.: other kinds of furniture for outdoor and bathroom (excl. medical, dental, surgical or veterinary, and seats), occasional furniture, other furniture.

Furniture parts and seating parts: furniture parts (excl. for medical, surgical, dental or veterinary furniture, seats for specially designed furniture for hi-fi systems, videos or televisions) and parts of seats (excl. for aircraft, for medical, surgical, dental or veterinary seats, barbers' and similar chairs). The item "parts of seats" is likely to include parts of seats for motor vehicles because no separate code exists for the latter.

Please note that mattresses and mattress supports are excluded.

In terms of materials, coverage includes metal, wooden, plastic furniture and furniture of cane, osier, bamboo or similar materials.

For Norway and Switzerland there is not a specific statistical code for Dining and living room furniture, therefore in some tables an estimate was provided.

Notes and presentation conventions

Billion means 1,000 million.

All figures are in current Eur unless otherwise indicated, they are affected by exchange rate variations. Data in national currencies were converted to Eur using exchange rates from the US Federal Reserve or from Bank of Italy.

Data for 2024 are preliminary estimates.

The average annual growth rate is calculated as geometrical average, based on Eur values.

Year on year variations are in nominal terms unless otherwise indicated.

The cumulative growth rate is calculated as variation between the last year and the first year (i.e. 2024 and 2019) based on Eur values.

When we refer in the text to annual percentage changes in consumption in real terms, we refer to annual percentage changes from which the influence of price fluctuations and of the exchange rate on the presented data is excluded.

The breakdowns by segment are calculated on the total furniture, excluding furniture parts.

Numbers may not add to totals because of rounding.

Discrepancies in data presented in different editions of the report reflect updates by statistical offices, revisions to historical series and changes in methodology. Readers are advised not to compare data series between different editions of the reports.

n.a.: not available; n.s.: not significant; n.c.: not calculable

Terminology

Company turnover: consolidated turnover that includes the sales of the firm and its subsidiaries, not including intragroup transactions.

Employees: total number of full-time employees of the company (personnel).

Data gathering and processing methodology

Production data are estimated on the basis of:

- official statistics : statistics on the production of manufactured goods (e.g.

Prodcom classification), statistics relating to the economic activity (eg NACE) or National Annual Survey of Manufactures available.

- macro economic statistics and forecasts from international institutions (World Bank, International Monetary Fund, Organization for Economic Co-operation and Development)

- sector documentation (eg trade press, sector associations).

- field information collected by CSIL experts who constantly monitor the main manufacturers and distributors, gathering information on their activity, financial performance and strategies.

Furniture **production** data for each country include furniture manufactured domestically only. Offshore production of local firms appears in data for the foreign country where the manufacturing plants are located, independently from ownership of the plants.

Furniture **trade data** are processed by CSIL mainly on the basis of Eurostat data.

Furniture trade data refer to the following codes of the Combined Nomenclature: 94.01 and 94.03, excluding seats of a kind used for aircraft and seats of a kind used for motor vehicles.

Regarding furniture trade data, there are often discrepancies between the import data recorded by the importing countries and the export data of the relevant exporting countries. This is due to a variety of causes: different treatment of insurance and freight, unrecorded shipments, under-invoicing, fraudulent declarations and time gaps in recording at the end of the year (for example, trade recorded as exports in December and imports in the following January).

Consumption means apparent consumption at production prices excluding retail markup. It is calculated as follows: production-exports+imports.

Values of production and consumption of furniture are at ex-factory prices (value of goods from producer). In general exports are valued FOB (free on board) and imports are valued CIF (cost, insurance and freight).

The exports/production and the imports/consumption ratio may exceed 100% for countries where there are large amounts of import for re-export.

The **selection** of the furniture manufacturers is the result of an extensive effort by CSIL to identify the leading furniture manufacturers in Europe by furniture turnover.

Sources of information

All the companies' data are CSIL's estimates, supported by different sources of information:

An extensive database of companies which includes historical data on main financial indicators

Annual reports of companies quoted on the world stock exchanges

Specialist sector press, companies' websites and press statements

CSIL's field research, including online surveys and direct interviews conducted during the year

Some companies haven't been included because insufficient supporting data was found, or information seemed misleading.

Geographical coverage

In this report when referring to Europe, we mean the 27 members of the European Union + Norway, Switzerland and the United Kingdom.

Country codes used: AT: Austria, BE: Belgium, BG: Bulgaria, HR: Croatia, CY: Cyprus, CZ: Czech Republic, DK: Denmark, EE: Estonia, FI: Finland, FR: France, DE: Germany, EL: Greece, HU: Hungary, IE: Ireland, IT: Italy, LV: Latvia, LT: Lithuania, MT: Malta, NL: Netherlands, NO: Norway, PL: Poland, PT: Portugal, RO: Romania, SK: Slovakia, SI: Slovenia, ES: Spain, SE: Sweden, CH: Switzerland, UK: United Kingdom.
(Furniture data for Belgium include data for Luxembourg)