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May 2024  
W13 – R3714

# THE WORLD UPHOLSTERED FURNITURE INDUSTRY



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Corso Monforte, 15 - 20122 Milano - Italy  
tel. +39 02 796630 - [csil@csilmilano.com](mailto:csil@csilmilano.com)  
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## UPHOLSTERED FURNITURE

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Research prepared by **G. Taveggia, C. Pelizzari, L. Zhang**  
**U. Finzi (Senior Advisor)**

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## Table of Contents

|   |           |
|---|-----------|
| <b>STRUCTURE OF THE REPORT</b>  | <b>6</b>  |
| <b>EXECUTIVE SUMMARY</b>  | <b>7</b>  |
| <b>Upholstered manufacturers' strategies. Insights from the CSIL's survey</b>   | <b>8</b>  |
| Figure a1 Challenges that companies are facing. Sample of upholstered furniture manufacturers   | 8         |
| Figure a2 Companies' strategies. Sample of upholstered furniture manufacturers  | 9         |
| Figure a3 List prices (2024/2023). Sample of upholstered furniture manufacturers  | 9         |
| <b>Overview of the competitive system in the upholstered furniture industry. Figures at a glance from CSIL's companies database</b>               | <b>10</b> |
| Figure a4 Top 100 upholstered furniture manufacturers. Figures at a glance  | 10        |
| <b>PART I. CONSUMPTION, PRODUCTION AND INTERNATIONAL TRADE OF UPHOLSTERED FURNITURE</b>   | <b>12</b> |
| <b>1.1 THE WORLD MARKET FOR UPHOLSTERED FURNITURE</b>   | <b>13</b> |
| Table 1 World consumption of upholstered furniture. Overview  | 13        |
| Figure 1 World Consumption of upholstered furniture 2014-2023 Current US\$ billion  | 14        |
| Figure 2 Consumption of upholstered furniture by geographical region 2014-2023. Current US\$ billion  | 15        |
| Figure 3 Upholstered furniture consumption. Ten largest markets, 2018-2023. Current US\$ billion  | 16        |
| Figure 4 Upholstered furniture imports. Six major importing countries, 2018-2023. Current US\$ billion  | 17        |
| Figure 5 The opening of the world upholstered furniture market, 2018-2023. Imports/consumption ratios   | 17        |
| Figure 6 The opening of upholstered furniture markets, 2014-2023. Imports/consumption ratios, major importing countries                           | 18        |
| <b>1.2. WORLD PRODUCTION OF UPHOLSTERED FURNITURE</b>   | <b>19</b> |
| Table 2 World production of upholstered furniture. Overview   | 19        |
| Figure 7 Upholstered furniture. Ten major producing countries, 2018-2023. Current US\$ billion  | 20        |
| Figure 8 Production of upholstered furniture by geographical region 2014-2023. Current US\$ billion   | 21        |
| Table 3 Breakdown of upholstered furniture production by covering material. % in value  | 22        |
| Figure 9 Production of upholstered furniture. Breakdown by covering material. %   | 22        |
| Figure 10 Upholstered furniture exports. Six major exporting countries, 2018-2023. Current US\$ billion   | 23        |
| Figure 11 Percentage breakdown of upholstered furniture exports, 2014 and 2023  | 23        |
| <b>1.3. THE OUTLOOK</b>   | <b>24</b> |
| Table 4 Upholstered furniture trade matrix, 2023. Part 1. Destination of exports, Part 2. Origin of imports                                       | 24        |
| Figure 12 Upholstered furniture. Imports/consumption and exports/production ratios  | 25        |
| Figure 13 World upholstered furniture trade, 2014-2025. Current US\$ billion and annual percentage changes  | 26        |
| Table 5 Upholstered furniture consumption in large markets, 2024-2025. Forecasts of yearly changes in real terms                                  | 27        |
| Figure 14 Upholstered Furniture consumption by geographical region, 2025. Forecasts of yearly changes in real terms                               | 27        |
| <b>PART II. UPHOLSTERED FURNITURE INDICATORS</b>  | <b>28</b> |
| Table W1 Overview of the world upholstered furniture industry – Production and Exports  | 29        |
| Table W2 Overview of the world furniture industry – Consumption and Imports   | 30        |
| Table W3 Upholstered Furniture Exports, 70 Countries, alphabetical  | 31        |
| Table W4 UPHOLSTERED FURNITURE EXPORTS, 70 Countries, ranking   | 33        |
| Table W5 UPHOLSTERED FURNITURE IMPORTS, 70 Countries, alphabetical  | 35        |
| Table W6 UPHOLSTERED FURNITURE IMPORTS, 70 Countries, ranking   | 37        |
| Table W7 THE OPENING OF UPHOLSTERED FURNITURE MARKETS. Growth of exports, 2014-2023, 20 major exporting countries                                 | 39        |
| Table W8 THE OPENING OF UPHOLSTERED FURNITURE MARKETS. Growth of imports, 2014-2023, 20 major importing countries                                 | 40        |
| Table W9 UPHOLSTERED FURNITURE TRADE. Destination of exports  | 41        |
| Table W10 UPHOLSTERED FURNITURE TRADE. Origin of imports  | 43        |
| Table W11 Upholstered furniture consumption 2024-2025. Forecasts of yearly changes in real terms, alphabetical                                    | 45        |
| Table W12 Upholstered furniture consumption 2024-2025. Forecasts of yearly changes in real terms, ranking by size of upholstered furniture market | 46        |

| <b>PART III. TOP 20 COUNTRIES FOR UPHOLSTERED FURNITURE INDUSTRY</b> |     | <b>47</b>      |     |             |     |
|--|-----|----------------|-----|-------------|-----|
| China  | 49  | United Kingdom | 183 | Australia   | 306 |
| United States  | 69  | Türkiye        | 203 | France      | 319 |
| Poland   | 89  | Mexico         | 221 | Lithuania   | 334 |
| Vietnam  | 109 | Brazil         | 237 | Sweden      | 350 |
| Italy  | 128 | Spain          | 255 | South Korea | 366 |
| India  | 148 | Canada         | 274 | Japan       | 379 |
| Germany  | 165 | Romania        | 288 |             |     |

**FOR EACH COUNTRY:**

Upholstered furniture production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in upholstered furniture consumption in 2024 and 2025.

Production of upholstered furniture in quantity: 2018-2023 is available for China, United States, Poland, Italy, Germany, United Kingdom, Türkiye, Mexico, Brazil, Spain, Canada, Romania, France, Lithuania, Sweden, Japan; Vietnam, India.

Breakdown of production value by covering material (leather, fabric and other) (is available China, United States, Vietnam, Poland, Italy, India, United Kingdom, Germany, Mexico, Canada, Spain, France, Lithuania).

Major upholstered furniture manufacturers in the country, with short profiles

Upholstered furniture exports by country of destination and imports by country of origin

Socio-economic indicators, including population forecasts up to 2035 and resident population in main cities and projected growth (2020/2025/2030)

| <b>PART IV. SELECTED PROFILES OF MAJOR UPHOLSTERED FURNITURE MANUFACTURERS</b> |  | <b>394</b> |
|--|--|------------|
| Table 4.1 Major Upholstered Furniture Manufacturers by country                 |  | 395        |

| <b>PART V. COUNTRY TABLES</b> |     | <b>427</b>                 |     |                                |     |
|-------------------------------|-----|----------------------------|-----|--------------------------------|-----|
| Table C1 Algeria              | 428 | Table C25 Hong Kong, China | 452 | Table C49 Portugal             | 476 |
| Table C2 Argentina            | 429 | Table C26 Hungary          | 453 | Table C50 Qatar                | 477 |
| Table C3 Australia            | 430 | Table C27 Iceland          | 454 | Table C51 Romania              | 478 |
| Table C4 Austria              | 431 | Table C28 India            | 455 | Table C52 Russia               | 479 |
| Table C5 Bahrain              | 432 | Table C29 Indonesia        | 456 | Table C53 Saudi Arabia         | 480 |
| Table C6 Belgium              | 433 | Table C30 Ireland          | 457 | Table C54 Serbia               | 481 |
| Table C7 Bosnia Herzegovina   | 434 | Table C31 Israel           | 458 | Table C55 Singapore            | 482 |
| Table C8 Brazil               | 435 | Table C32 Italy            | 459 | Table C56 Slovakia             | 483 |
| Table C9 Bulgaria             | 436 | Table C33 Japan            | 460 | Table C57 Slovenia             | 484 |
| Table C10 Canada              | 437 | Table C34 Kazakhstan       | 461 | Table C58 South Africa         | 485 |
| Table C11 Chile               | 438 | Table C35 Kuwait           | 462 | Table C59 South Korea          | 486 |
| Table C12 China               | 439 | Table C36 Latvia           | 463 | Table C60 Spain                | 487 |
| Table C13 Colombia            | 440 | Table C37 Lebanon          | 464 | Table C61 Sweden               | 488 |
| Table C14 Croatia             | 441 | Table C38 Lithuania        | 465 | Table C62 Switzerland          | 489 |
| Table C15 Cyprus              | 442 | Table C39 Malaysia         | 466 | Table C63 Taiwan, China        | 490 |
| Table C16 Czech Republic      | 443 | Table C40 Malta            | 467 | Table C64 Thailand             | 491 |
| Table C17 Denmark             | 444 | Table C41 Mexico           | 468 | Table C65 Türkiye              | 492 |
| Table C18 Egypt               | 445 | Table C42 Morocco          | 469 | Table C66 Ukraine              | 493 |
| Table C19 Estonia             | 446 | Table C43 Netherlands      | 470 | Table C67 United Arab Emirates | 494 |
| Table C20 Finland             | 447 | Table C44 New Zealand      | 471 | Table C68 United Kingdom       | 495 |
| Table C21 France              | 448 | Table C45 Norway           | 472 | Table C69 United States        | 496 |
| Table C22 Germany             | 449 | Table C46 Oman             | 473 | Table C70 Vietnam              | 497 |
| Table C23 Ghana               | 450 | Table C47 Philippines      | 474 |                                |     |
| Table C24 Greece              | 451 | Table C48 Poland           | 475 |                                |     |

**FOR EACH COUNTRY:**

Upholstered furniture production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in upholstered furniture consumption in 2024 and 2025.

Major trading partners (countries of origin of imports and destination of exports of upholstered furniture).

| <b>APPENDIX</b> |                  | <b>498</b> |
|-----------------|------------------|------------|
| May-24<br>R3714 | © Copyright CSIL | 5          |

## Structure of the report

This report contains an overview of the world upholstered furniture industry. It focuses on the 70 most important upholstered furniture manufacturing countries: Algeria, Argentina, Australia, Austria, Bahrain, Belgium, Bosnia Herzegovina, Brazil, Bulgaria, Canada, Chile, China, Colombia, Croatia, Cyprus, Czech Republic, Denmark, Egypt, Estonia, Finland, France, Germany, Ghana, Greece, Hong Kong (China), Hungary, Iceland, India, Indonesia, Ireland, Israel, Italy, Japan, Kazakhstan, Kuwait, Latvia, Lebanon, Lithuania, Malaysia, Malta, Mexico, Morocco, Netherlands, New Zealand, Norway, Oman, Philippines, Poland, Portugal, Qatar, Romania, Russia, Saudi Arabia, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan (China), Thailand, Türkiye, Ukraine, United Arab Emirates, the United Kingdom, the United States, Vietnam.

After an executive summary, the report consists of four parts.

**Part I** reviews the world market, the major producing countries and the status and prospects of world trade of upholstered furniture.

**Part II** includes a section on world upholstered furniture statistics.

**Part III** has been enhanced by a detailed analysis of the Top 20 world upholstered furniture markets. For each country (China, United States, Poland, Vietnam, Italy, India, Germany, United Kingdom, Türkiye, Mexico, Brazil, Spain, Canada, Romania, Australia, France, Lithuania, Sweden, South Korea, Japan) this report provides:

- Upholstered furniture production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in upholstered furniture consumption in 2024 and 2025.
- Production of upholstered furniture in quantity 2018-2023 (is available for China, United States, Vietnam, Poland, Italy, India, United Kingdom, Germany, Mexico, Türkiye, Romania, Canada, Brazil, Spain, France, Lithuania, Sweden, Japan)
- Breakdown of production value by covering material- leather, fabric and other - (is available China, United States, Vietnam, Poland, Italy, India, United Kingdom, Germany, Mexico, Canada, Spain, France, Lithuania)
- Major upholstered furniture manufacturers in the country, with short profiles;
- Upholstered furniture exports by country of destination and imports by country of origin;
- Socio-economic indicators, including population forecasts up to 2035 and resident population in main cities and projected growth (2020/2025/2030)

**Part IV** contains detailed profiles of 30 major upholstered furniture manufacturers.

**Part V** includes Short Country Analysis, covering the 70 most important countries for upholstered furniture production, consumption and trade

All data in the report are in current US\$. They are affected by exchange rate variations and price fluctuations.

Comments are warmly welcomed and should be addressed to Giulia Taveggia ([taveggia@csilmilano.com](mailto:taveggia@csilmilano.com)).

## Executive summary

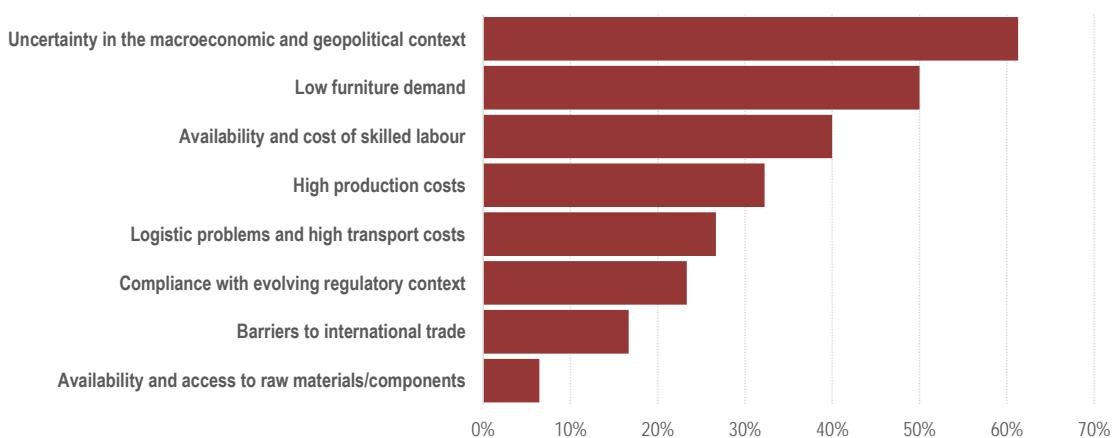
- **Global market is stabilizing at pre-pandemic levels:** The world upholstered furniture market amounts to US\$ 73 billion, about 16% of the total furniture market. Following the rebound after the pandemic, which saw a 22% increase in global upholstered furniture consumption (2021 compared to 2020, in current US\$), the market has shown slow growth over the past decade, averaging a 1% annual increase. In 2023, the global market contracted by 8%, returning to pre-pandemic levels.
- **Different performances at regional and country level:** Asia and Pacific, and North America are the leading markets for upholstered furniture, accounting for 38% and 30% of the global market, respectively. In the last ten years, North America increased its share at the expense of Europe, which now represents 26% of the world consumption. In terms of single countries, the US and China are the largest markets for upholstered furniture, which together hold more than half of global consumption. The US market registered a decrease of -14% in 2023 over 2022 (in current US\$), mainly due to the poor performance of the housing market, high inflation and elevated interest rates. In China, the second-leading market, after a slowdown in 2022, the upholstered furniture market has been almost stable in 2023 compared to 2022. Among the positive factors driven the rebound include a timid growth of furniture retail (particularly in the second half) and government's supporting measures to the housing market and the home furnishings sector. Among the largest markets, India has continued a growing path, increasing by +5% in 2023 (in current US\$).
- **Competitive landscape:** The upholstered furniture industry is highly competitive, with several small-and-medium companies operating on the market. According to CSIL, the leading 100 manufacturers account for 33% of the world's upholstered furniture production. Among these, European companies are 34, followed by North America (32) and Asia and Pacific (29). Even if small companies dominate the sector in terms of turnover and number of employees, sector concentration increased over recent years through a series of relevant mergers and acquisitions deals.
- **Global trade landscape is slowly changing.** With over 35% of its production traded internationally, the upholstered furniture sector demonstrates a global dimension. However, several factors, including increasing trade barriers and tariffs, geopolitical issues, logistic and transport problems are undermining this trend and changing the dynamics of trade. In 2023, for the first time in ten years, United States imports registered a double-digit decrease. It is worth notice that Vietnam became the United States' largest trade partner for upholstered furniture, overcoming China (the traditional largest country of origin for US upholstered furniture imports). The increasing importance of Vietnam as a trade partner is also the result of leading export-oriented Chinese upholstered furniture manufacturers relocating their production to the country. Then, partially because production costs increased fast also in those countries, and companies are increasingly asked to reduce the time-to-market, Chinese manufacturers started to open facilities across different geographical areas (more recently, Mexico has been among the preferred destinations, but also US and Europe). However, the evolution of trade policies (particularly in the US) and transport costs significantly impact the comparative advantages of individual countries, consequently influencing companies' decisions on production investments and manufacturing plant locations. The global dimension of the upholstered furniture sector is also evident from the high level of production delocalization. Notably, around 40% of the CSIL Top100 upholstered furniture manufacturers have manufacturing operations outside their home countries.
- **Market outlook:** After the contraction in 2023, and a challenging 2024, for the world as a whole, in 2025, upholstered furniture consumption is forecasted to increase by a modest 1.7%. Downside risks are due to regional conflicts, slow growth in China and prospects of more geo-economic fragmentation.

## Upholstered manufacturers' strategies. Insights from the CSIL's survey

**CSIL's survey overview:** The online survey was addressed to a sample of global manufacturers involved in the upholstered furniture industry. The survey was launched in April and closed in May 2024. Manufacturers are headquartered in 20 different countries, mainly located in Europe and Asia Pacific. They have an average upholstered furniture turnover of about USD 150 million. Some of the main results are reported and commented on below.

### 1. Companies' challenges. Which are the main expected CHALLENGES for your company for 2024?

**Figure a1**  
**Challenges that companies are facing. Sample of upholstered furniture manufacturers**



Source: CSIL's Survey (April-May, 2024) Note: Percentages represent the share of responses with score 4 and 5 out of the total number of responses. Priority from 0 (not relevant at all) to 5 (highly relevant).

In the past few years, the furniture industry has been particularly impacted by a range of sector-related and context-related challenges. These began with significant supply-chain disruptions in the aftermath of the pandemic, which were further exacerbated by logistical and transportation issues. This period has also been marked by considerable geopolitical uncertainty, adding another layer of complexity. In response to these challenges, companies within the industry have had to adopt a variety of strategies and actions to effectively manage and mitigate the impacts.

When asking to global upholstered furniture manufacturers which **challenges** are currently more significant, uncertainty in the geopolitical and macroeconomic context is the main concern. Geopolitical issues and tensions are in continuous evolution, including the war in Ukraine, the Israel-Hamas conflict, and the recent attacks by Houthi rebels in Yemen on ships in the Red Sea, which increased volatility and determined a worsening in global macro-economic conditions, which could adversely affect companies' operations.

The slowdown in furniture demand is the second most relevant issue among upholstered furniture manufacturers. In 2023, consumers' purchasing power reduced due to the high inflation and increases in interest rates. Moreover, after the extraordinary growth of furniture demand during pandemic period, consumers shifted their purchasing preferences to other discretionary spending rather than furniture.

Challenges related to higher than usual production costs are still relevant. Even if the difficulties in sourcing raw materials seems to be eased, upholstered furniture manufacturers are still facing higher production prices, particularly those related to the cost of labour. Difficulties in finding skilled workers persist and is a key aspect particularly for a labour-intensive industry such as the upholstered furniture industry.

2. **Companies' strategies.** Which are the main STRATEGIES your company is adopting to cope with the current challenges?

**Figure a2**  
**Companies' strategies. Sample of upholstered furniture manufacturers**



Source: CSIL's Survey (April-May, 2024) Note: Percentages represent the share of responses with score 4 and 5 out of the total number of responses. Priority from 0 (not relevant at all) to 5 (highly relevant).

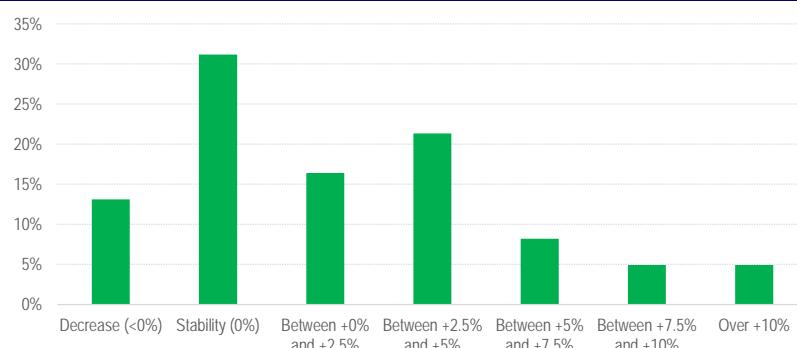
Regarding the **strategies** implemented to manage and overcome the previously identified challenges, respondents prioritize investments in the production process, particularly focusing on digitalization and enhancing automation, to increase efficiency and introduce new innovations into products (e.g. new functions, new shapes, and materials).

Shortening the supply chains by being more local persist as a key strategy for upholstered furniture manufacturers. Several factors are driving this priority, including trade strains and barriers, geopolitical tensions, logistical and transport issues, and last but not least, the sustainability topic. All these factors pose significant obstacles to the development of global supply chains and trade flows, favouring the shortening of the supply chains and the regionalization of markets.

3. **Price variations.** The expected prices percentage variations 2024 over 2023.

In the last years, in response to the continuing increase in costs, mainly due to persistent high energy prices and rising raw material costs, upholstered furniture companies have significantly increased their list prices. During 2024, most of the companies anticipated a stabilization in list prices (or even a decrease).

**Figure a3**  
**List prices (2024/2023). Sample of upholstered furniture manufacturers**



Source: CSIL's Survey (April-May, 2024)

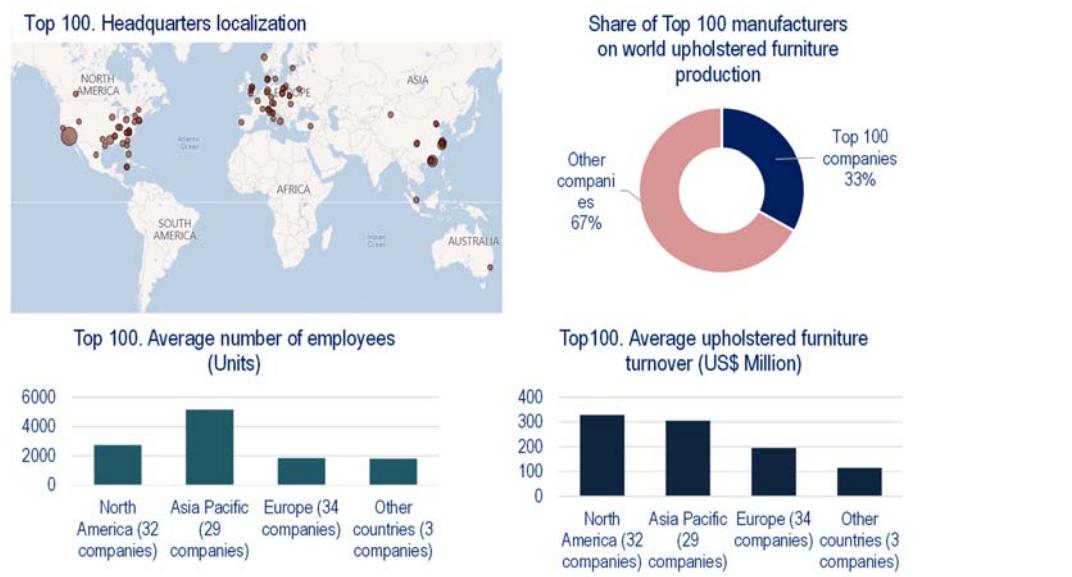
## Overview of the competitive system in the upholstered furniture industry. Figures at a glance from CSIL's companies database

CSIL's database of companies in the upholstered furniture sector comprises nearly 1000 manufacturers worldwide. CSIL selected the largest 100 companies based on upholstered furniture turnover, and the main results of the analysis are presented below.

The leading 100 upholstered furniture manufacturers are spread worldwide, with companies/groups headquartered in 20 countries.

The largest companies and groups in terms of revenues are headquartered in the US and China (29 out of the top 100 upholstered manufacturers are in the US and 24 in China). Regarding Europe, manufacturers with an estimated upholstered furniture production exceeding US\$ 200 million are based in Italy, Germany, Norway, Poland, Romania, France and UK.

**Figure a4**  
**Top 100 upholstered furniture manufacturers. Figures at a glance**



Source: CSIL

In recent years, the upholstered furniture manufacturing sector has seen significant consolidation, primarily driven by major merger and acquisition deals among large manufacturers and the strong performance of leading companies. The top 100 manufacturers now account for an estimated 33% of the world's upholstered furniture production.

The average number of employees at the top 100 upholstered furniture manufacturing companies is about 3,000. Notably, the Asia-Pacific region stands out, with an average number of employees of about 5,000 individuals.

In terms of financial performance, the average turnover of the top 100 upholstered furniture manufacturing companies varies by region. North America leads with an average turnover of about US\$ 330 million. The Asia-Pacific region follows closely, with an average turnover of about US\$ 300 million. Europe has an average turnover of US\$195 million.

Overall, these figures highlight the robust employment and economic contributions of the upholstered furniture manufacturing industry across different regions, with North America and Asia-Pacific emerging as key players both in workforce size and financial performance.

Over the past five years, several of the largest upholstered furniture producers have made significant acquisitions and invested in new production facilities. Many leading companies have implemented diversification strategies for their manufacturing operations, opening facilities in various geographical locations or partnering with local firms. This approach allows them to

respond quickly to the needs of retailers and consumers, reducing delivery times and transport costs by focusing on regional and local operations. Nearly 40% of these companies now operate manufacturing plants in multiple countries. In particular, several large **Chinese manufacturers** are making substantial investments abroad with the following main objectives:

- Man Wah's acquisition of Timberland in Vietnam, along with Kuka Group's opening of a manufacturing plant in the country, exemplify efforts to achieve several strategic objectives: reducing vulnerability to disruptions caused by trade conflicts, mitigating the risk of US-imposed tariffs, and benefiting from lower labor costs in other countries.
- Also, several strategic rationales drive recent acquisitions and investments by large furniture manufacturers, including establishing manufacturing units close to large markets like US or the Europe, diversification product portfolios and enriching their expertise through the acquisition of renowned brands. For example, Kuka Group acquired Rolf Benz in Germany and opened new plants in Monterrey, Nuevo León (Mexico), and Dallas (US). Qumei acquired Norway-based Ekornes, while Man Wah purchased Home Group with facilities in Poland, the Baltic States, and Ukraine, and opened its first North American plant in Mexico. Markor acquired Rowe Furniture and Jonathan Charles Fine Furniture in the US, and Samson Holdings bought Southern Furniture.

Considering a broader time in Europe, a significant process of investment in Eastern Europe has been carried out by companies based in Western Europe. Poland, Lithuania, and Romania have been the most preferred destinations. Moreover, a trend toward creating "design centres" is observed (particularly in Italy). In recent years financial investors (particularly private equity firms) showed an increased interest in the high-end furniture industry, resulting in acquisitions completed among leading upholstered furniture manufacturers. In Italy, different operations have been concluded among leading high-end furniture manufacturers. For example, in 2023, Zanotta was acquired by Cassina, which is part of the Haworth Lifestyle Design group.

For more details, Part IV contains the profiles of 30 major upholstered furniture manufacturers from 15 countries (Brazil, Canada, China, France, Germany, India, Italy, Liechtenstein, Norway, Poland, Romania, Sweden, Türkiye, United Kingdom, and United States).

# PART I. CONSUMPTION, PRODUCTION AND INTERNATIONAL TRADE OF UPHOLSTERED FURNITURE

## 1.1 The world market for upholstered furniture

World consumption of upholstered furniture (valued at production prices, excluding markup) is worth nearly US\$ 73 billion. This estimate is based on processing by CSIL of data from industry and official sources, both national and international, that cover the 70 most important countries.

**Table 1**  
**World consumption of upholstered furniture. Overview**

|   | Apparent<br>Consumption | Imports      | Population   | Total<br>GNP | Per capita<br>GNP |
|---|-------------------------|--------------|--------------|--------------|-------------------|
|   | US\$ Million            | US\$ Million | US\$ Million | Million      | US\$              |
| <b>EU (27), UK, Norway, Switzerland and Iceland</b> | 18,973                  | 12,265       | 528          | 22,569       | 42,720            |
| of which  |                         |              |              |              |                   |
| France  | 2,090                   | 1,754        | 68           | 3,078        | 45,290            |
| Germany   | 3,891                   | 2,587        | 84           | 4,528        | 54,030            |
| Italy   | 1,313                   | 385          | 59           | 2,252        | 38,200            |
| Poland  | 555                     | 284          | 37           | 696          | 18,900            |
| United Kingdom                                      | 3,631                   | 1,701        | 67           | 3,298        | 49,240            |
| <b>Central-East Europe outside the EU</b>           | 875                     | 163          | 277          | 3,012        | 10,870            |
| of which  |                         |              |              |              |                   |
| Türkiye   | 744                     | 74           | 85           | 904          | 10,640            |
| <b>Asia and Pacific</b>                             | 27,795                  | 3,587        | 3,688        | 35,345       | 9,583             |
| of which  |                         |              |              |              |                   |
| China   | 19,029                  | 307          | 1,412        | 18,152       | 12,850            |
| Japan   | 986                     | 861          | 125          | 5,325        | 42,550            |
| <b>Middle East and Africa</b>                       | 2,280                   | 1,609        | 361          | 3,778        | 10,476            |
| <b>North America</b>                                | 22,223                  | 9,545        | 500          | 29,041       | 58,113            |
| of which  |                         |              |              |              |                   |
| United States                                       | 20,201                  | 8,054        | 333          | 25,586       | 76,770            |
| Canada  | 1,566                   | 1,244        | 39           | 2,075        | 53,310            |
| Mexico  | 457                     | 247          | 128          | 1,379        | 10,820            |
| <b>South America</b>                                | 1,087                   | 129          | 333          | 2,927        | 8,790             |
| <b>WORLD TOTAL (70 COUNTRIES)</b>                   | 73,234                  | 27,298       | 5,687        | 96,673       | 16,999            |

Source: CSIL, World Bank

Upholstered furniture data are for the last available year (normally 2023)

Consumption means apparent consumption at production prices, excluding markup

The region Central-East Europe outside the EU excludes Russia and Ukraine for which consumption data are not available

The largest markets are the United States, China and Germany which account for 28%, 26% and 5% of world consumption respectively.

Upholstered furniture consumption for the 70 countries covered in this report accounts for about 16% of total furniture consumption. Apparent per capita consumption of upholstered furniture (at production prices, excluding markup) appears to be close to 0.1% of per capita GNP.

World consumption of upholstered furniture (at production prices, excluding markup) increased from US\$ 65.5 billion in 2014 to US\$ 73.2 billion in 2023, a very slow growth in current US\$. Apart from the rebound after the pandemic, consumption has not reached the pre-pandemic maximum of 2018.

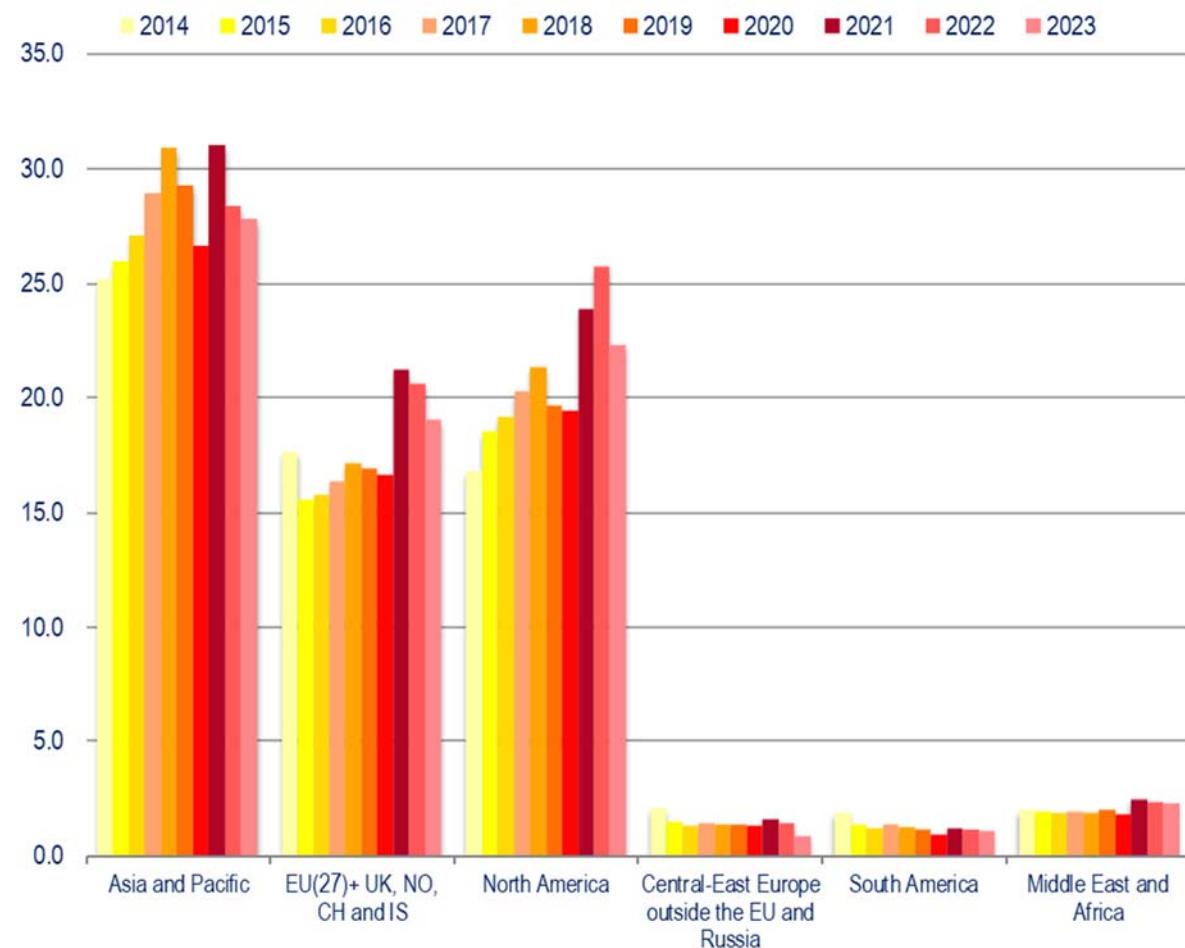
**Figure 1**  
**World Consumption of upholstered furniture 2014-2023** Current US\$ billion



Source: CSIL

Note: Consumption means apparent consumption at production prices, excluding markup

Figure 2 shows the history of consumption of upholstered furniture by geographical region in the last ten years.

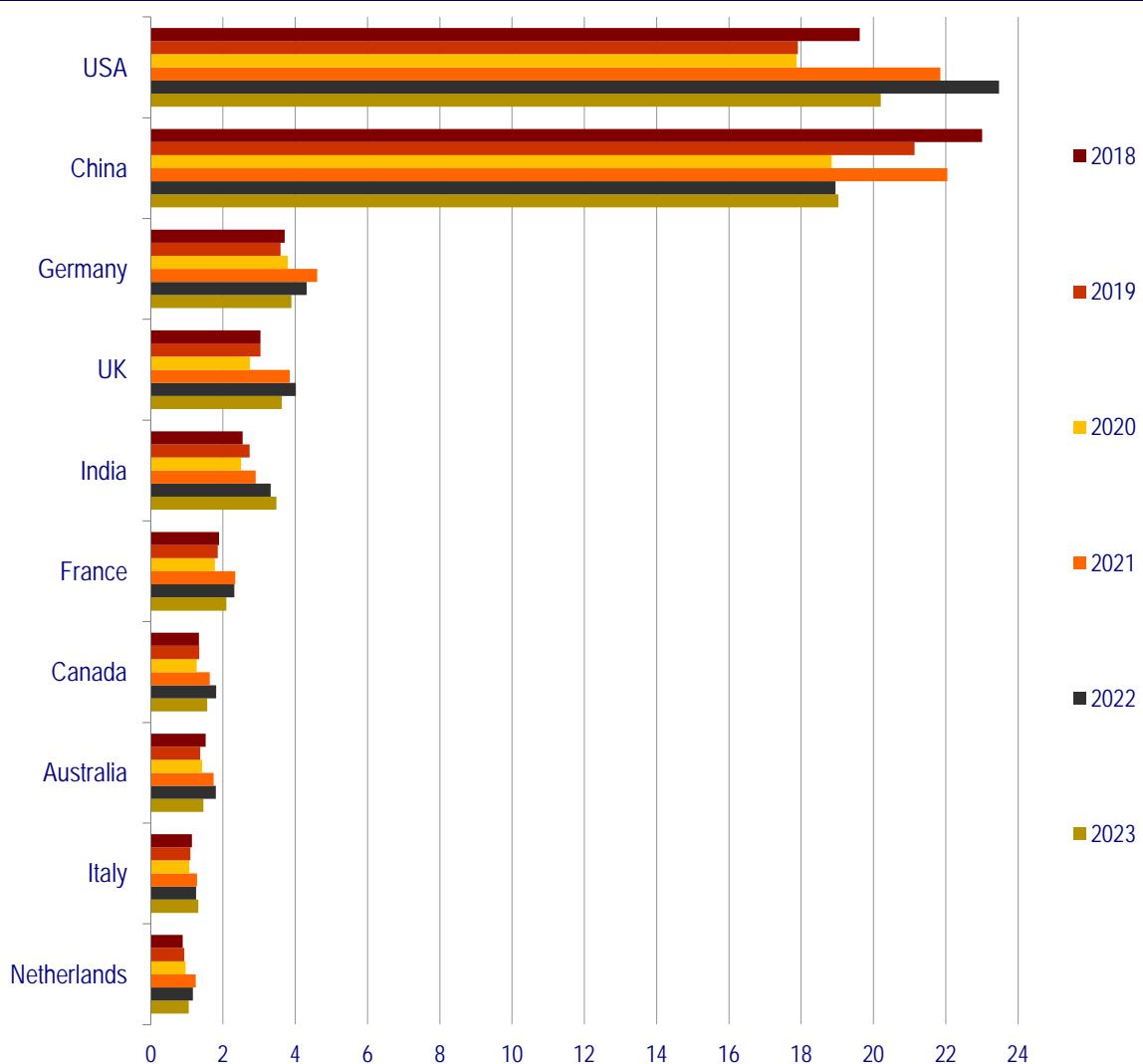
**Figure 2****Consumption of upholstered furniture by geographical region<sup>1</sup> 2014-2023.** Current US\$ billion

Source: CSIL

Note: Consumption means apparent consumption at production prices, excluding markup  
The region Central-East Europe outside the EU for the year 2023 excludes Russia and Ukraine for which consumption data are not available<sup>1</sup> The geographical classification of the 70 countries is as follows:**European Union (27) + UK, Norway, Switzerland and Iceland:** Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, plus United Kingdom Norway, Switzerland and Iceland (30 countries).**Central and Eastern Europe outside the EU :** Bosnia Herzegovina, Russia, Serbia, Türkiye, and Ukraine (5 countries).**Asia and Pacific:** China, Hong Kong (China), India, Indonesia, Japan, Kazakhstan, Malaysia, Philippines, Singapore, South Korea, Taiwan (China), Thailand, Vietnam, Australia, New Zealand (15 countries).**Middle East and Africa:** Algeria, Bahrain, Egypt, Ghana, Israel, Lebanon, Kuwait, Morocco, Oman, Qatar, Saudi Arabia, United Arab Emirates and South Africa ( 13 countries).**North America:** Canada, Mexico, US (3 countries).**South America:** Argentina, Brazil, Chile, Colombia. (4 countries)..

About 79% of world upholstered furniture consumption takes place in ten large markets: the United States, China, Germany, the United Kingdom, India, France, Canada, Australia, Italy and Netherlands (see Figure 3).

**Figure 3**  
**Upholstered furniture consumption. Ten largest markets, 2018-2023. Current US\$ billion**



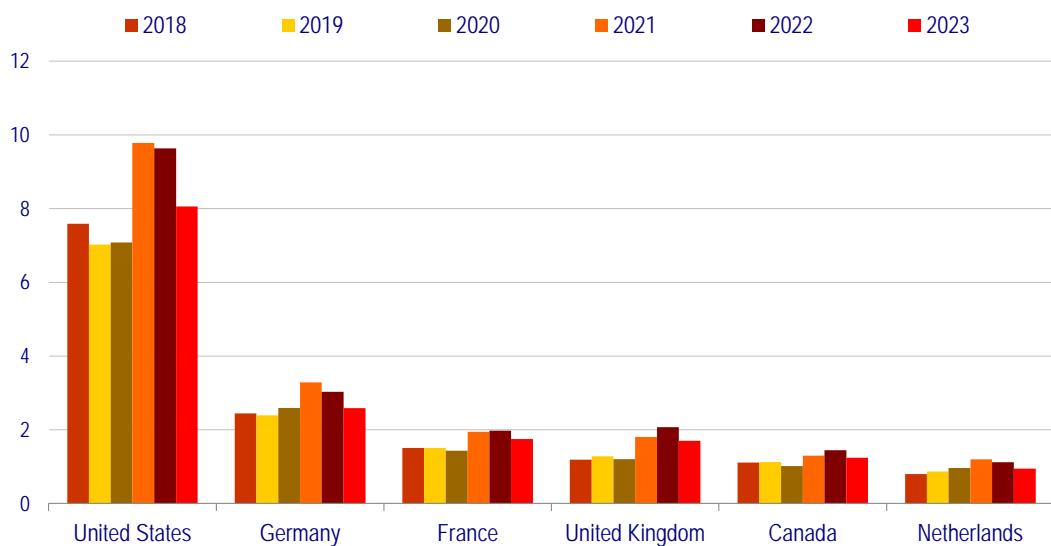
Source: CSIL

Note: Consumption means apparent consumption at production prices, excluding markup

The above data are useful to establish orders of magnitude, relative sizes and trends, but should not be used for specific country analyses (which are available in the relevant CSIL reports and are summarised in the Country Tables of the Upholstered Furniture Indicators). All data are in US dollars and are obviously affected by the exchange rate fluctuations which were substantial during the period under review.

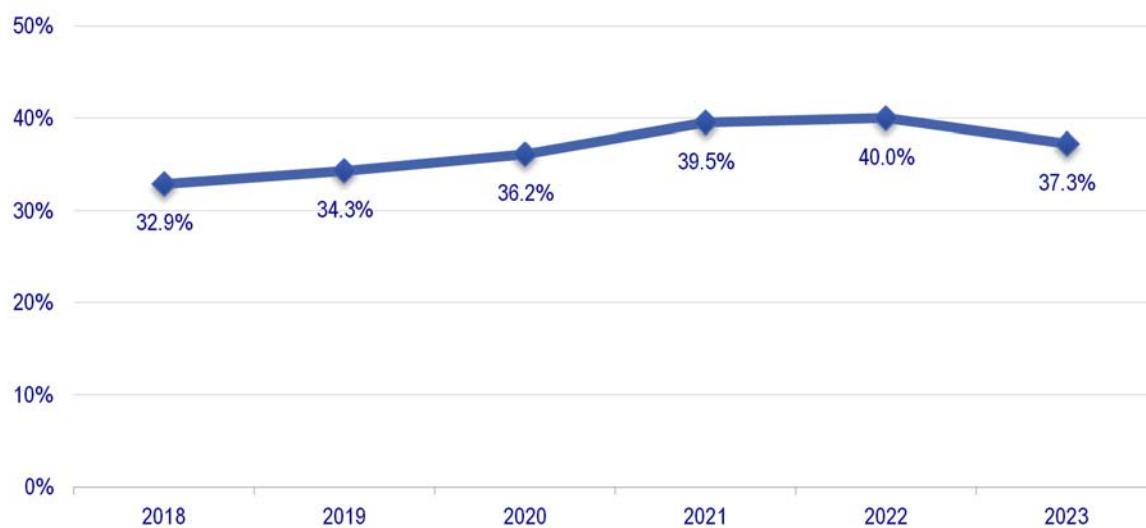
Figure 4 shows upholstered furniture imports in the six major importing countries: the US, Germany, France, the UK, Canada and Netherlands. After the rebound following the pandemic, imports in 2023 decreased in most major countries.

**Figure 4**  
**Upholstered furniture imports. Six major importing countries, 2018-2023.** Current US\$ billion



Source: CSIL processing of official data

**Figure 5**  
**The opening of the world upholstered furniture market, 2018-2023.** Imports/consumption ratios

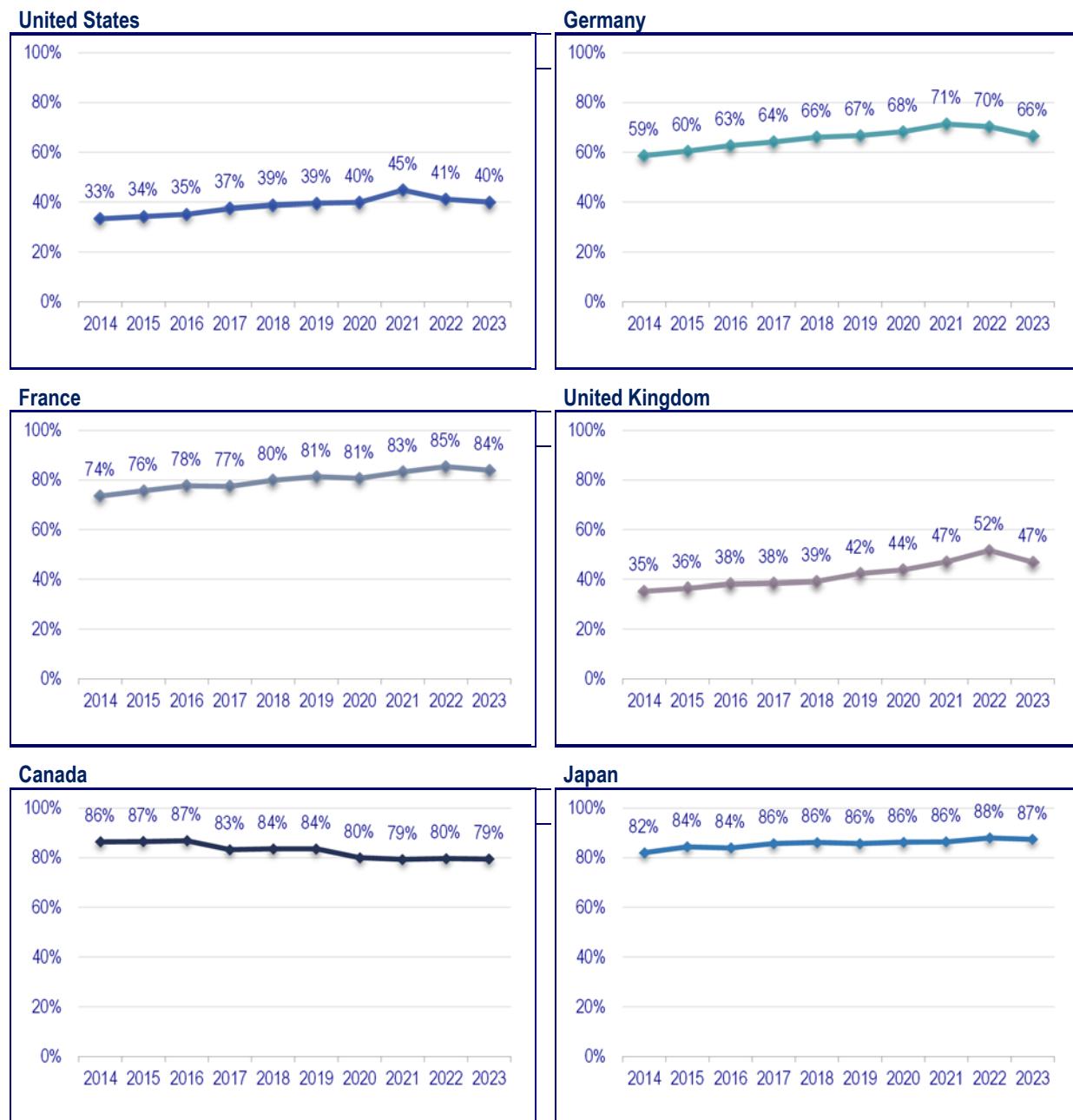


Source: CSIL

The opening of the world upholstered furniture market to imports is shown in Figure 5.

Import penetration in six major importing countries is in Figure 6. For the world as a whole, the imports/consumption ratio has grown from 32.9% in 2018 to 40% in 2022 (during the post pandemic rebound) and has decreased to 37.3% in 2023.

**Figure 6**  
**The opening of upholstered furniture markets, 2014-2023.**  
Imports/consumption ratios, major importing countries



Source: CSIL

## 1.2. World production of upholstered furniture

World production of upholstered furniture is worth almost US\$ 81 billion, including about US\$ 46 billion for local consumption in the manufacturing country and about US\$ 35 billion for exports, which constitute international upholstered furniture trade.

Demand remains strong worldwide, but further production growth is subject to a series of constraints: raw materials scarcity and growing prices, supply chain challenges, manpower shortages, high costs of energy.

**Table 2**  
**World production of upholstered furniture. Overview**

|   | Production   | Exports      | Population   | Total GNP | Per capita GNP |
|---|--------------|--------------|--------------|-----------|----------------|
|   | US\$ Million | US\$ Million | US\$ Million | Million   | US\$           |
| <b>EU (27), UK, Norway, Switzerland and Iceland</b> | 18,624       | 11,916       | 528          | 22,569    | 42,720         |
| of which  |              |              |              |           |                |
| France  | 577          | 241          | 68           | 3,078     | 45,290         |
| Germany   | 2,120        | 816          | 84           | 4,528     | 54,030         |
| Italy   | 3,541        | 2,613        | 59           | 2,252     | 38,200         |
| Poland  | 4,112        | 3,841        | 37           | 696       | 18,900         |
| United Kingdom                                      | 2,089        | 159          | 67           | 3,298     | 49,240         |
| <b>Central-East Europe outside the EU</b>           | 1,754        | 1,141        | 277          | 3,012     | 10,870         |
| of which  |              |              |              |           |                |
| Türkiye   | 1,372        | 702          | 85           | 904       | 10,640         |
| <b>Asia and Pacific</b>                             | 44,234       | 19,937       | 3,688        | 35,345    | 9,583          |
| of which  |              |              |              |           |                |
| China   | 34,266       | 15,543       | 1,412        | 18,152    | 12,850         |
| Japan   | 142          | 18           | 125          | 5,325     | 42,550         |
| <b>Middle East and Africa</b>                       | 759          | 77           | 361          | 3,778     | 10,476         |
| <b>North America</b>                                | 14,932       | 2,254        | 500          | 29,041    | 58,113         |
| of which  |              |              |              |           |                |
| United States                                       | 12,990       | 843          | 333          | 25,586    | 76,770         |
| Canada  | 758          | 436          | 39           | 2,075     | 53,310         |
| Mexico  | 1,184        | 975          | 128          | 1,379     | 10,820         |
| <b>South America</b>                                | 1,044        | 86           | 333          | 2,927     | 8,790          |
| <b>WORLD TOTAL (70 COUNTRIES)</b>                   | 81,348       | 35,411       | 5,687        | 96,673    | 16,999         |

Sources: CSIL, World Bank

Data are for the last available year (normally 2023)

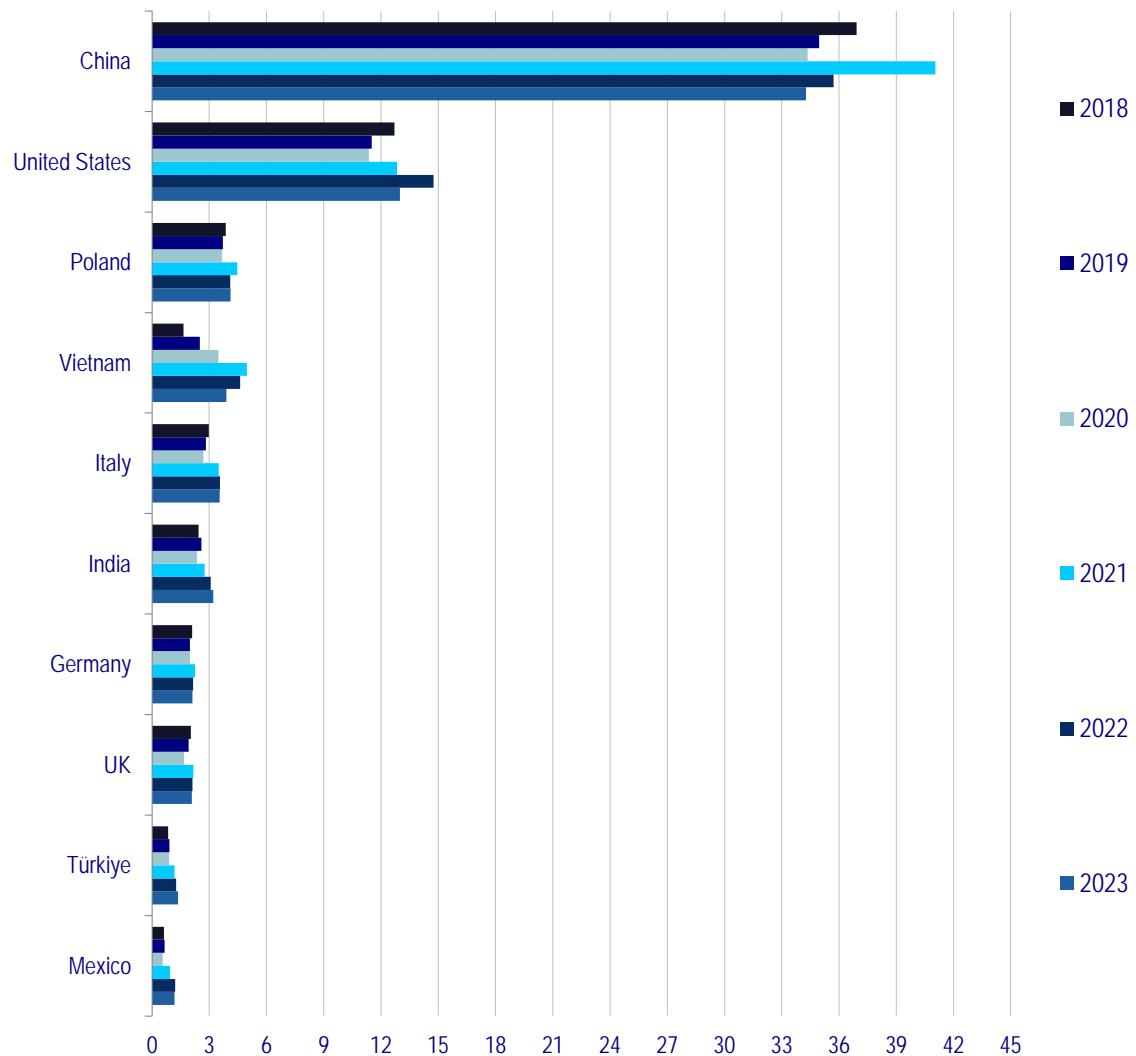
Population data are from the World Development Indicators

The region Central-East Europe outside the EU excludes Russia and Ukraine for which production data are not available

Table 2 shows that upholstered furniture production is worth about 0.1% of the total world GNP. Among the major upholstered furniture manufacturing countries, Poland and Vietnam stand out because of a high ratio of upholstered furniture production over GNP.

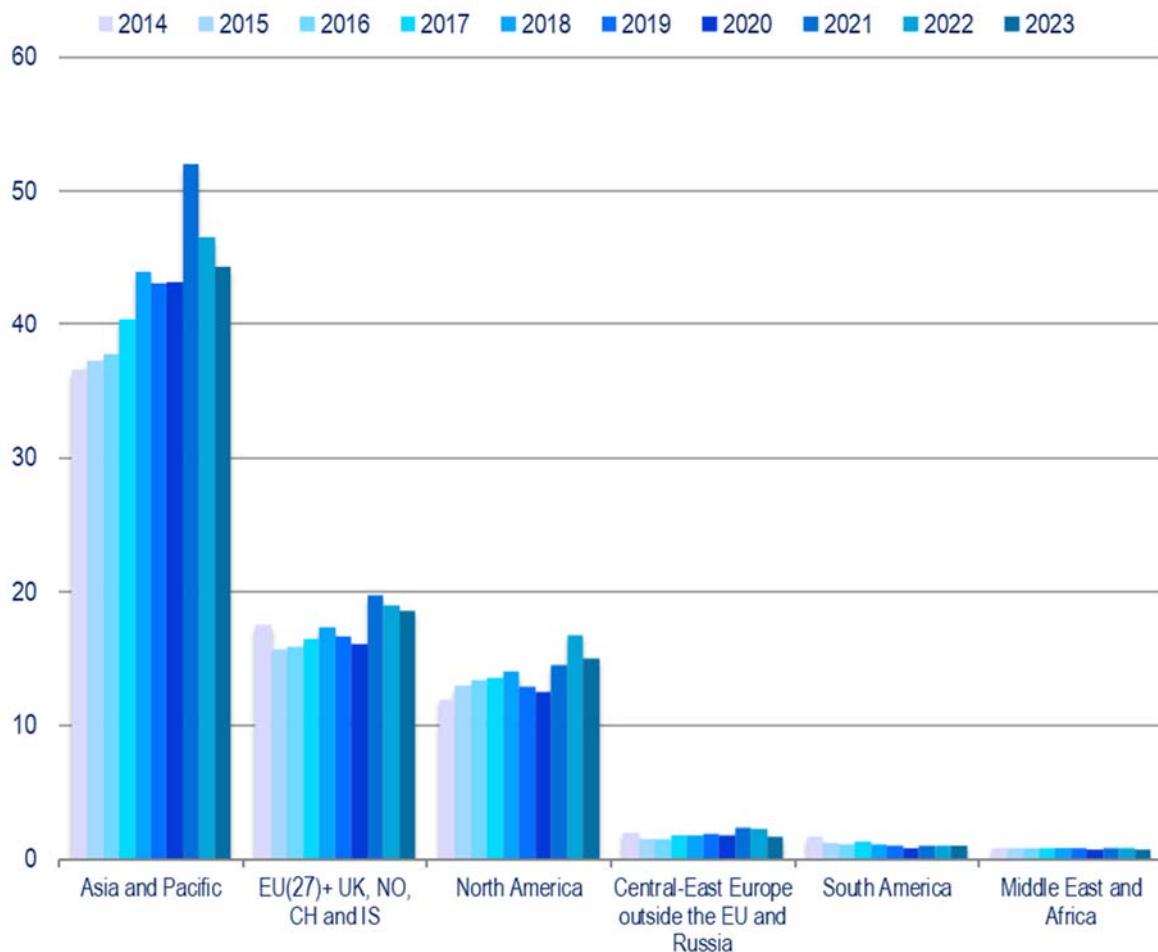
Figure 7 shows that the major producing countries are China (US\$ 34.3 billion), the US (US\$ 13 billion), Poland (US\$ 4.1 billion), Vietnam (US\$ 3.9 billion), Italy (US\$ 3.5 billion) and India (US\$ 3.2 billion).

**Figure 7**  
**Upholstered furniture. Ten major producing countries, 2018-2023. Current US\$ billion**



Source: CSIL

World production of upholstered furniture, broken down by geographical regions, is in Figure 8.

**Figure 8****Production of upholstered furniture by geographical region 2014-2023. Current US\$ billion**

Source: CSIL

The region Central-East Europe outside the EU for the year 2023 excludes Russia and Ukraine for which production data are not available

For a detailed list of countries included in each geographical region see note 2 on page 9.

Now looking at upholstered furniture product features and trends, in terms of upholstered furniture coverings, the world production can be divided into three categories: fabric covering, leather covering, and other covering (including microfiber, artificial leather, etc.).

The share of fabric upholstery is estimated to be around 55% of total world production. Leather upholstery makes up another 28% of world production, while the remaining 17% refers to other coverings.

Fabric covered upholstery still largely prevails in the upholstered furniture production of North America and the European Union. The fabric share (excluding microfiber) makes up an estimated 68% of the total US upholstered furniture production.

Looking at the last few years, fabric upholstery seems to have increased its attractiveness. In particular, in the European market, fabric upholstery has taken market share to the detriment of leather for three main reasons (a) firstly, a pure matter of fashion trend that is currently tilted towards fabric (b) the innovations in fabric materials, in terms of performance, cleanability, and technical features (c) a minor but growing issue: consumers' increasing

interest in sustainability, coupled the perception that fabric is more sustainable than leather. Notwithstanding, leather is objectively a circular product, as the leather used by the upholstery industry is a by-product of the food industry.

In China, leather and fabric accounted 34% and 42% of the total upholstered furniture production. The remaining share is made up mainly of artificial leather.

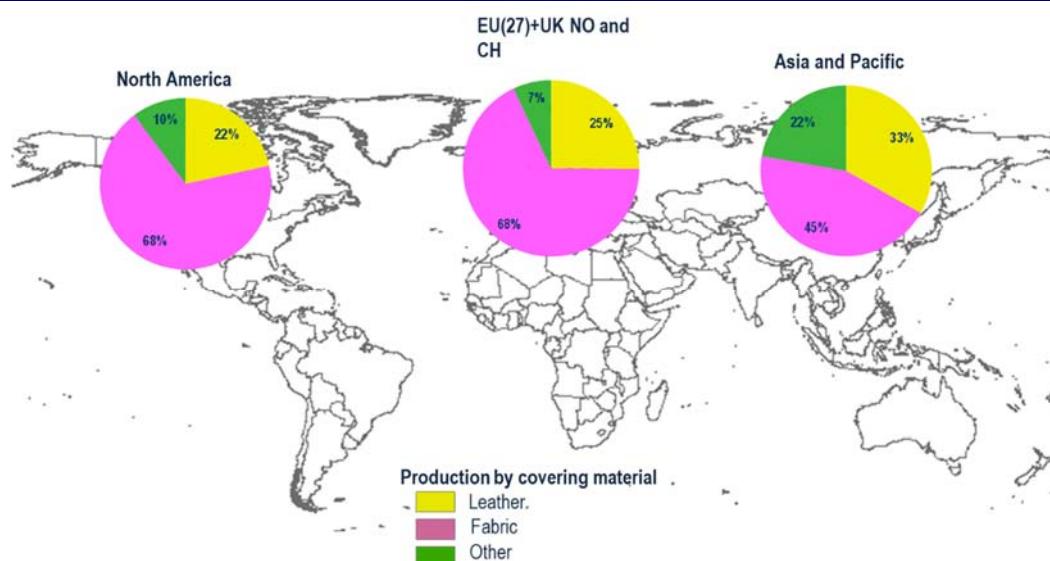
**Table 3**  
**Breakdown of upholstered furniture production by covering material. % in value**

|   | Leather<br>% | Fabric<br>% | Other<br>% |
|---|--------------|-------------|------------|
| <b>European Union (27), UK, Norway, Switzerland</b> | <b>25%</b>   | <b>68%</b>  | <b>7%</b>  |
| of which  |              |             |            |
| Germany   | 34%          | 54%         | 13%        |
| Italy   | 49%          | 46%         | 5%         |
| United Kingdom                                      | 10%          | 88%         | 2%         |
| Poland  | 19%          | 75%         | 7%         |
| <b>Asia and Pacific</b>                             | <b>33%</b>   | <b>45%</b>  | <b>22%</b> |
| of which  |              |             |            |
| China   | 34%          | 42%         | 24%        |
| India   | 18%          | 68%         | 14%        |
| <b>North America</b>                                | <b>22%</b>   | <b>68%</b>  | <b>10%</b> |
| of which  |              |             |            |
| United States                                       | 22%          | 68%         | 10%        |
| <b>World</b>  | <b>28%</b>   | <b>55%</b>  | <b>17%</b> |

Sources: CSIL

last available year

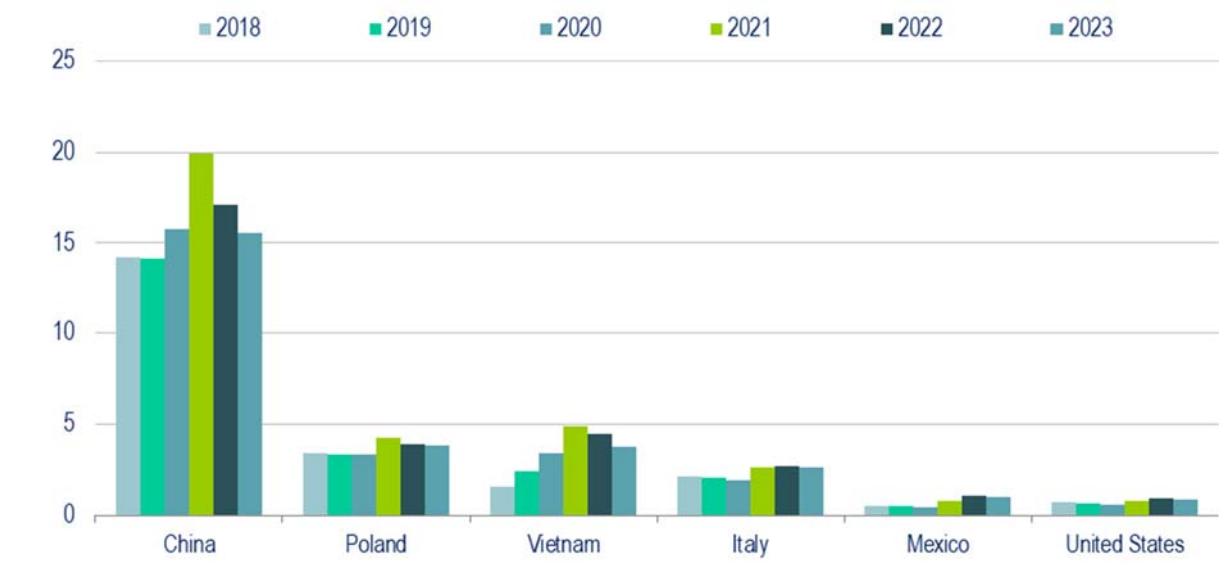
**Figure 9**  
**Production of upholstered furniture. Breakdown by covering material. %**



Source: CSIL

Last available year

Some major producing countries have a high exports/production ratio (see Chapter 3) and are important exporters (see Figure 10).

**Figure 10****Upholstered furniture exports. Six major exporting countries, 2018-2023. Current US\$ billion**

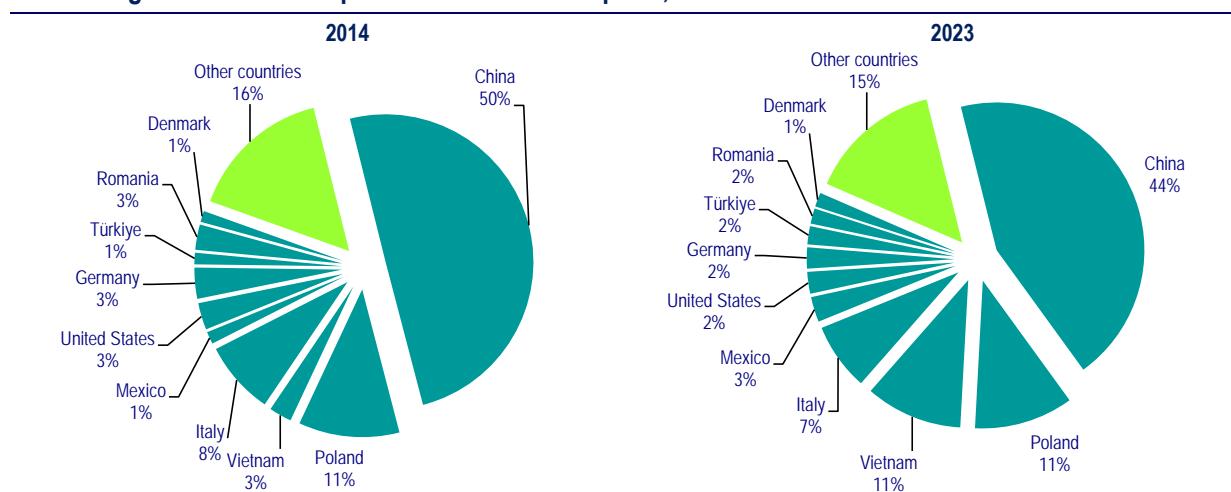
Source: CSIL processing of official data

The main upholstered furniture exporting countries are China, Poland, Vietnam, Italy, Mexico and the US. In 2023 exports from China and Vietnam decreased by US\$ 1.6 billion and 0.7 billion, respectively.

Revived interest in Mexico as a target country for investments in production is observed. Leading manufacturers that recently started upholstered furniture production in Mexico include two major Chinese companies (Kuka and Man Wah), leading North American upholstered furniture manufacturers (Ethan Allen, La-Z-Boy, Flexsteel, Palliser) and European companies as Ikano.

Figure 11 compares the breakdown of upholstered furniture exports by main countries in 2014 and 2023.

China decreased its share from 50% to 44% of world upholstered furniture exports between 2014 and 2023, and Vietnam increased from 3% to 11%. In this regard, it is worth noting the investments made by Chinese manufacturers in establishing production facilities in other Asia Pacific countries, particularly Vietnam. Some leading Chinese upholstered furniture manufacturers in Vietnam include Man Wah, Kuka, HHC Corp, and Markor.

**Figure 11****Percentage breakdown of upholstered furniture exports, 2014 and 2023**

Sources: CSIL processing of official data

## 1.3. The outlook

The world upholstered furniture industry is now broadly globalized. An overview can be gathered from the world trade matrix for upholstered furniture, shown, in two sections, in Tables W9 (destination of exports) and W10 (origin of imports). A simplified version of the matrix (limited to the major markets) is in Table 4 below.

**Table 4**  
**Upholstered furniture trade matrix, 2023**

**Part 1. Destination of exports**

| Country       | Upholstered furniture exports<br>US\$ Million | Destination 1 | Destination 2 | Destination 3 | Destination 4 |
|---------------|---|---------------|---------------|---------------|---------------|
| China         | 15,543  | USA           | 29%           | South Korea   | 7%            |
| Poland        | 3,841   | Germany       | 41%           | Netherlands   | 11%           |
| Vietnam       | 3,764   | USA           | 82%           | Japan         | 3%            |
| Italy         | 2,613   | France        | 23%           | USA           | 15%           |
| Mexico        | 975   | USA           | 91%           | Canada        | 8%            |
| United States | 843   | Canada        | 77%           | Mexico        | 4%            |
|               |   |               |               | Saudi Arabia  | 3%            |
|               |   |               |               | Un Arab Emir  | 1%            |

**Part 2. Origin of imports**

| Country        | Upholstered furniture imports<br>US\$ Million | Destination 1 | Destination 2 | Destination 3 | Destination 4 |
|----------------|---|---------------|---------------|---------------|---------------|
| United States  | 8,054   | Vietnam       | 33%           | China         | 32%           |
| Germany        | 2,587   | Poland        | 47%           | China         | 15%           |
| France         | 1,754   | Italy         | 25%           | China         | 24%           |
| United Kingdom | 1,701   | China         | 47%           | Poland        | 21%           |
| Canada         | 1,244   | China         | 45%           | USA           | 26%           |
| Netherlands    | 950   | China         | 32%           | Poland        | 28%           |
|                |   |               |               | Mexico        | 12%           |
|                |   |               |               | Denmark       | 4%            |
|                |   |               |               | Portugal      | 7%            |
|                |   |               |               | Italy         | 9%            |
|                |   |               |               | Romania       | 3%            |
|                |   |               |               | Belgium       | 4%            |
|                |   |               |               | Canada        | 5%            |
|                |   |               |               | Romania       | 4%            |
|                |   |               |               | Portugal      | 7%            |
|                |   |               |               | Italy         | 4%            |
|                |   |               |               | Belgium       | 8%            |

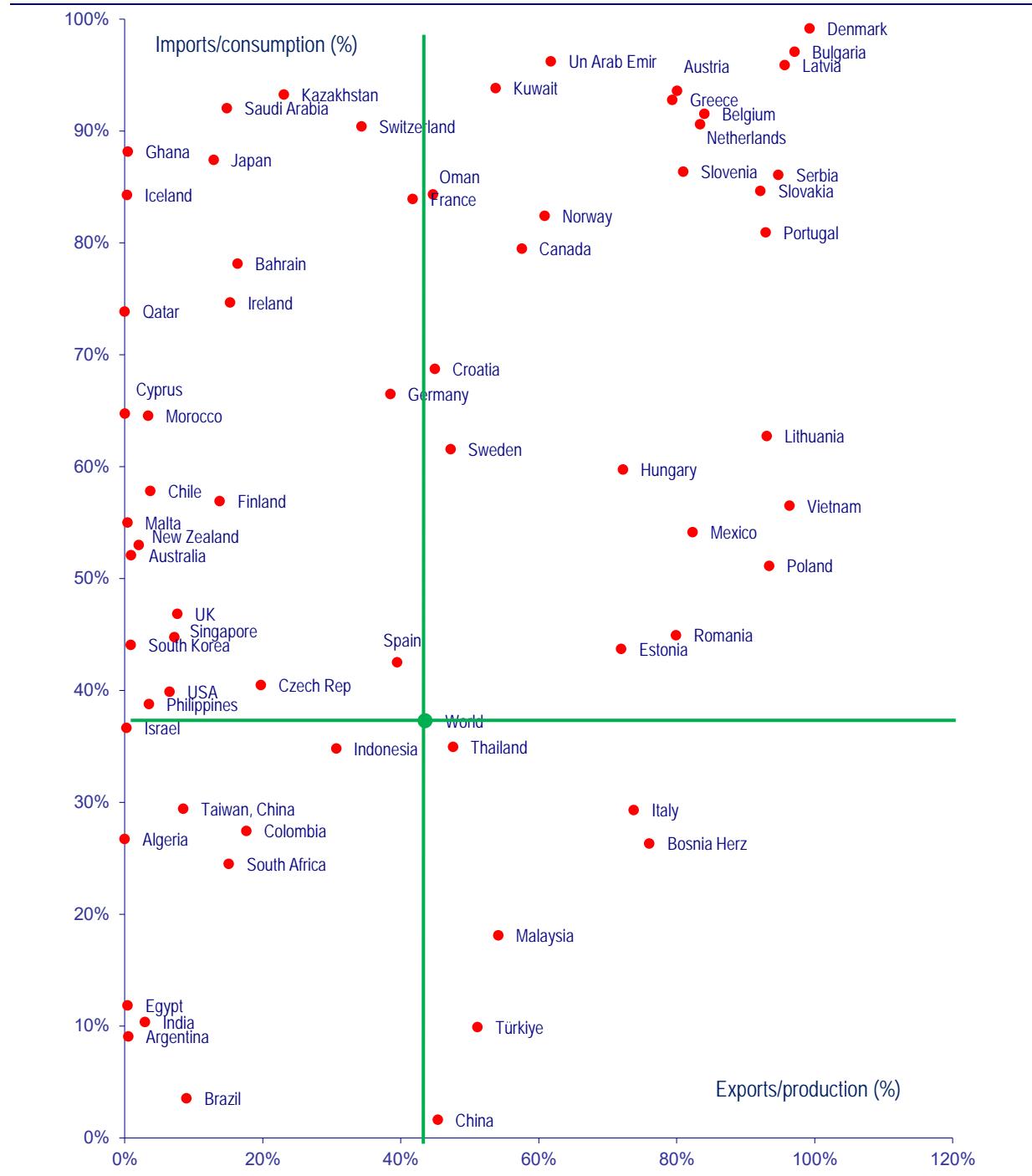
Source: CSIL processing of official data

Partner data are for last available year

The simplified matrix shows that the bulk of upholstered furniture exports originates in China, Poland, Vietnam, Italy, Mexico and the US and flows to the US, Germany, France, UK, Canada and the Netherlands (a trading hub). China is the main origin of imports of upholstered furniture for 39 countries out of 70. The US is the main destination of upholstered furniture exports for 14 countries, while in Europe intra-area trade prevails.

Figure 12 shows the imports/consumption and exports/ production ratios for the major countries.

**Figure 12**  
**Upholstered furniture. Imports/consumption and exports/production ratios**



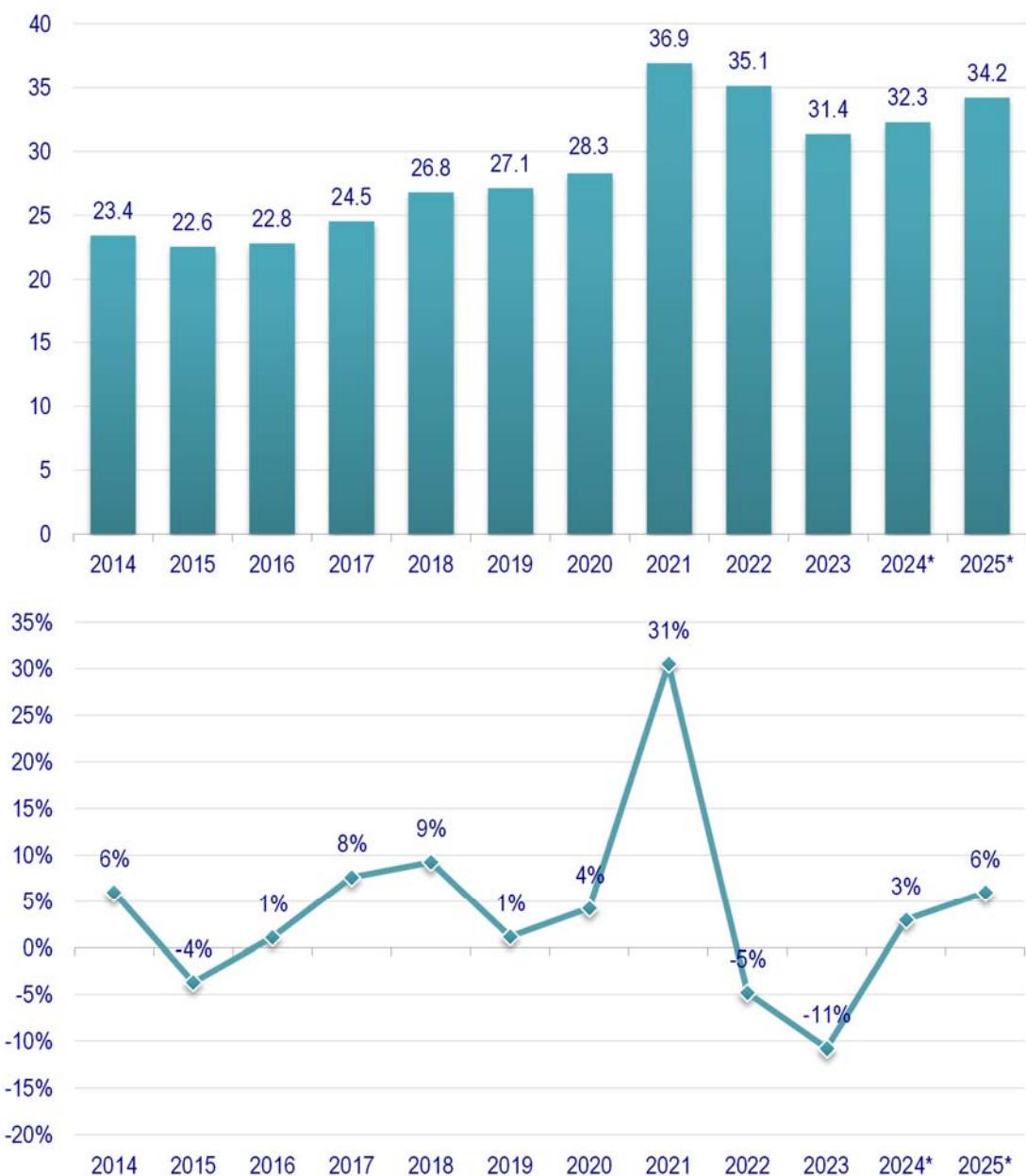
Sources: CSIL  
Data are for 2023

On the upper right side, there are countries that are very open in terms of both exports and imports of upholstered furniture. The group includes Canada and several countries in Europe like Denmark, Bulgaria, Latvia, Austria, Greece, Belgium, Netherlands, Slovenia, Slovakia and Portugal. On the upper left side, there are countries which do not manufacture large amounts of upholstered furniture and are very open to upholstered furniture imports. They include Kazakhstan, Switzerland, Japan, and several oil producing countries (Saudi Arabia, Bahrain, and Qatar).

On the lower right side, there are the countries where the upholstered furniture industry is strongly dedicated to exports: Italy, China, Malaysia and Türkiye. And finally, the lower left side includes many countries where the opening has started but is still below the world average.

**Figure 13**

**World upholstered furniture trade, 2014-2025.** Current US\$ billion and annual percentage changes



Source: CSIL

\* Forecasts

International trade of upholstered furniture has increased in current US\$ every year from 2016 to 2021. It decreased in 2022 and 2023 after the extraordinary growth in 2021. World GDP prospects and declining inflation are positive factors for international trade of upholstered furniture, but geopolitical tensions and disruptions to global trade suggest a cautious forecast. Prospects for 2024 and 2025 are positive, with a 3% and 6% increase rate respectively. Even after these increases, world upholstered furniture trade would remain well below the 2021 peak.

The outlook for the large markets (consuming more than US\$ 1 billion per year of upholstered furniture at production prices, excluding markup) is in Table 5.

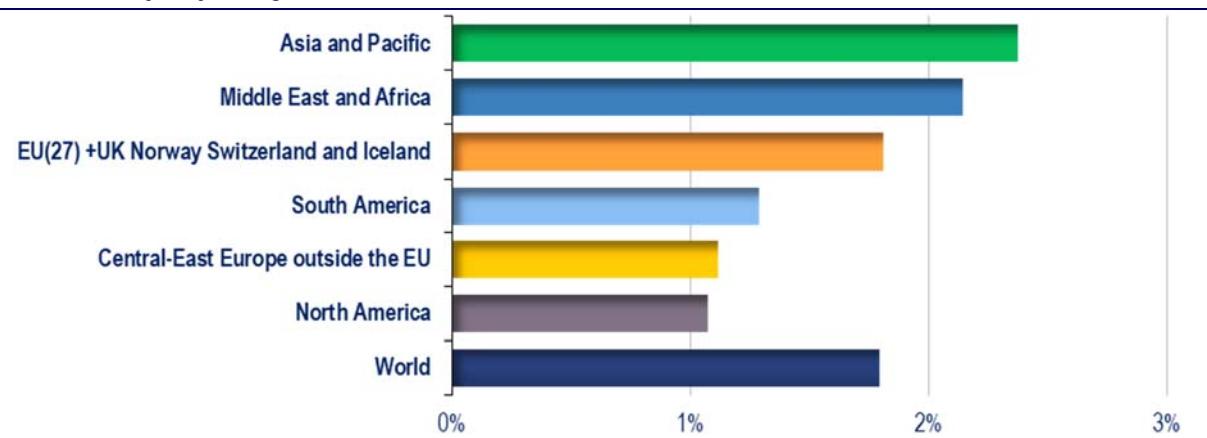
**Table 5**  
**Upholstered furniture consumption in large markets, 2024-2025.**  
Forecasts of yearly changes in real terms

| Country        | Real Change forecasts |      |
|----------------|-----------------------|------|
|                | 2024                  | 2025 |
| United States  | 2%                    | 1%   |
| China          | 1%                    | 2%   |
| Germany        | -2%                   | 2%   |
| United Kingdom | -1%                   | 1%   |
| India          | 5%                    | 5%   |
| France         | -1%                   | 2%   |
| Canada         | 1%                    | 2%   |
| Australia      | 1%                    | 2%   |
| Italy          | -3%                   | 3%   |
| Netherlands    | -1%                   | 1%   |
| Japan          | 0%                    | 1%   |

Source: CSIL

For the other markets, the outlook is summarized in Tables W11 (countries listed alphabetically) and W12 (ranking by the size of upholstered furniture market).

**Figure 14**  
**Upholstered Furniture consumption by geographical region, 2025.**  
Forecasts of yearly changes in real terms



Source: CSIL

The region Central-East Europe outside the EU excludes Russia and Ukraine for which forecasts are not available.

Figure 14 shows the forecast for 2025 by world geographical region.

After the contraction in 2023, and a challenging 2024, for the world as a whole, in 2025, upholstered furniture consumption is forecasted to increase by a modest 1.7%. Downside risks are due to regional conflicts, slow growth in China and prospects of more geoeconomic fragmentation.

The cutoff date for data in this report is May 14, 2024. Forecasts are based on macroeconomic projections provided by international organizations (particularly the International Monetary Fund and the Organization for Economic Co-operation and Development), adapted to the specific features and prospects of the upholstered furniture sector.

## PART II. UPHOLSTERED FURNITURE INDICATORS

**Table W1****Overview of the world upholstered furniture industry – Production and Exports**

|   | Production   | Exports      | Population   | Total GNP | Per capita GNP |
|---|--------------|--------------|--------------|-----------|----------------|
|   | US\$ Million | US\$ Million | US\$ Million | Million   | US\$           |
| <b>EU (27), UK, Norway, Switzerland and Iceland</b> | 18,624       | 11,916       | 528          | 22,569    | 42,720         |
| of which  |              |              |              |           |                |
| France  | 577          | 241          | 68           | 3,078     | 45,290         |
| Germany   | 2,120        | 816          | 84           | 4,528     | 54,030         |
| Italy   | 3,541        | 2,613        | 59           | 2,252     | 38,200         |
| Poland  | 4,112        | 3,841        | 37           | 696       | 18,900         |
| UK  | 2,089        | 159          | 67           | 3,298     | 49,240         |
| <b>Central-East Europe outside the EU</b>           | 1,754        | 1,141        | 277          | 3,012     | 10,870         |
| of which  |              |              |              |           |                |
| Türkiye   | 1,372        | 702          | 85           | 904       | 10,640         |
| <b>Asia and Pacific</b>                             | 44,234       | 19,937       | 3,688        | 35,345    | 9,583          |
| of which  |              |              |              |           |                |
| China   | 34,266       | 15,543       | 1,412        | 18,152    | 12,850         |
| India   | 3,212        | 94           | 1,417        | 3,386     | 2,390          |
| Japan   | 142          | 18           | 125          | 5,325     | 42,550         |
| South Korea   | 439          | 4            | 52           | 1,868     | 36,190         |
| Vietnam   | 3,906        | 3,764        | 98           | 394       | 4,010          |
| <b>Middle East and Africa</b>                       | 759          | 77           | 361          | 3,778     | 10,476         |
| of which  |              |              |              |           |                |
| South Africa  | 165          | 25           | 60           | 406       | 6,780          |
| <b>North America</b>                                | 14,932       | 2,254        | 500          | 29,041    | 58,113         |
| of which  |              |              |              |           |                |
| United States                                       | 12,990       | 843          | 333          | 25,586    | 76,770         |
| Canada  | 758          | 436          | 39           | 2,075     | 53,310         |
| Mexico  | 1,184        | 975          | 128          | 1,379     | 10,820         |
| <b>South America</b>                                | 1,044        | 86           | 333          | 2,927     | 8,790          |
| of which  |              |              |              |           |                |
| Brazil  | 812          | 73           | 215          | 1,753     | 8,140          |
| <b>WORLD TOTAL (70 COUNTRIES)</b>                   | 81,348       | 35,411       | 5,687        | 96,673    | 16,999         |

Sources: CSIL, World Bank

Upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

The region Central-East Europe outside the EU excludes Russia and Ukraine for which production data are not available

**Table W2**  
**Overview of the world furniture industry – Consumption and Imports**

|   | Apparent<br>Consumption | Imports | Population | Total GNP | Per capita<br>GNP |
|---|-------------------------|---------|------------|-----------|-------------------|
|   |                         |         |            |           | US\$              |
| <b>EU (27), UK, Norway, Switzerland and Iceland</b> | 18,973                  | 12,265  | 528        | 22,569    | 42,720            |
| of which  |                         |         |            |           |                   |
| France  | 2,090                   | 1,754   | 68         | 3,078     | 45,290            |
| Germany   | 3,891                   | 2,587   | 84         | 4,528     | 54,030            |
| Italy   | 1,313                   | 385     | 59         | 2,252     | 38,200            |
| Poland  | 555                     | 284     | 37         | 696       | 18,900            |
| UK  | 3,631                   | 1,701   | 67         | 3,298     | 49,240            |
| <b>Central-East Europe outside the EU</b>           | 875                     | 163     | 277        | 3,012     | 10,870            |
| of which  |                         |         |            |           |                   |
| Türkiye   | 744                     | 74      | 85         | 904       | 10,640            |
| <b>Asia and Pacific</b>                             | 27,795                  | 3,587   | 3,688      | 35,345    | 9,583             |
| of which  |                         |         |            |           |                   |
| China   | 19,029                  | 307     | 1,412      | 18,152    | 12,850            |
| India   | 3,478                   | 360     | 1,417      | 3,386     | 2,390             |
| Japan   | 986                     | 861     | 125        | 5,325     | 42,550            |
| South Korea   | 778                     | 343     | 52         | 1,868     | 36,190            |
| Vietnam   | 327                     | 185     | 98         | 394       | 4,010             |
| <b>Middle East and Africa</b>                       | 2,280                   | 1,609   | 361        | 3,778     | 10,476            |
| of which  |                         |         |            |           |                   |
| South Africa  | 186                     | 46      | 60         | 406       | 6,780             |
| <b>North America</b>                                | 22,223                  | 9,545   | 500        | 29,041    | 58,113            |
| of which  |                         |         |            |           |                   |
| United States                                       | 20,201                  | 8,054   | 333        | 25,586    | 76,770            |
| Canada  | 1,566                   | 1,244   | 39         | 2,075     | 53,310            |
| Mexico  | 457                     | 247     | 128        | 1,379     | 10,820            |
| <b>South America</b>                                | 1,087                   | 129     | 333        | 2,927     | 8,790             |
| of which  |                         |         |            |           |                   |
| Brazil  | 766                     | 27      | 215        | 1,753     | 8,140             |
| <b>WORLD TOTAL (70 COUNTRIES)</b>                   | 73,234                  | 27,298  | 5,687      | 96,673    | 16,999            |

Sources: CSIL, World Bank

Upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

The region Central-East Europe outside the EU excludes Russia and Ukraine for which consumption data are not available.

**Table W3**  
**Upholstered Furniture Exports, 70 Countries, alphabetical**

| Country            | Upholstered<br>Furniture<br>Exports | Upholstered<br>Furniture<br>Production | Exports/<br>Production | Population | Per capita<br>GNP | Total GNP    |
|--------------------|-------------------------------------|--|------------------------|------------|-------------------|--------------|
|                    | US\$ Million                        | US\$ Million                           | %                      | Million    | US\$              | US\$ Billion |
| Algeria            | 0                                   | 50                                     | 0%                     | 45         | 3,920             | 176          |
| Argentina          | 1                                   | 117                                    | 1%                     | 46         | 11,590            | 536          |
| Australia          | 6                                   | 703                                    | 1%                     | 26         | 60,840            | 1,582        |
| Austria            | 116                                 | 145                                    | 80%                    | 9          | 55,720            | 504          |
| Bahrain            | 1                                   | 9                                      | 16%                    | 1          | 27,720            | 41           |
| Belgium            | 251                                 | 299                                    | 84%                    | 12         | 53,890            | 630          |
| Bosnia Herzegovina | 192                                 | 252                                    | 76%                    | 3          | 7,660             | 25           |
| Brazil             | 73                                  | 812                                    | 9%                     | 215        | 8,140             | 1,753        |
| Bulgaria           | 77                                  | 79                                     | 97%                    | 6          | 13,350            | 86           |
| Canada             | 436                                 | 758                                    | 58%                    | 39         | 53,310            | 2,075        |
| Chile              | 2                                   | 54                                     | 4%                     | 20         | 15,360            | 301          |
| China              | 15,543                              | 34,266                                 | 45%                    | 1,412      | 12,850            | 18,152       |
| Colombia           | 11                                  | 62                                     | 18%                    | 52         | 6,500             | 337          |
| Croatia            | 47                                  | 104                                    | 45%                    | 4          | 19,600            | 76           |
| Cyprus             | 0                                   | 12                                     | 0%                     | 1          | 31,520            | 29           |
| Czech Republic     | 73                                  | 371                                    | 20%                    | 11         | 26,100            | 279          |
| Denmark            | 551                                 | 555                                    | 99%                    | 6          | 73,520            | 434          |
| Egypt              | 0                                   | 54                                     | 0%                     | 111        | 4,100             | 455          |
| Estonia            | 91                                  | 127                                    | 72%                    | 1          | 27,120            | 37           |
| Finland            | 17                                  | 121                                    | 14%                    | 6          | 54,890            | 305          |
| France             | 241                                 | 577                                    | 42%                    | 68         | 45,290            | 3,078        |
| Germany            | 816                                 | 2,120                                  | 39%                    | 84         | 54,030            | 4,528        |
| Ghana              | 0                                   | 10                                     | 0%                     | 33         | 2,380             | 80           |
| Greece             | 17                                  | 22                                     | 79%                    | 10         | 21,810            | 227          |
| Hong Kong, China   | 12                                  | n.a.                                   | n.a.                   | 7          | 54,370            | 399          |
| Hungary            | 181                                 | 251                                    | 72%                    | 10         | 19,010            | 183          |
| Iceland            | 0                                   | 4                                      | 0%                     | 0          | 68,660            | 26           |
| India              | 94                                  | 3,212                                  | 3%                     | 1,417      | 2,390             | 3,386        |
| Indonesia          | 74                                  | 241                                    | 31%                    | 276        | 4,580             | 1,261        |
| Ireland            | 10                                  | 68                                     | 15%                    | 5          | 79,730            | 409          |
| Israel             | 1                                   | 280                                    | 0%                     | 10         | 55,140            | 527          |
| Italy              | 2,613                               | 3,541                                  | 74%                    | 59         | 38,200            | 2,252        |
| Japan              | 18                                  | 142                                    | 13%                    | 125        | 42,550            | 5,325        |
| Kazakhstan         | 2                                   | 9                                      | 23%                    | 20         | 9,620             | 189          |
| Kuwait             | 6                                   | 12                                     | 54%                    | 4          | 40,600            | 173          |

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| Country              | Upholstered Furniture Exports | Upholstered Furniture Production | Exports/Production | Population | Per capita GNP | Total GNP    |
|----------------------|-------------------------------|----------------------------------|--------------------|------------|----------------|--------------|
|                      | US\$ Million                  | US\$ Million                     | %                  | Million    | US\$           | US\$ Billion |
| Latvia               | 29                            | 30                               | 96%                | 2          | 21,850         | 41           |
| Lebanon              | 1                             | n.a.                             | n.a.               | 5          | 4,970          | 28           |
| Lithuania            | 476                           | 511                              | 93%                | 3          | 23,870         | 68           |
| Malaysia             | 224                           | 414                              | 54%                | 34         | 11,830         | 401          |
| Malta                | 0                             | 11                               | 0%                 | 1          | 32,860         | 17           |
| Mexico               | 975                           | 1,184                            | 82%                | 128        | 10,820         | 1,379        |
| Morocco              | 1                             | 29                               | 3%                 | 37         | 3,670          | 140          |
| Netherlands          | 495                           | 594                              | 83%                | 18         | 60,230         | 1,066        |
| New Zealand          | 2                             | 109                              | 2%                 | 5          | 49,090         | 252          |
| Norway               | 97                            | 159                              | 61%                | 5          | 94,540         | 516          |
| Oman                 | 6                             | 12                               | 45%                | 5          | 20,020         | 92           |
| Philippines          | 3                             | 83                               | 4%                 | 116        | 3,950          | 457          |
| Poland               | 3,841                         | 4,112                            | 93%                | 37         | 18,900         | 696          |
| Portugal             | 322                           | 347                              | 93%                | 10         | 25,950         | 270          |
| Qatar                | 0                             | 36                               | 0%                 | 3          | 70,120         | 189          |
| Romania              | 595                           | 745                              | 80%                | 19         | 15,570         | 297          |
| Russia               | n.a.                          | n.a.                             | n.a.               | 144        | 12,750         | 1,871        |
| Saudi Arabia         | 8                             | 57                               | 15%                | 36         | 27,680         | 1,008        |
| Serbia               | 123                           | 130                              | 95%                | 7          | 9,290          | 62           |
| Singapore            | 8                             | 106                              | 7%                 | 6          | 67,200         | 379          |
| Slovakia             | 171                           | 185                              | 92%                | 5          | 22,070         | 120          |
| Slovenia             | 59                            | 73                               | 81%                | 2          | 29,590         | 62           |
| South Africa         | 25                            | 165                              | 15%                | 60         | 6,780          | 406          |
| South Korea          | 4                             | 439                              | 1%                 | 52         | 36,190         | 1,868        |
| Spain                | 319                           | 807                              | 39%                | 48         | 32,090         | 1,533        |
| Sweden               | 216                           | 456                              | 47%                | 10         | 63,500         | 666          |
| Switzerland          | 38                            | 110                              | 34%                | 9          | 95,490         | 838          |
| Taiwan, China        | 23                            | 269                              | 8%                 | 23         | 33,417         | 783          |
| Thailand             | 160                           | 336                              | 48%                | 72         | 7,230          | 518          |
| Türkiye              | 702                           | 1372                             | 51%                | 85         | 10,640         | 904          |
| Ukraine              | 125                           | n.a.                             | n.a.               | 38         | 4,260          | 151          |
| United Arab Emirates | 27                            | 44                               | 62%                | 9          | 49,160         | 464          |
| United Kingdom       | 159                           | 2,089                            | 8%                 | 67         | 49,240         | 3,298        |
| United States        | 843                           | 12,990                           | 6%                 | 333        | 76,770         | 25,586       |
| Vietnam              | 3,764                         | 3,906                            | 96%                | 98         | 4,010          | 394          |

Sources: CSIL, World Bank

n.a.: not available

upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicator

0 means zero or less than half the unit shown

**Table W4**  
**UPHOLSTERED FURNITURE EXPORTS, 70 Countries, ranking**

| Country            | Upholstered Furniture Exports | Upholstered Furniture Production | Exports/Production | Population | Per capita GNP | Total GNP    |
|--------------------|-------------------------------|----------------------------------|--------------------|------------|----------------|--------------|
|                    | US\$ Million                  | US\$ Million                     | %                  | Million    | US\$           | US\$ Billion |
| China              | 15,543                        | 34,266                           | 45%                | 1,412      | 12,850         | 18,152       |
| Poland             | 3,841                         | 4,112                            | 93%                | 37         | 18,900         | 696          |
| Vietnam            | 3,764                         | 3,906                            | 96%                | 98         | 4,010          | 394          |
| Italy              | 2,613                         | 3,541                            | 74%                | 59         | 38,200         | 2,252        |
| Mexico             | 975                           | 1,184                            | 82%                | 128        | 10,820         | 1,379        |
| United States      | 843                           | 12,990                           | 6%                 | 333        | 76,770         | 25,586       |
| Germany            | 816                           | 2,120                            | 39%                | 84         | 54,030         | 4,528        |
| Türkiye            | 702                           | 1,372                            | 51%                | 85         | 10,640         | 904          |
| Romania            | 595                           | 745                              | 80%                | 19         | 15,570         | 297          |
| Denmark            | 551                           | 555                              | 99%                | 6          | 73,520         | 434          |
| Netherlands        | 495                           | 594                              | 83%                | 18         | 60,230         | 1,066        |
| Lithuania          | 476                           | 511                              | 93%                | 3          | 23,870         | 68           |
| Canada             | 436                           | 758                              | 58%                | 39         | 53,310         | 2,075        |
| Portugal           | 322                           | 347                              | 93%                | 10         | 25,950         | 270          |
| Spain              | 319                           | 807                              | 39%                | 48         | 32,090         | 1,533        |
| Belgium            | 251                           | 299                              | 84%                | 12         | 53,890         | 630          |
| France             | 241                           | 577                              | 42%                | 68         | 45,290         | 3,078        |
| Malaysia           | 224                           | 414                              | 54%                | 34         | 11,830         | 401          |
| Sweden             | 216                           | 456                              | 47%                | 10         | 63,500         | 666          |
| Bosnia Herzegovina | 192                           | 252                              | 76%                | 3          | 7,660          | 25           |
| Hungary            | 181                           | 251                              | 72%                | 10         | 19,010         | 183          |
| Slovakia           | 171                           | 185                              | 92%                | 5          | 22,070         | 120          |
| Thailand           | 160                           | 336                              | 48%                | 72         | 7,230          | 518          |
| United Kingdom     | 159                           | 2,089                            | 8%                 | 67         | 49,240         | 3,298        |
| Ukraine            | 125                           | n.a.                             | n.a.               | 38         | 4,260          | 151          |
| Serbia             | 123                           | 130                              | 95%                | 7          | 9,290          | 62           |
| Austria            | 116                           | 145                              | 80%                | 9          | 55,720         | 504          |
| Norway             | 97                            | 159                              | 61%                | 5          | 94,540         | 516          |
| India              | 94                            | 3,212                            | 3%                 | 1,417      | 2,390          | 3,386        |
| Estonia            | 91                            | 127                              | 72%                | 1          | 27,120         | 37           |
| Bulgaria           | 77                            | 79                               | 97%                | 6          | 13,350         | 86           |
| Indonesia          | 74                            | 241                              | 31%                | 276        | 4,580          | 1,261        |
| Czech Republic     | 73                            | 371                              | 20%                | 11         | 26,100         | 279          |
| Brazil             | 73                            | 812                              | 9%                 | 215        | 8,140          | 1,753        |
| Slovenia           | 59                            | 73                               | 81%                | 2          | 29,590         | 62           |

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| Country              | Upholstered Furniture Exports | Upholstered Furniture Production | Exports/Production | Population | Per capita GNP | Total GNP    |
|----------------------|-------------------------------|----------------------------------|--------------------|------------|----------------|--------------|
|                      | US\$ Million                  | US\$ Million                     | %                  | Million    | US\$           | US\$ Billion |
| Croatia              | 47                            | 104                              | 45%                | 4          | 19,600         | 76           |
| Switzerland          | 38                            | 110                              | 34%                | 9          | 95,490         | 838          |
| Latvia               | 29                            | 30                               | 96%                | 2          | 21,850         | 41           |
| United Arab Emirates | 27                            | 44                               | 62%                | 9          | 49,160         | 464          |
| South Africa         | 25                            | 165                              | 15%                | 60         | 6,780          | 406          |
| Taiwan, China        | 23                            | 269                              | 8%                 | 23         | 33,417         | 783          |
| Japan                | 18                            | 142                              | 13%                | 125        | 42,550         | 5,325        |
| Greece               | 17                            | 22                               | 79%                | 10         | 21,810         | 227          |
| Finland              | 17                            | 121                              | 14%                | 6          | 54,890         | 305          |
| Hong Kong, China     | 12                            | n.a.                             | n.a.               | 7          | 54,370         | 399          |
| Colombia             | 11                            | 62                               | 18%                | 52         | 6,500          | 337          |
| Ireland              | 10                            | 68                               | 15%                | 5          | 79,730         | 409          |
| Saudi Arabia         | 8                             | 57                               | 15%                | 36         | 27,680         | 1,008        |
| Singapore            | 8                             | 106                              | 7%                 | 6          | 67,200         | 379          |
| Australia            | 6                             | 703                              | 1%                 | 26         | 60,840         | 1,582        |
| Kuwait               | 6                             | 12                               | 54%                | 4          | 40,600         | 173          |
| Oman                 | 6                             | 12                               | 45%                | 5          | 20,020         | 92           |
| South Korea          | 4                             | 439                              | 1%                 | 52         | 36,190         | 1,868        |
| Philippines          | 3                             | 83                               | 4%                 | 116        | 3,950          | 457          |
| New Zealand          | 2                             | 109                              | 2%                 | 5          | 49,090         | 252          |
| Kazakhstan           | 2                             | 9                                | 23%                | 20         | 9,620          | 189          |
| Chile                | 2                             | 54                               | 4%                 | 20         | 15,360         | 301          |
| Bahrain              | 1                             | 9                                | 16%                | 1          | 27,720         | 41           |
| Morocco              | 1                             | 29                               | 3%                 | 37         | 3,670          | 140          |
| Israel               | 1                             | 280                              | 0%                 | 10         | 55,140         | 527          |
| Argentina            | 1                             | 117                              | 1%                 | 46         | 11,590         | 536          |
| Lebanon              | 1                             | n.a.                             | n.a.               | 5          | 4,970          | 28           |
| Egypt                | 0                             | 54                               | 0%                 | 111        | 4,100          | 455          |
| Malta                | 0                             | 11                               | 0%                 | 1          | 32,860         | 17           |
| Ghana                | 0                             | 10                               | 0%                 | 33         | 2,380          | 80           |
| Iceland              | 0                             | 4                                | 0%                 | 0          | 68,660         | 26           |
| Cyprus               | 0                             | 12                               | 0%                 | 1          | 31,520         | 29           |
| Algeria              | 0                             | 50                               | 0%                 | 45         | 3,920          | 176          |
| Qatar                | 0                             | 36                               | 0%                 | 3          | 70,120         | 189          |
| Russia               | n.a.                          | n.a.                             | n.a.               | 144        | 12,750         | 1,871        |

Sources: CSIL, World Bank

n.a.: not available

Upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicators

0 means zero or less than half the unit shown

**Table W5**  
**UPHOLSTERED FURNITURE IMPORTS, 70 Countries, alphabetical**

| Country            | Upholstered Furniture Imports | Upholstered Furniture Consumption | Imports/Apparent Consumption | Population | Per capita GNP | Total GNP |
|--------------------|-------------------------------|-----------------------------------|------------------------------|------------|----------------|-----------|
|                    | US\$ Million                  | US\$ Million                      | %                            |            |                |           |
| Algeria            | 18                            | 69                                | 27%                          | 45         | 3,920          | 176       |
| Argentina          | 12                            | 128                               | 9%                           | 46         | 11,590         | 536       |
| Australia          | 757                           | 1,454                             | 52%                          | 26         | 60,840         | 1,582     |
| Austria            | 423                           | 451                               | 94%                          | 9          | 55720          | 504       |
| Bahrain            | 27                            | 35                                | 78%                          | 1          | 27,720         | 41        |
| Belgium            | 516                           | 564                               | 92%                          | 12         | 53,890         | 630       |
| Bosnia Herzegovina | 22                            | 82                                | 26%                          | 3          | 7,660          | 25        |
| Brazil             | 27                            | 766                               | 4%                           | 215        | 8,140          | 1,753     |
| Bulgaria           | 77                            | 79                                | 97%                          | 6          | 1,3350         | 86        |
| Canada             | 1,244                         | 1,566                             | 79%                          | 39         | 5,3310         | 2,075     |
| Chile              | 71                            | 122                               | 58%                          | 20         | 15,360         | 301       |
| China              | 307                           | 19,029                            | 2%                           | 1,412      | 12,850         | 18,152    |
| Colombia           | 19                            | 71                                | 27%                          | 52         | 6,500          | 337       |
| Croatia            | 126                           | 183                               | 69%                          | 4          | 19,600         | 76        |
| Cyprus             | 22                            | 34                                | 65%                          | 1          | 31,520         | 29        |
| Czech Republic     | 202                           | 500                               | 40%                          | 11         | 26,100         | 279       |
| Denmark            | 499                           | 503                               | 99%                          | 6          | 73,520         | 434       |
| Egypt              | 7                             | 61                                | 12%                          | 111        | 4,100          | 455       |
| Estonia            | 28                            | 63                                | 44%                          | 1          | 27,120         | 37        |
| Finland            | 138                           | 242                               | 57%                          | 6          | 54,890         | 305       |
| France             | 1,754                         | 2,090                             | 84%                          | 68         | 45,290         | 3,078     |
| Germany            | 2,587                         | 3,891                             | 66%                          | 84         | 54,030         | 4,528     |
| Ghana              | 71                            | 80                                | 88%                          | 33         | 2,380          | 80        |
| Greece             | 57                            | 62                                | 93%                          | 10         | 21,810         | 227       |
| Hong Kong, China   | 102                           | n.a.                              | n.a.                         | 7          | 54,370         | 399       |
| Hungary            | 103                           | 173                               | 60%                          | 10         | 19,010         | 183       |
| Iceland            | 23                            | 28                                | 84%                          | 0          | 68,660         | 26        |
| India              | 360                           | 3,478                             | 10%                          | 1,417      | 2,390          | 3,386     |
| Indonesia          | 89                            | 256                               | 35%                          | 276        | 4,580          | 1,261     |
| Ireland            | 170                           | 227                               | 75%                          | 5          | 79,730         | 409       |
| Israel             | 162                           | 441                               | 37%                          | 10         | 55,140         | 527       |
| Italy              | 385                           | 1,313                             | 29%                          | 59         | 38,200         | 2,252     |
| Japan              | 861                           | 986                               | 87%                          | 125        | 42,550         | 5,325     |
| Kazakhstan         | 92                            | 99                                | 93%                          | 20         | 9,620          | 189       |
| Kuwait             | 84                            | 89                                | 94%                          | 4          | 40,600         | 173       |

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| Country              | Upholstered Furniture Imports | Upholstered Furniture Consumption | Imports/Apparent Consumption | Population | Per capita GNP | Total GNP    |
|----------------------|-------------------------------|-----------------------------------|------------------------------|------------|----------------|--------------|
|                      | US\$ Million                  | US\$ Million                      | %                            |            | US\$           | US\$ Billion |
| Latvia               | 30                            | 32                                | 96%                          | 2          | 21,850         | 41           |
| Lebanon              | 11                            | n.a.                              | n.a.                         | 5          | 4,970          | 28           |
| Lithuania            | 60                            | 95                                | 63%                          | 3          | 23,870         | 68           |
| Malaysia             | 42                            | 232                               | 18%                          | 34         | 11,830         | 401          |
| Malta                | 14                            | 25                                | 55%                          | 1          | 32,860         | 17           |
| Mexico               | 247                           | 457                               | 54%                          | 128        | 10,820         | 1,379        |
| Morocco              | 50                            | 78                                | 65%                          | 37         | 3,670          | 140          |
| Netherlands          | 950                           | 1,048                             | 91%                          | 18         | 60,230         | 1,066        |
| New Zealand          | 120                           | 227                               | 53%                          | 5          | 49,090         | 252          |
| Norway               | 292                           | 354                               | 82%                          | 5          | 94,540         | 516          |
| Oman                 | 37                            | 44                                | 84%                          | 5          | 20,020         | 92           |
| Philippines          | 51                            | 131                               | 39%                          | 116        | 3,950          | 457          |
| Poland               | 284                           | 555                               | 51%                          | 37         | 18,900         | 696          |
| Portugal             | 104                           | 129                               | 81%                          | 10         | 25,950         | 270          |
| Qatar                | 101                           | 137                               | 74%                          | 3          | 70,120         | 189          |
| Romania              | 122                           | 272                               | 45%                          | 19         | 15,570         | 297          |
| Russia               | n.a.                          | n.a.                              | n.a.                         | 144        | 12,750         | 1,871        |
| Saudi Arabia         | 562                           | 611                               | 92%                          | 36         | 27,680         | 1,008        |
| Serbia               | 42                            | 49                                | 86%                          | 7          | 9,290          | 62           |
| Singapore            | 80                            | 178                               | 45%                          | 6          | 67,200         | 379          |
| Slovakia             | 80                            | 95                                | 85%                          | 5          | 22,070         | 120          |
| Slovenia             | 88                            | 102                               | 86%                          | 2          | 29,590         | 62           |
| South Africa         | 46                            | 186                               | 24%                          | 60         | 6,780          | 406          |
| South Korea          | 343                           | 778                               | 44%                          | 52         | 36,190         | 1,868        |
| Spain                | 361                           | 850                               | 43%                          | 48         | 32,090         | 1,533        |
| Sweden               | 385                           | 626                               | 62%                          | 10         | 63,500         | 666          |
| Switzerland          | 684                           | 756                               | 90%                          | 9          | 95,490         | 838          |
| Taiwan, China        | 102                           | 348                               | 29%                          | 23         | 33,417         | 783          |
| Thailand             | 94                            | 270                               | 35%                          | 72         | 7,230          | 518          |
| Türkiye              | 74                            | 744                               | 10%                          | 85         | 10,640         | 904          |
| Ukraine              | 26                            | n.a.                              | n.a.                         | 38         | 4,260          | 151          |
| United Arab Emirates | 433                           | 450                               | 96%                          | 9          | 49,160         | 464          |
| United Kingdom       | 1,701                         | 3,631                             | 47%                          | 67         | 49,240         | 3,298        |
| United States        | 8,054                         | 20,201                            | 40%                          | 333        | 76,770         | 25,586       |
| Vietnam              | 185                           | 327                               | 56%                          | 98         | 4,010          | 394          |

Sources: CSIL, World Bank

n.a.: not available

Upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

**Table W6**  
**UPHOLSTERED FURNITURE IMPORTS, 70 Countries, ranking**

| Country              | Upholstered Furniture Imports | Upholstered Furniture Consumption | Imports/ Apparent Consumption | Population<br>Million | Per capita GNP<br>US\$ | Total GNP<br>US\$ Billion |
|----------------------|-------------------------------|-----------------------------------|-------------------------------|-----------------------|------------------------|---------------------------|
|                      | US\$ Million                  | US\$ Million                      | %                             |                       |                        |                           |
| United States        | 8,054                         | 20,201                            | 40%                           | 333                   | 76,770                 | 25,586                    |
| Germany              | 2,587                         | 3,891                             | 66%                           | 84                    | 54,030                 | 4,528                     |
| France               | 1,754                         | 2,090                             | 84%                           | 68                    | 45,290                 | 3,078                     |
| United Kingdom       | 1,701                         | 3,631                             | 47%                           | 67                    | 49,240                 | 3,298                     |
| Canada               | 1,244                         | 1,566                             | 79%                           | 39                    | 53,310                 | 2,075                     |
| Netherlands          | 950                           | 1,048                             | 91%                           | 18                    | 60,230                 | 1,066                     |
| Japan                | 861                           | 986                               | 87%                           | 125                   | 42,550                 | 5,325                     |
| Australia            | 757                           | 1,454                             | 52%                           | 26                    | 60,840                 | 1,582                     |
| Switzerland          | 684                           | 756                               | 90%                           | 9                     | 95,490                 | 838                       |
| Saudi Arabia         | 562                           | 611                               | 92%                           | 36                    | 27,680                 | 1,008                     |
| Belgium              | 516                           | 564                               | 92%                           | 12                    | 53,890                 | 630                       |
| Denmark              | 499                           | 503                               | 99%                           | 6                     | 73,520                 | 434                       |
| United Arab Emirates | 433                           | 450                               | 96%                           | 9                     | 49,160                 | 464                       |
| Austria              | 423                           | 451                               | 94%                           | 9                     | 55,720                 | 504                       |
| Sweden               | 385                           | 626                               | 62%                           | 10                    | 63,500                 | 666                       |
| Italy                | 385                           | 1,313                             | 29%                           | 59                    | 38,200                 | 2,252                     |
| Spain                | 361                           | 850                               | 43%                           | 48                    | 32,090                 | 1,533                     |
| India                | 360                           | 3,478                             | 10%                           | 1,417                 | 2,390                  | 3,386                     |
| South Korea          | 343                           | 778                               | 44%                           | 52                    | 36,190                 | 1,868                     |
| China                | 307                           | 19,029                            | 2%                            | 1,412                 | 12,850                 | 18,152                    |
| Norway               | 292                           | 354                               | 82%                           | 5                     | 94,540                 | 516                       |
| Poland               | 284                           | 555                               | 51%                           | 37                    | 18,900                 | 696                       |
| Mexico               | 247                           | 457                               | 54%                           | 128                   | 10,820                 | 1,379                     |
| Czech Republic       | 202                           | 500                               | 40%                           | 11                    | 26,100                 | 279                       |
| Vietnam              | 185                           | 327                               | 56%                           | 98                    | 4,010                  | 394                       |
| Ireland              | 170                           | 227                               | 75%                           | 5                     | 79,730                 | 409                       |
| Israel               | 162                           | 441                               | 37%                           | 10                    | 55,140                 | 527                       |
| Finland              | 138                           | 242                               | 57%                           | 6                     | 54,890                 | 305                       |
| Croatia              | 126                           | 183                               | 69%                           | 4                     | 19,600                 | 76                        |
| Romania              | 122                           | 272                               | 45%                           | 19                    | 15,570                 | 297                       |
| New Zealand          | 120                           | 227                               | 53%                           | 5                     | 49,090                 | 252                       |
| Portugal             | 104                           | 129                               | 81%                           | 10                    | 25,950                 | 270                       |
| Hungary              | 103                           | 173                               | 60%                           | 10                    | 19,010                 | 183                       |
| Taiwan, China        | 102                           | 348                               | 29%                           | 23                    | 33,417                 | 783                       |
| Hong Kong, China     | 102                           | n.a.                              | n.a.                          | 7                     | 54,370                 | 399                       |

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| Country      | Upholstered Furniture Imports | Upholstered Furniture Consumption | Imports/ Apparent Consumption | Population<br>Million | Per capita GNP | Total GNP    |
|--------------|-------------------------------|-----------------------------------|-------------------------------|-----------------------|----------------|--------------|
|              | US\$ Million                  | US\$ Million                      | %                             |                       | US\$           | US\$ Billion |
| Qatar        | 101                           | 137                               | 74%                           | 3                     | 70,120         | 189          |
|              | 94                            | 270                               | 35%                           | 72                    | 7,230          | 518          |
|              | 92                            | 99                                | 93%                           | 20                    | 9,620          | 189          |
|              | 89                            | 256                               | 35%                           | 276                   | 4,580          | 1,261        |
|              | 88                            | 102                               | 86%                           | 2                     | 29,590         | 62           |
| Kuwait       | 84                            | 89                                | 94%                           | 4                     | 40,600         | 173          |
|              | 80                            | 95                                | 85%                           | 5                     | 22,070         | 120          |
|              | 80                            | 178                               | 45%                           | 6                     | 67,200         | 379          |
|              | 77                            | 79                                | 97%                           | 6                     | 13,350         | 86           |
|              | 74                            | 744                               | 10%                           | 85                    | 10,640         | 904          |
| Singapore    | 71                            | 80                                | 88%                           | 33                    | 2,380          | 80           |
|              | 71                            | 122                               | 58%                           | 20                    | 15,360         | 301          |
|              | 60                            | 95                                | 63%                           | 3                     | 23,870         | 68           |
|              | 57                            | 62                                | 93%                           | 10                    | 21,810         | 227          |
|              | 51                            | 131                               | 39%                           | 116                   | 3,950          | 457          |
| Greece       | 50                            | 78                                | 65%                           | 37                    | 3,670          | 140          |
|              | 46                            | 186                               | 24%                           | 60                    | 6,780          | 406          |
|              | 42                            | 49                                | 86%                           | 7                     | 9,290          | 62           |
|              | 42                            | 232                               | 18%                           | 34                    | 11,830         | 401          |
|              | 37                            | 44                                | 84%                           | 5                     | 20,020         | 92           |
| Philippines  | 30                            | 32                                | 96%                           | 2                     | 21,850         | 41           |
|              | 28                            | 63                                | 44%                           | 1                     | 27,120         | 37           |
|              | 27                            | 35                                | 78%                           | 1                     | 27,720         | 41           |
|              | 27                            | 766                               | 4%                            | 215                   | 8,140          | 1,753        |
|              | 26                            | n.a.                              | n.a.                          | 38                    | 4,260          | 151          |
| Morocco      | 23                            | 28                                | 84%                           | 0                     | 68,660         | 26           |
|              | 22                            | 34                                | 65%                           | 1                     | 31,520         | 29           |
|              | 22                            | 82                                | 26%                           | 3                     | 7,660          | 25           |
|              | 19                            | 71                                | 27%                           | 52                    | 6,500          | 337          |
|              | 18                            | 69                                | 27%                           | 45                    | 3,920          | 176          |
| South Africa | 14                            | 25                                | 55%                           | 1                     | 32,860         | 17           |
|              | 12                            | 128                               | 9%                            | 46                    | 11,590         | 536          |
|              | 11                            | n.a.                              | n.a.                          | 5                     | 4,970          | 28           |
|              | 7                             | 61                                | 12%                           | 111                   | 4,100          | 455          |
|              | n.a.                          | n.a.                              | n.a.                          | 144                   | 12,750         | 1,871        |

Sources: CSIL, World Bank

n.a.: not available

Upholstered furniture data are for the last available year (normally 2023)

Population and GNP data are from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

**Table W7**

**THE OPENING OF UPHOLSTERED FURNITURE MARKETS. Growth of exports, 2014-2023,  
20 major exporting countries**

| Country            | Upholstered furniture Exports<br>US\$ Million |        |        |        |        |        |        |        |        |        |
|--------------------|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                    | 2014  | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
| China              | 12,899  | 12,704 | 11,910 | 12,647 | 14,238 | 14,150 | 15,785 | 19,909 | 17,106 | 15,543 |
| Poland             | 2,860   | 2,654  | 2,795  | 3,091  | 3,401  | 3,321  | 3,365  | 4,254  | 3,863  | 3,841  |
| Vietnam            | 647   | 726    | 942    | 1,284  | 1,565  | 2,429  | 3,415  | 4,884  | 4,481  | 3,764  |
| Italy              | 2,083   | 1,863  | 1,944  | 2,022  | 2,121  | 2,033  | 1,903  | 2,631  | 2,679  | 2,613  |
| Mexico             | 351   | 414    | 424    | 469    | 505    | 534    | 468    | 811    | 1,054  | 975    |
| United States      | 760   | 757    | 717    | 708    | 700    | 675    | 603    | 765    | 925    | 843    |
| Germany            | 882   | 800    | 791    | 814    | 842    | 796    | 781    | 934    | 866    | 816    |
| Türkiye            | 328   | 301    | 305    | 339    | 383    | 476    | 484    | 660    | 710    | 702    |
| Romania            | 719   | 605    | 640    | 622    | 583    | 553    | 502    | 668    | 658    | 595    |
| Denmark            | 312   | 288    | 338    | 338    | 392    | 424    | 453    | 543    | 547    | 551    |
| Netherlands        | 296   | 302    | 337    | 392    | 457    | 508    | 664    | 649    | 605    | 495    |
| Lithuania          | 318   | 282    | 313    | 358    | 414    | 419    | 436    | 560    | 486    | 476    |
| Canada             | 296   | 333    | 386    | 383    | 384    | 392    | 312    | 359    | 422    | 436    |
| Portugal           | 155   | 151    | 172    | 187    | 218    | 229    | 203    | 269    | 297    | 322    |
| Spain              | 199   | 176    | 195    | 210    | 237    | 244    | 197    | 259    | 263    | 319    |
| Belgium            | 219   | 187    | 202    | 207    | 216    | 228    | 215    | 300    | 296    | 251    |
| France             | 152   | 148    | 157    | 173    | 195    | 196    | 175    | 226    | 232    | 241    |
| Malaysia           | 183   | 156    | 142    | 142    | 164    | 243    | 266    | 206    | 228    | 224    |
| Sweden             | 179   | 172    | 179    | 189    | 208    | 215    | 208    | 247    | 233    | 216    |
| Bosnia Herzegovina | 94  | 87     | 109    | 128    | 151    | 158    | 165    | 211    | 211    | 192    |

Source: CSIL processing of official data

**Table W8**

**THE OPENING OF UPHOLSTERED FURNITURE MARKETS. Growth of imports, 2014-2023,  
20 major importing countries**

| Country          | Upholstered furniture Imports<br>US\$ Million |       |       |       |       |       |       |       |       |       |
|------------------|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
| United States    | 5,044   | 5,809 | 6,207 | 6,974 | 7,591 | 7,025 | 7,083 | 9,778 | 9,634 | 8,054 |
| Germany          | 2,298   | 2,048 | 2,226 | 2,331 | 2,448 | 2,393 | 2,591 | 3,286 | 3,028 | 2,587 |
| France           | 1,387   | 1,198 | 1,325 | 1,369 | 1,508 | 1,509 | 1,429 | 1,946 | 1,975 | 1,754 |
| United Kingdom   | 1,155   | 1,179 | 1,154 | 1,134 | 1,186 | 1,284 | 1,203 | 1,808 | 2,071 | 1,701 |
| Canada           | 1,084   | 1,030 | 1,000 | 1,105 | 1,113 | 1,123 | 1,016 | 1,298 | 1,445 | 1,244 |
| Netherlands      | 693   | 604   | 666   | 738   | 797   | 866   | 960   | 1,196 | 1,117 | 950   |
| Japan            | 926   | 860   | 893   | 915   | 935   | 977   | 952   | 998   | 1,005 | 861   |
| Australia        | 743   | 698   | 686   | 728   | 868   | 771   | 838   | 1,060 | 1,124 | 757   |
| Switzerland      | 664   | 604   | 592   | 602   | 630   | 607   | 626   | 744   | 716   | 684   |
| Saudi Arabia     | 230   | 253   | 295   | 317   | 297   | 361   | 356   | 478   | 511   | 562   |
| Belgium          | 492   | 424   | 417   | 414   | 433   | 438   | 445   | 631   | 583   | 516   |
| Denmark          | 377   | 337   | 325   | 357   | 390   | 404   | 453   | 566   | 574   | 499   |
| United Arab Emir | 432   | 382   | 330   | 279   | 266   | 307   | 311   | 433   | 408   | 433   |
| Austria          | 434   | 354   | 362   | 383   | 401   | 404   | 406   | 499   | 468   | 423   |
| Sweden           | 336   | 295   | 308   | 334   | 373   | 361   | 359   | 479   | 456   | 385   |
| Italy            | 377   | 307   | 332   | 317   | 291   | 303   | 275   | 413   | 379   | 385   |
| Spain            | 252   | 212   | 233   | 257   | 292   | 288   | 257   | 399   | 403   | 361   |
| India            | 157   | 159   | 132   | 149   | 162   | 216   | 198   | 240   | 350   | 360   |
| South Korea      | 193   | 244   | 263   | 291   | 308   | 336   | 407   | 438   | 389   | 343   |
| China            | 171   | 173   | 207   | 276   | 335   | 324   | 281   | 375   | 349   | 307   |

Source: CSIL processing of official data

**Table W9**  
**UPHOLSTERED FURNITURE TRADE. Destination of exports**

| Country          | Upholstered furniture exports US\$ million | Destination 1    | Destination 2   | Destination 3   | Destination 4   | Destination 5  |
|------------------|--|------------------|-----------------|-----------------|-----------------|----------------|
| China            | 15,543                                     | USA 29%          | South Korea 7%  | UK 6%           | Australia 5%    | Japan 5%       |
| Poland           | 3,841                                      | Germany 41%      | Netherlands 11% | France 9%       | UK 8%           | Belgium 4%     |
| Vietnam          | 3,764                                      | USA 82%          | Japan 3%        | Canada 3%       | Australia 2%    | France 1%      |
| Italy            | 2,613                                      | France 23%       | USA 15%         | UK 6%           | China 6%        | Germany 5%     |
| Mexico           | 975  | USA 91%          | Canada 8%       | Guatemala 0%    |                 |                |
| United States    | 843  | Canada 77%       | Mexico 4%       | Saudi Arabia 3% | Un Arab Emir 1% | China 1%       |
| Germany          | 816  | Switzerland 25%  | Austria 15%     | France 11%      | Netherlands 6%  | UK 5%          |
| Türkiye          | 702  | Iraq 16%         | Germany 9%      | USA 6%          | France 5%       | Israel 5%      |
| Romania          | 595  | France 21%       | Italy 12%       | Germany 12%     | UK 8%           | Spain 6%       |
| Denmark          | 551  | Germany 18%      | Netherlands 12% | Norway 10%      | France 9%       | Sweden 8%      |
| Netherlands      | 495  | Germany 38%      | Belgium 19%     | France 12%      | UK 4%           | Spain 2%       |
| Lithuania        | 476  | Denmark 20%      | Sweden 19%      | Norway 16%      | Germany 7%      | Finland 6%     |
| Canada           | 436  | USA 97%          | UK 0%           |                 |                 |                |
| Portugal         | 322  | France 46%       | Spain 16%       | UK 11%          | USA 5%          | Germany 3%     |
| Spain            | 319  | France 24%       | Portugal 13%    | USA 8%          | UK 7%           | Germany 6%     |
| Belgium          | 251  | France 46%       | Netherlands 18% | Germany 12%     | UK 5%           | Poland 3%      |
| France           | 241  | Switzerland 16%  | Germany 13%     | USA 10%         | UK 8%           | Italy 6%       |
| Malaysia         | 224  | USA 38%          | Canada 10%      | Australia 8%    | Singapore 8%    | Japan 5%       |
| Sweden           | 216  | Norway 32%       | Germany 11%     | Finland 10%     | Denmark 9%      | USA 7%         |
| Bosnia Herz      | 192  | Germany 37%      | Croatia 18%     | Italy 6%        | Netherlands 5%  | Sweden 5%      |
| Hungary          | 181  | Germany 65%      | Austria 10%     | Netherlands 5%  | Switzerland 3%  | Croatia 3%     |
| Slovakia         | 171  | Germany 52%      | Denmark 10%     | Czech Rep. 9%   | Switzerland 8%  | Austria 5%     |
| Thailand         | 160  | USA 48%          | Japan 12%       | Singapore 6%    | Australia 6%    | UK 6%          |
| United Kingdom   | 159  | Ireland 34%      | USA 17%         | France 8%       | Germany 6%      | Netherlands 3% |
| Ukraine          | 125  | Poland 31%       | Belgium 14%     | Denmark 8%      | Germany 6%      | USA 5%         |
| Serbia           | 123  | Italy 34%        | France 13%      | Croatia 9%      | Montenegro 7%   | Bosnia Herz 5% |
| Austria          | 116  | Germany 48%      | Switzerland 14% | Slovakia 9%     | Italy 5%        | Czech Rep. 5%  |
| Norway           | 97   | USA 24%          | UK 15%          | Germany 12%     | France 10%      | Denmark 8%     |
| India            | 94   | USA 60%          | Un Arab Emir 7% | UK 6%           | Canada 5%       | Germany 4%     |
| Estonia          | 91   | Finland 34%      | Norway 15%      | Denmark 13%     | Sweden 13%      | Netherlands 8% |
| Bulgaria         | 77   | Romania 30%      | Greece 21%      | Italy 10%       | France 8%       | UK 5%          |
| Indonesia        | 74   | USA 34%          | Germany 20%     | Netherlands 5%  | Belgium 5%      | Australia 4%   |
| Czech Republic   | 73   | Germany 21%      | Slovakia 20%    | Austria 13%     | Poland 9%       | UK 4%          |
| Brazil           | 73   | USA 28%          | Uruguay 22%     | Bolivia 10%     | Paraguay 7%     | Chile 5%       |
| Slovenia         | 59   | France 28%       | Germany 23%     | Croatia 8%      | Austria 5%      | Belgium 4%     |
| Croatia          | 47   | Germany 29%      | Austria 23%     | Italy 11%       | Belgium 6%      | Netherlands 5% |
| Switzerland      | 38   | Germany 34%      | France 12%      | Italy 8%        | USA 5%          | Netherlands 5% |
| Latvia           | 29   | Russia 32%       | Denmark 26%     | Estonia 10%     | Lithuania 9%    | Kyrgyzstan 4%  |
| United Arab Emir | 27   | Saudi Arabia 28% | Oman 12%        | Qatar 3%        | Egypt 1%        | Iraq 1%        |
| South Africa     | 25   | Namibia 27%      | Botswana 16%    | Zambia 12%      | Eswatini 8%     | Mozambique 7%  |

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| Country       | Upholstered furniture exports US\$ million | Destination 1 | Destination 2 | Destination 3 | Destination 4 | Destination 5 |     |              |     |              |     |
|---------------|--|---------------|---------------|---------------|---------------|---------------|-----|--------------|-----|--------------|-----|
| Taiwan, China | 23   | Netherlands   | 35%           | USA           | 34%           | Japan         | 19% | Norway       | 3%  | Germany      | 2%  |
| Japan         | 18   | USA           | 15%           | China         | 14%           | South Korea   | 12% | Hong Kong    | 12% | Taiwan       | 11% |
| Greece        | 17   | Cyprus        | 27%           | Germany       | 8%            | Italy         | 8%  | France       | 7%  | Bulgaria     | 6%  |
| Finland       | 17   | Sweden        | 14%           | Estonia       | 14%           | Germany       | 9%  | USA          | 7%  | Norway       | 7%  |
| Hong Kong, CN | 12   | Taiwan        | 26%           | China         | 14%           | South Korea   | 14% | USA          | 13% | Macau        | 10% |
| Colombia      | 11   | USA           | 43%           | Ecuador       | 11%           | Chile         | 9%  | Panama       | 5%  | Peru         | 5%  |
| Ireland       | 10   | UK            | 77%           | USA           | 7%            | Germany       | 1%  |              |     |              |     |
| Saudi Arabia  | 8  | Un Arab Emir  | 40%           | Kuwait        | 17%           | Bahrain       | 9%  | Oman         | 8%  | Djibouti     | 5%  |
| Singapore     | 8  | Malaysia      | 28%           | Indonesia     | 23%           | Japan         | 11% | Thailand     | 6%  | Australia    | 5%  |
| Australia     | 6  | New Zealand   | 28%           | USA           | 22%           | Singapore     | 14% | Un Arab Emir | 5%  | Türkiye      | 5%  |
| Kuwait        | 6  | Saudi Arabia  | 61%           | Qatar         | 18%           | Iraq          | 15% | Un Arab Emir | 5%  |              |     |
| Oman          | 6  | Un Arab Emir  | 56%           | Jordan        | 12%           | Somalia       | 10% | Saudi Arabia | 9%  | Kuwait       | 8%  |
| South Korea   | 4  | Vietnam       | 11%           | Saudi Arabia  | 9%            | USA           | 9%  | Hong Kong    | 8%  | China        | 7%  |
| Philippines   | 3  | USA           | 58%           | Japan         | 11%           | Un Arab Emir  | 11% | Germany      | 6%  | Mexico       | 3%  |
| New Zealand   | 2  | Australia     | 52%           | Cook Islands  | 10%           | Pap. N Guinea | 7%  | W. Samoa     | 7%  | Fr Polynesia | 5%  |
| Kazakhstan    | 2  | Russia        | 31%           | Tajikistan    | 24%           | Kyrgyzstan    | 22% | Uzbekistan   | 17% | Armenia      | 6%  |
| Chile         | 2  | Peru          | 23%           | Bolivia       | 21%           | Uruguay       | 17% | Paraguay     | 11% | France       | 7%  |
| Bahrain       | 1  | Saudi Arabia  | 41%           | Qatar         | 18%           | Un Arab Emir  | 17% | Oman         | 9%  | Egypt        | 7%  |
| Morocco       | 1  | France        | 50%           | Israel        | 10%           | Belgium       | 9%  | Ivory Coast  | 5%  | Mauritania   | 4%  |
| Israel        | 1  | Italy         | 41%           | Canada        | 21%           | USA           | 13% | Slovenia     | 8%  | UK           | 6%  |
| Argentina     | 1  | USA           | 60%           | Uruguay       | 34%           | Chile         | 6%  | Brazil       | 1%  |              |     |
| Lebanon       | 1  | Qatar         | 28%           | Gambia        | 19%           | France        | 7%  | Kuwait       | 7%  | Oman         | 6%  |
| Egypt         | 0  | Saudi Arabia  | 52%           | Libya         | 19%           | Morocco       | 7%  | USA          | 6%  | Israel       | 6%  |
| Malta         | 0  | UK            | 96%           | Libya         | 3%            | Un Arab Emir  | 1%  | Ivory Coast  | 11% | Madagascar   | 10% |
| Ghana         | 0  | South Africa  | 30%           | Belgium       | 14%           | Kenya         | 11% |              |     |              |     |
| Iceland       | 0  | Denmark       | 55%           | France        | 41%           | USA           | 3%  | Austria      | 1%  |              |     |
| Cyprus        | 0  | Jordan        | 100%          |               |               |               |     |              |     |              |     |

Sources: CSIL processing of official data

Partner data are for the last available year

0 means zero or less than half the unit shown

Additional destinations (for a total of ten destinations per country) are listed in the country tables

**Table W10**  
**UPHOLSTERED FURNITURE TRADE. Origin of imports**

| Country       | Upholstered furniture imports US\$ million | Origin 1    | Origin 2 | Origin 3    | Origin 4 | Origin 5    |     |           |     |           |    |
|---------------|--|-------------|----------|-------------|----------|-------------|-----|-----------|-----|-----------|----|
| United States | 8,054                                      | Vietnam     | 33%      | China       | 32%      | Mexico      | 12% | Canada    | 5%  | Italy     | 5% |
| Germany       | 2,587                                      | Poland      | 47%      | China       | 15%      | Denmark     | 4%  | Romania   | 4%  | Hungary   | 4% |
| France        | 1,754                                      | Italy       | 25%      | China       | 24%      | Poland      | 13% | Portugal  | 7%  | Romania   | 6% |
| UK            | 1,701                                      | China       | 47%      | Poland      | 21%      | Italy       | 9%  | Romania   | 3%  | Portugal  | 2% |
| Canada        | 1,244                                      | China       | 45%      | USA         | 26%      | Vietnam     | 9%  | Italy     | 4%  | Mexico    | 3% |
| Netherlands   | 950  | China       | 32%      | Poland      | 28%      | Germany     | 9%  | Belgium   | 8%  | Italy     | 4% |
| Japan         | 861  | China       | 69%      | Vietnam     | 13%      | Italy       | 5%  | Thailand  | 2%  | Malaysia  | 2% |
| Australia     | 757  | China       | 75%      | Vietnam     | 6%       | Italy       | 4%  | Malaysia  | 4%  | Thailand  | 3% |
| Switzerland   | 684  | Germany     | 29%      | Italy       | 20%      | Poland      | 14% | China     | 11% | France    | 3% |
| Saudi Arabia  | 562  | China       | 63%      | Vietnam     | 14%      | Italy       | 4%  | USA       | 3%  | India     | 1% |
| Belgium       | 516  | China       | 27%      | Poland      | 17%      | Netherlands | 12% | Italy     | 12% | Germany   | 7% |
| Denmark       | 499  | Poland      | 43%      | China       | 18%      | Lithuania   | 11% | Sweden    | 5%  | Vietnam   | 2% |
| Un Arab Emir  | 433  | China       | 64%      | Italy       | 12%      | Türkiye     | 7%  | USA       | 3%  | Malaysia  | 2% |
| Austria       | 423  | Germany     | 39%      | Poland      | 15%      | Italy       | 9%  | China     | 8%  | Romania   | 5% |
| Sweden        | 385  | Poland      | 29%      | Lithuania   | 25%      | China       | 17% | Denmark   | 9%  | Romania   | 3% |
| Italy         | 385  | Romania     | 25%      | China       | 22%      | Germany     | 9%  | Serbia    | 9%  | Poland    | 7% |
| Spain         | 361  | China       | 48%      | Romania     | 10%      | Italy       | 9%  | Portugal  | 7%  | Poland    | 6% |
| India         | 360  | China       | 81%      | Italy       | 5%       | Malaysia    | 3%  | Sri Lanka | 3%  | Vietnam   | 2% |
| South Korea   | 343  | China       | 74%      | Vietnam     | 8%       | Italy       | 8%  | Germany   | 2%  | Norway    | 2% |
| China         | 307  | Italy       | 65%      | France      | 6%       | Thailand    | 5%  | Germany   | 4%  | Norway    | 3% |
| Norway        | 292  | Lithuania   | 33%      | Poland      | 22%      | China       | 14% | Sweden    | 11% | Denmark   | 5% |
| Poland        | 284  | China       | 48%      | Ukraine     | 19%      | Germany     | 6%  | Romania   | 5%  | Belarus   | 4% |
| Mexico        | 247  | China       | 63%      | USA         | 10%      | Italy       | 9%  | Vietnam   | 9%  | Spain     | 3% |
| Czech Rep     | 202  | Poland      | 58%      | Germany     | 9%       | China       | 6%  | Italy     | 5%  | Slovakia  | 5% |
| Vietnam       | 185  | China       | 92%      | Italy       | 4%       | Malaysia    | 1%  | Germany   | 1%  | Portugal  | 0% |
| Ireland       | 170  | China       | 48%      | UK          | 23%      | Italy       | 5%  | Poland    | 4%  | Denmark   | 3% |
| Israel        | 162  | China       | 37%      | Italy       | 18%      | Türkiye     | 13% | Romania   | 7%  | Poland    | 6% |
| Finland       | 138  | Estonia     | 23%      | Sweden      | 20%      | Lithuania   | 16% | Poland    | 13% | China     | 7% |
| Croatia       | 126  | Bosnia Herz | 30%      | Poland      | 14%      | Italy       | 11% | Serbia    | 8%  | Germany   | 7% |
| Romania       | 122  | Poland      | 19%      | Bulgaria    | 18%      | China       | 18% | Türkiye   | 14% | Italy     | 8% |
| New Zealand   | 120  | China       | 74%      | Vietnam     | 6%       | Thailand    | 5%  | Italy     | 5%  | Malaysia  | 2% |
| Portugal      | 104  | Spain       | 40%      | China       | 17%      | Italy       | 14% | Romania   | 5%  | France    | 4% |
| Hungary       | 103  | Poland      | 28%      | China       | 24%      | Germany     | 12% | Denmark   | 8%  | Romania   | 7% |
| Taiwan, China | 102  | China       | 66%      | Italy       | 12%      | Malaysia    | 4%  | Indonesia | 4%  | Vietnam   | 4% |
| Hong Kong, CN | 102  | China       | 75%      | Italy       | 12%      | France      | 2%  | Germany   | 2%  | Taiwan    | 1% |
| Qatar         | 101  | China       | 32%      | Türkiye     | 25%      | Italy       | 21% | Spain     | 3%  | USA       | 3% |
| Thailand      | 94   | China       | 76%      | Italy       | 7%       | Vietnam     | 6%  | Malaysia  | 2%  | Indonesia | 1% |
| Kazakhstan    | 92   | Russia      | 33%      | Belarus     | 26%      | Türkiye     | 14% | China     | 11% | Italy     | 6% |
| Indonesia     | 89   | China       | 79%      | Vietnam     | 13%      | Italy       | 3%  | Malaysia  | 2%  | Thailand  | 2% |
| Slovenia      | 88   | Serbia      | 23%      | Bosnia Herz | 18%      | Germany     | 12% | Poland    | 10% | China     | 7% |

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| Country      | Upholstered furniture imports US\$ million | Origin 1      | Origin 2      | Origin 3       | Origin 4        | Origin 5     |
|--------------|--|---------------|---------------|----------------|-----------------|--------------|
| Kuwait       | 84   | China 56%     | Italy 12%     | USA 5%         | Türkiye 5%      | Vietnam 4%   |
| Slovakia     | 80   | Poland 44%    | Austria 13%   | Czech Rep. 11% | Germany 10%     | Italy 6%     |
| Singapore    | 80   | China 45%     | Malaysia 17%  | Italy 14%      | Vietnam 4%      | USA 3%       |
| Bulgaria     | 77   | China 39%     | Türkiye 17%   | Germany 8%     | Poland 7%       | Italy 6%     |
| Türkiye      | 74   | Italy 25%     | China 16%     | Romania 15%    | Slovakia 9%     | Poland 6%    |
| Ghana        | 71   | China 82%     | Türkiye 8%    | Italy 2%       | Germany 2%      | Spain 1%     |
| Chile        | 71   | China 72%     | Brazil 7%     | Vietnam 5%     | Malaysia 4%     | Romania 2%   |
| Lithuania    | 60   | Poland 42%    | Italy 13%     | Ukraine 8%     | China 7%        | Latvia 5%    |
| Greece       | 57   | China 18%     | Türkiye 17%   | Bulgaria 16%   | Italy 16%       | Romania 13%  |
| Philippines  | 51   | China 74%     | Malaysia 8%   | Thailand 5%    | Italy 4%        | Vietnam 2%   |
| Morocco      | 50   | Italy 26%     | Türkiye 19%   | Spain 17%      | China 13%       | Poland 7%    |
| South Africa | 46   | China 77%     | Italy 9%      | Vietnam 3%     | Indonesia 2%    | Türkiye 1%   |
| Serbia       | 42   | China 19%     | Türkiye 19%   | Italy 14%      | Bosnia Herz 13% | Poland 11%   |
| Malaysia     | 42   | China 77%     | Italy 6%      | Vietnam 5%     | Thailand 3%     | Indonesia 2% |
| Oman         | 37   | Un Arab Emir  | China 28%     | Türkiye 22%    | Saudi Arabia 3% | Romania 1%   |
| Latvia       | 30   | Poland 36%    | Lithuania 15% | Italy 14%      | China 12%       | Ukraine 4%   |
| Estonia      | 28   | Lithuania 18% | Poland 16%    | Ukraine 10%    | China 9%        | Latvia 8%    |
| Bahrain      | 27   | China 45%     | Türkiye 18%   | Italy 13%      | Vietnam 4%      | Malaysia 4%  |
| Brazil       | 27   | China 68%     | Italy 17%     | Colombia 3%    | Germany 2%      | Vietnam 1%   |
| Ukraine      | 26   | Italy 35%     | Poland 33%    | China 17%      | Germany 5%      | Türkiye 2%   |
| Iceland      | 23   | Lithuania 19% | Poland 19%    | China 18%      | Italy 10%       | Denmark 7%   |
| Cyprus       | 22   | China 30%     | Italy 29%     | Romania 11%    | Greece 7%       | Germany 4%   |
| Bosnia Herz  | 22   | Serbia 29%    | Türkiye 23%   | China 20%      | Romania 7%      | Italy 5%     |
| Colombia     | 19   | China 70%     | Italy 6%      | Brazil 4%      | Vietnam 4%      | Lithuania 3% |
| Algeria      | 18   | China 50%     | Türkiye 11%   | Italy 10%      | Spain 10%       | Germany 4%   |
| Malta        | 14   | Italy 48%     | Türkiye 17%   | Spain 13%      | China 8%        | UK 2%        |
| Argentina    | 12   | China 70%     | Brazil 12%    | Italy 9%       | Vietnam 2%      | Lithuania 2% |
| Lebanon      | 11   | Italy 51%     | China 25%     | France 4%      | Türkiye 4%      | Lithuania 3% |
| Egypt        | 7  | Italy 23%     | China 18%     | Romania 18%    | Poland 11%      | Germany 6%   |

Sources: CSIL processing of official data

Partner data are for the last available year

Additional countries of origin (for a total of ten countries) are listed in the country tables.

**Table W11****Upholstered furniture consumption 2024-2025.****Forecasts of yearly changes in real terms, alphabetical**

|              | <b>Upholstered Furniture</b>    |             |
|--------------|---------------------------------|-------------|
|              | Change forecasts, in real terms |             |
|              | <b>2024</b>                     | <b>2025</b> |
| Algeria      | -1%                             | 2%          |
| Argentina    | -8%                             | 3%          |
| Australia    | 1%                              | 2%          |
| Austria      | -1%                             | 1%          |
| Bahrain      | 1%                              | 2%          |
| Belgium      | -2%                             | 2%          |
| Bosnia Herz. | -1%                             | 1%          |
| Brazil       | -1%                             | 1%          |
| Bulgaria     | 1%                              | 3%          |
| Canada       | 1%                              | 2%          |
| Chile        | -1%                             | 1%          |
| China        | 1%                              | 2%          |
| Colombia     | -2%                             | 2%          |
| Croatia      | 2%                              | 2%          |
| Cyprus       | 1%                              | 2%          |
| Czech        | -1%                             | 2%          |
| Denmark      | 1%                              | 2%          |
| Egypt        | -1%                             | 1%          |
| Estonia      | 0%                              | 2%          |
| Finland      | -1%                             | 2%          |
| France       | -1%                             | 2%          |
| Germany      | -2%                             | 2%          |
| Ghana        | 0%                              | 2%          |
| Greece       | 0%                              | 1%          |
| Hong Kong,   | n.a.                            | n.a.        |
| Hungary      | 1%                              | 3%          |
| Iceland      | 0%                              | 2%          |
| India        | 5%                              | 5%          |
| Indonesia    | 4%                              | 4%          |
| Ireland      | 1%                              | 2%          |
| Israel       | -4%                             | 2%          |
| Italy        | -3%                             | 3%          |
| Japan        | 0%                              | 1%          |
| Kazakhstan   | 1%                              | 3%          |
| Kuwait       | -2%                             | 3%          |

|               | <b>Upholstered Furniture</b>    |             |
|---------------|---------------------------------|-------------|
|               | Change forecasts, in real terms |             |
|               | <b>2024</b>                     | <b>2025</b> |
| Latvia        | -1%                             | 3%          |
| Lebanon       | n.a.                            | n.a.        |
| Lithuania     | 0%                              | 2%          |
| Malaysia      | 2%                              | 2%          |
| Malta         | 2%                              | 3%          |
| Mexico        | 1%                              | 1%          |
| Morocco       | -1%                             | 2%          |
| Netherlands   | -1%                             | 1%          |
| New Zealand   | -1%                             | 1%          |
| Norway        | 0%                              | 2%          |
| Oman          | 0%                              | 2%          |
| Philippines   | 3%                              | 3%          |
| Poland        | 1%                              | 3%          |
| Portugal      | -2%                             | 1%          |
| Qatar         | 1%                              | 1%          |
| Romania       | 3%                              | 3%          |
| Russia        | n.a.                            | n.a.        |
| Saudi Arabia  | 1%                              | 3%          |
| Serbia        | 2%                              | 3%          |
| Singapore     | -1%                             | 2%          |
| Slovakia      | 0%                              | 3%          |
| Slovenia      | -2%                             | 1%          |
| South Africa  | 0%                              | 1%          |
| South Korea   | -1%                             | 2%          |
| Spain         | 0%                              | 2%          |
| Sweden        | -2%                             | 2%          |
| Switzerland   | 0%                              | 1%          |
| Taiwan, China | 0%                              | 1%          |
| Thailand      | 0%                              | 1%          |
| Türkiye       | 0%                              | 1%          |
| Ukraine       | n.a.                            | n.a.        |
| Un Arab Emir  | 2%                              | 2%          |
| United        | -1%                             | 1%          |
| United States | 2%                              | 1%          |
| Vietnam       | 4%                              | 4%          |

Source: CSIL

**Table W12****Upholstered furniture consumption 2024-2025.****Forecasts of yearly changes in real terms, ranking by size of upholstered furniture market**

|               | <b>Upholstered Furniture</b>    |             |
|---------------|---------------------------------|-------------|
|               | Change forecasts, in real terms |             |
|               | <b>2024</b>                     | <b>2025</b> |
| United States | 2%                              | 1%          |
| China         | 1%                              | 2%          |
| Germany       | -2%                             | 2%          |
| United        | -1%                             | 1%          |
| India         | 5%                              | 5%          |
| France        | -1%                             | 2%          |
| Canada        | 1%                              | 2%          |
| Australia     | 1%                              | 2%          |
| Italy         | -3%                             | 3%          |
| Netherlands   | -1%                             | 1%          |
| Japan         | 0%                              | 1%          |
| Spain         | 0%                              | 2%          |
| South Korea   | -1%                             | 2%          |
| Brazil        | -1%                             | 1%          |
| Switzerland   | 0%                              | 1%          |
| Türkiye       | 0%                              | 1%          |
| Sweden        | -2%                             | 2%          |
| Saudi Arabia  | 1%                              | 3%          |
| Belgium       | -2%                             | 2%          |
| Poland        | 1%                              | 3%          |
| Denmark       | 1%                              | 2%          |
| Czech         | -1%                             | 2%          |
| Mexico        | 1%                              | 1%          |
| Austria       | -1%                             | 1%          |
| United Arab   | 2%                              | 2%          |
| Israel        | -4%                             | 2%          |
| Norway        | 0%                              | 2%          |
| Taiwan, China | 0%                              | 1%          |
| Vietnam       | 4%                              | 4%          |
| Romania       | 3%                              | 3%          |
| Thailand      | 0%                              | 1%          |
| Indonesia     | 4%                              | 4%          |
| Finland       | -1%                             | 2%          |
| Malaysia      | 2%                              | 2%          |
| Ireland       | 1%                              | 2%          |

|              | <b>Upholstered Furniture</b>    |             |
|--------------|---------------------------------|-------------|
|              | Change forecasts, in real terms |             |
|              | <b>2024</b>                     | <b>2025</b> |
| New Zealand  | -1%                             | 1%          |
| South Africa | 0%                              | 1%          |
| Croatia      | 2%                              | 2%          |
| Singapore    | -1%                             | 2%          |
| Hungary      | 1%                              | 3%          |
| Qatar        | 1%                              | 1%          |
| Philippines  | 3%                              | 3%          |
| Portugal     | -2%                             | 1%          |
| Argentina    | -8%                             | 3%          |
| Chile        | -1%                             | 1%          |
| Slovenia     | -2%                             | 1%          |
| Kazakhstan   | 1%                              | 3%          |
| Lithuania    | 0%                              | 2%          |
| Slovakia     | 0%                              | 3%          |
| Kuwait       | -2%                             | 3%          |
| Bosnia Herz. | -1%                             | 1%          |
| Ghana        | 0%                              | 2%          |
| Bulgaria     | 1%                              | 3%          |
| Morocco      | -1%                             | 2%          |
| Colombia     | -2%                             | 2%          |
| Algeria      | -1%                             | 2%          |
| Estonia      | 0%                              | 2%          |
| Greece       | 0%                              | 1%          |
| Egypt        | -1%                             | 1%          |
| Serbia       | 2%                              | 3%          |
| Oman         | 0%                              | 2%          |
| Bahrain      | 1%                              | 2%          |
| Cyprus       | 1%                              | 2%          |
| Latvia       | -1%                             | 3%          |
| Iceland      | 0%                              | 2%          |
| Malta        | 2%                              | 3%          |
| Hong Kong,   | n.a.                            | n.a.        |
| Russia       | n.a.                            | n.a.        |
| Ukraine      | n.a.                            | n.a.        |
| Lebanon      | n.a.                            | n.a.        |

Source: CSIL

## PART III.

# TOP 20 COUNTRIES FOR UPHOLSTERED FURNITURE INDUSTRY

|                       | Page       |
|-----------------------|------------|
| <b>China</b>          | <b>49</b>  |
| <b>United States</b>  | <b>69</b>  |
| <b>Poland</b>         | <b>89</b>  |
| <b>Vietnam</b>        | <b>109</b> |
| <b>Italy</b>          | <b>128</b> |
| <b>India</b>          | <b>148</b> |
| <b>Germany</b>        | <b>165</b> |
| <b>United Kingdom</b> | <b>183</b> |
| <b>Türkiye</b>        | <b>203</b> |
| <b>Mexico</b>         | <b>221</b> |
| <b>Brazil</b>         | <b>237</b> |
| <b>Spain</b>          | <b>255</b> |
| <b>Canada</b>         | <b>274</b> |
| <b>Romania</b>        | <b>288</b> |
| <b>Australia</b>      | <b>306</b> |
| <b>France</b>         | <b>319</b> |
| <b>Lithuania</b>      | <b>334</b> |
| <b>Sweden</b>         | <b>350</b> |
| <b>South Korea</b>    | <b>366</b> |
| <b>Japan</b>          | <b>379</b> |

## 3.1 The upholstered furniture industry in China

### 3.1.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- China is the 1<sup>st</sup> country for upholstered furniture production worldwide, with a value of US\$ 34 Billion.
- About 45% of the production is exported, with the United States being the primary destination, absorbing nearly 30% of Chinese exports.
- Chinese upholstered furniture exports registered a decrease both in 2022 (-12%) and 2023 (-9%), mainly due to the difficult international trade context and poor performance of leading destination countries (particularly the US).
- China is the second-largest upholstered furniture market globally, reaching a value of about US\$19 billion.
- In 2023, the Chinese upholstered furniture market showed a slight increase compared to 2022. Main factors that positively affected the trend include a general economy growth, the re-opening boost after the lifting of the zero-Covid policy, and government's supporting measures to the housing market and the home furnishings sector.
- The market is mainly satisfied by local production, with imports accounting for only 2% of the total upholstered furniture consumption.

#### Competitive System Landscape

The Chinese furniture industry exhibits a fragmented landscape, primarily dominated by small and medium-sized enterprises (SMEs). However, it is noteworthy that a select group of manufacturers has risen to prominence, boasting turnovers exceeding US\$ 1 billion.

The top five players in the upholstered furniture industry are Man Wah Holdings, Jason Furniture (Kuka), Jiangsu Sikexin Furniture (SCIHOME), Botai BJTJ Group, and HTL International. Notably, three of these companies have manufacturing plants in foreign countries, including Asian countries such as Vietnam, Thailand, and India, as well as North America (US and Mexico) and Europe (Lithuania, Poland).

#### M&A Deals and Recent News

- In 2024, Man Wah Holdings has opened its first North American plant in Mexico.
- At the end of January 2024, Kuka Group opened two new plants in Monterrey, Nueva León (Mexico) and one in Dallas, Texas (USA).
- In November 2023, Infore Group (a diversified industrial investment holding group linked to Midea) purchased controlling interest in Kuka Group Co. Ltd. The Gu family, which owns the most shares in Kuka Group, has sold 30% of them to Infore Group. The Gu family will keep 10% of their shares, while other investors will hold the remaining 60%.
- In March 2022, Henglin Home Furnishings acquired stake in Zhejiang Yongyu Home Furnishings.
- In May of 2021, Henglin Home Furnishings acquired Dongguan Chuboshi Home (a furniture manufacturer) from Glory Winner Trading.

**Table 3.1 - China.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |
|--------------------|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Production         | US\$ million | 31,026  | 31,733  | 31,854  | 33,807  | 36,914  | 34,964  | 34,348  | 41,043  | 35,708  | 34,266  |
| Exports            | US\$ million | 12,899  | 12,704  | 11,910  | 12,647  | 14,238  | 14,150  | 15,781  | 19,377  | 17,106  | 15,543  |
| Imports            | US\$ million | 171     | 173     | 207     | 276     | 335     | 324     | 281     | 374     | 349     | 307     |
| Consumption*       | US\$ million | 18,298  | 19,203  | 20,150  | 21,436  | 23,011  | 21,137  | 18,848  | 22,041  | 18,951  | 19,029  |
| Production         | % ch. - US\$ |         |         | 2%      | 0%      | 6%      | 9%      | -5%     | -2%     | 19%     | -13%    |
| Exports            | % ch. - US\$ |         |         | -2%     | -6%     | 6%      | 13%     | -1%     | 12%     | 23%     | -12%    |
| Imports            | % ch. - US\$ |         |         | 1%      | 19%     | 33%     | 22%     | -3%     | -13%    | 33%     | -7%     |
| Consumption*       | % ch. - US\$ |         |         | 5%      | 5%      | 6%      | 7%      | -8%     | -11%    | 17%     | -14%    |
| export/production  | %            | 42%     | 40%     | 37%     | 37%     | 39%     | 40%     | 46%     | 47%     | 48%     | 45%     |
| import/consumption | %            | 1%      | 1%      | 1%      | 1%      | 1%      | 2%      | 1%      | 2%      | 2%      | 2%      |
| Production         | CNY million  | 191,183 | 199,369 | 211,508 | 228,429 | 243,967 | 241,533 | 237,146 | 264,763 | 240,278 | 242,632 |
| Exports            | CNY million  | 79,483  | 79,813  | 79,084  | 85,452  | 94,101  | 97,751  | 108,956 | 124,995 | 115,104 | 110,062 |
| Imports            | CNY million  | 1,052   | 1,088   | 1,372   | 1,862   | 2,215   | 2,235   | 1,940   | 2,415   | 2,347   | 2,173   |
| Consumption*       | CNY million  | 112,752 | 120,644 | 133,796 | 144,839 | 152,081 | 146,018 | 130,129 | 142,183 | 127,521 | 134,744 |
| Production         | % ch. - CNY  |         |         | 4%      | 6%      | 8%      | 7%      | -1%     | -2%     | 12%     | -9%     |
| Exports            | % ch. - CNY  |         |         | 0%      | -1%     | 8%      | 10%     | 4%      | 11%     | 15%     | -8%     |
| Imports            | % ch. - CNY  |         |         | 3%      | 26%     | 36%     | 19%     | 1%      | -13%    | 24%     | -3%     |
| Consumption*       | % ch. - CNY  |         |         | 7%      | 11%     | 8%      | 5%      | -4%     | -11%    | 9%      | -10%    |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

**Table 3.2 - China.****Exchange rates, 2014-2023**

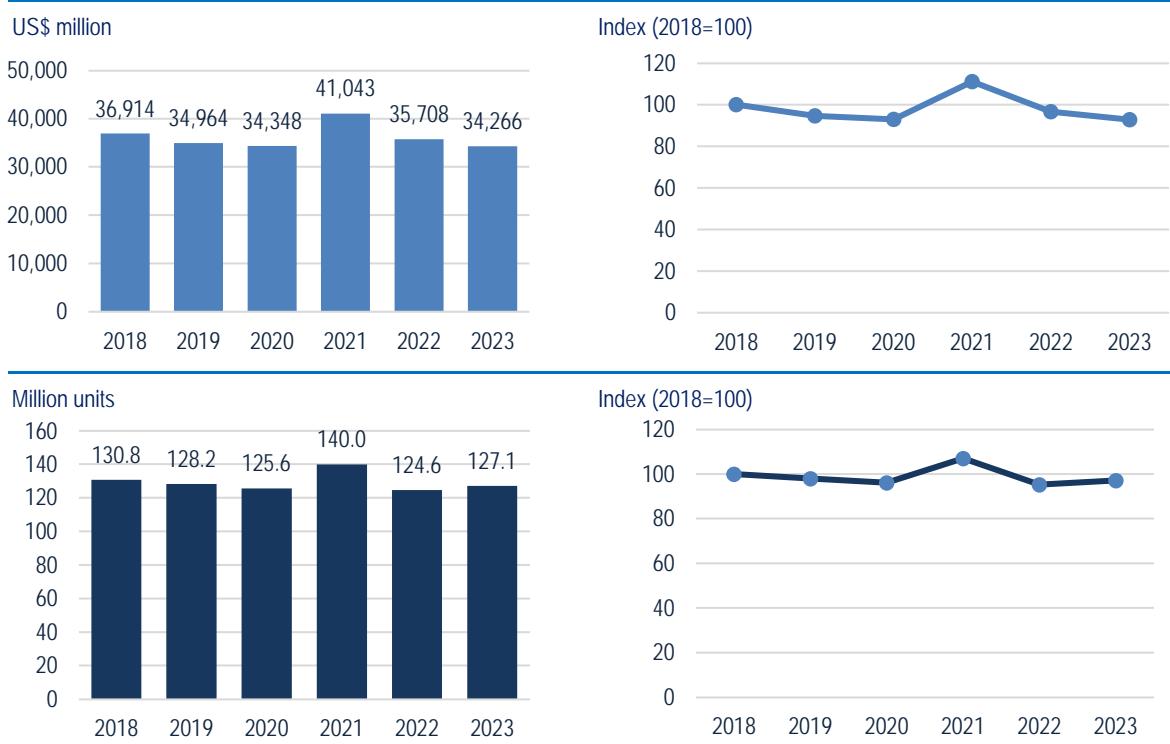
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| CNY per US\$ | 6.16 | 6.28 | 6.64 | 6.76 | 6.61 | 6.91 | 6.90 | 6.45 | 6.73 | 7.08 |
| CNY per EUR  | 8.19 | 6.97 | 7.35 | 7.64 | 7.81 | 7.73 | 7.88 | 7.63 | 7.09 | 7.66 |

Source: US Federal Reserve

### 3.1.2 China. Upholstered furniture production

**Figure 3.1 - China.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.3 - China.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

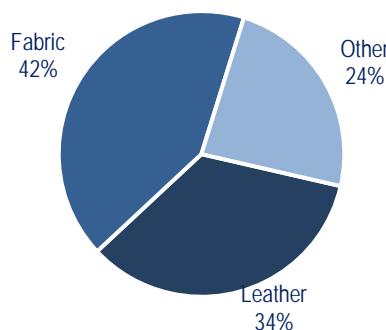
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| China            | 39%  | 40%  | 46%  | 47%  | 48%  | 45%  |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.2 - China.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.1.3 China. Major upholstered furniture manufacturers

**Table 3.4 China. Major upholstered furniture manufacturers by turnover**

| Company                             | Headquarters' country | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|-------------------------------------|-----------------------|---|--|-------------------------------|
| Man Wah Holdings                    | Hong Kong, China      | 1703  | 71   | 2401                          |
| Jason Furniture (Hangzhou)          | China                 | 1352  | 50   | 2713                          |
| Jiangsu Sikexin Furniture (Scihome) | China                 | 1000  | 100  | 1000                          |
| Botai BJTJ Group                    | China                 | 508   | 30   | 1695                          |
| HTL International                   | Singapore             | 428   | 95   | 450                           |
| Linshimuye Furniture                | China                 | 390   | 30   | 1300                          |
| ZuoYou Furniture                    | China                 | 350   | 65   | 538                           |
| Quanyou Furniture                   | China                 | 236   | 25   | 944                           |
| Henglin Chair                       | China                 | 212   | 18   | 1179                          |
| Markor*                             | China                 | 186   | 30   | 621                           |
| Mily                                | China                 | 181   | 16   | 1145                          |
| Halo Asia                           | Hong Kong, China      | 175   | 50   | 349                           |
| Aris Furniture                      | China                 | 160   | 80   | 200                           |
| HHC                                 | China                 | 145   | 67   | 217                           |
| Xilinmen Group                      | China                 | 143   | 12   | 1231                          |
| Skyline Home Group                  | China                 | 142   | 98   | 145                           |
| Cosie Leather                       | China                 | 136   | 85   | 160                           |
| Steel Land                          | China                 | 136   | 80   | 169                           |
| Violino                             | Hong Kong, China      | 135   | 90   | 150                           |
| HM Kazja (HM Mls Furniture)         | China                 | 127   | 100  | 127                           |
| Trayton Group                       | China                 | 120   | 100  | 120                           |
| UE Furniture                        | China                 | 120   | 22   | 545                           |
| Chengdu Nondo Furniture             | China                 | 115   | 60   | 191                           |
| Kinetic Home Product                | China                 | 100   | 50   | 200                           |
| Zoy Furniture                       | China                 | 93  | 90   | 103                           |
| Lehoo                               | China                 | 89  | 35   | 255                           |
| De Rucci                            | China                 | 83  | 23   | 359                           |
| Landbond Furniture Group            | China                 | 75  | 50   | 150                           |
| M&Z Furniture                       | China                 | 71  | 40   | 178                           |
| QuMei Home Furnishings Group        | China                 | 70  | 35   | 201                           |
| Kasen International Holdings        | China                 | 70  | 52   | 135                           |
| Superb Creation Furniture           | China                 | 66  | 80   | 83                            |
| Asiama (Qia Xing)                   | China                 | 55  | 70   | 79                            |
| Kinwai                              | China                 | 53  | 30   | 178                           |
| D&B Dibiao                          | China                 | 44  | 50   | 88                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022. \* wholesale sales (excluding retail margins).

### 3.1.4 China. Short Profiles of major upholstered furniture manufacturers

#### Airland Industrial (Shenzhen)

**Airland Industrial (Shenzhen) Co.,Ltd**

**Group:** Airland

**Headquarters/Main Location**

Shawan Danzhutou Industrial Zone - 518114 Shenzhen - China

**T:** +86 075528746600

**Web:** <https://www.airland.com>

**Email:** duzuoping@airland.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Mattresses

**Upholstered furniture production** accounts for an estimated 20% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 25%

**Manufacturing plants:** 1; China

#### Anji cozy home

Anji Cozy Home

**Headquarters/Main Location**

Shangshu town - Anji County, Zhejiang - China

**Web:** <https://cozyhomefurnishing.en.alibaba.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Total Turnover range:** 15-50 US\$ million

**Export share on total turnover:** 100%

#### Aris Furniture

Beijing Aris Furniture Co., Ltd.

**Headquarters/Main Location**

Duozi Industrial Area, Taihu Town, Tongzhou District - 101100 Beijing - China

**T:** +86 10 69508987

**Web:** <http://www.chinaaris.com>

**Email:** yunhui1122@163.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds, Mattresses

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; China

#### Asiama

Dongguan Asiama Furniture Limited

**Group:** Qia Xing

**Headquarters/Main Location**

Yaojun Industrial Area, Hongmei Town - Dongguan, Guangdong - China

**T:** +86 769 81336182 ; 81336188

**Web:** <https://www.asiama.cn> ; <https://cdfhome.com>

**Email:** info@asiama.cn

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Textiles

**Upholstered furniture production** accounts for an estimated 70% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 90%

#### Botai BJTJ Group

Zhejiang Botai Furniture Co., Ltd. - BJTJ

**Group:** Botai Furniture

**Headquarters/Main Location**

Fantan Industrial Base Anji Economic Development Zone, Anji County - 313300 Huzhou, Zhejiang - China

**T:** +86 572 5228829

**Web:** <http://www.bjtj.cn>

**Email:** yuki@bjtjfurniture.com ; bjttjt@bjtjfurniture.com

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Bedrooms

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 98%

**Manufacturing plants:** 2; China; Vietnam.

#### Carezza (HK)

Carezza

**Group:** Carezza

**Headquarters/Main Location**

22F Shun Kwong Building 8 Des Voeux Road West - Sheung Wan - Hong Kong

**T:** +852 2164 0099

**Web:** <https://carezzadesign.com>

**Email:** info@carezzadesign.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 3; Vietnam.

### Chengdu Nondo Furniture

**Chengdu Nondo Furniture Co. Ltd.**

**Headquarters/Main Location**

NO.1080 gaodong road, Zindu district - 610500 Chengdu, Sichuan - China

T: +86 28 28 - 83944158

Web: <http://www.nondo.com.cn>

Email: [nondo@nondo.com.cn](mailto:nondo@nondo.com.cn)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms, Occasional

**Upholstered furniture production** accounts for an estimated 60% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; China

### Chengfeng Furniture (China)

**Chengfeng Furniture (China) Co., Ltd.**

**Group:** Shing Feng Group

**Headquarters/Main Location**

Fuyu road, Rong Qiao Economic Development Centre - Fuqing, Fujian - China

T: +86 130 51988278 ; 85380606

Web: <https://www.chengfeng.com>

Email: [China@ChengFeng.com](mailto:China@ChengFeng.com)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Home furniture

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 15%

### Cosie Leather

**Huatong Industries Inc (Hangzhou) - Cosie Leather**

**Group:** Shane Global Holding Inc

**Headquarters/Main Location**

17/F, Hi-Tech Development Building, 212 Wen-er Road - 310012 Hangzhou, Zhejiang - China

T: +86 571 28036666

Web: <https://www.shaneglobal.com.tw>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Garden and Outdoor

**Upholstered furniture production** accounts for an estimated 85% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 98%

**Manufacturing plants:** 2; China

### D&B Dibiao

**Chengdu Dibiao Furniture Manufacture Co.,Ltd**

**Headquarters/Main Location**

No. 258, Levis Road, Xindu District - Chengdu, Sichuan - China

Web: <https://www.dbhome.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

### De Rucci

**De Rucci Healthy Sleep Co., Ltd**

**Group:** De Rucci

**Headquarters/Main Location**

Science and Technology Avenue No.1, Houjie - 523948 Dongguan, Guangdong - China

T: +86 769 85058288 ; 85052088

Web: <https://www.derucci.com> ; <http://www.musiguoji.com>

Email: [china@derucci.com](mailto:china@derucci.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds, Mattresses

**Upholstered furniture production** accounts for an estimated 23% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 4%

**Manufacturing plants:** 2; China

### Fengyang

**Hebei Fengyang Group Co., Ltd.**

**Headquarters/Main Location**

Fengyang Industrial Park - Xiong'an New District, Hebei - China

T: +86 400 6165686

Web: <http://www.sdfengyang.com> ; <http://www.xafengyang.com>

Email: [fjyt@sdfengyang.com](mailto:fjyt@sdfengyang.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated 21% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; China

**Furton Furniture (Beijing)**

**Beijing Furton Furniture Co. Ltd**

**Headquarters/Main Location**

DaXiangYi Industrial Area Tongzhou District - Beijing - China

T: +86 10 80589821/9801

**Web:** <http://www.furtonchina.com>

**Email:** furtonfurniture@126.com

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Occasional

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; China

**Haining Happy Leather - Haipai**

**Haining Happy Leather Co., Ltd - Haipai**

**Group:** Ounoya Group

**Headquarters/Main Location**

100 Longxing Road - 314400 Haining Jiaxing, Zhejiang - China

T: +86 573 87266918

**Web:** <http://www.hnhaipai.com>

**Email:** sales@oumazing.com.sg

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; China

**Halo Asia**

**Halo Creative & Design**

**Group:** Halo

**Headquarters/Main Location**

18 Harbour Rd - Wan Chai, Hong Kong - Hong Kong

T: +852 2559 3021

**Web:** <https://halocreativedesign.com>

**Email:** info@halocreativedesign.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Home furniture, Garden and Outdoor

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 80%

**Henglin Chair**

**Henglin Home Furnishings Co., Ltd**

**Group:** Henglin Chair

**Headquarters/Main Location**

3 Block, Sunlight Industry Zone, Anji County - 313300 Huzhou, Zhejiang - China

T: +86 572 5227396 ; 5518666

**Web:** <https://www.henglin.com>

**Email:** henglin@zjhenglin.com ; hlgf@zjhenglin.com

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Contract

**Upholstered furniture production** accounts for an estimated 18% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 77%

**Manufacturing plants:** 5; China; Vietnam, Switzerland (2).

Zhejiang Sunshine Industrial Park. Main production base of 510,000 sqm, a metal production base of 55,000 sqm, and a panel furniture production base of 110,000 sqm.

**HHC**

**HHC Changzhou Corp.**

**Group:** HHC Corp

**Headquarters/Main Location**

No. 61 Xingang Road - 213023 Changzhou, Jiangsu - China

T: +86 0519 8558 2889

**Web:** <http://www.hhc-group.com.cn>

**Email:** motoservice@hhcusacorp.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 67% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 99%

**Manufacturing plants:** 11; China; Vietnam. In the second quarter of 2021, HHC's Vietnam's metal manufacturing plant was put into operation.

**HM Kazja (HM Mls Furniture)**

**Chengdu Zhuge Furniture Co., Ltd. - HM Mls Furniture**

**Headquarters/Main Location**

Chengdu Xinjin Industrial Park 796 Road - Chengdu, Sichuan - China

T: +86 028 82521158

**Web:** <http://www.hm-kzj.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; China

**HTL International (SG)**

**HTL International Holdings Pte Ltd**

**Group:** Golden Hill

**Headquarters/Main Location**

229 Mountbatten Road, #03-44/45 - 398007 Singapore -  
Singapore

T: +65 6904 0933

**Web:** <https://www.htlinternational.com>

**Email:** [htlsales@htlinternational.com](mailto:htlsales@htlinternational.com)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds

**Upholstered furniture production** accounts for an estimated 95% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 80%

**Manufacturing plants:** 7; China (5), Italy (1), India (1).. The Italian plant is operated by the Italian subsidiary, Corium Italia. There is another Leather Tannery Plant located in Yangzhou, China.

**Innovation**

**Innovation Furniture Co., Ltd. (Beijing)**

**Group:** Innovation Living

**Headquarters/Main Location**

No.15 Fengxiang San Yuan Fengxiang Development Zone -  
101400 Beijing - China

T: +86 10 61678558

**Web:** <http://www.inno.cn> ; <http://www.sofas.cn>

**Email:** [michael@inno.com.cn](mailto:michael@inno.com.cn)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 25%

**Manufacturing plants:** 1; China

**Jason Furniture (Hangzhou)**

**Jason Furniture (Hangzhou) Co.,Ltd.**

**Group:** Kuka

**Headquarters/Main Location**

The KUKA building, N.599, Dongning Road, 1, Jianggan District - 310018 Hangzhou , Zhejiang - China

T: +86 571 86755388

**Web:** <https://www.kukahome.com>

**Email:** [service@kukahome.com](mailto:service@kukahome.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 43%

**Manufacturing plants:** 16; China; Vietnam (1), Mexico (4), USA(1). Kuka sleep opened a new assembly plant for mattresses in USA (Mountain Creek Parkway).

**Jiangsu Sikexin Furniture - SCIHOME**

**Jiangsu Sikexin Furniture Co., Ltd. - SCIHOME**

**Headquarters/Main Location**

No.1 Tiantashan Road, Beiqiao Furniture Processing Center, Xiangcheng District - Suzhou, Jiangsu - China

T: +86 512 65994259

**Web:** <https://scihome.com>

**Email:** [york@scihome.com](mailto:york@scihome.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms, Beds

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 64%

**Manufacturing plants:** 5; China

**Kasen International Holdings**

**Kasen International Holdings Limited**

**Group:** Kasen

**Headquarters/Main Location**

259 Qianjiang Road West - 314400 Haining Jiaxing, Zhejiang - China

T: +86 573 87219299 ; 87218250

**Web:** <https://www.kasen.com.cn>

**Email:** [info@kasen.com.cn](mailto:info@kasen.com.cn)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 52% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 15%

**Manufacturing plants:** 2; China; Cambodia.

## Kinetic Home Product

**Guangzhou Kinetic Home Product Co., Ltd.**

**Group:** Kinetic

**Headquarters/Main Location**

NO.223, Zhenlong Road (West), Zhenlong Village, Jiulong Town, Luogang District - 510540 Guangzhou , Guangdong - China

T: +86 20 61731888

**Web:** <https://www.kinetic.com.cn>

Email: [zj@kinetic.com.cn](mailto:zj@kinetic.com.cn)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Tables and Chairs, Home furniture, RTA - DIY furniture, Contract

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 5%

**Manufacturing plants:** 1; China

## Kinwai

**Jiangmen Kinwai International Furniture Co., Ltd.**

**Headquarters/Main Location**

No. 88, Longxi Road - 529040 Jiangmen, Guangdong - China

T: +86 750 3866888

**Web:** <http://www.kinwai.com.cn>

Email: [master@kinwai.com.cn](mailto:master@kinwai.com.cn)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Contract

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 70%

**Manufacturing plants:** 1; China

## Lacquer Craft

**Samson Holding Lacquer Craft**

**Group:** Samson Holding

**Headquarters/Main Location**

China Timber Industry City Development Area, No. 2 Taicheng Road - 314100 Jia Shan, Zhejiang - China

T: +86 769 83352715 ; 83357886

**Web:** <http://www.samsonholding.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Contract

**Upholstered furniture production** accounts for an estimated 10% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 97%

**Manufacturing plants:** 8; China; USA (3), Vietnam (2), Bangladesh (1), Indonesia (1),

## Landbond Furniture Group

**Guangdong Landbond Furniture Group Co., Ltd.**

**Group:** Guangdong Landbond Furniture Group

**Headquarters/Main Location**

3 Pingdixi, Guangfu Road, Yanbu, Nanhai - 528247 Foshan, Guangdong - China

T: +86 757 85768191 ; 85768852 ; 85768106

**Web:** <https://www.landbond.com>

Email: [lbsofa@21cn.com](mailto:lbsofa@21cn.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Mattresses, Contract, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 50%

**Manufacturing plants:** 2; China

## Lehoo

**Zhejiang Lihao Furniture Co., Ltd. - Lehoo**

**Group:** Lehoo

**Headquarters/Main Location**

Anji Sunshine Industrial Park - 313300 Huzhou, Zhejiang - China

T: +86 572 5226888 ; 8302988; 5303359

**Web:** <http://www.lsfofa.cn>

Email: [chenhong@china-lihao.com](mailto:chenhong@china-lihao.com) ; [chenyz@china-lihao.com](mailto:chenyz@china-lihao.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Tables and Chairs

**Upholstered furniture production** accounts for an estimated 35% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 20%

**Manufacturing plants:** 4; China; Vietnam.

## Linshimuye Furniture

**Linshimuye Furniture**

**Headquarters/Main Location**

Nanhai District - 528203 Foshan, Guangdong - China

T: +86 757 86907654

**Web:** <https://www.linsygroup.cn>

Email: [3225952517@qq.com](mailto:3225952517@qq.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds, Mattresses

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 5%

**Manufacturing plants:** 1; China

**M&D**

**M&D Milano & Design - Jiaxing MD Milano Design Furniture Co., Ltd**  
**Group:** Xilinmen Group  
**Headquarters/Main Location**  
n. 170 Xinyue Road, Xiuzhou District - Jiaxing, Zhejiang - China  
T: +86 573 82660766  
Web: <http://www.mdmilanodesign.com>  
Email: [info@mdmilanodesign.com](mailto:info@mdmilanodesign.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 30%

**M&Z Furniture**

M&z furniture co., ltd.  
**Headquarters/Main Location**  
No.921 Chongyang Rd - 611230 Chongzhou, Sichuan - China  
T: +86 18 108173931  
Web: <https://www.zsmz.com>  
Email: [felix@homemz.com](mailto:felix@homemz.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Beds, Children's rooms, Tables and Chairs, Mattresses, Pillows, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 1; China

**Man Wah Holdings**

Man Wah Holdings Ltd.  
**Group:** Man Wah Holdings Ltd  
**Headquarters/Main Location**  
1/F Wah Lai Industrial Center 10-14 Kwei Tei Street - Fotan , New Territories - Hong Kong  
T: +852 27120091 ; 27120092 ; 27120739  
Web: <https://www.manwahholdings.com> ; <https://www.cheers sofa.com>  
Email: [manwah@manwahholdings.com](mailto:manwah@manwahholdings.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Mattresses, Foam  
**Upholstered furniture production** accounts for an estimated 71% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 33%  
**Manufacturing plants:** 14; China (7), Vietnam (1), Mexico (1), Thailand (1), Lithuania (2), Poland (1), Ukraine (1). In 2022, Man Wah expanded its manufacturing footprint to include Mexico. The plant serves the North American market. Home Group (Estonia) operates 4 of these manufacturing facilities, those in Lithuania, Poland, and Ukraine. The company has 4 foam product

**Markor**

Markor International Home Furnishings Co., Ltd.  
**Group:** Markor  
**Headquarters/Main Location**  
506 South Beijing Road - 830011 Urumqi, Xinjiang - China  
T: +86 991 3836028 ; 3812588  
Web: <http://www.markorfurniture.com>  
Email: [mkzq1@markor.com.cn](mailto:mkzq1@markor.com.cn) ; [MHF-AD@markorhome.com](mailto:MHF-AD@markorhome.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Home furniture, RTA - DIY furniture  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Manufacturing plants:** 12; China; Vietnam (3), USA (1).

**Miniform**

Foshan Joyce Furniture Co., Ltd. - Miniform  
**Headquarters/Main Location**  
No.1, Huabao 4th Road, Xinhuaixi, Longjiang Town - Foshan - China  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Total Turnover range:** 100-250 US\$ million  
**Export share on total turnover:** 70%

**Mlily**

**Healthcare Co., Ltd. - Mlily**  
**Group:** Healthcare Co., Ltd.-Mlily  
**Headquarters/Main Location**  
 No. 999, Gaonan Road, Dingyan Town - 226521 Rugao, Jiangsu - China  
 T: +86 513 68169482  
**Web:** <https://www.mlily.com>  
**Email:** hkfoam@hkfoam.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Pillows, Foam  
**Upholstered furniture production** accounts for an estimated 16% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 87%  
**Manufacturing plants:** 10; China; USA (4), Serbia (1), Thailand (1), Spain (1). In January 2020 Mlily USA inaugurated its first factory in South Carolina, and then in May 2021 the company signed a lease for a new 300,000-square-foot manufacturing facility in Rock Hill, S.C. In 2021, they leased two new production facilities in Arizon

**Nanfang Home**

**Nanfang Furniture Co., Ltd.**  
**Headquarters/Main Location**  
 Wucheng N Rd - 618100 Zhongjiang, Deyang, Sichuan - China  
 T: +86 028 37682111  
**Web:** <http://www.nfjs.com.cn>  
**Email:** nanfang@163.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 25%  
**Manufacturing plants:** 3; China

**Quanyou Furniture**

**Quanyou Furniture Co., Ltd.**  
**Headquarters/Main Location**  
 Yuyang Village, Yangma Town, Chongzhou - 610045 Chengdu, Sichuan - China  
 T: +86 28 66771818 ; 82255698  
**Web:** <http://www.quanyou.com.cn>  
**Email:** kf@quanyou.com.cn  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 25% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 25%  
**Manufacturing plants:** 4; China

**QuMei Home Furnishings Group**

**QuMei Home Furnishings Group Co., Ltd**  
**Group:** Qumei Home Furnishings  
**Headquarters/Main Location**  
 Building 8, 51, North Wangjing Road, Chaoyang District - 100027 Beijing - China  
 T: +86 10 84482501  
**Web:** <http://www.qumei.com>  
**Email:** Jin@qumei.com ; online@qumei.com.cn  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Home furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 35% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 42%  
**Manufacturing plants:** 9; China

**Red Apple**

**Shenzhen Tiancheng Furniture Co., Ltd. Hong Ping Guo**  
**Group:** Red Apple - Shenzhen Tiancheng Furniture  
**Headquarters/Main Location**  
 Heshan Ind. Zone. Queshan, Longhuazhen - 518109 Shenzhen, Guangdong - China  
 T: +86 755 28111368  
**Web:** <http://www.redapple.com.cn>  
**Email:** export@redapple.com.cn  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 25%  
**Manufacturing plants:** 1; China

### Shenzhen Desheng furniture (Bulanka, Uranus)

**Shenzhen Desheng furniture (Bulanka, Uranus)**  
**Headquarters/Main Location**  
 No. 12B, Zhangbei Industrial Zone, Ailian Longgang - Shenzhen, Guangdong - China  
 T: +86 755 28947766, 28947833  
**Web:** <http://www.bulanka.com>  
**Email:** [info@bulanka.com](mailto:info@bulanka.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; China

### Skyline Home Group

Kunshan Skyline International Trade Co., Ltd  
**Headquarters/Main Location**  
 No 263 Beiyuan Rd Jiangsu - 215345 Kunshan, Jiangsu - China  
 T: +86 512 512-57493967-57051158  
**Web:** <http://www.focusonsofa.com>  
**Email:** [sam@skylinefurn.com](mailto:sam@skylinefurn.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 98% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 50%  
**Manufacturing plants:** 2; China

### Steel Land

Steel Land Industry Development Co., Ltd. - Cosy Living  
**Headquarters/Main Location**  
 No. 23, G325 road, Longjiang Shunde - Foshan , Guangdong - China  
 T: +86 139 2468 3099  
**Web:** <https://www.steel-land.com>  
**Email:** [Bagio@steel-land.com](mailto:Bagio@steel-land.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 40%  
**Manufacturing plants:** 5; China

### Sunon

Zhejiang Sunon Furniture Manufacture Co., Ltd.  
**Headquarters/Main Location**  
 No. 200 Citizen Street, Sunon Central Business Building - 310020 Hangzhou , Zhejiang - China  
 T: +86 400 8600666  
**Web:** <https://www.sunonglobal.com> ; <https://www.isunon.com>  
**Email:** [info@jsunon.com](mailto:info@jsunon.com)  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Home furniture, Contract, Healthcare furniture, Educational furniture  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 4; China; Mexico.

### Superb Creation Furniture (Shenzhen)

Superb Creation Furniture (Shenzhen) Co., Ltd.  
**Group:** Superb Creation  
**Headquarters/Main Location**  
 Lei Gong Shan Industrial Zone, Kwai Chong Town, Kui Chong Sub-District - 518119 Shenzhen, Guangdong - China  
 T: +86 755 84203839 ; 89771810  
**Web:** <http://www.superbcreation.com> ; <http://www.ipikahome.com>  
**Email:** [info@superbcreation.com](mailto:info@superbcreation.com) ; [info@futuralimited.com](mailto:info@futuralimited.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 3; China; Thailand, Vietnam.

### Trayton Group

Shanghai Trayton Furniture Co., Ltd.  
**Group:** Trayton  
**Headquarters/Main Location**  
 1999 Lianyou Road, Minhang District - 201107 Shanghai, - China  
 T: +86 21 62961999  
**Web:** <http://www.trayton.com>; [www.simonli.com](http://www.simonli.com)  
**Email:** [info@trayton.com](mailto:info@trayton.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 3; China

**UE Furniture**

**UE Furniture Co., Ltd. - Yong Yi**

**Group:** UE Furniture

**Headquarters/Main Location**

No.818 Lingfeng North Road, Anji County - 313300 Huzhou, Zhejiang - China

T: +86 572 5119909

**Web:** <http://www.uechairs.cn>

**Email:** [marketing@uechairs.com](mailto:marketing@uechairs.com)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract, Educational furniture

**Upholstered furniture production** accounts for an estimated 22% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 80%

**Manufacturing plants:** 3; China; Vietnam, Romania. The plant in Vietnam was a strategic decision following the decline of US-China trade relations. The factory in Romania focuses on products for the European market.

**Violino**

**Violino Ltd**

**Group:** Huano Furniture

**Headquarters/Main Location**

Unit 2.2/F Tower 1 Harbour Centre, 1 Hok Cheung Street - Hung Hom - Hong Kong

T: +852 27660471

**Web:** <http://www.violino.com.hk>

**Email:** [sales@violino.com.hk](mailto:sales@violino.com.hk)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 99%

**Manufacturing plants:** 2; China.

**Xilinmen Group**

**Xilinmen Furniture Co.,Ltd**

**Group:** Xilinmen Group

**Headquarters/Main Location**

Xilinmen Industrial Park, No.1, Second Ring Road - 312001 Shaoxing, Zhejiang - China

T: +86 575 85169669

**Web:** <https://www.sleemon.cn> ; <http://www.sleemon.com>

**Email:** [inquiry@sleemon.com](mailto:inquiry@sleemon.com) ; [international@chinabed.com](mailto:international@chinabed.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated 12% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 15%

**Manufacturing plants:** 9; China; Thailand.

**Zoy Furniture**

**ZOY Home Furnishing Corporation**

**Group:** Zoy

**Headquarters/Main Location**

Tangpu Industrial Park, Shangshu town - 313300 Anji County, Zhejiang - China

T: +86 572 5528666 ; 5528888

**Web:** <http://www.zoy-living.com>

**Email:** [sales@zoy.cc](mailto:sales@zoy.cc)

**Activity:** Manufacturer

**Product Portfolio:** Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 90%

**Manufacturing plants:** 1; China;. In 2023, the company closed the factory in Mexico.

**ZuoYou Furniture**

**ZuoYou Furniture Co., Ltd. (Shenzhen)**

**Group:** ZuoYou Furniture

**Headquarters/Main Location**

5 Luogang Ind. Area, Buji Town - 518112 Shenzhen, Guangdong - China

T: +86 755 28571657

**Web:** <http://www.zuoyou-sofa.com>

**Email:** [zuoyou@zuoyou-sofa.com](mailto:zuoyou@zuoyou-sofa.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds

**Upholstered furniture production** accounts for an estimated 65% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 15%

**Manufacturing plants:** 5; China;. In 2021, Zuoyou Furniture invested about 2 billion yuan in Nankang to build upholstered furniture manufacturing factory.

### 3.1.5 China. Upholstered furniture exports

**Figure 3.3 - China.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

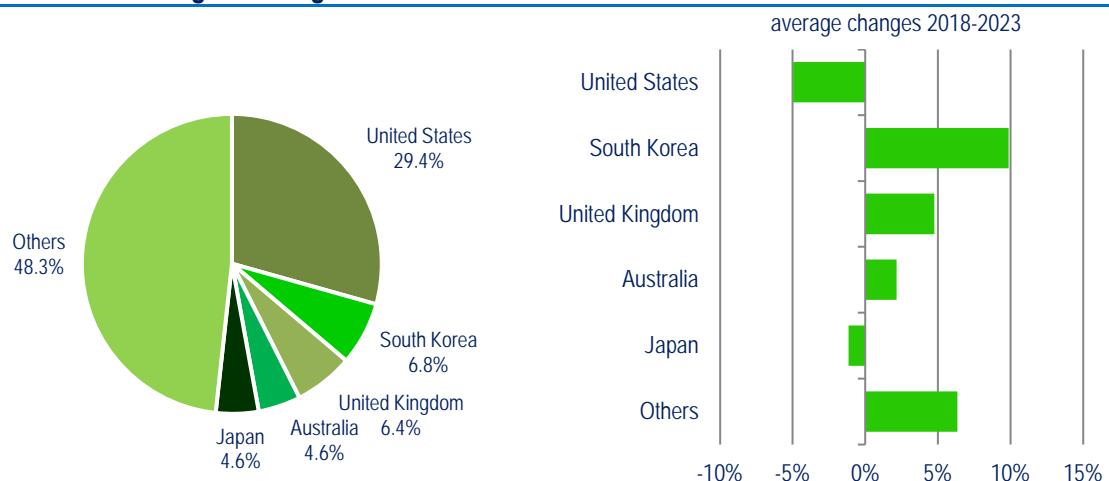


Source: CSIL processing of official data

**Figure 3.4 - China.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.5 - China.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million   |                |                |                |                |                | % share      |              | % annual changes |             |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------|--------------|------------------|-------------|
|                         | 2018           | 2019           | 2020           | 2021           | 2022           | 2023           | 2018         | 2023         | 2023/22          | aver 18-23  |
| United States           | 5880.1         | 4635.8         | 4752.9         | 6406.9         | 5309.2         | 4562.6         | 41.3         | 29.4         | -14.1            | -4.9        |
| South Korea             | 662.6          | 688.4          | 1033.8         | 1084.1         | 1095.3         | 1060.6         | 4.7          | 6.8          | -3.2             | 9.9         |
| United Kingdom          | 783.4          | 940.5          | 1044.6         | 1368.6         | 1049.9         | 988.7          | 5.5          | 6.4          | -5.8             | 4.8         |
| Australia               | 641.3          | 623.0          | 814.5          | 928.1          | 898.3          | 713.5          | 4.5          | 4.6          | -20.6            | 2.2         |
| Japan                   | 755.7          | 724.7          | 827.1          | 872.0          | 886.3          | 713.4          | 5.3          | 4.6          | -19.5            | -1.1        |
| Canada                  | 593.2          | 627.5          | 662.0          | 763.8          | 690.4          | 552.7          | 4.2          | 3.6          | -19.9            | -1.4        |
| Germany                 | 484.6          | 574.8          | 639.7          | 832.1          | 644.0          | 520.2          | 3.4          | 3.3          | -19.2            | 1.4         |
| France                  | 449.5          | 480.8          | 482.4          | 625.0          | 522.4          | 456.7          | 3.2          | 2.9          | -12.6            | 0.3         |
| Netherlands             | 333.7          | 439.7          | 515.7          | 669.6          | 503.3          | 418.5          | 2.3          | 2.7          | -16.8            | 4.6         |
| Saudi Arabia            | 200.1          | 286.9          | 363.7          | 404.9          | 318.4          | 351.0          | 1.4          | 2.3          | 10.3             | 11.9        |
| top 10                  | 10784.2        | 10022.2        | 11136.5        | 13955.2        | 11917.4        | 10338.0        | 75.7         | 66.5         | -13.3            | -0.8        |
| others                  | 3454.1         | 4128.0         | 4644.7         | 5421.5         | 5188.2         | 5205.5         | 24.3         | 33.5         | 0.3              | 8.5         |
| <b>Americas</b>         | <b>6918.6</b>  | <b>5692.7</b>  | <b>5785.2</b>  | <b>7806.6</b>  | <b>6493.1</b>  | <b>5646.5</b>  | <b>48.6</b>  | <b>36.3</b>  | <b>-13.0</b>     | <b>-4.0</b> |
| - North America         | 6584.6         | 5375.7         | 5516.8         | 7329.7         | 6152.3         | 5280.8         | 46.2         | 34.0         | -14.2            | -4.3        |
| - Central-South America | 334.0          | 317.1          | 268.4          | 476.9          | 340.7          | 365.7          | 2.3          | 2.4          | 7.3              | 1.8         |
| <b>Asia and Pacific</b> | <b>3267.2</b>  | <b>3564.6</b>  | <b>4567.6</b>  | <b>4715.4</b>  | <b>5202.8</b>  | <b>4516.0</b>  | <b>22.9</b>  | <b>29.1</b>  | <b>-13.2</b>     | <b>6.7</b>  |
| <b>Europe</b>           | <b>3141.0</b>  | <b>3718.0</b>  | <b>4089.5</b>  | <b>5308.4</b>  | <b>4040.0</b>  | <b>3744.4</b>  | <b>22.1</b>  | <b>24.1</b>  | <b>-7.3</b>      | <b>3.6</b>  |
| - European Union (27)   | 2215.5         | 2619.6         | 2852.0         | 3735.0         | 2854.9         | 2608.8         | 15.6         | 16.8         | -8.6             | 3.3         |
| - UK, CH, NO, IS        | 837.5          | 993.2          | 1096.3         | 1434.4         | 1099.6         | 1020.8         | 5.9          | 6.6          | -7.2             | 4.0         |
| - Other Europe          | 88.0           | 105.2          | 141.2          | 139.0          | 85.5           | 114.8          | 0.6          | 0.7          | 34.4             | 5.5         |
| <b>Middle East</b>      | <b>586.7</b>   | <b>764.2</b>   | <b>884.7</b>   | <b>1054.5</b>  | <b>872.4</b>   | <b>936.8</b>   | <b>4.1</b>   | <b>6.0</b>   | <b>7.4</b>       | <b>9.8</b>  |
| <b>Africa</b>           | <b>324.7</b>   | <b>410.6</b>   | <b>454.4</b>   | <b>492.0</b>   | <b>497.3</b>   | <b>678.8</b>   | <b>2.3</b>   | <b>4.4</b>   | <b>36.5</b>      | <b>15.9</b> |
| <b>Other Countries</b>  | <b>0.1</b>     | <b>0.0</b>     | <b>0.0</b>     | <b>0.0</b>     | <b>0.2</b>     | <b>21.5</b>    | <b>0.0</b>   | <b>0.1</b>   | <b>n.s.</b>      | <b>n.s.</b> |
| <b>World Total</b>      | <b>14238.2</b> | <b>14150.2</b> | <b>15781.2</b> | <b>19376.6</b> | <b>17105.6</b> | <b>15543.5</b> | <b>100.0</b> | <b>100.0</b> | <b>-9.1</b>      | <b>1.8</b>  |

Source: CSIL processing of official data

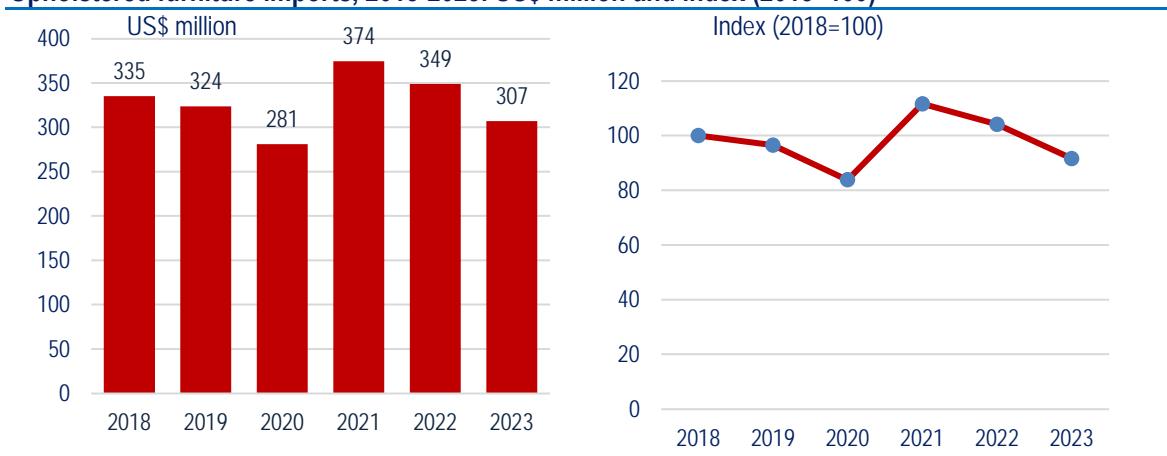
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.1.6 China. Upholstered furniture imports

**Figure 3.5 - China.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

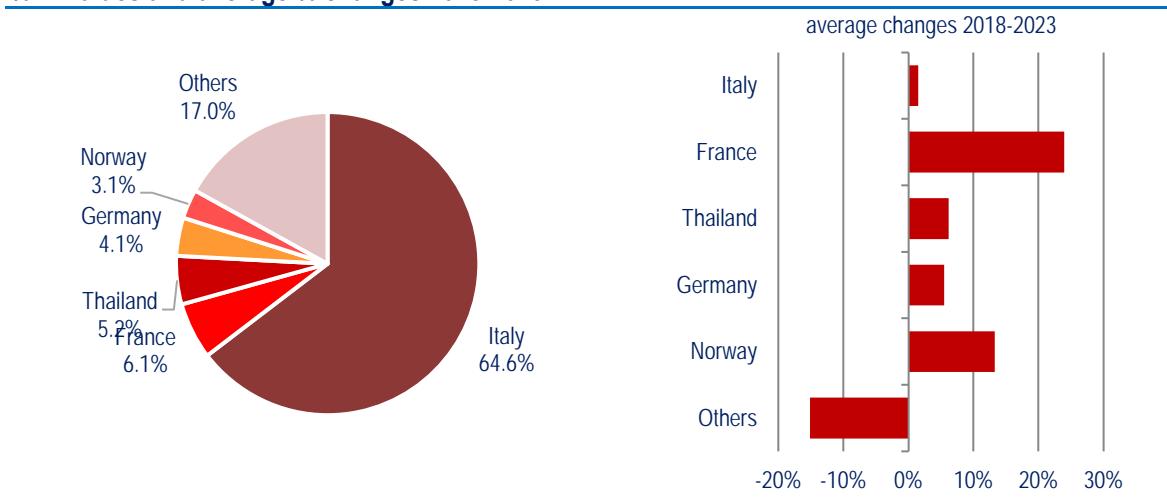


Source: CSIL processing of official data

**Figure 3.6 - China.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.6 - China.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Italy                   | 183.9        | 186.2 | 173.8 | 249.3 | 230.7 | 198.2 | 54.9    | 64.6  | -14.1            | 1.5        |
| France                  | 6.3          | 8.7   | 9.4   | 16.2  | 22.0  | 18.6  | 1.9     | 6.1   | -15.5            | 24.0       |
| Thailand                | 11.8         | 18.6  | 14.3  | 20.6  | 14.8  | 15.9  | 3.5     | 5.2   | 7.7              | 6.2        |
| Germany                 | 9.5          | 10.5  | 10.9  | 14.1  | 13.8  | 12.5  | 2.8     | 4.1   | -9.8             | 5.5        |
| Norway                  | 5.1          | 4.7   | 4.8   | 6.8   | 7.1   | 9.6   | 1.5     | 3.1   | 33.9             | 13.3       |
| Vietnam                 | 21.1         | 19.7  | 12.8  | 9.0   | 7.3   | 5.3   | 6.3     | 1.7   | -27.7            | -24.1      |
| Japan                   | 5.6          | 5.2   | 4.3   | 4.6   | 4.9   | 4.6   | 1.7     | 1.5   | -7.2             | -4.0       |
| United States           | 20.8         | 8.3   | 4.2   | 3.6   | 4.7   | 4.6   | 6.2     | 1.5   | -3.6             | -26.2      |
| Poland                  | 3.6          | 4.7   | 3.7   | 3.0   | 3.0   | 4.3   | 1.1     | 1.4   | 43.0             | 3.3        |
| Indonesia               | 6.5          | 4.8   | 3.2   | 4.9   | 3.8   | 3.8   | 1.9     | 1.2   | -0.2             | -10.3      |
| top 10                  | 274.2        | 271.4 | 241.3 | 332.0 | 312.2 | 277.2 | 81.8    | 90.3  | -11.2            | 0.2        |
| others                  | 61.0         | 52.1  | 39.6  | 42.2  | 36.7  | 29.7  | 18.2    | 9.7   | -19.1            | -13.4      |
| <b>Americas</b>         | 37.4         | 16.3  | 11.6  | 9.6   | 8.8   | 7.5   | 11.2    | 2.5   | -14.6            | -27.4      |
| - North America         | 37.4         | 16.3  | 11.5  | 9.5   | 8.6   | 7.0   | 11.2    | 2.3   | -19.5            | -28.6      |
| - Central-South America | 0.0          | 0.1   | 0.1   | 0.1   | 0.2   | 0.6   | 0.0     | 0.2   | n.s.             | n.s.       |
| <b>Asia and Pacific</b> | 72.2         | 68.4  | 53.1  | 56.7  | 45.3  | 38.7  | 21.6    | 12.6  | -14.7            | -11.8      |
| <b>Europe</b>           | 225.2        | 233.1 | 216.2 | 307.9 | 294.7 | 260.6 | 67.2    | 84.9  | -11.6            | 3.0        |
| - European Union (27)   | 215.5        | 223.0 | 208.0 | 297.4 | 284.4 | 247.1 | 64.3    | 80.5  | -13.1            | 2.8        |
| - UK, CH, NO, IS        | 7.9          | 8.2   | 7.1   | 9.7   | 10.0  | 13.2  | 2.4     | 4.3   | 31.5             | 10.8       |
| - Other Europe          | 1.7          | 1.9   | 1.1   | 0.8   | 0.3   | 0.4   | 0.5     | 0.1   | 36.9             | -26.5      |
| <b>Middle East</b>      | 0.3          | 0.0   | 0.0   | 0.1   | 0.0   | 0.0   | 0.1     | 0.0   | n.s.             | -37.3      |
| <b>Africa</b>           | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | -10.5            | -12.2      |
| <b>Other Countries</b>  | 0.0          | 5.7   | 4.5   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | n.s.       |
| <b>World Total</b>      | 335.2        | 323.6 | 281.0 | 374.3 | 348.9 | 306.9 | 100.0   | 100.0 | -12.0            | -1.7       |

Source: CSIL processing of official data

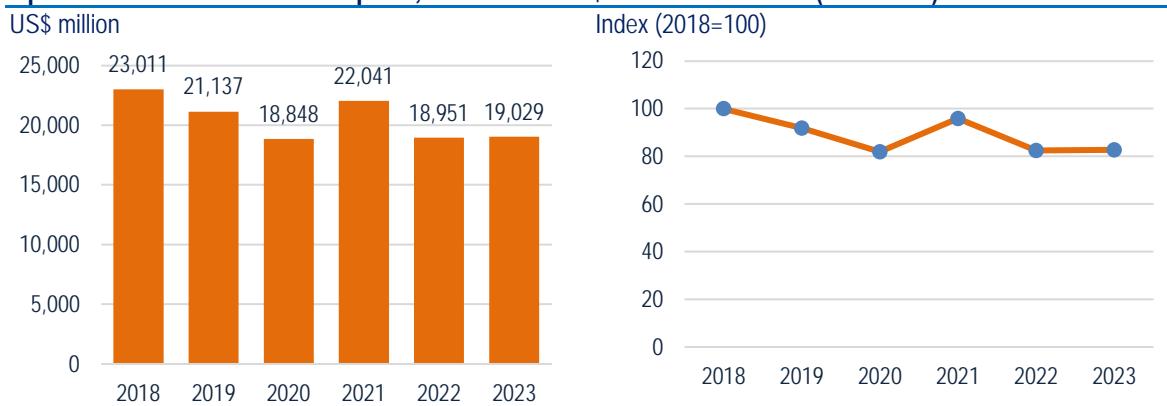
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.1.7 China. Upholstered furniture consumption

**Figure 3.7 - China.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.7 - China.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

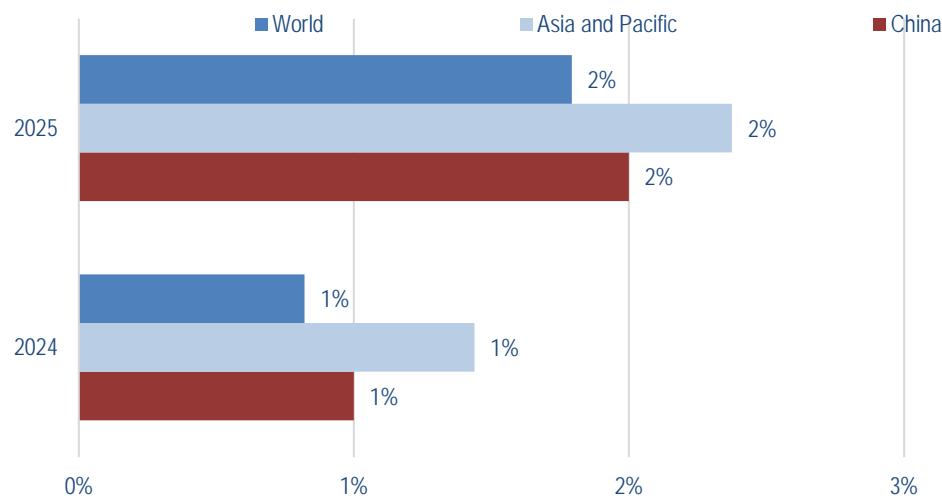
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| China            | 1%   | 2%   | 1%   | 2%   | 2%   | 2%   |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.8 - China.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

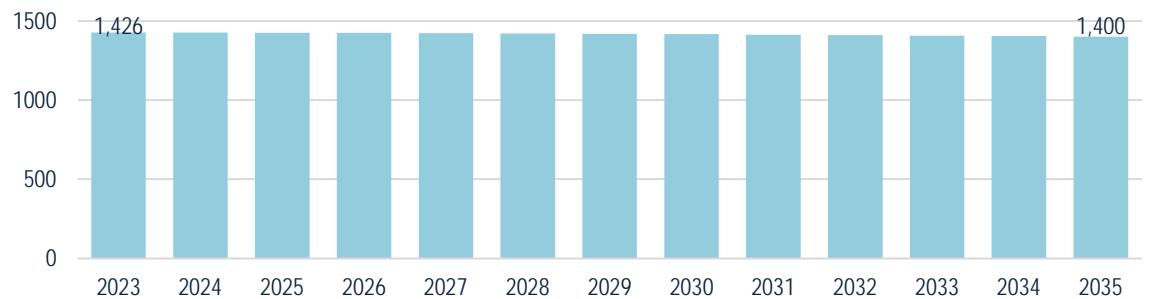


Source: CSIL

### 3.1.8 China. Population forecasts

**Figure 3.9 - China.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.8 - China.**

**Population. Number of households and share of urban population**

|                  |            |     |
|------------------|------------|-----|
| Total households | Million    | 497 |
| Urban Population | % of total | 64  |

Source: UN, World Bank

Last available year

**Table 3.9 - China.**

**Resident population in main cities\* and projected growth**

| Cities               | Population (thousand) |        |        |
|----------------------|-----------------------|--------|--------|
|                      | 2020                  | 2025   | 2030   |
| Shanghai             | 27,058                | 30,482 | 32,869 |
| Beijing              | 20,463                | 22,596 | 24,282 |
| Chongqing            | 15,872                | 18,171 | 19,649 |
| Tianjin              | 13,589                | 14,704 | 15,745 |
| Guangzhou, Guangdong | 13,302                | 14,879 | 16,024 |
| Shenzhen             | 12,357                | 13,545 | 14,537 |
| Chengdu              | 9,136                 | 9,999  | 10,728 |
| Nanjing, Jiangsu     | 8,847                 | 10,175 | 11,011 |
| Wuhan                | 8,365                 | 8,986  | 9,611  |
| Xi'an, Shaanxi       | 8,001                 | 9,222  | 9,984  |
| Hangzhou             | 7,642                 | 8,591  | 9,260  |
| Dongguan             | 7,408                 | 7,773  | 8,279  |
| Foshan               | 7,327                 | 7,817  | 8,350  |
| Shenyang             | 7,220                 | 7,974  | 8,569  |
| Suzhou, Jiangsu      | 7,070                 | 8,593  | 9,389  |
| Haerbin              | 6,387                 | 7,067  | 7,597  |
| Qingdao              | 5,620                 | 6,218  | 6,684  |
| Dalian               | 5,618                 | 6,347  | 6,848  |
| Ji'nan, Shandong     | 5,360                 | 6,066  | 6,546  |
| Zhengzhou            | 5,323                 | 6,156  | 6,669  |

Source: UN

\* Urban Agglomeration with 5 million inhabitants or more in 2020

### 3.1.9 China. Comparison with the global upholstered furniture sector

Figure 3.10 - China.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.10 - China.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 9563  | 4        |
| Population                                   | Million               | 1412  | 2        |
| Urban Population                             | % of total population | 64    | 54       |
| Total GNP                                    | US\$ billion          | 18152 | 2        |
| Per capita GNP                               | US\$                  | 12850 | 48       |
| Household Consumption Exp.                   | US\$ billion          | 6648  | 2        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 30012 | 1        |
| Per capita GNP at PPP                        | US\$                  | 21250 | 55       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.2 The upholstered furniture industry in United States

### 3.2.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- The United States is the leading country for the upholstered furniture consumption worldwide, with a total value of US\$ 20 billion.
- After two years of good performance of the market (+22% in 2021 and +8% in 2022), in 2023 the US upholstered furniture consumption decreased by -14% over 2022.
- The US is an open market for upholstered furniture, with imports accounting for 40% of the total consumption.
- In 2023, US upholstered furniture imports decreased by -16% over 2022.
- The main importing countries are Vietnam (33% of total US upholstered furniture imports) and China (traditionally the leading country of origin, now it represents 32% of total US imports, registering a decrease of -28% in 2023 over 2022).
- Looking ahead to 2024, there are concerns about various challenges, such as economic instability, geopolitical tensions, and the impact of the election year. Furthermore, there is considerable uncertainty surrounding trade policies with China, which could affect the supply chain and market dynamics.

#### Competitive System Landscape

The upholstered furniture industry in the US is highly competitive and is made up of many manufacturers, distributors, and retailers. Generally, the average companies' turnover in the US is higher than Europe and Asia and Pacific. The top five players in the upholstered furniture industry are Ashley Furniture, La-Z-Boy, Lovesac, Southern Furniture and Flexsteel. Top companies generally have a vertically integrated manufacturing and retailing model, with their own retailing network widespread all over the country. A common feature of upholstered furniture manufacturers is to rely, with different incidences, to third-party suppliers (both domestic and foreign). For some other important players, the procurement from Asia (especially from Vietnam and China) has been traditionally relevant. It is worth noting that the trend is to diversify the sourcing footprint to include both South-Asian countries and Mexico. For example, the two leading companies Ashley and La-Z-Boy have a direct presence in Asia. The decreasing demand for upholstered furniture bought some challenges to US manufacturers, resulting in some relevant companies' bankruptcies during 2023, such as Klaussner Home Furnishings and Mitchell Gold + Bob Williams, two leading upholstered furniture manufacturers which closed their operations. Additionally, Lane closed in 2022. These bankruptcies, while detrimental, also present opportunities for other companies to fill the gaps left by these closures. The industry is also experiencing a decreasing workforce due to widespread layoffs.

#### M&A Deals and Recent News

- In March 2024, Ashley Furniture announced the acquisition of Resident Home, a leading digital retailer and wholesaler of mattresses and bedding accessories.
- In 2024, Ashley Furniture announced to plan the opening of a manufacturing facility in Turkey.
- In 2024, La-Z-Boy has signed a deal with ADA, one of Europe's biggest furniture manufacturers. ADA will produce La-Z-Boy products in Germany, Austria, Switzerland, Croatia, and Serbia.
- In 2024, La-Z-Boy shifted its upholstery production from Ramos, Mexico operations to other upholstery plants and relocate cut and sew operations back to Ramos, Mexico, resulting in the permanent closure of leased cut and sew facility in Parras, Mexico.
- In December 2023, to expand its manufacturing presence in the United States, Flexsteel opened a new production facility in High Point.
- In November 2023, Surya acquired the Mitchell Gold + Bob Williams brand.
- In August 2023, Klaussner ceases operations.
- In June 2023, HNI corporation acquired Kimball International.
- In December 2022, RHF Investments Inc., the parent company of Century Furniture, Hancock & Moore, Hickory Chair, Jessica Charles, Highland House Furniture, Maitland Smith and Cabot Wrenn, announced the acquisition of the operations and assets of Classic Leather and St. Timothy Furniture.
- In November 2022, United Furniture (which operated under Lane brand in recent years) ceased its operations, terminating all its employees. In August 2023, Phoenix Investors has acquired the warehouses and factories of Lane Furniture from the parent company (United Furniture), for \$65 million in a bankruptcy sale. Warehouses and inventories are now in the hand of West Coast Furniture Framers, a small manufacturer that once built upholstered frames for Lane Furnishings.
- In February 2022, Ethan Allen acquired Dimension Wood Products, manufacturer of wood frames and machined parts used in upholstered furniture manufacturing.
- In February 2022, Hooker Furnishings acquired Sunset West, a leading outdoor furniture company, to enter the outdoor furniture market.

**Table 3.11 - United States.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Production         | US\$ million | 10,805 | 11,883 | 12,171 | 12,342 | 12,714 | 11,522 | 11,359 | 12,836 | 14,762 | 12,990 |
| Exports            | US\$ million | 760    | 757    | 717    | 708    | 701    | 675    | 603    | 765    | 925    | 843    |
| Imports            | US\$ million | 5,044  | 5,809  | 6,207  | 6,974  | 7,607  | 7,066  | 7,118  | 9,778  | 9,634  | 8,054  |
| Consumption*       | US\$ million | 15,088 | 16,935 | 17,661 | 18,608 | 19,621 | 17,912 | 17,874 | 21,849 | 23,471 | 20,201 |
| Production         | % ch. -US\$  |        |        | 10%    | 2%     | 1%     | 3%     | -9%    | -1%    | 13%    | 15%    |
| Exports            | % ch. -US\$  |        |        | 0%     | -5%    | -1%    | -1%    | -4%    | -11%   | 27%    | 21%    |
| Imports            | % ch. -US\$  |        |        | 15%    | 7%     | 12%    | 9%     | -7%    | 1%     | 37%    | -1%    |
| Consumption*       | % ch. -US\$  |        |        | 12%    | 4%     | 5%     | 5%     | -9%    | 0%     | 22%    | 7%     |
| export/production  | %            | 7%     | 6%     | 6%     | 6%     | 6%     | 6%     | 5%     | 6%     | 6%     | 6%     |
| import/consumption | %            | 33%    | 34%    | 35%    | 37%    | 39%    | 39%    | 40%    | 45%    | 41%    | 40%    |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, US Census Bureau, AFMA, BIFMA

**Table 3.12 - United States.**
**Exchange rates, 2014-2023**

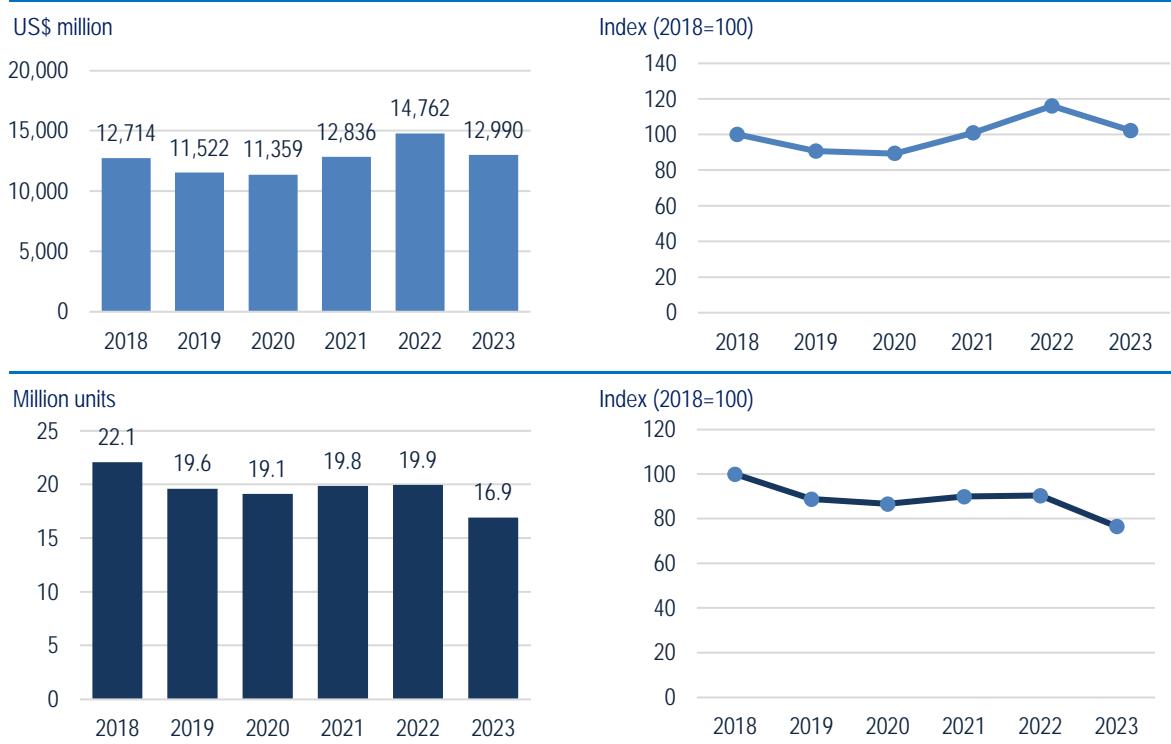
|             | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|-------------|------|------|------|------|------|------|------|------|------|------|
| USD per EUR | 1.33 | 1.11 | 1.11 | 1.13 | 1.18 | 1.12 | 1.14 | 1.18 | 1.05 | 1.08 |

Source: US Federal Reserve

### 3.2.2 United States. Upholstered furniture production

**Figure 3.11 - United States.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.13 - United States.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

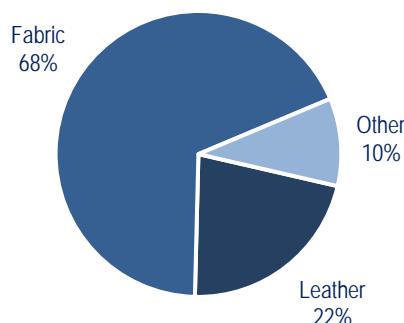
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| United States | 6%   | 6%   | 5%   | 6%   | 6%   | 6%   |
| North America | 11%  | 13%  | 11%  | 13%  | 14%  | 15%  |
| World         | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.12 - United States.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.2.3 United States. Major upholstered furniture manufacturers

**Table 3.14 United States. Major upholstered furniture manufacturers by turnover**

| Company                                       | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---|---|--|-------------------------------|
| Ashley Furniture                              | 6150  | 50   | 12300                         |
| La-Z-Boy*                                     | 1317  | 78   | 1690                          |
| Lovesac                                       | 629   | 90   | 700                           |
| Southern Furniture                            | 390   | 100  | 390                           |
| Flexsteel                                     | 335   | 85   | 394                           |
| Jackson Furniture                             | 320   | 100  | 320                           |
| Lexington Home Brands                         | 304   | 38   | 795                           |
| Artisan Lane (formerly American Leather)      | 263   | 75   | 351                           |
| Ethan Allen*                                  | 224   | 50   | 450                           |
| Best Home Furnishings                         | 200   | 100  | 200                           |
| Bassett Furniture Inds.*                      | 183   | 74   | 249                           |
| RHF Century Furniture                         | 182   | 70   | 260                           |
| Albany Industries                             | 175   | 95   | 185                           |
| Hooker Furniture                              | 173   | 40   | 433                           |
| Hughes Furniture (Serta Upholstery)           | 171   | 95   | 180                           |
| HM Richards                                   | 165   | 100  | 165                           |
| Behold Home                                   | 153   | 100  | 153                           |
| Peak Living (formerly American Furniture Mfg) | 150   | 100  | 150                           |
| Sherrill Furniture                            | 144   | 63   | 228                           |
| Franklin Corporation                          | 140   | 100  | 140                           |
| HomeStretch                                   | 140   | 100  | 140                           |
| Bernhardt                                     | 126   | 45   | 280                           |
| Craftmaster Furniture                         | 100   | 100  | 100                           |
| Smith Brothers of Berne                       | 100   | 100  | 100                           |
| Rowe Fine Furniture                           | 100   | 100  | 100                           |
| OFS Brands                                    | 95  | 19   | 509                           |
| Vanguard Furniture                            | 86  | 60   | 144                           |
| Stickley                                      | 77  | 45   | 170                           |
| Brown Jordan International                    | 67  | 38   | 177                           |
| Kimball International                         | 67  | 10   | 666                           |
| Fairfield Chair Company                       | 45  | 90   | 50                            |
| Norwalk Custom Order Furniture                | 40  | 100  | 40                            |
| Corinthian Furniture                          | 39  | 100  | 39                            |
| Modern of Marshfield                          | 39  | 100  | 39                            |
| Omnia Leather                                 | 37  | 100  | 37                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022. \*wholesale sales (excluding retail margins).

Ashley Furniture turnover includes retail sales.

Artisan Lane (formerly American Leather) includes: American Leather, LEE Industries, Brookline Furniture

Lovesac does not own any manufacturing facilities. Products are manufactured in facilities located in US, China, Vietnam, Malaysia, Taiwan, Indonesia, and India

### 3.2.4 United States. Short profiles of major upholstered furniture manufacturers

#### Acme Furniture

Acme Furniture Industry Inc.  
**Headquarters/Main Location**  
 18895 E Arent Ave. - City of Industry, CA, 91748 - USA  
 T: +1 626 9643456  
**Web:** <https://www.acmecorp.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated 25% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 8%  
**Manufacturing plants:** China, Malaysia.

#### Albany Industries

Albany Industries Inc.  
**Group:** Standard Furniture  
**Headquarters/Main Location**  
 504 N Glenfield Rd. - New Albany, MS, 38652 - USA  
 T: +1 662 5349800  
**Web:** <http://www.albanyindustries.com>  
**Email:** [info@albanyindustries.com](mailto:info@albanyindustries.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 5; 4 in USA (New Albany, Pontotoc, MS; Tampa, FL; Galax, VA)

#### American Leather Holdings

Artisan Lane (formerly American Leather)  
  
**Group:** American Leather  
**Headquarters/Main Location**  
 4501 Mountain Creek Parkway - Dallas, TX, 75236 - USA  
 T: +1 972 2969599  
**Web:** <https://artisantlane.com>  
**Email:** [info@americanleather.com](mailto:info@americanleather.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 75% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA

#### Ashley Furniture

Ashley Furniture Industries Inc  
**Group:** Ashley Furniture Ind. Inc  
**Headquarters/Main Location**  
 1 Ashley Way - Arcadia, WI, 54612 - USA  
 T: +1 608 3233377  
**Web:** <https://www.ashleyfurnitureindustriesinc.com> ; <https://ashley.biz>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Home furniture, Garden and Outdoor, Mattresses, Pillows, RTA - DIY furniture, Lighting  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 23; USA; Vietnam.

#### Bassett Furniture

Bassett Furniture Industries Inc  
**Group:** Bassett  
**Headquarters/Main Location**  
 3525 Fairystone Pk. Hwy. - Bassett, VA, 24055 - USA  
 T: +1 276 6296000  
**Web:** <https://www.bassettfurniture.com>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Home furniture, Garden and Outdoor, Mattresses, Furnishing accessories, Lighting  
**Upholstered furniture production** accounts for an estimated 74% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 5; USA; Over 75% of the products sold by the company are manufactured in the US. However, most of the formal bedroom and dining room furniture (case goods) and certain leather upholstered furniture are sourced from foreign plants, primarily in Vietnam.

**Bauhaus USA**

**Bauhaus USA Inc**  
**Group:** Bauhaus USA  
**Headquarters/Main Location**  
 1 Bauhaus Drive - Saltillo, MS, 38866-6974 - USA  
 T: +1 662 8692664  
**Web:** <http://bauhausfurnituregroup.com>  
**Email:** sales@bauhaususa.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 8%  
**Manufacturing plants:** 2; USA (Mississippi)

**Behold Home**

**Behold Home**  
**Headquarters/Main Location**  
 206 Magee Dr. - Pontotoc, MS, 38863 - USA  
**Web:** <https://www.mybeholdhome.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 3; USA (Mississippi)

**Bernhardt**

**Bernhardt Furniture Company**  
**Headquarters/Main Location**  
 1839 Morganton Blvd - Lenoir, NC, 28645 - USA  
 T: +1 828 7589811  
**Web:** <https://bernhardt.com>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Garden and Outdoor, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 45% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 8; USA (Lenoir, NC)

**Best Home Furnishings**

**Best Home Furnishings**  
**Headquarters/Main Location**  
 One Best Drive - Ferdinand, IN, 47532 - USA  
 T: +1 812 3671761  
**Web:** <https://www.besthf.com>  
**Email:** support@BestHF.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Furnishing accessories, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 6; USA (Cannelton, Ferdinand, Jasper, Paoli, IN)

**Bradington Young**

**Bradington Young**  
**Group:** Hooker  
**Headquarters/Main Location**  
 1340 14th Ave Ct SW - Hickory, NC, 28602 - USA  
 T: +1 704 4355881  
**Web:** <https://www.bradington-young.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Manufacturing plants:** 1; USA

**Brown Jordan International**

**Brown Jordan International Inc.**  
**Group:** Brown Jordan  
**Headquarters/Main Location**  
 475 W. Town Place, Ste. 201 - St. Augustine, FL , 32092 - USA  
 T: +1 904 495-0717  
**Web:** <https://brownjordaninc.com>  
**Email:** contact@brownjordan.com  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 38% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 1%  
**Manufacturing plants:** 7; USA; Mexico, Costa Rica. It also sources products from China, Thailand, Indonesia, and Vietnam

**Corinthian Furniture****Corinthian Furniture****Headquarters/Main Location**

41 Henson Rd - Corinth, MS, 38834 - USA

T: +1 662 2877835

**Web:** <http://corinthianwholesale.com>Email: [info@corinthianfurn.com](mailto:info@corinthianfurn.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 10%**Manufacturing plants:** 2; USA (Missouri); China (1).**CR Laine****CR Laine Furniture Company Inc****Headquarters/Main Location**

2829 Highway 70 E, PO Box 2128 - Hickory, NC, 28603 - USA

T: +1 828 3281831

**Web:** <https://www.crlaine.com>Email: [crlaine@crlaine.com](mailto:crlaine@crlaine.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; USA (Hickory, NC)**Craftmaster Furniture****Craftmaster Furniture Inc****Group:** Samson Holding**Headquarters/Main Location**

221 Craftmaster Road - Hiddenite, NC, 28636 - USA

T: +1 828 6329786

**Web:** <https://www.cmurniture.com>Email: [info@cmfurniture.com](mailto:info@cmfurniture.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 0%**Manufacturing plants:** 5; USA,NC (1)**EBI****EBI LLC****Group:** C4D COM40**Headquarters/Main Location**

745 Kentuck Rd - Danville, VA, 24540 - USA

T: +1 434 797-9701

**Web:** <https://ebillc.com>Email: [ebi@ebillc.com](mailto:ebi@ebillc.com)**Activity:** Manufacturer, Trader**Product Portfolio:** Upholstered furniture, Mattresses**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; USA**Ethan Allen****Ethan Allen Interiors Inc****Group:** Ethan Allen**Headquarters/Main Location**

25 Lake Avenue Ext - Danbury, CT, 06811-5286 - USA

T: +1 203 7438000

**Web:** <https://www.ethanallen.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Furnishing accessories, Contract, Hospitality furniture, Lighting**Upholstered furniture production** accounts for an estimated 52% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 3%**Manufacturing plants:** 10; USA; Mexico (2), Honduras (1).

Approximately 75% of the products sold by the company are manufactured in its North American plants and the remaining 25% of the products are sourced from third-party suppliers, most of which are located outside the United States, primarily in Asia.

## Fairfield Chair Company

**Fairfield Chair Company**  
**Headquarters/Main Location**  
PO Box 1710, 1331 Harper Avenue SW - Lenoir, NC, 28645 - USA  
T: +1 828 7585571  
Web: <https://www.fairfieldchair.com>  
Email: [info@fairfieldchair.com](mailto:info@fairfieldchair.com) ; [ffchairco@aol.com](mailto:ffchairco@aol.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 2; USA (Lenoir, NC)

## Flexsteel

**Flexsteel Industries Inc**  
**Group:** Flexsteel Group  
**Headquarters/Main Location**  
385 Bell Street - Dubuque, IA, 52001-7004 - USA  
T: +1 563 5567730  
Web: <https://www.flexsteel.com>  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Contract, Other  
**Upholstered furniture production** accounts for an estimated 85% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 5; USA; Mexico. Flexsteel owns a manufacturing facility in Georgia. In December 2023, opened a new production facility in High Point. The Company leases and operates three manufacturing facilities in Juarez, Mexico.

## Franklin Corporation

**Franklin Corporation**  
**Headquarters/Main Location**  
600 Franklin Drive - Houston, MS, 38851 - USA  
T: +1 662 4564286  
Web: <https://franklincorp.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 3%  
**Manufacturing plants:** 3; USA (Houston, MS)

## HM Richards

**HM Richards, Inc.**  
**Headquarters/Main Location**  
PO Box 373 - Baldwyn, MS, 38824 - USA  
T: +1 662 365 9485  
Web: <http://www.hmrichards.com>  
Email: [SGaillard@hmrichards.com](mailto:SGaillard@hmrichards.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 1; USA (Mississippi)

## HomeStretch

**HomeStretch**  
**Headquarters/Main Location**  
P.O. Box 379 146 Furniture Dr. - Nettleton, MS, 38858 - USA  
T: +1 662 9632494  
Web: <https://www.homestretchfurniture.com>  
Email: [info@hstretch.com](mailto:info@hstretch.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA (Mississippi)

## Hooker Furniture

**Hooker Furnishings Corporation**  
**Group:** Hooker  
**Headquarters/Main Location**  
440 E. Commonwealth Boulevard - Martinsville, VA, 24112 - USA  
T: +1 276 6322133 ; 6320459  
Web: <https://www.hookerfurnishings.com> ; <https://www.hookerfurniture.com>  
Email: [international@hookerfurniture.com](mailto:international@hookerfurniture.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Home Office, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Home furniture, Garden and Outdoor  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 2%  
**Manufacturing plants:** 2; USA (Bedford, VA; Hickory, NC)

### Hughes Furniture (Serta Upholstery)

**Hughes Furniture, Inc. (Serta Upholstry)**  
**Headquarters/Main Location**  
 952 S. Stout Road - Randleman, NC, 27317 - USA  
 T: +1 336 498-8700  
**Web:** <https://www.hughesfurniture.com>  
**Email:** info@hughesfurniture.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Occasional  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 5; USA;. USA 10 (Randleman, Asheboro, NC)

### Jackson Furniture

**Jackson Furniture Company Mfg**  
**Group:** Jackson Furniture  
**Headquarters/Main Location**  
 370 9th Street SE - Cleveland, TN, 37311 - USA  
 T: +1 423 4768544  
**Web:** <https://www.jacksonfurniture.com> ; <https://www.catnapper.com>  
**Email:** sales@jacksonfurniture.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 10; USA

### KI Group

**KI (Krueger International) Inc**  
**Group:** KI  
**Headquarters/Main Location**  
 1330 Bellevue Street - Green Bay, WI, 54302 - USA  
 T: +1 920 4688100 ; 4682632  
**Web:** <https://www.ki.com>  
**Email:** info@ki.com  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Contract, Healthcare furniture, Educational furniture, Other  
**Upholstered furniture production** accounts for an estimated 5% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 9%  
**Manufacturing plants:** 6; USA; Canada. Canada: Pembroke, Ontario (Filing cabinets, desking systems, lockers and dormitory furniture). USA: High Point, North Carolina (Lobby furniture, lounge furniture, occasional tables, guest chairs, bariatric chairs, patient chairs, medical recliners and sle

### Kimball International

**Kimball International Inc**  
**Group:** HNI Corporation  
**Headquarters/Main Location**  
 1600 Royal Street - Jasper, IN, 47546 - USA  
 T: +1 812 4821600  
**Web:** <https://www.kimball.com>  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Bedrooms, Contract, Healthcare furniture, Educational furniture  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 1%  
**Manufacturing plants:** 8; USA (6 in Indiana, 2 in Kentucky); The company also engages with third-party manufacturers within the U.S. as well as internationally to produce select finished goods and accessories. As part of the company's restructuring plan, the leased office, warehouse, and manufacturing spaces in Chu

### King Hickory

**King Hickory Furniture Co**  
**Headquarters/Main Location**  
 PO Box 1179, 1820 Main Avenue SE - Hickory, NC, 28601 - USA  
 T: +1 828 3226025  
**Web:** <https://kinghickory.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; USA (Hickory, NC)

### Lazar Industries

**Lazar Industries Inc**  
**Headquarters/Main Location**  
 3025 Hamp Stone Rd - Siler City, NC, 27344 - USA  
 T: +1 919 742-9303  
**Web:** <https://www.lazarind.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 2; USA (Los Angeles, CA; Siler City, NC)

**La-Z-Boy****LA-Z-BOY Inc****Group:** La-Z-Boy**Headquarters/Main Location**

One La-Z-Boy Drive - Monroe, MI, 48162 - USA

T: +1 734 2421444 ;2414414

Web: <https://www.la-z-boy.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Contract**Upholstered furniture production** accounts for an estimated 81% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 11%**Manufacturing plants:** 10; USA; Mexico (4), UK (1). The company has also a manufacturing joint venture in Thailand.**Lovesac****The Lovesac Company****Headquarters/Main Location**

700 Canal St - Stamford, CT, 06902-5921 - USA

T: +1 203 3533349

Web: <https://www.lovesac.com>Email: [corporatesales@lovesac.com](mailto:corporatesales@lovesac.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Furnishing accessories**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 0%**Manufacturing plants:** 0. Lovesac does not own any manufacturing facilities, but manages third-party manufacturing partners that operate facilities in the US, China, Vietnam, Malaysia, Taiwan, Indonesia, and India.**LEE Industries****LEE Industries Inc****Group:** American Leather**Headquarters/Main Location**

210 Four Street SW - Conover, NC, 28613 - USA

T: +1 828 4648318

Web: <http://www.leeindustries.com>Email: [info@leeindustries.com](mailto:info@leeindustries.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Occasional, Garden and Outdoor**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Export share on total turnover:** 0%**Manufacturing plants:** 4; USA (North Carolina)**MAX Home LLC****MAX Home LLC****Group:** Bauhaus USA**Headquarters/Main Location**

101 Max Pl - Fulton, - USA

Web: <https://www.maxhome.us>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**McCreary Modern****McCreary Modern Inc****Headquarters/Main Location**

2564 US Highway 321 South, PO Box 129 - Newton, NC, 28658 - USA

T: +1 828 4646465

Web: <http://mccrearymodern.com>Email: [hr@mccrearymodern.com](mailto:hr@mccrearymodern.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; USA**Lexington Home Brands****Lexington Home Brands****Group:** Lexington / Luolai Lifestyle**Headquarters/Main Location**

1300 National Highway - Thomasville, NC, 27360 - USA

T: +1 336 4745300 ; 4745658

Web: <https://www.lexington.com>Email: [info@lexington.com](mailto:info@lexington.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Garden and Outdoor, Contract**Upholstered furniture production** accounts for an estimated 38% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** 100-250**Export share on total turnover:** 8%**Manufacturing plants:** 2; USA (Lexington and Hickory, NC)

**Mitchell Gold + Bob Williams**

**Mitchell Gold + Bob Williams**  
**Headquarters/Main Location**  
 6736 Millersville Road - Taylorsville, NC, 28681 - USA  
 T: +1 828 6329200  
**Web:** <https://www.mgbwhome.com>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses  
**Upholstered furniture production** accounts for an estimated 85% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 3; USA

**Modern of Marshfield**

**Modern of Marshfield Inc**  
**Headquarters/Main Location**  
 137 West 9th Street - Marshfield, WI, 54449 - USA  
 T: +1 715 3871181  
**Web:** <https://marshfieldfurniture.com>  
**Email:** marshfield@marshfielfurniture.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA (Wisconsin)

**Norwalk Custom Order Furniture**

**Norwalk Custom Order Furniture**  
**Group:** Norwalk  
**Headquarters/Main Location**  
 100 Furniture Parkway - Norwalk, OH, 44857 - USA  
 T: +1 419 7443200  
**Web:** <https://www.norwalkfurniture.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA (Norwalk, OH)

**OFS Brands**

**OFS Brands Inc**  
**Group:** Styline Industries  
**Headquarters/Main Location**  
 1204 East 6th Street - Huntingburg, IN, 47542 - USA  
 T: +1 800 5215381  
**Web:** <https://ofs.com>  
**Email:** info@ofs.com  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Tables and Chairs, Furnishing accessories, Contract, Hospitality furniture, Healthcare furniture, Educational furniture, Lighting  
**Upholstered furniture production** accounts for an estimated 19% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 90%  
**Manufacturing plants:** 13; USA; 4 of the facilities operate as raw materials or supply factories, supplying the cut veneer, lumber, and cut core material used in production. The remaining 9 facilities operate as finished product plants, specializing in specific product types or categories

**Omnia Leather**

**Omnia Leather**  
**Headquarters/Main Location**  
 4900 Edison Ave. - Chino, CA, 91710 - USA  
 T: +1 909 3934400  
**Web:** <http://www.omnialeather.com>  
**Email:** info@omnialeather.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA (California)

**Paladin Industries**

**Paladin Industries, Inc.**  
**Headquarters/Main Location**  
 5270 NC Highway 90 E - Hiddenite, NC, 28636 - USA  
 T: +1 828 635 0448  
**Web:** <https://paladinfurniture.com>  
**Email:** info@paladinfurniture.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; USA (North Carolina)

### Peak Living (formerly American Furniture Mfg)

**Peak Living (ex. American Furniture Mfg)**  
**Group:** American Furniture Mfg  
**Headquarters/Main Location**  
 604 Pontotoc County Industrial Park Rd. - Ecrus, MS, 38841 - USA  
 T: +1 662 4892633  
**Web:** <https://americanfurn.net>; <https://www.peakfurniture.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 2; USA

### Restoration Hardware

Restoration Hardware, Inc - RH  
**Group:** RH  
**Headquarters/Main Location**  
 15 Koch Road, Suite J - Corte Madera, CA, 94925 - USA  
 T: +1 415 9241005  
**Web:** <https://rh.com>  
**Activity:** Editor, Retailer  
**Product Portfolio:** Home Office, Upholstered furniture, Home furniture, Garden and Outdoor, Furnishing accessories  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500

### RHF Century Furniture

RHF - Rock House Farm Family of Brands  
**Group:** RHF Century Furniture  
**Headquarters/Main Location**  
 401 11th St. NW - Hickory, NC, 28601 - USA  
 T: +1 828 3281851  
**Web:** <http://www.centuryfurniture.com>; <http://www.rockhousefarm.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Garden and Outdoor, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 10; USA (Hickory, Taylorsville, High Point, NC)

### Rowe Fine Furniture

**Rowe Fine Furniture, Inc.**  
**Group:** Markor  
**Headquarters/Main Location**  
 2121 Gardner St., Elliston - Elliston, VA, 24087-3055 - USA  
 T: +1 540 4447693  
**Web:** <https://www.rowefurniture.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Coverings  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 1; USA (Elliston, VA)

### Sam Moore

**Sam Moore Furniture Ind Inc**  
**Group:** Hooker  
**Headquarters/Main Location**  
 1556 Dawn Drive - Bedford, VA, 24523 - USA  
 T: +1 540 5868253  
**Web:** <http://www.sammoore.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 1; USA

### Sherrill Furniture

**Sherrill Furniture Company**  
**Group:** Sherrill Furniture Company  
**Headquarters/Main Location**  
 PO Box 189 - Hickory, NC, 28603 - USA  
 T: +1 828 3222640  
**Web:** <https://www.sherrillfurniture.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Occasional  
**Upholstered furniture production** accounts for an estimated 63% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 5; USA (Hickory, Morganton, Newton and Conover, NC)

**Smith Brothers of Berne**

**Smith Brothers of Berne Inc**  
**Headquarters/Main Location**  
356 Monroe St. - Berne, IN, 46711 - USA  
T: +1 219 5892131  
**Web:** <https://smithbrothersfurniture.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 2; USA (Berne, Indiana).

**Southern Furniture**

**Southern Furniture Industries**  
**Headquarters/Main Location**  
298 Henry Southern Dr - Pontotoc, MS, 38863 - USA  
T: +1 662 488 4007  
**Web:** <https://www.southernmotion.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 9; USA (Pontotoc, Baldwyn, Ecru, New Albany, MS); 5 plants are operated by Southern Motion and 4 plants are operated by Fusion.

**Stickley**

**L. & J.G. Stickley Inc**  
**Group:** L. & J.G. Stickley Inc  
**Headquarters/Main Location**  
One Stickley Drive, PO Box 480 - Manlius, NY, 13104-0480 - USA  
T: +1 315 6825500  
**Web:** <https://www.stickley.com>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Contract  
**Upholstered furniture production** accounts for an estimated 45% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 3; USA; Vietnam.

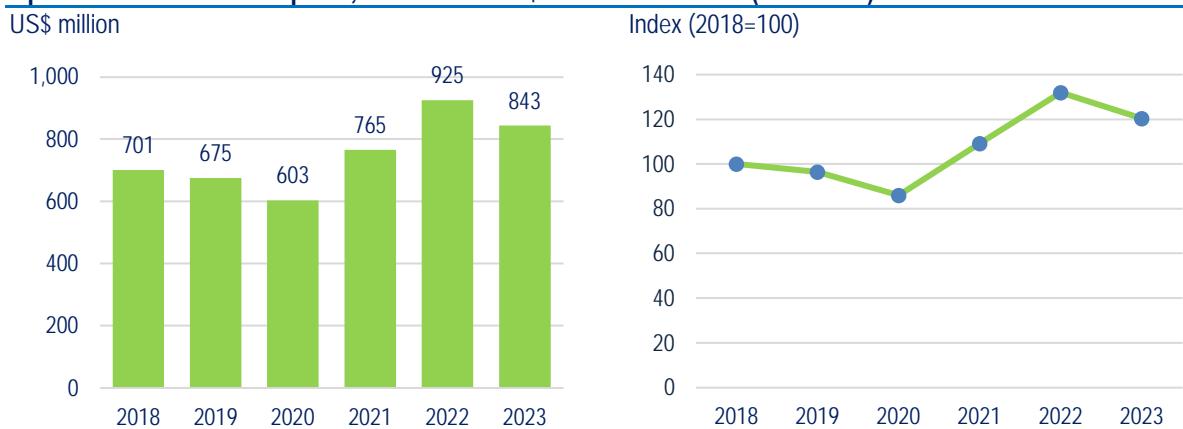
**Vanguard Furniture**

**Vanguard Furniture Co Inc**  
**Headquarters/Main Location**  
PO Box 2187 - Hickory, NC, 28601 - USA  
T: +1 828 3285631  
**Web:** <https://vanguardfurniture.com>  
**Email:** [info@vanguardfurniture.com](mailto:info@vanguardfurniture.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Occasional  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 6; USA (Conover, 3 in NC; Hillsdale, VA)

### 3.2.5 United States. Upholstered furniture exports

**Figure 3.13 - United States.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.14 - United States.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.15 - United States.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Canada                  | 482.0        | 489.9 | 448.6 | 604.4 | 729.3 | 653.1 | 68.8    | 77.4  | -10.4            | 6.3        |
| Mexico                  | 43.7         | 35.8  | 35.6  | 34.7  | 39.4  | 36.9  | 6.2     | 4.4   | -6.4             | -3.3       |
| Saudi Arabia            | 26.0         | 20.4  | 17.3  | 13.6  | 11.9  | 23.4  | 3.7     | 2.8   | 96.4             | -2.1       |
| United Arab Emirates    | 8.7          | 12.0  | 7.5   | 8.9   | 13.7  | 10.8  | 1.2     | 1.3   | -21.2            | 4.6        |
| China                   | 11.7         | 7.7   | 5.6   | 6.0   | 6.2   | 8.8   | 1.7     | 1.0   | 42.4             | -5.5       |
| Australia               | 5.8          | 5.2   | 5.2   | 5.2   | 7.5   | 7.4   | 0.8     | 0.9   | -1.4             | 5.1        |
| Brazil                  | 3.0          | 3.8   | 2.5   | 3.6   | 7.3   | 7.2   | 0.4     | 0.9   | -0.9             | 19.3       |
| United Kingdom          | 14.6         | 13.9  | 4.1   | 5.3   | 6.3   | 6.4   | 2.1     | 0.8   | 0.5              | -15.2      |
| Bahamas                 | 8.3          | 3.3   | 2.1   | 6.8   | 7.6   | 5.9   | 1.2     | 0.7   | -22.6            | -6.6       |
| South Korea             | 6.0          | 5.9   | 6.1   | 6.2   | 7.5   | 3.8   | 0.9     | 0.4   | -49.8            | -8.7       |
| top 10                  | 609.7        | 597.8 | 534.7 | 694.5 | 836.8 | 763.7 | 87.0    | 90.5  | -8.7             | 4.6        |
| others                  | 91.0         | 77.5  | 68.0  | 70.6  | 88.0  | 79.8  | 13.0    | 9.5   | -9.3             | -2.6       |
| <b>Americas</b>         | 567.6        | 555.8 | 505.6 | 680.2 | 823.1 | 737.3 | 81.0    | 87.4  | -10.4            | 5.4        |
| - North America         | 525.7        | 525.7 | 484.3 | 639.0 | 768.7 | 690.0 | 75.0    | 81.8  | -10.2            | 5.6        |
| - Central-South America | 42.0         | 30.1  | 21.3  | 41.2  | 54.4  | 47.3  | 6.0     | 5.6   | -13.0            | 2.4        |
| <b>Asia and Pacific</b> | 40.0         | 36.7  | 31.8  | 30.4  | 36.2  | 35.6  | 5.7     | 4.2   | -1.7             | -2.3       |
| <b>Europe</b>           | 43.0         | 33.1  | 17.8  | 18.0  | 22.8  | 26.6  | 6.1     | 3.2   | 16.7             | -9.2       |
| - European Union (27)   | 24.2         | 15.7  | 11.4  | 10.2  | 14.1  | 18.6  | 3.5     | 2.2   | 31.5             | -5.1       |
| - UK, CH, NO, IS        | 16.2         | 14.9  | 4.6   | 5.8   | 7.5   | 7.1   | 2.3     | 0.8   | -4.8             | -15.1      |
| - Other Europe          | 2.7          | 2.4   | 1.8   | 2.0   | 1.2   | 0.9   | 0.4     | 0.1   | -24.5            | -19.8      |
| <b>Middle East</b>      | 48.1         | 47.5  | 45.3  | 34.0  | 40.0  | 41.8  | 6.9     | 5.0   | 4.5              | -2.7       |
| <b>Africa</b>           | 1.9          | 2.2   | 2.1   | 2.5   | 2.6   | 2.2   | 0.3     | 0.3   | -17.1            | 3.0        |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.1   | 0.0   | 0.0     | 0.0   | n.s.             | n.c.       |
| <b>World Total</b>      | 700.6        | 675.3 | 602.7 | 765.1 | 924.8 | 843.5 | 100.0   | 100.0 | -8.8             | 3.8        |

Source: CSIL processing of official data

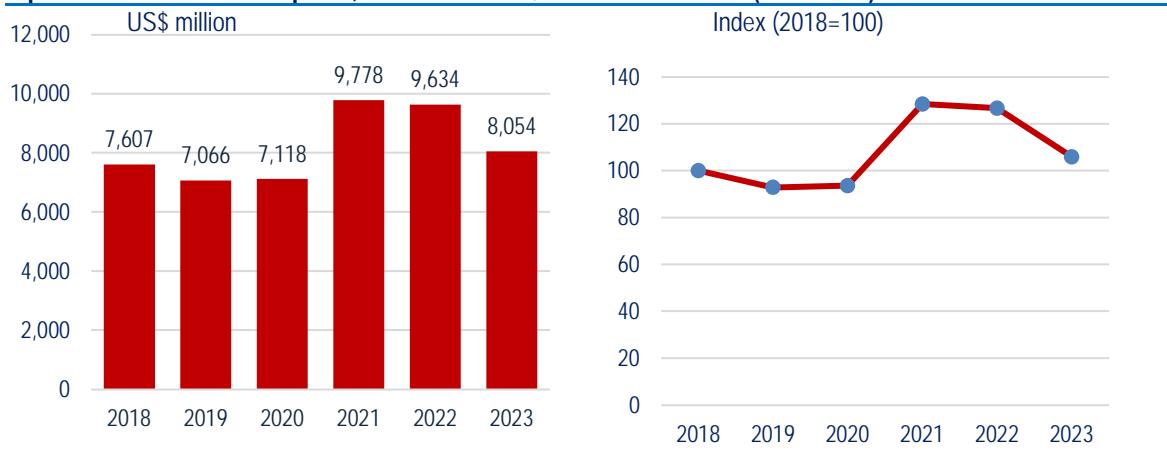
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.2.6 United States. Upholstered furniture imports

**Figure 3.15 - United States.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

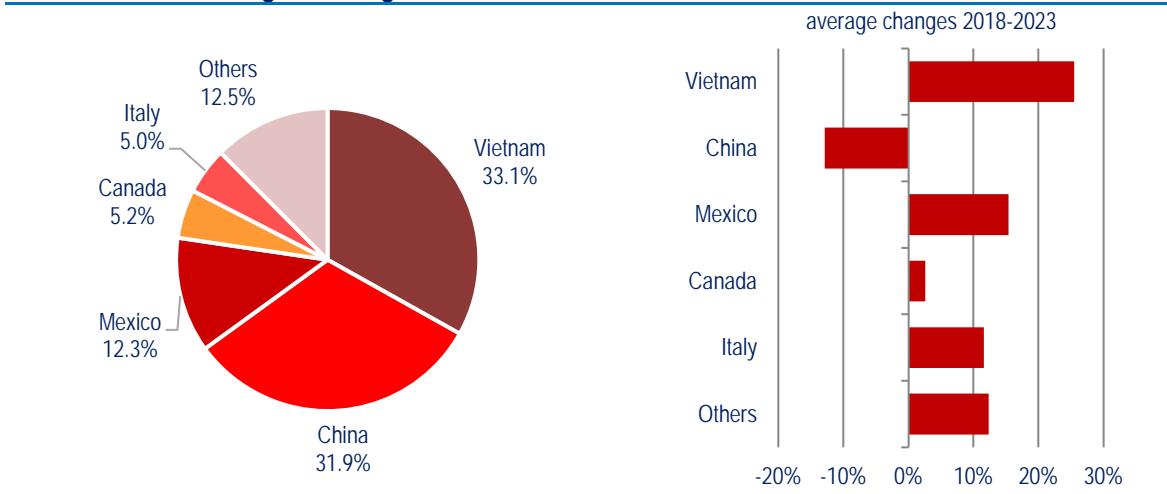


Source: CSIL processing of official data

**Figure 3.16 - United States.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.16 - United States.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| Vietnam                 | 856.8        | 1543.3 | 2328.5 | 3251.9 | 2883.5 | 2668.7 | 11.3    | 33.1  | -7.5             | 25.5       |
| China                   | 5103.9       | 3729.4 | 3060.8 | 3905.1 | 3542.6 | 2566.3 | 67.1    | 31.9  | -27.6            | -12.8      |
| Mexico                  | 484.6        | 514.1  | 485.2  | 847.2  | 1095.9 | 992.4  | 6.4     | 12.3  | -9.4             | 15.4       |
| Canada                  | 368.3        | 372.6  | 295.6  | 338.8  | 401.6  | 419.0  | 4.8     | 5.2   | 4.3              | 2.6        |
| Italy                   | 231.9        | 252.9  | 244.1  | 376.4  | 473.2  | 402.0  | 3.0     | 5.0   | -15.0            | 11.6       |
| Cambodia                | 20.4         | 87.0   | 105.4  | 191.6  | 198.7  | 186.0  | 0.3     | 2.3   | -6.4             | 55.5       |
| Malaysia                | 71.3         | 99.9   | 152.1  | 166.4  | 195.7  | 147.6  | 0.9     | 1.8   | -24.6            | 15.7       |
| Thailand                | 12.6         | 22.4   | 81.7   | 148.6  | 174.8  | 103.4  | 0.2     | 1.3   | -40.9            | 52.4       |
| Indonesia               | 56.5         | 66.0   | 73.5   | 96.6   | 121.9  | 96.9   | 0.7     | 1.2   | -20.6            | 11.4       |
| India                   | 22.8         | 23.5   | 24.1   | 39.6   | 50.8   | 46.5   | 0.3     | 0.6   | -8.5             | 15.4       |
| top 10                  | 7229.1       | 6711.0 | 6851.2 | 9362.2 | 9138.7 | 7628.7 | 95.0    | 94.7  | -16.5            | 1.1        |
| others                  | 378.2        | 354.5  | 266.7  | 416.1  | 495.4  | 425.0  | 5.0     | 5.3   | -14.2            | 2.4        |
| <b>Americas</b>         | 879.0        | 919.6  | 804.9  | 1223.1 | 1539.8 | 1448.1 | 11.6    | 18.0  | -6.0             | 10.5       |
| - North America         | 852.8        | 886.7  | 780.9  | 1186.1 | 1497.4 | 1411.4 | 11.2    | 17.5  | -5.7             | 10.6       |
| - Central-South America | 26.2         | 32.9   | 24.0   | 37.1   | 42.4   | 36.7   | 0.3     | 0.5   | -13.4            | 7.0        |
| <b>Asia and Pacific</b> | 6206.7       | 5625.3 | 5867.9 | 7850.4 | 7218.4 | 5853.7 | 81.6    | 72.7  | -18.9            | -1.2       |
| <b>Europe</b>           | 517.6        | 517.2  | 441.1  | 699.7  | 868.8  | 747.3  | 6.8     | 9.3   | -14.0            | 7.6        |
| - European Union (27)   | 433.0        | 453.9  | 389.5  | 590.5  | 751.1  | 652.9  | 5.7     | 8.1   | -13.1            | 8.6        |
| - UK, CH, NO, IS        | 62.0         | 37.1   | 23.2   | 52.3   | 59.1   | 46.2   | 0.8     | 0.6   | -21.8            | -5.7       |
| - Other Europe          | 22.7         | 26.2   | 28.4   | 56.9   | 58.6   | 48.2   | 0.3     | 0.6   | -17.8            | 16.3       |
| <b>Middle East</b>      | 0.7          | 0.7    | 1.2    | 1.4    | 2.0    | 1.5    | 0.0     | 0.0   | -24.9            | 16.3       |
| <b>Africa</b>           | 3.3          | 2.7    | 2.8    | 3.6    | 5.1    | 3.0    | 0.0     | 0.0   | -40.1            | -1.5       |
| <b>Other Countries</b>  | 0.0          | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 7607.3       | 7065.5 | 7117.9 | 9778.3 | 9634.1 | 8053.6 | 100.0   | 100.0 | -16.4            | 1.1        |

Source: CSIL processing of official data

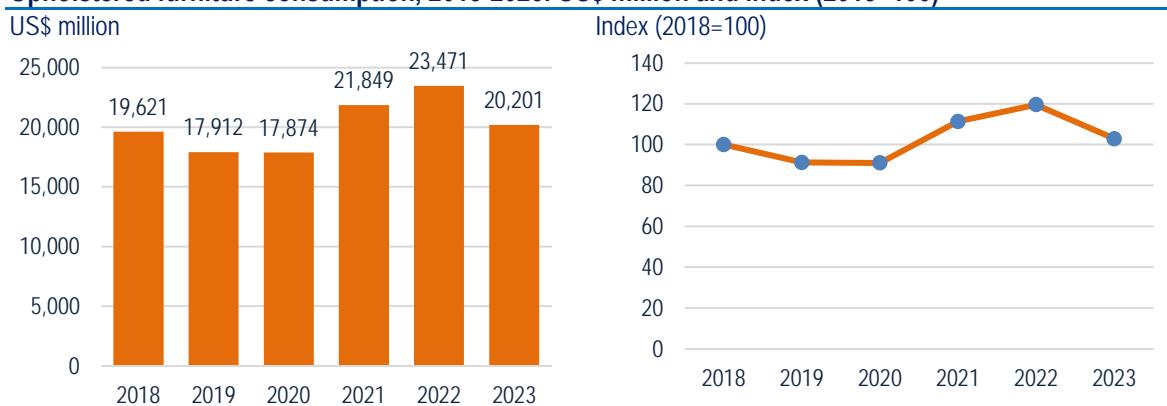
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.2.7 United States. Upholstered furniture consumption

**Figure 3.17 - United States.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.17 - United States.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

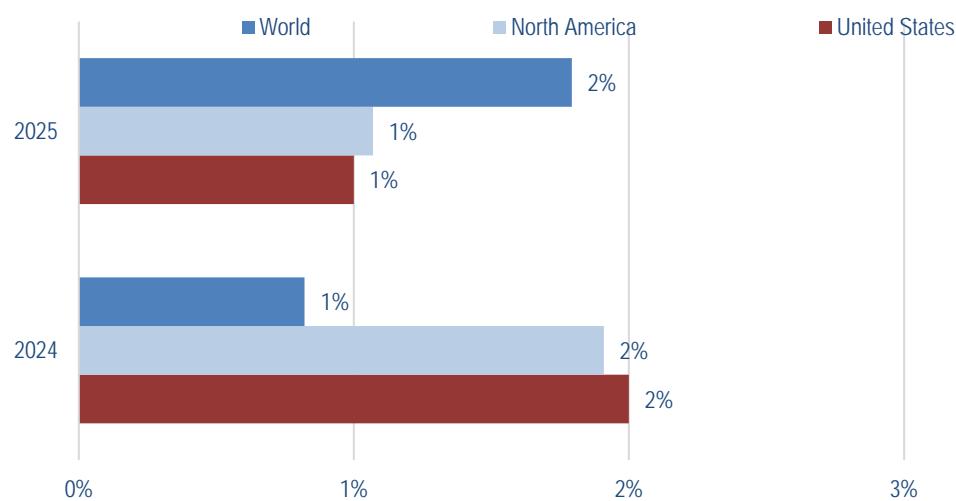
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| United States | 39%  | 39%  | 40%  | 45%  | 41%  | 40%  |
| North America | 42%  | 43%  | 43%  | 47%  | 44%  | 43%  |
| World         | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.18 - United States.**

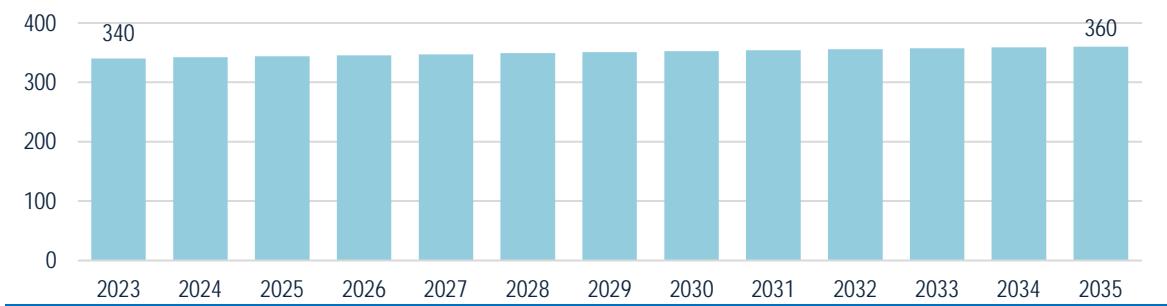
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.2.8 United States. Population forecasts

**Figure 3.19 - United States.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.18 - United States.**  
**Population. Number of households and share of urban population**

|                  |            |     |
|------------------|------------|-----|
| Total households | Million    | 131 |
| Urban Population | % of total | 83  |

Source: UN, World Bank

Last available year

**Table 3.19 - United States.**  
**Resident population in main cities\* and projected growth**

| Cities                       | Population (thousand) |        |        |
|------------------------------|-----------------------|--------|--------|
|                              | 2020                  | 2025   | 2030   |
| New York-Newark              | 18,804                | 19,154 | 19,958 |
| Los Angeles-Long Beach-Santa | 12,447                | 12,678 | 13,209 |
| Chicago                      | 8,865                 | 9,042  | 9,424  |
| Houston                      | 6,371                 | 6,890  | 7,254  |
| Dallas-Fort Worth            | 6,301                 | 6,732  | 7,073  |
| Miami                        | 6,122                 | 6,372  | 6,664  |
| Atlanta                      | 5,803                 | 6,272  | 6,602  |
| Philadelphia                 | 5,717                 | 5,861  | 6,114  |
| Washington, D.C.             | 5,322                 | 5,600  | 5,868  |
| Phoenix-Mesa                 | 4,511                 | 4,834  | 5,081  |
| Boston                       | 4,309                 | 4,396  | 4,581  |
| Detroit                      | 3,548                 | 3,543  | 3,679  |
| Seattle                      | 3,433                 | 3,581  | 3,747  |
| San Francisco-Oakland        | 3,314                 | 3,363  | 3,501  |
| San Diego                    | 3,251                 | 3,373  | 3,526  |

Source: UN

\* Urban Agglomeration with 3 million inhabitants or more in 2020

### 3.2.9 United States. Comparison with the global upholstered furniture sector

Figure 3.20 - United States.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Table 3.20 - United States.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 9832  | 3        |
| Population                                   | Million               | 333   | 3        |
| Urban Population                             | % of total population | 83    | 26       |
| Total GNP                                    | US\$ billion          | 25586 | 1        |
| Per capita GNP                               | US\$                  | 76770 | 4        |
| Household Consumption Exp.                   | US\$ billion          | 17512 | 1        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 25978 | 2        |
| Per capita GNP at PPP                        | US\$                  | 77950 | 8        |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.3 The upholstered furniture industry in Poland

### 3.3.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Poland ranks as the third-largest producer of upholstered furniture globally, with a production value totaling US\$ 4 billion.
- The poor performance of main European markets, particularly Germany, has negatively impacted the Polish upholstered furniture production in 2023.
- The country is the second-largest exporter of upholstered furniture worldwide, with a significant portion of Poland's upholstered furniture production, approximately 93% exported, predominantly to Germany.
- This strategic export orientation underscores Poland's role as a key supplier to neighboring European countries, leveraging its manufacturing capabilities and competitive advantages in the furniture sector.

#### Competitive System Landscape

Polish upholstered furniture manufacturers are facing significant challenges, including limited availability of skilled workers, increasing production costs, and squeezing profit margins. Moreover, many firms struggle with financial instability, facing difficulties in accessing capital and managing cash flow amidst economic uncertainties.

In the past years, Poland has been a country of destination for production investments of leading European upholstered furniture manufacturers, particularly from Germany (such as Polipol, Himolla, 3C Gruppe and Eurocomfort Group).

Among the top players in Poland's upholstered furniture industry are Comforty (COM40 Group), Adriana, Steinpol Meble (Cotta Collection), DFM, and Wersal. These companies specialize in upholstered furniture and collectively achieve an average turnover of over US\$20 million.

A notable trend within the Polish furniture sector is the consolidation of businesses, leading to a decrease in the number of smaller companies. This shift suggests a restructuring of market dynamics, with larger firms likely gaining greater influence and market share.

#### M&A Deals and Recent News

- In July 2022, SITS and its two production units was acquired by Actona (Lars Larsen Group). As of January 1st, 2024, the SITS group companies merged into one company and changed their name to Actona Poland sp. z o.o. based in Brodnica.

**Table 3.21 - Poland.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Production         | US\$ million | 3,432  | 3,123  | 3,226  | 3,537  | 3,865  | 3,717  | 3,656  | 4,472  | 4,101  | 4,112  |
| Exports            | US\$ million | 2,860  | 2,654  | 2,795  | 3,091  | 3,401  | 3,321  | 3,365  | 4,254  | 3,863  | 3,841  |
| Imports            | US\$ million | 122    | 107    | 134    | 163    | 192    | 219    | 259    | 416    | 329    | 284    |
| Consumption*       | US\$ million | 694    | 576    | 565    | 609    | 655    | 615    | 550    | 634    | 568    | 555    |
| Production         | % ch. -US\$  |        | -9%    | 3%     | 10%    | 9%     | -4%    | -2%    | 22%    | -8%    | 0%     |
| Exports            | % ch. -US\$  |        | -7%    | 5%     | 11%    | 10%    | -2%    | 1%     | 26%    | -9%    | -1%    |
| Imports            | % ch. -US\$  |        | -12%   | 25%    | 22%    | 17%    | 14%    | 18%    | 61%    | -21%   | -14%   |
| Consumption*       | % ch. -US\$  |        | -17%   | -2%    | 8%     | 8%     | -6%    | -11%   | 15%    | -10%   | -2%    |
| export/production  | %            | 83%    | 85%    | 87%    | 87%    | 88%    | 89%    | 92%    | 95%    | 94%    | 93%    |
| import/consumption | %            | 18%    | 19%    | 24%    | 27%    | 29%    | 36%    | 47%    | 66%    | 58%    | 51%    |
| Production         | PLN million  | 10,829 | 11,782 | 12,724 | 13,361 | 13,965 | 14,272 | 14,241 | 17,274 | 18,305 | 17,279 |
| Exports            | PLN million  | 9,023  | 10,014 | 11,024 | 11,676 | 12,289 | 12,750 | 13,109 | 16,434 | 17,241 | 16,139 |
| Imports            | PLN million  | 385    | 406    | 528    | 616    | 692    | 840    | 1,009  | 1,608  | 1,470  | 1,193  |
| Consumption*       | PLN million  | 2,191  | 2,174  | 2,229  | 2,301  | 2,368  | 2,362  | 2,141  | 2,448  | 2,534  | 2,334  |
| Production         | % ch. - PLN  |        | 9%     | 8%     | 5%     | 5%     | 2%     | 0%     | 21%    | 6%     | -6%    |
| Exports            | % ch. - PLN  |        | 11%    | 10%    | 6%     | 5%     | 4%     | 3%     | 25%    | 5%     | -6%    |
| Imports            | % ch. - PLN  |        | 5%     | 30%    | 17%    | 12%    | 21%    | 20%    | 59%    | -9%    | -19%   |
| Consumption*       | % ch. - PLN  |        | -1%    | 3%     | 3%     | 3%     | 0%     | -9%    | 14%    | 3%     | -8%    |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Central and Eastern Europe Business Information Center

**Table 3.22 - Poland.**
**Exchange rates, 2014-2023**

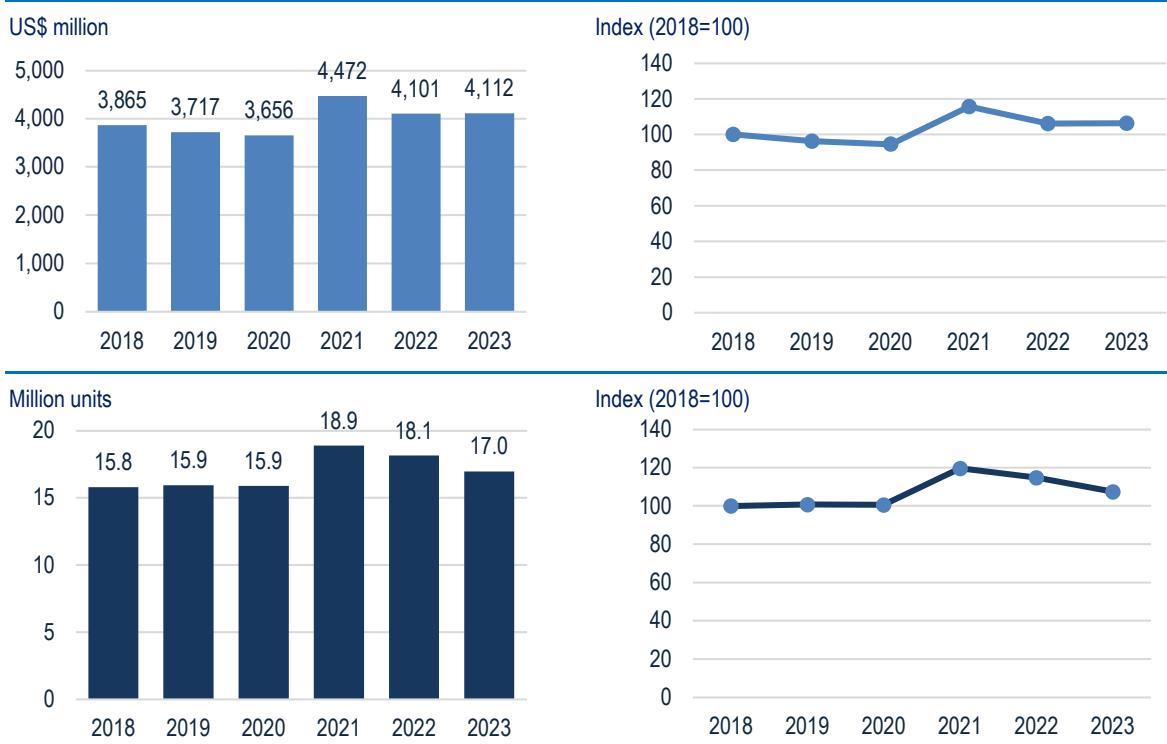
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| PLN per US\$ | 3.16 | 3.77 | 3.94 | 3.78 | 3.61 | 3.84 | 3.90 | 3.86 | 4.46 | 4.20 |
| PLN per EUR  | 4.20 | 4.19 | 4.37 | 4.27 | 4.27 | 4.30 | 4.44 | 4.57 | 4.70 | 4.55 |

Source: US Federal Reserve

### 3.3.2 Poland. Upholstered furniture production

**Figure 3.21 - Poland.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.23 - Poland.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

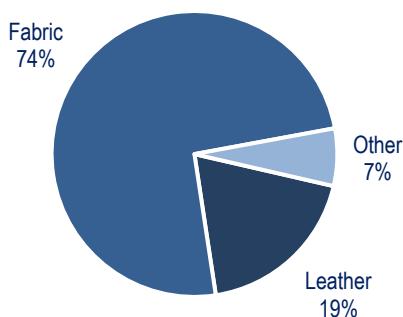
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Poland                     | 88%  | 89%  | 92%  | 95%  | 94%  | 93%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.22 - Poland.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.3.3 Poland. Major upholstered furniture manufacturers

**Table 3.24** Poland. Major upholstered furniture manufacturers by turnover

| Company                                     | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---|---|--|-------------------------------|
| Comforty (C4D COM40)                        | 371   | 100  | 371                           |
| Adriana                                     | 206   | 100  | 206                           |
| Steinpol Meble (Cotta Collection)           | 176   | 100  | 176                           |
| DFM (DFM)                                   | 147   | 100  | 147                           |
| Wersal                                      | 114   | 70   | 162                           |
| Gabi Group (Gabi)                           | 108   | 80   | 135                           |
| Polinova Polska (PBV Polipol)               | 107   | 100  | 107                           |
| Actona Poland (foremerly SITS)              | 107   | 95   | 113                           |
| Euroline (EuroComfort Group)                | 98  | 100  | 98                            |
| Europol-Meble (PBV Polipol)                 | 98  | 100  | 98                            |
| BRW Black Red White (BRW)                   | 89  | 20   | 446                           |
| Jobon (Jockenhöfer)                         | 84  | 100  | 84                            |
| Hjort Knudsen Polen (Hjort Knudsen)         | 81  | 80   | 102                           |
| Mirjan (Mirjan)                             | 80  | 70   | 114                           |
| Tappol (3C Holding)                         | 77  | 100  | 77                            |
| Trio Line Polska (Leggett&Platt/ Trio Line) | 70  | 80   | 88                            |
| Janipol Meble (PBV Polipol)                 | 69  | 100  | 69                            |
| Leopol Meble (PBV Polipol)                  | 64  | 100  | 64                            |
| Benix                                       | 62  | 85   | 73                            |
| Kler (Kler)                                 | 61  | 96   | 63                            |
| Polipol Meble                               | 59  | 100  | 59                            |
| AZ. Iwaniccy                                | 55  | 100  | 55                            |
| Rom (Aida) (Rom)                            | 49  | 100  | 49                            |
| Restyl                                      | 44  | 100  | 44                            |
| Cotta Polsterwerke (Cotta Collection)       | 44  | 100  | 44                            |
| Matex                                       | 43  | 100  | 43                            |
| Ghg (Home Group / Man Wah)                  | 43  | 100  | 43                            |
| Gala Collezione (Gala)                      | 42  | 100  | 42                            |
| Nova Polska                                 | 40  | 100  | 40                            |
| Nowy Styl Group                             | 37  | 10   | 369                           |
| Nova Mazur Design (Nova Via GmbH)           | 35  | 100  | 35                            |
| Meblo Expo                                  | 32  | 100  | 32                            |
| Intertrend (Aquinos)                        | 32  | 100  | 32                            |
| Libro                                       | 30  | 95   | 32                            |
| IMS Sofa (IMS Group)                        | 30  | 100  | 30                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.3.4 Poland. Short profiles of major upholstered furniture manufacturers

#### Actona Poland (formerly SITS)

**Actona Poland Sp. z o.o.**  
**Group:** LLG Lars Larsen Group  
**Headquarters/Main Location**  
 ul.Wi.Gen.Sikorskiego 60 - 87-300 Brodnica, Kujawsko-Pomorskie - Poland  
 T: +48 56 4930700  
**Web:** <https://www.sits.eu> ; <https://www.sitsindustry.pl>  
**Email:** [sits@actonagroup.pl](mailto:sits@actonagroup.pl)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Occasional, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 85%  
**Manufacturing plants:** 2; Poland

#### Adriana

**Adriana Furniture Sp. z o.o.**  
**Headquarters/Main Location**  
 ul. Chełmińska 14 - 86-253 Kijewo Królewskie - Poland  
 T: +48 56 6862022 ; 6772100 ; 6867018  
**Web:** <https://adrianafurniture.com>  
**Email:** [kontakt@adrianafurniture.com](mailto:kontakt@adrianafurniture.com) ; [sekretariat@adriana.com.pl](mailto:sekretariat@adriana.com.pl)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 86%  
**Manufacturing plants:** 1; Poland

#### AZ. Iwaniccy

**Meble Tapicerowane Andrzej Iwanicki, A.Z. Iwaniccy S.J.**  
**Headquarters/Main Location**  
 Kresowa 257D - 66-620 Gubin, Lubuskie - Poland  
 T: +48 68 4542 387; 4527 664  
**Web:** <http://www.aziwaniccy.com>  
**Email:** [iwaniccy@aziwaniccy.com](mailto:iwaniccy@aziwaniccy.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Poland

#### Benix

**Fabryka Mebli Benix Kaczorowscy S.J.**  
**Headquarters/Main Location**  
 Mroczeń 29 A - 63-604 Baranów - Poland  
 T: +48 62 7829116  
**Web:** <https://benix.pl>  
**Email:** [meble@benix.pl](mailto:meble@benix.pl)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 85% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 60%  
**Manufacturing plants:** 2; Poland

#### Bodzio

**Bodzio Fabryka Mebli**  
**Headquarters/Main Location**  
 Goszcz ul. Sycowska 16 - 56416 Twardogóra, Dolnoslaskie - Poland  
 T: +48 71 3158666 ; 3997000  
**Web:** <https://www.bodzio.pl>  
**Email:** [sprzedaz@bodzio.pl](mailto:sprzedaz@bodzio.pl) ; [bodzio@bodzio.pl](mailto:bodzio@bodzio.pl)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Home Office, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, RTA - DIY furniture, Contract  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 35%  
**Manufacturing plants:** 1; Poland

#### BRW Black Red White

**BRW Black Red White SA**  
**Group:** BRW  
**Headquarters/Main Location**  
 ul. Krzeszowska 63 - 23400 Bilgoraj, Lubelskie - Poland  
 T: +48 84 6850202 ; 6850104  
**Web:** <https://www.brw.pl>  
**Email:** [brw@brw.com.pl](mailto:brw@brw.com.pl) ; [bok@brwsa.com.pl](mailto:bok@brwsa.com.pl)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Home Office, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Home furniture, Mattresses, RTA - DIY furniture, Contract, Other  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 40%  
**Manufacturing plants:** 11; Poland; Ukraine, Belarus.

**Comforty**

**Com40 Sp. z o.o. sp.k.**

**Group:** C4D COM40

**Headquarters/Main Location**

ul. Podkocka 4b - 63460 Nowe Skalmierzyce, Wielkopolskie - Poland

T: +48 62 7629525

**Web:** <https://www.comforty.pl>

**Email:** info@com40.pl ; info@comforty.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Garden and Outdoor, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 40%

**Manufacturing plants:** 3; Poland; Belarus, USA.

**Cotta Polsterwerke**

**Minimaxx Sofa Sp. Z O.O.**

**Group:** Cotta Collection

**Headquarters/Main Location**

Szamotulska 23 - 64600 Oborniki - Poland

T: +48 61 6464000

**Web:** <https://cotta.li>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 99%

**Manufacturing plants:** 2; Poland

**Craft Sofa**

**Craft Sofa**

**Headquarters/Main Location**

Leśna 2 - 88-330 Gębice - Poland

T: +48 52 302 56 46

**Web:** <https://craftsofa.pl>

**Email:** craftt.biuro@gmail.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 100%

**DFM**

**DFM Sp. Z O.O. Meble**

**Group:** DFM

**Headquarters/Main Location**

ul. Olsztyńska 21 - 11040 Dobre Miasto - Poland

T: +48 89 6153650

**Web:** <https://www.dfm.pl>

**Email:** dfm@dfm.com.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 98%

**Manufacturing plants:** 3; Poland

**Euroline**

**Euroline Sp. Z O.O.**

**Group:** EuroComfort Group

**Headquarters/Main Location**

ul. Spółdzielcza 51 - 64-100 Leszno, Wielkopolskie - Poland

T: +48 65 5292920

**Web:** <http://euroline.com.pl>

**Email:** office@euroline.net.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 95%

**Manufacturing plants:** 2; Poland

**Europol-Meble**

**Europol Meble Polska Sp. Z O.O. Sp.K.**

**Group:** PBV Polipol

**Headquarters/Main Location**

Polipol Aleja 1, Podanin - 64-800 Chodzież, Wielkopolskie - Poland

T: +48 67 2828100; 2828101

**Web:** <https://europol.polipol.pl>

**Email:** firma@europol-meble.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Poland

**Gabi Group**

Gabi Jerczyński Spółka Komandytowa

**Group:** Gabi

**Headquarters/Main Location**

Piaski 9 A - 63645 Łęka Opatowska - Poland

T: +48 62 7829800

**Web:** <https://www.gabi.com.pl>

**Email:** gab@gabi.home.pl ; gab@gabi.com.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Manufacturing plants:** 2; Poland

**Gala Collezione**

Fabryka Mebli Gala Collezione Sp. Z O.O.

**Group:** Gala

**Headquarters/Main Location**

Ogon 73 - 86-065 Łochowo, Kujawsko-Pomorskie - Poland

T: +48 52 5832599

**Web:** <https://www.galameble.com> ; <https://www.sweetsit.pl>

**Email:** bok@galameble.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Occasional

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 4; Poland

**Ghg**

Ghg Sp. Z O.O.

**Group:** Home Group / Man Wah

**Headquarters/Main Location**

Leśna 32 - 13-100 Nidzica - Poland

T: +48 895249300

**Email:** production@ghgnidzica.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 100%

**Manufacturing plants:** 2; Poland

**Hjort Knudsen Polen**

Hjort Knudsen Polen Sp. Z O.O.

**Group:** Hjort Knudsen

**Headquarters/Main Location**

Wysoczka 21 - 89-320 Wysoka, Wielkopolskie - Poland

T: +48 67 2871357

**Web:** <https://hjortknudsen.com>

**Email:** office@hjortknudsen.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 2; Poland; Ukraine. 2021. The company is opening a new factory in Ukraine

**IMS Sofa**

IMS SOFA Sp. zo.o.

**Group:** IMS Group

**Headquarters/Main Location**

ul. Bydgoska 50 - 85-790 Bydgoszcz, Kujawsko-Pomorskie - Poland

T: +48 52 5838660

**Web:** <https://www.etap-sofa.pl> ; [www.newlook-sofa.pl](http://www.newlook-sofa.pl) ; <https://ims-furniture.com/>

**Email:** imssofa@ims.li

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 71%

**Manufacturing plants:** 2; Poland

**Intertrend**

Intertrend Polska Sp. Z O.O.

**Group:** Aquinos

**Headquarters/Main Location**

ul. Dziakowców 10 - 62300 Września - Poland

T: +48 61 4379595

**Web:** <https://intertrend.pl>

**Email:** biuro@intertrend.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Janipol Meble**

**Janipol Meble Polska Sp. zo.o.**

**Group:** PBV Polipol

**Headquarters/Main Location**

ul. Przemysłowa 2 - 88-160 Janikowo - Poland

T: +48 52 3543100

**Web:** <https://janipol.polipol.pl>

**Email:** firma@janipol-meble.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Poland

**Leopol Meble**

**Leopol Meble Sp. Z O.O. Sp.K.**

**Group:** PBV Polipol

**Headquarters/Main Location**

Sredzka 2 - 63-100 Zbrudzewo, Wielkopolskie - Poland

T: +48 61 2848670

**Web:** <https://leopol.polipol.pl>

**Email:** sekretariat@leopol.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Poland

**Jobon**

**Jobon Sp. Z O.O.**

**Group:** Jockenhöfer

**Headquarters/Main Location**

Bilgorajska 14 - 22-470 Zwierzyniec, Lubelskie - Poland

T: +48 84 6873500

**Web:** <https://www.jobon.pl>

**Email:** personalny@jobon.pl

**Activity:** Manufacturer

**Product Portfolio:** Bathroom Furniture, Upholstered furniture, Bedrooms, Home furniture, Garden and Outdoor

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Poland

**Libro**

**Marek Liberacki Libro**

**Headquarters/Main Location**

ul. Grunwaldzka 22C - 14260 Lubawa - Poland

T: +48 89 64 59 28

**Web:** <https://www.libro.lubawa.pl>; <http://www.salonlibro.pl>

**Email:** libro@libro.lubawa.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 95% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 50%

**Manufacturing plants:** 4; Poland

**Kler**

**Kler sa**

**Group:** Kler

**Headquarters/Main Location**

ul. Piastowska 39b - 46380 Dobrodzien, Opolskie - Poland

T: +48 34 3529100

**Web:** <https://www.kler.eu>

**Email:** kler@kler.eu

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Furnishing accessories, Contract, Textiles

**Upholstered furniture production** accounts for an estimated 96% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 51%

**Manufacturing plants:** 2; Poland

**M Line**

**M-Line Sp. Z O.O.**

**Group:** Top Line

**Headquarters/Main Location**

Sopel 13 A - 98-400 Wieruszow, Lodzkie - Poland

T: +48 62 7841477

**Email:** m-line@m-line.net

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 50%

**Manufacturing plants:** 1; Poland

**Maripol Meble****Maripol Meble Polska****Group:** PBV Polipol**Headquarters/Main Location**

Jana Kilińskiego 1 - 76-251 Kobylnica - Poland

T: +48 59 3061951

**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 2; Poland**Matex****Matex Sp. Z O.O.****Headquarters/Main Location**

Starczowo 4 - 62-330 Staniszewo, Wielkopolskie - Poland

T: +48 61 4373 300

**Web:** <http://www.matex-polstermoebel.com.pl>**Email:** [info@matex-polstermoebel.com.pl](mailto:info@matex-polstermoebel.com.pl)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; Poland**Meble Vox****Meble Vox Sp. Z O.O. S.K.A.****Group:** Vox Capital Group**Headquarters/Main Location**

ul. Gdyńska 143 - 62-006 Czerwonak - Poland

T: +48 61 8151235

**Web:** <https://www.vox.pl>**Email:** [informacja@vox.pl](mailto:informacja@vox.pl) ; [sklep@vox.pl](mailto:sklep@vox.pl)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, RTA - DIY furniture**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; Poland**Meble Wajnert****Wajnert Meble sp.z.o.o.****Headquarters/Main Location**

ul. Kolejowa 67 - 56-513 Miedzyborz, Dolnośląskie - Poland

T: +48 62 786-9710 ; 786-97-39

**Web:** <https://www.wajnert.pl>**Email:** [bok@wajnert.com.pl](mailto:bok@wajnert.com.pl) ; [info@wajnert.com.pl](mailto:info@wajnert.com.pl)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Contract**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Export share on total turnover:** 65%**Manufacturing plants:** 2; Poland**Meblex****Meblex Sp. Z O.O.****Headquarters/Main Location**

Zachodnia 6-10, - 62-800 Kalisz - Poland

T: +48 62 7687230

**Web:** <http://meblex.com.pl>**Email:** [meblex@meblex.com.pl](mailto:meblex@meblex.com.pl)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Poland**Meblo Expo****Beskidzkie Fabryki Mebli Sp. Z O.O. (Meblo-Expo - Befame)****Headquarters/Main Location**

ul. Piekarska 130 - 43-300 Bielsko-Biała - Poland

T: +48 33 828 73 00 ; 845 60 61 ; 828 20 60

**Web:** <https://befame.com>**Email:** [contact@befame.com](mailto:contact@befame.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 70%**Manufacturing plants:** 1; Poland

**Mirjan**

**Mirjan 24 Sp. Z O.O.**

**Group:** Mirjan

**Headquarters/Main Location**

Łęka Mroczeńska 102 - 63-604 Baranów - Poland

T: +48 513 001 957

**Web:** <https://www.mirjan24.pl>

**Email:** biuro@mirjan24.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Garden and Outdoor

**Upholstered furniture production** accounts for an estimated 70% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Poland

**MTI Furninova Polska**

**MTI-Furninova Polska Sp. z o.o.**

**Group:** Stommen Group

**Headquarters/Main Location**

ul. Bolesława Chrobrego 3 - 11-400 Kętrzyn, Warmińsko-Mazurskie - Poland

T: +48 89 7513265

**Web:** <https://www.mti-furninova.pl>

**Email:** info@mti-furninova.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 80% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 1; Poland

**Nova Mazur Design**

**Nova Mazur Design Sp. Z O.O.**

**Group:** Nova Via GmbH

**Headquarters/Main Location**

Inwestycyjna 3 - 11-200 Bartoszyce, Warmińsko-Mazurskie - Poland

T: +48 89 7621465

**Web:** <https://novamazur.pl>

**Email:** info@novavia.de ; info@castello-moebel.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 1; Poland

**Nova Polska**

**Nova Polska Sp. Z o.o.**

**Group:** Nova Via GmbH

**Headquarters/Main Location**

ul. Szarych Szeregów 10 - 63-000 Środa Wlkp. - Poland

T: +48 61 2860611

**Web:** <http://www.novapolska.pl>

**Email:** npinfo@o2.pl

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 2; Poland

**Nowy Styl Group**

**Nowy Styl Sp. z o.o.**

**Group:** Nowy Styl

**Headquarters/Main Location**

Pużaka 49 - 38-400 Krosno - Poland

T: +48 13 4376100; 4376154 ; 4361341; 4376186

**Web:** <https://nowystylgroup.com>

**Email:** info@nowystylgroup.com ; marketing@nowystyl.com.pl; export@nowystylgroup.com

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Tables and Chairs, RTA - DIY furniture, Contract, Healthcare furniture, Educational furniture

**Upholstered furniture production** accounts for an estimated 10% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 87%

**Manufacturing plants:** 6; Poland; Germany, Switzerland, France and Hungary. The company also has joint ventures in Türkiye, Ukraine, and Kazakhstan.

**Oflor**

**Oflor sp. z o.o.**

**Group:** Domo Gruppe

**Headquarters/Main Location**

Psarskie , ul. Leśna 6a - 63-100 Śrem - Poland

T: +48 612 814 380

**Web:** <http://oflor.pl>

**Email:** info@oflor.kropka.pl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 1; Poland

**Poldem Group**

**Poldem Groupe**  
**Group:** Poldem Group  
**Headquarters/Main Location**  
 ul. Pabianicka 184/186 - 93-402 Łódź - Poland  
 T: +48 42 633-82-03  
 Web: <https://poldem.pl>  
 Email: [info@poldem.pl](mailto:info@poldem.pl)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 95%  
**Manufacturing plants:** 3; Poland

**Polinova Polska**

**Polinova Polska**  
**Group:** PBV Polipol  
**Headquarters/Main Location**  
 Spółka z ograniczoną odpowiedzialnością Sp.k - 62-100 Wągrowiec - Poland  
 T: +48 67 354 03 00  
 Web: <https://polinova.polipol.pl>  
 Email: [firma@polinova-polska.pl](mailto:firma@polinova-polska.pl)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Poland

**Polipol Meble**

**Polipol Meble Sp. Z O.O.**  
**Group:** PBV Polipol  
**Headquarters/Main Location**  
 Zakładowa 1 - 89-604 Chojnice, Pomorskie - Poland  
 T: +48 52 3965310  
 Web: <http://www.polipol.pl>  
 Email: [polipol@polipol.pl](mailto:polipol@polipol.pl)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Poland

**Primavera Furniture**

**Primavera Furniture Sp. Z O.O.**  
**Headquarters/Main Location**  
 Barczewski Dwór 7 - 11010 Barczewo, Warmińsko-Mazurskie - Poland  
 T: +48 89 5141153 ; 5141300  
 Web: <https://primaverafurniture.pl>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Occasional, Garden and Outdoor  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 99%  
**Manufacturing plants:** 1; Poland

**Profim**

**Flokk Sp. z o.o. (Profim)**  
**Group:** Flokk  
**Headquarters/Main Location**  
 ul. Gornicza 8 - 62-700 Turek, Wielkopolskie - Poland  
 T: +48 63 2785181  
 Web: <https://www.profim.pl>  
 Email: [profim@profim.pl](mailto:profim@profim.pl)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Seating, Upholstered furniture, Occasional, Contract  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 70%  
**Manufacturing plants:** 1; Poland

**Restyl**

**Restyl Sp. Z O.O.**  
**Headquarters/Main Location**  
 Pawla 43 - 41-708 Ruda, Śląskie - Poland  
 T: +48 32 2482071  
 Web: <http://www.restyl.pl>  
 Email: [restyl@wp.pl](mailto:restyl@wp.pl)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Home furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Poland

**Rom (Aida)**

ROM Sp. z o.o.

**Group:** Rom**Headquarters/Main Location**

ul. Wileńska 15 - 56-400 Oleśnica - Poland

T: +48 71 798 40 00

Web: <http://www.rom.be>Email: [info@rom.be](mailto:info@rom.be)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Poland**Steinpol Meble**

Steinpol Central Services Sp. Z o.o.

**Group:** Cotta Collection**Headquarters/Main Location**

Ul. Fabryczna 13 - 69110 Rzepin, Lubuskie - Poland

T: +48 95 7592601

Web: <https://www.steinpol.com.pl>Email: [info@steinpol.com.pl](mailto:info@steinpol.com.pl)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 96%**Manufacturing plants:** 7; Poland**Stella**

Stella Sp. z.o.o

**Group:** Poldem Group**Headquarters/Main Location**

ul. Pabianicka 184/186 - 93-402 Łódź - Poland

T: +48 42 633-82-03

Web: <https://stella-furniture.pl>Email: [contact@stella-furniture.pl](mailto:contact@stella-furniture.pl)**Activity:** Manufacturer - plant**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Poland**Tappol**

Tappol Sp. Z O.O.

**Group:** 3C Holding**Headquarters/Main Location**

ul. Słonawy 33A - 64-600 Oborniki, Wielkopolskie - Poland

T: +48 61 22 73 000

Web: <https://www.tappol.pl>Email: [sekretariat@tappol.pl](mailto:sekretariat@tappol.pl)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; Poland**Trio Line Polska**

Trio Line Polska Sp. Z O.O.

**Group:** Leggett&Platt/ Trio Line**Headquarters/Main Location**

Mosinska 10 - 62-060 Stęszew, Wielkopolskie - Poland

T: +48 +48 61 8195480 ; +48 61 8134070

Web: <https://lpworkfurniture.com/divisions/trio-line>Email: [kuba@triline.com](mailto:kuba@triline.com)**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Manufacturing plants:** 3; Poland**Vero**

Vero Sp. Z O.O.

**Group:** Kler**Headquarters/Main Location**

Piastowska 68 - 46-380 Dobrodzień, Opolskie - Poland

T: +48 34 3510920

Web: <https://www.vero.pl>Email: [vero@vero.pl](mailto:vero@vero.pl)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Poland

**Victoria Meble**

Victoria-Meble Sp. Z O.O.  
**Headquarters/Main Location**  
5 Polna street - 64-560 Ostroróg - Poland

T: +48 61 291 60 18  
**Web:** <http://www.victoriameble.pl>

**Email:** biuro2@victoriameble.pl  
**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Poland

**Wersal**

Fabryka mebli Wer-sal Kaczorowscy sp.j. - Wersal  
**Headquarters/Main Location**

Jankowy 1A - 63-604 Baranow - Poland  
T: +48 62 7829219

**Web:** <https://wersal.pl>  
**Email:** serwis@wersal.pl  
**Activity:** Manufacturer

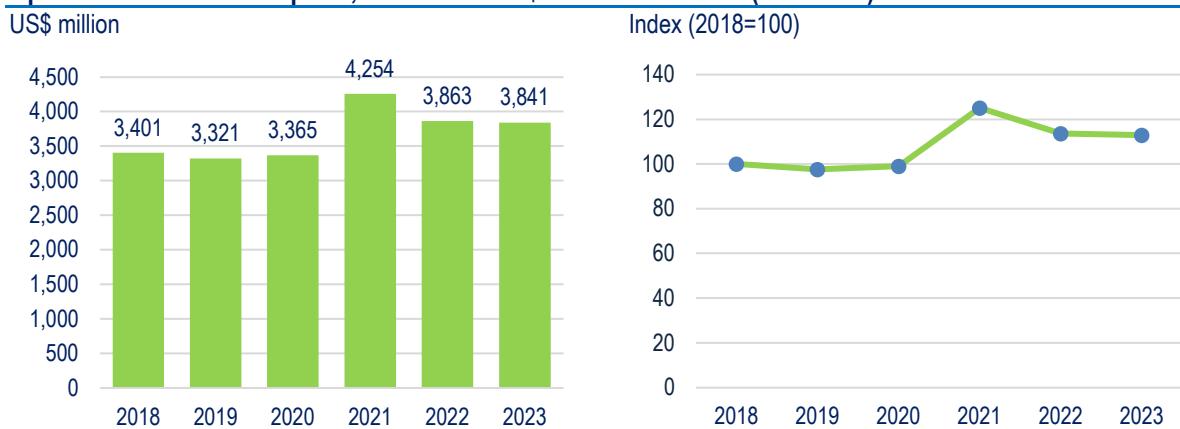
**Product Portfolio:** Upholstered furniture, Beds, Mattresses  
**Upholstered furniture production** accounts for an estimated 70% of total revenues

**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 3; Poland

### 3.3.5 Poland. Upholstered furniture exports

**Figure 3.23 - Poland.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

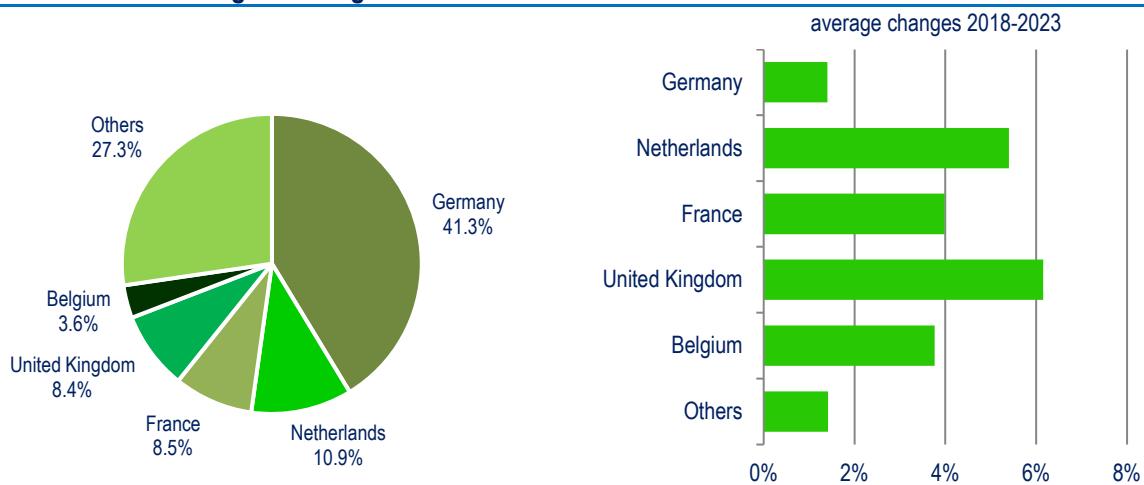


Source: CSIL processing of official data

**Figure 3.24 - Poland.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.25 - Poland.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| Germany                 | 1479.3       | 1440.2 | 1485.9 | 1762.9 | 1579.9 | 1586.0 | 43.5    | 41.3  | 0.4              | 1.4        |
| Netherlands             | 322.3        | 336.5  | 366.1  | 436.2  | 391.6  | 419.2  | 9.5     | 10.9  | 7.0              | 5.4        |
| France                  | 269.5        | 272.0  | 251.2  | 353.6  | 315.9  | 327.6  | 7.9     | 8.5   | 3.7              | 4.0        |
| United Kingdom          | 239.6        | 245.9  | 242.1  | 385.8  | 341.2  | 323.0  | 7.0     | 8.4   | -5.3             | 6.2        |
| Belgium                 | 113.4        | 106.1  | 102.3  | 142.2  | 135.5  | 136.5  | 3.3     | 3.6   | 0.7              | 3.8        |
| Czech Republic          | 110.4        | 112.4  | 115.6  | 143.4  | 133.9  | 132.0  | 3.2     | 3.4   | -1.4             | 3.6        |
| Austria                 | 99.1         | 98.2   | 112.9  | 135.0  | 116.3  | 117.2  | 2.9     | 3.1   | 0.7              | 3.4        |
| Sweden                  | 139.6        | 121.9  | 112.4  | 131.4  | 130.6  | 115.5  | 4.1     | 3.0   | -11.5            | -3.7       |
| Denmark                 | 99.5         | 96.0   | 89.4   | 118.3  | 114.7  | 112.8  | 2.9     | 2.9   | -1.7             | 2.5        |
| Switzerland             | 75.3         | 76.6   | 86.4   | 113.3  | 99.3   | 105.1  | 2.2     | 2.7   | 5.8              | 6.9        |
| top 10                  | 2948.0       | 2905.8 | 2964.3 | 3722.2 | 3358.9 | 3374.8 | 86.7    | 87.9  | 0.5              | 2.7        |
| others                  | 453.0        | 414.8  | 401.2  | 532.2  | 504.2  | 465.7  | 13.3    | 12.1  | -7.6             | 0.6        |
| <b>Americas</b>         | 63.0         | 39.9   | 27.2   | 46.8   | 53.7   | 46.1   | 1.9     | 1.2   | -14.1            | -6.1       |
| - North America         | 62.0         | 39.1   | 26.9   | 46.2   | 52.9   | 44.9   | 1.8     | 1.2   | -15.1            | -6.3       |
| - Central-South America | 1.0          | 0.8    | 0.4    | 0.6    | 0.8    | 1.2    | 0.0     | 0.0   | 57.1             | 5.1        |
| <b>Asia and Pacific</b> | 16.2         | 16.7   | 13.0   | 11.9   | 8.4    | 11.2   | 0.5     | 0.3   | 34.2             | -7.0       |
| <b>Europe</b>           | 3296.1       | 3240.8 | 3299.5 | 4162.4 | 3768.3 | 3755.5 | 96.9    | 97.8  | -0.3             | 2.6        |
| - European Union (27)   | 2909.2       | 2852.2 | 2902.0 | 3576.0 | 3252.7 | 3261.2 | 85.5    | 84.9  | 0.3              | 2.3        |
| - UK, CH, NO, IS        | 359.6        | 361.7  | 366.1  | 541.5  | 481.6  | 459.0  | 10.6    | 12.0  | -4.7             | 5.0        |
| - Other Europe          | 27.3         | 27.0   | 31.4   | 44.9   | 34.0   | 35.3   | 0.8     | 0.9   | 3.6              | 5.3        |
| <b>Middle East</b>      | 21.1         | 18.8   | 19.3   | 27.1   | 26.2   | 21.5   | 0.6     | 0.6   | -17.8            | 0.4        |
| <b>Africa</b>           | 3.1          | 3.1    | 5.0    | 4.1    | 4.2    | 4.0    | 0.1     | 0.1   | -5.8             | 5.2        |
| <b>Other Countries</b>  | 1.6          | 1.3    | 1.4    | 2.2    | 2.2    | 2.2    | 0.0     | 0.1   | -1.5             | 6.3        |
| <b>World Total</b>      | 3401.0       | 3320.6 | 3365.4 | 4254.4 | 3863.0 | 3840.5 | 100.0   | 100.0 | -0.6             | 2.5        |

Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.3.6 Poland. Upholstered furniture imports

**Figure 3.25 - Poland.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

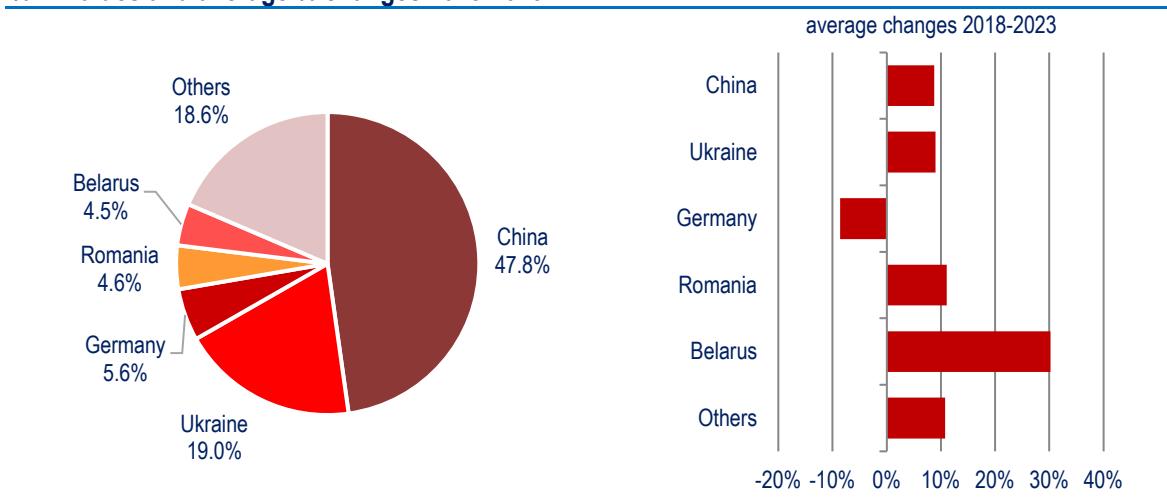


Source: CSIL processing of official data

**Figure 3.26 - Poland.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.26 - Poland.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 89.0         | 111.0 | 126.0 | 215.8 | 162.3 | 135.6 | 46.5    | 47.8  | -16.4            | 8.8        |
| Ukraine                 | 35.0         | 39.1  | 45.4  | 60.8  | 51.5  | 53.8  | 18.3    | 19.0  | 4.5              | 9.0        |
| Germany                 | 24.8         | 20.3  | 23.3  | 32.6  | 23.1  | 15.8  | 12.9    | 5.6   | -31.8            | -8.6       |
| Romania                 | 7.8          | 7.7   | 9.3   | 14.1  | 15.1  | 13.2  | 4.1     | 4.6   | -12.7            | 11.1       |
| Belarus                 | 3.4          | 7.9   | 10.8  | 24.4  | 17.4  | 12.7  | 1.8     | 4.5   | -27.2            | 30.2       |
| Czech Republic          | 1.9          | 2.1   | 2.8   | 3.3   | 5.2   | 7.1   | 1.0     | 2.5   | 37.0             | 30.4       |
| Italy                   | 6.9          | 4.8   | 4.4   | 8.2   | 7.8   | 7.0   | 3.6     | 2.5   | -9.6             | 0.4        |
| Sweden                  | 3.0          | 4.1   | 5.6   | 7.0   | 7.0   | 5.5   | 1.6     | 1.9   | -21.2            | 12.7       |
| Denmark                 | 5.0          | 6.2   | 7.0   | 9.1   | 7.5   | 5.4   | 2.6     | 1.9   | -27.5            | 1.6        |
| Netherlands             | 0.9          | 1.0   | 2.2   | 2.6   | 3.0   | 5.0   | 0.5     | 1.8   | 64.8             | 40.7       |
| top 10                  | 177.7        | 204.1 | 236.7 | 377.9 | 299.9 | 261.2 | 92.7    | 92.0  | -12.9            | 8.0        |
| others                  | 13.9         | 14.7  | 22.4  | 38.4  | 29.4  | 22.7  | 7.3     | 8.0   | -22.7            | 10.3       |
| <b>Americas</b>         | 0.2          | 0.1   | 0.1   | 0.1   | 0.2   | 0.1   | 0.1     | 0.0   | n.s.             | -20.9      |
| - North America         | 0.2          | 0.1   | 0.1   | 0.1   | 0.2   | 0.1   | 0.1     | 0.0   | n.s.             | -21.5      |
| - Central-South America | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>Asia and Pacific</b> | 92.4         | 114.4 | 129.3 | 222.7 | 168.2 | 141.1 | 48.2    | 49.7  | -16.2            | 8.8        |
| <b>Europe</b>           | 98.7         | 104.1 | 129.5 | 193.1 | 160.5 | 142.4 | 51.5    | 50.1  | -11.3            | 7.6        |
| - European Union (27)   | 57.0         | 53.0  | 68.2  | 101.8 | 85.3  | 70.9  | 29.7    | 25.0  | -16.9            | 4.5        |
| - UK, CH, NO, IS        | 0.9          | 0.7   | 1.1   | 0.8   | 0.4   | 0.5   | 0.5     | 0.2   | 24.5             | -10.3      |
| - Other Europe          | 40.8         | 50.5  | 60.2  | 90.6  | 74.8  | 70.9  | 21.3    | 25.0  | -5.2             | 11.7       |
| <b>Middle East</b>      | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | 16.1       |
| <b>Africa</b>           | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | 11.4             | 7.6        |
| <b>Other Countries</b>  | 0.2          | 0.2   | 0.3   | 0.3   | 0.3   | 0.4   | 0.1     | 0.1   | 32.8             | 11.3       |
| <b>World Total</b>      | 191.6        | 218.9 | 259.1 | 416.3 | 329.3 | 284.0 | 100.0   | 100.0 | -13.8            | 8.2        |

Source: CSIL processing of official data

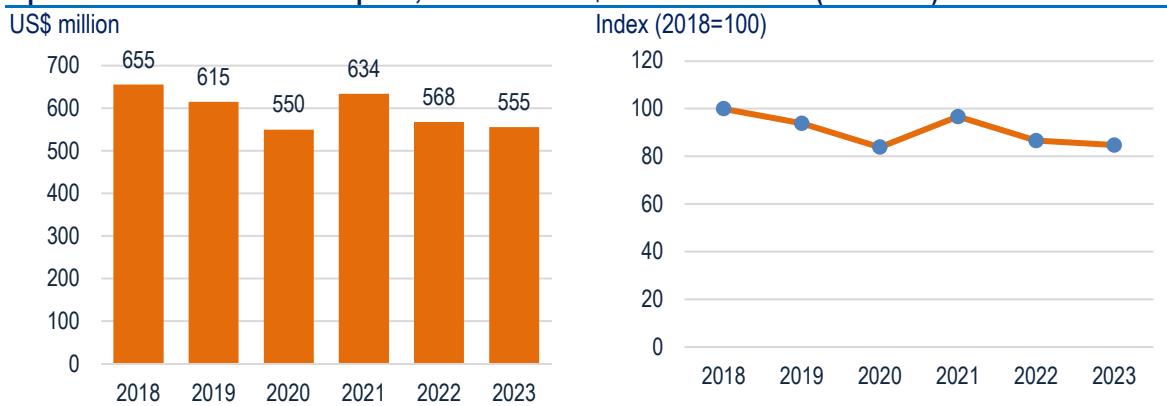
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.3.7 Poland. Upholstered furniture consumption

**Figure 3.27 - Poland.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.27 - Poland.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

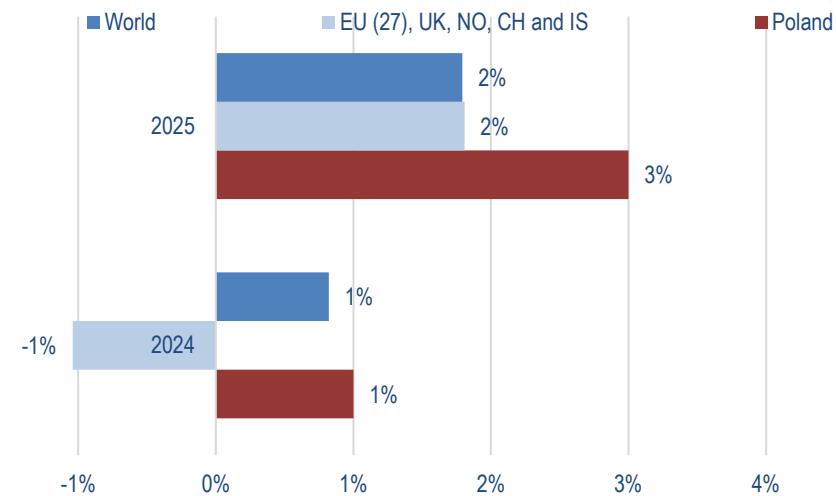
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Poland                     | 29%  | 36%  | 47%  | 66%  | 58%  | 51%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.28 - Poland.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

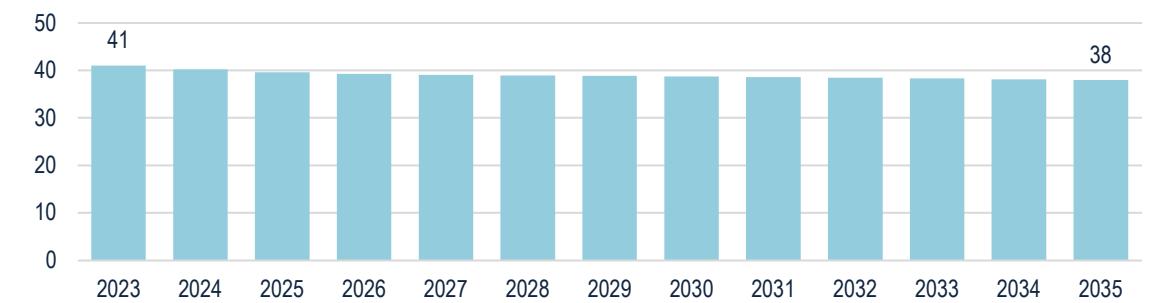


Source: CSIL

### 3.3.8 Poland. Population forecasts

**Figure 3.29 - Poland.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.28 - Poland.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 14 |
| Urban Population | % of total | 60 |

Source: UN, World Bank

Last available year

**Table 3.29 - Poland.**

**Resident population in main cities\* and projected growth**

| Cities            | Population (thousand) |       |       |
|-------------------|-----------------------|-------|-------|
|                   | 2020                  | 2025  | 2030  |
| Warszawa (Warsaw) | 1,783                 | 1,800 | 1,800 |
| Kraków (Cracow)   | 769                   | 769   | 769   |
| Łódź              | 677                   | 650   | 625   |
| Wrocław           | 641                   | 642   | 642   |
| Poznań            | 531                   | 518   | 506   |
| Gdańsk            | 465                   | 466   | 465   |
| Szczecin          | 401                   | 397   | 392   |
| Bydgoszcz         | 348                   | 339   | 330   |
| Lublin            | 335                   | 327   | 319   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.3.9 Poland. Comparison with the global upholstered furniture sector

Figure 3.30 - Poland.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Table 3.30 - Poland.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 313   | 31       |
| Population                                   | Million               | 37    | 27       |
| Urban Population                             | % of total population | 60    | 55       |
| Total GNP                                    | US\$ billion          | 696   | 22       |
| Per capita GNP                               | US\$                  | 18900 | 44       |
| Household Consumption Exp.                   | US\$ billion          | 398   | 21       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 1649  | 18       |
| Per capita GNP at PPP                        | US\$                  | 44770 | 37       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.4 The upholstered furniture industry in Vietnam

### 3.4.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Vietnam has emerged as a major global player in the upholstered furniture industry, ranking fourth worldwide with a production value reaching US\$ 4 billion.
- The increase in local production capacity is also due to recent investments in manufacturing plants expansion of leading Chinese manufacturers into the country, in light of the escalating US-China trade conflict.
- The country's robust manufacturing sector is primarily export-oriented, with approximately 96% of its upholstered furniture production destined for international markets, notably the United States.
- Over the past decade, Vietnam's share of global upholstered furniture exports has seen remarkable growth, expanding from 3% in 2014 to 11% by 2023. This upward trajectory underscores Vietnam's increasing competitiveness and capability in meeting global demand.
- In 2023, exports significantly declined by double-digit rates, primarily due to the poor performance of key outlet markets, especially the US.

#### Competitive System Landscape

In Vietnam, the upholstered furniture manufacturing sector is primarily characterized by subsidiaries and manufacturing suppliers catering to prominent furniture companies from the United States, China, and Europe. Among the key players in the industry are Timberland (a subsidiary of Man Wah Holdings Ltd), Motomotion Vietnam (under HHC Corp), Wanek Furniture (affiliated with Ashley Furniture Industries Inc.), Happy Furniture (part of the Ounoya Group), and Lehoo Vietnam (operated by Lehoo). These companies specialize in upholstered furniture production and collectively achieve an average turnover of approximately US\$ 140 million.

#### M&A Deals and Recent News

- In 2022, Kuka, the leading Chinese upholstered furniture manufacturer, added the production of stationary upholstered furniture and opened another dining and accent furniture facility in Vietnam.
- In May 2022, Truong Thanh Furniture (TTF), a partner of Natuzzi for producing upholstery in Vietnam for the North American market, acquired a 20% stake in Natuzzi Singapore PTE Ltd.

**Table 3.31 - Vietnam.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021    | 2022    | 2023        |
|--------------------|--------------|--------|--------|--------|--------|--------|--------|--------|---------|---------|-------------|
| Production         | US\$ million | 735    | 810    | 1,034  | 1,383  | 1,655  | 2,504  | 3,485  | 4,978   | 4,612   | 3,906       |
| Exports            | US\$ million | 647    | 726    | 942    | 1,284  | 1,565  | 2,429  | 3,411  | 4,884   | 4,481   | 3,764       |
| Imports            | US\$ million | 54     | 64     | 48     | 57     | 92     | 140    | 163    | 130     | 226     | 185         |
| Consumption*       | US\$ million | 142    | 147    | 140    | 156    | 183    | 215    | 236    | 224     | 357     | 327         |
| Production         | % ch. - US\$ |        |        | 10%    | 28%    | 34%    | 20%    | 51%    | 39%     | 43%     | -7%<br>-15% |
| Exports            | % ch. - US\$ |        |        | 12%    | 30%    | 36%    | 22%    | 55%    | 40%     | 43%     | -8%<br>-16% |
| Imports            | % ch. - US\$ |        |        | 18%    | -24%   | 18%    | 63%    | 52%    | 16%     | -20%    | 73%<br>-18% |
| Consumption*       | % ch. - US\$ |        |        | 4%     | -5%    | 11%    | 18%    | 18%    | 10%     | -5%     | 59%<br>-8%  |
| export/production  | %            | 88%    | 90%    | 91%    | 93%    | 95%    | 97%    | 98%    | 98%     | 97%     | 96%         |
| import/consumption | %            | 38%    | 43%    | 35%    | 36%    | 50%    | 65%    | 69%    | 58%     | 63%     | 56%         |
| Production         | VND billion  | 15,572 | 17,753 | 23,115 | 31,411 | 38,107 | 58,170 | 80,962 | 114,174 | 107,965 | 93,109      |
| Exports            | VND billion  | 13,707 | 15,919 | 21,067 | 29,164 | 36,021 | 56,425 | 79,255 | 112,012 | 104,898 | 89,714      |
| Imports            | VND billion  | 1,147  | 1,395  | 1,079  | 1,290  | 2,127  | 3,253  | 3,777  | 2,984   | 5,281   | 4,409       |
| Consumption*       | VND billion  | 3,012  | 3,229  | 3,127  | 3,537  | 4,213  | 4,998  | 5,484  | 5,146   | 8,349   | 7,804       |
| Production         | % ch. - VND  |        |        | 14%    | 30%    | 36%    | 21%    | 53%    | 39%     | 41%     | -5%<br>-14% |
| Exports            | % ch. - VND  |        |        | 16%    | 32%    | 38%    | 24%    | 57%    | 40%     | 41%     | -6%<br>-14% |
| Imports            | % ch. - VND  |        |        | 22%    | -23%   | 19%    | 65%    | 53%    | 16%     | -21%    | 77%<br>-17% |
| Consumption*       | % ch. - VND  |        |        | 7%     | -3%    | 13%    | 19%    | 19%    | 10%     | -6%     | 62%<br>-7%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Vietnamese Trade Information Centre

**Table 3.32 - Vietnam.****Exchange rates, 2014-2023**

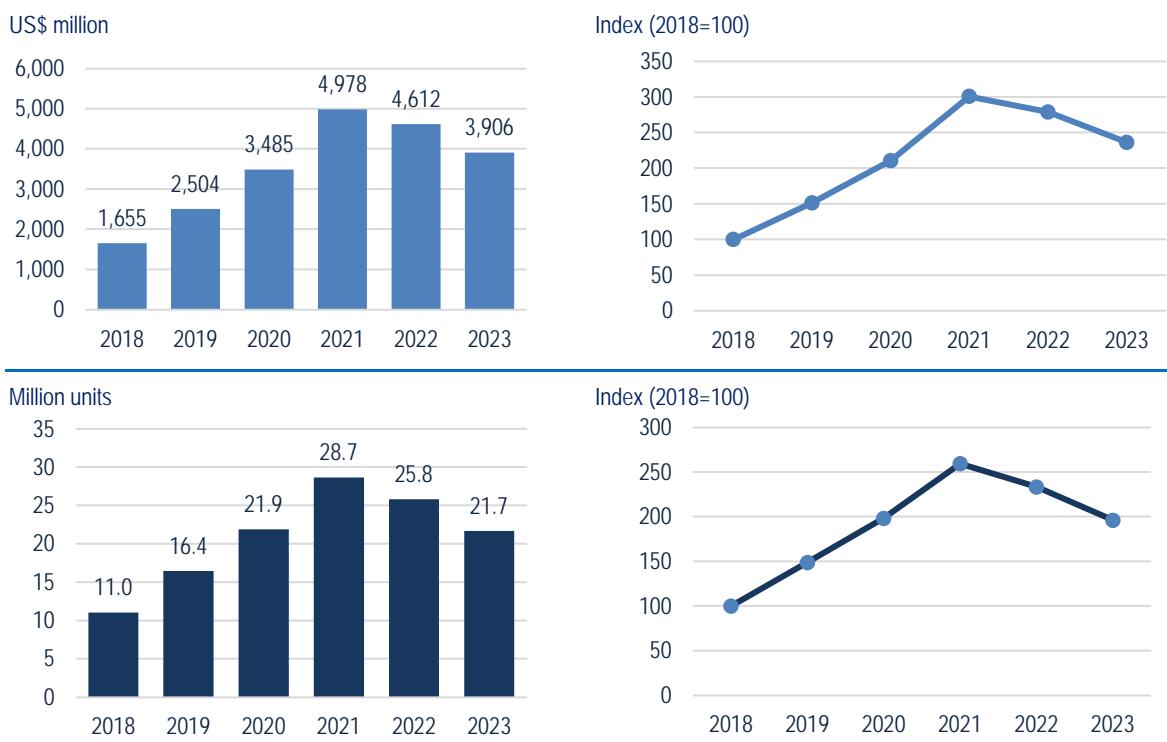
|              | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |
|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| VND per US\$ | 21195.3 | 21922.4 | 22365.5 | 22715.0 | 23022.0 | 23228.0 | 23233.0 | 22936.0 | 23411.0 | 23836.0 |
| VND per EUR  | 28183.4 | 24325.1 | 24763.0 | 25670.2 | 27205.1 | 26001.4 | 26508.9 | 27133.3 | 24661.1 | 25783.4 |

Source: US Federal Reserve

### 3.4.2 Vietnam. Upholstered furniture production

**Figure 3.31 - Vietnam.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2017=100)**



Source: CSIL

**Table 3.33 - Vietnam.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

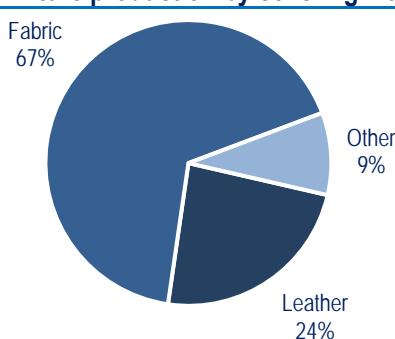
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Vietnam          | 95%  | 97%  | 98%  | 98%  | 97%  | 96%  |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.32 - Vietnam.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.4.3 Vietnam. Major upholstered furniture manufacturers

**Table 3.34** Vietnam. Major upholstered furniture manufacturers by turnover

| Company  | Upholstered<br>furniture turnover<br>(Million US\$) | % share of<br>upholstered furniture<br>in company's turnover | Total turnover<br>(Million US\$) |
|--|---|--|----------------------------------|
| Timberland (Man Wah Holdings Ltd)  | 272   | 100  | 272                              |
| Motomotion Vietnam (HHC Corp)  | 150   | 100  | 150                              |
| Wanek Furniture (Ashley Furniture Ind. Inc)                                    | 111   | 30   | 370                              |
| Happy Furniture (Ounoya Group)   | 90  | 90   | 100                              |
| Lehoo Vietnam (Lehoo)  | 90  | 100  | 90                               |
| Tan Hoang Gia Trading  | 54  | 100  | 54                               |
| White Feathers International (White Feathers Industries )                      | 52  | 100  | 52                               |
| Nitori Furniture Vietnam (Nitori Holding)                                      | 33  | 10   | 327                              |
| Rochdale (Rochdale Spears)   | 32  | 25   | 128                              |
| Vietnam Hang Phong Furniture   | 25  | 100  | 25                               |
| AA Corporation Construction Architecture                                       | 24  | 30   | 80                               |
| Master Sofa International (Master Sofa Industries Sdn Bhd (Maximus - Maestro)) | 23  | 100  | 23                               |
| Truong Thanh Furniture   | 21  | 25   | 85                               |
| Grand Art Furniture  | 21  | 100  | 21                               |
| IMG (Vietnam) (Ekornes QM Holding AS)  | 17  | 100  | 17                               |
| Casarredo Manufacturing (Casarredo)  | 14  | 100  | 14                               |
| Wendelbo (Wendelbo)  | 13  | 70   | 18                               |
| Livax (Livax JP (Baba Kagu))   | 10  | 100  | 10                               |
| Carezza (VN) (Carezza)   | 10  | 100  | 10                               |
| Arreda (Fukui)   | 8   | 100  | 8                                |
| Vietnam Polygrace Furniture (Polygrace)  | 8   | 100  | 8                                |
| Delancey Street Furniture Vietnam  | 7   | 100  | 7                                |
| Kuka Sofa Vietnam (Kuka)   | 6   | 100  | 6                                |
| Quynh VY   | 6   | 100  | 6                                |
| Prosper  | 4   | 20   | 22                               |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.4.4 Vietnam. Short profiles of major upholstered furniture manufacturers

#### AA Corporation Construction Architecture

**AA Corporation Construction Architecture Joint Stock Company**

**Headquarters/Main Location**

Bitexco Financial Tower, Floor 02, 02 Hai Trieu, Ben Nghe Ward,

District 01 - Ho Chi Minh - Vietnam

T: +84 28 6287 5111; 8468826 ; 8468827 ; 37442728

**Web:** <https://www.aacorporation.com>

**Email:** [info@aacorporation.com](mailto:info@aacorporation.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Contract, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 40%

**Manufacturing plants:** 4; Vietnam; Bhutan.

#### Arreda

Fukui Viet NAM Furniture Company Limited

**Group:** Fukui

**Headquarters/Main Location**

Lo C1, Road Doc 2, Industrial Park Phu An Thanh, - Commune An Thanh, Long An Province - Vietnam

T: +84 272 3637965

**Web:** <https://www.arredahomestyling.com.vn>

**Email:** [yatagai@f-fukui.co.jp](mailto:yatagai@f-fukui.co.jp)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Occasional

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 100%

#### Carezza

Carezza

**Group:** Carezza

**Headquarters/Main Location**

22F Shun Kwong Building 8 Des Voeux Road West - Sheung Wan - Hong Kong

T: +852 2164 0099

**Web:** <https://carezzadesign.com>

**Email:** [info@carezzadesign.com](mailto:info@carezzadesign.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 100%

**Manufacturing plants:** 3; Vietnam.

#### Casarredo Manufacturing

Casarredo Manufacturing Co. Ltd

**Group:** Casarredo

**Headquarters/Main Location**

32 Tu Do Avenue, Vietnam Singapore Industrial Park - Thuan An, Binh Duong Province - Vietnam

T: +84 274 3784 717/ 8

**Web:** <http://casarredo.com.sg>

**Email:** [enquiry@casarredo.com.sg](mailto:enquiry@casarredo.com.sg)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 2; Vietnam; Malaysia.

#### Delancey Street Furniture Vietnam

Delancey Street Furniture Vietnam Company Limited

**Headquarters/Main Location**

Lo H9 (Khu B1 ), Road D10 , Industrial Park Rach Bap - Commune An Dien, Thuan An - Vietnam

T: +84 28 615896404601

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 1; Vietnam

### Grand Art Furniture

**Grand Art Furniture (Viet Nam) Co., Ltd.**

**Headquarters/Main Location**

D17 Street, My Phuoc 1 Industrial Park - Ben Cat, Binh Duong Province - Vietnam

T: +84 650 3558356/357/369

Email: gaf\_sal2@grandartfurniture.com ;  
gaf\_hr@grandartfurniture.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 100%

**Manufacturing plants:** 1; Vietnam

### Happy Furniture

**Happy Furniture (Vietnam) Co.,Ltd.**

**Group:** Ounoya Group

**Headquarters/Main Location**

9 Street, Tam Phuoc Industrial Zone - Long Thanh District, Dong Nai Province - Vietnam

T: +84 61 3280189

Web: <http://www.happyfurniturevn.com>

Email: info@happyfurniturevn.com

**Activity:** Manufacturer, Wholesaler

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Vietnam

### Ho Nai

**Ho Nai Co. Ltd**

**Headquarters/Main Location**

Block 8, Long Binh ward - Bien Hoa City, Dong Nai Province - Vietnam

T: +84 61 985182 ; 3987037

Web: <https://mmhonaifurniture.com>

Email: honaiwoodexp@honaifurniture.com.vn ;  
ly@honaifurniture.com.vn

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms

**Upholstered furniture production** accounts for an estimated 15% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 1; Vietnam

### Hoa Phat Furniture

**The One Furniture Trading And Manufacturing JSC**  
(formerly Hoa Phat Furniture)

**Headquarters/Main Location**

Pho Nai A Industrial Zone, Giai Pham Commune - Yen My District, Hung Yen Province - Vietnam

T: +84 4 9782914

Web: <https://noithattheone.vn>

Email: furniture@noithattheone.vn

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Home furniture, Contract, Healthcare furniture, Educational furniture

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; Vietnam

### IMG (Vietnam)

**IMG (Vietnam) Co., Ltd**

**Group:** Ekomes QM Holding AS

**Headquarters/Main Location**

Lot D-8C-CN My Phuoc 3 Industrial Park - Ben Cat, Binh Duong Province - Vietnam

Web: <https://imgcomfort.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Manufacturing plants:** 2; Vietnam

### Jang In Furniture

**Jang In Furniture Vietnam Co., Ltd.**

**Group:** Jangin Furniture

**Headquarters/Main Location**

Nhon Trach 5 Industrial Zone, Hiep Phuoc Commune - Nhon Trach District, Dong Nai Province - Vietnam

T: +84 251 3569033

Web: <https://jangin.vn>

Email: sales@jangin.vn

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Mattresses, Furnishing accessories

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; Vietnam

## Key Bay Furniture

Zhejiang Botai Furniture Co., Ltd. - BJTJ

**Group:** Botai Furniture

**Headquarters/Main Location**

Fantian Industrial Base Anji Economic Development Zone, Anji County - 313300 Huzhou, Zhejiang - China

T: +86 572 5228829

**Web:** <http://www.bjtj.cn>

**Email:** yuki@bjtjfurniture.com ; bjtj@bjtjfurniture.com

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Bedrooms

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 2; China; Vietnam.

## Koda Saigon

Koda Saigon Co., Ltd

**Group:** Koda

**Headquarters/Main Location**

Lot A4-A5, Thuan Dao Industrial Park, - Ben Luc, Long An Province - Vietnam

T: +84 72 3636333

**Web:** <http://www.KodaOnline.com>

**Email:** koda.vietnam@kodaltd.com ; tresa@kodaltd.com;haiyin.tang@kodaltd.com

**Activity:** Manufacturer

**Product Portfolio:** Dining and Living rooms, Bedrooms, Tables and Chairs

**Upholstered furniture production** accounts for an estimated 3% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 100%

**Manufacturing plants:** 2; Vietnam; Malaysia.

## Kuka Sofa Vietnam

Kuka Vietnam Company Limited

**Group:** Kuka

**Headquarters/Main Location**

No B1-06, Lo Tt01, Khu Do Thi Vinhomes Gardenia, Road Ham N - Hanoi - Vietnam

**Web:** <https://www.kukahome.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 1; Vietnam

## Kymdan

Saigon - Kymdan Rubber Stock Company

**Headquarters/Main Location**

28 Binh Thoi St, Ward 14, Dist.11 - Ho Chi Minh - Vietnam

T: +84 28 3861 9999 - 3865 7158

**Web:** <http://www.kymdan.com>

**Email:** contactus@kymdan.com

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Occasional, Mattresses, Pillows

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; Vietnam

## Latitudetree

Latitude Tree

**Group:** Latitude Tree Holdings Bhd

**Headquarters/Main Location**

No. 29 DT Street 743, Song Than 2 IP - Di An , Binh Duong Province - Vietnam

T: +84 650 731385

**Web:** <http://www.lattree.com>

**Email:** info@lattree-vn.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 99%

**Manufacturing plants:** 2; Vietnam

## Lehoo Vietnam

Loi Hao Viet Nam Produce Trade Co.,Ltd. - Lehoo

**Group:** Lehoo

**Headquarters/Main Location**

Lot J3, Road N4, Expanded Nam Tan Uyen Industrial Park, Hoi Nghia Ward - Tan Uyen, Binh Duong Province - Vietnam

T: +84 939 726282

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 100%

**Manufacturing plants:** 4; Vietnam; China.

**Livax**

**Livax Vietnam Co., Ltd**

**Group:** Livax JP (Baba Kagu)

**Headquarters/Main Location**

Do Son Industrial Zone - Hai Phong City - Vietnam

T: +84 31 3 - 816531 / 532

**Web:** <http://www.babakagu.asia>

**Email:** [livax\\_v@vnn.vn](mailto:livax_v@vnn.vn) ; [info@babakagu.asia](mailto:info@babakagu.asia)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; Vietnam

**Master Sofa International**

Công Ty TNHH

**Group:** Master Sofa Industries Sdn Bhd (Maximus - Maestro)

**Headquarters/Main Location**

So6, Duong So18, KCN VSIP-II-A, - , Binh Duong Province - Vietnam

T: +84 650 2220900; 2220901

**Web:** <https://www.mastersofa.com.my>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 100%

**Manufacturing plants:** 3; Vietnam; Malaysia.

**Mifaco**

Minh Phat 2 Company Limited - Mifaco

**Headquarters/Main Location**

Binh Phuoc A Hamlet, Binh Chuan Ward - Thuan An, Binh Duong Province - Vietnam

T: +84 650 3711 136

**Web:** <http://www.mifaco.com.vn>

**Email:** [info@mifaco.com.vn](mailto:info@mifaco.com.vn) ; [baolong@mifaco.com.vn](mailto:baolong@mifaco.com.vn)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Home furniture

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 100%

**Manufacturing plants:** 1; Vietnam

**Ming ZE Furniture**

**Ming ZE Furniture Limited Company**

**Headquarters/Main Location**

Lo 1d3, 1d4 Road Cn8 & Cn10, Industrial Park Tan Binh - Commune Hung Hoa, District Bau Bang, Thuan An - Vietnam

T: +84 286 13925814649

**Activity:** Manufacturer

**Product Portfolio:** Furniture, Upholstered furniture, Dining and Living rooms

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Modo Living**

Modo Living

**Headquarters/Main Location**

A2, A3 Lot A6-1, A6-2, N3 Street, Dong Nam Industrial Park, Binh My Commune - Cu Chi District, Ho Chi Minh City - Vietnam

T: +84 93 737 80 81

**Web:** <https://modoliving.vn>

**Email:** [info@modoliving.vn](mailto:info@modoliving.vn)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Employees range:** > 500

**Manufacturing plants:** 2; Vietnam

**Motomotion Vietnam**

Motomotion Vietnam Limited Company

**Group:** HHC Corp

**Headquarters/Main Location**

Ward Thoi Hoa - Ben Cat , Binh Duong Province - Vietnam

T: +84 20 743803833

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 8; Vietnam

**Ngan Thinh Phat**

Ngan Thinh Phat Co.,Ltd

**Headquarters/Main Location**

432/9, Binh Duong Boulevard, An Thanh Ward - Thuan An, Binh Duong Province - Vietnam

T: +84 650 3745506\_07

**Web:** <http://nganthinhphat.com>

**Email:** [info@nganthinhphat.com](mailto:info@nganthinhphat.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Mattresses, Pillows

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 100-250

**Nitori Furniture Vietnam****Nitori Furniture Vietnam EPE****Group:** Nitori Holding**Headquarters/Main Location**

Quang Minh Industrial Zone, Me Linh Dist - Hanoi - Vietnam

T: +84 4 38134898

Web: <https://www.nitori-furniture.com> ; <http://www.nitori.co.jp>Email: [acc\\_mmv@hn.vnn.vn](mailto:acc_mmv@hn.vnn.vn)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Mattresses, Furnishing accessories**Upholstered furniture production** accounts for an estimated 10% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 100%**Manufacturing plants:** 3; Vietnam;. The factory in Hanoi mainly produces furniture (e.g. cupboards and chests, beds, and sofas), while the Ba Ria-Vung Tau factory products curtains, bedding products, and dining table sets. In 2022 the company acquired land for a third factory near the Hanoi**Prosper****Prosper Joint Stock Company****Headquarters/Main Location**

No. 68A Nguyen Van Tiet St, Lai Thieu Townlet - Thuan An, Binh Duong Province - Vietnam

T: +84 650 3 755 517

Web: <http://www.prosper.com.vn>Email: [prosper@prosper.com.vn](mailto:prosper@prosper.com.vn)**Activity:** Manufacturer**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms**Upholstered furniture production** accounts for an estimated 20% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; Vietnam**Quynh VY****Quynh VY Manufacturing Co.,Ltd****Headquarters/Main Location**

Thua Dat No 79, 214 To Ban Do No 54, Ap Dong Sen, Commune An Binh, District Phu Giao - Thuan An, Binh Duong Province - Vietnam

T: +84 0917 172173

Web: <https://quynhv.net>Email: [qhqv@quynhv.net](mailto:qhqv@quynhv.net)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 95%**Manufacturing plants:** 2; Vietnam**Response Vietnam****Response Vietnam Co., Ltd.****Group:** Core One**Headquarters/Main Location**

Lot A13-A14, Str No.1, Uyen Hung Industrial Zone - Tan Uyen, Binh Duong Province - Vietnam

T: +84 274 3653974

Web: <https://www.coreone.dk>Email: [info@response.com.vn](mailto:info@response.com.vn)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Home furniture, Contract**Upholstered furniture production** accounts for an estimated 10% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Vietnam**Rochdale****Rochdale Spears Group Co. Ltd.****Group:** Rochdale Spears**Headquarters/Main Location**

Dong An Industrial Park, Str, 2 - Thuan An , Binh Duong Province - Vietnam

T: +84 650 782323

Web: <https://www.rochdalespears.com>Email: [info@rochdalespears.com](mailto:info@rochdalespears.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Home furniture**Upholstered furniture production** accounts for an estimated 25% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 100%**Manufacturing plants:** 2; Vietnam**Savimex****Savimex Corporation****Group:** Eland**Headquarters/Main Location**

No. 162 HT17, Hiep Thanh Ward, District 12 - Ho Chi Mihn - Vietnam

T: +84 28 73008007

Web: <https://savimex.com.vn>; <https://moho.com.vn>Email: [info@savimex.com](mailto:info@savimex.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor, Contract**Upholstered furniture production** accounts for an estimated 5% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Export share on total turnover:** 95%**Manufacturing plants:** 12; Vietnam;. The company's production takes place at 2 sites. The first has 8 factories and the second has 4, both dedicated to the production of furniture.

## Sofa Company Vietnam

**Sofa Company Vietnam Company Ltd**  
**Group:** LLG Lars Larsen Group  
**Headquarters/Main Location**  
 218 Nguyen Van Huong. - Ho Chi Minh, Thao Dien Ward. Dist 2. - Vietnam  
 T: +84 02837446800  
**Web:** <https://scandinaviandesign.as> ; <https://sofacompany.com> ; <https://sofacompanyprofessional.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Vietnam

## Superb Creation Furniture (Vietnam)

CAO Phong Vietnam Superb Creation Furniture Company Limited  
**Group:** Superb Creation  
**Headquarters/Main Location**  
 Lo 13 Road No 6, Industrial Park Tan Do, Commune Duc Hoa Ha - District Duc Hoa, Long An Province - Vietnam  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 100-250

## TAI YU Sofa Industrial

TAI YU Sofa Industrial Co., LTD  
**Headquarters/Main Location**  
 Industrial Zone Song May - District Trang Bom, Dong Nai Province - Vietnam  
 T: +84 613 674200 4  
**Activity:** Manufacturer  
**Product Portfolio:** Furniture, Upholstered furniture  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20

## Tan Hoang Gia Trading

Tan Hoang Gia Trading Company, Ltd  
**Headquarters/Main Location**  
 10/14 Xuan Dieu Street, 4 Ward - Tan Binh District, Ho Chi Minh City - Vietnam  
 T: +84 028 62 520 349  
**Web:** <http://www.tanhoanggia.com.vn>  
**Email:** sales@tanhoanggia.com.vn  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Home furniture, Foam  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Vietnam

## Tan Thanh

**Tan Thanh Co. Ltd.**  
**Headquarters/Main Location**  
 Suite 1503, 2A - 4A Ton Duc Thang street, District 1 - Ho Chi Minh - Vietnam  
 T: +84 650 3625 551  
**Web:** <http://tanthanhtgroup.com>  
**Email:** sales@tranduchomes.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Contract  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 90%  
**Manufacturing plants:** 1; Vietnam

## Timberland

**Timberland Co., Ltd**  
**Group:** Man Wah Holdings Ltd  
**Headquarters/Main Location**  
 Group 2, Binh Chanh Hamlet, Khanh Binh Agency - Tan Uyen District, Binh Duong Province - Vietnam  
 T: +84 650 3642888  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Vietnam

## Truong Thanh Furniture

**TTF Truong Thanh Furniture Corporation**  
**Headquarters/Main Location**  
 Street DT.747, Quarter 7, P. Uyen Hung - Tan Uyen District , Binh Duong Province - Vietnam  
 T: +84 274 3642 004/005  
**Web:** <https://www.truongthanh.com>  
**Email:** sales@truongthanh.com  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor, Contract, Flooring  
**Upholstered furniture production** accounts for an estimated 25% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 50%  
**Manufacturing plants:** 11; Vietnam;. 6 of the plants are wholly owned by the company through its subsidiaries, while the other 7 are affiliates. In the Binh Duong region there is a cluster of 11 factories. Some of the factories are specialized according to production (e.g. one for sofa, one

**Usofa**

**Minh TIN Import Export Company Limited**  
**Headquarters/Main Location**  
 859/5 Highway 1a, Ward Thanh Xuan, District 12 - Ho Chi Minh - Vietnam  
 T: +84 906 966280  
**Web:** <https://usofa.vn>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 100-250

**Vietnam Hang Phong Furniture**

**Vietnam Hang Phong Furniture Company Limited**  
**Headquarters/Main Location**  
 Thua Dat No 497, To Ban Do No 15 - Khu Pho Tan Binh, Thuan An - Vietnam  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Vietnam

**Vietnam Polygrace Furniture**

**Vietnam Polygrace Furniture Company Limited**  
**Group:** Polygrace  
**Headquarters/Main Location**  
 Lo E8a Road Hai Son- Tan Duc, Industrial Park Hai Son - Commune Duc Hoa Ha, Long An Province - Vietnam  
**Web:** <http://polygrace.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Vietnam

**Wanek Furniture**

**Wanek Furniture**  
**Group:** Ashley Furniture Ind. Inc  
**Headquarters/Main Location**  
 No.11, VSIP II, Street 6, Vietnam-Singapore Industrial Park II, Hoa Phu Ward - Thu Dau Mot City, Binh Duong Province - Vietnam  
 T: +84 027 436 55 200  
**Web:** <https://wanekcareer.com>  
**Email:** [resume@wanekfurniture.com](mailto:resume@wanekfurniture.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor, Mattresses, Semi-finished parts  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 4; Vietnam

**Wendelbo**

**Wendelbo SEA JSC (A&W Fine Furniture)**  
**Group:** Wendelbo  
**Headquarters/Main Location**  
 189/8, Le Hong Phong,Tan Phuoc - Tan Binh District, Binh Duong Province - Vietnam  
 T: +84 274 3687000  
**Web:** <https://wendelbo.dk>  
**Email:** [info@wendelbosea.com](mailto:info@wendelbosea.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Occasional  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 70%  
**Manufacturing plants:** 1; Vietnam

**White Feathers International**

**White Feathers International**  
**Group:** White Feathers Industries  
**Headquarters/Main Location**  
 Lot L1, Road DA3/NA7, My Phuoc Industrial Park No. 2 - Ben Cat, Binh Duong Province - Vietnam  
 T: +84 274 3553933 /55/77/88  
**Web:** <http://www.whitefeathers.com.my>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 2; Vietnam; Malaysia.

**Wooden Stories**

Wooden Stories Co., Ltd

**Headquarters/Main Location**

Tam Phuoc Industrial Zone - Bien Hoa City, Dong Nai Province - Vietnam

**Web:** <https://sketch-interior.com>

**Email:** [info@sketch-interior.com](mailto:info@sketch-interior.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 100-250

**Xuan Hoa Vietnam**

Xuan Hoa Vietnam JSC

**Headquarters/Main Location**

Nguyen Van Linh Street, Xuan Hoa Ward - 50450 Phuc Yen, Vinh Phuc - Vietnam

**T:** +84 211 3863244 ; 3877126

**Web:** <https://www.xuanhoa.vn>

**Email:** [info@xuanhoa.vn](mailto:info@xuanhoa.vn)

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture, Garden and Outdoor

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

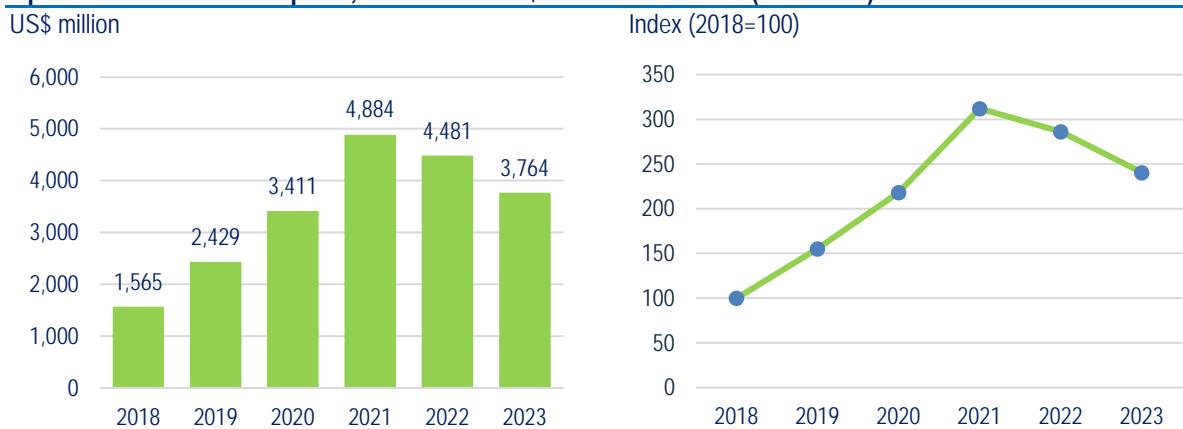
**Export share on total turnover:** 30%

**Manufacturing plants:** 1; Vietnam

### 3.4.5 Vietnam. Upholstered furniture exports

**Figure 3.33 - Vietnam.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

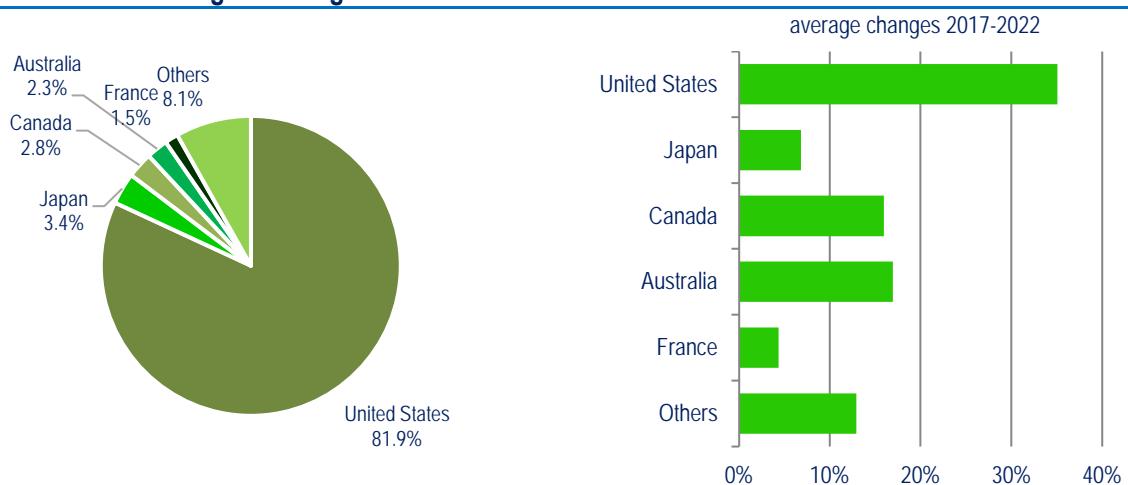


Source: CSIL processing of official data

**Figure 3.34 - Vietnam.**

**Upholstered furniture exports by country of destination, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.35 - Vietnam.****Upholstered furniture exports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2017         | 2018   | 2019   | 2020   | 2021   | 2022   | 2017    | 2022  | 2022/21          | aver 17-22 |
| United States           | 816.6        | 1006.2 | 1821.9 | 2769.7 | 4094.5 | 3670.7 | 63.6    | 81.9  | -10.4            | 35.1       |
| Japan                   | 110.0        | 112.7  | 130.1  | 128.5  | 123.6  | 153.1  | 8.6     | 3.4   | 23.8             | 6.8        |
| Canada                  | 59.2         | 72.7   | 90.2   | 115.1  | 136.6  | 124.2  | 4.6     | 2.8   | -9.1             | 16.0       |
| Australia               | 46.9         | 66.7   | 57.8   | 63.3   | 73.9   | 102.6  | 3.6     | 2.3   | 38.9             | 17.0       |
| France                  | 52.7         | 58.9   | 52.5   | 45.1   | 48.0   | 65.2   | 4.1     | 1.5   | 35.7             | 4.4        |
| Germany                 | 23.9         | 23.8   | 28.0   | 37.8   | 53.0   | 61.4   | 1.9     | 1.4   | 15.9             | 20.7       |
| United Kingdom          | 17.5         | 22.2   | 22.3   | 24.6   | 25.5   | 37.3   | 1.4     | 0.8   | 46.3             | 16.3       |
| South Korea             | 20.6         | 21.2   | 26.6   | 30.4   | 32.0   | 32.2   | 1.6     | 0.7   | 0.7              | 9.4        |
| Denmark                 | 12.0         | 13.4   | 14.6   | 16.7   | 23.3   | 25.5   | 0.9     | 0.6   | 9.2              | 16.2       |
| Mexico                  | 7.2          | 8.7    | 10.5   | 9.7    | 17.8   | 18.7   | 0.6     | 0.4   | 5.0              | 21.2       |
| top 10                  | 1166.5       | 1406.6 | 2254.5 | 3241.0 | 4628.2 | 4290.7 | 90.9    | 95.8  | -7.3             | 29.8       |
| others                  | 117.4        | 158.0  | 174.7  | 170.3  | 255.5  | 190.0  | 9.1     | 4.2   | -25.6            | 10.1       |
| <b>Americas</b>         | 891.0        | 1099.4 | 1938.4 | 2904.3 | 4270.1 | 3834.0 | 69.4    | 85.6  | -10.2            | 33.9       |
| - North America         | 883.0        | 1087.7 | 1922.6 | 2894.6 | 4249.0 | 3813.5 | 68.8    | 85.1  | -10.2            | 34.0       |
| - Central-South America | 8.1          | 11.7   | 15.9   | 9.7    | 21.1   | 20.5   | 0.6     | 0.5   | -3.1             | 20.4       |
| <b>Asia and Pacific</b> | 219.6        | 254.2  | 270.5  | 267.0  | 287.3  | 354.5  | 17.1    | 7.9   | 23.4             | 10.0       |
| <b>Europe</b>           | 153.5        | 175.9  | 174.7  | 181.9  | 233.7  | 272.4  | 12.0    | 6.1   | 16.5             | 12.2       |
| - European Union (27)   | 119.8        | 133.6  | 134.9  | 139.7  | 183.4  | 212.9  | 9.3     | 4.8   | 16.1             | 12.2       |
| - UK, CH, NO, IS        | 29.6         | 37.8   | 35.0   | 36.6   | 43.2   | 56.9   | 2.3     | 1.3   | 31.8             | 13.9       |
| - Other Europe          | 4.1          | 4.6    | 4.7    | 5.7    | 7.1    | 2.6    | 0.3     | 0.1   | n.s.             | -8.5       |
| <b>Middle East</b>      | 17.9         | 31.7   | 42.0   | 55.5   | 88.6   | 17.3   | 1.4     | 0.4   | n.s.             | -0.7       |
| <b>Africa</b>           | 1.8          | 3.4    | 3.6    | 2.5    | 3.9    | 2.5    | 0.1     | 0.1   | -36.0            | 6.8        |
| <b>Other Countries</b>  | 0.0          | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 1283.9       | 1564.6 | 2429.2 | 3411.3 | 4883.7 | 4480.7 | 100.0   | 100.0 | -8.3             | 28.4       |

Source: CSIL processing of official data

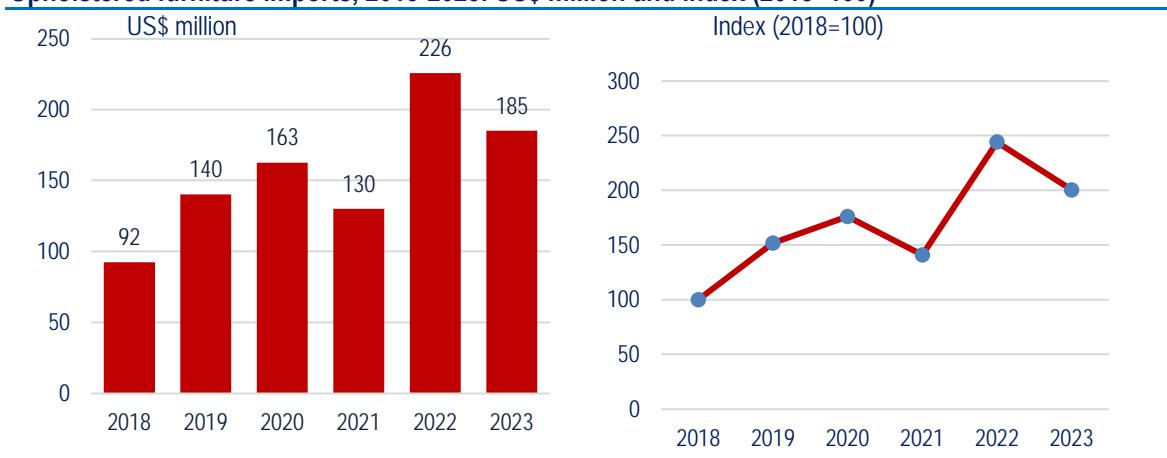
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.4.6 Vietnam. Upholstered furniture imports

**Figure 3.35 - Vietnam.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

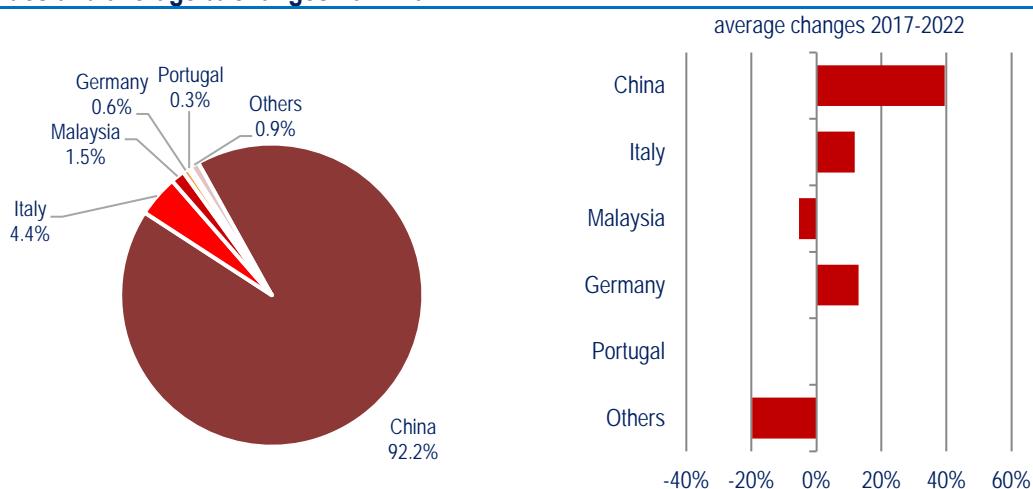


Source: CSIL processing of official data

**Figure 3.36 - Vietnam.**

**Upholstered furniture imports by country of origin, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.36 - Vietnam.****Upholstered furniture imports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |      |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2017         | 2018 | 2019  | 2020  | 2021  | 2022  | 2017    | 2022  | 2022/21          | aver 17-22 |
| China                   | 39.5         | 70.9 | 117.4 | 147.8 | 116.2 | 208.0 | 69.5    | 92.2  | 79.0             | 39.4       |
| Italy                   | 5.7          | 6.1  | 7.9   | 5.2   | 7.6   | 10.0  | 10.1    | 4.4   | 31.6             | 11.8       |
| Malaysia                | 4.4          | 7.0  | 6.2   | 4.3   | 3.3   | 3.4   | 7.8     | 1.5   | 2.6              | -5.4       |
| Germany                 | 0.8          | 0.6  | 0.7   | 0.7   | 1.0   | 1.4   | 1.3     | 0.6   | 34.8             | 13.0       |
| Portugal                | 0.0          | 0.0  | 0.1   | 0.2   | 0.2   | 0.7   | 0.0     | 0.3   | n.s.             | n.c.       |
| Thailand                | 0.6          | 0.4  | 0.3   | 0.3   | 0.2   | 0.5   | 1.1     | 0.2   | n.s.             | -4.3       |
| South Korea             | 1.2          | 1.1  | 1.3   | 0.2   | 0.1   | 0.4   | 2.2     | 0.2   | n.s.             | -22.1      |
| Norway                  | 0.1          | 0.1  | 0.0   | 0.3   | 0.1   | 0.2   | 0.1     | 0.1   | n.s.             | 24.4       |
| Taiwan                  | 0.0          | 0.0  | 0.0   | 0.0   | 0.0   | 0.1   | 0.0     | 0.1   | n.s.             | 60.8       |
| Australia               | 0.1          | 0.0  | 0.1   | 0.0   | 0.0   | 0.1   | 0.1     | 0.1   | n.c.             | 11.1       |
| top 10                  | 52.4         | 86.3 | 134.0 | 159.1 | 128.9 | 224.8 | 92.3    | 99.6  | 74.4             | 33.8       |
| others                  | 4.4          | 6.1  | 6.0   | 3.5   | 1.2   | 0.8   | 7.7     | 0.4   | -33.8            | -28.5      |
| <b>Americas</b>         | 0.5          | 0.5  | 0.3   | 0.8   | 0.2   | 0.1   | 0.9     | 0.0   | n.s.             | -27.2      |
| - North America         | 0.5          | 0.5  | 0.3   | 0.8   | 0.2   | 0.1   | 0.9     | 0.0   | n.s.             | -27.2      |
| - Central-South America | 0.0          | 0.0  | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | n.c.       |
| <b>Asia and Pacific</b> | 48.6         | 83.8 | 129.5 | 154.1 | 120.5 | 212.8 | 85.7    | 94.3  | 76.7             | 34.3       |
| <b>Europe</b>           | 7.5          | 8.0  | 10.3  | 7.7   | 9.4   | 12.7  | 13.2    | 5.6   | 34.8             | 11.1       |
| - European Union (27)   | 7.3          | 7.1  | 10.2  | 7.1   | 9.2   | 12.3  | 12.8    | 5.5   | 34.4             | 11.2       |
| - UK, CH, NO, IS        | 0.2          | 0.8  | 0.0   | 0.7   | 0.2   | 0.2   | 0.3     | 0.1   | 14.9             | 6.0        |
| - Other Europe          | 0.0          | 0.1  | 0.0   | 0.0   | 0.0   | 0.1   | 0.1     | 0.0   | n.s.             | 12.9       |
| <b>Middle East</b>      | 0.1          | 0.0  | 0.0   | 0.0   | 0.0   | 0.0   | 0.3     | 0.0   | n.c.             | -45.1      |
| <b>Africa</b>           | 0.0          | 0.0  | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 56.8         | 92.4 | 140.1 | 162.6 | 130.1 | 225.6 | 100.0   | 100.0 | 73.4             | 31.8       |

Source: CSIL processing of official data

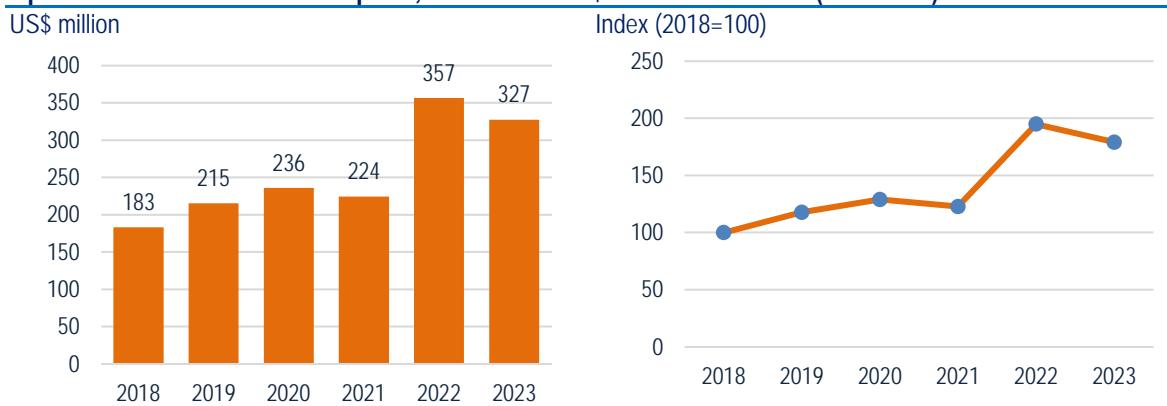
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.4.7 Vietnam. Upholstered furniture consumption

**Figure 3.37 - Vietnam.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.37 - Vietnam.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

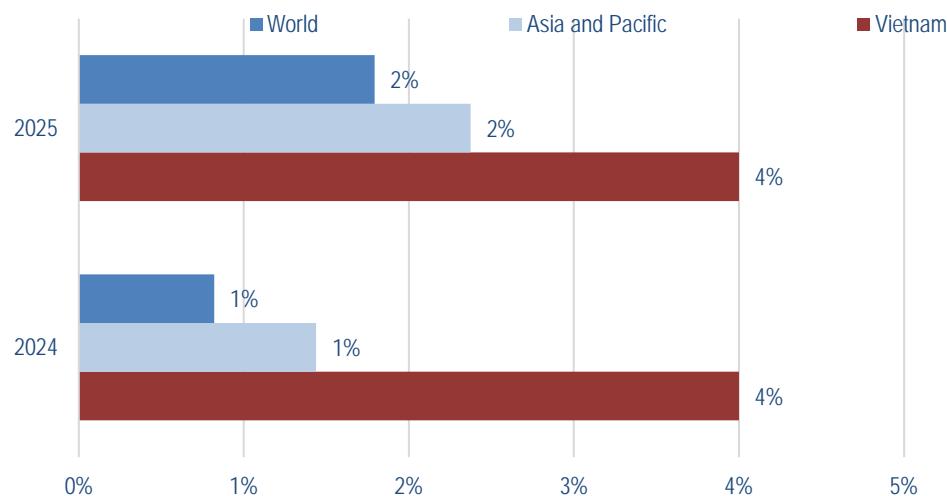
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Vietnam          | 50%  | 65%  | 69%  | 58%  | 63%  | 56%  |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.38 - Vietnam.**

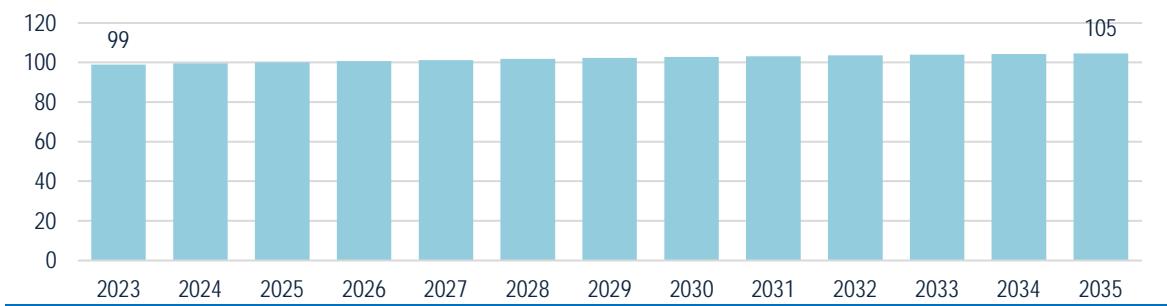
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.4.8 Vietnam. Population forecasts

**Figure 3.39 - Vietnam.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.38 - Vietnam.**  
**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 27 |
| Urban Population | % of total | 39 |

Source: UN, World Bank

Last available year

**Table 3.39 - Vietnam.**  
**Resident population in main cities\* and projected growth**

| Cities                       | Population (thousand) |       |        |
|------------------------------|-----------------------|-------|--------|
|                              | 2020                  | 2025  | 2030   |
| Thành Phố Hồ Chí Minh (Ho Ch | 8,602                 | 9,816 | 11,054 |
| Hà Nội                       | 4,678                 | 5,602 | 6,362  |
| Cần Thơ                      | 1,618                 | 2,007 | 2,294  |
| Hải Phòng                    | 1,300                 | 1,504 | 1,698  |
| Đà Nẵng                      | 1,125                 | 1,286 | 1,449  |
| Biên Hòa                     | 1,013                 | 1,175 | 1,327  |
| Vũng Tàu                     | 418                   | 479   | 540    |
| Thu Dau Mot                  | 413                   | 521   | 597    |
| Hue                          | 400                   | 447   | 501    |
| Nha Trang                    | 329                   | 354   | 394    |
| Long Xuyên                   | 321                   | 357   | 401    |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.4.9 Vietnam. Comparison with the global upholstered furniture sector

Figure 3.40 - Vietnam.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Table 3.40 - Vietnam.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 331   | 29       |
| Population                                   | Million               | 98    | 11       |
| Urban Population                             | % of total population | 39    | 69       |
| Total GNP                                    | US\$ billion          | 394   | 38       |
| Per capita GNP                               | US\$                  | 4010  | 65       |
| Household Consumption Exp.                   | US\$ billion          | 225   | 35       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 1257  | 24       |
| Per capita GNP at PPP                        | US\$                  | 12810 | 66       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.5 The upholstered furniture industry in Italy

### 3.5.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Italy ranks fifth globally for upholstered furniture production, with a total value of US\$ 3.5 billion.
- A significant portion of Italy's upholstered furniture production, approximately 74%, is directed towards export markets. The primary destinations for these exports include France and the United States, highlighting Italy's role as a major supplier of high-end upholstered furniture internationally.
- In 2023, the upholstered furniture market has been resilient, showing an increase of 5% over 2022, reaching US\$ 1.3 billion.
- Challenges within the internal market include the gradual reduction of fiscal incentives in construction, leading to a subsequent contraction in the residential market. This trend is compounded by the loss of families' purchasing power caused by high inflation and persistently high interest rates.

#### Competitive System Landscape

The top five players in Italy's upholstered furniture industry are Poltrone&Sofa (it does not operate manufacturing plants, but it has a network of Italian upholstered furniture suppliers), Natuzzi Group, Lifestyle Design, Dexelance (formerly known as Italian Design Brands), and Minotti. These companies specialize in upholstered furniture, collectively achieving an average turnover of about US\$ 300 million.

#### M&A Deals and Recent News

- In May 2024, Design Holding rebrands as Flos B&B Italia Group.
- In October 2023, Poltronessofà acquired the British furniture and floorings retailer ScS.
- In October 2023, Calligaris Group rebranded as Orbital Design Collective.
- In May 2023, Italian Design Brands listed on the Milan Stock Exchange and renamed Dexelance in April 2024.
- In April 2023, Zanotta was acquired by Cassina which is part of the Haworth Lifestyle Design Group.

**Table 3.41 - Italy.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 2,939 | 2,580 | 2,659 | 2,796 | 2,967 | 2,830 | 2,693 | 3,502 | 3,555 | 3,541 |
| Exports            | US\$ million | 2,083 | 1,863 | 1,944 | 2,022 | 2,121 | 2,033 | 1,903 | 2,631 | 2,679 | 2,613 |
| Imports            | US\$ million | 377   | 307   | 332   | 317   | 291   | 303   | 275   | 413   | 379   | 385   |
| Consumption*       | US\$ million | 1,233 | 1,025 | 1,047 | 1,090 | 1,137 | 1,100 | 1,065 | 1,284 | 1,255 | 1,313 |
| Production         | % ch. - US\$ |       | -12%  | 3%    | 5%    | 6%    | -5%   | -5%   | 30%   | 2%    | 0%    |
| Exports            | % ch. - US\$ |       | -11%  | 4%    | 4%    | 5%    | -4%   | -6%   | 38%   | 2%    | -2%   |
| Imports            | % ch. - US\$ |       | -19%  | 8%    | -5%   | -8%   | 4%    | -9%   | 50%   | -8%   | 2%    |
| Consumption*       | % ch. - US\$ |       | -17%  | 2%    | 4%    | 4%    | -3%   | -3%   | 21%   | -2%   | 5%    |
| export/production  | %            | 71%   | 72%   | 73%   | 72%   | 71%   | 72%   | 71%   | 75%   | 75%   | 74%   |
| import/consumption | %            | 31%   | 30%   | 32%   | 29%   | 26%   | 28%   | 26%   | 32%   | 30%   | 29%   |
| Production         | EUR million  | 2,210 | 2,325 | 2,402 | 2,474 | 2,511 | 2,529 | 2,360 | 2,961 | 3,375 | 3,274 |
| Exports            | EUR million  | 1,567 | 1,679 | 1,756 | 1,789 | 1,795 | 1,816 | 1,668 | 2,224 | 2,543 | 2,415 |
| Imports            | EUR million  | 284   | 277   | 300   | 280   | 246   | 271   | 241   | 349   | 360   | 356   |
| Consumption*       | EUR million  | 927   | 923   | 946   | 965   | 962   | 983   | 934   | 1,085 | 1,191 | 1,214 |
| Production         | % ch. - EUR  |       | 5%    | 3%    | 3%    | 2%    | 1%    | -7%   | 25%   | 14%   | -3%   |
| Exports            | % ch. - EUR  |       | 7%    | 5%    | 2%    | 0%    | 1%    | -8%   | 33%   | 14%   | -5%   |
| Imports            | % ch. - EUR  |       | -2%   | 8%    | -7%   | -12%  | 10%   | -11%  | 45%   | 3%    | -1%   |
| Consumption*       | % ch. - EUR  |       | 0%    | 2%    | 2%    | 0%    | 2%    | -5%   | 16%   | 10%   | 2%    |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

**Table 3.42 - Italy.****Exchange rates, 2014-2023**

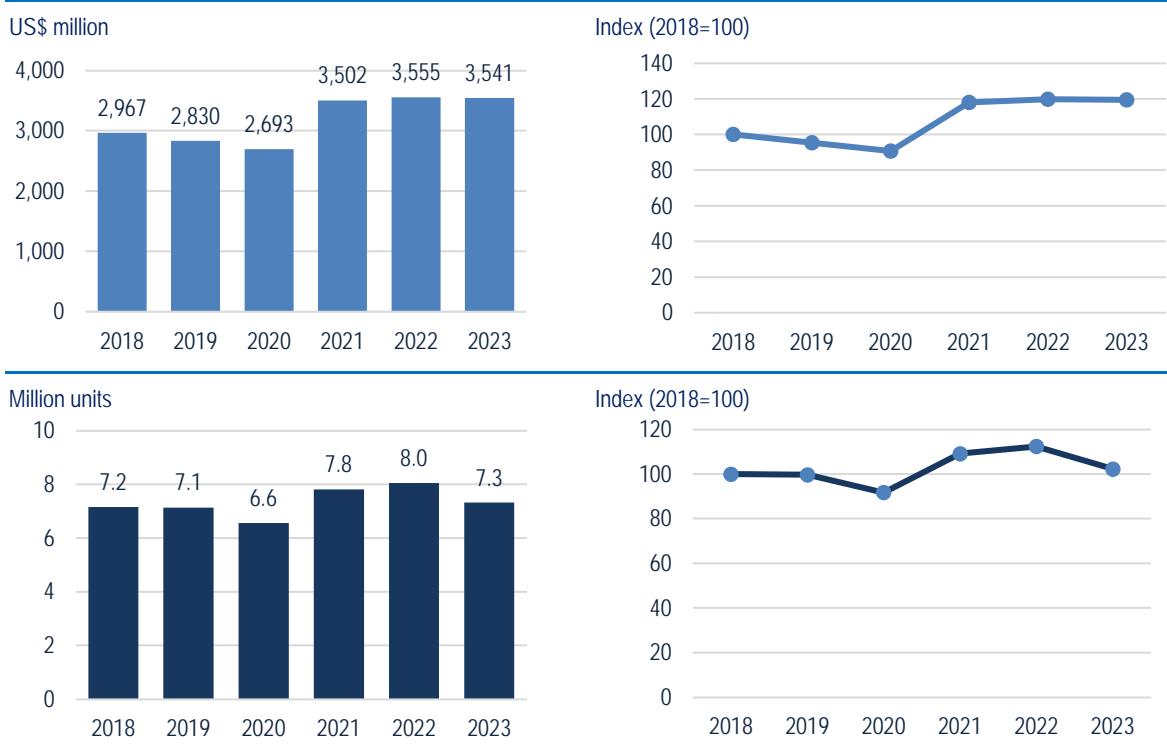
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| EUR per US\$ | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

### 3.5.2 Italy. Upholstered furniture production

**Figure 3.41 - Italy.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.43 - Italy.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

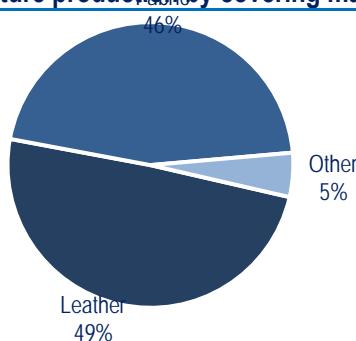
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Italy                      | 71%  | 72%  | 71%  | 75%  | 75%  | 74%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.42 - Italy.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.5.3 Italy. Major upholstered furniture manufacturers

**Table 3.44 Italy. Major upholstered furniture manufacturers by turnover**

| Company                                    | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|--|---|--|-------------------------------|
| Poltrone&Sofa                              | 610   | 100  | 610                           |
| Natuzzi Group                              | 305   | 86   | 355                           |
| Lifestyle Design                           | 288   | 35   | 822                           |
| Dexelance (formerly Italian Design Brands) | 161   | 51   | 316                           |
| Minotti                                    | 145   | 60   | 241                           |
| ATL Group                                  | 137   | 100  | 137                           |
| B&B Group (Flos B&B Italia Group)          | 109   | 36   | 299                           |
| Poliform                                   | 99  | 28   | 353                           |
| Soft Line                                  | 91  | 100  | 91                            |
| Flexform                                   | 71  | 70   | 102                           |
| Baxter                                     | 69  | 80   | 87                            |
| Chateau D'Ax                               | 67  | 65   | 104                           |
| Miti                                       | 66  | 100  | 66                            |
| WeDo Holding                               | 61  | 17   | 368                           |
| Edra                                       | 57  | 90   | 63                            |
| Tre P                                      | 55  | 100  | 55                            |
| Calia Trade (Calia Group)                  | 50  | 100  | 50                            |
| Creation Italia (DiGiò Leather Sofas)      | 47  | 100  | 47                            |
| Giuliani Arredamenti                       | 46  | 100  | 46                            |
| egoitaliano                                | 41  | 100  | 41                            |
| Samoa                                      | 41  | 80   | 51                            |
| Polo Group                                 | 41  | 100  | 41                            |
| LeComfort (Orbital Design Collective)      | 40  | 100  | 40                            |
| Sardone                                    | 38  | 100  | 38                            |
| Nicoletti Trade (Calia Group)              | 38  | 100  | 38                            |
| News (Amura)                               | 35  | 100  | 35                            |
| Molteni Group                              | 30  | 6  | 519                           |
| Ditre Italia (Orbital Design Collective)   | 27  | 70   | 39                            |
| Moroso                                     | 27  | 80   | 33                            |
| Estro Milano                               | 24  | 95   | 25                            |
| ADM Home - Marinelli Home                  | 23  | 100  | 23                            |
| Living Divani                              | 22  | 72   | 31                            |
| Vitarelax                                  | 22  | 100  | 22                            |
| Innova Divani                              | 22  | 100  | 22                            |
| G 3  | 22  | 100  | 22                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

Lifestyle Design includes: Poltrona Frau Group (including Zanotta, acquired by Cassina in 2023) and Luxury Living Group.

Poltrone&Sofa does not own production plants. It has a network of upholstered furniture suppliers (including ATL Group)

Calia Trade and Nicoletti Home rely also on a network of upholstered furniture suppliers (including Tre P)

Dexelance (formerly Italian Design Brands) for the upholstered furniture business includes: Gervasoni, Meridiani, Turri, Saba Italia, Gamma Arredamenti International

Orbital Design Collective (formerly Calligaris Group)

### 3.5.4 Italy. Short profiles of major upholstered furniture manufacturers

#### ADM Home - Marinelli Home

**ADM Home Srl - Marinelli Home**  
**Headquarters/Main Location**  
 Via dell'Orzo ZI, 59-63 - 70022 Altamura BA - Italy  
 T: +39 080 3165611  
**Web:** <https://www.marinellihome.com>  
**Email:** info@marinellihome.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 1; Italy

#### ATL Group

**ATL Group SpA**  
**Headquarters/Main Location**  
 Via Bisaura, 15 - 48018 Faenza RA - Italy  
 T: +39 0546 380107  
**Web:** <https://www.atlgroup.it>  
**Email:** atlgroup@atlgroup.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Garden and Outdoor, Component, Parts, Semifinished Products, Contract,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 33%  
**Manufacturing plants:** 3; Italy

#### B&B Group

**B&B Italia SpA**  
**Group:** Flos B&B Italia Group  
**Headquarters/Main Location**  
 Strada Provinciale 32 - 22060 Noveglio CO - Italy  
 T: +39 031 795111  
**Web:** <https://www.bebitalia.com>  
**Email:** info@bebitalia.com ; beb@bebitalia.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Bedroom Furniture, Tables and Chairs, Dining and Living Rooms, Occasional Furniture, Garden and Outdoor, Office Furniture, Kitchen Furniture Units, Cabinets, Contract,  
**Upholstered furniture production** accounts for an estimated 36% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 3; Italy

#### Bardi

**Bardi Trade srl**  
**Headquarters/Main Location**  
 Via Nicolodi 10/C - 51038 Quaranta PT - Italy  
 T: +39 0573 707101  
**Web:** <https://www.barditaly.com>  
**Email:** info@bardisp.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 1; Italy

#### Baxter

**Baxter Srl**  
**Headquarters/Main Location**  
 Via Costone, 8 - 22040 Lurago d'Erba CO - Italy  
 T: +39 031 35999  
**Web:** <https://www.baxter.it>  
**Email:** info@baxter.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Tables and Chairs, Garden and Outdoor,  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 77%  
**Manufacturing plants:** 1; Italy

#### Calia Trade

**Calia Trade SpA**  
**Group:** Calia Group  
**Headquarters/Main Location**  
 Contrada Serritello la Valle - 75100 Matera MT - Italy  
 T: +39 0835 303540 ; 303777  
**Web:** <https://www.calialitalia.com>  
**Email:** marketing@calialitalia.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 2; Italy

**Calligaris**

Calligaris SpA

**Group:** Orbital Design Collective**Headquarters/Main Location**

Viale Trieste, 12 - 33044 Manzano UD - Italy

T: +39 0432 748211

**Web:** <https://www.calligaris.com>  
<https://www.orbitaldesigncollective.com>**Email:** [calligaris@calligaris.it](mailto:calligaris@calligaris.it)**Activity:** Manufacturer, Retailer**Product Portfolio:** Tables and Chairs, Home Office,  
Occasional Furniture, Upholstered Furniture, Dining and  
Living Rooms, Beds, Garden and Outdoor, Contract,**Upholstered furniture production** accounts for an estimated  
10% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 70%**Manufacturing plants:** 5; Italy; Croatia.**Cassina**

Cassina SpA

**Group:** Haworth Lifestyle Design**Headquarters/Main Location**

Via Busnelli 1 - 20821 Meda MB - Italy

T: +39 0362 3721

**Web:** <https://www.cassina.com>**Email:** [hrcassina@cassina.it](mailto:hrcassina@cassina.it) ; [info@cassina.it](mailto:info@cassina.it)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Upholstered Furniture,  
Household Furniture, Tables and Chairs, Garden and  
Outdoor, Contract,**Upholstered furniture production** accounts for an estimated  
57% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** 21-50**Export share on total turnover:** 80%**Manufacturing plants:** 2; Italy**Chateau D'Ax**

Chateau d'Ax SpA

**Group:** Chateau D'Ax**Headquarters/Main Location**Via Nazionale dei Giovi 159 - 20823 Lentate sul Seveso MB -  
Italy

T: +39 0362 5301

**Web:** <https://chateau-dax.it> ; <https://www.chateaudaxcontract.it>**Email:** [info@chateau-dax.it](mailto:info@chateau-dax.it)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered Furniture, Dining and Living  
Rooms, Upholstered Beds, Kitchen Furniture Units,  
Cabinets, Furnishing Accessories, Home Textiles, Garden  
and Outdoor, Contract,**Upholstered furniture production** accounts for an estimated  
65% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** 51-100**Export share on total turnover:** 80%**Cierre**

Cierre Imbottiti- All Time Leather Srl

**Headquarters/Main Location**

Via Giovanni Ansaldi, 2 - 47122 Villa Selva, Forlì FC - Italy

T: +39 0543 785911

**Web:** <https://cierreimbottiti.it>**Email:** [info@cierreimbottiti.com](mailto:info@cierreimbottiti.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 95%**Manufacturing plants:** 1; Italy**Corium Italia**

Corium Italia S.r.l.

**Group:** Golden Hill**Headquarters/Main Location**

Via Viazza, 27 - 59013 Montemurlo PR - Italy

T: +39 0574 791411

**Web:** <https://www.corium-italia.com>**Activity:** Manufacturer**Product Portfolio:** Furniture, Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 0-20**Creation Italia (DiGiò Leather Sofas)**

Creation Italia Srl - DiGiò Leather - Incanto

**Headquarters/Main Location**

Via Domenico Dileo - 75100 Matera MT - Italy

T: +39 080 8764559

**Web:** <https://www.digioleathersofa.com> ;  
<https://www.incantitalia.com>**Email:** [info@creationitalia.it](mailto:info@creationitalia.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Italy

**Dixelance (formerly Italian Design Brands)**

Dixelance

**Group:** Dixelance**Headquarters/Main Location**

Cso Venezia, 2 - 20121 Milano MI - Italy

T: +39 02 83975225

Web: <https://www.dixelance.com>Email: [info@dixelance.com](mailto:info@dixelance.com)**Activity:** Corporation of trade promotion**Product Portfolio:** Upholstered Furniture, Household Furniture, Garden and Outdoor, Office Furniture, Lighting Fixtures, Kitchen Furniture Units, Cabinets, Contract,**Upholstered furniture production** accounts for an estimated 51% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 79%**Manufacturing plants:** 10; Italy**Ditre Italia**

Ditre Italia Srl

**Group:** Orbital Design Collective**Headquarters/Main Location**

Via del Lavoro 21 - 31016 Cordignano TV - Italy

T: +39 0438 9999

Web: <https://www.ditreitalia.com>Email: [info@ditreitalia.it](mailto:info@ditreitalia.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms,**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 60%**Manufacturing plants:** 2; Italy; Romania.**Diva Divani International**

Diva Divani International Srl

**Group:** We.Do Holding**Headquarters/Main Location**

Via Giuseppe Mazzini 103/D - 36027 Rosà - Italy

T: +39 0424 858429

Web: <https://www.divadivani.com>Email: [info@divadivani.com](mailto:info@divadivani.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 0-20**Edra**

Edra SpA

**Headquarters/Main Location**

Via Livornese Est, 106 - 56030 Perignano PI - Italy

T: +39 0587 616660

Web: <https://www.edra.com>Email: [edra@edra.com](mailto:edra@edra.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Tables and Chairs, Occasional Furniture, Hall Furniture,**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 51-100**Export share on total turnover:** 65%**Manufacturing plants:** 1; Italy**egoitaliano**

egoitaliano

**Headquarters/Main Location**

Via Vincenzo Alvino, ZI La Martella - 75100 Matera MT - Italy

T: +39 0835 382096

Web: <https://www.egoitaliano.com>Email: [info@egoitaliano.com](mailto:info@egoitaliano.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture,**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 50%**Manufacturing plants:** 1; Italy**Estro Milano**

Innova D&amp;P srl - Estro Milano

**Headquarters/Main Location**

Via San Raffaele, 1 - 20121 Milano - Italy

T: +39 02 40043143

Web: <https://estromilano.com>Email: [export@estromilano.it](mailto:export@estromilano.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture,**Upholstered furniture production** accounts for an estimated 95% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 40%**Manufacturing plants:** 1; Italy

**Flexform**

Flexform SpA

**Headquarters/Main Location**

Via L. Einaudi 24/25 - 20821 Meda MB - Italy

T: +39 0362 3991

Web: <https://www.flexform.it>Email: [info@flexform.it](mailto:info@flexform.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Tables and Chairs, Garden and Outdoor, Contract, **Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** 100-250**Export share on total turnover:** 80%**Manufacturing plants:** 1; Italy**G 3**

G 3 Srl

**Headquarters/Main Location**

via Bourges 20 - 47122 Forlì FC - Italy

T: +39 0543 756867

Email: [info@g3srl.it](mailto:info@g3srl.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Italy**Gamma Arredamenti International**

Gamma Arredamenti International SpA

**Group:** Dexelance**Headquarters/Main Location**

Via Pitagora, 3 - 47121 Forlì FC - Italy

T: +39 0543 708311

Web: <https://www.gammarr.com>**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture,**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 90%**Manufacturing plants:** 1; Italy**Giorgetti**

Giorgetti SpA - Battaglia srl

**Headquarters/Main Location**

Via Manzoni 20 - 20821 Meda MB - Italy

T: +39 0362 75275

Web: <https://www.giorgettimeda.com>Email: [giorspa@giorgetti.eu](mailto:giorspa@giorgetti.eu)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Beds, Tables and Chairs, Occasional Furniture, Kitchen Furniture Units, Cabinets, Home Office, Contract,**Upholstered furniture production** accounts for an estimated 25% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 100-250**Export share on total turnover:** 70%**Manufacturing plants:** 2; Italy**Giuliani Arredamenti**

Giuliani Arredamenti Srl

**Headquarters/Main Location**

Via Gramadola 8 - 47121 Forlì FC - Italy

T: +39 0543 480474

**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Italy**Innova Divani**

Innova D&amp;P Srl - Estro

**Headquarters/Main Location**

c.da Pontrelli S.P 235 Altamura-Santeramo Km 5,2 - 70022

Altamura BA - Italy

T: +39 080 3103883

Web: <https://innovadivani.it>Email: [info@innovadivani.it](mailto:info@innovadivani.it)**Activity:** Manufacturer**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Export share on total turnover:** 60%**Manufacturing plants:** 1; Italy

**LeComfort**

**LeComfort srl**  
**Group:** Orbital Design Collective  
**Headquarters/Main Location**  
 Via Crosetta, 6 - 33077 Sacile PN - Italy  
 T: +39 0434 1854400  
**Web:** <http://www.lecomfort.it>  
**Email:** contatti@lecomfort.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** Romania, Serbia.

**Lifestyle Design**

**Haworth Italy Holding Srl**  
**Group:** Haworth Lifestyle Design  
**Headquarters/Main Location**  
 Via Luigi Busnelli 1 - 20821 Meda - Italy  
**Web:** <https://www.poltronafrau.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Office Seating, Furnishing Accessories, Upholstered Furniture, Office Furniture, Tables and Chairs, Garden and Outdoor, Contract,  
**Upholstered furniture production** accounts for an estimated 35% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 77%  
**Manufacturing plants:** 8; Italy; Italy (7), US(1).

**Living Divani**

**Living Divani Srl**  
**Headquarters/Main Location**  
 Strada del Cavolto, 15/17 - 22040 Anzano del Parco CO - Italy  
 T: +39 031 630954  
**Web:** <https://livingdivani.it>  
**Email:** info@livingdivani.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Upholstered Beds, Tables and Chairs, Garden and Outdoor, Contract,  
**Upholstered furniture production** accounts for an estimated 72% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 81%  
**Manufacturing plants:** 1; Italy

**Luxury Living Group**

**Luxury Living Group**  
**Group:** Haworth Lifestyle Design  
**Headquarters/Main Location**  
 Corso Diaz 43-45 - 47121 Forli FC - Italy  
 T: +39 0543 791911  
**Web:** <https://www.luxurylivinggroup.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Garden and Outdoor, Tables and Chairs, Occasional Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 1; Italy

**Meridiani**

**Meridiani Srl**  
**Group:** Dexelance  
**Headquarters/Main Location**  
 via Birago, 16 - 20826 Misinto MB - Italy  
 T: +39 02 9669161  
**Web:** <https://www.meridiani.it>  
**Email:** info@meridiani.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Beds, Tables and Chairs, Garden and Outdoor, Occasional Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 1; Italy

**Minotti**

**Minotti SpA**  
**Headquarters/Main Location**  
 Via Indipendenza 152 - 20821 Meda MB - Italy  
 T: +39 0362 343499  
**Web:** <https://www.minotti.com>  
**Email:** info@minotti.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Tables and Chairs, Beds, Dining and Living Rooms, Garden and Outdoor, Carpets, Contract,  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 85%  
**Manufacturing plants:** 1; Italy

**Miti**

**Miti Srl**  
**Group:** Akanto  
**Headquarters/Main Location**  
 Via Giuseppe Verdi, 50 - 31010 Farra di Soligo TV - Italy  
 T: +39 0438 402887  
**Web:** <https://mitionline.it>  
**Email:** info@mitionline.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Italy

**Molteni Group**

**Molteni & C Spa**  
**Group:** Gruppo Molteni  
**Headquarters/Main Location**  
 Via Rossini, 50 - 20833 Giussano MB - Italy  
 T: +39 0362 3591  
**Web:** <https://www.molteni.it>  
**Email:** customer.service@molteni.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Tables and Chairs, Occasional Furniture, Office Furniture, Wall To Wall Units, Partitions, Beds, Wardrobes, Garden and Outdoor, Contract,  
**Upholstered furniture production** accounts for an estimated 6% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 76%  
**Manufacturing plants:** 5; Italy

**Moroso**

**Moroso SpA**  
**Headquarters/Main Location**  
 Via Nazionale 60 - 33010 Tavagnacco UD - Italy  
 T: +39 0432 577111  
**Web:** <https://moroso.it>  
**Email:** info@moroso.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Tables and Chairs, Garden and Outdoor, Contract,  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 1; Italy

**Natuzzi Group**

**Natuzzi Spa**  
**Group:** Natuzzi  
**Headquarters/Main Location**  
 Via Iazzitello 47 - 70029 Santeramo in Colle BA - Italy  
 T: +39 080 8820111  
**Web:** <https://www.natuzzi.com>  
**Email:** info@natuzzi.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Beds, Furnishing Accessories, Contract,  
**Upholstered furniture production** accounts for an estimated 86% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 87%

**Manufacturing plants:** 10; Italy; Romania (1), Brazil (1), China (2). In 2022, the manufacturing plants located in Italy generated about 50% of the Group's total consolidated upholstered furniture revenue. The Chinese plants produced about 22% of the Group's total consolidated upholstered revenue.

**News (Amura)**

**News Srl - Amura**  
**Headquarters/Main Location**  
 SS 96 Km 96,800 Z. I. Mellitto - 70025 Grumo Appula BA - Italy  
 T: +39 080 6180121  
**Web:** <https://amuralab.com>  
**Email:** info@amuralab.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Contract,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Italy

**Nicoletti Trade**

**Nicoletti Home**  
**Group:** Calia Group  
**Headquarters/Main Location**  
 Z.I. La Martella - 75100 Matera MT - Italy  
 T: +39 0835 303364  
**Web:** <https://www.nicolettihome.com>  
**Email:** info@nicolettihome.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 70%  
**Manufacturing plants:** 1; Italy

**Oniro Group**

Oniro Group Srl  
**Group:** Oniro Group  
**Headquarters/Main Location**  
 Via Montesolaro, 14/B - 22063 Cantù CO - Italy  
 T: +39 031 70757  
**Web:** <https://www.onirogroup.it> ; <https://jumbocolLECTION.it>  
**Email:** info@jumbogroup.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Dining and Living Rooms, Occasional Furniture, Kitchen Furniture Units, Cabinets, Bedroom Furniture, Garden and Outdoor, Contract,  
**Upholstered furniture production** accounts for an estimated 53% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 95%  
**Manufacturing plants:** 1; Italy

**Poliform**

Poliform Spa  
**Group:** Poliform  
**Headquarters/Main Location**  
 Via Montesanto, 28 - 22044 Inverigo CO - Italy  
 T: +39 031 6951  
**Web:** <https://www.poliform.it>  
**Email:** online@poliform.it  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture Units, Cabinets, Upholstered Furniture, Bedroom Furniture, Tables and Chairs, Bookcase, Shelves, Wall to Wall Units, Contract,  
**Upholstered furniture production** accounts for an estimated 28% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 80%  
**Manufacturing plants:** 6; Italy

**Polo Group**

Polo Group Srl - Loop&Co  
**Headquarters/Main Location**  
 Via del Mandorlo, 34 - 70022 Altamura BA - Italy  
 T: +39 080 3163811  
**Web:** <http://www.loopandco.it>  
**Email:** info@polodivani.it - loop@loopandco.it  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 85%  
**Manufacturing plants:** 1; Italy

**Poltrona Frau**

Poltrona Frau SpA  
**Group:** Haworth Lifestyle Design  
**Headquarters/Main Location**  
 Via Sandro Pertini, 22 - 62029 Tolentino MC - Italy  
 T: +39 0733 9091  
**Web:** <https://www.poltronafrau.com>  
**Email:** info@poltronafrau.it  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered Furniture, Tables and Chairs, Garden and Outdoor, Furnishing Accessories, Contract,  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 69%  
**Manufacturing plants:** 7; Italy, USA.

**Poltronesofà**

Poltronesofà Spa  
**Group:** Poltrone&Sofa  
**Headquarters/Main Location**  
 Via Lunga, 16 - 40056 Crespellano BO - Italy  
 T: +39 0543 757011  
**Web:** <https://www.poltronesofa.com>  
**Activity:** Retailer  
**Product Portfolio:** Upholstered Furniture, Occasional Furniture,  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 37%  
**Manufacturing plants:** The company does not own production plants. It has a network of upholstered furniture suppliers.

**Rubelli**

Rubelli spa  
**Headquarters/Main Location**  
 Via della Pila, 47 - 30175 Marghera VE - Italy  
 T: +39 041 2584411  
**Web:** <https://www.rubelli.com>  
**Email:** info@rubelli.com  
**Activity:** Manufacturer  
**Product Portfolio:** Covering Materials, Upholstered Furniture, Occasional Furniture, Curtains,  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250

**Saba Italia**

Saba Italia Srl  
**Group:** Dexelance  
**Headquarters/Main Location**  
 Via Dell'Industria, 17 - 35018 San Martino di Lupari PD - Italy  
 T: +39 049 9462227  
**Web:** <https://sabaitalia.it>  
**Email:** [infosaba@sabaitalia.it](mailto:infosaba@sabaitalia.it)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Beds, Garden and Outdoor,  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 54%  
**Manufacturing plants:** 1; Italy

**Samoa**

Samoa Srl  
**Headquarters/Main Location**  
 Via I° Maggio, 9/11 - 31014 Colle Umberto TV - Italy  
 T: +39 0438 388179  
**Web:** <https://www.samoadivani.com>  
**Email:** [info@samoadivani.com](mailto:info@samoadivani.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, Upholstered Beds, **Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Italy

**Sardone**

Nias Srl - Sardone Home  
**Headquarters/Main Location**  
 Via Manfredonia 19 - 70022 Altamura BA - Italy  
 T: +39 080 3140367  
**Web:** <http://www.sardonehome.it>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 3; Italy

**Soft Line**

Soft Line SpA  
**Group:** Mimosa Holding  
**Headquarters/Main Location**  
 S.P. Bari-Modugno Km 3 - 70026 Modugno BA - Italy  
 T: +39 080 5352691  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 3; Italy

**Tre P**

Tre P SpA  
**Headquarters/Main Location**  
 S.S. 407 Basentana Z.I - 75013 Macchia di Ferrandina MT - Italy  
 T: +39 0835 303253  
**Web:** <https://www.trep.store>  
**Email:** [clienti@trepsrl.eu](mailto:clienti@trepsrl.eu)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Italy

**Vitarelax**

Vitarelax Srl  
**Headquarters/Main Location**  
 Via Copernico n.81/85 - 47122 Forlì FC - Italy  
 T: +39 0543 774777  
**Web:** <https://www.vitarelax.it>  
**Email:** [commerciale@vitarelax.it](mailto:commerciale@vitarelax.it)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered Furniture, **Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Italy

**WeDo Holding**

Wedo Holding Spa

**Group:** We.Do Holding

**Headquarters/Main Location**

Galleria Brancaleon, 2 - 35137 Padova PD - Italy

T: +39 049 5206152

**Web:** <https://wedoholding.com>

**Email:** [segreteria@wedoholding.com](mailto:segreteria@wedoholding.com)

**Activity:** Holding

**Product Portfolio:** Bathroom Furniture, Kitchen Furniture Units, Cabinets, Upholstered Furniture, Lighting Fixtures, Office Furniture,

**Upholstered furniture production** accounts for an estimated 17% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 40%

**Manufacturing plants:** 9; Italy; Serbia.

**Zanotta**

Zanotta SpA

**Group:** Haworth Lifestyle Design

**Headquarters/Main Location**

Via Vittorio Veneto 57 - 20834 Nova Milanese MB - Italy

T: +39 0362 4981

**Web:** <https://www.zanotta.it>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered Furniture, Tables and Chairs, Beds, Garden and Outdoor, Contract,

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 51-100

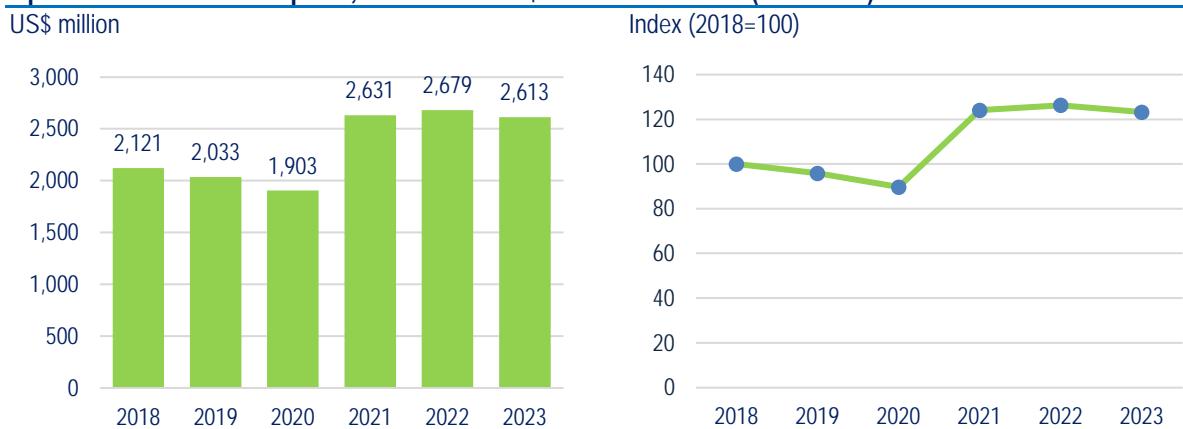
**Export share on total turnover:** 75%

**Manufacturing plants:** 1; Italy

### 3.5.5 Italy. Upholstered furniture exports

**Figure 3.43 - Italy.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

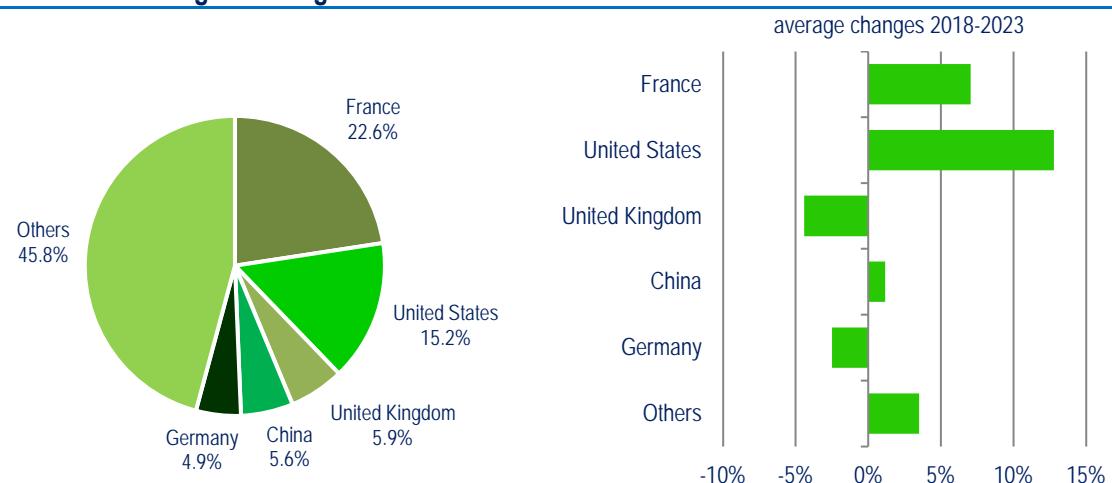


Source: CSIL processing of official data

**Figure 3.44 - Italy.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.45 - Italy.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| France                  | 419.2        | 410.0  | 420.4  | 560.9  | 557.6  | 589.2  | 19.8    | 22.6  | 5.7              | 7.0        |
| United States           | 217.9        | 238.2  | 222.5  | 376.3  | 413.1  | 397.6  | 10.3    | 15.2  | -3.8             | 12.8       |
| United Kingdom          | 194.4        | 163.8  | 129.8  | 176.2  | 179.5  | 155.3  | 9.2     | 5.9   | -13.5            | -4.4       |
| China                   | 138.6        | 133.9  | 142.4  | 198.3  | 173.2  | 146.8  | 6.5     | 5.6   | -15.2            | 1.2        |
| Germany                 | 143.8        | 132.7  | 126.8  | 156.4  | 139.8  | 126.8  | 6.8     | 4.9   | -9.3             | -2.5       |
| Switzerland             | 86.4         | 89.6   | 87.3   | 113.1  | 117.5  | 115.2  | 4.1     | 4.4   | -2.0             | 5.9        |
| Belgium                 | 81.1         | 74.1   | 72.7   | 97.6   | 84.1   | 85.5   | 3.8     | 3.3   | 1.7              | 1.1        |
| United Arab Emirates    | 32.2         | 27.7   | 26.4   | 44.4   | 50.2   | 59.1   | 1.5     | 2.3   | 17.7             | 12.9       |
| Spain                   | 52.9         | 48.3   | 40.3   | 56.3   | 54.7   | 50.0   | 2.5     | 1.9   | -8.6             | -1.1       |
| Netherlands             | 43.6         | 39.8   | 39.9   | 52.0   | 50.9   | 48.5   | 2.1     | 1.9   | -4.8             | 2.1        |
| top 10                  | 1410.2       | 1358.1 | 1308.4 | 1831.5 | 1820.6 | 1774.0 | 66.5    | 67.9  | -2.6             | 4.7        |
| others                  | 710.9        | 675.3  | 594.5  | 799.5  | 858.6  | 838.7  | 33.5    | 32.1  | -2.3             | 3.4        |
| <b>Americas</b>         | 279.3        | 303.4  | 274.1  | 461.1  | 512.3  | 489.3  | 13.2    | 18.7  | -4.5             | 11.9       |
| - North America         | 263.9        | 285.7  | 261.1  | 439.9  | 490.4  | 465.5  | 12.4    | 17.8  | -5.1             | 12.0       |
| - Central-South America | 15.5         | 17.8   | 13.0   | 21.1   | 21.9   | 23.8   | 0.7     | 0.9   | 8.8              | 9.0        |
| <b>Asia and Pacific</b> | 333.4        | 318.4  | 313.3  | 421.0  | 422.1  | 392.5  | 15.7    | 15.0  | -7.0             | 3.3        |
| <b>Europe</b>           | 1342.3       | 1262.5 | 1186.3 | 1554.3 | 1513.6 | 1496.3 | 63.3    | 57.3  | -1.1             | 2.2        |
| - European Union (27)   | 951.7        | 905.9  | 875.6  | 1147.6 | 1119.7 | 1127.9 | 44.9    | 43.2  | 0.7              | 3.5        |
| - UK, CH, NO, IS        | 288.7        | 263.0  | 223.6  | 300.2  | 305.2  | 277.8  | 13.6    | 10.6  | -9.0             | -0.8       |
| - Other Europe          | 101.8        | 93.6   | 87.1   | 106.4  | 88.6   | 90.5   | 4.8     | 3.5   | 2.1              | -2.3       |
| <b>Middle East</b>      | 127.5        | 113.0  | 97.8   | 145.5  | 180.4  | 165.3  | 6.0     | 6.3   | -8.4             | 5.3        |
| <b>Africa</b>           | 39.4         | 39.0   | 32.8   | 51.4   | 52.6   | 68.9   | 1.9     | 2.6   | 30.9             | 11.8       |
| <b>Other Countries</b>  | 2.2          | 1.2    | 1.1    | 2.6    | 2.2    | 0.6    | 0.1     | 0.0   | n.s.             | -23.5      |
| <b>World Total</b>      | 2121.1       | 2033.4 | 1902.9 | 2631.0 | 2679.2 | 2612.7 | 100.0   | 100.0 | -2.5             | 4.3        |

Source: CSIL processing of official data

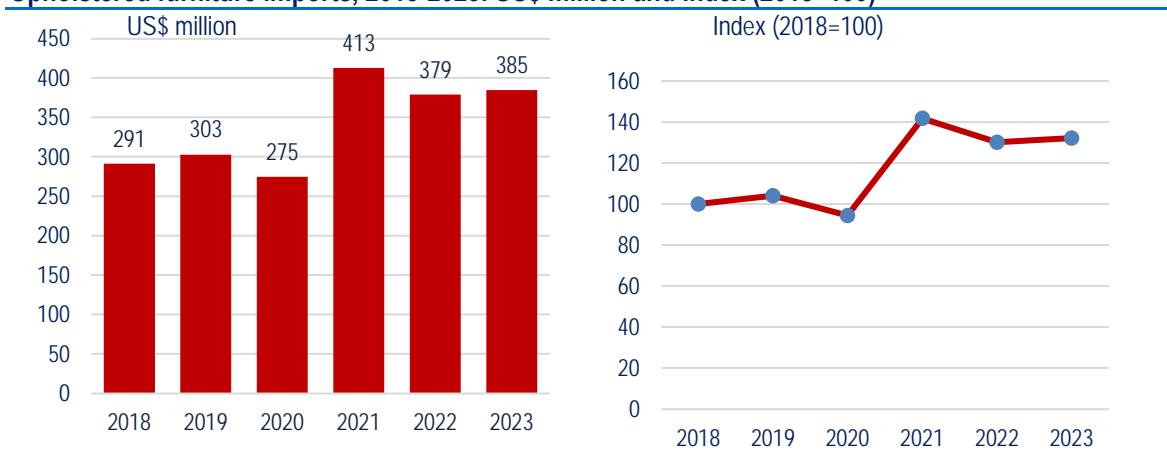
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.5.6 Italy. Upholstered furniture imports

**Figure 3.45 - Italy.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

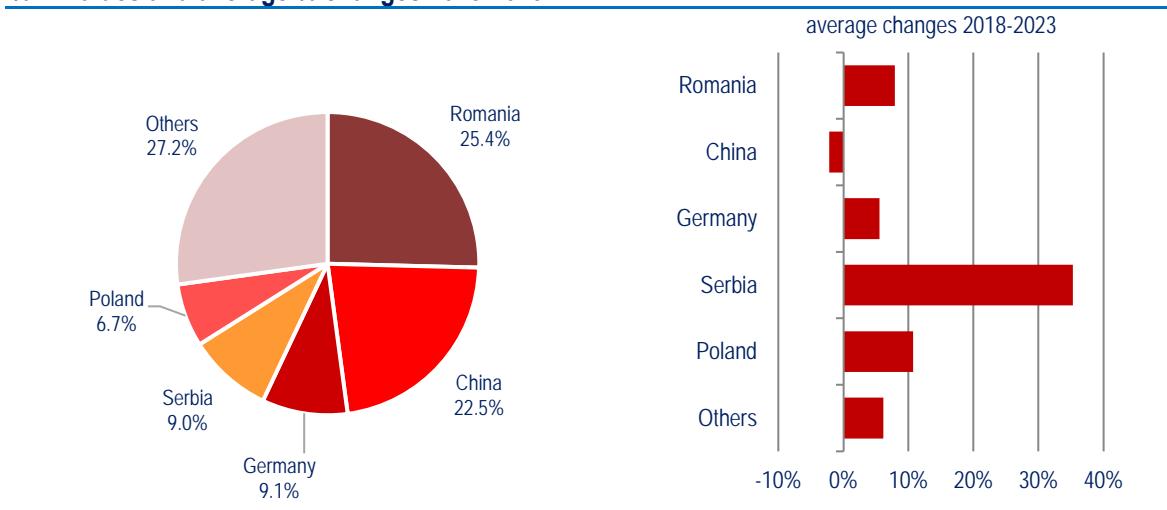


Source: CSIL processing of official data

**Figure 3.46 - Italy.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.46 - Italy.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Romania                 | 66.8         | 53.2  | 60.6  | 99.6  | 77.1  | 97.8  | 22.9    | 25.4  | 26.8             | 7.9        |
| China                   | 96.6         | 104.0 | 89.5  | 146.7 | 118.0 | 86.5  | 33.2    | 22.5  | -26.7            | -2.2       |
| Germany                 | 26.8         | 27.5  | 22.6  | 32.2  | 27.4  | 35.2  | 9.2     | 9.1   | 28.4             | 5.6        |
| Serbia                  | 7.7          | 6.3   | 5.8   | 8.5   | 17.6  | 34.7  | 2.6     | 9.0   | 96.7             | 35.3       |
| Poland                  | 15.6         | 16.3  | 12.7  | 19.9  | 22.5  | 25.9  | 5.4     | 6.7   | 15.5             | 10.7       |
| Türkiye                 | 20.4         | 24.8  | 24.5  | 30.9  | 27.2  | 22.7  | 7.0     | 5.9   | -16.6            | 2.1        |
| Spain                   | 1.7          | 8.0   | 6.1   | 7.2   | 7.7   | 12.8  | 0.6     | 3.3   | 65.4             | 49.0       |
| Denmark                 | 1.5          | 3.0   | 1.2   | 2.1   | 5.9   | 9.9   | 0.5     | 2.6   | 69.5             | 46.9       |
| France                  | 4.8          | 6.1   | 8.8   | 11.2  | 11.7  | 9.1   | 1.7     | 2.4   | -22.7            | 13.5       |
| Albania                 | 1.3          | 1.6   | 1.8   | 3.9   | 5.1   | 6.8   | 0.4     | 1.8   | 32.5             | 39.2       |
| top 10                  | 243.1        | 250.7 | 233.6 | 362.2 | 320.2 | 341.4 | 83.5    | 88.7  | 6.6              | 7.0        |
| others                  | 48.0         | 52.1  | 41.2  | 50.4  | 58.7  | 43.4  | 16.5    | 11.3  | -26.1            | -2.0       |
| <b>Americas</b>         | 3.7          | 1.1   | 1.4   | 0.9   | 1.1   | 3.0   | 1.3     | 0.8   | n.s.             | -4.2       |
| - North America         | 3.6          | 1.0   | 1.4   | 0.9   | 1.0   | 2.6   | 1.2     | 0.7   | n.s.             | -6.3       |
| - Central-South America | 0.1          | 0.1   | 0.0   | 0.1   | 0.1   | 0.4   | 0.0     | 0.1   | n.s.             | 34.6       |
| <b>Asia and Pacific</b> | 102.6        | 108.3 | 94.1  | 151.4 | 126.6 | 91.5  | 35.3    | 23.8  | -27.7            | -2.3       |
| <b>Europe</b>           | 183.8        | 192.6 | 178.8 | 259.6 | 250.9 | 289.1 | 63.1    | 75.1  | 15.2             | 9.5        |
| - European Union (27)   | 143.7        | 146.0 | 133.3 | 207.3 | 192.3 | 215.6 | 49.4    | 56.0  | 12.1             | 8.5        |
| - UK, CH, NO, IS        | 3.6          | 3.9   | 4.1   | 4.5   | 4.6   | 6.1   | 1.2     | 1.6   | 32.0             | 11.1       |
| - Other Europe          | 36.5         | 42.7  | 41.4  | 47.8  | 53.9  | 67.4  | 12.5    | 17.5  | 25.1             | 13.1       |
| <b>Middle East</b>      | 0.3          | 0.2   | 0.1   | 0.4   | 0.1   | 0.9   | 0.1     | 0.2   | n.s.             | 26.6       |
| <b>Africa</b>           | 0.7          | 0.6   | 0.3   | 0.3   | 0.3   | 0.3   | 0.2     | 0.1   | -13.9            | -17.5      |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | 22.2             | 2.9        |
| <b>World Total</b>      | 291.1        | 302.8 | 274.8 | 412.6 | 379.0 | 384.8 | 100.0   | 100.0 | 1.5              | 5.7        |

Source: CSIL processing of official data

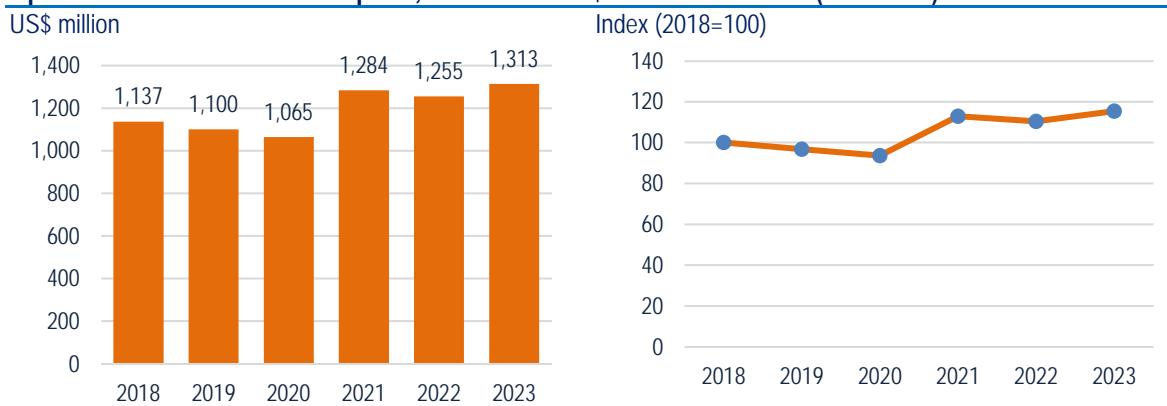
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.5.7 Italy. Upholstered furniture consumption

**Figure 3.47 - Italy.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.47 - Italy.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

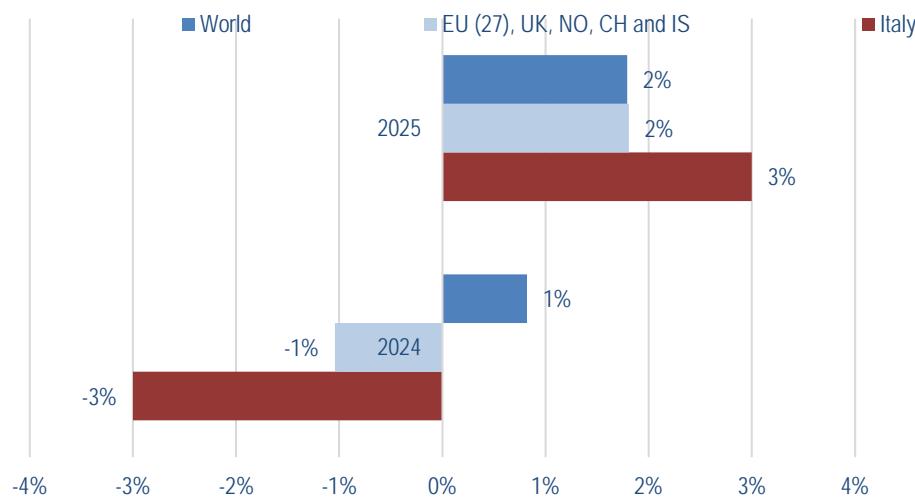
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Italy                      | 26%  | 28%  | 26%  | 32%  | 30%  | 29%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.48 - Italy.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

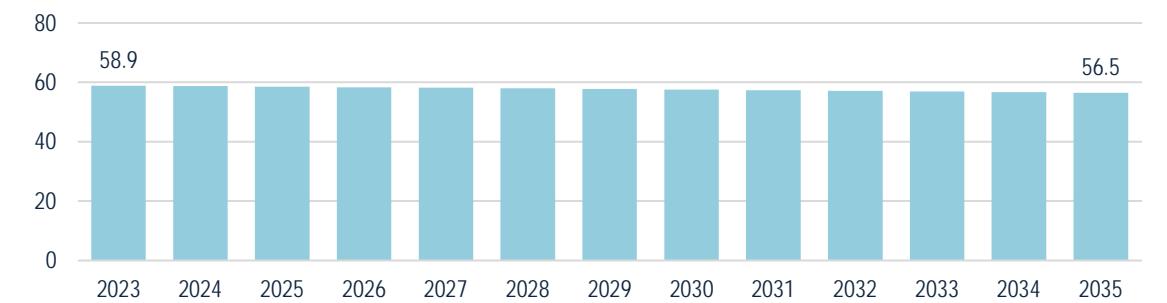


Source: CSIL

### 3.5.8 Italy. Population forecasts

**Figure 3.49 - Italy.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.48 - Italy.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 26 |
| Urban Population | % of total | 72 |

Source: UN, World Bank

Last available year

**Table 3.49 - Italy.**

**Resident population in main cities\* and projected growth**

| Cities             | Population (thousand) |       |       |
|--------------------|-----------------------|-------|-------|
|                    | 2020                  | 2025  | 2030  |
| Roma (Rome)        | 4,257                 | 4,347 | 4,413 |
| Milano (Milan)     | 3,140                 | 3,167 | 3,209 |
| Napoli (Naples)    | 2,187                 | 2,182 | 2,207 |
| Torino (Turin)     | 1,792                 | 1,810 | 1,834 |
| Bergamo            | 892                   | 923   | 939   |
| Palermo            | 851                   | 851   | 861   |
| Bologna            | 806                   | 819   | 831   |
| Firenze (Florence) | 708                   | 714   | 723   |
| Padova             | 684                   | 700   | 711   |
| Genova (Genoa)     | 680                   | 674   | 681   |
| Venezia            | 637                   | 643   | 652   |
| Verona             | 630                   | 644   | 654   |
| Bari               | 622                   | 626   | 633   |
| Catania            | 586                   | 589   | 596   |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.5.9 Italy. Comparison with the global upholstered furniture sector

Figure 3.50 - Italy.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.50 - Italy.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 301   | 33       |
| Population                                   | Million               | 59    | 18       |
| Urban Population                             | % of total population | 72    | 44       |
| Total GNP                                    | US\$ billion          | 2252  | 8        |
| Per capita GNP                               | US\$                  | 38200 | 25       |
| Household Consumption Exp.                   | US\$ billion          | 1222  | 8        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 3297  | 11       |
| Per capita GNP at PPP                        | US\$                  | 55940 | 25       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.6 The upholstered furniture industry in India

### 3.6.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- India ranks as the sixth-largest producer of upholstered furniture globally, with a production value reaching US\$ 3.2 billion.
- The country's upholstered furniture consumption has shown notable growth, climbing to nearly US\$3.5 billion in 2023, which represents a 5% increase compared to the previous year. This rise in consumption highlights a robust domestic market driven by increasing urbanization, changing in consumer demographics, expansion of the middle class, increasing investments in the residential and non-residential sector, government's support, evolution of consumers tastes, and modernization of furniture retail.
- Most of the furniture produced is consumed domestically, with only 10% of the market satisfied by imports.

#### Competitive System Landscape

The Indian furniture industry is characterized by its high degree of fragmentation, predominantly dominated by small, individually owned businesses. A unique aspect of this industry is the significant presence of the unorganized and informal sector, which is estimated to represent most of the market.

In contrast, the organized sector, while still limited, is experiencing steady growth. This transformation towards a more structured and competitive landscape is being driven by several key factors. The entry of international manufacturers is introducing new design standards and production techniques, while the expansion of large retail entities is creating more streamlined and accessible shopping experiences for consumers. Additionally, market consolidation is playing a crucial role in this evolution, with larger companies gaining more influence and market share.

Despite the pervasive fragmentation of India's furniture sector, several leading upholstered furniture producers have established a notable presence. The leading companies in this segment include Stanley Lifestyles, Nilkamal Plastic, Godrej Interio, Damro Furniture, and Livspace. Although most of these companies do not exclusively specialize in upholstered furniture, they have made significant strides in this area. The "Make in India" initiative has created a policy push to transform India into a manufacturing hub. This has made the Indian upholstered furniture market even more attractive. The government has allowed 100% FDI for furniture manufacturing through the automatic route.

The investments in establishing production presence in India by foreign companies are increasing. The HTL Group, incorporated in India in 2021, currently has two subsidiaries - New Century Sofa (which focuses on manufacturing) and New Century Trading (that handles its business operations). The company announced his planning to expand its retail presence in shop-in-shops in India in 2024, and to open 10 exclusive stores in all key metro and tier 1 cities including Mumbai, Bangalore, Pune, Delhi, Hyderabad and Chennai. The Malaysian upholstered furniture manufacturer, Master Sofa, set up manufacturing presence in India, beside operating factories also in Vietnam and Malaysia. From Denmark, Hjort Knudsen has a manufacturing plant in India (Uran Islampur-Maharashtra).

#### M&A Deals and Recent News

- In September 2023, Haworth has announced its plans to expand and strengthen its presence in India. The design conglomerate is committing an investment of US\$ 8 to US\$ 10 million to establish its second manufacturing facility in Sriperumbudur, Tamil Nadu. This new factory is expected to play a crucial role in the collaborative production of innovative products, with a particular focus on high-end ergonomic seating solutions. The expansion underscores Haworth's dedication to enhancing its operational capabilities and delivering advanced workspace solutions to the Indian market.
- In April 2022, AFC Furniture Solutions acquired the brands Xbench, Vibrant, and Livo, which were owned by Wipro Enterprises.

**Table 3.51 - India.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |
|--------------------|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Production         | US\$ million | 1,784   | 1,914   | 2,056   | 2,329   | 2,443   | 2,589   | 2,360   | 2,759   | 3,071   | 3,212   |
| Exports            | US\$ million | 35      | 41      | 41      | 49      | 60      | 68      | 57      | 95      | 103     | 94      |
| Imports            | US\$ million | 157     | 159     | 132     | 149     | 162     | 216     | 198     | 240     | 350     | 360     |
| Consumption*       | US\$ million | 1,906   | 2,032   | 2,147   | 2,429   | 2,544   | 2,738   | 2,501   | 2,904   | 3,317   | 3,478   |
| Production         | % ch. - US\$ |         |         | 7%      | 7%      | 13%     | 5%      | 6%      | -9%     | 17%     | 11%     |
| Exports            | % ch. - US\$ |         |         | 18%     | 0%      | 19%     | 23%     | 13%     | -16%    | 65%     | 9%      |
| Imports            | % ch. - US\$ |         |         | 1%      | -17%    | 13%     | 8%      | 34%     | -8%     | 21%     | 46%     |
| Consumption*       | % ch. - US\$ |         |         | 7%      | 6%      | 13%     | 5%      | 8%      | -9%     | 16%     | 14%     |
| export/production  | %            | 2%      | 2%      | 2%      | 2%      | 2%      | 3%      | 2%      | 3%      | 3%      | 3%      |
| import/consumption | %            | 8%      | 8%      | 6%      | 6%      | 6%      | 8%      | 8%      | 8%      | 11%     | 10%     |
| Production         | INR million  | 108,811 | 122,709 | 138,060 | 151,541 | 167,008 | 182,247 | 174,957 | 203,956 | 241,281 | 265,185 |
| Exports            | INR million  | 2,133   | 2,634   | 2,766   | 3,187   | 4,108   | 4,782   | 4,242   | 6,988   | 8,099   | 7,745   |
| Imports            | INR million  | 9,584   | 10,211  | 8,888   | 9,708   | 11,047  | 15,223  | 14,701  | 17,723  | 27,494  | 29,758  |
| Consumption*       | INR million  | 116,262 | 130,287 | 144,181 | 158,062 | 173,946 | 192,688 | 185,416 | 214,692 | 260,676 | 287,198 |
| Production         | % ch. - INR  |         |         | 13%     | 13%     | 10%     | 10%     | 9%      | -4%     | 17%     | 18%     |
| Exports            | % ch. - INR  |         |         | 23%     | 5%      | 15%     | 29%     | 16%     | -11%    | 65%     | 16%     |
| Imports            | % ch. - INR  |         |         | 7%      | -13%    | 9%      | 14%     | 38%     | -3%     | 21%     | 55%     |
| Consumption*       | % ch. - INR  |         |         | 12%     | 11%     | 10%     | 10%     | 11%     | -4%     | 16%     | 21%     |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL

**Table 3.52 - India.****Exchange rates, 2014-2023**

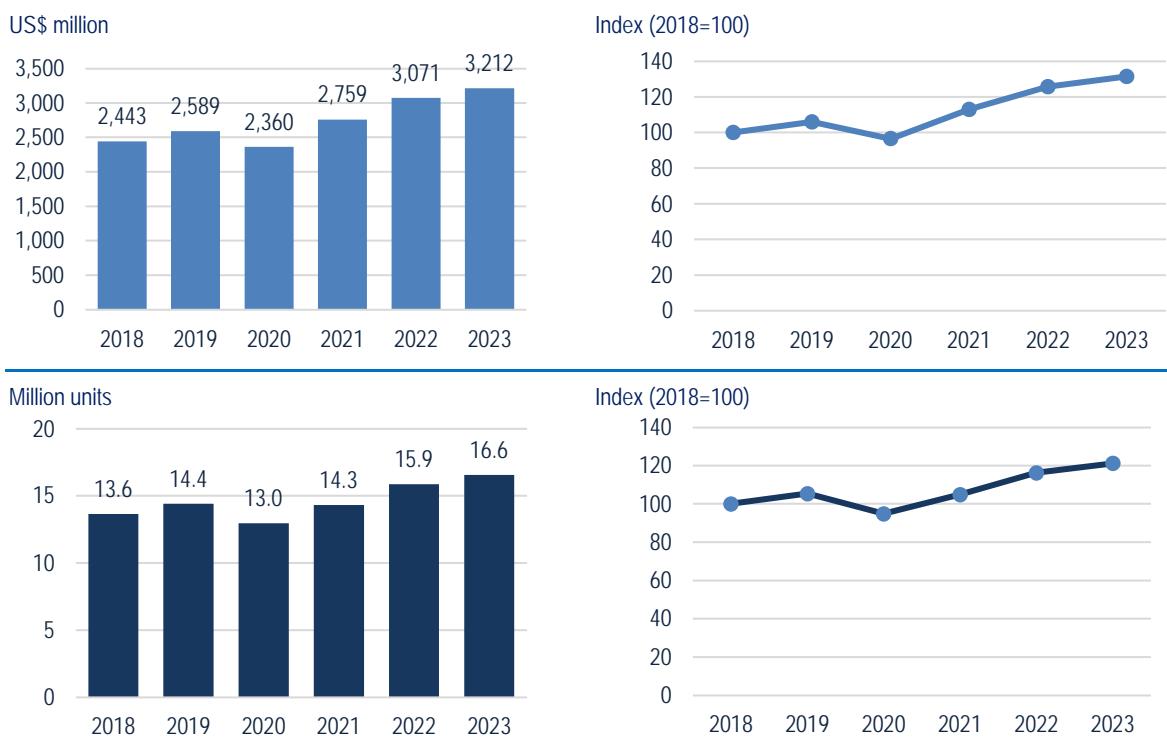
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| INR per US\$ | 61.0 | 64.1 | 67.2 | 65.1 | 68.4 | 70.4 | 74.1 | 73.9 | 78.6 | 82.6 |
| INR per EUR  | 81.1 | 71.1 | 74.4 | 73.5 | 80.8 | 78.8 | 84.6 | 87.5 | 82.8 | 89.3 |

Source: US Federal Reserve

### 3.6.2 India. Upholstered furniture production

**Figure 3.51 - India.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2017=100)**



Source: CSIL

**Table 3.53 - India.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

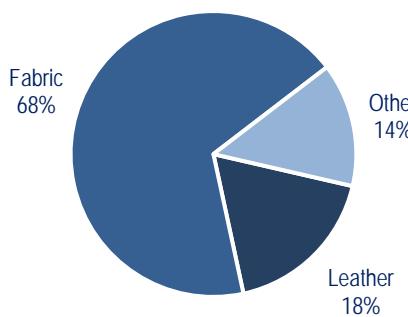
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| India            | 2%   | 3%   | 2%   | 3%   | 3%   | 3%   |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.52 - India.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.6.3 India. Major upholstered furniture manufacturers

**Table 3.54 India. Major upholstered furniture manufacturers by turnover**

| Company                             | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|-------------------------------------|---|--|-------------------------------|
| Godrej Interio                      | 47  | 10   | 472                           |
| Stanley Lifestyles                  | 43  | 80   | 54                            |
| Nilkamal Plastic (Nilkamal Plastic) | 41  | 10   | 408                           |
| Damro Furniture                     | 20  | 50   | 40                            |
| Livspace                            | 19  | 30   | 64                            |
| HTL India (Golden Hill)             | 16  | 90   | 18                            |
| Urban Living                        | 15  | 100  | 15                            |
| Recliners India                     | 14  | 100  | 14                            |
| Chafa Home                          | 14  | 20   | 68                            |
| Durian                              | 13  | 42   | 32                            |
| Flexi Seating Systems               | 7   | 84   | 9                             |
| Bab Leather                         | 5   | 65   | 7                             |
| HOF (IN)                            | 5   | 48   | 10                            |
| Little Nap Designs                  | 4   | 100  | 4                             |
| Mayuri International                | 4   | 75   | 5                             |
| Furniture Quotient                  | 4   | 50   | 7                             |
| Sleepyhead                          | 3   | 15   | 20                            |
| Kurlon (Sheela Group)               | 3   | 2  | 110                           |
| Bonton Technomake                   | 1   | 10   | 14                            |
| Usha Furniture                      | 1   | 20   | 6                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

Recently HTL International and Master Sofa established production facilities in India.

### 3.6.4 India. Short profiles of major upholstered furniture manufacturers

#### A to Z

Amratlal Dhirajlal & Company - A to Z

##### Headquarters/Main Location

No. 412, Shaikh Memon Street, Opposite Crawford Market - 400002 Mumbai, Maharashtra - India

T: +91 22 42123500

Web: <http://www.atozhomefurnishings.in>

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Home furniture, Mattresses, Flooring, Textiles

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

#### Alder Furniture

Alder Furniture Private Limited

##### Headquarters/Main Location

ALDER Showroom 27 Furniture Block, Kirti Nagar - 110015 New Delhi, Delhi - India

Web: <https://www.alder.in>

Email: [info@alder.in](mailto:info@alder.in) ; [sanjeev@alder.in](mailto:sanjeev@alder.in)

Activity: Manufacturer, Retailer, Design studio

Product Portfolio: Home Office, Upholstered furniture, Dining and Living rooms, Tables and Chairs

Total Turnover range: 5-15 US\$ million

**Bab Leather****Bableather Products International****Headquarters/Main Location**

NO:162, 163 SIDCO Industrial Estate - 600034

Thirumudivakkam, Chennai - India

T: +91 99529 82428; 98400 99211; 44 4291 8168

**Web:** <http://www.bableather.com>**Email:** Thomas@bableather.com**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Semi-finished parts  
**Upholstered furniture production** accounts for an estimated 65% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 62%**Manufacturing plants:** 5; India; Malaysia.**Bonton Technomake****Bonton Technomake Pvt Ltd****Headquarters/Main Location**

7-A Scheme No 71 Behind Distt. Hospital, Dhar Road - 452009 Indore, Madhya Pradesh - India

T: +91 731 2383157

**Web:** <https://www.bontonfurniture.net>**Email:** info@bontonfurniture.net ; marketing@bontonfurniture.net**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Upholstered furniture, Contract, Educational furniture**Upholstered furniture production** accounts for an estimated 10% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 2%**Manufacturing plants:** 1; India; In Indore**Chafa Home****Chafa Home****Headquarters/Main Location**

411005 Pune, Maharashtra - India

**Web:** <https://chafahome.com>**Email:** info@chafahome.com**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses**Upholstered furniture production** accounts for an estimated 20% of total revenues**Total Turnover range:** 50-100 US\$ million**Chesterfield****Chesterfield Furniture****Headquarters/Main Location**

23 D, Laxmi Industrial Estate, New Link Road, Andheri West, - 400053 Mumbai, Maharashtra - India

T: +91 22 49711775

**Web:** <https://www.thechesterfieldfurniture.com>**Email:** info@thechesterfieldfurniture.com**Activity:** Manufacturer Importer, Retailer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs**Employees range:** 51-100**Manufacturing plants:** 1; India**Damro Furniture****Damro Furniture Pvt. Ltd.****Group:** Damro Group**Headquarters/Main Location**

150, Arcot road, Kodambakkam, - 600024 Chennai, Tamil Nadu - India

T: +91 44 23721820, 23652460

**Web:** <https://damroindia.com>**Email:** service@damroindia.com**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Upholstered furniture, Bedrooms, Tables and Chairs, Mattresses**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 0%**Manufacturing plants:** 1; India**Durian****Durian Industries Limited****Headquarters/Main Location**

401, The Summit, Hanuman Road, W.E. Highway, Vile Parle (E) - 400057 Mumbai, Maharashtra - India

T: +91 22 26269000

**Web:** <https://www.durian.in>**Email:** info@durian.in**Activity:** Manufacturer, Importer, Retailer**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Home furniture**Upholstered furniture production** accounts for an estimated 42% of total revenues**Total Turnover range:** 15-50 US\$ million**Export share on total turnover:** 0%**Manufacturing plants:** 6; India

## Flexi Seating Systems

**Flexi Seating Systems Pvt Ltd**

**Headquarters/Main Location**

129, Matheswartzala Road, Near Spring Hyundai Service Centre, Road from China Town - 700 046 Kolkata, West Bengal - India

T: +91 33 32963959 ; 32024086

Web: <http://flexi.co.in>

Email: [contact@flexi.co.in](mailto:contact@flexi.co.in)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture, Bedrooms

**Upholstered furniture production** accounts for an estimated 84% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Export share on total turnover:** 0%

**Manufacturing plants:** 1; India

## Furnitech Seating System

**Furnitech Seating Systems (I) Pvt**

**Headquarters/Main Location**

63/2, Shivrai Nagar, Near V.I.T. Hostel Kondhva, Budruk - 411048 Pune, Maharashtra - India

T: +91 22 60563564

Web: <https://furnitechseating.com> ; <https://www.furnitech.in>

Email: [experience@furnitechseating.com](mailto:experience@furnitechseating.com) ; [care@furnitech.in](mailto:care@furnitech.in)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Home furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Employees range:** 100-250

**Export share on total turnover:** 30%

**Manufacturing plants:** 2; India; In Pune

## Furniture Quotient

**FQ Furniture Quotient**

**Headquarters/Main Location**

No. 40. , 80 Feet Road, Above Decathlon Connect, Opp. Cafe Coffee Day, HAL 2nd Stage, Indiranagar - 560038 Bangalore, Karnataka - India

T: +91 98 868 79555 | 868 07555

Web: <https://fqfurniture.com>

Email: [sales@fqfurniture.com](mailto:sales@fqfurniture.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Home furniture

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; India

## Godrej Interio

**Godrej & Boyce Mfg. Co., Ltd.**

**Group:** Godrej

**Headquarters/Main Location**

Pirojshananagar, Vikhroli - 400079 Mumbai, Maharashtra - India

T: +91 22 67965656 ; 67965959

Web: <https://www.godrejinterio.com> ; <https://www.godrej.com/godrejandboyce/>

Email: [interio@godrej.com](mailto:interio@godrej.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Mattresses, Furnishing accessories, Contract, Household appliances

**Upholstered furniture production** accounts for an estimated 10% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 3%

**Manufacturing plants:** 7; India;. The company operates from seven manufacturing facilities located in Mumbai, Khalapur, Haridwar, Shirwal and Bhagwanpur

## Hevea Furniture and Interiors Private

**Hevea Furniture and Interiors Private Limited**

**Headquarters/Main Location**

1/183, Sri Selvavinayagar Nagar, Red Hills - 600052 Chennai, Tamil Nadu - India

T: +91 44 26418753; 26322336

Web: <https://heveaproducts.co.in>

Email: [marketing@heveaproducts.co.in](mailto:marketing@heveaproducts.co.in)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Home furniture, Contract, Educational furniture, Shop fittings

**Total Turnover range:** 0-5 US\$ million

## HOF

**HOF Furniture System Pvt Ltd**

**Headquarters/Main Location**

Plot no C1/2, Steel Town, Opp. Nova Petrochem Sarkhej-Balwa Highway, Moraiya - 382213 Ahmedabad, Gujarat - India

T: +91 99 09682828

Web: <https://hofindia.com>

Email: [mktg@hofindia.com](mailto:mktg@hofindia.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms

**Upholstered furniture production** accounts for an estimated 48% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Manufacturing plants:** 2; India

**HTL India**

**NEW Century Sofa India Private Limited**

**Group:** Golden Hill

**Headquarters/Main Location**

Indospace Oragadam II, No.165, Bldg No.B400 & B600  
Venpakkam Village, Panruti Post - 603109 Kanchipuram,  
Tamil Nadu - India

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
90% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Jasmi Home Furnishings Private**

**Jasmi Home Furnishings Private Limited**

**Headquarters/Main Location**

159/1 Bangalore Road Shenbakkam - 632008 Vellore, Tamil  
Nadu - India

T: +91 416 2292318/19

**Web:** <https://jasmi.in>

**Email:** raj@jasmisofas.in

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Total Turnover range:** 5-15 US\$ million

**Kurlon**

**Kurlon Enterprise Limited**

**Group:** Sheela Group

**Headquarters/Main Location**

N-301, North Block, Manipal Centre, Dickenson Road - 560042  
Bangalore, Karnataka - India

T: +91 80 25587132 ; 40313156 ; 40313131

**Web:** <https://kurlon.com>

**Email:** customercare@kurlon.com

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Furniture, Upholstered furniture, Home  
furniture, Mattresses, Contract, Foam

**Upholstered furniture production** accounts for an estimated  
2% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 10%

**Manufacturing plants:** 12; India

**Little Nap Designs**

**Little Nap Designs Pvt. Ltd.**

**Headquarters/Main Location**

#844, M.G.Road Ghitorni - 110030 New Delhi, Delhi - India

T: +91 96 67797066

**Web:** <https://www.littlenap.in>

**Email:** marketing@littlenap.in

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 51-100

**Export share on total turnover:** 5%

**Manufacturing plants:** 1; India

**Livspace**

**LHome Interior Designs E-Commerce Private Limited -  
Livspace**

**Headquarters/Main Location**

3rd Floor, Aurbis Business Parks Pvt Ltd, Survey No. 58, 7,  
Outer Ring Rd, Devarabisanahalli, Bellandur - 560103  
Bangalore, Karnataka - India

T: +91 91 48 484 666

**Web:** <https://www.livspace.com>

**Email:** care@livspace.com

**Activity:** Manufacturer

**Product Portfolio:** Kitchen Furniture, Upholstered furniture,  
Bedrooms

**Upholstered furniture production** accounts for an estimated  
30% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 1; India

**Masater Sofa India**

**Master Sofa Industries Sdn Bhd (Maximus - Maestro)**

**Group:** Master Sofa Industries Sdn Bhd (Maximus - Maestro)

**Headquarters/Main Location**

Lot 2325, Jalan Sungai Burung Pekan Nanas - 81500 Pontian,  
Johor - Malaysia

T: +60 7 6991999

**Web:** <https://www.mastersofa.com.my>

**Email:** enquiry@mastersofa.com.my

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Employees range:** 100-250

**Manufacturing plants:** 3; Malaysia; Vietnam, India.

**Mayuri International****Mayuri International****Headquarters/Main Location**

No.106/B, 4th Cross, Chikkanna Layout, Ashwathnagar,  
Thannisandra Main Road, AshwathNagar, Sinthan Nagar -  
560077 Bangalore, Karnataka - India

**T:** +91 9731734610 / 9686056378**Web:** <https://www.mayuriinternational.com>**Email:** [info@mayuriinternational.com](mailto:info@mayuriinternational.com)**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Office Seating,  
Upholstered furniture, Dining and Living rooms, Home  
furniture, Garden and Outdoor, Contract, Educational  
furniture

**Upholstered furniture production** accounts for an estimated  
75% of total revenues

**Total Turnover range:** 5-15 US\$ million**Employees range:** 0-20**Export share on total turnover:** 10%**Manufacturing plants:** 1; India**Modfurn Furniture****Modfurn Systems India Pvt Ltd.****Group:** JFA Group**Headquarters/Main Location**

nr 69 Royapettah High Road, Roypettah - 600014 Chennai,  
Tamil Nadu - India

**T:** +91 44 28111624; 28111872;**Web:** <https://www.modfurn.com>**Email:** [modfurnshowroom@jfamodfurn.in](mailto:modfurnshowroom@jfamodfurn.in)**Activity:** Manufacturer, Retailer

**Product Portfolio:** Office Seating, Kitchen Furniture,  
Upholstered furniture, Dining and Living rooms, Tables and  
Chairs, Occasional, Home furniture

**Total Turnover range:** 5-15 US\$ million**Manufacturing plants:** 1; India**Nesta Furniture****Nesta Furniture Pvt Ltd****Group:** CenturyPly**Headquarters/Main Location**

6, Lyons Range - 700001 Kolkata, West Bengal - India

**T:** +91 33 39403950**Email:** [enquiry.furniture@centuryply.com](mailto:enquiry.furniture@centuryply.com)**Activity:** Interior Designer

**Product Portfolio:** Upholstered furniture, Dining and Living  
rooms, Tables and Chairs, Occasional

**Upholstered furniture production** accounts for an estimated  
40% of total revenues

**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 0%**Manufacturing plants:** 1; India**Nilkamal Plastic****Nilkamal Plastic Ltd****Group:** Nilkamal Plastic**Headquarters/Main Location**

Street No.14, M.I.D.C., Andheri (East) - 400093 Mumbai,  
Maharashtra - India

**T:** +91 22 28367891 ; 42358936

**Web:** <https://nilkamal.com> ; <https://www.nilkamalmattrezzz.com> ;  
<https://www.nilkamalfurniture.com> ;  
<https://doctordreams.com/>

**Email:** [marketing@nilkamal.com](mailto:marketing@nilkamal.com)**Activity:** Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Upholstered furniture,  
Dining and Living rooms, Children's rooms, Tables and  
Chairs, Occasional, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated  
10% of total revenues

**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Manufacturing plants:** 4; India**Parin Furniture****Parin Furniture Pvt Ltd****Headquarters/Main Location**

Beside Parin Motors, Gondal Road - 360004 Vavdi, Rajkot -  
India

**T:** +91 98984 98984**Web:** <http://www.parinfurniture.com>**Email:** [info@parinfurniture.com](mailto:info@parinfurniture.com)**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture,  
Dining and Living rooms, Bedrooms, Children's rooms

**Total Turnover range:** 5-15 US\$ million**Employees range:** 251-500**Export share on total turnover:** 1%**Manufacturing plants:** 1; India**Recliners India****Recliners India Pvt. Ltd****Headquarters/Main Location**

J-82, Paryavaran Complex, Neb Sarai, IGNOU Road, -  
110068 New Delhi , Delhi - India

**T:** +91 011 2953 6216 - 29536221**Web:** <https://www.reclinersindia.com>**Email:** [comfort@reclinersindia.com](mailto:comfort@reclinersindia.com)**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 20%**Manufacturing plants:** 2; India

**Skf Decor**

**SK Furniture & Decorators - Skf Decor**  
**Headquarters/Main Location**  
F - 343, Old MB Road, Lado Sarai - 110030 New Delhi, Delhi - India  
**Web:** <https://www.skfdecor.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Furniture, Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100

**Sleepyhead**

**Sleepyhead Home Decor Private Limited**  
**Headquarters/Main Location**  
NR Trident Business Park, 30/6, HSR Layout Khatha No.268/18/11, Sector 6, Hosur Main Road Bangalore - 560068 Bangalore, Karnataka - India  
**T:** +91 8884884345  
**Web:** <https://mysleepyhead.com>  
**Email:** support@mysleepyhead.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 15% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Export share on total turnover:** 5%

**Sogno Furniture**

**Dream factory Pvt Ltd**  
**Headquarters/Main Location**  
Industrial Area Shed No.16-2, Sareen Complex, Mathura Road, Badkhal Mod - 121003 Faridabad, Haryana - India  
**T:** +91 846 7841110  
**Web:** <http://www.sogno.in>  
**Email:** delhi@sogno.in  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Kitchen Furniture, Bathroom Furniture, Bathroom Accessories, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Furnishing accessories, Contract, Doors and windows  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; India

**Stanley Lifestyles**

**Stanley Lifestyles Limited**  
**Group:** Stanley Lifestyles  
**Headquarters/Main Location**  
12/7, Shamarao Compound, Mission Road - 560027 Bangalore, Karnataka - India  
**T:** +91 80 2226237 ; 22100751  
**Web:** <https://www.lovestanley.com>  
**Email:** stanleyseating@vsnl.net ; ananya.rk@stanleylifestyles.com  
**Activity:** Manufacturer, Importer, Retailer  
**Product Portfolio:** Office Seating, Kitchen Furniture, Upholstered furniture, Mattresses, Contract  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 2; India

**Style Spa Furniture**

**Style Spa Furniture Limited**  
**Group:** Adventz  
**Headquarters/Main Location**  
41, Montieth Road, Egmore - 600008 Chennai, Tamil Nadu - India  
**T:** +91 44 28528731  
**Web:** <https://www.stylespafurniture.com>  
**Email:** customercare@stylespafurniture.com  
**Activity:** Importer, Retailer  
**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Contract, Educational furniture  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; India

**Tip Top**

**Tip Top Furniture Pvt Ltd**  
**Headquarters/Main Location**  
N.H Kottakkal - 676501 Malappuram, Kerala - India  
**T:** +91 9744868686  
**Web:** <https://tiptopfurniture.co.in>  
**Email:** digitalsales@tiptopfurniture.co.in  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs  
**Total Turnover range:** 0-5 US\$ million  
**Manufacturing plants:** 1; India

**Urban Living**

Furniture Kraft International Pvt. Ltd - Urban Living  
**Headquarters/Main Location**  
217/218, 2nd Floor, Vasan Udyog Bhavan, Sun Mill Compound  
- 400013 Lower Parel, Mumbai - India  
**Web:** <https://urbanliving.co>  
**Email:** [enquiry@furniturekraft.com](mailto:enquiry@furniturekraft.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; India

**Usha Furniture**

Usha Shriram Enterprises Pvt Ltd - Usha Furniture  
**Headquarters/Main Location**  
Block A DDA Commercial Complex IIIrd Floor, Naraina Ring Road - 110028 New Delhi, Delhi - India  
**T:** +91 11 25770955 ; 25770990 ; 25770991 ; 25770992 ; 25770993  
**Web:** <https://www.usafurniture.com> ; <https://www.usha.in>  
**Email:** [sales@usha.in](mailto:sales@usha.in)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Contract  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Manufacturing plants:** 1; India

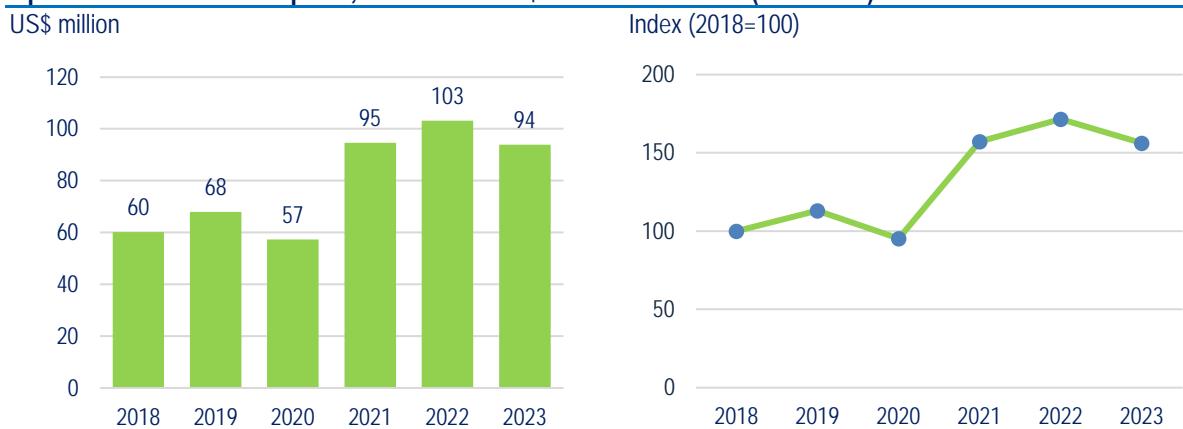
**Zuari - IFPL - Indian Furniture Products**

Indian Furniture Products Limited - Zuari  
**Group:** Adventz  
**Headquarters/Main Location**  
Zuari House, 41, Montieth road, - 600008 Chennai, Tamil Nadu - India  
**T:** +91 44 28528731  
**Web:** <https://www.zuari-furniture.com>  
**Email:** [enquiry@zuari-furniture.com](mailto:enquiry@zuari-furniture.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, RTA - DIY furniture, Contract  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** 0-5 US\$ million

### 3.6.5 India. Upholstered furniture exports

**Figure 3.53 - India.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.54 - India.**

**Upholstered furniture exports by country of destination, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.55 - India.****Upholstered furniture exports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |             |             |             |             |              | % share      |              | % annual changes |             |
|-------------------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|------------------|-------------|
|                         | 2017         | 2018        | 2019        | 2020        | 2021        | 2022         | 2017         | 2022         | 2022/21          | aver 17-22  |
| United States           | 19.4         | 25.5        | 26.5        | 27.2        | 45.7        | 61.4         | 39.6         | 59.5         | 34.2             | 25.9        |
| United Arab Emirates    | 3.1          | 3.1         | 4.9         | 1.5         | 4.6         | 6.9          | 6.3          | 6.7          | 51.4             | 17.5        |
| United Kingdom          | 3.6          | 4.2         | 3.5         | 2.8         | 5.6         | 5.9          | 7.4          | 5.7          | 5.7              | 10.3        |
| Canada                  | 2.2          | 2.5         | 2.5         | 2.5         | 4.4         | 5.0          | 4.5          | 4.8          | 13.4             | 17.5        |
| Germany                 | 1.9          | 2.0         | 1.8         | 2.9         | 5.5         | 3.9          | 3.9          | 3.8          | -28.5            | 15.7        |
| France                  | 3.4          | 3.7         | 3.9         | 2.7         | 3.6         | 2.9          | 6.9          | 2.8          | -17.8            | -2.8        |
| Australia               | 1.9          | 2.3         | 1.5         | 1.0         | 1.7         | 1.6          | 3.9          | 1.6          | -3.1             | -2.9        |
| Kuwait                  | 0.2          | 0.3         | 0.4         | 0.7         | 1.3         | 1.3          | 0.4          | 1.3          | 3.1              | 47.2        |
| Netherlands             | 2.2          | 2.5         | 3.0         | 2.1         | 2.4         | 1.3          | 4.6          | 1.2          | -46.8            | -10.5       |
| Qatar                   | 0.5          | 0.5         | 0.5         | 0.2         | 0.8         | 1.3          | 1.0          | 1.2          | 48.7             | 19.7        |
| <b>top 10</b>           | <b>38.4</b>  | <b>46.7</b> | <b>48.6</b> | <b>43.4</b> | <b>75.5</b> | <b>91.5</b>  | <b>78.5</b>  | <b>88.7</b>  | <b>21.1</b>      | <b>18.9</b> |
| <b>others</b>           | <b>10.5</b>  | <b>13.4</b> | <b>19.3</b> | <b>13.8</b> | <b>19.0</b> | <b>11.6</b>  | <b>21.5</b>  | <b>11.3</b>  | <b>-38.8</b>     | <b>2.0</b>  |
| <b>Americas</b>         | <b>22.4</b>  | <b>29.0</b> | <b>30.0</b> | <b>30.6</b> | <b>51.2</b> | <b>68.1</b>  | <b>45.8</b>  | <b>66.0</b>  | <b>32.8</b>      | <b>24.9</b> |
| - North America         | 21.9         | 28.3        | 29.4        | 30.2        | 50.6        | 66.7         | 44.7         | 64.7         | 31.9             | 25.0        |
| - Central-South America | 0.5          | 0.7         | 0.6         | 0.4         | 0.7         | 1.3          | 1.1          | 1.3          | n.s.             | 20.0        |
| <b>Asia and Pacific</b> | <b>3.9</b>   | <b>4.7</b>  | <b>5.9</b>  | <b>2.0</b>  | <b>3.7</b>  | <b>3.6</b>   | <b>8.0</b>   | <b>3.5</b>   | <b>-2.5</b>      | <b>-1.9</b> |
| <b>Europe</b>           | <b>15.4</b>  | <b>17.8</b> | <b>17.1</b> | <b>14.1</b> | <b>23.7</b> | <b>19.9</b>  | <b>31.5</b>  | <b>19.3</b>  | <b>-16.0</b>     | <b>5.2</b>  |
| - European Union (27)   | 9.8          | 11.3        | 11.7        | 9.8         | 16.2        | 12.9         | 20.0         | 12.5         | -20.5            | 5.6         |
| - UK, CH, NO, IS        | 4.6          | 5.6         | 4.8         | 3.8         | 6.9         | 6.9          | 9.4          | 6.7          | -0.5             | 8.3         |
| - Other Europe          | 1.0          | 0.9         | 0.6         | 0.5         | 0.5         | 0.1          | 2.0          | 0.1          | n.s.             | -40.2       |
| <b>Middle East</b>      | <b>6.5</b>   | <b>8.2</b>  | <b>14.3</b> | <b>9.9</b>  | <b>15.0</b> | <b>10.9</b>  | <b>13.2</b>  | <b>10.5</b>  | <b>-27.7</b>     | <b>10.9</b> |
| <b>Africa</b>           | <b>0.7</b>   | <b>0.4</b>  | <b>0.7</b>  | <b>0.5</b>  | <b>0.9</b>  | <b>0.7</b>   | <b>1.5</b>   | <b>0.7</b>   | <b>-22.5</b>     | <b>-0.5</b> |
| <b>Other Countries</b>  | <b>0.0</b>   | <b>0.0</b>  | <b>0.0</b>  | <b>0.0</b>  | <b>0.0</b>  | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | n.c.             | n.c.        |
| <b>World Total</b>      | <b>49.0</b>  | <b>60.1</b> | <b>67.9</b> | <b>57.2</b> | <b>94.5</b> | <b>103.1</b> | <b>100.0</b> | <b>100.0</b> | <b>9.1</b>       | <b>16.0</b> |

Source: CSIL processing of official data

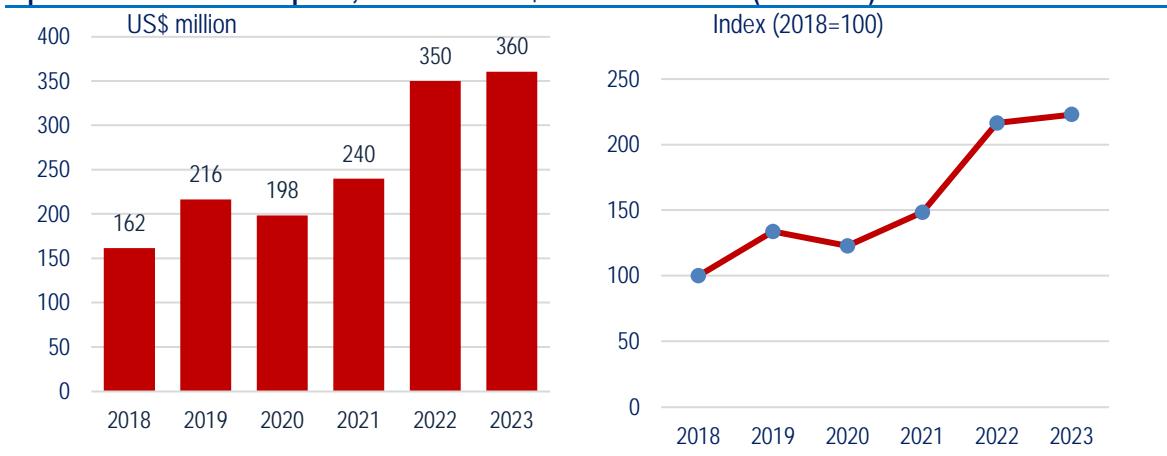
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.6.6 India. Upholstered furniture imports

**Figure 3.55 - India.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.56 - India.**

**Upholstered furniture imports by country of origin, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.56 - India.****Upholstered furniture imports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2017         | 2018  | 2019  | 2020  | 2021  | 2022  | 2017    | 2022  | 2022/21          | aver 17-22 |
| China                   | 116.1        | 128.6 | 172.7 | 163.2 | 188.0 | 283.0 | 77.8    | 80.9  | 50.5             | 19.5       |
| Italy                   | 10.3         | 11.5  | 12.0  | 8.1   | 12.2  | 18.8  | 6.9     | 5.4   | 53.8             | 12.9       |
| Malaysia                | 4.6          | 6.2   | 7.6   | 5.1   | 6.2   | 10.2  | 3.1     | 2.9   | 65.3             | 17.1       |
| Sri Lanka               | 4.5          | 0.0   | 7.0   | 5.4   | 8.2   | 9.6   | 3.0     | 2.8   | 16.7             | 16.4       |
| Vietnam                 | 1.7          | 0.9   | 1.2   | 2.6   | 8.4   | 7.4   | 1.2     | 2.1   | -11.0            | 33.6       |
| Türkiye                 | 1.5          | 2.2   | 3.3   | 3.0   | 4.8   | 6.1   | 1.0     | 1.7   | 27.2             | 32.0       |
| United States           | 1.4          | 1.7   | 1.5   | 1.9   | 1.1   | 2.7   | 0.9     | 0.8   | n.s.             | 15.1       |
| Thailand                | 0.5          | 0.8   | 1.0   | 0.8   | 1.3   | 1.9   | 0.4     | 0.5   | 44.2             | 28.6       |
| United Arab Emirates    | 1.9          | 1.4   | 2.0   | 1.5   | 1.8   | 1.8   | 1.2     | 0.5   | 2.0              | -0.6       |
| United Kingdom          | 1.0          | 1.3   | 2.2   | 2.2   | 1.5   | 1.7   | 0.7     | 0.5   | 19.3             | 10.6       |
| top 10                  | 143.6        | 154.6 | 210.5 | 193.7 | 233.4 | 343.3 | 96.3    | 98.1  | 47.1             | 19.0       |
| others                  | 5.6          | 7.0   | 5.8   | 4.6   | 6.3   | 6.5   | 3.7     | 1.9   | 3.9              | 3.3        |
| <b>Americas</b>         | 1.4          | 2.0   | 1.6   | 2.0   | 1.2   | 2.9   | 0.9     | 0.8   | n.s.             | 15.3       |
| - North America         | 1.4          | 2.0   | 1.6   | 2.0   | 1.2   | 2.8   | 0.9     | 0.8   | n.s.             | 15.1       |
| - Central-South America | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | 51.8       |
| <b>Asia and Pacific</b> | 128.5        | 137.3 | 190.4 | 177.5 | 212.6 | 312.8 | 86.1    | 89.4  | 47.1             | 19.5       |
| <b>Europe</b>           | 17.4         | 20.8  | 22.3  | 17.3  | 23.9  | 32.4  | 11.7    | 9.3   | 35.6             | 13.2       |
| - European Union (27)   | 14.7         | 17.3  | 16.5  | 12.0  | 17.5  | 24.4  | 9.8     | 7.0   | 39.8             | 10.7       |
| - UK, CH, NO, IS        | 1.2          | 1.4   | 2.5   | 2.4   | 1.6   | 1.9   | 0.8     | 0.5   | 16.9             | 9.5        |
| - Other Europe          | 1.5          | 2.2   | 3.3   | 3.0   | 4.8   | 6.1   | 1.0     | 1.7   | 26.9             | 31.7       |
| <b>Middle East</b>      | 1.9          | 1.4   | 2.0   | 1.5   | 2.1   | 1.8   | 1.2     | 0.5   | -11.6            | -0.5       |
| <b>Africa</b>           | 0.1          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | 37.4             | n.s.       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 149.2        | 161.6 | 216.3 | 198.3 | 239.7 | 349.9 | 100.0   | 100.0 | 46.0             | 18.6       |

Source: CSIL processing of official data

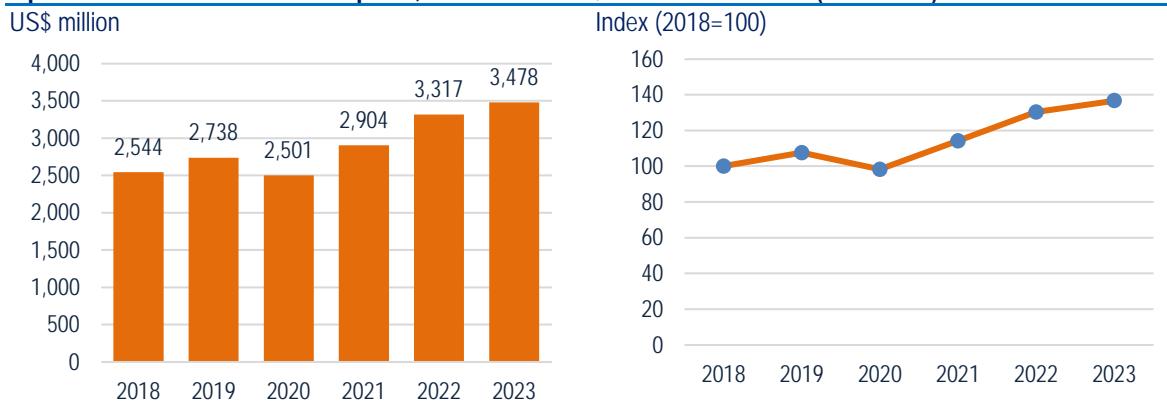
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.6.7 India. Upholstered furniture consumption

**Figure 3.57 - India.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.57 - India.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

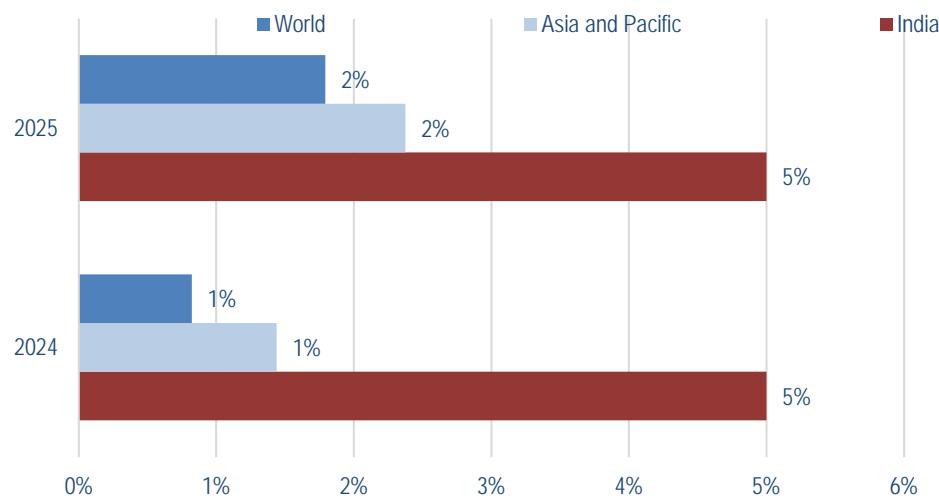
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| India            | 6%   | 8%   | 8%   | 8%   | 11%  | 10%  |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.58 - India.**

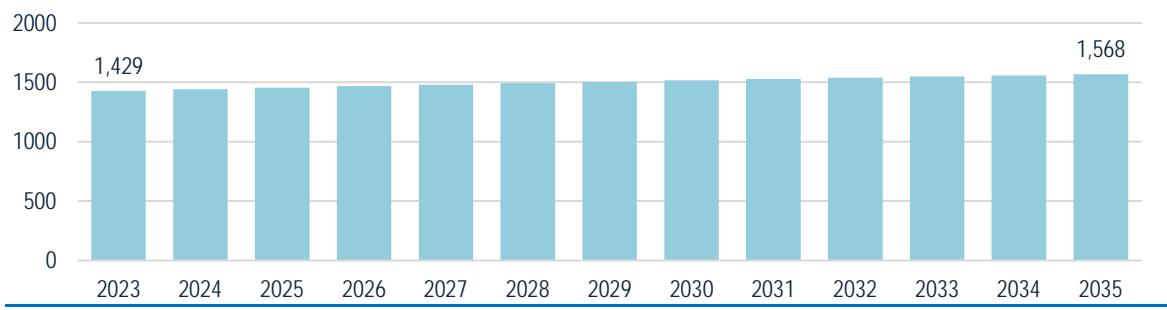
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.6.8 India. Population forecasts

**Figure 3.59 - India.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.58 - India.**

**Population. Number of households and share of urban population**

|                  |            |     |
|------------------|------------|-----|
| Total households | Million    | 294 |
| Urban Population | % of total | 36  |

Source: UN, World Bank

Last available year

**Table 3.59 - India.**

**Resident population in main cities\* and projected growth**

| Cities              | Population (thousand) |        |        |
|---------------------|-----------------------|--------|--------|
|                     | 2020                  | 2025   | 2030   |
| Delhi               | 30,291                | 34,666 | 38,939 |
| Mumbai (Bombay)     | 20,411                | 22,089 | 24,572 |
| Kolkata (Calcutta)  | 14,850                | 15,845 | 17,584 |
| Bangalore           | 12,327                | 14,395 | 16,227 |
| Chennai (Madras)    | 10,971                | 12,336 | 13,814 |
| Hyderabad           | 10,004                | 11,338 | 12,714 |
| Ahmadabad           | 8,059                 | 9,062  | 10,148 |
| Surat               | 7,185                 | 8,582  | 9,711  |
| Pune (Poona)        | 6,629                 | 7,526  | 8,442  |
| Jaipur              | 3,909                 | 4,411  | 4,943  |
| Lucknow             | 3,677                 | 4,133  | 4,628  |
| Kozhikode (Calicut) | 3,555                 | 4,387  | 4,993  |
| Malappuram          | 3,391                 | 4,344  | 4,976  |
| Kanpur              | 3,124                 | 3,345  | 3,715  |
| Kochi (Cochin)      | 3,082                 | 3,605  | 4,064  |
| Thrissur            | 3,068                 | 3,720  | 4,221  |
| Indore              | 3,017                 | 3,483  | 3,918  |

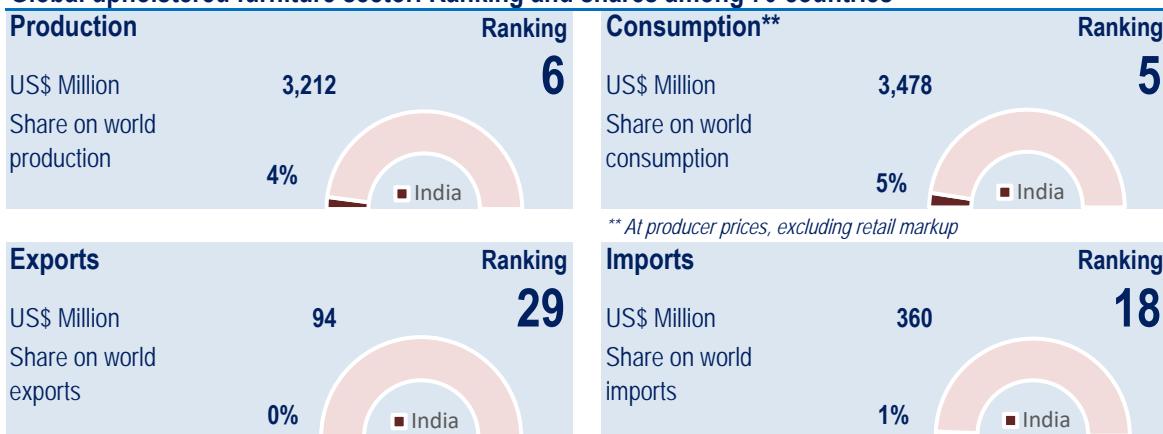
Source: UN

\* Urban Agglomeration with 3 million inhabitants or more in 2020

### 3.6.9 India. Comparison with the global upholstered furniture sector

Figure 3.60 - India.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

\*\* At producer prices, excluding retail markup

Table 3.60 - India.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 3287  | 7        |
| Population                                   | Million               | 1417  | 1        |
| Urban Population                             | % of total population | 36    | 70       |
| Total GNP                                    | US\$ billion          | 3386  | 5        |
| Per capita GNP                               | US\$                  | 2390  | 69       |
| Household Consumption Exp.                   | US\$ billion          | 2069  | 5        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 11667 | 3        |
| Per capita GNP at PPP                        | US\$                  | 8230  | 69       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.7 The upholstered furniture industry in Germany

### 3.7.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Germany holds the position of the seventh-largest producer of upholstered furniture globally, with a production value of US\$ 2.1 billion.
- On the consumption side, Germany ranks as the third-largest market for upholstered furniture worldwide. In 2023, the consumption of upholstered furniture reached US\$3.9 billion, representing a -10% decline compared to the previous year.
- The German market experienced a downturn attributed to multiple factors. Firstly, low consumer confidence has contributed to decreased spending and investment. Secondly, rising inflation rates have led to reduced purchasing power, further dampening consumer demand. Additionally, a sluggish residential market has resulted in fewer housing transactions, affecting the demand for furniture and related goods.
- A significant portion of Germany's upholstered furniture demand is met through imports, which account for about 66% of total consumption. The primary source of these imports is Poland, showcasing the robust trade relationship between the two countries and Poland's role as a key supplier in the European furniture market.
- In terms of exports, the German upholstered furniture exports faced a downturn in 2023, falling by -6% over 2022 (in current US\$).

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Polipol, Himolla Group (Welle Holding), 3C Gruppe (Carina, Candy), EuroComfort Holding and Willi Schillig Group. Most of these companies specialize in upholstered furniture and have an average upholstered furniture turnover of US\$262 million.

In the upholstered furniture segment, various companies have slipped into insolvency or have decided to go out of business due to the difficult conditions. The insolvent companies Franz Fertig Sitz+Liege Möbel KG, Buchen/Odenwald, and F+S Polster Möbel GmbH, Weidhausen, both had to cease operations because no investor could be found. The shareholders of Arco Polster Möbel GmbH & Co. KG, Weidhausen, have decided to liquidate in view of the losses recorded since 2021. Puhlmann Polster Möbel Produktions GmbH and Puhlmann Polster Möbel Vertriebs GmbH, both Enger, have been in preliminary insolvency proceedings since mid-October. Posa Möbelsysteme GmbH & Co. Vertriebs KG, Marienberg, has been reorganizing itself under self-management.

In May of 2024, W. Schillig is nearing the conclusion of its insolvency proceedings, which began in late 2023 under its own management. Facing severe financial difficulties, the company secured creditor agreement on an insolvency plan. The manufacturer has fulfilled all promised payments to creditors, addressed social plans, and covered procedural costs. With only a few formal legal matters remaining, the court is expected to close the proceedings soon. In the future, the production of Willi Schillig products for the European market will primarily take place at locations in Eastern Europe, particularly Hungary.

#### M&A Deals and Recent News

- The Polipol Group is establishing a new mold manufacturing department for foam molds, essentially on a greenfield site at the Polish production plant in Wagrowiec.

**Table 3.61 - Germany.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 2,505 | 2,145 | 2,119 | 2,119 | 2,101 | 1,992 | 1,990 | 2,257 | 2,151 | 2,120 |
| Exports            | US\$ million | 882   | 800   | 791   | 814   | 842   | 796   | 781   | 934   | 866   | 816   |
| Imports            | US\$ million | 2,298 | 2,048 | 2,226 | 2,331 | 2,448 | 2,393 | 2,591 | 3,286 | 3,028 | 2,587 |
| Consumption*       | US\$ million | 3,921 | 3,393 | 3,554 | 3,636 | 3,707 | 3,588 | 3,799 | 4,609 | 4,313 | 3,891 |
| Production         | % ch. - US\$ |       | -14%  | -1%   | 0%    | -1%   | -5%   | 0%    | 13%   | -5%   | -1%   |
| Exports            | % ch. - US\$ |       | -9%   | -1%   | 3%    | 3%    | -5%   | -2%   | 20%   | -7%   | -6%   |
| Imports            | % ch. - US\$ |       | -11%  | 9%    | 5%    | 5%    | -2%   | 8%    | 27%   | -8%   | -15%  |
| Consumption*       | % ch. - US\$ |       | -13%  | 5%    | 2%    | 2%    | -3%   | 6%    | 21%   | -6%   | -10%  |
| export/production  | %            | 35%   | 37%   | 37%   | 38%   | 40%   | 40%   | 39%   | 41%   | 40%   | 39%   |
| import/consumption | %            | 59%   | 60%   | 63%   | 64%   | 66%   | 67%   | 68%   | 71%   | 70%   | 66%   |
| Production         | EUR million  | 1,884 | 1,933 | 1,913 | 1,875 | 1,778 | 1,779 | 1,744 | 1,908 | 2,042 | 1,960 |
| Exports            | EUR million  | 663   | 721   | 714   | 720   | 712   | 711   | 685   | 789   | 822   | 755   |
| Imports            | EUR million  | 1,728 | 1,846 | 2,010 | 2,063 | 2,071 | 2,137 | 2,271 | 2,778 | 2,875 | 2,392 |
| Consumption*       | EUR million  | 2,949 | 3,058 | 3,210 | 3,217 | 3,137 | 3,206 | 3,330 | 3,896 | 4,094 | 3,597 |
| Production         | % ch. - EUR  |       | 3%    | -1%   | -2%   | -5%   | 0%    | -2%   | 9%    | 7%    | -4%   |
| Exports            | % ch. - EUR  |       | 9%    | -1%   | 1%    | -1%   | 0%    | -4%   | 15%   | 4%    | -8%   |
| Imports            | % ch. - EUR  |       | 7%    | 9%    | 3%    | 0%    | 3%    | 6%    | 22%   | 3%    | -17%  |
| Consumption*       | % ch. - EUR  |       | 4%    | 5%    | 0%    | -3%   | 2%    | 4%    | 17%   | 5%    | -12%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, Verband der Deutschen Möbelindustrie e.V.

**Table 3.62 - Germany.**
**Exchange rates, 2014-2023**

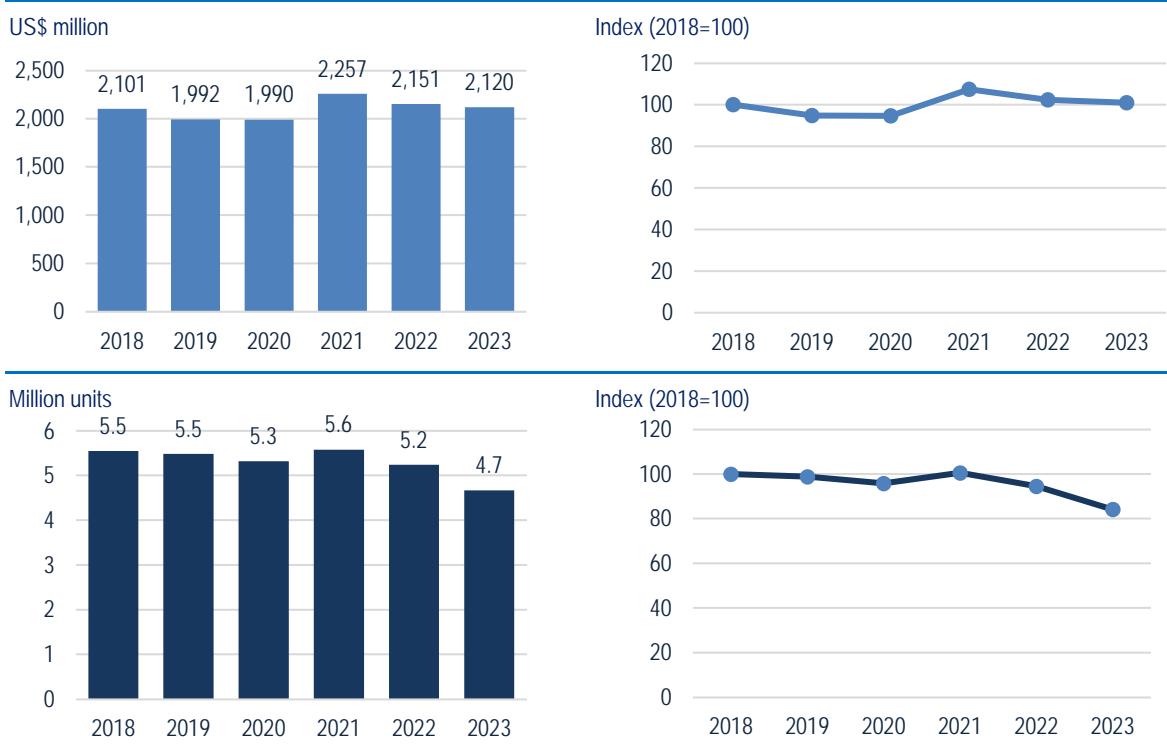
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| EUR per US\$ | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

### 3.7.2 Germany. Upholstered furniture production

**Figure 3.61 - Germany.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.63 - Germany.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

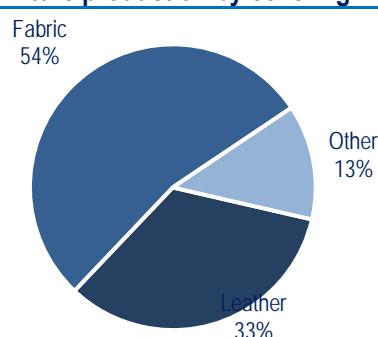
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Germany                    | 40%  | 40%  | 39%  | 41%  | 40%  | 39%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.62 - Germany.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.7.3 Germany. Major upholstered furniture manufacturers

**Table 3.64      Germany. Major upholstered furniture manufacturers by turnover**

| Company                               | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---------------------------------------|---|--|-------------------------------|
| Polipol                               | 518   | 90   | 575                           |
| Himolla Group (Welle Holding)         | 295   | 100  | 295                           |
| 3C Gruppe (Carina, Candy)             | 197   | 100  | 197                           |
| EuroComfort Holding                   | 165   | 40   | 413                           |
| Willi Schillig Group                  | 135   | 100  | 135                           |
| Rolf Benz (Kuka)                      | 85  | 85   | 101                           |
| Koinor Polstermöbel                   | 67  | 75   | 90                            |
| Walter Knoll                          | 56  | 65   | 87                            |
| Cor Sitzmöbel                         | 48  | 95   | 51                            |
| Brunner                               | 45  | 30   | 151                           |
| Dietsch                               | 39  | 100  | 39                            |
| Kare Design Reiter + Schönhofer OHG   | 31  | 30   | 103                           |
| Brühl + Sippold                       | 29  | 90   | 32                            |
| Erpo                                  | 27  | 100  | 27                            |
| Domo Collection                       | 25  | 100  | 25                            |
| Ponsel                                | 25  | 100  | 25                            |
| K+W (Welle Holding)                   | 23  | 40   | 56                            |
| BW Bielefelder (Jab Anstoetz)         | 19  | 75   | 26                            |
| Sun Garden                            | 18  | 5  | 357                           |
| Bretz                                 | 15  | 95   | 16                            |
| Dauphin                               | 14  | 10   | 140                           |
| Max Winzer                            | 10  | 100  | 10                            |
| Gruber Polstermöbel                   | 8   | 100  | 8                             |
| Signet                                | 8   | 80   | 10                            |
| Nolte Polstermöbel                    | 8   | 100  | 8                             |
| Comfort                               | 6   | 100  | 6                             |
| Wemafa Polstermöbel                   | 6   | 100  | 6                             |
| WIMA Postermöbel                      | 5   | 100  | 5                             |
| Wassenberger Polstermöbel-Werkstätten | 5   | 100  | 5                             |
| Finkeldei Polstermöbel                | 3   | 70   | 5                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.7.4 Germany. Short profiles of major upholstered furniture manufacturers

#### 3C Gruppe (Carina, Candy)

**3C Gruppe (Carina, Candy)**  
**Group:** 3C Holding  
**Headquarters/Main Location**  
 Am Jägerheim 1c - 33378 Rheda-Wiedenbrück, NRW - Germany  
 T: +49 5242 9309910  
[Web:](https://www.3c-gruppe.de) <https://www.3c-gruppe.de>  
[Email:](mailto:info@3c-gruppe.de) info@3c-gruppe.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 27%  
**Manufacturing plants:** 3; Germany; Poland (1), Slovakia (1).

#### Bretz

**Bretz Wohnräume GmbH**  
**Headquarters/Main Location**  
 Alexander-Bretz-Strasse. 2 - 55457 Gensingen - Germany  
 T: +49 6727 8950  
[Web:](https://bretz.com) <https://bretz.com>  
[Email:](mailto:info@bretz.de) info@bretz.de ; cultsofa@bretz.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Occasional, Contract, Textiles  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; Germany

#### Brühl + Sippold

**Brühl & Sippold GmbH**  
**Headquarters/Main Location**  
 Alter Bad Stebener Weg 1 - 95138 Bad Steben - Germany  
 T: +49 9288 9550  
[Web:](https://bruehl.com) <https://bruehl.com>  
[Email:](mailto:info@bruehl.com) info@bruehl.com ; bruehl@bruehl.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 25%  
**Manufacturing plants:** 1; Germany

#### Brunner

**Brunner GmbH**  
**Group:** Brunner Holding  
**Headquarters/Main Location**  
 Im Salmenkopf 10 - 77863 Rheinau-Freistett - Germany  
 T: +49 7844 4020  
[Web:](https://www.brunner-group.com) <https://www.brunner-group.com>  
[Email:](mailto:info@brunner-group.com) info@brunner-group.com  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract, Healthcare furniture, Educational furniture, Public Spaces  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 36%  
**Manufacturing plants:** 1; Germany

#### BW Bielefelder

**BW Bielefelder Werkstätten**  
**Group:** Jab Anstoetz  
**Headquarters/Main Location**  
 Potsdamer straße 180 - 33719 Bielefeld - Germany  
 T: +49 521 924270  
[Web:](https://bielefelder-werkstaetten.jab.de) <https://bielefelder-werkstaetten.jab.de>  
[Email:](mailto:info@jab.de) info@jab.de ; bw-kontakt@jab.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 75% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 27%  
**Manufacturing plants:** 1; Germany

#### Comfort

**Comfort GmbH & Co. Kg Polstermöbelfabrik**  
**Headquarters/Main Location**  
 Metzgerwiesen 10 - 71686 Remseck, Ludwigsburg - Germany  
 T: +49 711 833135  
[Web:](https://comfort-polster.de) <https://comfort-polster.de>  
[Email:](mailto:info@comfort-polster.de) info@comfort-polster.de  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Germany

**Cor Sitzmöbel**

**Cor Sitzmöbel Helmut Lübke GmbH & Co**  
**Headquarters/Main Location**  
 Nonnenstraße 12 - 33378 Rheda-Weidenbrück, NRW - Germany  
 T: +49 5242 41020  
**Web:** <https://www.cor.de>  
**Email:** info@cor.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 24%  
**Manufacturing plants:** 1; Germany

**Dauphin**

**Dauphin HumanDesign® Group GmbH & Co KG**  
**Group:** Dauphin  
**Headquarters/Main Location**  
 Espannstrasse 36 - 91238 Offenhausen, Mittelfranken - Germany  
 T: +49 9158 17700  
**Web:** <https://www.dauphin-group.com>  
**Email:** info@dauphin-group.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Acoustic Solutions, Upholstered furniture, Home furniture, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 32%  
**Manufacturing plants:** 6; Germany; Switzerland, USA, South Africa. The manufacturing plants in South Africa are licensees.

**Dietsch**

**Dietsch Polstermöbel GmbH**  
**Headquarters/Main Location**  
 Frank Luck Straße 2-3 - 98587 Schmalkalden - Germany  
 T: +49 36847 3640  
**Web:** <https://www.dietsch.de>  
**Email:** info@dietsch.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; Germany

**Domo Collection**

**DOMO collection GmbH**  
**Group:** Domo Gruppe  
**Headquarters/Main Location**  
 Unter den Eichen 13 - 27798 Hude - Germany  
 T: +49 44 08805202  
**Web:** <https://domo-moebel.de>  
**Email:** info@domo-moebel.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Poland.

**Erpo**

**Erpo Möbelwerk GmbH**  
**Headquarters/Main Location**  
 Albert Einstein Straße 9 - Postfach 40 - 88521 Ertingen - Germany  
 T: +49 7371 507800  
**Web:** <https://www.erpo.de>  
**Email:** info@erpo.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 1; Germany

**EuroComfort Holding**

**EuroComfort Holding GmbH**  
**Group:** EuroComfort Group  
**Headquarters/Main Location**  
 Vennweg 22 - 46395 Bocholt - Germany  
 T: +49 2871 9979  
**Web:** <https://eurocomfort.de>  
**Email:** info@eurocomfort.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Mattresses, Pillows, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 47%  
**Manufacturing plants:** 9; Germany; Poland (4), China, Lithuania, France.

**Finkeldei Polstermöbel**

**Finkeldei Polstermöbelmanufaktur GmbH**  
**Headquarters/Main Location**  
 Alersfelde 41 - 33039 Nieheim - Germany  
 T: +49 5274 9800  
**Web:** <http://www.finkeldei.com>  
**Email:** info@finkeldei.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; Germany

**Gepade**

**Gepade Polstermöbel GmbH**  
**Group:** Prevent  
**Headquarters/Main Location**  
 Hannoversche Strasse 2c - 33129 Wolfsburg - Germany  
 T: +49 38448 5150  
**Web:** <https://www.gepade.com> ; <https://www.neofacture.de>  
**Email:** info@gepade.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Export share on total turnover:** 10%  
**Manufacturing plants:** Bosnia. Prevent Interior (Bosnia)

**Gruber Polstermöbel**

**Gruber Polstermöbel GmbH**  
**Headquarters/Main Location**  
 Werkstraße 11+13 - 96242 Sonnefeld - Germany  
 T: +49 9562 98210 ; 982170  
**Web:** <https://www.gruber-polster.de>  
**Email:** info@gruber-polster.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Germany

**Himolla Group**

**Himolla Polstermöbel GmbH**  
**Group:** Welle Holding  
**Headquarters/Main Location**  
 Landshuter Strasse 38 - 84416 Taufkirchen/Vils, Oberbayern - Germany  
 T: +49 8084 250  
**Web:** <https://www.himolla.com>  
**Email:** info@himolla.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 40%  
**Manufacturing plants:** 5; Germany; Hungary (2), Poland (1), Slovakia (1).

**Hülsa-Werke**

**Hülsa-Werke Hüls GmbH & Co KG**  
**Group:** Hüls AG  
**Headquarters/Main Location**  
 Karl-Hüls-Strasse 1 - 48703 Stadtlohn, Borken - Germany  
 T: +49 2563 861220 ; 861278 ; 860  
**Web:** <https://www.huelsa.com>  
**Email:** huelsta@huelsta.com  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses, Contract, Hospitality furniture, Marine furniture, Semi-finished parts  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 25%

**K+W**

**K+W Polstermöbel GmbH Co. KG**  
**Group:** Welle Holding  
**Headquarters/Main Location**  
 Am Riegel 24 - 96268 Mitwitz - Germany  
 T: +49 9571 7990  
**Web:** <https://www.kwmoebel.de>  
**Email:** info@kwmoebel.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 2; Germany

### Kare Design Reiter + Schönhof OHG

**Kare Design Reiter + Schönhof OHG**

**Group:** Kare Design

**Headquarters/Main Location**

Zeppelinstraße 16 - 85748 Garching-Horbrück - Germany

T: +49 89 320820

Web: <https://www.kare-design.com>

Email: [info@kare.de](mailto:info@kare.de)

**Activity:** Manufacturer, Retailer, Design studio

**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Tables and Chairs, Home furniture, Garden and Outdoor, Contract, Lighting

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 60%

### Koinor Polstermöbel

**Koinor Polstermöbel GmbH & Co KG**

**Headquarters/Main Location**

Landwehrstraße 14 - 96247 Michelau, Ofr. - Germany

T: +49 9571 892-0

Web: <https://www.koinor.com>

Email: [info@koinor.de](mailto:info@koinor.de)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract, Textiles

**Upholstered furniture production** accounts for an estimated 75% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 25%

**Manufacturing plants:** 3; Germany

### König & Neurath

**König & Neurath AG**

**Group:** E. König

**Headquarters/Main Location**

Industriestraße 1-3 - 61184 Karben, Darmstadt - Germany

T: +49 6039 4830

Web: <https://www.koenig-neurath.com>

Email: [info@koenig-neurath.de](mailto:info@koenig-neurath.de)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Office Furniture, Home Office, Office Seating, Acoustic Solutions, Upholstered furniture

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 19%

**Manufacturing plants:** 1; Germany (Karben)

### Kuelkens & Sohn

**Kuelkens & Sohn GMBH & CO. KG**

**Headquarters/Main Location**

Am Gartenkamp 10 - 44227 Dortmund- Barop - Germany

T: +49 231 75718

Web: <https://kuelkens-gmbh.de>

Email: [info@kuelkens-gmbh.de](mailto:info@kuelkens-gmbh.de)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Occasional Upholstered furniture production accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 1; Germany

### Max Winzer

**Max Winzer GmbH & Co KG**

**Headquarters/Main Location**

Großheirather Straße 1 - 96253 Untersiemau - Germany

T: +49 9565 7980

Web: <https://www.max-winzer.de>

Email: [info@max-winzer.de](mailto:info@max-winzer.de)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract Upholstered furniture production accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Germany

### Nolte Polstermöbel

**Nolte Polstermöbel GmbH**

**Headquarters/Main Location**

Industriestraße 17-21 - 32139 Spenze - Germany

T: +49 5225 85050

Web: <https://www.nolte-polstermoebel.de>

Email: [info@nolte-polstermoebel.de](mailto:info@nolte-polstermoebel.de)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture  
Upholstered furniture production accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Germany

### Oelsa Rabenau

**Polstermöbel Oelsa GmbH**

**Headquarters/Main Location**

Lindenstraße 2 - 01734 Rabenau - Germany

T: +49 351 64810

Web: <http://www.pm-oelsa.de>

Email: [info@pm-gmbh.com](mailto:info@pm-gmbh.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Employees range:** 100-250

**Export share on total turnover:** 4%

**Manufacturing plants:** 1; Germany

**Polipol**

**Polipol Holding GmbH & Co KG**

**Group:** PBV Polipol

**Headquarters/Main Location**

Diepenauer Heide 1 - 31603 Diepenau, Niedersachsen - Germany

T: +49 5775 9680100

**Web:** <https://www.polipol.de>

**Email:** office@polipol.de

**Activity:** Holding, Manufacturer

**Product Portfolio:** Upholstered furniture, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 16%

**Manufacturing plants:** 8; Poland (7), Romania (1). The only German production site in Torgelow was closed at the end of September 2021.

**Ponsel**

**Albert Ponsel GmbH & Co KG**

**Headquarters/Main Location**

Trübenbacher Str. 12 - 96279 Weidhausen - Germany

T: +49 9562 7880 ; 78814

**Web:** <https://www.ponsel.de>

**Email:** info@ponsel.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; Germany

**Puhlmann**

**Puhlmann Polstermöbel Vertriebs GmbH**

**Headquarters/Main Location**

Lambernweg 44 - 32123 Enger - Germany

T: +49 5224 69970

**Web:** <https://www.puhlmann.de>

**Email:** info@puhlmann.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Germany

**Reposa**

**Reposa Polstermöbelwerk GmbH**

**Group:** Decker

**Headquarters/Main Location**

Natzungen Industriegebiet 5 - 34434 Borgentreich - Germany

T: +49 5645 7890

**Web:** <http://www.reposa.de>

**Email:** info@reposa.de ; moebel@reposa.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

**Export share on total turnover:** 40%

**Manufacturing plants:** 1; Germany

**Rolf Benz**

**Rolf Benz AG & Co KG**

**Group:** Kuka

**Headquarters/Main Location**

Haiterbacher Straße 104 - 72202 Nagold, Karlsruhe - Germany

T: +49 74 526010

**Web:** <https://www.rolf-benz.com>

**Email:** info@rolf-benz.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Occasional, Garden and Outdoor, Contract

**Upholstered furniture production** accounts for an estimated 85% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 50%

**Manufacturing plants:** 2; Germany

**Segmüller Gruppe**

**Hans Segmüller Polstermöbelfabrik GmbH & Co KG**

**Group:** Segmüller

**Headquarters/Main Location**

Münchner Str. 35 - 86316 Friedberg - Germany

T: +49 821 60060

**Web:** <https://www.segmueller.de>

**Email:** friedberg@segmueller.de

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Home furniture

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 1; Germany

**Signet**

**Signet Wohnmöbel GmbH**  
**Headquarters/Main Location**  
 Bayernstraße 9 - 96272 Hochstadt - Germany  
 T: +49 9574 654700  
**Web:** <https://www.signet-moebel.de>  
**Email:** info@signet-moebel.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Germany

**Sun Garden**

**Sun Garden GMBH**  
**Group:** Sun Garden  
**Headquarters/Main Location**  
 Emsdettener Strasse 233 - 48485 Neuenkirchen - Germany  
 T: +49 5973 609 – 0  
**Web:** <https://www.sun-garden.eu>  
**Email:** info@sun-garden.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Garden and Outdoor, Mattresses, Contract, Semi-finished parts, Coverings, Textiles  
**Upholstered furniture production** accounts for an estimated 5% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 29%  
**Manufacturing plants:** 3; Poland, Romania, Ukraine.

**Torgelower Polstermöbel**

**Torgelower Polstermöbel GmbH**  
**Group:** PBV Polipol  
**Headquarters/Main Location**  
 Blumenthaler Str. 9C - 17358 Torgelow, Vorpommern-Greifswald - Germany  
 T: +49 3976 23 680  
**Web:** <https://www.polipol.de>  
**Email:** andreas.dust@hukla-tpm.de  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Germany

**Walter Knoll**

**Walter Knoll AG & Co KG**  
**Group:** Walter Knoll  
**Headquarters/Main Location**  
 Bahnhofstrasse 25 - 71083 Herrenberg - Germany  
 T: +49 7032 2080 ; 208115  
**Web:** <https://www.walterknoll.de>  
**Email:** info@walterknoll.de  
**Activity:** Manufacturer  
**Product Portfolio:** Office Seating, Upholstered furniture, Beds, Tables and Chairs, Furnishing accessories, Contract  
**Upholstered furniture production** accounts for an estimated 65% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 33%  
**Manufacturing plants:** 2; Germany

**Wassenberger Polstermöbel-Werkstätten**

**Wassenberger Polsterwerkstätten GmbH**  
**Headquarters/Main Location**  
 Rurtalstrasse 37 - 41849 Wassenberg, Heinsberg - Germany  
 T: +49 24 32 93 93 21  
**Web:** <https://www.sofa-direkt.de>  
**Email:** info@sofa-direkt.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Germany

**Wemafa Polstermöbel**

**Wemafa Polstermöbel GmbH & Co KG**  
**Headquarters/Main Location**  
 Oeppings Brink 18 - 32278 Kirchlengern - Germany  
 T: +49 5223 76230  
**Web:** <https://www.wemafa.de>  
**Email:** info@wemafa.de  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 2; Germany

**Werther Klassik**

**WERTHER – Die Möbelmanufaktur Oberwelland GmbH & Co KG**

**Headquarters/Main Location**

Hägerstraße 4 - 33824 Werther - Germany

T: +49 5203 91010

**Web:** <https://www.werther-moebel.de>

**Email:** info@werther-moebel.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Germany

**Willi Schillig Group**

**Willi Schillig Postelmöbelwerke Gmbh & Co KG**

**Group:** Willi Schillig

**Headquarters/Main Location**

Am Weinberg 20-22 Postfach 1220 - 96237 Ebersdorf-Frohnlach, Oberfranken - Germany

T: +49 9562 370 ; 37111 ; 37190 ; 37191

**Web:** <https://www.schillig.de>

**Email:** info@schillig.de

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture, Garden and Outdoor, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 39%

**Manufacturing plants:** 5; Germany; Czech Republic, Hungary, Lithuania, Belarus.

**WIMA Postermöbel**

**Wima Polstermöbel Vertriebsges. mbH & Co KG**

**Headquarters/Main Location**

Siemensstr. 8 - 32120 Hiddenhausen - Germany

T: +49 5223 98360

**Web:** <https://www.wima-polster.de>

**Email:** info@wima-polster.de

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

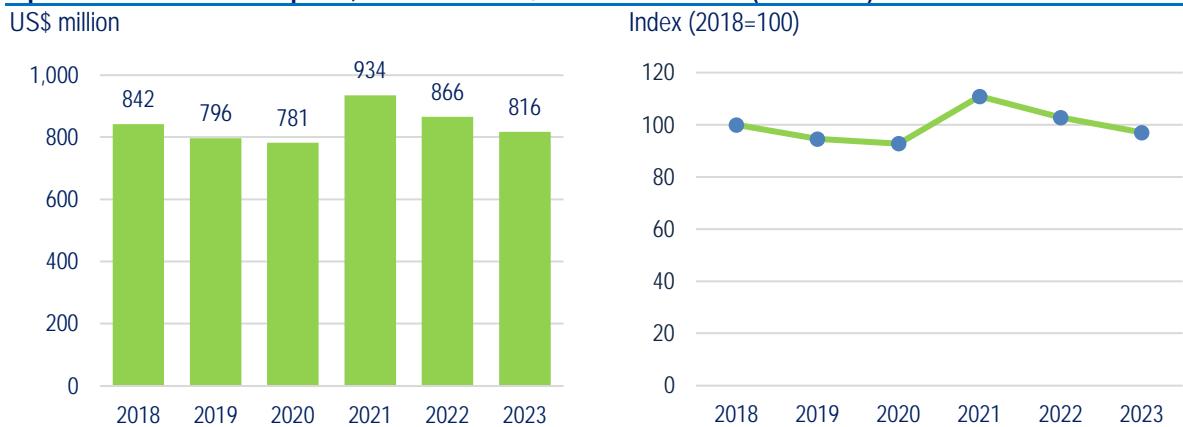
**Export share on total turnover:** 30%

**Manufacturing plants:** 1; Germany

### 3.7.5 Germany. Upholstered furniture exports

**Figure 3.63 - Germany.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

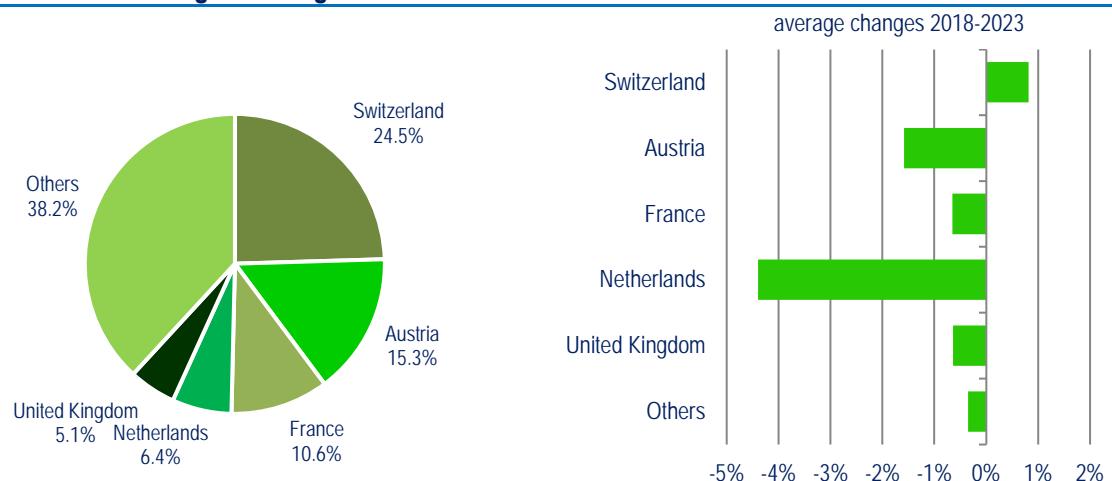


Source: CSIL processing of official data

**Figure 3.64 - Germany.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.65 - Germany.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Switzerland             | 192.1        | 183.5 | 191.7 | 203.3 | 207.0 | 200.1 | 22.8    | 24.5  | -3.4             | 0.8        |
| Austria                 | 135.4        | 133.2 | 132.5 | 164.1 | 145.6 | 125.0 | 16.1    | 15.3  | -14.1            | -1.6       |
| France                  | 89.0         | 85.4  | 84.3  | 100.4 | 87.5  | 86.2  | 10.6    | 10.6  | -1.6             | -0.7       |
| Netherlands             | 65.6         | 58.5  | 60.0  | 67.0  | 62.3  | 52.4  | 7.8     | 6.4   | -15.9            | -4.4       |
| United Kingdom          | 42.6         | 37.7  | 30.7  | 43.5  | 48.6  | 41.3  | 5.1     | 5.1   | -15.0            | -0.6       |
| Italy                   | 24.6         | 24.9  | 27.6  | 36.1  | 32.3  | 35.0  | 2.9     | 4.3   | 8.5              | 7.3        |
| Poland                  | 13.3         | 18.1  | 20.0  | 26.4  | 22.6  | 31.4  | 1.6     | 3.8   | 38.8             | 18.7       |
| Belgium                 | 39.6         | 37.7  | 34.7  | 43.6  | 34.8  | 28.8  | 4.7     | 3.5   | -17.1            | -6.2       |
| United States           | 22.4         | 20.5  | 16.9  | 24.6  | 22.0  | 19.5  | 2.7     | 2.4   | -11.2            | -2.7       |
| Spain                   | 18.9         | 15.8  | 13.7  | 19.7  | 18.4  | 18.4  | 2.2     | 2.3   | 0.2              | -0.6       |
| top 10                  | 643.6        | 615.4 | 612.2 | 728.4 | 681.0 | 638.1 | 76.5    | 78.2  | -6.3             | -0.2       |
| others                  | 198.1        | 180.5 | 169.3 | 205.5 | 184.7 | 178.4 | 23.5    | 21.8  | -3.4             | -2.1       |
| <b>Americas</b>         | 37.7         | 31.8  | 24.5  | 32.3  | 27.2  | 25.8  | 4.5     | 3.2   | -5.0             | -7.3       |
| - North America         | 33.3         | 28.8  | 22.5  | 29.9  | 25.4  | 23.6  | 4.0     | 2.9   | -7.2             | -6.7       |
| - Central-South America | 4.4          | 3.0   | 2.1   | 2.3   | 1.8   | 2.3   | 0.5     | 0.3   | 25.1             | -12.4      |
| <b>Asia and Pacific</b> | 51.3         | 47.3  | 47.8  | 56.5  | 50.9  | 40.7  | 6.1     | 5.0   | -20.2            | -4.5       |
| <b>Europe</b>           | 733.6        | 701.6 | 693.2 | 823.8 | 770.8 | 727.5 | 87.2    | 89.1  | -5.6             | -0.2       |
| - European Union (27)   | 476.6        | 458.8 | 453.6 | 555.4 | 497.0 | 470.9 | 56.6    | 57.7  | -5.2             | -0.2       |
| - UK, CH, NO, IS        | 243.7        | 229.5 | 228.2 | 254.8 | 263.4 | 247.3 | 29.0    | 30.3  | -6.1             | 0.3        |
| - Other Europe          | 13.3         | 13.3  | 11.4  | 13.6  | 10.4  | 9.3   | 1.6     | 1.1   | -10.5            | -6.8       |
| <b>Middle East</b>      | 12.5         | 8.4   | 10.8  | 13.1  | 10.6  | 16.0  | 1.5     | 2.0   | 51.6             | 5.2        |
| <b>Africa</b>           | 7.1          | 6.3   | 5.2   | 8.5   | 6.2   | 5.9   | 0.8     | 0.7   | -4.3             | -3.5       |
| <b>Other Countries</b>  | 0.8          | 1.1   | 0.1   | 0.3   | 0.5   | 0.5   | 0.1     | 0.1   | 13.0             | -9.2       |
| <b>World Total</b>      | 841.7        | 795.9 | 781.5 | 933.9 | 865.7 | 816.4 | 100.0   | 100.0 | -5.7             | -0.6       |

Source: CSIL processing of official data

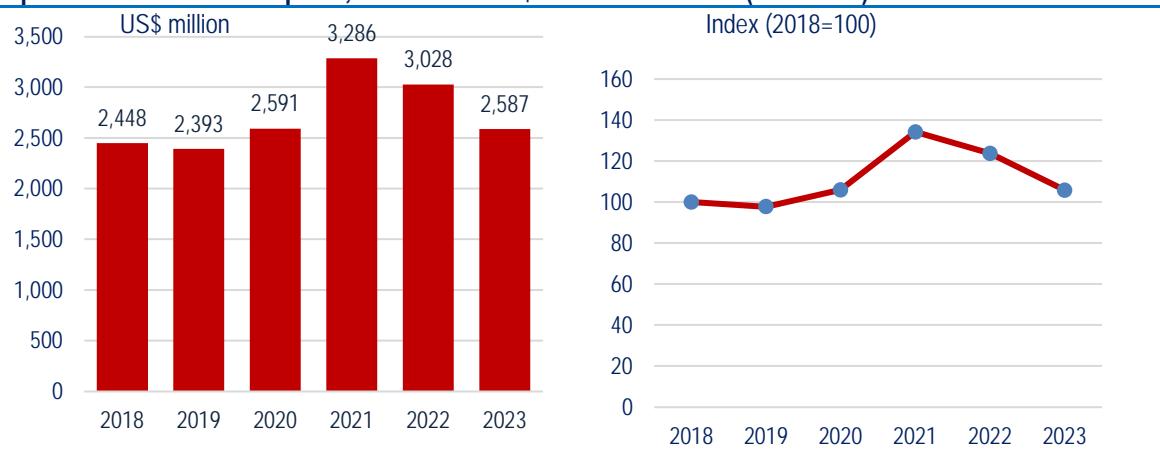
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.7.6 Germany. Upholstered furniture imports

**Figure 3.65 - Germany.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

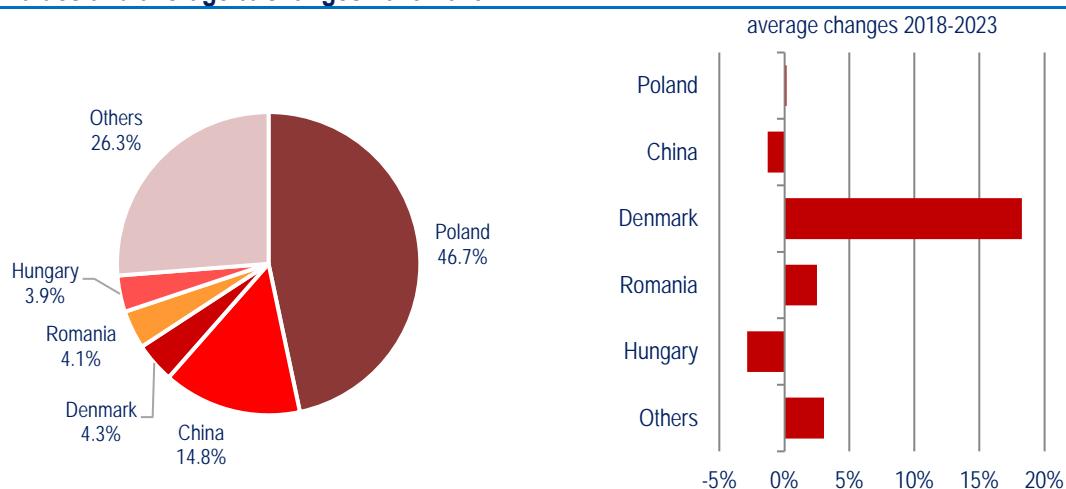


Source: CSIL processing of official data

**Figure 3.66 - Germany.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.66 - Germany.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| Poland                  | 1197.5       | 1087.1 | 1158.4 | 1393.1 | 1257.9 | 1207.7 | 48.9    | 46.7  | -4.0             | 0.2        |
| China                   | 408.0        | 421.4  | 450.5  | 652.3  | 618.7  | 382.7  | 16.7    | 14.8  | -38.1            | -1.3       |
| Denmark                 | 48.2         | 53.8   | 71.6   | 92.8   | 79.1   | 111.5  | 2.0     | 4.3   | 41.0             | 18.3       |
| Romania                 | 93.3         | 103.8  | 108.4  | 127.3  | 120.0  | 105.6  | 3.8     | 4.1   | -12.0            | 2.5        |
| Hungary                 | 116.0        | 114.2  | 114.8  | 133.0  | 129.6  | 100.4  | 4.7     | 3.9   | -22.6            | -2.9       |
| Türkiye                 | 36.2         | 39.8   | 49.2   | 68.2   | 86.0   | 95.6   | 1.5     | 3.7   | 11.2             | 21.4       |
| Netherlands             | 70.3         | 99.2   | 127.2  | 153.3  | 146.2  | 94.0   | 2.9     | 3.6   | -35.7            | 6.0        |
| Slovakia                | 95.8         | 78.8   | 74.9   | 100.3  | 90.9   | 93.4   | 3.9     | 3.6   | 2.7              | -0.5       |
| Italy                   | 71.0         | 65.3   | 70.6   | 78.3   | 73.1   | 65.8   | 2.9     | 2.5   | -10.0            | -1.5       |
| Bosnia Herzegovina      | 40.5         | 34.3   | 35.6   | 41.9   | 50.4   | 52.6   | 1.7     | 2.0   | 4.3              | 5.4        |
| top 10                  | 2176.7       | 2097.9 | 2261.2 | 2840.3 | 2651.8 | 2309.2 | 88.9    | 89.3  | -12.9            | 1.2        |
| others                  | 270.9        | 294.7  | 329.7  | 445.5  | 376.2  | 277.8  | 11.1    | 10.7  | -26.2            | 0.5        |
| <b>Americas</b>         | 4.9          | 2.8    | 1.6    | 1.9    | 2.1    | 2.3    | 0.2     | 0.1   | 13.2             | -13.7      |
| - North America         | 4.8          | 2.2    | 1.3    | 1.8    | 1.9    | 2.0    | 0.2     | 0.1   | 6.7              | -16.0      |
| - Central-South America | 0.1          | 0.5    | 0.4    | 0.1    | 0.2    | 0.3    | 0.0     | 0.0   | 77.1             | 26.9       |
| <b>Asia and Pacific</b> | 450.9        | 464.6  | 504.3  | 733.4  | 706.1  | 415.5  | 18.4    | 16.1  | -41.2            | -1.6       |
| <b>Europe</b>           | 1991.0       | 1923.1 | 2084.5 | 2549.5 | 2318.2 | 2166.7 | 81.3    | 83.8  | -6.5             | 1.7        |
| - European Union (27)   | 1829.7       | 1744.2 | 1886.1 | 2278.8 | 2067.1 | 1931.7 | 74.8    | 74.7  | -6.5             | 1.1        |
| - UK, CH, NO, IS        | 64.1         | 76.8   | 68.1   | 82.1   | 68.2   | 46.7   | 2.6     | 1.8   | -31.5            | -6.1       |
| - Other Europe          | 97.2         | 102.0  | 130.3  | 188.6  | 183.0  | 188.2  | 4.0     | 7.3   | 2.9              | 14.1       |
| <b>Middle East</b>      | 0.1          | 0.1    | 0.2    | 0.2    | 0.2    | 0.2    | 0.0     | 0.0   | -2.5             | 9.0        |
| <b>Africa</b>           | 1.2          | 3.6    | 0.2    | 0.8    | 1.6    | 2.4    | 0.0     | 0.1   | 54.2             | 15.2       |
| <b>Other Countries</b>  | 0.0          | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 2447.6       | 2392.5 | 2590.9 | 3285.8 | 3028.1 | 2587.0 | 100.0   | 100.0 | -14.6            | 1.1        |

Source: CSIL processing of official data

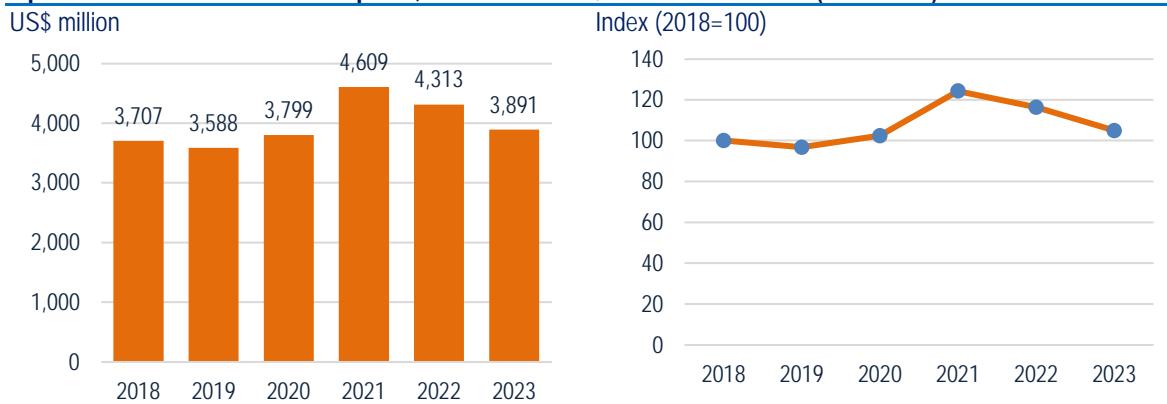
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.7.7 Germany. Upholstered furniture consumption

**Figure 3.67 - Germany.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.67 - Germany.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

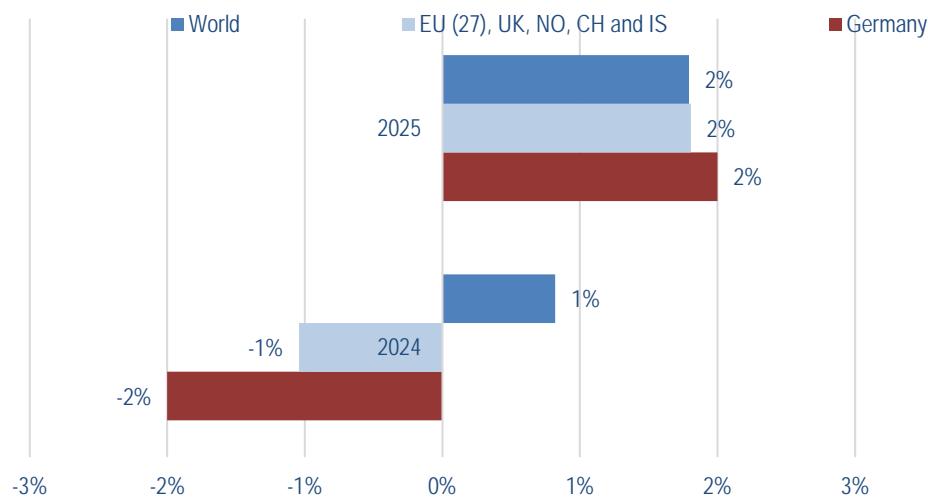
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Germany                    | 66%  | 67%  | 68%  | 71%  | 70%  | 66%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.68 - Germany.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

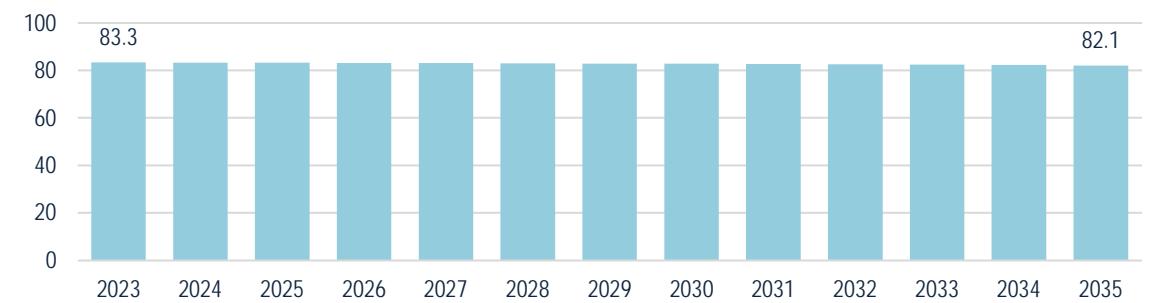


Source: CSIL

### 3.7.8 Germany. Population forecasts

**Figure 3.69 - Germany.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.68 - Germany.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 41 |
| Urban Population | % of total | 78 |

Source: UN, World Bank

Last available year

**Table 3.69 - Germany.**

**Resident population in main cities\* and projected growth**

| Cities            | Population (thousand) |       |       |
|-------------------|-----------------------|-------|-------|
|                   | 2020                  | 2025  | 2030  |
| Berlin            | 3,562                 | 3,580 | 3,606 |
| Hamburg           | 1,790                 | 1,788 | 1,799 |
| München (Munich)  | 1,538                 | 1,591 | 1,610 |
| Köln (Cologne)    | 1,119                 | 1,153 | 1,167 |
| Frankfurt am Main | 777                   | 804   | 814   |
| Stuttgart         | 633                   | 637   | 642   |
| Duesseldorf       | 632                   | 643   | 649   |
| Leipzig           | 591                   | 609   | 616   |
| Dortmund          | 590                   | 590   | 594   |
| Essen             | 582                   | 581   | 584   |
| Dresden           | 575                   | 594   | 601   |
| Bremen            | 565                   | 569   | 573   |
| Hannover          | 537                   | 539   | 543   |
| Duisburg          | 515                   | 529   | 535   |
| Nuremberg         | 512                   | 512   | 515   |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.7.9 Germany. Comparison with the global upholstered furniture sector

Figure 3.70 - Germany.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.70 - Germany.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 357   | 27       |
| Population                                   | Million               | 84    | 13       |
| Urban Population                             | % of total population | 78    | 36       |
| Total GNP                                    | US\$ billion          | 4528  | 4        |
| Per capita GNP                               | US\$                  | 54030 | 16       |
| Household Consumption Exp.                   | US\$ billion          | 2084  | 4        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 5799  | 5        |
| Per capita GNP at PPP                        | US\$                  | 69210 | 14       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.8 The upholstered furniture industry in United Kingdom

### 3.8.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- The United Kingdom ranks as the eighth-largest producer of upholstered furniture globally, with a production value of US\$ 2 billion.
- In 2023, the production levels slightly decreased by -2% over 2022, due to the sluggish performance of the internal market.
- The UK primarily focuses on satisfying domestic demand, as evidenced by its low export rates for upholstered furniture.
- In 2023, the consumption of upholstered furniture in the UK reached \$3.6 billion, which represents a 10% decline compared to 2022.
- Approximately 47% of the UK's upholstered furniture consumption is met through imports, with the main supplying countries being China and Poland.

#### Competitive System Landscape

In the UK, most of upholstered furniture producers are micro and small companies focused on the domestic market. The upholstered furniture industry is led by five prominent companies: DFS Furniture, Westbridge, Whitemeadow Furniture, Buoyant Upholstery, and G Plan, which operates under Sofa Brands International. These industry leaders are highly specialized in the upholstered furniture sector, dedicating their expertise exclusively to this market.

Over the last decades, the industry has concentrated more and more. This mirrors the gradual concentration of upholstered furniture distribution, with a limited number of large retailers (sourcing products from a few large manufacturers) experiencing an increase in market share.

Ongoing competition from foreign producers, growing wages and especially the shortage of skilled labor are the main challenges for the industry in the medium term.

#### M&A Deals and Recent News

- In July 2023, U.K. manufacturing group Dunham Massey has acquired sofa maker Ashwood Designs from its private shareholders.
- In October 2021, La-Z-Boy UK has acquired manufacturing capability within Europe with the purchase of upholstery specialist Furnico Furniture Ltd.

**Table 3.71 - United Kingdom.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 2,236 | 2,169 | 2,020 | 1,984 | 2,028 | 1,925 | 1,683 | 2,166 | 2,122 | 2,089 |
| Exports            | US\$ million | 117   | 116   | 148   | 165   | 179   | 174   | 136   | 124   | 174   | 159   |
| Imports            | US\$ million | 1,155 | 1,179 | 1,154 | 1,134 | 1,186 | 1,284 | 1,203 | 1,808 | 2,071 | 1,701 |
| Consumption*       | US\$ million | 3,274 | 3,232 | 3,026 | 2,953 | 3,035 | 3,035 | 2,749 | 3,850 | 4,019 | 3,631 |
| Production         | % ch. - US\$ |       |       | -3%   | -7%   | -2%   | 2%    | -5%   | -13%  | 29%   | -2%   |
| Exports            | % ch. - US\$ |       |       | 0%    | 28%   | 12%   | 8%    | -3%   | -21%  | -9%   | 41%   |
| Imports            | % ch. - US\$ |       |       | 2%    | -2%   | -2%   | 5%    | 8%    | -6%   | 50%   | 15%   |
| Consumption*       | % ch. - US\$ |       |       | -1%   | -6%   | -2%   | 3%    | 0%    | -9%   | 40%   | 4%    |
| export/production  | %            | 5%    | 5%    | 7%    | 8%    | 9%    | 9%    | 8%    | 6%    | 8%    | 8%    |
| import/consumption | %            | 35%   | 36%   | 38%   | 38%   | 39%   | 42%   | 44%   | 47%   | 52%   | 47%   |
| Production         | GBP million  | 1,357 | 1,419 | 1,490 | 1,539 | 1,518 | 1,508 | 1,312 | 1,574 | 1,715 | 1,679 |
| Exports            | GBP million  | 71    | 76    | 109   | 128   | 134   | 136   | 106   | 90    | 141   | 128   |
| Imports            | GBP million  | 700   | 771   | 852   | 880   | 887   | 1,006 | 938   | 1,313 | 1,674 | 1,367 |
| Consumption*       | GBP million  | 1,986 | 2,114 | 2,232 | 2,291 | 2,271 | 2,377 | 2,143 | 2,797 | 3,249 | 2,919 |
| Production         | % ch. - GBP  |       |       | 5%    | 5%    | 3%    | -1%   | -1%   | -13%  | 20%   | 9%    |
| Exports            | % ch. - GBP  |       |       | 8%    | 44%   | 17%   | 5%    | 1%    | -22%  | -15%  | 56%   |
| Imports            | % ch. - GBP  |       |       | 10%   | 10%   | 3%    | 1%    | 13%   | -7%   | 40%   | 27%   |
| Consumption*       | % ch. - GBP  |       |       | 6%    | 6%    | 3%    | -1%   | 5%    | -10%  | 31%   | 16%   |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

**Table 3.72 - United Kingdom.****Exchange rates, 2014-2023**

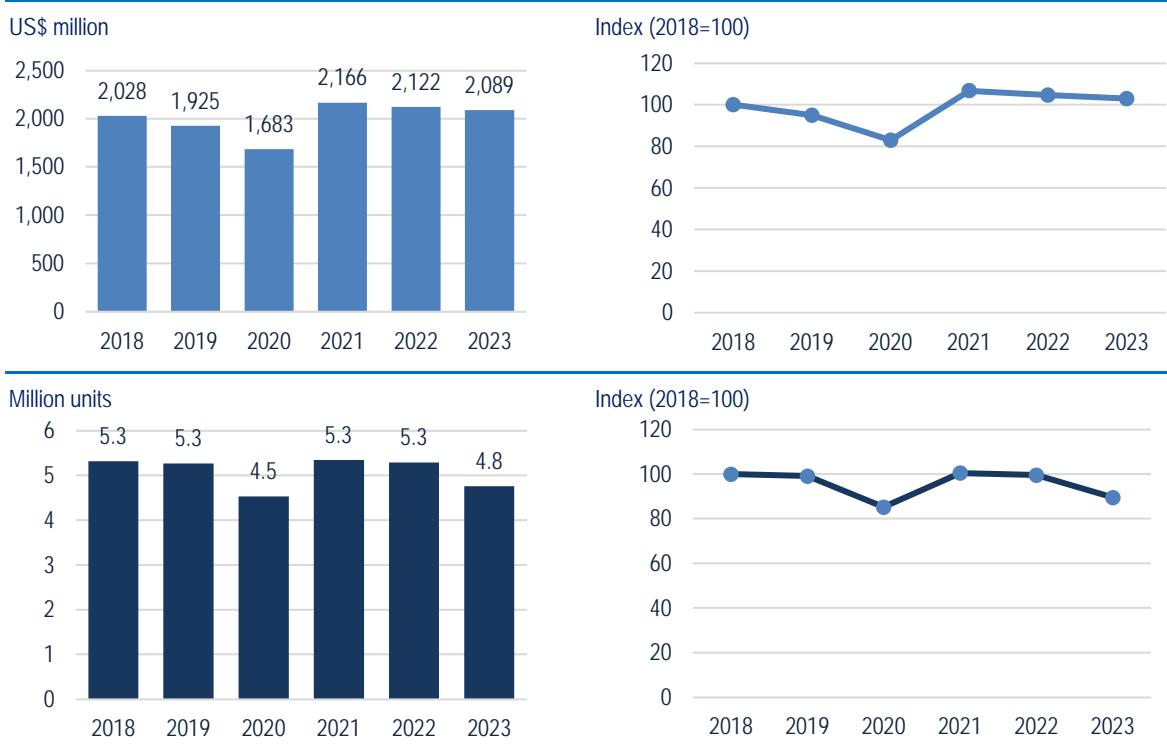
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| GBP per US\$ | 0.61 | 0.65 | 0.74 | 0.78 | 0.75 | 0.78 | 0.78 | 0.73 | 0.81 | 0.80 |
| GBP per EUR  | 0.81 | 0.73 | 0.82 | 0.88 | 0.88 | 0.88 | 0.89 | 0.86 | 0.85 | 0.87 |

Source: US Federal Reserve

### 3.8.2 United Kingdom. Upholstered furniture production

**Figure 3.71 - United Kingdom.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.73 - United Kingdom.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

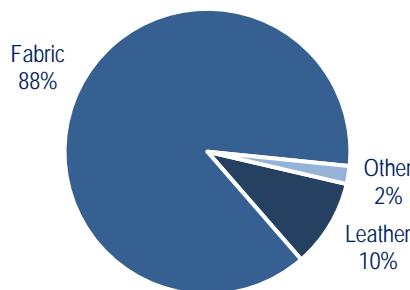
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| United Kingdom             | 9%   | 9%   | 8%   | 6%   | 8%   | 8%   |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.72 - United Kingdom.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.8.3 United Kingdom. Major upholstered furniture manufacturers

**Table 3.74      United Kingdom. Major upholstered furniture manufacturers by turnover**

| Company                                | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|--|---|--|-------------------------------|
| DFS Furniture*                         | 214   | 100  | 214                           |
| Westbridge (Belfield)                  | 84  | 100  | 84                            |
| Whitemeadow Furniture                  | 82  | 100  | 82                            |
| Buoyant Upholstery (Helium Sofa Group) | 64  | 100  | 64                            |
| G Plan (Sofa Brands Int)               | 58  | 100  | 58                            |
| Lebus Upholstery                       | 56  | 98   | 57                            |
| AMX Design (TCM Furniture)             | 46  | 100  | 46                            |
| Alstons Upholstery (TCM Furniture)     | 44  | 100  | 44                            |
| Ashley Manor (TCM Furniture)           | 44  | 100  | 44                            |
| Parker Knoll (Sofa Brands Int)         | 43  | 100  | 43                            |
| La-Z-Boy Manufacturing UK (Furnico)    | 41  | 100  | 41                            |
| Alexander & James (TCM Furniture)      | 39  | 100  | 39                            |
| Ashwood Designs                        | 38  | 100  | 38                            |
| Alpha Design                           | 36  | 100  | 36                            |
| Sherborne Upholstery                   | 29  | 100  | 29                            |
| Hsl High Seat                          | 27  | 100  | 27                            |
| Belfield Leisure (Belfield)            | 23  | 75   | 31                            |
| Tetrad (Belfield)                      | 21  | 100  | 21                            |
| Celebrity (JDP Furniture Group)        | 18  | 100  | 18                            |
| Andrew Paul Furniture                  | 18  | 100  | 18                            |
| ACL 2002                               | 17  | 100  | 17                            |
| Springvale Furnishings                 | 17  | 80   | 21                            |
| Leisure Furnishings                    | 16  | 80   | 20                            |
| Wyvern Furniture                       | 12  | 100  | 12                            |
| Saxon Leather Upholstery               | 10  | 100  | 10                            |
| The Chesterfield Company               | 9   | 100  | 9                             |
| Duresta (Sofa Brands Int)              | 8   | 100  | 8                             |
| Peter Guild (F&M Steed)                | 8   | 100  | 8                             |
| Ercol                                  | 8   | 32   | 25                            |
| The Sofa & Chair (Larkbury Group)      | 7   | 40   | 18                            |
| Sweet Dreams (Nelson)                  | 7   | 40   | 17                            |
| Airsprung Group (Airsprung Group)      | 6   | 18   | 36                            |
| George Smith                           | 6   | 70   | 9                             |
| Michael Tyler (Hjort Knudsen)          | 6   | 100  | 6                             |
| Furniture Productions (Knightsbridge)  | 6   | 40   | 14                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

\*DFS: turnover figures include production also sourced by third-party suppliers.

### 3.8.4 United Kingdom. Short profiles of major upholstered furniture manufacturers

#### ACL 2002

**ACL 2002 Ltd**

**Headquarters/Main Location**

2Nd Floor Landchard House, Victoria Street - West Bromwich,  
West Midlands, B70 8ER - United Kingdom

**Web:** <https://aclfurniture.co.uk>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; United Kingdom

#### Airsprung Group

**Airsprung Group Plc**

**Group:** Airsprung Group

**Headquarters/Main Location**

Canal Road - Trowbridge, Wiltshire, BA14 8RQ - United  
Kingdom

**T:** +44 1225 754411

**Web:** <https://airsprung-group.co.uk> ;  
<https://www.airsprungbeds.co.uk>

**Email:** group@airsprung-furniture.co.uk ;  
sales@airsprungbeds.co.uk

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds, Mattresses,  
Contract

**Upholstered furniture production** accounts for an estimated  
18% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 2%

**Manufacturing plants:** 3; United Kingdom

#### Alexander & James

**Alexander & James**

**Group:** TCM Furniture

**Headquarters/Main Location**

Turret C, Harrington Mill, Leopold Street - Long Eaton,  
Nottinghamshire, NG10 4QE - United Kingdom

**T:** +44 1159 835500

**Web:** <http://www.alexanderandjamessofas.com>

**Email:** uksales@alexanderandjamessofas.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 0-20

#### All Sofas

**All Sofas Ltd**

**Headquarters/Main Location**

9 Goldicote Business Park Banbury Road - Stratford upon  
Avon, CV37 7NB - United Kingdom

**T:** +44 01 789 748 204

**Web:** <http://www.allsofas.co.uk>

**Email:** allsofasltd@gmail.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 0%

**Manufacturing plants:** 1; United Kingdom

#### Alpha Design

**Alpha Designs Upholstery**

**Headquarters/Main Location**

Unit 1 Stag Industrial Estate, Oxford Street - Bilston, West  
Midlands, WV14 7HZ - United Kingdom

**T:** +44 01902 492937

**Email:** sales@alpha-designs.co.uk

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 0%

**Manufacturing plants:** 2; United Kingdom

#### Alstons Upholstery

**TCMC Furniture Ltd (Alstons Upholstery)**

**Group:** TCM Furniture

**Headquarters/Main Location**

Gosbecks Road - Colchester, Essex, CO2 9JU - United  
Kingdom

**T:** +44 1206 765343

**Web:** <https://www.alstons.co.uk> ; <https://www.tcm-corporation.com>

**Email:** upholstery@alstons.co.uk

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms, Contract

**Upholstered furniture production** accounts for an estimated  
100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 2%

**Manufacturing plants:** 1; United Kingdom

**AMX Design**

AMX Design Ltd

**Group:** TCM Furniture**Headquarters/Main Location**Turret A-C, Harrington Mill Leopold Street - Long Eaton,  
Nottinghamshire, NG10 4QE - United Kingdom

T: +44 1159 835660

Web: <https://www.amx-design.co.uk>Email: [info@amx-design.co.uk](mailto:info@amx-design.co.uk)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 0-20**Export share on total turnover:** 0%**Andrew Paul Furniture**

Andrew Paul Furniture Ltd

**Headquarters/Main Location**49 High Street, Hucknall - Nottingham, Nottinghamshire, NG15  
7AW - United Kingdom

T: +44 11 59725020

Web: <http://www.andrewpaulfurniture.co.uk>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Ashley Manor**

Ashley Manor Upholstery Ltd

Group: TCM Furniture

**Headquarters/Main Location**Unit 1, Woodside Industrial Estate, Pedmore Road - Dudley,  
West Midlands, DY9 0RL - United Kingdom

T: +44 1384 486800

Web: <https://www.ashleymanor.co.uk>Email: [info@ashleymanor.co.uk](mailto:info@ashleymanor.co.uk) ; [sales@ashleymanor.co.uk](mailto:sales@ashleymanor.co.uk)

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 1%**Manufacturing plants:** 2; United Kingdom**Ashwood Designs**

Ashwood Designs Ltd

**Headquarters/Main Location**Robertstown House Aberdare Business Park - Robertstown ,  
Aberdare, CF44 8ER - United Kingdom

T: +44 1685 883388

Web: <https://ashwood-designs.co.uk>Email: [info@ashwood-designs.co.uk](mailto:info@ashwood-designs.co.uk)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 1%**Manufacturing plants:** 1; United Kingdom**Belfield Group**

Belfield Group Ltd

**Group:** Belfield**Headquarters/Main Location**Furnace Road - Ilkeston, Derbyshire, DE7 5EP - United  
Kingdom

T: +44 115 9071700

Web: <https://thebelfieldgroup.com>Email: [info@thebelfieldgroup.com](mailto:info@thebelfieldgroup.com)

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, PU Foam,  
Coverings, Textiles, Ironmongery and Hardware Items**Upholstered furniture production** accounts for an estimated  
47% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 1%**Manufacturing plants:** 11; United Kingdom; Romania.**Belfield Leisure**

Belfield Group Ltd

**Group:** Belfield**Headquarters/Main Location**Furnace Road - Ilkeston, Derbyshire, DE7 5EP - United  
Kingdom

T: +44 115 9071700

Web: <https://thebelfieldgroup.com>Email: [info@thebelfieldgroup.com](mailto:info@thebelfieldgroup.com)

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, PU Foam,  
Coverings, Textiles, Ironmongery and Hardware Items**Upholstered furniture production** accounts for an estimated  
75% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 0%

## Buoyant Upholstery

**Buoyant Upholstery Ltd**

**Group:** Helium Sofa Group

**Headquarters/Main Location**

Hallam Road - Nelson, Lancashire, BB9 8AJ  
- United Kingdom

T: +44 1282 691631

**Web:** <https://www.buoyant-upholstery.co.uk>

**Email:** [info@buoyant-upholstery.co.uk](mailto:info@buoyant-upholstery.co.uk)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 2%

**Manufacturing plants:** 2; United Kingdom

## Celebrity

**Celebrity Motion Furniture Ltd**

**Group:** JDP Furniture Group

**Headquarters/Main Location**

Common Road - Huthwaite, Nottinghamshire, NG17 2JY - United Kingdom

T: +44 01623 440 626

**Web:** <https://celebrity-furniture.co.uk>

**Email:** [info@celebrity-furniture.co.uk](mailto:info@celebrity-furniture.co.uk)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 0%

**Manufacturing plants:** 1; United Kingdom

## Collins & Hayes

**Collins & Hayes Ltd**

**Group:** Sofa Brands Int

**Headquarters/Main Location**

Hampton Park West - Melksham, Wiltshire, SN12 6GU - United Kingdom

T: +44 1773 309 599

**Web:** <https://www.collinsandhayes.co.uk>

**Email:** [customer.support@collinsandhayes.co.uk](mailto:customer.support@collinsandhayes.co.uk)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; United Kingdom

## Creative Upholstery

**Creative Upholstery Ltd**

**Headquarters/Main Location**

Unit 25, Riverview Business Park, Friarton Road - Perth, PH2 8DF - United Kingdom

T: +44 1738 638 918

**Web:** <https://creativeupholstery.co.uk>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 70% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

**Export share on total turnover:** 0%

**Manufacturing plants:** 1; United Kingdom

## DFS

**DFS Furniture PLC**

**Group:** DFS

**Headquarters/Main Location**

1 Rockingham Way, Redhouse Interchange, Adwick Le Street - Doncaster, South Yorkshire, DN6 7NA - United Kingdom

T: +44 1302 330365

**Web:** <https://www.dfs.co.uk>

**Email:** [contactus@dfs.co.uk](mailto:contactus@dfs.co.uk)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Beds, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 2%

**Manufacturing plants:** 2; United Kingdom; 2 plants in Doncaster and East Midlands, a third one recently closed.

## Duresta

**Duresta Upholstery Ltd**

**Group:** Sofa Brands Int

**Headquarters/Main Location**

Fields Farm Road - Long Eaton, Nottingham, NG10 3FZ - United Kingdom

T: +44 115 9737000

**Web:** <https://www.duresta.com>

**Email:** [info@duresta.co.uk](mailto:info@duresta.co.uk)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 25%

**Manufacturing plants:** 1; United Kingdom

**Ercol****Ercol Furniture Ltd****Headquarters/Main Location**Summerleys Road - Princes Risborough, Buckinghamshire,  
HP27 9PX - United Kingdom

T: +44 1844 271800

Web: <https://www.ercol.com>Email: [info@ercolani.com](mailto:info@ercolani.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living  
rooms, Bedrooms, Tables and Chairs, Occasional, Contract**Upholstered furniture production** accounts for an estimated  
32% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 10%**Manufacturing plants:** 3; United Kingdom; Poland, Spain.**G Plan****G Plan Upholstery Ltd****Group:** Sofa Brands Int**Headquarters/Main Location**Hampton Park West - Melksham, Wiltshire, SN12 6GU -  
United Kingdom

T: +44 1225 700880

Web: <https://www.gplan.co.uk>Email: [info@gplan.co.uk](mailto:info@gplan.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Export share on total turnover:** 3%**Manufacturing plants:** 1; United Kingdom**Furmanac Bedding Company****Furmanac Ltd****Headquarters/Main Location**Unit 71 3rd Avenue Pensnett Trading Estate - Kingswinford ,  
West Midlands, DY6 7FF - United Kingdom

T: +44 1384 408844

Web: <https://www.furmanac.com>Email: [info@furmanac.com](mailto:info@furmanac.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Mattresses**Upholstered furniture production** accounts for an estimated  
40% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; United Kingdom**George Smith****George Smith Ltd****Headquarters/Main Location**587-589 Kings Road - London, SW6 2EH  
- United Kingdom

T: +44 207 3841004

Web: <https://www.georgesmith.com>Email: [sue@georgesmith.co.uk](mailto:sue@georgesmith.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs,  
Occasional, Contract**Upholstered furniture production** accounts for an estimated  
70% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Furniture Productions****Knightsbridge Furniture Productions Ltd****Group:** Knightsbridge**Headquarters/Main Location**191 Thornton Road - Bradford, West Yorkshire, BD1 2JT -  
United Kingdom

T: +44 1274 731442

Web: <https://www.knightsbridge-furniture.co.uk>Email: [enquiries@knightsbridge-furniture.co.uk](mailto:enquiries@knightsbridge-furniture.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated  
40% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 8%**Manufacturing plants:** 1; United Kingdom**Halo Living****Halo Furnishings Ltd.****Group:** Halo**Headquarters/Main Location**Charles Madan Works, Atlantic Street - Altrincham, Cheshire,  
WA14 5DA - United Kingdom

T: +44 161 9230500

Web: <http://www.haloliving.co.uk>Email: [enquiries@haloliving.co.uk](mailto:enquiries@haloliving.co.uk)**Activity:** Manufacturer**Product Portfolio:** Home Office, Upholstered furniture, Dining  
and Living rooms, Bedrooms, Tables and Chairs**Upholstered furniture production** accounts for an estimated  
80% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** 21-50**Manufacturing plants:** 3; United Kingdom; China, Mexico,  
Poland.

**Hsl High Seat****Hsl High Seat Ltd.****Group:** Hsl Holding**Headquarters/Main Location**

Units 1-3a Grange Road Industrial Estate, Grange Road - Batley, West Yorkshire, WF17 6LN - United Kingdom

**T:** +44 1924 507050**Web:** <https://www.hslchairs.com>**Email:** [info@hslchairs.com](mailto:info@hslchairs.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Seating, Upholstered furniture, Bedrooms, Mattresses, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 0%**Manufacturing plants:** 1; United Kingdom**Jameson Seating****Jameson Seating****Headquarters/Main Location**

Unit 1 Kelvin Way - West Bromwich, West Midlands, B70 7LB - United Kingdom

**T:** +44 0121 622 6620**Web:** <https://www.jamesonseating.co.uk>**Email:** [sales@jamesonseating.co.uk](mailto:sales@jamesonseating.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract, Hospitality furniture, Healthcare furniture**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 5%**La-Z-Boy Manufacturing UK (Furnico)****La-Z-Boy Manufacturing UK Limited****Group:** La-z-Boy**Headquarters/Main Location**

Bradford House, Phillips Lane - Colne, Lancashire, BB8 9PQ - United Kingdom

**T:** +44 1282 869888**Web:** <https://furnicoliving.co.uk>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 0%**Manufacturing plants:** 2; United Kingdom**Lebus Upholstery****Lebus Upholstery Ltd****Group:** Tornado**Headquarters/Main Location**

Queensway Industrial Estate, Dunlop Way - Scunthorpe, South Humberside, Lincolnshire, DN16 3RN - United Kingdom

**T:** +44 1724 281381**Web:** <https://lebus.co.uk>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 98% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Export share on total turnover:** 2%**Manufacturing plants:** 1; United Kingdom**Leisure Furnishings****Leisure Furnishings Limited****Headquarters/Main Location**

Unit 4, Meadow Brooks Business Park, Meadow Lane, Long Eaton, Nottingham, Nottinghamshire - Nottingham, Nottingham, NG10 2GD - United Kingdom

**T:** +44 115 946 3666**Web:** <https://www.leisure-furnishings.co.uk>**Email:** [sales@leisure-furnishings.co.uk](mailto:sales@leisure-furnishings.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Mattresses, Contract, Hospitality furniture, Textiles**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 0%**Manufacturing plants:** 1; United Kingdom**Lyndon Design****Lyndon by Boss Design Ltd****Group:** Boss Design**Headquarters/Main Location**

342 Swindon Road - Cheltenham, Gloucestershire, GL51 9JZ - United Kingdom

**T:** +44 1242 584897**Web:** <https://www.lyndon.co.uk>**Email:** [sales@lyndon.co.uk](mailto:sales@lyndon.co.uk)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; United Kingdom

**Meridian Upholstery**

**Meridian Upholstery Ltd - Meridian Contract Furniture**  
**Headquarters/Main Location**  
 35A Northfield Way Aycliffe Business Park - Newton Aycliffe,  
 Durham, DL5 6UF - United Kingdom  
 T: +44 0 1325 319569  
 Web: <https://meridiancontractfurniture.co.uk>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; United Kingdom

**Michael Tyler**

**Michael Tyler Furniture Ltd**  
**Group:** Hjort Knudsen  
**Headquarters/Main Location**  
 Woodlands Way, The Ridge - Hastings, East Sussex, TN34 2RY - United Kingdom  
 T: +44 1424 756675  
 Web: <http://www.michael-tyler.co>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; United Kingdom

**Parker Knoll**

**Parker Knoll Upholstery Limited**  
**Group:** Sofa Brands Int  
**Headquarters/Main Location**  
 Castlewood Business Park, Farmwell Lane Sutton, - Ashfield, Nottinghamshire, NG17 1BX - United Kingdom  
 T: +44 1773 604121  
 Web: <https://www.parkerknoll.co.uk>  
 Email: [info@parkerknoll.co.uk](mailto:info@parkerknoll.co.uk)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 2%  
**Manufacturing plants:** 1; United Kingdom

**Peter Guild**

**Peter Guild Ltd**  
**Group:** F&M Steed  
**Headquarters/Main Location**  
 Bonsall Street - Long Eaton, Nottingham, NG10 2AL - United Kingdom  
 T: +44 115 9729863  
 Web: <https://www.steedupholstery.com/peter-guild>  
 Email: [sales@peterguild.co.uk](mailto:sales@peterguild.co.uk)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 10%

**Renray**

**Renray Healthcare Limited**  
**Group:** Getinge Groupe  
**Headquarters/Main Location**  
 Road Five, Winsford Industrial Estate, Winsford, Cheshire - Winsford, Winsford, CW7 3RB - United Kingdom  
 T: +44 1606 593456  
 Web: <http://www.renrayhealthcare.com>  
 Email: [info@renrayhealthcare.com](mailto:info@renrayhealthcare.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 2; United Kingdom; Poland.

**Saxon Leather Upholstery**

**Saxon Furniture Ltd**  
**Headquarters/Main Location**  
 Manchester Road - Bolton, Lancashire, BL3 2NZ - United Kingdom  
 T: +44 1204 365377  
 Web: <https://www.sofasbysaxon.com>  
 Email: [sales@sofasbysaxon.com](mailto:sales@sofasbysaxon.com) ; [info@saxonleather.co.uk](mailto:info@saxonleather.co.uk)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; United Kingdom

**Sherborne Upholstery**

**Sherborne Upholstery Ltd**  
**Headquarters/Main Location**  
 Pasture Lane - Clayton, Bradford, West Yorkshire, BD14 6LT - United Kingdom  
 T: +44 1274 882633  
 Web: <https://www.sherborneupholstery.co.uk>  
 Email: sales@sherborne-uph.co.uk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Contract Upholstered furniture production accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 1%  
**Manufacturing plants:** 1; United Kingdom

**Sofabrands International**

Sofa Brands International  
**Group:** Sofa Brands Int  
**Headquarters/Main Location**  
 Wilson House, Unit 5 Ashtree Court, Woodsy Close, Cardiff Gate Business Park - Cardiff, East Wales, CF23 8RW - United Kingdom  
 T: +44 02920 730840  
 Web: <https://www.sofabrands.com>  
 Email: enquiries@sofabrands.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract Upholstered furniture production accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 3; United Kingdom

**Springvale Furnishings**

Springvale Leisure  
**Headquarters/Main Location**  
 711 Manners Industrial Estate - Ilkeston, Derbyshire, DE7 8EF - United Kingdom  
 T: +44 115 944 4533  
 Web: <http://www.springvaleleisure.co.uk>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract Upholstered furniture production accounts for an estimated 80% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; United Kingdom

**Sweet Dreams (Nelson)**

**Sweet Dreams (Nelson) Ltd**  
**Headquarters/Main Location**  
 Primrose Mill, Martin Street - Burnley, Lancashire, BB10 1SH - United Kingdom  
 T: +44 1282 830033  
 Web: <https://sweetdreamsuk.com>  
 Email: sales@sweetdreamsuk.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; United Kingdom

**TCM Living**

TCM Living (ex DM Midlands Ltd)  
**Group:** TCM  
**Headquarters/Main Location**  
 Unit 1, Woodside Industrial Estate, Pedmore Road - Dudley, West Midlands, DY9 0RL - United Kingdom  
 T: +44 1384 486800  
 Web: <https://www.tcm-corporation.com/tcm-living>; <https://www.alstons.co.uk>; <https://www.ashleymanor.co.uk>  
 Email: info@ashleymanor.co.uk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Occasional, Contract Upholstered furniture production accounts for an estimated 100% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 4; United Kingdom; Thailand.  
 Production for James Alexander takes place in Thailand, whereas production for Ashley Manor, Alstons Upholstery, and Alstons Cabinets takes place in the UK.

**Tetrad**

Tetrad Ltd  
**Group:** Belfield  
**Headquarters/Main Location**  
 Hartford Mill, Swan Street - Preston, Lancashire, PR1 5PQ - United Kingdom  
 T: +44 1772 792936  
 Web: <https://www.tetrad.co.uk>  
 Email: sales@tetrad.co.uk ; info@tetrad.co.uk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Occasional, Contract Upholstered furniture production accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 5%  
**Manufacturing plants:** 1; United Kingdom

**THE Chaise Longue Company**

**The Chaise Longue Company Limited**  
**Headquarters/Main Location**  
 15 Unit Factory Estate - Hull, - United Kingdom  
**Web:** <https://www.thechaiselongueco.co.uk>  
**Email:** info@thechaiselongueco.co.uk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 2%

**The Chesterfield Company**

Forest Sofa Ltd - The Chesterfield Company  
**Headquarters/Main Location**  
 Newbury Housem Ford Lane - Manchester, M6 6PD - United Kingdom  
**T:** +44 0161 7371600  
**Web:** <https://www.thechesterfieldcompany.com> ; <https://www.forestsofa.co.uk>  
**Email:** contact@thechesterfieldcompany.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; United Kingdom

**The Sofa & Chair**

The Sofa & Chair Ltd  
**Group:** Larkbury Group  
**Headquarters/Main Location**  
 1 Western Avenue Business Park Mansfield Road - London, W3 0BZ - United Kingdom  
**T:** +44 20 8752 8935  
**Web:** <https://www.thesofaandchair.co.uk>  
**Email:** info@thesofaandchair.co.uk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Mattresses, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 1; United Kingdom

**Vitsoe**

**Vitsoe Limited**  
**Headquarters/Main Location**  
 Vitsoe Old Warwick Road - Leamington Spa, CV31 3NT - United Kingdom  
**Web:** <https://www.vitsoe.com>  
**Email:** email@vitsoe.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100

**Wade Family**

**Wade Group Ltd**  
**Group:** Wade Family  
**Headquarters/Main Location**  
 Ashby Rd, Ravenstone - Coalville, Leicestershire, LE67 2AA - United Kingdom  
**T:** +44 1530 816060  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Home furniture, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; United Kingdom

**Westbridge**

**Westbridge Furniture Ltd**  
**Group:** Belfield  
**Headquarters/Main Location**  
 1 Bagillt Road - Greenfield, Holywell Flintshire, CH8 7FF - United Kingdom  
**T:** +44 1352 714131  
**Web:** <https://www.westbridgefurniture.com>  
**Email:** sales@westbridgefurniture.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 5; United Kingdom; Romania.

**Whitemeadow Furniture**

**Whitemeadow Furniture Limited**  
**Headquarters/Main Location**  
Orchard Way, Calladine Business Park - Sutton In Ashfield,  
Nottinghamshire, NG17 1JU - United Kingdom  
**T:** +44 1623 555660  
**Web:** <https://www.whitemeadow.com>  
**Email:** [enquiries@whitemeadow.com](mailto:enquiries@whitemeadow.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 2%  
**Manufacturing plants:** 2; United Kingdom

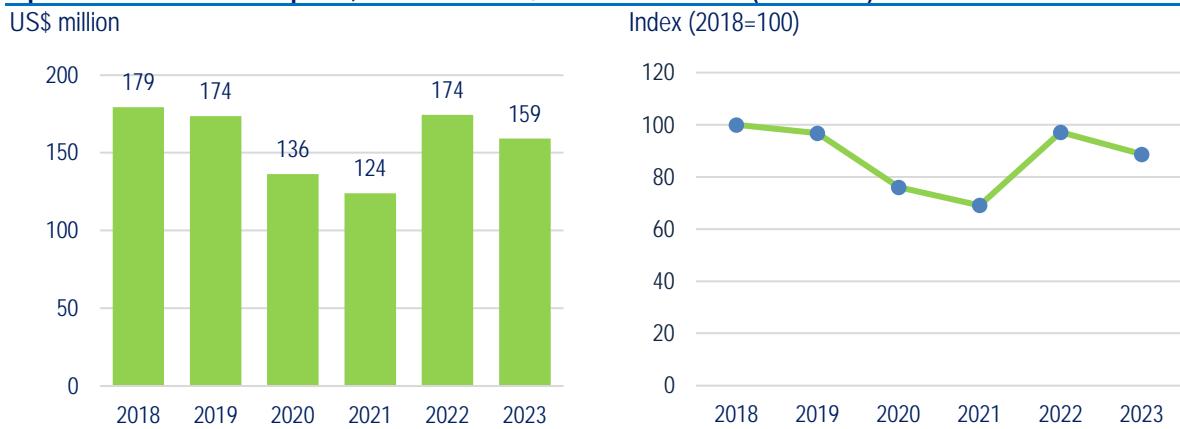
**Wyvern Furniture**

**Trade Business Ltd - T/a Wyvern Furniture**  
**Headquarters/Main Location**  
Units 13 & 15, Hartlebury Trading Estate - Kidderminster,  
Worcestershire, DY10 4JB - United Kingdom  
**T:** +44 1299 251100  
**Web:** <http://wyvern-furniture.co.uk>  
**Email:** [enquiries@wyvern-furniture.co.uk](mailto:enquiries@wyvern-furniture.co.uk)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; United Kingdom

### 3.8.5 United Kingdom. Upholstered furniture exports

**Figure 3.73 - United Kingdom.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

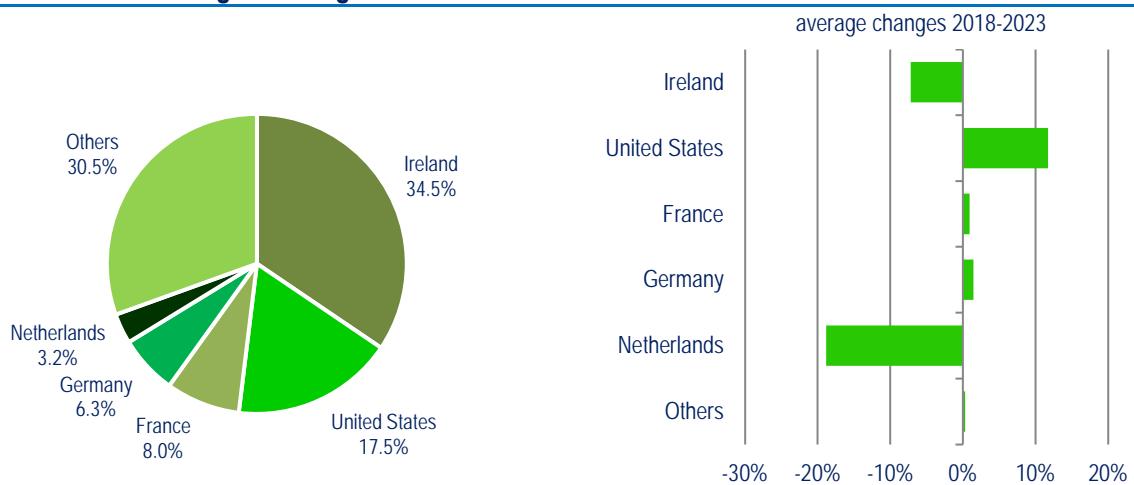


Source: CSIL processing of official data

**Figure 3.74 - United Kingdom.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.75 - United Kingdom.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Ireland                 | 79.5         | 73.3  | 62.8  | 38.1  | 51.1  | 54.8  | 44.3    | 34.5  | 7.1              | -7.2       |
| United States           | 15.9         | 19.6  | 11.8  | 13.2  | 28.0  | 27.8  | 8.9     | 17.5  | -0.9             | 11.7       |
| France                  | 12.1         | 9.2   | 6.4   | 13.6  | 20.0  | 12.7  | 6.8     | 8.0   | -36.4            | 1.0        |
| Germany                 | 9.4          | 8.7   | 7.3   | 11.4  | 10.6  | 10.1  | 5.2     | 6.3   | -4.8             | 1.4        |
| Netherlands             | 14.6         | 15.5  | 10.8  | 6.9   | 6.7   | 5.2   | 8.1     | 3.2   | -22.8            | -18.8      |
| Switzerland             | 2.4          | 2.5   | 2.3   | 4.6   | 4.0   | 3.7   | 1.3     | 2.3   | -6.6             | 9.4        |
| Italy                   | 3.1          | 2.6   | 1.3   | 2.8   | 2.6   | 3.6   | 1.7     | 2.3   | 38.6             | 3.2        |
| India                   | 1.3          | 2.2   | 2.2   | 1.5   | 1.7   | 3.2   | 0.7     | 2.0   | 83.4             | 19.0       |
| Denmark                 | 0.8          | 1.0   | 1.0   | 2.0   | 2.9   | 3.1   | 0.5     | 1.9   | 6.1              | 29.5       |
| United Arab Emirates    | 3.4          | 2.9   | 1.7   | 2.1   | 3.0   | 2.9   | 1.9     | 1.8   | -1.6             | -3.1       |
| top 10                  | 142.6        | 137.6 | 107.6 | 96.2  | 130.6 | 127.0 | 79.5    | 79.9  | -2.7             | -2.3       |
| others                  | 36.7         | 36.0  | 28.7  | 27.7  | 43.6  | 32.0  | 20.5    | 20.1  | -26.6            | -2.7       |
| <b>Americas</b>         | 19.1         | 21.6  | 13.7  | 15.2  | 30.3  | 31.2  | 10.6    | 19.6  | 3.0              | 10.4       |
| - North America         | 17.4         | 20.7  | 12.8  | 14.3  | 29.8  | 30.0  | 9.7     | 18.9  | 0.9              | 11.5       |
| - Central-South America | 1.6          | 0.9   | 0.9   | 0.9   | 0.5   | 1.2   | 0.9     | 0.7   | n.s.             | -6.2       |
| <b>Asia and Pacific</b> | 10.9         | 12.7  | 9.8   | 9.7   | 14.3  | 11.5  | 6.1     | 7.2   | -19.9            | 1.1        |
| <b>Europe</b>           | 140.0        | 129.5 | 105.6 | 92.4  | 112.8 | 106.9 | 78.1    | 67.2  | -5.2             | -5.3       |
| - European Union (27)   | 134.1        | 123.8 | 101.6 | 85.1  | 106.3 | 100.6 | 74.8    | 63.3  | -5.4             | -5.6       |
| - UK, CH, NO, IS        | 4.2          | 4.3   | 3.3   | 5.7   | 5.2   | 4.8   | 2.4     | 3.0   | -7.2             | 2.5        |
| - Other Europe          | 1.8          | 1.5   | 0.7   | 1.7   | 1.3   | 1.5   | 1.0     | 0.9   | 14.9             | -3.5       |
| <b>Middle East</b>      | 7.4          | 7.3   | 5.8   | 5.4   | 15.6  | 7.8   | 4.1     | 4.9   | n.s.             | 0.9        |
| <b>Africa</b>           | 1.8          | 2.4   | 1.1   | 1.1   | 1.2   | 1.7   | 1.0     | 1.0   | 38.9             | -1.8       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.3   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 179.2        | 173.6 | 136.3 | 123.9 | 174.2 | 159.0 | 100.0   | 100.0 | -8.7             | -2.4       |

Source: CSIL processing of official data

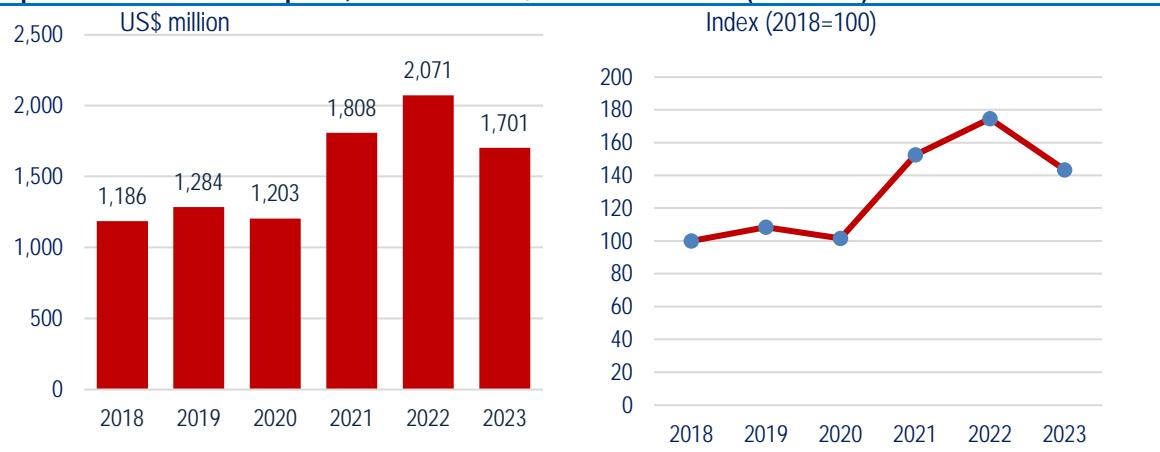
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.8.6 United Kingdom. Upholstered furniture imports

**Figure 3.75 - United Kingdom.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

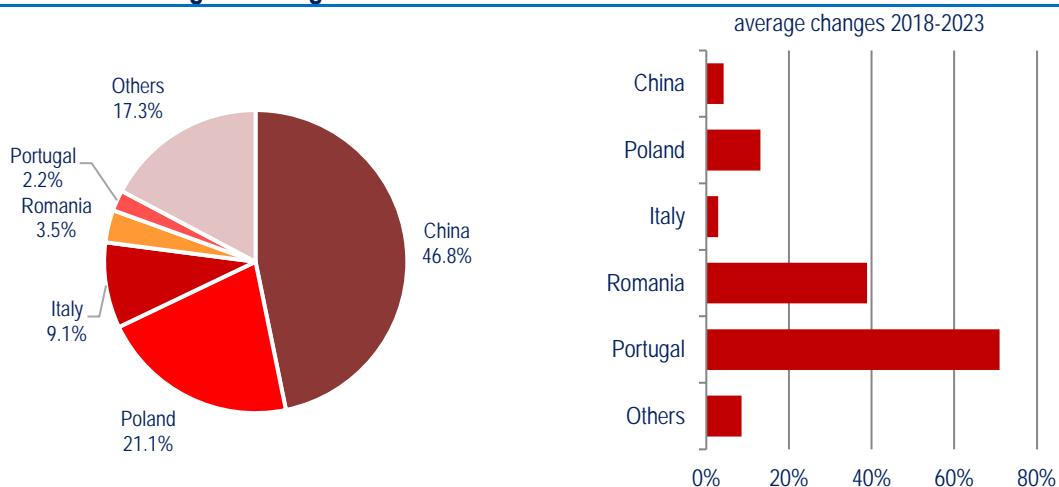


Source: CSIL processing of official data

**Figure 3.76 - United Kingdom.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.76 - United Kingdom.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 648.4        | 745.4  | 701.2  | 1126.3 | 1068.9 | 795.7  | 54.7    | 46.8  | -25.6            | 4.2        |
| Poland                  | 193.9        | 212.0  | 207.6  | 312.0  | 384.1  | 359.2  | 16.3    | 21.1  | -6.5             | 13.1       |
| Italy                   | 134.7        | 101.7  | 78.7   | 108.7  | 179.4  | 155.4  | 11.4    | 9.1   | -13.4            | 2.9        |
| Romania                 | 11.5         | 12.1   | 9.0    | 10.1   | 62.1   | 59.2   | 1.0     | 3.5   | -4.6             | 38.9       |
| Portugal                | 2.6          | 3.7    | 2.5    | 8.0    | 35.1   | 37.6   | 0.2     | 2.2   | 7.0              | 70.9       |
| Lithuania               | 1.4          | 1.6    | 1.6    | 7.9    | 26.6   | 28.8   | 0.1     | 1.7   | 8.6              | 83.3       |
| Spain                   | 2.6          | 2.0    | 5.7    | 11.7   | 23.5   | 27.9   | 0.2     | 1.6   | 18.8             | 60.3       |
| Germany                 | 26.4         | 30.0   | 26.7   | 18.2   | 33.5   | 26.1   | 2.2     | 1.5   | -21.9            | -0.2       |
| Vietnam                 | 22.2         | 22.3   | 24.6   | 25.6   | 37.7   | 25.6   | 1.9     | 1.5   | -32.0            | 2.9        |
| North Macedonia         | 0.0          | 0.9    | 2.6    | 7.0    | 10.7   | 19.0   | 0.0     | 1.1   | 76.3             | n.s.       |
| top 10                  | 1043.7       | 1131.7 | 1060.0 | 1635.7 | 1861.5 | 1534.6 | 88.0    | 90.2  | -17.6            | 8.0        |
| others                  | 142.2        | 152.4  | 143.0  | 171.9  | 209.5  | 166.2  | 12.0    | 9.8   | -20.7            | 3.2        |
| <b>Americas</b>         | 12.7         | 15.8   | 8.3    | 6.2    | 7.5    | 8.7    | 1.1     | 0.5   | 16.3             | -7.2       |
| - North America         | 12.2         | 15.2   | 8.0    | 5.7    | 7.2    | 8.4    | 1.0     | 0.5   | 15.9             | -7.3       |
| - Central-South America | 0.4          | 0.6    | 0.4    | 0.5    | 0.3    | 0.4    | 0.0     | 0.0   | 25.1             | -3.0       |
| <b>Asia and Pacific</b> | 736.2        | 838.3  | 787.3  | 1227.4 | 1183.6 | 859.8  | 62.1    | 50.6  | -27.4            | 3.2        |
| <b>Europe</b>           | 433.3        | 426.1  | 403.6  | 571.7  | 878.5  | 824.2  | 36.5    | 48.5  | -6.2             | 13.7       |
| - European Union (27)   | 418.0        | 399.5  | 374.4  | 525.0  | 812.8  | 759.4  | 35.2    | 44.6  | -6.6             | 12.7       |
| - UK, CH, NO, IS        | 8.4          | 16.4   | 17.5   | 19.7   | 24.6   | 20.3   | 0.7     | 1.2   | -17.5            | 19.3       |
| - Other Europe          | 6.9          | 10.1   | 11.7   | 27.0   | 41.1   | 44.6   | 0.6     | 2.6   | 8.5              | 45.2       |
| <b>Middle East</b>      | 2.7          | 2.8    | 2.5    | 1.1    | 0.5    | 1.1    | 0.2     | 0.1   | n.s.             | -16.9      |
| <b>Africa</b>           | 1.1          | 1.2    | 1.3    | 1.2    | 1.0    | 6.9    | 0.1     | 0.4   | n.s.             | 45.3       |
| <b>Other Countries</b>  | 0.0          | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 1185.9       | 1284.1 | 1203.0 | 1807.5 | 2071.0 | 1700.7 | 100.0   | 100.0 | -17.9            | 7.5        |

Source: CSIL processing of official data

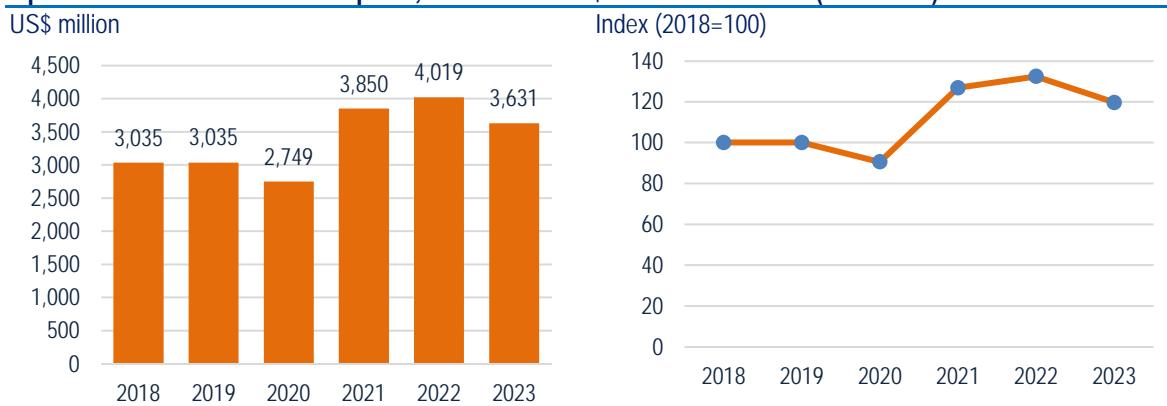
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.8.7 United Kingdom. Upholstered furniture consumption

**Figure 3.77 - United Kingdom.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.77 - United Kingdom.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

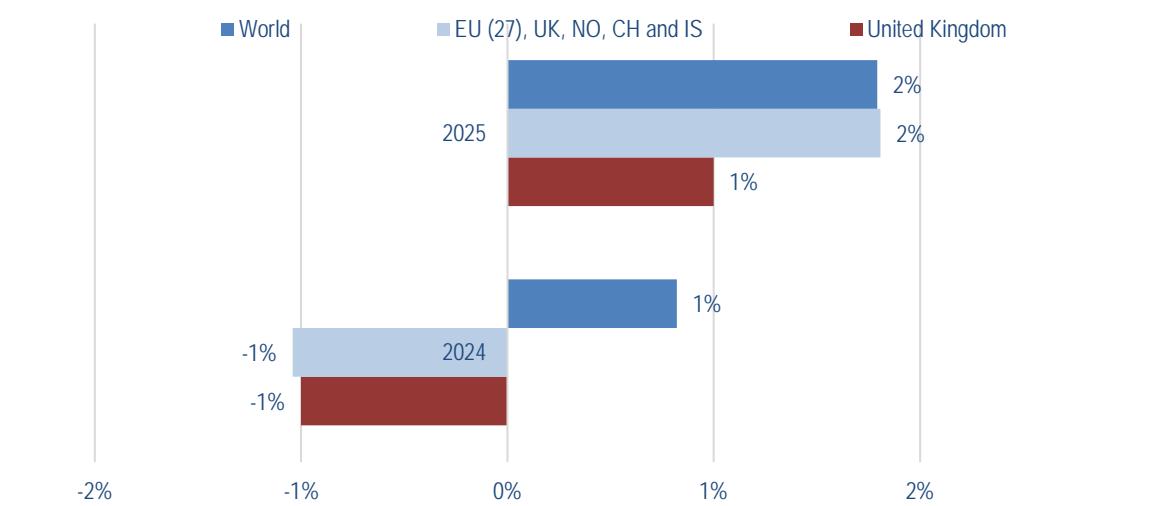
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| United Kingdom             | 39%  | 42%  | 44%  | 47%  | 52%  | 47%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.78 - United Kingdom.**

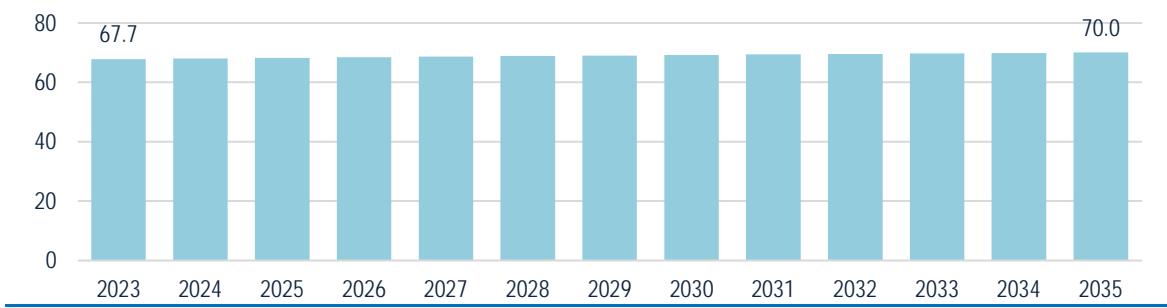
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.8.8 United Kingdom. Population forecasts

**Figure 3.79 - United Kingdom.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.78 - United Kingdom.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 28 |
| Urban Population | % of total | 84 |

Source: UN, World Bank

Last available year

**Table 3.79 - United Kingdom.**

**Resident population in main cities\* and projected growth**

| Cities                                      | Population (thousand) |       |        |
|---|-----------------------|-------|--------|
|   | 2020                  | 2025  | 2030   |
| London                                      | 9,304                 | 9,841 | 10,228 |
| Manchester                                  | 2,730                 | 2,833 | 2,934  |
| Birmingham (West Midlands)                  | 2,607                 | 2,705 | 2,802  |
| West Yorkshire                              | 1,889                 | 1,956 | 2,026  |
| Glasgow                                     | 1,673                 | 1,719 | 1,778  |
| Southampton/Portsmouth<br>(South Hampshire) | 928                   | 967   | 1,002  |
| Liverpool                                   | 902                   | 929   | 961    |
| Newcastle upon Tyne                         | 809                   | 834   | 863    |
| Nottingham                                  | 788                   | 819   | 849    |
| Sheffield                                   | 730                   | 757   | 784    |
| Bristol                                     | 686                   | 720   | 747    |
| Belfast                                     | 631                   | 652   | 675    |
| Brighton-Worthing-Littlehampton             | 607                   | 632   | 656    |
| Leicester                                   | 552                   | 575   | 596    |
| Edinburgh                                   | 537                   | 564   | 585    |
| Bournemouth/Poole                           | 506                   | 527   | 546    |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.8.9 United Kingdom. Comparison with the global upholstered furniture sector

Figure 3.80 - United Kingdom.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.80 - United Kingdom.

Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 244   | 36       |
| Population                                   | Million               | 67    | 16       |
| Urban Population                             | % of total population | 84    | 24       |
| Total GNP                                    | US\$ billion          | 3298  | 6        |
| Per capita GNP                               | US\$                  | 49240 | 19       |
| Household Consumption Exp.                   | US\$ billion          | 1911  | 6        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 3868  | 9        |
| Per capita GNP at PPP                        | US\$                  | 57750 | 24       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.9 The upholstered furniture industry in Türkiye

### 3.9.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Türkiye ranks as the ninth-largest producer of upholstered furniture globally, with a production value nearing US\$1.4 billion.
- The Turkish upholstered furniture industry has increased its output massively over the last five years, owing to increasing sales both in the domestic market and export markets. In 2023, the industry continued to increase by +8% over 2022 (in current US\$).
- The Turkish upholstered furniture industry benefitted from some advantages, including the strategic position close to the large European market and the Middle East countries, including Gulf countries, the reduction of competitiveness of Asian industries in the last years due to logistic disruptions, geopolitical uncertainty, and trade tensions in some markets, and weak Turkish Lira against US\$ and Eur.
- Approximately 51% of Türkiye's upholstered furniture production is exported, with key markets including Iraq and Germany.
- In 2023, upholstered furniture consumption in Türkiye surged to US\$744 million, representing a notable 21% increase. Most of this consumption is met by domestic production, emphasizing the robust domestic demand for upholstered furniture products.
- In 2023, imports accounted for only 10% of total consumption, reflecting a 22% increase compared to the previous year.

#### Competitive System Landscape

Even if the competitive system of the Turkish upholstered furniture industry is mainly made by thousands of micro companies, in terms of total output, the industry is actually concentrated, with around 30 companies representing more than half of total upholstered furniture production.

The leading players are İstikbal Mobilya, Enza Home (Yatas), Bellona (Erciyes Anadolu Holding), Kelebek Mobilya Sanayi ve Ticaret AŞ, and İpek - Furniture Manufacturing (İpek Mobilya). While they are prominent in the industry, they are not exclusively specialized in upholstered furniture, as they also produce a wide range of furniture products. Their diverse portfolios allow them to cater to various segments of the market, enhancing their overall market presence and adaptability.

**Table 3.81 - Türkiye.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021   | 2022   | 2023   |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|
| Production         | US\$ million | 857   | 804   | 804   | 872   | 839   | 909   | 903   | 1,172  | 1,265  | 1,372  |
| Exports            | US\$ million | 328   | 301   | 305   | 339   | 383   | 476   | 484   | 660    | 710    | 702    |
| Imports            | US\$ million | 148   | 131   | 55    | 53    | 46    | 41    | 46    | 53     | 60     | 74     |
| Consumption*       | US\$ million | 677   | 635   | 554   | 585   | 502   | 474   | 465   | 565    | 615    | 744    |
| Production         | % ch. - US\$ |       | -6%   | 0%    | 8%    | -4%   | 8%    | -1%   | 30%    | 8%     | 8%     |
| Exports            | % ch. - US\$ |       | -8%   | 1%    | 11%   | 13%   | 24%   | 2%    | 37%    | 7%     | -1%    |
| Imports            | % ch. - US\$ |       | -11%  | -58%  | -4%   | -12%  | -12%  | 12%   | 16%    | 13%    | 22%    |
| Consumption*       | % ch. - US\$ |       | -6%   | -13%  | 6%    | -14%  | -6%   | -2%   | 21%    | 9%     | 21%    |
| export/production  | %            | 38%   | 37%   | 38%   | 39%   | 46%   | 52%   | 54%   | 56%    | 56%    | 51%    |
| import/consumption | %            | 22%   | 21%   | 10%   | 9%    | 9%    | 9%    | 10%   | 9%     | 10%    | 10%    |
| Production         | TRY million  | 1,875 | 2,194 | 2,432 | 3,180 | 4,075 | 5,161 | 6,349 | 10,460 | 21,015 | 32,684 |
| Exports            | TRY million  | 718   | 821   | 922   | 1,238 | 1,862 | 2,704 | 3,400 | 5,893  | 11,789 | 16,710 |
| Imports            | TRY million  | 325   | 358   | 165   | 192   | 225   | 233   | 321   | 474    | 999    | 1,753  |
| Consumption*       | TRY million  | 1,482 | 1,732 | 1,676 | 2,134 | 2,439 | 2,690 | 3,270 | 5,041  | 10,225 | 17,727 |
| Production         | % ch. - TRY  |       | 17%   | 11%   | 31%   | 28%   | 27%   | 23%   | 65%    | 101%   | 56%    |
| Exports            | % ch. - TRY  |       | 14%   | 12%   | 34%   | 50%   | 45%   | 26%   | 73%    | 100%   | 42%    |
| Imports            | % ch. - TRY  |       | 10%   | -54%  | 16%   | 17%   | 3%    | 38%   | 48%    | 111%   | 75%    |
| Consumption*       | % ch. - TRY  |       | 17%   | -3%   | 27%   | 14%   | 10%   | 22%   | 54%    | 103%   | 73%    |

\* Apparent consumption = Production – Exports + Imports

**NEW SERIES**

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

**Table 3.82 - Türkiye.****Exchange rates, 2014-2023**

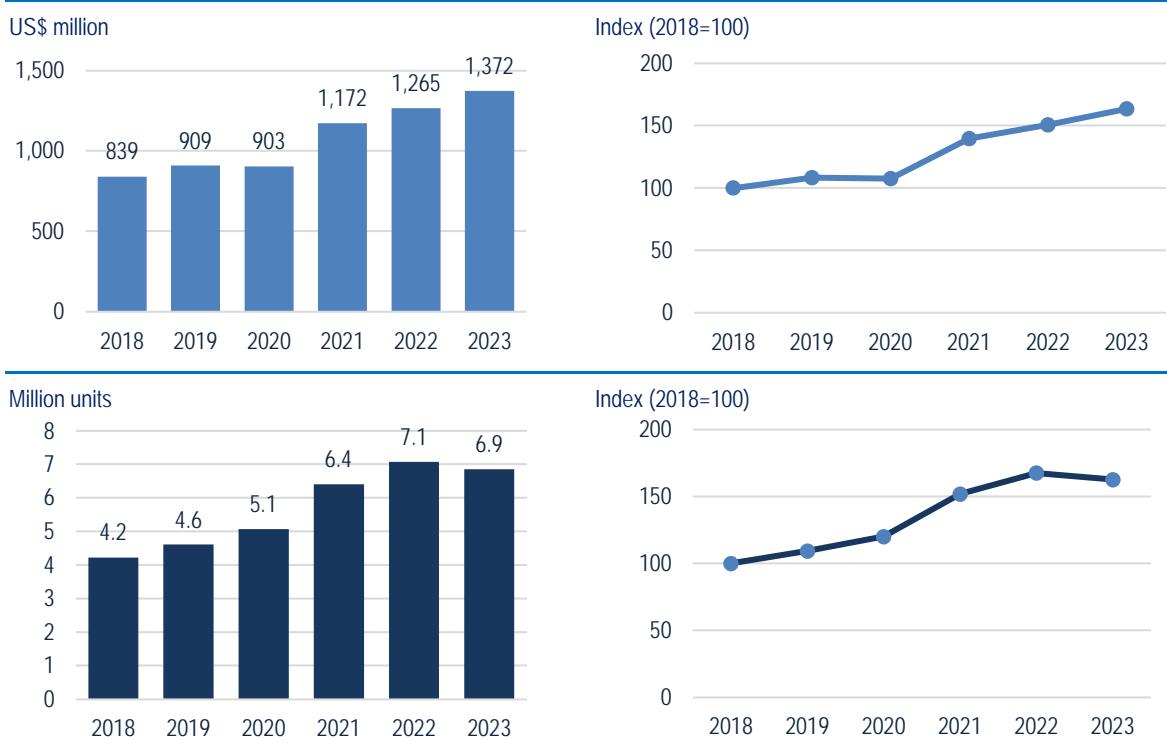
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  | 2022  | 2023  |
|--------------|------|------|------|------|------|------|------|-------|-------|-------|
| TRY per US\$ | 2.19 | 2.73 | 3.02 | 3.65 | 4.85 | 5.68 | 7.03 | 8.92  | 16.61 | 23.82 |
| TRY per EUR  | 2.91 | 3.03 | 3.35 | 4.12 | 5.74 | 6.36 | 8.02 | 10.56 | 17.50 | 25.77 |

Source: US Federal Reserve

### 3.9.2 Türkiye. Upholstered furniture production

**Figure 3.81 - Türkiye.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.83 - Türkiye.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with Central-East Europe outside the EU and Russia and World**

|   | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|------|------|------|------|------|------|
| Türkiye                                       | 46%  | 52%  | 54%  | 56%  | 56%  | 51%  |
| Central-East Europe outside the EU and Russia | 42%  | 46%  | 49%  | 52%  | 52%  | 65%  |
| World   | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.9.3 Türkiye. Major upholstered furniture manufacturers

**Table 3.84** Türkiye. Major upholstered furniture manufacturers by turnover

| Company                            | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|------------------------------------|---|--|-------------------------------|
| Istikbal Mobilya*                  | 125   | 50   | 251                           |
| Enza Home (Yatas)                  | 82  | 34   | 240                           |
| Bellona* (Erciyes Anadolu Holding) | 68  | 37   | 185                           |
| Kelebek Mobilya (Doğtaş Kelebek)   | 55  | 50   | 110                           |
| Ipek* (Ipek Mobilya)               | 50  | 90   | 55                            |
| Mondi* (Erciyes Anadolu Holding)   | 37  | 60   | 62                            |
| Doğtaş (Doğtaş Kelebek)            | 36  | 30   | 120                           |
| Alfemo Mobilya                     | 28  | 50   | 56                            |
| Nurhas (NDESIGN brand)             | 25  | 100  | 25                            |
| Kilim                              | 22  | 40   | 56                            |
| Weltew Mobilya                     | 20  | 35   | 57                            |
| Modalife                           | 18  | 35   | 50                            |
| Konfor                             | 17  | 30   | 56                            |
| Tuna Celik                         | 16  | 50   | 32                            |
| Divanev (Yatas)                    | 16  | 40   | 40                            |
| Seher                              | 15  | 70   | 22                            |
| Lazzoni Mobilya                    | 15  | 50   | 30                            |
| Lema Mobilya                       | 14  | 50   | 28                            |
| Casa                               | 13  | 50   | 25                            |
| Aldora Mobilya                     | 12  | 35   | 33                            |
| Boldera Mobilya                    | 9   | 100  | 9                             |
| Ladin Mobilya                      | 7   | 80   | 9                             |
| Cardinya                           | 7   | 60   | 12                            |
| Livello Home Collection            | 6   | 35   | 18                            |
| Lorenzo TK                         | 5   | 60   | 9                             |
| Slims                              | 5   | 50   | 10                            |
| Merinos Mobilya                    | 5   | 50   | 10                            |
| Didvani                            | 5   | 60   | 8                             |
| Fuga Mobilya                       | 4   | 40   | 11                            |
| Idol Mobilya                       | 4   | 30   | 14                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022. \*Turnover refers to manufacturing only.

### 3.9.4 Türkiye. Short profiles of major upholstered furniture manufacturers

#### ABC Mobilya

**Abc Cekyat-Yatak Ve Mobilya Grupları Hali Tekstil Sanayi Ve Ticaret Ltd Sti - ABC Mobilya**  
**Group:** Taşkıranlar Group  
**Headquarters/Main Location**  
 Atatürk Cad. Karaağaçlı Beldesi Org. San. Böl. No:3 - Merkez, Manisa - Türkiye  
 T: +90 236 2491660  
**Web:** <https://abcmobilya.com.tr>  
**Email:** abc@abcmobilya.com.tr  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 70%

#### Aldora Mobilya

**Aldora Mobilya AŞ**  
**Group:** Kadifeteks  
**Headquarters/Main Location**  
 1. OSB No: 30 Cadde: 35 - 38070 Kayseri - Türkiye  
 T: +90 352 322 19 90  
**Web:** <https://www.aldora.com.tr>  
**Email:** info@aldora.com.tr  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Home furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 35% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 2; Türkiye

#### Alfemo Mobilya

**Alfemo Mobilya Sanayi ve Ticaret AŞ - Yatpa Dayanıklı Tuketim Malları Sanayi Ve Ticaret A S**  
**Headquarters/Main Location**  
 Celal Umur cad. No:10 - 35860 Torbalı, Izmir - Türkiye  
 T: +90 232 8533030 ; 9993000  
**Web:** <https://www.alfemo.com.tr>  
**Email:** info@alfemo.com.tr ; export@alfemo.com.tr  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 35%  
**Manufacturing plants:** 2; Türkiye

#### Arno Home

**Şemsioğlu Mobilya San ve Tic. Ltd. Şti. - Arno Home**  
**Headquarters/Main Location**  
 29 Ekim mah Bayraktar sok no 24 Yazibasi - 35830 Torbalı, Izmir - Türkiye  
 T: +90 232 853 75 75  
**Web:** <https://www.arnohome.com>  
**Email:** halit@arno.com.tr  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Mattresses  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 40%  
**Manufacturing plants:** 1; Türkiye

#### Bambi Mobilya

**Bambi Mobilya**  
**Group:** Bambi  
**Headquarters/Main Location**  
 A. Yazibaşı Mahallesi 9223 Sokak No:8 - Torbalı, Izmir - Türkiye  
 T: +90 850 808 4035  
**Web:** <https://bambi.com.tr>  
**Email:** info@bambi.com.tr ; info@bambifurniture.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Beds, Mattresses, Pillows, Contract, Textiles  
**Total Turnover range:** 50-100 US\$ million  
**Manufacturing plants:** 1; Türkiye

#### Bellona

**Bellona Mobilya Sanayi ve Ticaret A.Ş.**  
**Group:** Erciyes Anadolu Holding  
**Headquarters/Main Location**  
 Türkali mah. Yeniyol sok. No: 5 - 38070 Beşiktaş, İstanbul - Türkiye  
 T: +90 352 3212200  
**Web:** <https://www.bellona.com.tr>  
**Email:** info@boydakexport.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Furnishing accessories, Textiles  
**Upholstered furniture production** accounts for an estimated 37% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 15%  
**Manufacturing plants:** 3; Türkiye

**Beyza Mobilya**

Beyza Mobilya Dayanikli Tuketim Maddeleri Gida  
Madencilik Insaat Petrol Urun San Tic A S  
**Headquarters/Main Location**  
OSB 6.Cadde No:31 - 38070 Melikgazi, Kayseri - Türkiye  
T: +90 352 321 19 74  
Web: <http://www.beyza.com>  
Email: [info@beyza.com](mailto:info@beyza.com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Türkiye

**Boldera Mobilya**

Öztur Mobilya Kanepe Tekstil Yatak Agac Urunleri Celik Esya Sanayi Ve Ticaret Ltd Sti - Öztan Furniture Boldera  
**Headquarters/Main Location**  
1. OSB., 43. Cadde, 10 - Kayseri - Türkiye  
T: +90 352 3220555  
Web: <http://boldera.com.tr>  
Email: [Info@Ozturmobilya.Com](mailto:Info@Ozturmobilya.Com)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Manufacturing plants:** 1; Türkiye

**Cardinya**

Mimsan Ev Gerecleri San. Ve Tic. Ltd. Şti. - Cardinya Bed  
**Headquarters/Main Location**  
OSB 34. Cad. N 1 - 38070 Melikgazi, Kayseri - Türkiye  
T: +90 352 321 49 49  
Web: <http://www.cardinya.com> ; <http://www.lora.com.tr>  
Email: [cardinya@cardinya.com](mailto:cardinya@cardinya.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Home furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 50%

**Casa**

Casa Oturma Grup  
**Headquarters/Main Location**  
Çankırı Bulvarı 103 - 06750 Akyurt, Ankara - Türkiye  
T: +90 312 8475080  
Web: <https://www.casa.com.tr>  
Email: [casa@casa.com.tr](mailto:casa@casa.com.tr)  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Upholstered furniture, Home furniture  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 30%  
**Manufacturing plants:** 2; Türkiye

**Delta Ofis**

Delta Ofis Mobilya AS  
**Headquarters/Main Location**  
İstanbul Yolu - Çatalca, İstanbul - Türkiye  
T: +90 212 8871970-71-72  
Web: <https://www.deltamobilya.com>  
Email: [info@deltaofis.com](mailto:info@deltaofis.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract, Healthcare furniture, Educational furniture  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 30%  
**Manufacturing plants:** Türkiye.

**Didvani**

Didvani Home Design  
**Headquarters/Main Location**  
Yeniceköy Mah. 627 Sok. No: 3 - İnegöl, Bursa - Türkiye  
Web: <https://www.didvani.com.tr> ; [www.bayanmetal.com](http://www.bayanmetal.com)  
Email: [info@didvani.com.tr](mailto:info@didvani.com.tr) ; [fabrika@didvani.com.tr](mailto:fabrika@didvani.com.tr) ; [pazarlama@didvani.com.tr](mailto:pazarlama@didvani.com.tr)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 70%

**Divanев**

**Yatas Yatak ve Yorgan San. Tic. AS**

**Group:** Yatas

**Headquarters/Main Location**

41A, Kartal Caddesi, Cumhuriyet Mahallesi - 34876 Kartal ,  
İstanbul - Türkiye

**T:** +90 216 4440987

**Web:** <https://www.yatasbedding.com.tr> ;  
<https://www.divanev.com.tr> ; <https://www.puffy.com.tr> ;  
<https://www.enzahome.com.tr> ;  
<https://www.yatasprojects.com>

**Email:** [yatas@yatas.com.tr](mailto:yatas@yatas.com.tr)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Contract, Textiles

**Upholstered furniture production** accounts for an estimated 40% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Manufacturing plants:** 3; Türkiye

**Doğtaş**

**Doğanlar Mobilya Grubu İmalat Sanayi ve Ticaret AS -  
Doğtaş Kelebek**

**Group:** Doğtaş Kelebek

**Headquarters/Main Location**

Ruzgarlibahce Mh. Kavak Sk. No: 31/1 Smart Plaza B Block  
Kat: 6 - Kavacık, Beykoz-İstanbul - Türkiye

**T:** +90 216 4250002

**Web:** <https://www.dogtas.com> ;  
<https://www.doganlarmobilyagrubu.com> ;  
<https://www.ruumstore.com>

**Email:** [info@dogtas.com.tr](mailto:info@dogtas.com.tr) ; [dogtas@dogtas.com.tr](mailto:dogtas@dogtas.com.tr)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Mattresses

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 10%

**Manufacturing plants:** 2; Türkiye

**Enza Home**

**Yatas Yatak ve Yorgan San. Tic. AS**

**Group:** Yatas

**Headquarters/Main Location**

41A, Kartal Caddesi, Cumhuriyet Mahallesi - 34876 Kartal ,  
İstanbul - Türkiye

**T:** +90 216 4440987

**Web:** <https://www.yatasbedding.com.tr> ;  
<https://www.divanev.com.tr> ; <https://www.puffy.com.tr> ;  
<https://www.enzahome.com.tr> ;  
<https://www.yatasprojects.com>

**Email:** [yatas@yatas.com.tr](mailto:yatas@yatas.com.tr)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Contract, Textiles

**Upholstered furniture production** accounts for an estimated 34% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Export share on total turnover:** 11%

**Manufacturing plants:** 3; Türkiye

**Fuga Mobilya**

**Fuga Agac Isleme Sanayi Anonim Sirketi**

**Headquarters/Main Location**

Modoko 7. Sokak No: 40, Yukari Dudullu Mahallesi - 34775  
Umranıye, İstanbul - Türkiye

**T:** +90 216 3642082

**Web:** <https://www.fugamobilya.com>

**Email:** [fuga@fugamobilya.com](mailto:fuga@fugamobilya.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Home furniture

**Upholstered furniture production** accounts for an estimated 40% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Export share on total turnover:** 35%

**Manufacturing plants:** 2; Türkiye

**Idol Mobilya**

**Idol Mobilya**

**Headquarters/Main Location**

Inegöl Mobilya Ağaç İşl. İhtisas OSB. 23. Cad. No.1 - İnegöl,  
Bursa - Türkiye

**T:** +90 (224) 715 86 67

**Web:** <https://idolmobilya.com>

**Email:** [info@idolmobilya.com](mailto:info@idolmobilya.com) ; [furniture@idolmobilya.com](mailto:furniture@idolmobilya.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 70%

**Ipek****Ipek Mobilya AŞ****Group:** Ipek Mobilya**Headquarters/Main Location**

OSB 43. Cad. No:35 - 38100 Kayseri - Türkiye

T: +90 352 3211516 ; 3220050

**Web:** <https://www.ipekmobilya.com.tr>**Email:** ipek@ipekmobilya.com.tr ; export@ipekmobilya.com.tr**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Children's rooms, Tables and Chairs, Home furniture, Mattresses, Contract, Textiles**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 50-100 US\$ million**Export share on total turnover:** 40%**Manufacturing plants:** 1; Türkiye**Istikbal Mobilya****Istikbal Mobilya Sanayi ve Ticaret AS****Group:** Erciyes Anadolu Holding**Headquarters/Main Location**

OSB 8. Cad. No 60 - 38070 Kayseri - Türkiye

T: +90 352 3220101

**Web:** <https://www.istikbal.com.tr>**Email:** info@boydakexport.com**Activity:** Manufacturer, Trader**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Contract**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 15%**Manufacturing plants:** 4; Türkiye**Kelebek Mobilya****Kelebek Mobilya Sanayi ve Ticaret AŞ****Group:** Doğtaş Kelebek**Headquarters/Main Location**

Zumrutevler Mah. Cilek Sk. No:5 - 34852 Maltepe, İstanbul - Türkiye

T: +90 216 3837878 ; 3220090

**Web:** <https://www.kelebek.com>**Email:** info@kelebek.com**Activity:** Manufacturer**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, RTA - DIY furniture**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 10%**Kilim****Kilim Mobilya Kanepe Sanayi ve Ticaret AŞ****Group:** Kilim**Headquarters/Main Location**

1. OSB Böl.43 Cadde No.27 - 38070 Melikgazi, Kayseri - Türkiye

T: +90 352 3220202 ; 3222328

**Web:** <https://www.kilimmobilya.com.tr>**Email:** info@kilimmobilya.com.tr ; export@kilimmobilya.com.tr**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses**Upholstered furniture production** accounts for an estimated 40% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 50%**Manufacturing plants:** 4; Türkiye**Koleksiyon****Koleksiyon Contract & Office Mobilya Sanayi ve Ticaret AŞ****Headquarters/Main Location**

Cumhuriyet Mah. Baglar Cad. No:35 - 34457 Sarıyer, İstanbul - Türkiye

T: +90 212 3636363

**Web:** <https://koleksiyon.com.tr>**Email:** info@koleksiyon.com.tr**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Upholstered furniture, Occasional, Home furniture, Garden and Outdoor, Furnishing accessories, Contract**Upholstered furniture production** accounts for an estimated 8% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 20%**Manufacturing plants:** Türkiye.**Konfor****Konfor Dayanıklı Tüketim Malları Mobilya Deri Tekstil Turizm San. Ve Tic. A.Ş.****Headquarters/Main Location**

Çamlık Cad. No:46 - 35414 Sarnıç, İzmir - Türkiye

T: +90 232 2812323

**Web:** <https://www.konfor.com.tr>**Email:** info@konfor.com.tr**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses, Contract, Semi-finished parts**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 40%**Manufacturing plants:** 3; Türkiye

## Ladin Mobilya

**Ladin Kanepe Mobilya Sanayi ve Tic. Ltd. Şti**  
**Headquarters/Main Location**  
 OSB Fatih Sultan Mehme Bulvarı No: 241 - 38070 Melikgazi,  
 Kayseri - Türkiye  
 T: +90 352 3220292  
**Web:** <https://ladinmobilya.com>  
**Email:** ladin@ladinmobilya.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated  
 80% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Türkiye

## Lazzoni Mobilya

**Lazzoni Mobilya Insaat Turizm Sanayi Ve Ticaret Ltd Sti**  
**Headquarters/Main Location**  
 Balıkhisar Mevkii - 38070 Ankara - Türkiye  
 T: +90 312 8475533  
**Web:** <https://lazzoni.us>  
**Email:** zz@lazzoni.com.tr ; merkezcelik@lazzoni.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Beds  
**Upholstered furniture production** accounts for an estimated  
 50% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 50%  
**Manufacturing plants:** 1; Türkiye

## Lema Mobilya

**Lema Mobilya Tekstil İnşaat Sanayi - Saloni**  
**Headquarters/Main Location**  
 Yeni Sanayi Orhangazi Caddesi, 54-5 - 16400 Bursa - Türkiye  
 T: +90 224 7113130  
**Web:** <https://saloni.furniture>  
**Email:** Info@Saloni.Com.Tr  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Bedrooms, Tables and Chairs, Furnishing  
 accessories  
**Upholstered furniture production** accounts for an estimated  
 50% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 62%  
**Manufacturing plants:** 7; Türkiye

## Livello Home Collection

**AKC Mobilya San. Tic. Ltd. Şti. – Akan Ahşap - Livello**  
**Home Collection**  
**Headquarters/Main Location**  
 OSB 1. Cadde No: 27 - İnegöl, Bursa - Türkiye  
 T: +90 224 723 43 40  
**Web:** <https://www.livello.com.tr>  
**Email:** info@livello.com.tr  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated  
 35% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 60%  
**Manufacturing plants:** 1; Türkiye

## Lorenzo TK

**Erika Furniture - Lorenzo Home**  
**Headquarters/Main Location**  
 Yürekli Mah. D-400 Karayolu Blv. No: 7 - 01790 Sarıçam,  
 Adana - Türkiye  
**Web:** <https://erika.com.tr>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Bedrooms  
**Upholstered furniture production** accounts for an estimated  
 60% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100

## Luxelife

**Luxe Life Mobilya**  
**Headquarters/Main Location**  
 Mahmudiye Mah. Ertuğrulgazi mobilyacılar caddesi no 68 -  
 İnegöl, Bursa - Türkiye  
 T: +90 537 574 26 86  
**Web:** <https://luxelife.com.tr>  
**Email:** info@luxelifeeu.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living  
 rooms, Bedrooms, Tables and Chairs, Occasional  
**Upholstered furniture production** accounts for an estimated  
 50% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Export share on total turnover:** 40%

**Merinos Mobilya****Merinos Mobilya****Headquarters/Main Location**Merkez Mah. 29 Ekim Cad. No:21 - Yenibosna, İstanbul -  
Türkiye

T: +90 212 654 69 50

Web: <http://www.merinos.com.tr>Email: [info@merinos.com.tr](mailto:info@merinos.com.tr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Bedrooms, Textiles  
**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** > 500**Export share on total turnover:** 35%**Manufacturing plants:** 1; Türkiye**Mobi Mobilya - Mobi Furniture & Interior Co****Mobi Furniture & Interior Co Ltd - Mobi Mobilya****Headquarters/Main Location**Yalova Yolu 14 Km Sanayi Cad. No: 4 - 16335 Ovaakça, Bursa -  
Türkiye

T: +90 224 267 06 48

Web: <https://mobi.com.tr>Email: [mobi@mobi.com.tr](mailto:mobi@mobi.com.tr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Home furniture, Mattresses, Contract, Textiles**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 80%**Manufacturing plants:** 1; Türkiye**Modalife****Liderler Pazarlama İthalat İhracat İmalat Ticaret VE  
Sanayi Limited Şirketi -****Headquarters/Main Location**Havaalanı Yolu 13.Km. Tevfik İleri Mah. Emek Cad.Polat  
Sok.No:3/5 - Ankara - TürkiyeWeb: <https://www.modalife.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional**Upholstered furniture production** accounts for an estimated 35% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Mondi-manufacturing****Mondi Yatak ve Mobilya San. ve Tic. A.Ş.****Group:** Erciyes Anadolu Holding**Headquarters/Main Location**

1. OSB 4. Cad. No:12 - 38070 Melikgazi, Kayseri - Türkiye

T: +90 352 3220681

Web: <https://www.mondi.com.tr>Email: [mondi@mondi.com.tr](mailto:mondi@mondi.com.tr)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Children's rooms, Occasional, Home furniture, Mattresses**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 50-100 US\$ million**Export share on total turnover:** 5%**Manufacturing plants:** 1; Türkiye**Nurhas (NDESIGN brand)****Nurhas Mobilya San. VE TIC. AŞ - NDesign****Headquarters/Main Location**

1. Cadde No: 12 PK - 16400 İnegöl, Bursa - Türkiye

T: +90 224 714 80 68

Web: <https://www.ndesign.com.tr>Email: [info@ndesign.com.tr](mailto:info@ndesign.com.tr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Export share on total turnover:** 40%**Seher****Luks Luxury Yalçınlar A.Ş - Seher Mobilya & Bader Baby****Headquarters/Main Location**

OSB 8. Cadde No:43 - 38070 Melikgazi, Kayseri - Türkiye

Web: <https://luksyalcinlar.com>Email: [bilgi@luksyalcinlar.com](mailto:bilgi@luksyalcinlar.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 100%**Manufacturing plants:** 1; Türkiye

**Selimoglu****Selimoglu****Headquarters/Main Location**Süleymaniye mah. Babacan cad. no:17 - İnegöl, Bursa -  
Türkiye

T: +90 444 9616

Web: <http://www.selimoglu.com>Email: [info@selimoglu.com](mailto:info@selimoglu.com) ; [selimoglu@selimoglu.com](mailto:selimoglu@selimoglu.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million**Export share on total turnover:** 85%**Slims****Narinler Mobilya Ticaret VE Sanayi Anonim Sirketi****Headquarters/Main Location**

No:60 - 38070 Melikgazi, Kayseri - Türkiye

Web: <https://www.slims.com.tr>Email: [info@slims.com.tr](mailto:info@slims.com.tr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated  
50% of total revenues**Total Turnover range:** 5-15 US\$ million**Export share on total turnover:** 70%**Tuna Celik****Tuna Celik Esya Sanayi ve Ticaret AŞ****Group:** Tuna-Girsberger**Headquarters/Main Location**Bağlarbaşı Kısıklı cad. No:20 - 34692 Altunizade, İstanbul -  
Türkiye

T: +90 212 4013535

Web: <https://www.tunaev.com>Email: [info-tunaofis@tunacelik.com.tr](mailto:info-tunaofis@tunacelik.com.tr)**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Office Seating,  
Upholstered furniture, Bedrooms, Beds, Tables and Chairs,  
Occasional, Contract**Upholstered furniture production** accounts for an estimated  
50% of total revenues**Total Turnover range:** 15-50 US\$ million**Manufacturing plants:** 1; Türkiye**Vettore Mobilya****Aksan Mobilya Pazarlama Ve Sanayi Ticaret A S -****Vettore Mobilya****Headquarters/Main Location**Kavaklı Mahallesi Selanik Cad. No: 25 - 34596 Silivri , İstanbul  
- Türkiye

T: +90 212 723 79 55

Web: <https://www.vettore.com.tr>Email: [musterihizmetleri@vettore.com.tr](mailto:musterihizmetleri@vettore.com.tr) ; [info@vettore.com.tr](mailto:info@vettore.com.tr)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living  
rooms, Bedrooms, Children's rooms, Mattresses, Furnishing  
accessories**Upholstered furniture production** accounts for an estimated  
50% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Türkiye**Weltew Mobilya****Meltem Modüler Mobilya Koltuk San. ve Tic. A.Ş -****Weltew Home****Group:** Altinyonga**Headquarters/Main Location**

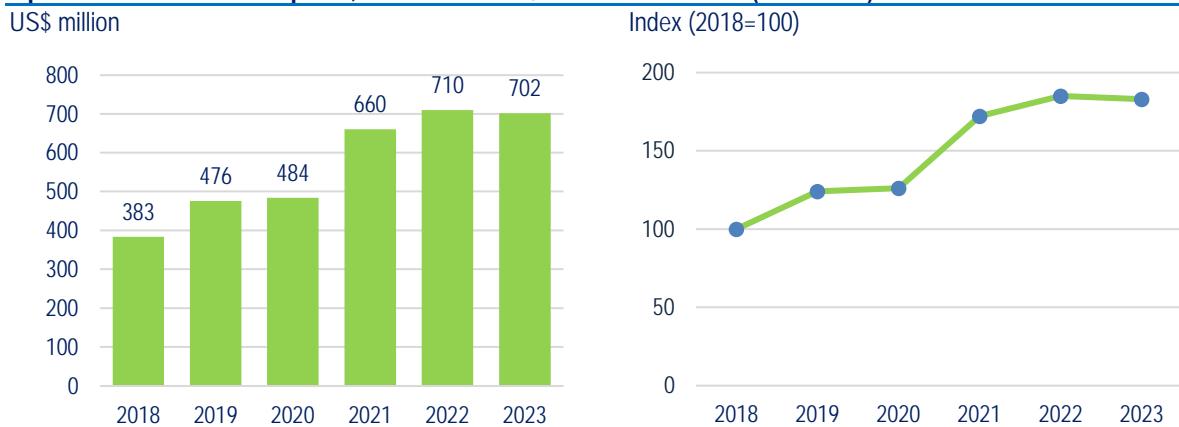
Yenice Köy Mh. Ova Cd. No:27 - 16410 İnegöl, Bursa - Türkiye

T: +90 444 93 90

Web: <https://www.weltew.com>Email: [export@weltew.com](mailto:export@weltew.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living  
rooms, Bedrooms, Children's rooms, Mattresses**Upholstered furniture production** accounts for an estimated  
35% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 40%**Manufacturing plants:** 1; Türkiye

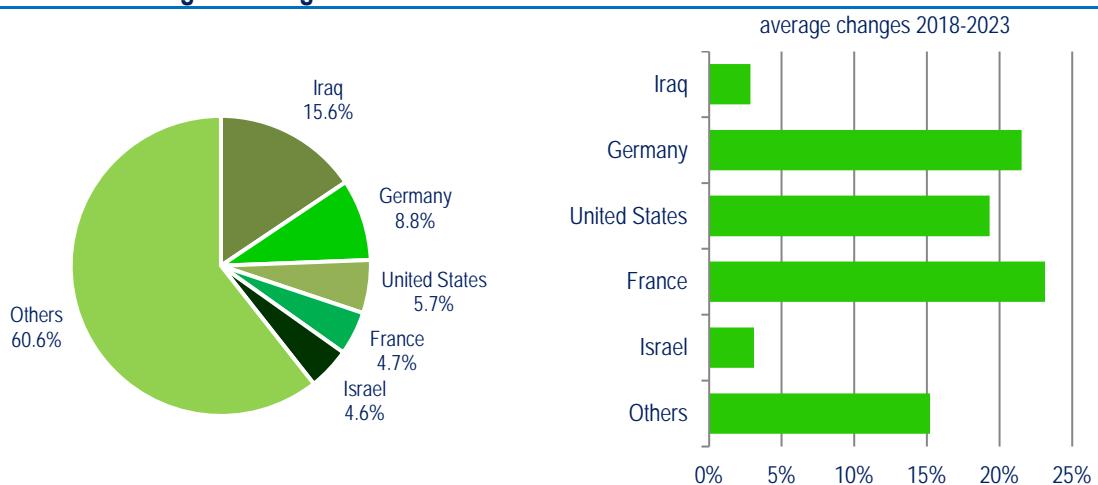
### 3.9.5 Türkiye. Upholstered furniture exports

**Figure 3.82 - Türkiye.**  
**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.83 - Türkiye.**  
**Upholstered furniture exports by country of destination, 2023.**  
**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.85 - Türkiye.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Iraq                    | 95.0         | 113.0 | 100.0 | 125.2 | 112.2 | 109.5 | 24.8    | 15.6  | -2.4             | 2.9        |
| Germany                 | 23.2         | 33.8  | 40.5  | 45.2  | 52.6  | 61.4  | 6.0     | 8.8   | 16.7             | 21.5       |
| United States           | 16.7         | 20.2  | 24.9  | 47.1  | 43.5  | 40.3  | 4.3     | 5.7   | -7.3             | 19.3       |
| France                  | 11.6         | 12.7  | 16.1  | 27.0  | 28.7  | 33.0  | 3.0     | 4.7   | 15.0             | 23.1       |
| Israel                  | 27.6         | 33.2  | 35.9  | 52.5  | 48.3  | 32.1  | 7.2     | 4.6   | -33.5            | 3.1        |
| United Arab Emirates    | 14.3         | 19.0  | 18.0  | 24.5  | 27.1  | 28.1  | 3.7     | 4.0   | 3.7              | 14.4       |
| Saudi Arabia            | 23.7         | 28.1  | 28.8  | 0.8   | 5.1   | 21.0  | 6.2     | 3.0   | n.s.             | -2.4       |
| Libya                   | 10.8         | 23.9  | 14.6  | 24.7  | 20.6  | 20.3  | 2.8     | 2.9   | -1.2             | 13.5       |
| Italy                   | 19.6         | 23.1  | 22.9  | 28.0  | 22.8  | 20.1  | 5.1     | 2.9   | -11.9            | 0.5        |
| Netherlands             | 7.1          | 7.2   | 8.3   | 12.9  | 17.3  | 18.2  | 1.8     | 2.6   | 5.2              | 20.8       |
| top 10                  | 249.6        | 314.2 | 310.1 | 388.0 | 378.1 | 384.0 | 65.1    | 54.7  | 1.5              | 9.0        |
| others                  | 133.9        | 161.9 | 173.4 | 272.4 | 331.5 | 317.5 | 34.9    | 45.3  | -4.2             | 18.9       |
| <b>Americas</b>         | 17.6         | 22.2  | 27.6  | 55.0  | 55.6  | 51.0  | 4.6     | 7.3   | -8.2             | 23.7       |
| - North America         | 17.2         | 21.5  | 26.5  | 53.2  | 52.8  | 48.3  | 4.5     | 6.9   | -8.6             | 23.0       |
| - Central-South America | 0.4          | 0.7   | 1.1   | 1.8   | 2.8   | 2.7   | 0.1     | 0.4   | -1.1             | 45.3       |
| <b>Asia and Pacific</b> | 25.7         | 32.1  | 32.2  | 46.1  | 55.0  | 53.4  | 6.7     | 7.6   | -2.9             | 15.8       |
| <b>Europe</b>           | 114.2        | 140.1 | 163.2 | 235.6 | 262.6 | 286.9 | 29.8    | 40.9  | 9.3              | 20.2       |
| - European Union (27)   | 97.1         | 117.5 | 135.9 | 184.1 | 200.8 | 221.4 | 25.3    | 31.6  | 10.3             | 17.9       |
| - UK, CH, NO, IS        | 6.1          | 7.1   | 10.0  | 19.6  | 23.0  | 22.5  | 1.6     | 3.2   | -2.2             | 29.8       |
| - Other Europe          | 11.0         | 15.5  | 17.2  | 31.9  | 38.8  | 43.0  | 2.9     | 6.1   | 10.7             | 31.3       |
| <b>Middle East</b>      | 197.5        | 234.5 | 218.4 | 254.5 | 262.1 | 236.9 | 51.5    | 33.8  | -9.6             | 3.7        |
| <b>Africa</b>           | 28.4         | 47.1  | 42.1  | 69.0  | 74.4  | 73.2  | 7.4     | 10.4  | -1.6             | 20.8       |
| <b>Other Countries</b>  | 0.1          | 0.0   | 0.0   | 0.1   | 0.0   | 0.0   | 0.0     | 0.0   | -29.9            | -23.4      |
| <b>World Total</b>      | 383.5        | 476.0 | 483.6 | 660.4 | 709.7 | 701.5 | 100.0   | 100.0 | -1.2             | 12.8       |

Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.9.6 Türkiye. Upholstered furniture imports

**Figure 3.84 - Türkiye.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

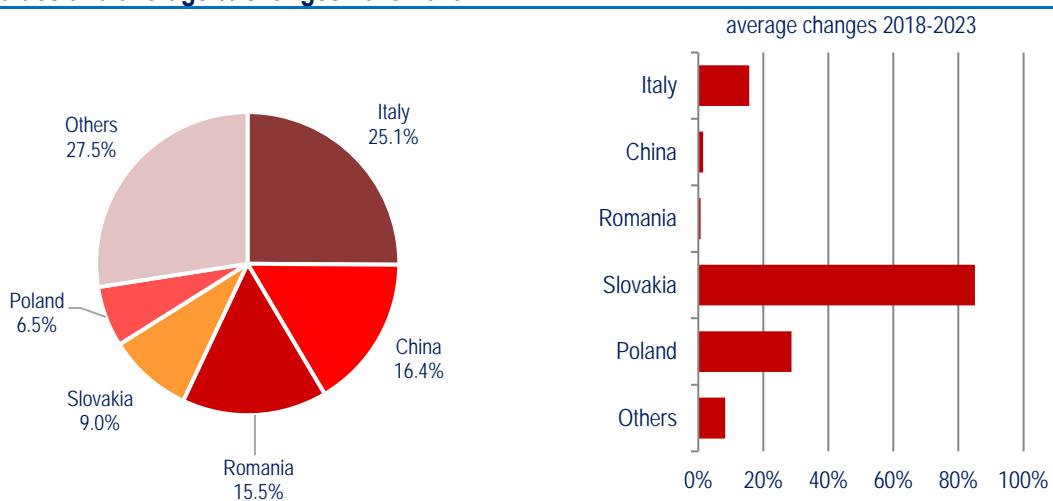


Source: CSIL processing of official data

**Figure 3.85 - Türkiye.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.86 - Türkiye.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| Italy                   | 8.9          | 7.0  | 8.0  | 11.0 | 13.6 | 18.5 | 19.3    | 25.1  | 36.2             | 15.6       |
| China                   | 11.2         | 8.1  | 9.5  | 12.0 | 11.9 | 12.1 | 24.1    | 16.4  | 1.3              | 1.5        |
| Romania                 | 11.0         | 11.5 | 11.6 | 12.0 | 12.0 | 11.4 | 23.7    | 15.5  | -4.8             | 0.7        |
| Slovakia                | 0.3          | 0.3  | 3.9  | 3.4  | 4.5  | 6.7  | 0.7     | 9.0   | 47.0             | 85.0       |
| Poland                  | 1.3          | 1.5  | 1.4  | 2.3  | 4.9  | 4.8  | 2.9     | 6.5   | -2.7             | 28.7       |
| Vietnam                 | 2.0          | 1.3  | 1.5  | 1.8  | 1.9  | 3.8  | 4.3     | 5.1   | n.s.             | 13.5       |
| Germany                 | 1.0          | 0.8  | 0.7  | 0.6  | 1.0  | 3.0  | 2.2     | 4.0   | n.s.             | 23.7       |
| Indonesia               | 0.8          | 0.7  | 0.7  | 1.1  | 1.7  | 2.0  | 1.7     | 2.7   | 16.6             | 19.4       |
| Sweden                  | 0.1          | 0.2  | 1.0  | 0.8  | 0.7  | 1.4  | 0.1     | 1.9   | 95.2             | 93.7       |
| Malaysia                | 1.9          | 1.4  | 1.0  | 0.8  | 1.1  | 1.2  | 4.0     | 1.6   | 4.1              | -8.6       |
| top 10                  | 38.5         | 32.9 | 39.2 | 45.7 | 53.3 | 64.6 | 83.1    | 87.9  | 21.3             | 10.9       |
| others                  | 7.8          | 8.1  | 6.5  | 7.4  | 6.9  | 8.9  | 16.9    | 12.1  | 30.4             | 2.6        |
| <b>Americas</b>         | 1.2          | 0.5  | 0.8  | 1.1  | 1.0  | 1.2  | 2.6     | 1.7   | 26.6             | 0.5        |
| - North America         | 1.2          | 0.5  | 0.8  | 1.0  | 0.9  | 1.2  | 2.6     | 1.6   | 26.0             | -0.3       |
| - Central-South America | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.1  | 0.0     | 0.1   | 44.3             | n.c.       |
| <b>Asia and Pacific</b> | 16.3         | 12.2 | 13.3 | 16.8 | 17.1 | 20.0 | 35.2    | 27.1  | 16.9             | 4.1        |
| <b>Europe</b>           | 28.7         | 27.8 | 31.5 | 35.0 | 41.8 | 52.0 | 61.8    | 70.7  | 24.5             | 12.7       |
| - European Union (27)   | 27.8         | 26.5 | 30.5 | 33.8 | 40.7 | 50.8 | 60.0    | 69.0  | 24.8             | 12.8       |
| - UK, CH, NO, IS        | 0.4          | 1.0  | 0.8  | 0.9  | 0.7  | 0.9  | 0.9     | 1.2   | 27.9             | 15.4       |
| - Other Europe          | 0.4          | 0.4  | 0.2  | 0.4  | 0.5  | 0.4  | 0.9     | 0.6   | -10.1            | 0.4        |
| <b>Middle East</b>      | 0.0          | 0.1  | 0.0  | 0.2  | 0.1  | 0.1  | 0.1     | 0.1   | -9.7             | 21.5       |
| <b>Africa</b>           | 0.2          | 0.4  | 0.1  | 0.1  | 0.2  | 0.2  | 0.3     | 0.3   | 44.5             | 7.4        |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 46.4         | 41.0 | 45.7 | 53.2 | 60.1 | 73.6 | 100.0   | 100.0 | 22.4             | 9.7        |

Source: CSIL processing of official data

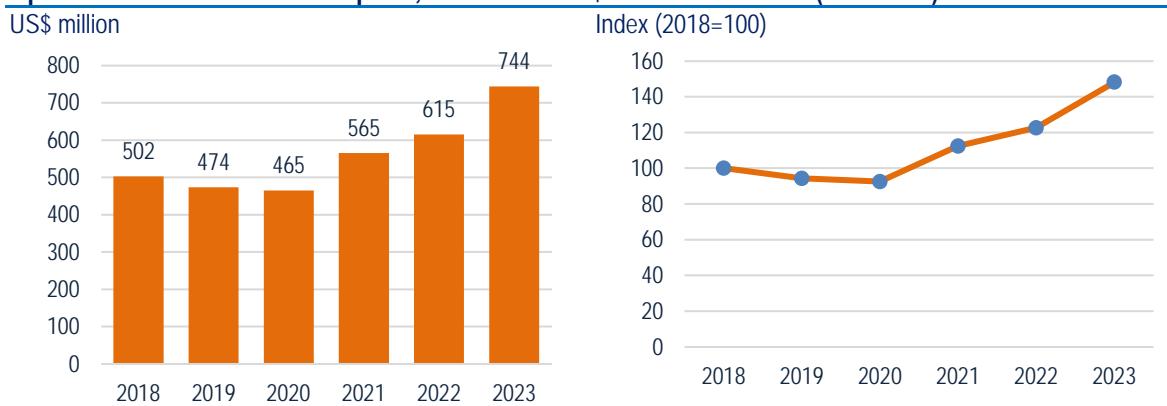
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.9.7 Türkiye. Upholstered furniture consumption

**Figure 3.86 - Türkiye.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.87 - Türkiye.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

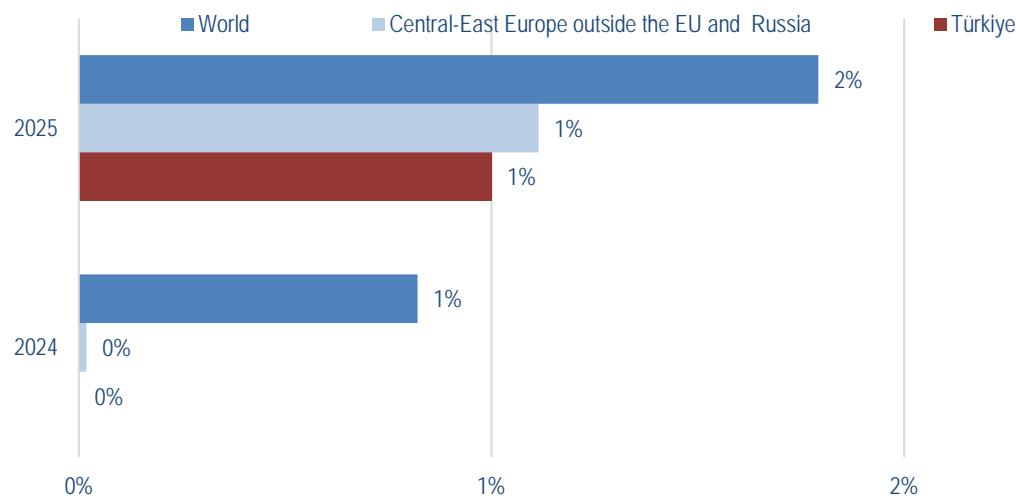
**Comparison with Central-East Europe outside the EU and Russia and World**

|   | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|------|------|------|------|------|------|
| Türkiye                                       | 9%   | 9%   | 10%  | 9%   | 10%  | 10%  |
| Central-East Europe outside the EU and Russia | 26%  | 26%  | 30%  | 31%  | 26%  | 19%  |
| World   | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.87 - Türkiye.**

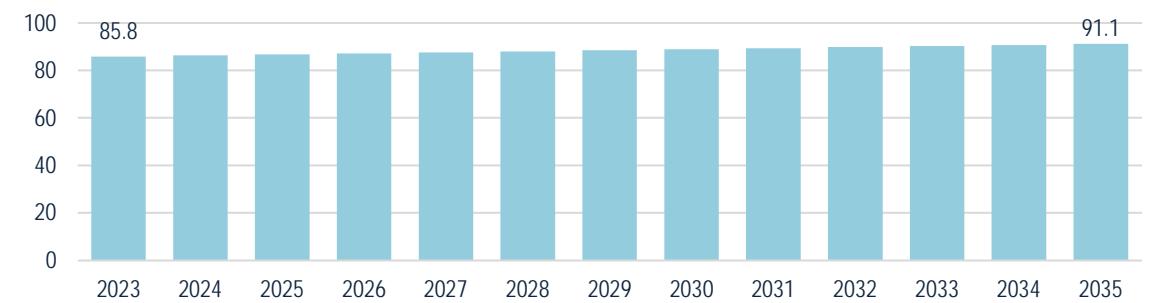
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.9.8 Türkiye. Population forecasts

**Figure 3.88 - Türkiye.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.88 - Türkiye.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 26 |
| Urban Population | % of total | 77 |

Source: UN, World Bank

Last available year

**Table 3.89 - Türkiye.**

**Resident population in main cities\* and projected growth**

| Cities        | Population (thousand) |        |        |
|---------------|-----------------------|--------|--------|
|               | 2020                  | 2025   | 2030   |
| Istanbul      | 15,190                | 16,237 | 17,124 |
| Ankara        | 5,118                 | 5,550  | 5,869  |
| Izmir         | 2,993                 | 3,152  | 3,316  |
| Bursa         | 1,986                 | 2,143  | 2,263  |
| Adana         | 1,771                 | 1,877  | 1,976  |
| Gaziantep     | 1,704                 | 1,859  | 1,967  |
| Konya         | 1,328                 | 1,450  | 1,535  |
| Antalya       | 1,254                 | 1,395  | 1,481  |
| Diyarbakir    | 1,039                 | 1,128  | 1,193  |
| Mersin        | 1,016                 | 1,099  | 1,162  |
| Kayseri       | 974                   | 1,037  | 1,093  |
| Eskisehir     | 784                   | 861    | 912    |
| Gebze         | 745                   | 847    | 903    |
| Denizli       | 645                   | 712    | 755    |
| Samsun        | 643                   | 719    | 764    |
| Sanliurfa     | 591                   | 622    | 655    |
| Kahramanmaraş | 547                   | 602    | 638    |
| Sakarya       | 539                   | 598    | 635    |
| Van           | 511                   | 578    | 616    |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.9.9 Türkiye. Comparison with the global upholstered furniture sector

Figure 3.89 - Türkiye.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.90 - Türkiye.

Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 784   | 17       |
| Population                                   | Million               | 85    | 12       |
| Urban Population                             | % of total population | 77    | 37       |
| Total GNP                                    | US\$ billion          | 904   | 19       |
| Per capita GNP                               | US\$                  | 10640 | 53       |
| Household Consumption Exp.                   | US\$ billion          | 520   | 17       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 3229  | 12       |
| Per capita GNP at PPP                        | US\$                  | 37990 | 46       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.10 The upholstered furniture industry in Mexico

### 3.10.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Mexico ranks as the tenth-largest producer of upholstered furniture globally, with a production value nearing US\$1.2 billion. After an extraordinary growth in 2021 and 2022, driven by the surge in upholstered furniture export to the US and Canada, in 2023, the country's production experienced a slight decrease of -2% over 2022.
- In recent years, an unprecedented increase in production investments from foreign producers occurred: US companies already in Mexico expanded production and Chinese companies made major investments in this country for the first time. US tariffs on import from China and spikes in oversea transportation costs in 2021-2022 were key drivers for these investments.
- About 82% of Mexican upholstered furniture production is exported, with the United States being the primary destination. This strong export focus highlights Mexico's role as a key supplier to the US market, leveraging its manufacturing capabilities and proximity to meet demand.
- Domestically, upholstered furniture consumption in Mexico reached US \$457 million in 2023.

#### Competitive System Landscape

The competitive system in Mexico for upholstered furniture is made mainly by micro and small companies. The largest companies are typically subsidiaries of leading foreign upholstered furniture manufacturers. The top five players in Mexico's upholstered furniture industry are La-Z-Boy Mexico, Sofamaster (MX), KUKA Mexico (KUKA), Palliser de Mexico (Palliser), and Artaban Internacional. These companies specialize in upholstered furniture production. There has been a revived interest in Mexico as a prime location for production investments, a trend previously seen among some North American manufacturers. This renewed focus is evidenced by the recent establishment of production facilities by several leading companies. Notably, major Chinese firms like KUKA and Man Wah have started upholstered furniture production in Mexico, alongside prominent North American manufacturers such as Ethan Allen, La-Z-Boy, Flexsteel, and Palliser. Additionally, European company Ikano has also begun operations in the country.

#### M&A Deals and Recent News

- At the end of January 2024, KUKA opened a new manufacturing plant in Monterrey, Nueva León (Mexico).

**Table 3.91 - Mexico.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------|--------------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|
| Production         | US\$ million | 586   | 570   | 566    | 601    | 627    | 658    | 552    | 939    | 1,213  | 1,184  |
| Exports            | US\$ million | 351   | 414   | 424    | 469    | 505    | 534    | 468    | 811    | 1,054  | 975    |
| Imports            | US\$ million | 176   | 188   | 170    | 168    | 199    | 208    | 161    | 236    | 252    | 247    |
| Consumption*       | US\$ million | 411   | 344   | 313    | 299    | 322    | 332    | 245    | 364    | 411    | 457    |
| Production         | % ch. - US\$ |       | -3%   | -1%    | 6%     | 4%     | 5%     | -16%   | 70%    | 29%    | -2%    |
| Exports            | % ch. - US\$ |       | 18%   | 2%     | 11%    | 8%     | 6%     | -12%   | 73%    | 30%    | -8%    |
| Imports            | % ch. - US\$ |       | 7%    | -9%    | -2%    | 19%    | 5%     | -23%   | 47%    | 7%     | -2%    |
| Consumption*       | % ch. - US\$ |       | -16%  | -9%    | -4%    | 7%     | 3%     | -26%   | 49%    | 13%    | 11%    |
| export/production  | %            | 60%   | 73%   | 75%    | 78%    | 80%    | 81%    | 85%    | 86%    | 87%    | 82%    |
| import/consumption | %            | 43%   | 55%   | 55%    | 56%    | 62%    | 63%    | 66%    | 65%    | 61%    | 54%    |
| Production         | MXN million  | 7,797 | 9,052 | 10,566 | 11,345 | 12,056 | 12,659 | 11,899 | 19,039 | 24,416 | 20,998 |
| Exports            | MXN million  | 4,667 | 6,573 | 7,911  | 8,856  | 9,696  | 10,280 | 10,090 | 16,443 | 21,207 | 17,282 |
| Imports            | MXN million  | 2,335 | 2,978 | 3,181  | 3,167  | 3,819  | 4,003  | 3,460  | 4,779  | 5,066  | 4,386  |
| Consumption*       | MXN million  | 5,465 | 5,457 | 5,835  | 5,656  | 6,179  | 6,382  | 5,269  | 7,376  | 8,275  | 8,102  |
| Production         | % ch. - MXN  |       | 16%   | 17%    | 7%     | 6%     | 5%     | -6%    | 60%    | 28%    | -14%   |
| Exports            | % ch. - MXN  |       | 41%   | 20%    | 12%    | 9%     | 6%     | -2%    | 63%    | 29%    | -19%   |
| Imports            | % ch. - MXN  |       | 28%   | 7%     | 0%     | 21%    | 5%     | -14%   | 38%    | 6%     | -13%   |
| Consumption*       | % ch. - MXN  |       | 0%    | 7%     | -3%    | 9%     | 3%     | -17%   | 40%    | 12%    | -2%    |

\* Apparent consumption = Production – Exports + Imports

**NEW SERIES**

Sources: CSIL, UN Comtrade database, DESA/UNSD, Inegi

**Table 3.92 - Mexico.****Exchange rates, 2014-2023**

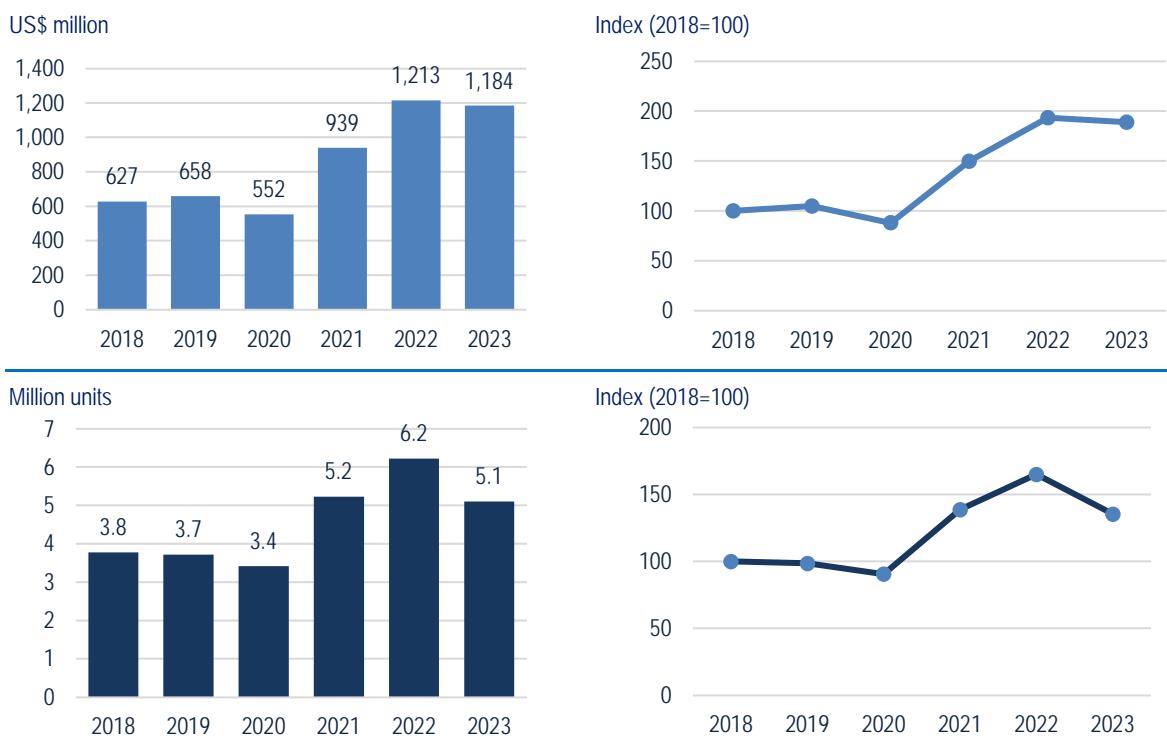
|              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| MXN per US\$ | 13.30 | 15.87 | 18.67 | 18.88 | 19.22 | 19.25 | 21.55 | 20.28 | 20.12 | 17.73 |
| MXN per EUR  | 17.69 | 17.61 | 20.67 | 21.34 | 22.71 | 21.55 | 24.58 | 24.00 | 21.20 | 19.18 |

Source: US Federal Reserve

### 3.10.2 Mexico. Upholstered furniture production

**Figure 3.90 - Mexico.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.93 - Mexico.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

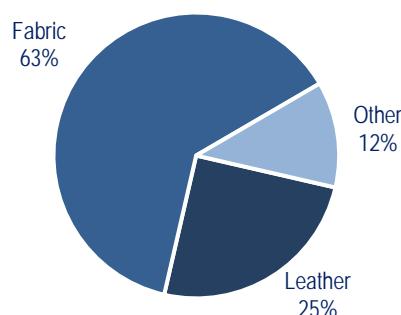
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Mexico        | 80%  | 81%  | 85%  | 86%  | 87%  | 82%  |
| North America | 11%  | 13%  | 11%  | 13%  | 14%  | 15%  |
| World         | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.91 - Mexico.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.10.3 Mexico. Major upholstered furniture manufacturers

**Table 3.94 Mexico. Major upholstered furniture manufacturers by turnover**

| Company   | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---|---|--|-------------------------------|
| La-Z-Boy Mexico (La-Z-Boy)                      | 99  | 100  | 99                            |
| Sofamaster                                      | 94  | 100  | 94                            |
| Kuka Mexico (Kuka)                              | 70  | 60   | 116                           |
| Palliser de Mexico (Palliser)                   | 60  | 100  | 60                            |
| Artaban Internacional                           | 40  | 100  | 40                            |
| Zarkin  | 40  | 100  | 40                            |
| Muebles Liz                                     | 30  | 100  | 30                            |
| Muebles Boal                                    | 30  | 100  | 30                            |
| Man Wah Furniture Mexico (Man Wah Holdings Ltd) | 18  | 100  | 18                            |
| Nero Lupo                                       | 18  | 70   | 25                            |
| Artistic Leathers SRL                           | 17  | 100  | 17                            |
| Muebles Krill                                   | 16  | 100  | 16                            |
| Grupo Terciopeleria                             | 14  | 80   | 18                            |
| Muebles B & San                                 | 10  | 90   | 11                            |
| Muebles Loma Alta                               | 9   | 60   | 15                            |
| Dixy Grupo                                      | 9   | 50   | 17                            |
| Muebles Lory                                    | 8   | 100  | 8                             |
| Armony Muebles                                  | 7   | 100  | 7                             |
| Domani Muebles                                  | 7   | 100  | 7                             |
| Adanai  | 6   | 100  | 6                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

La-Z-Boy Mexico turnover includes: La-Z-Boy Muebles e Nest industries

Other leading companies which turnover data were not available include: Palliser de Mexico, Ethan Allen Mexico

### 3.10.4 Mexico. Short profiles of major upholstered furniture manufacturers

#### Acor Muebles

**Acor Muebles**  
**Headquarters/Main Location**  
Calle Obreros de Cananea 2318 Col. Constitución - 45180  
Zapopan, JAL - Mexico  
T: +52 33 3660 5649  
Web: <https://acor.mx>  
Email: [ventas2@acor.mx](mailto:ventas2@acor.mx) ; [acor@acor.mx](mailto:acor@acor.mx)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Mexico

#### Adanai

**Adanai Muebles SA de CV**  
**Headquarters/Main Location**  
Av. Gonzalez Gallo No. 3040, El Rosario - 44890 Guadalajara - Mexico  
T: +52 33 38601080  
Web: <https://adanaimuebles.com>  
Email: [atencionclientes@adanaimuebles.com](mailto:atencionclientes@adanaimuebles.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 0%

**Ares Muebles****Ares Muebles****Headquarters/Main Location**

Calle 16 de Septiembre 23 - 45600 San Pedro Tlaquepaque, JAL - Mexico

**Web:** <https://www.aresmuebles.mx>**Email:** servicio.clientes@aresmuebles.mx**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 0%**Armony Muebles****Industrial Mueblera Pardy, S.A. de C.V. - Armony**

Muebles

**Headquarters/Main Location**

calle de Bruno Traven 60 – A/102, colonia General Pedro Maria Anaya - 03340 Ciudad de México, DF - Mexico

**Web:** <https://www.armonymuebles.com.mx>**Email:** info@armonymuebles.com**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 20%**Artaban Internacional****Artaban Internacional****Group:** Artaban**Headquarters/Main Location**

Incalpa 2070. Colonia Las Pintas de Abajo - Tlaquepaque, JAL - Mexico

**T:** +52 133 3606 5600**Web:** <https://www.artaban.mx>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Export share on total turnover:** 10%**Artistic Leathers SRL****Artistic Leathers SRL****Group:** Artistic Leathers Group**Headquarters/Main Location**

Calle Seminario 8610 Local 6 - 22120 Tijuana, BCS - Mexico

**T:** +52 619 618-2890**Web:** <https://artisticleathers.com>**Email:** info@ArtisticLeathers.com**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Home furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 100%**Dixy Grupo****Dixy Grupo S.A. de C.V.****Headquarters/Main Location**

Bosque de Ciruelos 168 piso 2, Col.Bosques de las Lomas Del. Miguel Hidalgo - 11700 Ciudad de México, DF - Mexico

**T:** +52 55 47376075**Web:** <http://www.dixy.com.mx>**Email:** ventas@dixy.com**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Contract**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 25%**Manufacturing plants:** 1; Mexico**Domani Muebles****Domani Muebles****Headquarters/Main Location**

Calle 16 de Septiembre No. 67 - 45600 Santa Anita, JAL - Mexico

**T:** +52 33 36840113**Web:** <https://domanimuebles.com.mx>**Email:** info@domanimuebles.com ; sales@domanimuebles.com**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 10%**Manufacturing plants:** 1; Mexico

**Estylo Y confort****Estilo y Confort Muebles****Headquarters/Main Location**

Río Colorado 725 colonia El Povenir - 47882 Ocotlán, JAL - Mexico

T: +52 3921298499

Web: <http://www.estyloconfortmuebles.com>Email: [ventasmexico@estyloconfortmuebles.com](mailto:ventasmexico@estyloconfortmuebles.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 0%**Grupo Terciopeleria****Grupo Terciopelera - Dimex, Terna****Headquarters/Main Location**

Lote 11 Mz 2 s/n - Col. Jardin Industrial - 56530 Ixtapaluca, MEX - Mexico

T: +52 597 204 77 / 78

Web: <http://www.terna.com.mx>Email: [servicios@terna.com.mx](mailto:servicios@terna.com.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Coverings**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 80%**Manufacturing plants:** 2; Mexico**Ikano Industry Mexico****Ikano Industry México, S.A. De C.V.****Group:** Ikano**Headquarters/Main Location**

Av. Industria Metalúrgica No. 1024 Int. 2 - 25903 Ramon Arizpe, Coah - Mexico

T: +52 84 41037666

Web: <https://group.ikano>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Foam**Upholstered furniture production** accounts for an estimated 15% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Mexico**Inmujal****Inmujal - GIM Grupo Industrial Moblero****Headquarters/Main Location**

Mariano Otero No. 2955 - 45230 Zapopan, JAL - Mexico

Web: <http://inmujal.com.mx>Email: [ventas@inmujal.com.mx](mailto:ventas@inmujal.com.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 10%**Manufacturing plants:** 1; Mexico**Kuka Mexico****Kuka Home Mexico, S. de R.L. de C.V.****Group:** Kuka**Headquarters/Main Location**

Av.industrial libramiento col, Cd Gral Escobedo - 66050 Monterrey, NL - Mexico

Web: <https://www.kukahome.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Mattresses**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 100%**Manufacturing plants:** 2; Mexico; 2 (of which 1 under construction)**La-Z-Boy Mexico****La-Z-Boy Muebles, S De RI De Cv****Group:** La-Z-Boy**Headquarters/Main Location**

Lopez Portillo - 25900 Ramos Arizpe, Coah - Mexico

Web: <https://www.la-z-boy.com>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Export share on total turnover:** 100%**Manufacturing plants:** 4; Mexico

### Man Wah Furniture Mexico

**Man Wah Furniture Mexico S.A. de C.V.**

**Group:** Man Wah Holdings Ltd

**Headquarters/Main Location**

Palomas 601B, Parque Industrial Hofusan - 65500 Salinas Victoria, NL - Mexico

T: +52 81 2903 3965

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 100%

**Manufacturing plants:** 1; Mexico

### Muebles B & San

**Muebles B & San**

**Headquarters/Main Location**

Leonardo da Vinci 50, Colonia Linda Vista - 47810 Ocotlán, JAL - Mexico

T: +52 392 925 4600

**Web:** <https://www.mueblesbysan.com>

**Email:** [infoclientes@mueblesbysan.com.mx](mailto:infoclientes@mueblesbysan.com.mx)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Occasional

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; Mexico

### Muebles Boal

**Muebles Boal S.A. de C.V.**

**Headquarters/Main Location**

Prol. Av. Lopez Mateos Sur 6459 - A - 45600 Tlajomulco De Zuniga, JAL - Mexico

T: +52 33 32838300

**Web:** <https://www.mueblesboal.com.mx>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; Mexico

### Muebles Krill

**Muebles Krill, S.A. de C.V.**

**Headquarters/Main Location**

Vasconcelos 184 Pte, Col. del Valle - 66220 Garza Garcia, NL - Mexico

T: +52 833 86100

**Web:** <https://muebleskrill.com>

**Email:** [ventas@muebleskrill.com](mailto:ventas@muebleskrill.com)

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Home furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 60%

**Manufacturing plants:** 1; Mexico

### Muebles Liz

**Muebles Liz S.A. de C.V.**

**Headquarters/Main Location**

Anastacio Bustamantes 1070, Col. Francisco Sarabia - 45236 Zapopan, JAL - Mexico

T: +52 33 32830540

**Web:** <http://www.mueblesliz.com.mx>

**Email:** [mail@mueblesliz.com.mx](mailto:mail@mueblesliz.com.mx)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 20%

**Manufacturing plants:** 2; Mexico

### Muebles Loma Alta

**Muebles Loma Alta S.A. de C.V.**

**Headquarters/Main Location**

Km. 24 Carretera Santa Rosa - La Barca - 45955 San Miguel Zapotitlán, JAL - Mexico

T: +52 391 9212186

**Web:** <https://lomaalta.com>

**Email:** [ventas@lomaalta.com](mailto:ventas@lomaalta.com)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms

**Upholstered furniture production** accounts for an estimated 60% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 20%

**Muebles Lory****GIMUEBLES S DE RL DE C.V.****Headquarters/Main Location**

Av. Camino a Bosque de San Isidro 920 - 45147 Zapopan, JAL - Mexico

T: +52 33 36562990

Web: <https://muebleslory.com.mx>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 20%**Muebles Monaco****Mueblería Monaco S.A. de C.V.****Headquarters/Main Location**

Antiguo Camino a Culhuacán No. 146 - Col. Santa Isabel Industrial - 09820 Ciudad de México, DF - Mexico

T: +52 55 5670 1828

Web: <https://www.mueblesmonaco.com.mx>Email: [contactanos@mueblesmonaco.com.mx](mailto:contactanos@mueblesmonaco.com.mx)**Activity:** Manufacturer, Trader**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 20%**Manufacturing plants:** 1; Mexico**Natural Leather****Natural Leather****Headquarters/Main Location**

9 Poniente 114 - 72810 San Andrés de Cholula, PUE - Mexico

T: +52 222 1782219

Web: <https://www.naturalleather.mx>Email: [contacto@naturalleather.mx](mailto:contacto@naturalleather.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 50%**Manufacturing plants:** 1; Mexico**Nero Lupo****Nero Lupo****Headquarters/Main Location**

Carr. Federal Atlixco Km 5.5 Emiliano Zapata - 72810 San Andrés de Cholula, PUE - Mexico

T: +52 33 2222967004

Web: <https://www.nerolupo.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Furniture, Upholstered furniture, Bedrooms, Tables and Chairs**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 80%**Manufacturing plants:** 2; Mexico**Olga Muebles****Olga Muebles****Headquarters/Main Location**

Jazmín # 425 Col. El Porvenir Ocotlán - 47882 Guadalajara, JAL - Mexico

T: +52 392 9250203

Web: <http://olgamuebles.com.mx>Email: [olgamuebles@hotmail.com](mailto:olgamuebles@hotmail.com) ; [mueblesolga@yahoo.com.mx](mailto:mueblesolga@yahoo.com.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 30%**Manufacturing plants:** 1; Mexico**Palliser de Mexico****Palliser de Mexico****Group:** Palliser**Headquarters/Main Location**

Calle Blvd Isidro López Zertuche 5182 - 25220 Saltillo, Coah - Mexico

T: +52 844 1414079

Web: <https://www.palliser.com>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 80%**Manufacturing plants:** 3; Mexico

**Sitwell****Sitwell****Headquarters/Main Location**

Km. 22 Carr. A Uman - 97390 Merida, YUC - Mexico

T: +52 933 1625

**Web:** <http://www.sitwell.com.mx>**Email:** [ventas@sitwell.com.mx](mailto:ventas@sitwell.com.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 25%**Manufacturing plants:** 1; Mexico**Zarkin****Fusion Confort S.A. de C.V.****Headquarters/Main Location**

Prolongación Lázaro Cárdenas 600 Tlaquepaque - 44940

Guadalajara, JAL - Mexico

T: +52 33 38127435

**Web:** <https://zarkin.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Tables and Chairs**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 30%**Manufacturing plants:** 2; Mexico**Sofamaster**

Furniture Manufacturing International SRL

**Group:** Sofamaster**Headquarters/Main Location**Calle 5 de Mayo Boulevard N. Municipio Libre Calle Ninos  
Heroes Calle Ninos Heroes 1221 - 32040 Juarez, CHH -  
Mexico**Web:** <https://sofamaster.com>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Export share on total turnover:** 100%**Zaz Muebles****Zaz Muebles Y Algo Mas, S.A.****Headquarters/Main Location**Cam. A Santa Ana Tepetitlan "A", Paseos Del Briseño - 45236  
Zapopan, JAL - Mexico

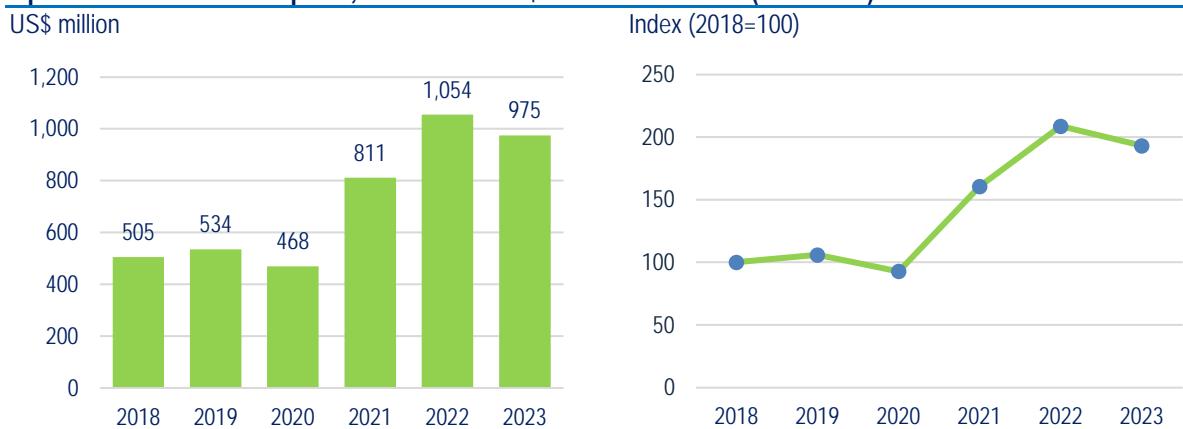
T: +52 33 369432001

**Web:** <http://www.zazmuebles.com.mx>**Email:** [servicio@zazmuebles.com.mx](mailto:servicio@zazmuebles.com.mx)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 30%**Manufacturing plants:** 1; Mexico

### 3.10.5 Mexico. Upholstered furniture exports

**Figure 3.92 - Mexico.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

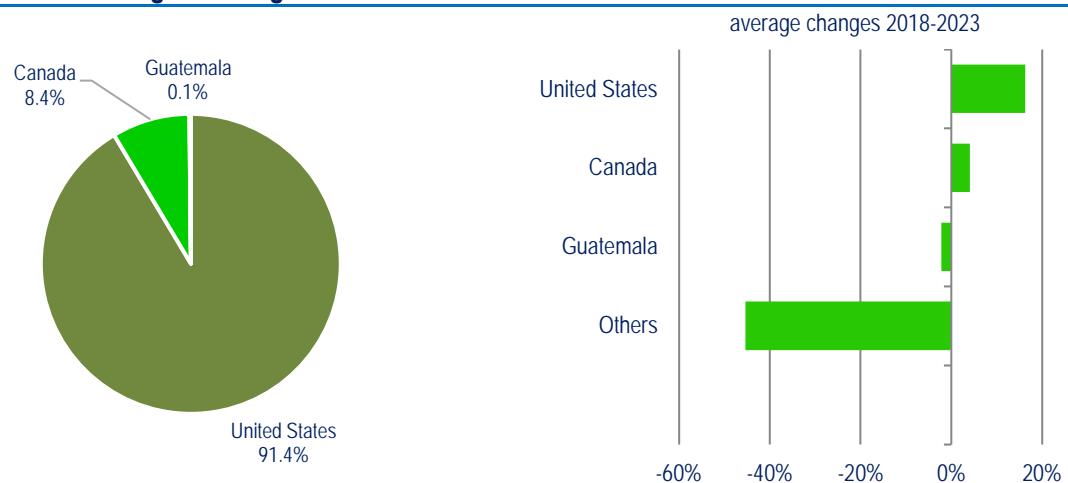


Source: CSIL processing of official data

**Figure 3.93 - Mexico.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.95 - Mexico.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |              |              |              |               |              | % share      |              | % annual changes |             |
|-------------------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|------------------|-------------|
|                         | 2018         | 2019         | 2020         | 2021         | 2022          | 2023         | 2018         | 2023         | 2023/22          | aver 18-23  |
| United States           | 418.3        | 449.8        | 401.7        | 699.1        | 930.3         | 890.4        | 82.9         | 91.4         | -4.3             | 16.3        |
| Canada                  | 67.0         | 75.5         | 62.6         | 109.7        | 121.0         | 81.9         | 13.3         | 8.4          | -32.3            | 4.1         |
| Guatemala               | 0.6          | 0.5          | 0.3          | 0.5          | 0.8           | 0.6          | 0.1          | 0.1          | -34.1            | -2.2        |
| Honduras                | 0.4          | 0.8          | 0.3          | 0.0          | 0.4           | 0.4          | 0.1          | 0.0          | 7.5              | 2.5         |
| El Salvador             | 0.6          | 0.8          | 0.5          | 0.8          | 0.7           | 0.4          | 0.1          | 0.0          | -46.3            | -9.1        |
| Nicaragua               | 0.4          | 0.3          | 0.5          | 0.2          | 0.0           | 0.2          | 0.1          | 0.0          | n.c.             | -10.2       |
| Peru                    | 0.1          | 1.3          | 0.1          | 0.0          | 0.1           | 0.2          | 0.0          | 0.0          | n.s.             | 11.1        |
| Costa Rica              | 1.1          | 0.9          | 0.6          | 0.1          | 0.3           | 0.1          | 0.2          | 0.0          | n.s.             | -33.7       |
| Dominican Republic      | 0.3          | 0.3          | 0.4          | 0.0          | 0.1           | 0.1          | 0.1          | 0.0          | 49.4             | -15.1       |
| China                   | 7.0          | 0.0          | 0.0          | 0.0          | 0.1           | 0.1          | 1.4          | 0.0          | n.s.             | n.s.        |
| top 10                  | 495.7        | 530.1        | 467.1        | 810.4        | 1053.8        | 974.4        | 98.3         | 100.0        | -7.5             | 14.5        |
| others                  | 8.8          | 4.0          | 1.2          | 0.2          | 0.2           | 0.1          | 1.7          | 0.0          | -24.3            | n.s.        |
| <b>Americas</b>         | <b>491.6</b> | <b>533.3</b> | <b>467.7</b> | <b>810.4</b> | <b>1053.8</b> | <b>974.4</b> | <b>97.4</b>  | <b>100.0</b> | <b>-7.5</b>      | <b>14.7</b> |
| - North America         | 485.3        | 525.3        | 464.4        | 808.8        | 1051.2        | 972.4        | 96.2         | 99.8         | -7.5             | 14.9        |
| - Central-South America | 6.3          | 8.0          | 3.3          | 1.6          | 2.6           | 2.1          | 1.3          | 0.2          | -20.9            | -20.1       |
| <b>Asia and Pacific</b> | <b>9.2</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.1</b>    | <b>0.1</b>   | <b>1.8</b>   | <b>0.0</b>   | <b>n.s.</b>      | <b>n.s.</b> |
| <b>Europe</b>           | <b>3.5</b>   | <b>0.8</b>   | <b>0.6</b>   | <b>0.2</b>   | <b>0.0</b>    | <b>0.1</b>   | <b>0.7</b>   | <b>0.0</b>   | <b>n.c.</b>      | <b>n.s.</b> |
| - European Union (27)   | 1.0          | 0.7          | 0.6          | 0.2          | 0.0           | 0.1          | 0.2          | 0.0          | n.c.             | -39.0       |
| - UK, CH, NO, IS        | 2.2          | 0.1          | 0.0          | 0.0          | 0.0           | 0.0          | 0.4          | 0.0          | n.c.             | n.s.        |
| - Other Europe          | 0.2          | 0.0          | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | 0.0          | n.c.             | n.s.        |
| <b>Middle East</b>      | <b>0.2</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>    | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>n.c.</b>      | <b>n.s.</b> |
| <b>Africa</b>           | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>    | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>n.c.</b>      | <b>n.s.</b> |
| <b>Other Countries</b>  | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>    | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>n.c.</b>      | <b>n.c.</b> |
| <b>World Total</b>      | <b>504.5</b> | <b>534.1</b> | <b>468.3</b> | <b>810.6</b> | <b>1054.0</b> | <b>974.6</b> | <b>100.0</b> | <b>100.0</b> | <b>-7.5</b>      | <b>14.1</b> |

Source: CSIL processing of official data

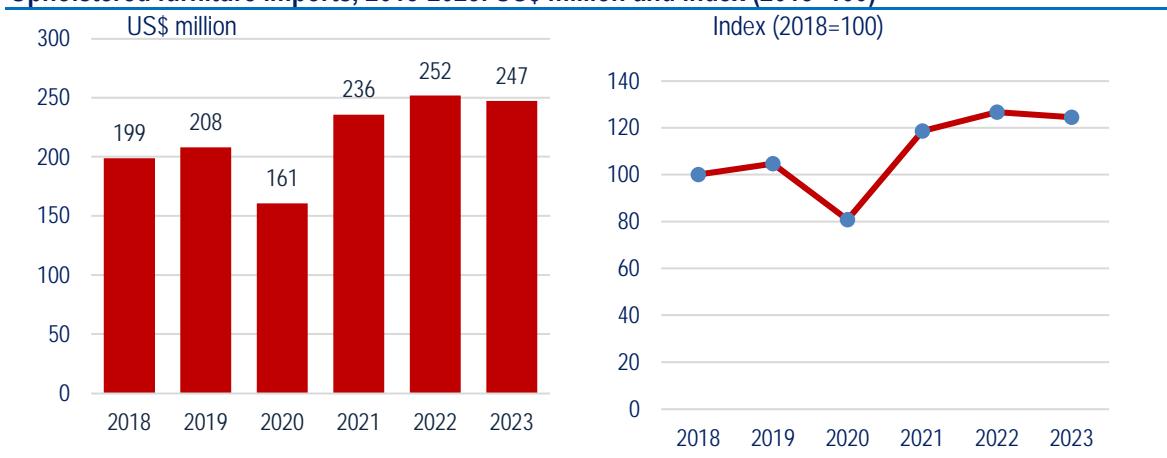
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.10.6 Mexico. Upholstered furniture imports

**Figure 3.94 - Mexico.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

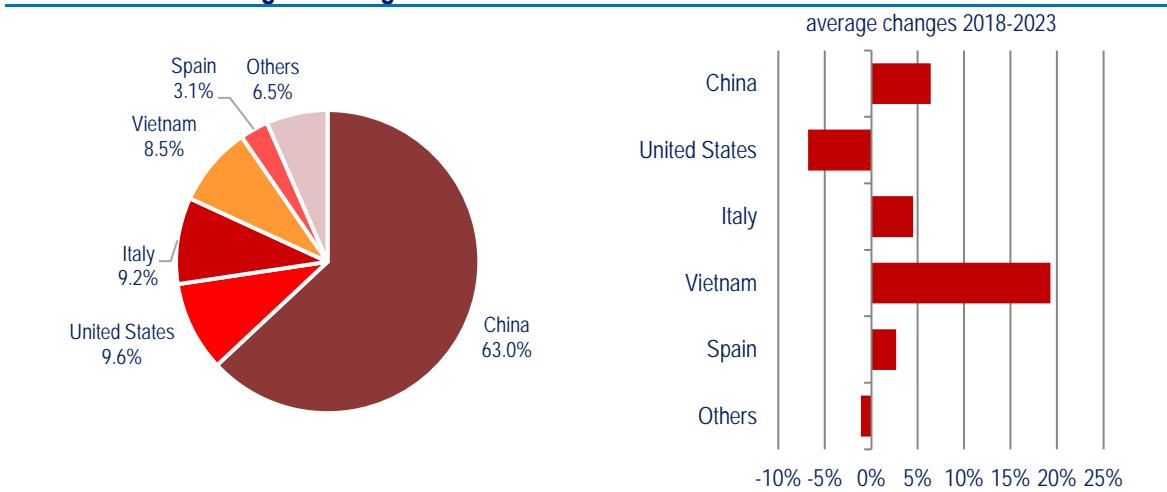


Source: CSIL processing of official data

**Figure 3.95 - Mexico.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.96 - Mexico.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 114.2        | 129.0 | 102.8 | 166.0 | 164.7 | 155.9 | 57.5    | 63.0  | -5.3             | 6.4        |
| United States           | 33.7         | 29.2  | 17.6  | 22.0  | 23.6  | 23.7  | 17.0    | 9.6   | 0.7              | -6.8       |
| Italy                   | 18.3         | 17.0  | 14.3  | 15.8  | 22.7  | 22.8  | 9.2     | 9.2   | 0.6              | 4.5        |
| Vietnam                 | 8.7          | 10.5  | 9.7   | 17.8  | 18.7  | 21.1  | 4.4     | 8.5   | 12.8             | 19.3       |
| Spain                   | 6.7          | 5.9   | 4.5   | 3.3   | 6.0   | 7.6   | 3.4     | 3.1   | 26.3             | 2.7        |
| Indonesia               | 1.8          | 3.0   | 2.0   | 2.6   | 4.0   | 3.6   | 0.9     | 1.4   | -11.1            | 14.7       |
| Malaysia                | 2.0          | 1.8   | 2.2   | 1.9   | 3.0   | 1.9   | 1.0     | 0.8   | -36.0            | -1.4       |
| Germany                 | 0.9          | 1.0   | 0.6   | 0.7   | 1.1   | 1.4   | 0.5     | 0.6   | 31.0             | 8.7        |
| Canada                  | 2.5          | 2.2   | 0.9   | 1.2   | 1.5   | 1.2   | 1.2     | 0.5   | -21.2            | -13.9      |
| Taiwan                  | 0.9          | 0.6   | 0.7   | 0.8   | 1.9   | 1.1   | 0.5     | 0.5   | -40.5            | 4.0        |
| top 10                  | 189.8        | 200.0 | 155.2 | 232.2 | 247.1 | 240.4 | 95.5    | 97.2  | -2.7             | 4.8        |
| others                  | 8.9          | 8.0   | 5.4   | 3.4   | 4.6   | 7.0   | 4.5     | 2.8   | 51.2             | -4.7       |
| <b>Americas</b>         | 36.8         | 32.2  | 18.9  | 23.6  | 25.8  | 26.5  | 18.5    | 10.7  | 2.7              | -6.4       |
| - North America         | 36.2         | 31.3  | 18.5  | 23.2  | 25.1  | 24.9  | 18.2    | 10.1  | -0.6             | -7.2       |
| - Central-South America | 0.6          | 0.9   | 0.4   | 0.4   | 0.7   | 1.6   | 0.3     | 0.6   | n.s.             | 20.4       |
| <b>Asia and Pacific</b> | 130.3        | 146.7 | 118.8 | 190.2 | 193.4 | 185.5 | 65.6    | 75.0  | -4.1             | 7.3        |
| <b>Europe</b>           | 31.5         | 29.1  | 23.0  | 21.9  | 32.6  | 35.4  | 15.8    | 14.3  | 8.6              | 2.4        |
| - European Union (27)   | 30.4         | 28.1  | 22.3  | 21.4  | 32.2  | 34.7  | 15.3    | 14.0  | 7.8              | 2.7        |
| - UK, CH, NO, IS        | 0.6          | 0.6   | 0.3   | 0.2   | 0.3   | 0.2   | 0.3     | 0.1   | -17.5            | -19.0      |
| - Other Europe          | 0.5          | 0.5   | 0.4   | 0.2   | 0.2   | 0.5   | 0.2     | 0.2   | n.s.             | 2.2        |
| <b>Middle East</b>      | 0.1          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>Africa</b>           | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 198.7        | 208.0 | 160.6 | 235.6 | 251.8 | 247.4 | 100.0   | 100.0 | -1.8             | 4.5        |

Source: CSIL processing of official data

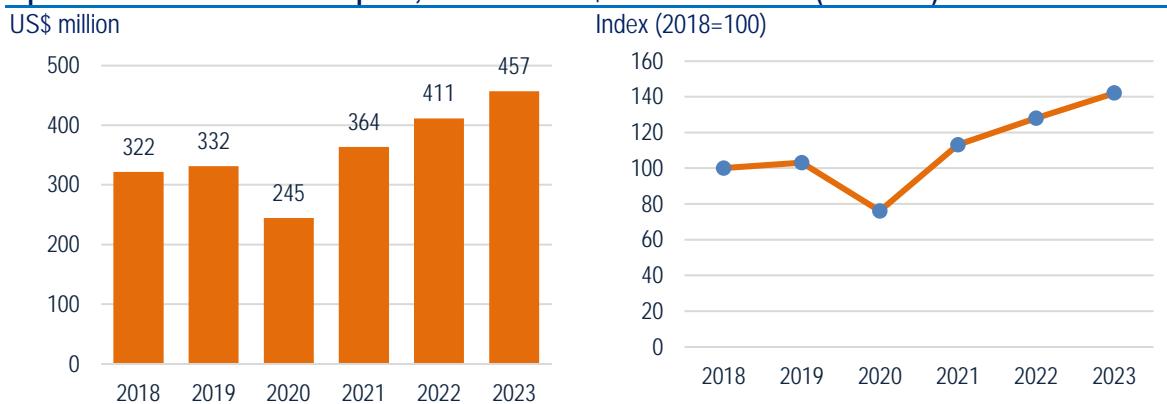
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.10.7 Mexico. Upholstered furniture consumption

**Figure 3.96 - Mexico.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.97 - Mexico.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

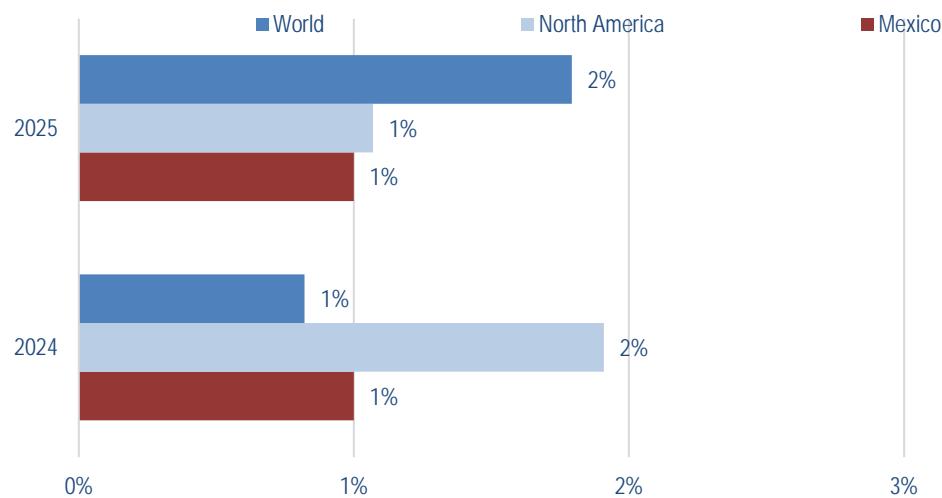
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Mexico        | 62%  | 63%  | 66%  | 65%  | 61%  | 54%  |
| North America | 42%  | 43%  | 43%  | 47%  | 44%  | 43%  |
| World         | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.97 - Mexico.**

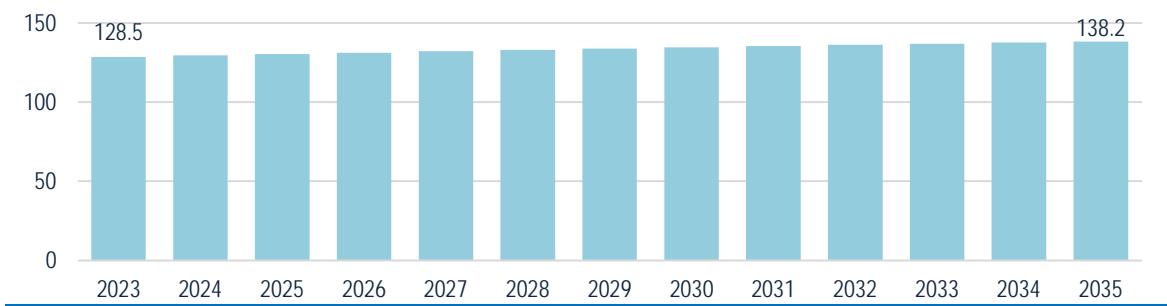
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.10.8 Mexico. Population forecasts

**Figure 3.98 - Mexico.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.98 - Mexico.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 35 |
| Urban Population | % of total | 81 |

Source: UN, World Bank

Last available year

**Table 3.99 - Mexico.**

**Resident population in main cities\* and projected growth**

| Cities                         | Population (thousand) |        |        |
|--------------------------------|-----------------------|--------|--------|
|                                | 2020                  | 2025   | 2030   |
| Ciudad de México (Mexico City) | 21,782                | 22,752 | 24,111 |
| Guadalajara                    | 5,179                 | 5,579  | 5,943  |
| Monterrey                      | 4,874                 | 5,272  | 5,621  |
| Puebla                         | 3,195                 | 3,443  | 3,669  |
| Toluca de Lerdo                | 2,467                 | 2,720  | 2,909  |
| Tijuana                        | 2,140                 | 2,333  | 2,491  |
| León de los Aldamas            | 1,825                 | 1,950  | 2,075  |
| La Laguna                      | 1,615                 | 1,867  | 2,013  |
| Ciudad Juárez                  | 1,519                 | 1,626  | 1,730  |
| Querétaro                      | 1,339                 | 1,459  | 1,558  |
| San Luis Potosí                | 1,217                 | 1,311  | 1,396  |
| Mérida                         | 1,161                 | 1,258  | 1,342  |
| Mexicali                       | 1,121                 | 1,215  | 1,296  |
| Aguascalientes                 | 1,106                 | 1,197  | 1,276  |
| Cuernavaca                     | 1,075                 | 1,156  | 1,232  |
| Chihuahua                      | 1,055                 | 1,154  | 1,232  |
| Tampico                        | 1,001                 | 1,078  | 1,148  |

Source: UN

\* Urban Agglomeration with 1 million inhabitants or more in 2020

### 3.10.9 Mexico. Comparison with the global upholstered furniture sector

**Figure 3.99 - Mexico.**

**Global upholstered furniture sector. Ranking and shares among 70 countries**



\*\* At producer prices, excluding retail markup

Sources: CSIL

Ranking among 70 countries, last available year

**Table 3.100 - Mexico.**

**Socio-Economic indicators**

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 1964  | 12       |
| Population                                   | Million               | 128   | 7        |
| Urban Population                             | % of total population | 81    | 32       |
| Total GNP                                    | US\$ billion          | 1379  | 15       |
| Per capita GNP                               | US\$                  | 10820 | 52       |
| Household Consumption Exp.                   | US\$ billion          | 1036  | 12       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 2977  | 13       |
| Per capita GNP at PPP                        | US\$                  | 23350 | 54       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.11 The upholstered furniture industry in Brazil

### 3.11.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Brazil ranks as the 11th largest producer of upholstered furniture worldwide, with production valued at US\$ 812 million in 2023.
- After a decrease in upholstered furniture production in 2022, the Brazilian upholstered furniture industry slightly increased by +3% in 2023.
- Upholstered furniture consumption in Brazil reached US\$766 million in 2023, a 4% rise compared to the previous year.
- A better-than-expected performance of the economy, the recovery in real wages, the reduction of inflation and slight reduction in real interest rates are among the main factors that have sustained the timid growth of the upholstered furniture market.
- Brazil has relatively low export and import rates for upholstered furniture, with more than 90% of its production consumed domestically.

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Gralha Azul, Herval Industria de Moveis, Grupo Minuano, Linoforte and Castor. These companies have an average upholstered furniture total turnover of about US\$50 million and most of these companies are highly upholstered furniture specialized.

Brazilian manufacturers are increasingly expanding their international presence, particularly in the U.S. Herval, a major Brazilian manufacturer, has been actively penetrating the U.S. market since 2019. In the fall of 2019, Herval opened its first warehouse in Miami, followed by the establishment of a new facility in 2020. These strategic moves are part of Herval's efforts to tap into global markets and enhance their international footprint.

**Table 3.101 - Brazil.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023    |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|
| Production         | US\$ million | 1,362 | 902   | 866   | 981   | 891   | 864   | 684   | 849   | 789   | 812     |
| Exports            | US\$ million | 23    | 22    | 29    | 32    | 39    | 47    | 42    | 72    | 78    | 73      |
| Imports            | US\$ million | 30    | 30    | 17    | 21    | 26    | 30    | 21    | 29    | 26    | 27      |
| Consumption*       | US\$ million | 1,369 | 910   | 854   | 969   | 878   | 847   | 663   | 806   | 738   | 766     |
| Production         | % ch. - US\$ |       |       | -34%  | -4%   | 13%   | -9%   | -3%   | -21%  | 24%   | -7% 3%  |
| Exports            | % ch. - US\$ |       |       | -3%   | 30%   | 12%   | 21%   | 19%   | -10%  | 73%   | 7% -6%  |
| Imports            | % ch. - US\$ |       |       | 1%    | -43%  | 21%   | 24%   | 15%   | -30%  | 42%   | -11% 3% |
| Consumption*       | % ch. - US\$ |       |       | -34%  | -6%   | 13%   | -9%   | -4%   | -22%  | 22%   | -8% 4%  |
| export/production  | %            | 2%    | 2%    | 3%    | 3%    | 4%    | 5%    | 6%    | 9%    | 10%   | 9%      |
| import/consumption | %            | 2%    | 3%    | 2%    | 2%    | 3%    | 3%    | 3%    | 4%    | 4%    | 4%      |
| Production         | BRL million  | 3,203 | 3,010 | 3,018 | 3,130 | 3,253 | 3,407 | 3,529 | 4,580 | 4,072 | 4,055   |
| Exports            | BRL million  | 54    | 74    | 101   | 104   | 143   | 184   | 216   | 390   | 400   | 363     |
| Imports            | BRL million  | 70    | 101   | 59    | 66    | 94    | 117   | 107   | 159   | 135   | 135     |
| Consumption*       | BRL million  | 3,219 | 3,037 | 2,976 | 3,093 | 3,204 | 3,340 | 3,420 | 4,349 | 3,807 | 3,827   |
| Production         | % ch. - BRL  |       |       | -6%   | 0%    | 4%    | 4%    | 5%    | 4%    | 30%   | -11% 0% |
| Exports            | % ch. - BRL  |       |       | 38%   | 36%   | 3%    | 38%   | 29%   | 17%   | 81%   | 3% -9%  |
| Imports            | % ch. - BRL  |       |       | 43%   | -41%  | 11%   | 42%   | 24%   | -8%   | 49%   | -15% 0% |
| Consumption*       | % ch. - BRL  |       |       | -6%   | -2%   | 4%    | 4%    | 4%    | 2%    | 27%   | -12% 1% |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Abimovel

**Table 3.102 - Brazil.****Exchange rates, 2014-2023**

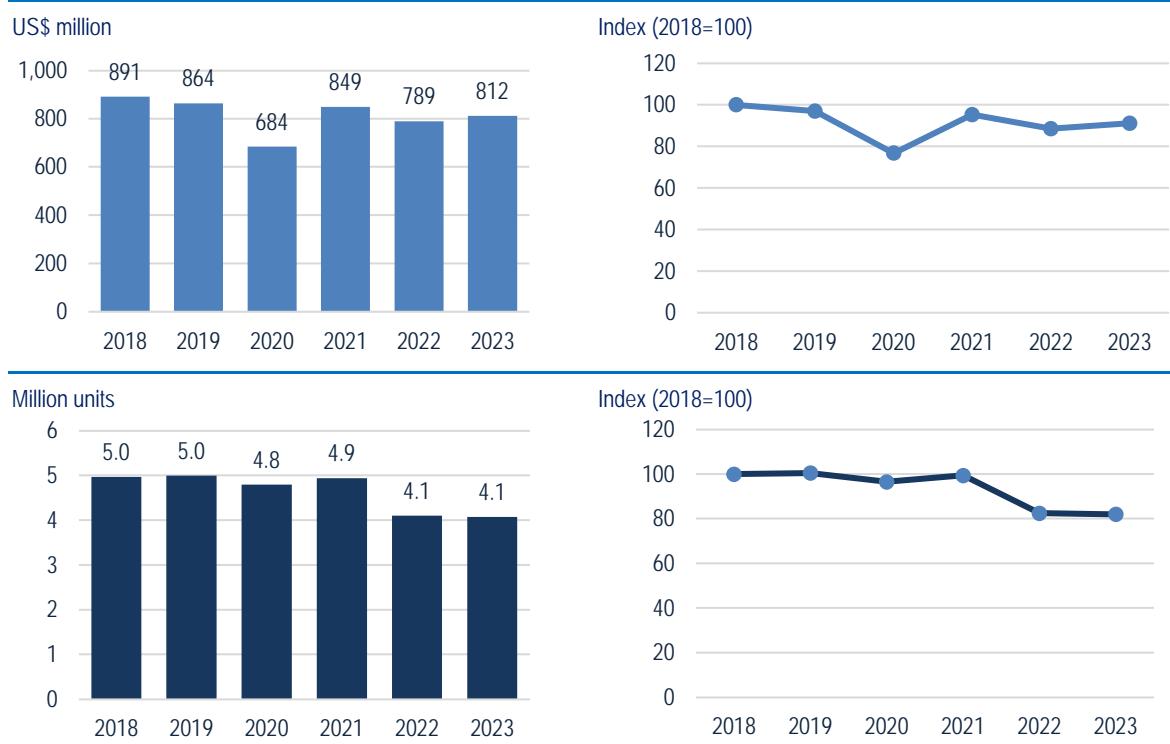
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| BRL per US\$ | 2.35 | 3.34 | 3.48 | 3.19 | 3.65 | 3.94 | 5.16 | 5.40 | 5.16 | 4.99 |
| BRL per EUR  | 3.13 | 3.70 | 3.86 | 3.61 | 4.31 | 4.41 | 5.89 | 6.38 | 5.44 | 5.40 |

Source: US Federal Reserve

### 3.11.2 Brazil. Upholstered furniture production

**Figure 3.100 - Brazil.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.103 - Brazil.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with South America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Brazil        | 4%   | 5%   | 6%   | 9%   | 10%  | 9%   |
| South America | 5%   | 6%   | 6%   | 7%   | 8%   | 8%   |
| World         | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.11.3 Brazil. Major upholstered furniture manufacturers

**Table 3.104 Brazil. Major upholstered furniture manufacturers by turnover**

| Company             | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---------------------|---|--|-------------------------------|
| Gralha Azul         | 69  | 98   | 70                            |
| Herval              | 58  | 30   | 194                           |
| Grupo Minuano       | 47  | 98   | 48                            |
| Linforte            | 39  | 100  | 39                            |
| Castor              | 33  | 20   | 165                           |
| Líder Interiores    | 27  | 50   | 53                            |
| Mannes              | 24  | 60   | 41                            |
| Umaflex             | 24  | 50   | 48                            |
| Anjos do Brasil     | 19  | 40   | 48                            |
| Italsofa (Natuzzi)  | 19  | 100  | 19                            |
| Century Estofados   | 16  | 80   | 20                            |
| Rondonóveis         | 14  | 60   | 23                            |
| Matrix              | 10  | 100  | 10                            |
| Simbal              | 8   | 55   | 15                            |
| Ronega              | 8   | 78   | 10                            |
| Viero Móveis        | 8   | 20   | 39                            |
| Mundo Moveis        | 6   | 100  | 6                             |
| Moveis Estrela      | 6   | 48   | 13                            |
| Artefama (Artefama) | 6   | 20   | 28                            |
| Hellen              | 5   | 50   | 10                            |
| Estofados Jardim    | 4   | 100  | 4                             |
| Arte Cúbica         | 3   | 100  | 3                             |
| Plenitude Design    | 3   | 100  | 3                             |
| Sierra              | 3   | 30   | 10                            |
| Molufan             | 3   | 100  | 3                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.11.4 Brazil. Short profiles of major upholstered furniture manufacturers

#### Anjos do Brasil

Anjos DO Brasil Industria E Comercio de Moveis Ltda

**Group:** Grupo Anjos

**Headquarters/Main Location**

Rua Xambrê, 393 - Pq Indl - 85790-000 Capitão Laônidas

Marques, PR - Brazil

T: +55 45 32861177

**Web:** <https://anjos.ind.br> ; <https://www.dangelis.ind.br> ; <https://anjoscolchoesesofas.com.br>

**Email:** colchoes@anjos.ind.br

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated 40% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 4; Brazil

#### Arte Cúbica

Arte Cúbica Indústria de Móveis Ltda

**Headquarters/Main Location**

Rod RS 129 Km 84 - 2463 Muçum, RS - Brazil

T: +55 51 9 9648 5712

**Web:** <https://www.artecubica.com>

**Email:** sac@artecubica.com.br

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Mattresses

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 51-100

**Export share on total turnover:** 5%

**Manufacturing plants:** 1; Brazil

**Artefacto**

**EuroMobile Interiores S/A - Artefacto**  
**Headquarters/Main Location**  
 Rua Haddock Lobo, 1405 - 01414-003 São Paulo, SP - Brazil  
 T: +55 11 30615855  
**Web:** <https://www.artefacto.com>  
**Email:** [artefact@artefacto.com.br](mailto:artefact@artefacto.com.br)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Furniture, Upholstered furniture, Home furniture  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Brazil

**Artefama**

**Indústrias Artefama S/A. Móveis de Madeira e Estofados**  
**Group:** Artefama  
**Headquarters/Main Location**  
 Ac. Dep. Genésio Tureck - Acesso Oeste, 566 - Oxford - 89285-630 São Bento do Sul, SC - Brazil  
 T: +55 47 36311200  
**Web:** <https://artefama.com.br>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Occasional  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 75%  
**Manufacturing plants:** 3; Brazil

**Castor**

**Industria e Comercio de Colchoes Castor Ltda**  
**Headquarters/Main Location**  
 Avenida Armando Silva 310, Caixa Postal 222, Distrito Industrial Dr. Hélio Silva - 19908-160 Ourinhos, SP - Brazil  
 T: +55 14 33022855  
**Web:** <https://colchoescastor.com.br> ; <https://lojacastor.com.br>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Mattresses, Pillows, Contract, Foam  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 3; Brazil

**Century Estofados**

**Century Industria e Comercio de Estofados Ltda**  
**Headquarters/Main Location**  
 R. Antônio Volpato, 4044 - Parque Industrial - 87111-011 Sarandi, PR - Brazil  
 T: +55 44 32648550  
**Web:** <https://www.meucentury.com>  
**Email:** [contato@meucentury.com](mailto:contato@meucentury.com) ; [marketing@centuryestofados.com.br](mailto:marketing@centuryestofados.com.br)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 2; Brazil

**Estobel Indústria de Estofadosa**

**Estobel Indústria de Estofados Ltda**  
**Headquarters/Main Location**  
 Rua Amadeu dalla Riva 41 Dist Industrial - 95180-000 Farroupilha, RS - Brazil  
 T: +55 54 2109 3000  
**Web:** <https://www.estobel.com.br>  
**Email:** [estobel@estobel.com.br](mailto:estobel@estobel.com.br)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Brazil

**Estofados Jardim**

**Estofados Jardim Ltda**  
**Headquarters/Main Location**  
 Rua Floriano Stahelin 225 - 89253-610 Jaragua do Sul , SC - Brazil  
 T: +55 47 3370.7599  
**Web:** <https://www.estofadosjardim.com.br>  
**Email:** [jardim@estofadosjardim.com.br](mailto:jardim@estofadosjardim.com.br)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 82%  
**Manufacturing plants:** 1; Brazil

**Gazin Industria de Colchoes**

**Gazin Industria de Colchões**  
**Group:** Gazin  
**Headquarters/Main Location**  
 Rua Deputado Antonio Lustosa 420 - 87485-000 Douradina - Brazil  
 T: +55 44 36638000  
**Web:** <http://www.colchoesgazin.com.br>  
**Email:** colchoesgazin@gazin.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Mattresses, Pillows, Contract  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 8; Brazil; 6 mattress factories, a spring factory, a wood base factory

**Gralha Azul**

**Gralha Azul Ind E Com Ltda**  
**Group:** Gralha Azul  
**Headquarters/Main Location**  
 Rua Guaratinga, 505 - Parque Industrial - 86703-010 Arapongas, PR - Brazil  
 T: +55 43 33033300  
**Web:** <https://gralha-azul.ind.br>  
**Email:** export@gralha-azul.ind.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 98% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 12%  
**Manufacturing plants:** 2; Brazil

**Green House**

**Green House Móveis**  
**Group:** GH Group  
**Headquarters/Main Location**  
 Rod. Santos Dumont (sp-75), km 56.5 - Itaici - Indaiatuba, SP - Brazil  
**Web:** <https://www.greenhousemoveis.com.br>  
**Email:** marketing@ghgroup.com.br  
**Activity:** Manufacturer, Importer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Garden and Outdoor  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Brazil

**Grupo Minuano**

**Grupo Minuano**  
**Headquarters/Main Location**  
 Av. Capivara, 1645 - 93940-000 Lindolfo Collor, RS - Brazil  
 T: +55 51 35522800  
**Web:** <https://www.pelesminuano.com.br> ; <http://www.minuanodecor.com.br>  
**Email:** contato@pelesminuano.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Semi-finished parts  
**Upholstered furniture production** accounts for an estimated 98% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Brazil

**Grupo Topázio**

**Topazio Ind. E Com. Ltda**  
**Headquarters/Main Location**  
 Rod. BR-010, Quadra - B , Lote 22 - 65917-220 Imperatriz - Brazil  
 T: +55 99 526-1015  
**Web:** <https://grupotopazio.com>  
**Email:** comercial@grupotopazio.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Bedrooms, Mattresses  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500

**Hellen**

**Hellen Ind. Com. E Exportação Ltda Epp**  
**Headquarters/Main Location**  
 Rod PR 323, KM 310 S/N CX P 11 - 87507-000 Umuarama, PR - Brazil  
 T: +55 44 36218700  
**Web:** <https://hellen.com.br>  
**Email:** sac@hellen.ind.br ; hellen@hellen.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 2; Brazil

**Herval**

**Herval Industria de Moveis, Colchões e Espumas Group:** Herval  
**Headquarters/Main Location**  
 Rod. Br 116 - Km 223,5 n.º7070 - 93950-000 Dois Irmãos, RS - Brazil  
 T: +55 51 35648300 ; 35648438  
**Web:** <https://www.moveisherval.com.br>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Mattresses, Contract, Foam  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 2; Brazil

**Italsofa**

**Italsofa Nordeste S/A.**  
**Group:** Natuzzi  
**Headquarters/Main Location**  
 Via Urbana, 838 - Cia Sul - 43700-000 Simões Filho , BA - Brazil  
 T: +55 71 35943100  
**Web:** <https://www.natuzzi.com.br>  
**Email:** [italsofa@br.italsofa.com](mailto:italsofa@br.italsofa.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Brazil

**K1 Group**

**K1 Group - Moveis Kappesberg**  
**Group:** K1 Group  
**Headquarters/Main Location**  
 Rua da Emancipação, 2000 - 95775-000 Tupandi, RS - Brazil  
 T: +55 51 36358278  
**Web:** <https://www.kappesberg.com.br>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Mattresses  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Brazil

**Lafer**

**LAFER S. A. Indústria e Comércio**  
**Headquarters/Main Location**  
 Rua dos Lavapés 6 - 01519-000 São Paulo, SP - Brazil  
 T: +55 11 55051713  
**Web:** <https://www.lafer.com.br>  
**Email:** [lafer@lafer.ind.br](mailto:lafer@lafer.ind.br)  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Upholstered furniture, Contract  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Brazil

**Líder Interiores**

**Líder Interiores**  
**Headquarters/Main Location**  
 Presidente Tancredo de Almeida Neves, 1041 - 35510-000 Carmo do Cajuru, MG - Brazil  
 T: +55 37 32441309  
**Web:** <https://www.liderinteriores.com.br>  
**Email:** [lider@lider.ind.br](mailto:lider@lider.ind.br)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Home furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Brazil

**Linoforte**

**Linoforte Móveis Ltda.**  
**Headquarters/Main Location**  
 Av. Felipa Carmona, 1748 - Cestol - Bairro Fátima - 17700-000 Oswaldo Cruz, SP - Brazil  
 T: +55 11 35289000  
**Web:** <https://www.linoforte.com.br>  
**Email:** [linoforte@linoforte.com.br](mailto:linoforte@linoforte.com.br)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 1; Brazil

**Mannes**

Mannes Ltda

**Headquarters/Main Location**

Rod. BR 280, Km 58 - 89270-000 Guaramirim, SC - Brazil

T: +55 47 33739200

**Web:** <https://www.mannes.com.br>Email: [exportacao@mannes.com.br](mailto:exportacao@mannes.com.br)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 1; Brazil**Marelli**

Marelli Móveis P/Escritório Ltda

**Headquarters/Main Location**

Br 116 - Km 142 n° 11760 - 95059-520 Caxias Do Sul, RS - Brazil

T: +55 54 2108.9999

**Web:** <https://www.marelli.com.br>Email: [contato@marelli.com.br](mailto:contato@marelli.com.br) ; [marelli@marelli.com.br](mailto:marelli@marelli.com.br)**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** Brazil.**Marjom**

U G Industria de Colchoes DA Amazonia Ltda

**Headquarters/Main Location**

R. da Vertente, 301 - 69022-420 Taruma, Manaus - Brazil

T: +55 92 3199-9100

**Web:** <https://marjom.com.br>Email: [sac.ug@marjom.com.br](mailto:sac.ug@marjom.com.br)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Beds, Mattresses**Total Turnover range:** 5-15 US\$ million**Employees range:** 251-500**Matrix**

Matrix Bicamas e Poltronas Ind de Móveis Ltda

**Headquarters/Main Location**

Av. Maracanã, 5000 Parque Industrial - 86703-000 Arapongas, PR - Brazil

T: +55 43 3152-6256

**Web:** <https://www.matrixbicamas.com.br>Email: [matrix.moveis@onda.com.br](mailto:matrix.moveis@onda.com.br)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Brazil**Molufan**

Molufan Industria e Comercio de Estofados Ltda

**Headquarters/Main Location**

Rua Tangara, 2100 - Vila Triangulo - 86709-000 Arapongas, PR - Brazil

T: +55 43 3152 4625

**Web:** <http://www.molufan.com.br>Email: [molufan@molufan.com.br](mailto:molufan@molufan.com.br)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Textiles**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Brazil**Montreal**

Montreal Colchões e Estofados

**Headquarters/Main Location**

Av. Eurípedes de Menezes, Qd. 04, Lt. 01 to 13/28 to 36 - 74.993-540 Aparecida de Goiânia, GO - Brazil

T: +55 62 3232 0305

**Web:** <https://www.montrealindustria.com.br>Email: [comercial@montrealindustria.com.br](mailto:comercial@montrealindustria.com.br)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Foam**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Brazil

**Moveis Estrela**

M.E. Gonçalves Ind. de Móveis Ltda - Estrela  
**Group:** ME Gonçalves  
**Headquarters/Main Location**  
 Av. Maracanã, 4244 - 86703-000 Arapongas, PR - Brazil  
 T: +55 43 32748800  
**Web:** <https://www.moveisestrela.com.br>  
**Email:** vendas@moveisestrela.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Children's rooms, Occasional  
**Upholstered furniture production** accounts for an estimated 48% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 8%  
**Manufacturing plants:** 3; Brazil

**Mundo Moveis**

Mundo Móveis  
**Headquarters/Main Location**  
 701 Izaura Boteon - Birigui, SP - Brazil  
 T: +55 18 98144-4434  
**Web:** <https://www.mundomoveis.com.br>  
**Email:** comercial@mundomoveis.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Brazil

**Paropas**

Industria e Comercio Copas S/A (Paropas)  
**Headquarters/Main Location**  
 Rua Giovani Biscotto 255 - 36500-000 Ubá, MG - Brazil  
 T: +55 32 35393444  
**Web:** <https://www.paropas.com.br>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses, Foam  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Brazil

**Plenitude Design**

Plenitude Design Industria e Comercio de Estofados Ltda  
**Headquarters/Main Location**  
 Av Toquio (Centro Industrial De Aruja) 450 - 07176-600 Aruja, SP - Brazil  
 T: +55 11 4652-0030  
**Web:** <https://plenitudedesign.com.br>  
**Email:** sac@plenitudedesign.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Brazil

**Probel**

Probel  
**Group:** Grupo Pelmex  
**Headquarters/Main Location**  
 Rod. Indio Tibiriça, 1295 - km 68,5 - 08655-000 Vila Sol Nascente, Suzano, SP - Brazil  
 T: +55 11 4745-4590  
**Web:** <https://www.probel.com.br>  
**Email:** colchoes@probel.com.br  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 3; Brazil

**Rondonóveis**

Rondonóveis Estofados e Colchões  
**Headquarters/Main Location**  
 Rua Ver. Eugênio José da Silva, 200 - São Geraldo, MG - Brazil  
 T: +55 32-3556-3300  
**Web:** <https://rondonoveis.com.br>  
**Email:** vendas2@rondonoveis.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Mattresses, Foam  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Brazil

**Ronega**

**Ronega**  
**Headquarters/Main Location**  
 Av. Presidente Castelo Branco - 4915 Barra do Ceará - Brazil  
 T: +55 85 99230.8397; 3222.0780  
**Web:** <https://www.ronega.com.br>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Occasional  
**Upholstered furniture production** accounts for an estimated 78% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250

**Sierra**

**Sierra Moveis Ltda**  
**Headquarters/Main Location**  
 Av do Trabalhador, 1140 - Várzea Grande - 95670-000 Gramado, RS - Brazil  
 T: +55 54 32868900  
**Web:** <https://sierra.com.br>  
**Email:** contato@sierra.com.br  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Brazil

**Simbal**

**Simbal Indústria de Móveis e Colchões Ltda**  
**Headquarters/Main Location**  
 Av Maracana, 5472 - Parque Industrial - 86703-000 Arapongas, PR - Brazil  
 T: +55 43 32769300  
**Web:** <http://gruposimbal.com.br>  
**Email:** contato@simbal.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 55% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Brazil

**Socimol**

**Socimol Ind Colchoes e Móveis Ltda**  
**Group:** Grupo Claudio  
**Headquarters/Main Location**  
 av Pedro Freitas, 4000 - 64018-410 São Pedro, Teresina, PI - Brazil  
 T: +55 86 218-5199  
**Web:** <http://colchaonix.com.br>  
**Email:** socsleepcenter@socimol.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Occasional, Mattresses, Contract  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 2; Brazil

**Solar**

**Industria e Comercio de Estofados Solar Ltd**  
**Group:** Gralha Azul  
**Headquarters/Main Location**  
 Rod. GO 434 km 26 S/N | - 76.350-000 Rubiataba, GO - Brazil  
 T: +55 62 3325-1834  
**Web:** <http://www.estofadossolar.com.br>  
**Email:** contato@estofadossolar.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Brazil

**Teralife**

**Teralife Industria de Colchoes Ltda**  
**Headquarters/Main Location**  
 R. 14 de Outubruao 299, Ampliacao Parque Industrial - 87111-680 Sarandi, PR - Brazil  
 T: +55 44 3035 8500  
**Web:** <https://teralife.com.br>  
**Email:** manager@teralife.com.br  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Furnishing accessories  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100

**Umaflex**

Estofados Umaflex Ltda

**Headquarters/Main Location**

Rua Manoel Ramires, 1544 - 87507-000 Umuarama, PR - Brazil

T: +55 44 36264900

Web: <https://www.umaflex.com.br>

**Activity:** Manufacturer

**Product Portfolio:** Mattresses, Foam

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 2; Brazil

**Viero Móveis**

Viero Móveis - V7 Group

**Headquarters/Main Location**

Rua Pedro Romani, 245 - Tamanduá Concórdia, SC - Brazil

T: +55 49 3425-2300

Web: <http://www.vieromoveis.com.br>

Email: [atendimento@vieromoveis.com.br](mailto:atendimento@vieromoveis.com.br)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Mattresses

**Upholstered furniture production** accounts for an estimated 20% of total revenues

**Total Turnover range:** 15-50 US\$ million

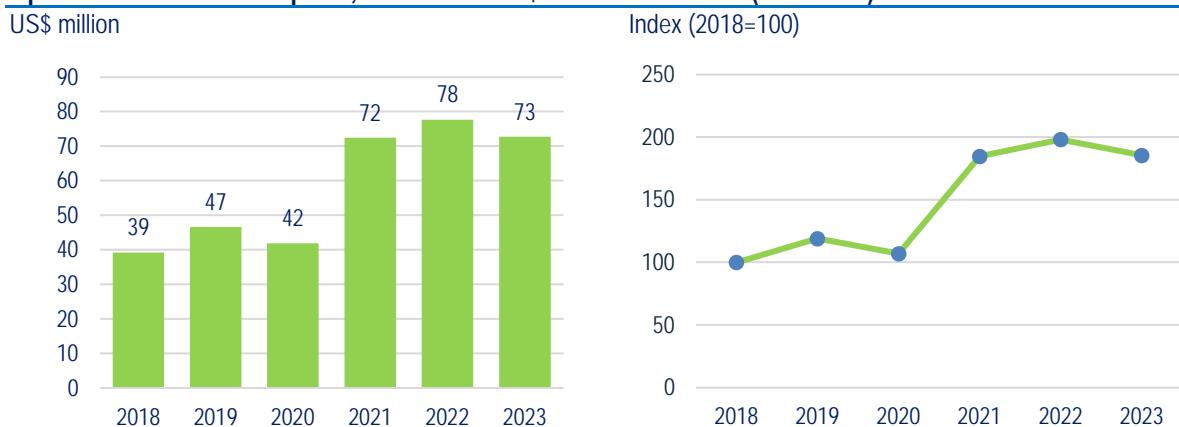
**Employees range:** 251-500

**Manufacturing plants:** 1; Brazil

### 3.11.5 Brazil. Upholstered furniture exports

**Figure 3.101 - Brazil.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

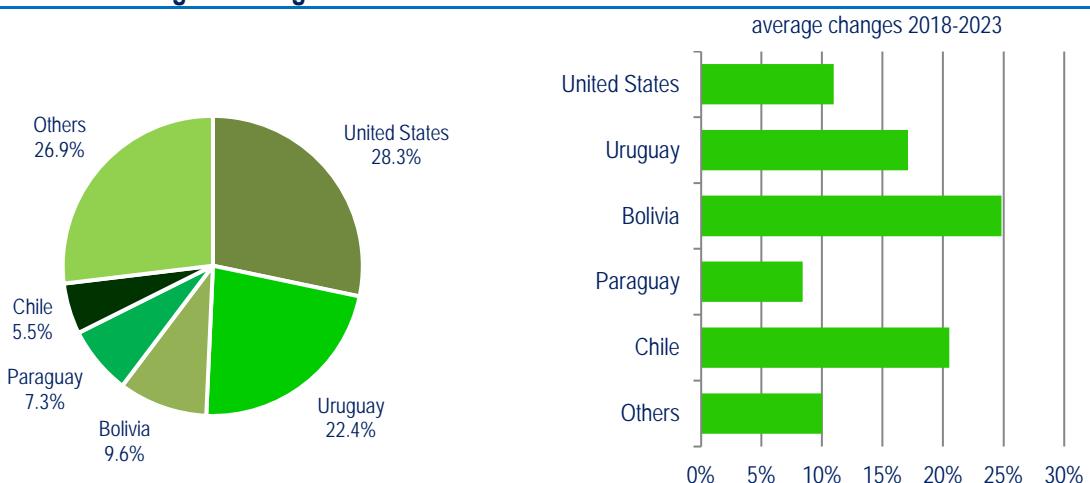


Source: CSIL processing of official data

**Figure 3.102 - Brazil.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.105 - Brazil.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| United States           | 12.2         | 16.4 | 14.4 | 25.5 | 27.6 | 20.5 | 31.2    | 28.3  | -25.6            | 11.0       |
| Uruguay                 | 7.4          | 8.8  | 8.0  | 12.4 | 14.6 | 16.3 | 18.9    | 22.4  | 11.7             | 17.1       |
| Bolivia                 | 2.3          | 2.3  | 2.1  | 4.4  | 6.5  | 7.0  | 5.9     | 9.6   | 7.8              | 24.8       |
| Paraguay                | 3.6          | 3.2  | 3.2  | 4.5  | 5.6  | 5.3  | 9.1     | 7.3   | -4.1             | 8.4        |
| Chile                   | 1.6          | 1.3  | 1.3  | 6.3  | 4.8  | 4.0  | 4.0     | 5.5   | -16.3            | 20.5       |
| Dominican Republic      | 0.8          | 0.7  | 0.6  | 1.8  | 2.3  | 1.9  | 2.1     | 2.7   | -14.6            | 18.3       |
| Panama                  | 1.0          | 1.3  | 0.7  | 2.1  | 2.4  | 1.7  | 2.6     | 2.3   | -29.8            | 10.1       |
| Ecuador                 | 0.4          | 0.7  | 0.9  | 1.5  | 1.1  | 1.6  | 1.0     | 2.2   | 41.9             | 32.1       |
| Argentina               | 1.8          | 1.8  | 1.2  | 1.0  | 1.4  | 1.6  | 4.5     | 2.2   | 12.5             | -2.1       |
| Venezuela               | 0.0          | 0.2  | 0.0  | 0.4  | 0.6  | 1.5  | 0.0     | 2.0   | n.s.             | n.s.       |
| top 10                  | 31.1         | 36.8 | 32.4 | 59.9 | 66.7 | 61.4 | 79.3    | 84.5  | -8.0             | 14.6       |
| others                  | 8.1          | 9.8  | 9.5  | 12.5 | 10.9 | 11.3 | 20.7    | 15.5  | 3.9              | 6.9        |
| <b>Americas</b>         | 33.7         | 40.0 | 35.3 | 64.3 | 72.3 | 66.7 | 86.1    | 91.8  | -7.7             | 14.6       |
| - North America         | 12.8         | 17.6 | 15.4 | 26.5 | 28.7 | 21.8 | 32.7    | 30.1  | -23.8            | 11.3       |
| - Central-South America | 20.9         | 22.4 | 19.9 | 37.8 | 43.6 | 44.9 | 53.4    | 61.7  | 2.8              | 16.5       |
| <b>Asia and Pacific</b> | 0.4          | 0.4  | 0.5  | 0.6  | 0.8  | 0.8  | 0.9     | 1.1   | 1.2              | 16.6       |
| <b>Europe</b>           | 4.4          | 4.4  | 5.4  | 6.0  | 2.3  | 3.1  | 11.3    | 4.3   | 33.2             | -6.9       |
| - European Union (27)   | 4.2          | 4.1  | 5.2  | 5.8  | 1.9  | 2.4  | 10.8    | 3.2   | 21.7             | -11.0      |
| - UK, CH, NO, IS        | 0.2          | 0.3  | 0.2  | 0.2  | 0.4  | 0.4  | 0.5     | 0.5   | 3.3              | 12.5       |
| - Other Europe          | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.4  | 0.0     | 0.5   | n.s.             | n.c.       |
| <b>Middle East</b>      | 0.1          | 0.6  | 0.2  | 0.4  | 0.6  | 1.0  | 0.3     | 1.3   | 73.9             | 55.0       |
| <b>Africa</b>           | 0.6          | 1.3  | 0.5  | 1.1  | 1.7  | 1.1  | 1.4     | 1.5   | -34.1            | 14.5       |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 39.2         | 46.6 | 41.9 | 72.4 | 77.6 | 72.7 | 100.0   | 100.0 | -6.4             | 13.2       |

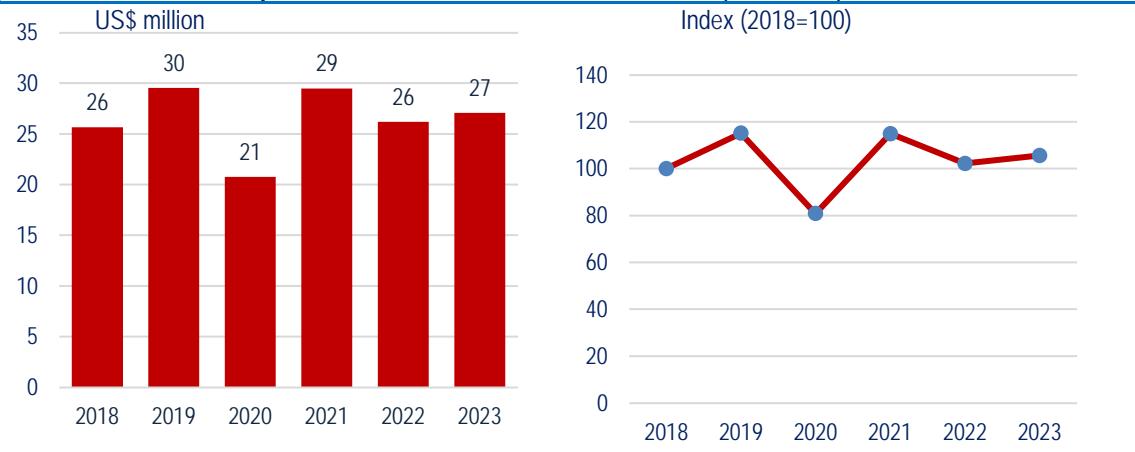
Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

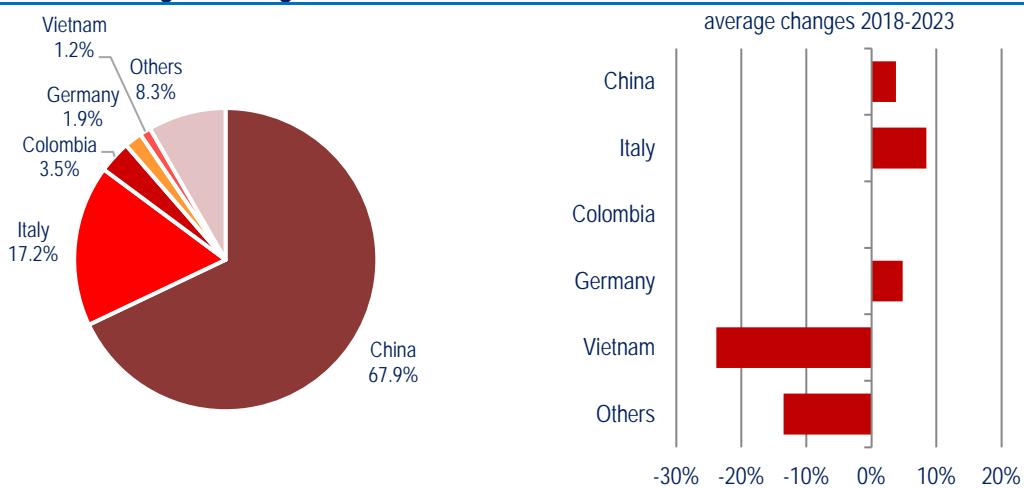
### 3.11.6 Brazil. Upholstered furniture imports

**Figure 3.103 - Brazil.**  
**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.104 - Brazil.**  
**Upholstered furniture imports by country of origin, 2023.**  
**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.106 - Brazil.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 15.3         | 18.0 | 14.0 | 22.4 | 17.8 | 18.4 | 59.6    | 67.9  | 3.1              | 3.8        |
| Italy                   | 3.1          | 4.3  | 3.8  | 4.5  | 5.0  | 4.7  | 12.1    | 17.2  | -5.9             | 8.5        |
| Colombia                | 0.9          | 1.3  | 0.6  | 0.0  | 0.0  | 0.9  | 3.7     | 3.5   | n.c.             | -0.1       |
| Germany                 | 0.4          | 0.4  | 0.4  | 0.5  | 0.7  | 0.5  | 1.6     | 1.9   | -23.9            | 4.8        |
| Vietnam                 | 1.3          | 0.8  | 0.2  | 0.0  | 0.1  | 0.3  | 4.9     | 1.2   | n.s.             | -23.9      |
| Hong Kong               | 0.8          | 0.4  | 0.2  | 0.2  | 0.2  | 0.3  | 2.9     | 1.1   | 80.0             | -16.7      |
| United States           | 1.0          | 0.9  | 0.4  | 0.4  | 0.5  | 0.3  | 3.9     | 1.1   | -46.0            | -21.6      |
| Portugal                | 0.6          | 0.3  | 0.1  | 0.1  | 0.1  | 0.2  | 2.3     | 0.7   | n.s.             | -20.4      |
| Mexico                  | 0.3          | 1.4  | 0.2  | 0.0  | 0.0  | 0.2  | 1.3     | 0.6   | n.s.             | -13.5      |
| Switzerland             | 0.8          | 0.8  | 0.3  | 0.2  | 0.1  | 0.1  | 3.2     | 0.6   | 19.3             | -29.1      |
| top 10                  | 24.5         | 28.7 | 20.0 | 28.3 | 24.5 | 25.9 | 95.5    | 95.7  | 5.7              | 1.1        |
| others                  | 1.2          | 0.8  | 0.7  | 1.2  | 1.7  | 1.2  | 4.5     | 4.3   | -31.3            | 0.1        |
| <b>Americas</b>         | 2.3          | 3.7  | 1.1  | 0.4  | 0.6  | 1.5  | 8.9     | 5.4   | n.s.             | -8.5       |
| - North America         | 1.3          | 2.3  | 0.5  | 0.4  | 0.6  | 0.5  | 5.2     | 1.8   | -17.3            | -18.2      |
| - Central-South America | 0.9          | 1.3  | 0.6  | 0.0  | 0.0  | 1.0  | 3.7     | 3.6   | n.s.             | 0.6        |
| <b>Asia and Pacific</b> | 17.8         | 19.4 | 14.7 | 23.0 | 18.9 | 19.4 | 69.6    | 71.8  | 3.1              | 1.7        |
| <b>Europe</b>           | 5.4          | 6.3  | 4.9  | 6.1  | 6.7  | 6.1  | 21.1    | 22.7  | -8.0             | 2.6        |
| - European Union (27)   | 4.6          | 5.5  | 4.6  | 5.8  | 6.3  | 5.9  | 17.8    | 21.8  | -6.7             | 5.2        |
| - UK, CH, NO, IS        | 0.8          | 0.8  | 0.3  | 0.2  | 0.3  | 0.2  | 3.3     | 0.7   | -44.9            | -25.7      |
| - Other Europe          | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.1  | 0.0     | 0.2   | n.s.             | n.c.       |
| <b>Middle East</b>      | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>Africa</b>           | 0.1          | 0.1  | 0.1  | 0.1  | 0.1  | 0.0  | 0.5     | 0.2   | -39.8            | -20.9      |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 25.6         | 29.5 | 20.7 | 29.5 | 26.2 | 27.1 | 100.0   | 100.0 | 3.3              | 1.1        |

Source: CSIL processing of official data

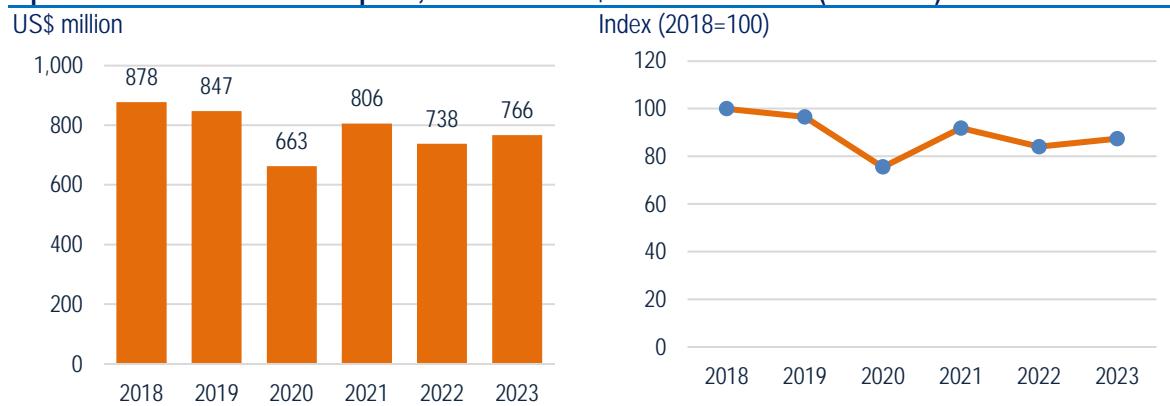
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.11.7 Brazil. Upholstered furniture consumption

**Figure 3.105 - Brazil.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.107 - Brazil.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

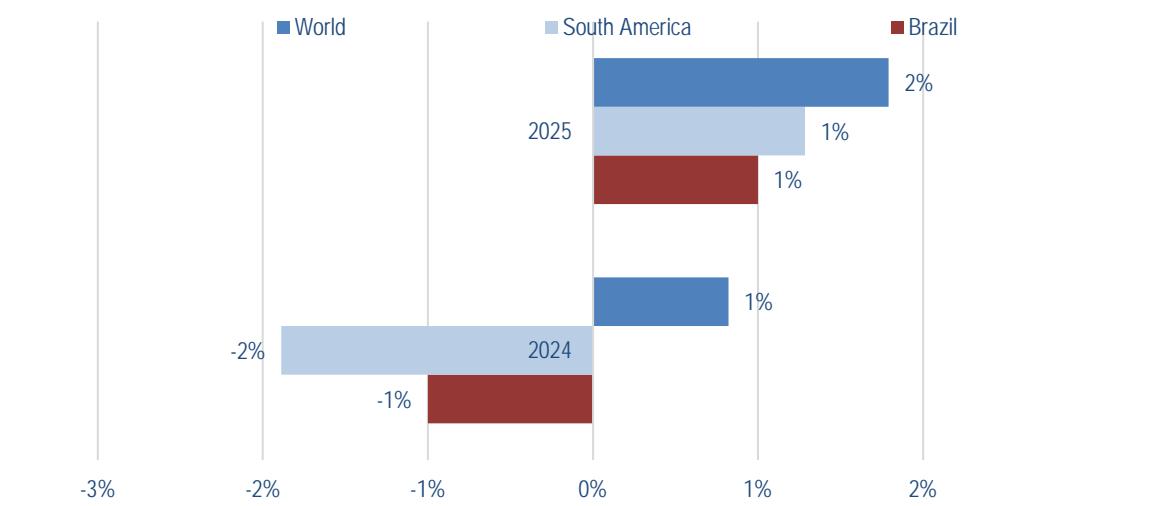
**Comparison with South America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Brazil        | 3%   | 3%   | 3%   | 4%   | 4%   | 4%   |
| South America | 15%  | 14%  | 13%  | 19%  | 18%  | 12%  |
| World         | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.106 - Brazil.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

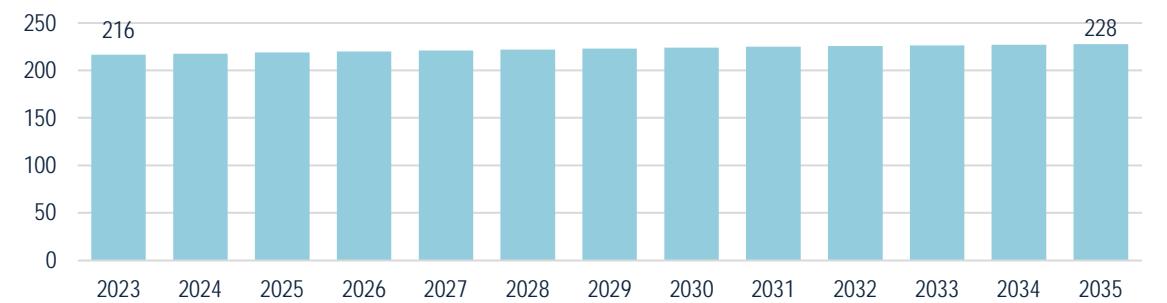


Source: CSIL

### 3.11.8 Brazil. Population forecasts

**Figure 3.107 - Brazil.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.108 - Brazil.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 74 |
| Urban Population | % of total | 88 |

Source: UN, World Bank

Last available year

**Table 3.109 - Brazil.**

**Resident population in main cities\* and projected growth**

| Cities           | Population (thousand) |        |        |
|------------------|-----------------------|--------|--------|
|                  | 2020                  | 2025   | 2030   |
| São Paulo        | 22,043                | 22,990 | 23,824 |
| Rio de Janeiro   | 13,458                | 13,923 | 14,408 |
| Belo Horizonte   | 6,084                 | 6,352  | 6,583  |
| Brasília         | 4,646                 | 4,991  | 5,199  |
| Pôrto Alegre     | 4,137                 | 4,269  | 4,416  |
| Recife           | 4,127                 | 4,344  | 4,509  |
| Fortaleza        | 4,073                 | 4,284  | 4,446  |
| Salvador         | 3,839                 | 4,030  | 4,181  |
| Curitiba         | 3,679                 | 3,889  | 4,040  |
| Campinas         | 3,301                 | 3,492  | 3,627  |
| Goiânia          | 2,690                 | 2,927  | 3,056  |
| Belém            | 2,334                 | 2,454  | 2,546  |
| Manaus           | 2,261                 | 2,435  | 2,537  |
| Grande Vitória   | 2,076                 | 2,221  | 2,311  |
| Baixada Santista | 1,892                 | 1,982  | 2,055  |

Source: UN

\* Urban Agglomeration with 1.5 million inhabitants or more in 2020

### 3.11.9 Brazil. Comparison with the global upholstered furniture sector

Figure 3.108 - Brazil.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

\*\* At producer prices, excluding retail markup

Table 3.110 - Brazil.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 8516  | 5        |
| Population                                   | Million               | 215   | 5        |
| Urban Population                             | % of total population | 88    | 18       |
| Total GNP                                    | US\$ billion          | 1753  | 12       |
| Per capita GNP                               | US\$                  | 8140  | 56       |
| Household Consumption Exp.                   | US\$ billion          | 1211  | 9        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 3718  | 10       |
| Per capita GNP at PPP                        | US\$                  | 17270 | 59       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.12 The upholstered furniture industry in Spain

### 3.12.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Spain ranks as the 12th largest producer of upholstered furniture globally (and the fourth in Europe), with production valued at US\$ 807 million.
- After an exceptional increase in the wake of the pandemic, upholstered furniture production registered a slight decrease by -2% in 2022 and an increase +7% in 2023. The Spanish upholstered furniture industry proved to be more resilient than other major European industries in 2023. It benefitted from the fact that the export business performed well, and the domestic market declined less than other European countries. The resilience of the Spanish economy in 2023 and the relatively limited increase in furniture prices in the Spanish industry made a positive contribution.
- About 39% of the production is exported, mainly to France and Portugal.
- Domestic consumption of upholstered furniture decreased by 5%, reaching US\$850 million in 2023.
- Imports, primarily from China, account for approximately 43% of the total consumption.

#### Competitive System Landscape

Most Spanish upholstered furniture manufacturers are small and medium players. There is not a very large player in terms of turnover and employees. The top five players in the upholstered furniture industry are Fama, Pedro Ortiz, Mobel Yecla Tapizados, Acomodel and Kettal Group. These companies have an average upholstered furniture turnover less than US\$ 30 million and most of these companies are highly upholstered furniture specialized.

**Table 3.111 - Spain.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|--------------|------|------|------|------|------|------|------|------|------|------|
| Production         | US\$ million | 624  | 555  | 591  | 633  | 682  | 665  | 617  | 768  | 756  | 807  |
| Exports            | US\$ million | 199  | 176  | 195  | 210  | 237  | 244  | 197  | 259  | 263  | 319  |
| Imports            | US\$ million | 252  | 212  | 233  | 257  | 292  | 288  | 257  | 399  | 403  | 361  |
| Consumption*       | US\$ million | 677  | 592  | 629  | 679  | 736  | 709  | 677  | 907  | 896  | 850  |
| Production         | % ch. - US\$ |      | -11% | 6%   | 7%   | 8%   | -2%  | -7%  | 24%  | -2%  | 7%   |
| Exports            | % ch. - US\$ |      | -11% | 11%  | 8%   | 13%  | 3%   | -19% | 31%  | 2%   | 21%  |
| Imports            | % ch. - US\$ |      | -16% | 10%  | 10%  | 14%  | -2%  | -11% | 55%  | 1%   | -10% |
| Consumption*       | % ch. - US\$ |      | -13% | 6%   | 8%   | 8%   | -4%  | -5%  | 34%  | -1%  | -5%  |
| export/production  | %            | 32%  | 32%  | 33%  | 33%  | 35%  | 37%  | 32%  | 34%  | 35%  | 39%  |
| import/consumption | %            | 37%  | 36%  | 37%  | 38%  | 40%  | 41%  | 38%  | 44%  | 45%  | 43%  |
| Production         | EUR million  | 469  | 501  | 533  | 560  | 577  | 594  | 541  | 649  | 717  | 746  |
| Exports            | EUR million  | 149  | 159  | 176  | 186  | 201  | 218  | 173  | 219  | 250  | 294  |
| Imports            | EUR million  | 190  | 191  | 210  | 227  | 247  | 257  | 225  | 337  | 383  | 334  |
| Consumption*       | EUR million  | 509  | 533  | 568  | 601  | 623  | 634  | 593  | 767  | 850  | 786  |
| Production         | % ch. - EUR  |      | 7%   | 7%   | 5%   | 3%   | 3%   | -9%  | 20%  | 11%  | 4%   |
| Exports            | % ch. - EUR  |      | 6%   | 11%  | 6%   | 8%   | 8%   | -21% | 27%  | 14%  | 18%  |
| Imports            | % ch. - EUR  |      | 1%   | 10%  | 8%   | 9%   | 4%   | -12% | 49%  | 14%  | -13% |
| Consumption*       | % ch. - EUR  |      | 5%   | 6%   | 6%   | 4%   | 2%   | -6%  | 29%  | 11%  | -8%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

**Table 3.112 - Spain.**
**Exchange rates, 2014-2023**

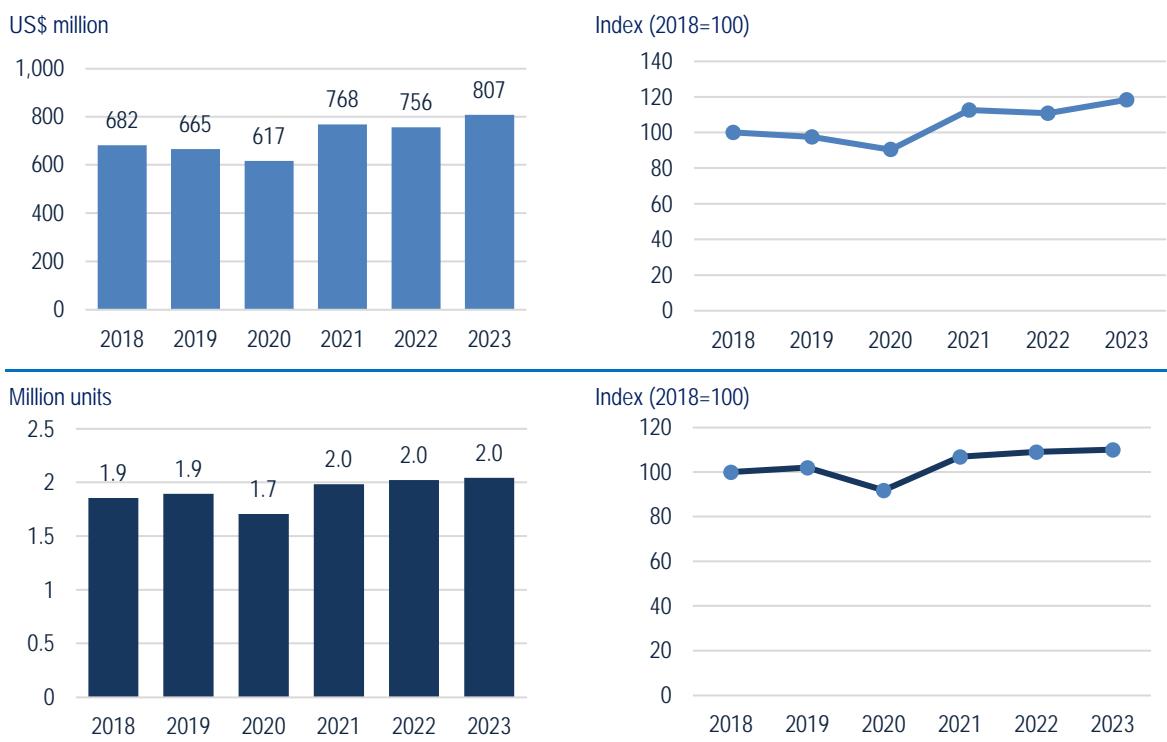
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| EUR per US\$ | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

### 3.12.2 Spain. Upholstered furniture production

**Figure 3.109 - Spain.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.113 - Spain.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

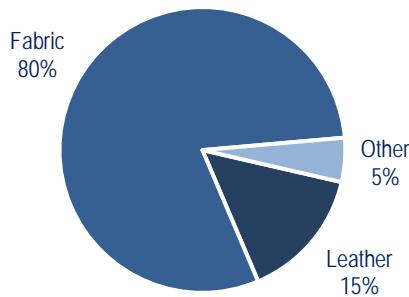
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Spain                      | 35%  | 37%  | 32%  | 34%  | 35%  | 39%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.110 - Spain.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.12.3 Spain. Major upholstered furniture manufacturers

**Table 3.114 Spain. Major upholstered furniture manufacturers by turnover**

| Company                    | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|----------------------------|---|--|-------------------------------|
| Fama                       | 39  | 90   | 43                            |
| Pedro Ortiz                | 26  | 100  | 26                            |
| Mobel Yecla Tapizados      | 24  | 100  | 24                            |
| Acomodel                   | 23  | 100  | 23                            |
| Kettal Group               | 23  | 30   | 75                            |
| Inclass                    | 22  | 60   | 36                            |
| Andreu World               | 19  | 70   | 27                            |
| Mopal Tapizados            | 16  | 100  | 16                            |
| Sancal                     | 12  | 100  | 12                            |
| Torresol                   | 12  | 100  | 12                            |
| Divani Star                | 12  | 100  | 12                            |
| Tapizados J Mayo           | 11  | 100  | 11                            |
| Losbu                      | 11  | 90   | 12                            |
| Koo International          | 9   | 100  | 9                             |
| Navarro                    | 8   | 99   | 8                             |
| Suinta                     | 8   | 100  | 8                             |
| Mayor Tapizados            | 8   | 100  | 8                             |
| Movireb                    | 8   | 100  | 8                             |
| TM Sillerias               | 7   | 40   | 18                            |
| Gamamobel                  | 7   | 95   | 7                             |
| Ta' Joma                   | 6   | 100  | 6                             |
| Muñoz Robles               | 6   | 100  | 6                             |
| Beltá & Frajumar           | 6   | 60   | 10                            |
| Tapigrama                  | 6   | 100  | 6                             |
| Moradillo                  | 6   | 100  | 6                             |
| Reyes Ordoñez Design       | 6   | 90   | 6                             |
| Tayber Tapizados           | 5   | 100  | 5                             |
| O'luxen                    | 4   | 100  | 4                             |
| Tapizados Mydel            | 4   | 95   | 4                             |
| Carmenes                   | 4   | 80   | 5                             |
| Grassoler Group            | 4   | 100  | 4                             |
| Biandbo Relax Sofabeds     | 4   | 100  | 4                             |
| Tapizados Pedro A Martinez | 4   | 50   | 7                             |
| Future Comfort             | 4   | 100  | 4                             |
| Joquer                     | 4   | 95   | 4                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

Kettal Group is mainly specialised in the production of outdoor upholstered furniture

### 3.12.4 Spain. Short profiles of major upholstered furniture manufacturers

#### Acomodel

**Tapizados Acomodel SL**

**Headquarters/Main Location**

Ctra. Nacional 344 Km.100,3 - 30510 Yecla, Murcia - Spain

T: +34 968 753888

**Web:** <https://acomodel.eu>

Email: [acomodel@acomodel.eu](mailto:acomodel@acomodel.eu)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 15%

Manufacturing plants: 1; Spain

#### Andreu World

Andreu World SA

Headquarters/Main Location

C/Los Sauces 7 Urb. Olimar - 46370 Chiva, Valencia - Spain

T: +34 96 1805700

Web: <https://www.andreeworld.com>Email: [aworld@andreeworld.com](mailto:aworld@andreeworld.com)

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Tables and Chairs, Contract

**Upholstered furniture production** accounts for an estimated 70% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 2; Spain

#### Beltá & Frajumar

Tapizados Frajumar S.L.

Headquarters/Main Location

Pol. Ind. Urbayecla II, n°33 - Apartado correos, 95 - 30510 Yecla, Murcia - Spain

T: +34 968 719111

Web: <https://beltafrajumar.com>Email: [info@frajumar.com](mailto:info@frajumar.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Contract

**Upholstered furniture production** accounts for an estimated 60% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 10%

#### Biandbo Relax Sofabeds

Biandbo Relax Sofabeds SL

Headquarters/Main Location

Calle San Francisco, 7 Piso 2 D - 30510 Yecla, Murcia - Spain

T: +34 968 719468

Web: <https://www.biandbo.com>Email: [info@biandbo.com](mailto:info@biandbo.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

#### Carmenes

Cármenes Sofas SL.

Group: Carmenes

Headquarters/Main Location

Ca la Daniela 7 - 08202 Sabadell, Barcelona - Spain

T: +34 937 480201

Web: <http://www.carmenes.eu>Email: [info@carmenes.eu](mailto:info@carmenes.eu); [export@carmenes.eu](mailto:export@carmenes.eu)

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Occasional

**Upholstered furniture production** accounts for an estimated 80% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 50%

Manufacturing plants: 1; Spain

#### Creaciones Vizcaino

Creaciones Vizcaino SL

Headquarters/Main Location

Calle Alicante, 15 - 02650 Montealegre Del Castillo, Albacete - Spain

T: +34 967 33 64 61

Web: <https://www.creacionesvizcaino.es>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

**Cycsa****CYCSA Casadesús y Cabrero SA****Headquarters/Main Location**

Polígono Industrial Luxemburgo 19-23 - 08769 Castellví de Rosanes, Barcelona - Spain

T: +34 93 7735660; 7735661

Web: <https://www.casadesus.net>Email: [info@casadesus.net](mailto:info@casadesus.net)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Details House****Rafael Ortega Tapiceria - Details House SL****Headquarters/Main Location**

Calle Príncipe De Asturias (Pg Ind La Herrada), S - 30510 Yecla, Murcia - Spain

T: +34 96 875 26 93

Web: <https://www.rafaelortega.es>Email: [info@rafaelortega.es](mailto:info@rafaelortega.es)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Divani Star****Divani Star Sl****Headquarters/Main Location**

Calle Molares, 4 Pol. Ind. Los Molares - 02650 Montealegre del Castillo, Albacete - Spain

T: +34 967 336 221

Web: <https://divanistar.com>Email: [info@divanistar.com](mailto:info@divanistar.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Spain**Ecus****Ecus Sleep SLU****Headquarters/Main Location**

Ctra Valencia, s/n - Apdo. 198 - 30510 Yecla, Murcia - Spain

T: +34 968 751374

Web: <https://ecussleep.com>Email: [hablas@ecus.es](mailto:hablas@ecus.es)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract**Upholstered furniture production** accounts for an estimated 10% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 50%**Manufacturing plants:** 1; Spain**Expormim****Expormim sa****Headquarters/Main Location**

Pol. Ind. Jaime I - 46640 Mogente, Valencia - Spain

T: +34 96 2295146 ; 2295144

Web: <https://www.expormim.com>Email: [comercial@expormim.es](mailto:comercial@expormim.es)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Garden and Outdoor, Furnishing accessories, Contract**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Fama****Fama Sofas, SL****Headquarters/Main Location**

Ctra. Villena, Km 2 - PO Box 41 - 30510 Yecla, Murcia - Spain

T: +34 968 718345

Web: <https://www.fama.es>Email: [fama@fama.es](mailto:fama@fama.es)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Garden and Outdoor, Contract**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 93%**Manufacturing plants:** 2; Spain

**Formas****Formas Tapizados****Headquarters/Main Location**Ctra. Santomera-Alquerías 37, Apdo. Correos 83 - 30140  
Santomera, Murcia - Spain

T: +34 968 865300

Web: <https://www.tapizadosformas.com>Email: [comercial@tapizadosformas.com](mailto:comercial@tapizadosformas.com) ;  
[tapizadosformas@tapizadosformas.com](mailto:tapizadosformas@tapizadosformas.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Future Comfort****Future Comfort Tapizados Sociedad Limitada****Headquarters/Main Location**Ctra. Fuente Álamo, Km. 1 - 30510 Yecla , Murcia - Spain  
T: +34 968 797287Web: <https://www.futuretapizados.com>Email: [info@futuretapizados.com](mailto:info@futuretapizados.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Gamamobel****Global Sofas SL - Gamamobel****Headquarters/Main Location**Cmno. de la Vereda s/n - 46469 Beniparrell, Valencia - Spain  
T: +34 96 1212121Web: <https://www.gamamobel.com>Email: [gamamobel@gamamobel.com](mailto:gamamobel@gamamobel.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Contract**Upholstered furniture production** accounts for an estimated  
95% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 50%**Manufacturing plants:** 1; Spain (Valencia)**Gandia Blasco****Gandia Blasco SA****Group:** Gandia Blasco Group**Headquarters/Main Location**

C/ Músico Vert 4 - 46870 Ontinyent Valencia - Spain

T: +34 96 2911320

Web: <https://www.gandiablasco.com>Email: [info@gandiablasco.com](mailto:info@gandiablasco.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs,  
Garden and Outdoor, Contract**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 80%**Garpe Tapizados****Garpe Tapizados SL****Headquarters/Main Location**Calle Infanta Cristina, 10 Pg Industrial Herrada - 30510 Yecla,  
Murcia - Spain

T: +34 968 79 62 30

Web: <http://www.garpetapizados.com>Email: [info@garpetapizados.com](mailto:info@garpetapizados.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Grassoler Group****Grassoler sa****Headquarters/Main Location**

La Clota 22 - 08290 Cerdanyola del Vallès, Barcelona - Spain

T: +34 93 5808835

Web: <https://grassoler.com>Email: [grassoler@grassoler.com](mailto:grassoler@grassoler.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Home furniture,  
Contract**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 20%**Manufacturing plants:** 1; Spain

**Inclass**

Inclass Designworks SL

**Headquarters/Main Location**

Ctra. Estación, s/n - Pol. I-4 P5 Ap. Correos 466 - 03330

Crevillente, Alicante - Spain

T: +34 96 5405230 ; 5405473

Web: <https://inclass.es>Email: [hello@inclass.es](mailto:hello@inclass.es)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Export share on total turnover:** 60%**Manufacturing plants:** 2; Spain**Joquer**

Joquer Tapicerías, S.A.

**Headquarters/Main Location**

Carretera de la Villa, 16 - 08840 Viladecans, Barcelona - Spain

T: +34 93 6373299

Web: <https://www.joquer.com>Email: [joquer@joquer.com](mailto:joquer@joquer.com)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Contract**Upholstered furniture production** accounts for an estimated 95% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 20%**Manufacturing plants:** 1; Spain**Kettal Group**

Kettal Group sa

**Group:** Grupo Kettal**Headquarters/Main Location**

Aragón, 316 - 08009 Barcelona - Spain

T: +34 93 4879090

Web: <https://www.kettal.com>Email: [info@kettal.es](mailto:info@kettal.es)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Acoustic Solutions, Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Export share on total turnover:** 91%**Manufacturing plants:** 1; Spain**Koo International**

Diseños Tapizados Muñoz SLU - KOO International

**Group:** Diseños Tapizados Muñoz**Headquarters/Main Location**

Avda. Espioca 128 - 46460 Silla, Valencia - Spain

T: +34 96 1216090

Web: <https://www.koointernational.com>Email: [koointernational@koointernational.com](mailto:koointernational@koointernational.com)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Occasional, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 6%**Manufacturing plants:** 1; Spain**Losbu**

Losbu Sl

**Headquarters/Main Location**

Pol. Ind. Las Teresas, C/ Miguel Servet, S/N - N° 3 Y 5 - 30510 Yecla, Murcia - Spain

T: +34 968 75 24 56

Web: <http://www.losbu.com>Email: [losbu@losbu.com](mailto:losbu@losbu.com)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 90%**Manufacturing plants:** 1; Spain**Mariner**

Mariner SA

**Headquarters/Main Location**

Av. Antic Regne de Valencia, 27 - 46290 Alcàsser, Valencia - Spain

T: +34 96 1322211

Web: <https://www.mariner.es>Email: [info@mariner.es](mailto:info@mariner.es)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Beds, Tables and Chairs, Occasional, Contract, Lighting**Upholstered furniture production** accounts for an estimated 13% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 99%**Manufacturing plants:** 1; Spain

**Mayor Tapizados****Mayor Tapizados S.L.****Headquarters/Main Location**

Pol. Ind. Urbayecla naves A14-15-16 - 30510 Yecla , Murcia - Spain

T: +34 968 794849

Web: <https://mayortapizados.com>Email: [info@mayortapizados.com](mailto:info@mayortapizados.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Mopal Tapizados****Mopal Tapizados SL****Headquarters/Main Location**

Calle Dr. Pedro Pons 5 - 30510 Polígono Industrial Las Teresas, Murcia - Spain

T: +34 968 750 393

Web: <http://mopaltapizados.com>Email: [info@mopaltapizados.com](mailto:info@mopaltapizados.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Mobel Yecla Tapizados****Mobel Yecla Tapizados Sl****Headquarters/Main Location**

Cr Jumilla, - Km 94 - 30510 Yecla, Murcia - Spain

T: +34 968 75 13 80

Web: <https://grupomobelyecla.com>Email: [info@mobelyecla.com](mailto:info@mobelyecla.com) ; [mobelyecla@mobelyecla.com](mailto:mobelyecla@mobelyecla.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 5%**Manufacturing plants:** 1; Spain**Moradillo****Tapizados Moradillo, S.A.****Headquarters/Main Location**

C/La Toca, 7 Polígono La Toca - 28947 Fuenlabrada, Madrid - Spain

T: +34 91 6422215

Web: <https://moradillo.com>Email: [comunicacion@moradillo.com](mailto:comunicacion@moradillo.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Moher Mobiliario****Moher Mobiliario Sociedad Limitada.****Headquarters/Main Location**

Calle Trinquette, 60 Bº Apartado 759 - 30510 Yecla, Murcia - Spain

T: +34 968 71 93 37

Web: <https://mohermobiliario.com>Email: [info@mohermobiliario.com](mailto:info@mohermobiliario.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Movireb****Movireb Confort Sociedad Limitada****Group:** Grupo Somg**Headquarters/Main Location**

Pol. Ind. La Campiña. C/castilla Leon, 6 - 41400 Ecija, Sevilla - Spain

Web: <https://somges.eu>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Spain

**MRP Muebles Riera Pascual****MRP Muebles Riera Pascual SL****Headquarters/Main Location**

Fusters, 41. Polígono Industrial - 07500 Manacor, Mallorca, , Illes Balears - Spain

T: +34 971 554 307

Web: <http://www.mueblesrp.com>**Activity:** Manufacturer, Trader**Product Portfolio:** Office Furniture, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Contract**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Muebles Boom****Arcain Global S.L - Muebles Boom****Headquarters/Main Location**

Calle Topacio 4 - 47012 Valladolid - Spain

T: +34 96 376 00 76

Web: <https://www.mueblesboom.com>Email: [info@mueblesboom.com](mailto:info@mueblesboom.com) ; [online@mueblesboom.com](mailto:online@mueblesboom.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Muñoz Robles****Tapizados Muñoz Robles Sl****Headquarters/Main Location**

Camino Brazal de la Mota, 4 - 30580 Alquerias, Murcia - Spain

T: +34 968 870056

Web: <https://munozrobles.com>Email: [pedidos@munozrobles.com](mailto:pedidos@munozrobles.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Manufacturing plants:** 2; Spain (Murcia)**Navarro****Tapicerías Navarro Internacional S.L.****Headquarters/Main Location**

C/ Santiago Ramón y Cajal, 19 - 30510 Yecla, Murcia - Spain

T: +34 968 751209

Web: <https://tapiceriasnavarro.com>Email: [info@tapiceriasnavarro.com](mailto:info@tapiceriasnavarro.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 99% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 25%**Manufacturing plants:** 1; Spain**O'luxen****O'luxen Germany S.A. - Hukla Germany****Headquarters/Main Location**

C/ Comunicaciones, 1-3 - Pol. Ind. Santa Rita - 08755 Castellbisbal, Barcelona - Spain

T: +34 93 7723840 ; 7723841

Web: <https://web.oluxengermany.com> ; <https://w.huklagermany.com>Email: [info@oluxengermany.com](mailto:info@oluxengermany.com) ; [info@huklagermany.com](mailto:info@huklagermany.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Spain**Pedro Ortiz****Tapizados Pedro Ortiz, S.L.****Headquarters/Main Location**

Ctra Jumilla s/n - 30510 Yecla, Murcia - Spain

T: +34 968 751371

Web: <https://pedroortiz.com>Email: [info@pedroortiz.com](mailto:info@pedroortiz.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 23%**Manufacturing plants:** 1; Spain**Reyes Ordoñez Design****Reyes Ordonez Design Sociedad Limitada****Headquarters/Main Location**

Pol. Ind. Las Teresas, c/Dr. Pedro Pons Nave 2 - 30510 Yecla, Murcia - Spain

T: +34 968 752 885

Web: <https://www.reyesordonez.com>Email: [info@reyesordonez.com](mailto:info@reyesordonez.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Furnishing accessories**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50

**Salceda Grupo**

**Grupo Salceda**  
**Headquarters/Main Location**  
Avda de las Flores, 25 - 28970 Humanes, Madrid - Spain  
T: +34 91 6904595  
Web: <http://www.gruposalceda.com>  
Email: [gruposalceda@gruposalceda.com](mailto:gruposalceda@gruposalceda.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Spain

**Sancal**

**Sancal Diseño SL**  
**Group:** 5M furniture  
**Headquarters/Main Location**  
Pol. Ind. La Herrada - Príncipe Asturias, 18 - 30510 Yecla, Murcia - Spain  
T: +34 968 718074  
Web: <https://sancal.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 73%  
**Manufacturing plants:** 2; Spain

**Suinta**

**Suinta SI**  
**Headquarters/Main Location**  
Pol. Ind. Las Teresas, Av Ramon y Cajal, 21-23 - 30510 Yecla, Murcia - Spain  
T: +34 968 719 000  
Web: <http://www.suinta.com>  
Email: [suinta@suinta.com](mailto:suinta@suinta.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 50%  
**Manufacturing plants:** 1; Spain

**Ta' Joma**

**Tajoma SL**  
**Headquarters/Main Location**  
Avda. Espioca - Via Augusta 1 - 46460 Silla, Valencia - Spain  
T: +34 96 1219360  
Web: <https://www.tajoma.es>  
Email: [tajoma@tajoma.es](mailto:tajoma@tajoma.es)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Spain

**Tapigrama**

**Tapigrama SL**  
**Headquarters/Main Location**  
Calle Madrid, 13 - 50420 Cadrete, Zaragoza - Spain  
T: +34 976 125 211  
Web: <https://www.tapigrama.es>  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50

**Tapizados J Mayo**

**Tapizados J. Mayo SL**  
**Headquarters/Main Location**  
Pol. Ind. San Blas 3 - 06510 Alburquerque, Badajoz - Spain  
T: +34 924 40 05 21  
Web: <https://tapizadosjmayo.es>  
Email: [pedidos@tapizadosjmayo.com](mailto:pedidos@tapizadosjmayo.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 18%  
**Manufacturing plants:** 1; Spain

## Tapizados Mydel

**Tapizados MyDel, SI**

**Headquarters/Main Location**

Ctra. Villena, Km. 3,5 - 30510 Yecla, Murcia - Spain

T: +34 968 792677

**Web:** <https://tapizadosmydel.com>

**Email:** [info@tapizadosmydel.com](mailto:info@tapizadosmydel.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 95% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Spain

## Tapizados Pedro A Martinez

**Tapizados Pedro A Martinez, SI**

**Headquarters/Main Location**

Calle Curtidores 5 - 02640 Almansa , Albacete - Spain

T: +34 967 340329

**Web:** <https://www.tapizadosspam.com>

**Email:** [info@tapizado.com](mailto:info@tapizado.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Contract

**Upholstered furniture production** accounts for an estimated 50% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; Spain

## Tayber Tapizados

**Tayber Tapizados Convertibles SL**

**Headquarters/Main Location**

Pol. Ind. Las Teresas, C/ Doctor Trueta s/n. Apdo. 551 - 30510 Yecla, Murcia - Spain

T: +34 968 792 981

**Web:** <http://tayber.com> ; **Email:** [info@tayber.com](mailto:info@tayber.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; Spain

## TOP Tapizados

**Top Tapizados SL**

**Headquarters/Main Location**

Calle Pau Casals, S/N - 30510 Yecla, Murcia - Spain

**Web:** <https://www.toptapizados.com> ; **Email:** [info@toptapizados.com](mailto:info@toptapizados.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

## TM Sillerias

**TM Sillerias SI**

**Group:** Grupo TM

**Headquarters/Main Location**

Ctra. Villena, Km 5, RM-425, Apdo. 418 - 30510 Yecla, Murcia

T: +34 968 753136

**Web:** <https://www.tmsillerias.com>

**Email:** [silleriastm@tmsillerias.com](mailto:silleriastm@tmsillerias.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract

**Upholstered furniture production** accounts for an estimated 40% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 21-50

**Export share on total turnover:** 20%

**Manufacturing plants:** 1; Spain

## Torresol

**Muebles y tapizados Torresol S.L.**

**Headquarters/Main Location**

Calle Villanueva del Rey, 45 - 41409 Écija, Sevilla - Spain

T: +34 955 90 38 35

**Web:** <https://torresolpiel.com>

**Email:** [info@torresolpiel.com](mailto:info@torresolpiel.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 0-20

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; Spain (Sevillia)

## Viccarbe

**Viccarbe Hábitat s.l.**

**Group:** Steelcase

**Headquarters/Main Location**

Trav. Camí el Racó 1 - P.I. Norte Beniparrell - 46469 Beniparrell, Valencia - Spain

T: +34 96 1201010

**Web:** <https://www.viccarbe.com>

**Email:** [info@viccarbe.com](mailto:info@viccarbe.com) ; [export@viccarbe.com](mailto:export@viccarbe.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Garden and Outdoor, Contract

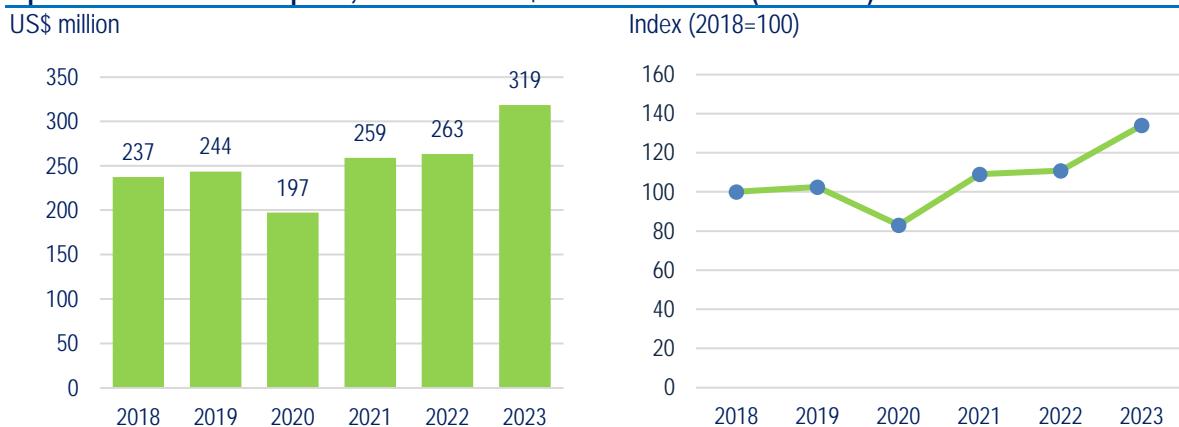
**Total Turnover range:** 15-50 US\$ million

**Employees range:** 51-100

### 3.12.5 Spain. Upholstered furniture exports

**Figure 3.111 - Spain.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

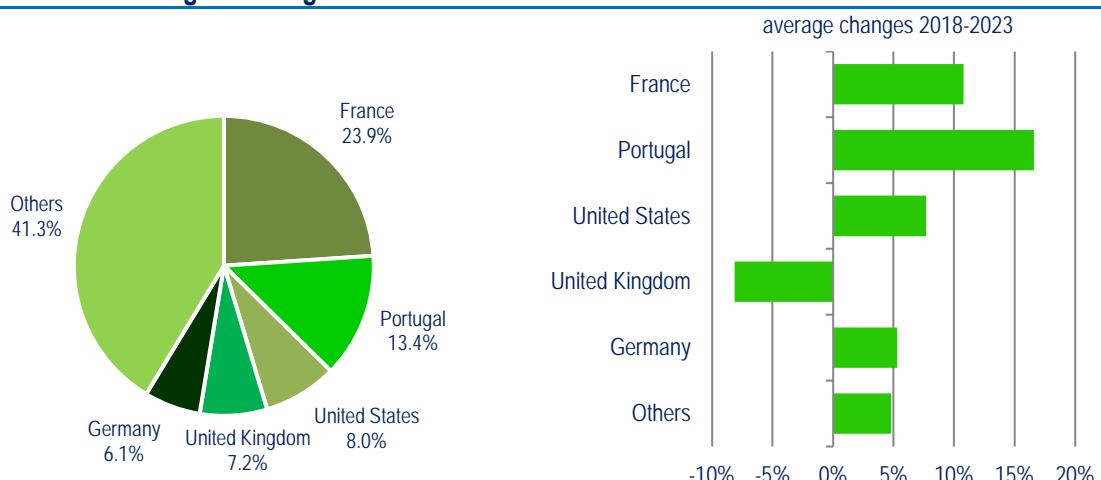


Source: CSIL processing of official data

**Figure 3.112 - Spain.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.115 - Spain.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |              |              |              |              |              | % share      |              | % annual changes |             |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|-------------|
|                         | 2018         | 2019         | 2020         | 2021         | 2022         | 2023         | 2018         | 2023         | 2023/22          | aver 18-23  |
| France                  | 45.7         | 53.1         | 49.6         | 61.2         | 63.2         | 76.2         | 19.2         | 23.9         | 20.6             | 10.8        |
| Portugal                | 19.8         | 24.1         | 24.5         | 37.6         | 39.2         | 42.8         | 8.4          | 13.4         | 9.0              | 16.6        |
| United States           | 17.6         | 17.0         | 12.0         | 19.2         | 20.6         | 25.5         | 7.4          | 8.0          | 23.8             | 7.7         |
| United Kingdom          | 35.3         | 33.8         | 20.8         | 18.1         | 19.9         | 23.1         | 14.9         | 7.2          | 16.2             | -8.1        |
| Germany                 | 14.9         | 12.2         | 11.4         | 16.7         | 12.1         | 19.3         | 6.3          | 6.1          | 59.5             | 5.3         |
| Italy                   | 13.1         | 12.3         | 6.3          | 9.0          | 10.0         | 13.1         | 5.5          | 4.1          | 31.3             | 0.0         |
| Netherlands             | 3.8          | 4.3          | 3.7          | 9.8          | 6.3          | 9.3          | 1.6          | 2.9          | 47.2             | 19.9        |
| Belgium                 | 5.7          | 6.0          | 5.9          | 6.8          | 7.1          | 8.7          | 2.4          | 2.7          | 22.6             | 9.0         |
| Saudi Arabia            | 4.4          | 4.3          | 3.7          | 3.7          | 6.4          | 6.9          | 1.9          | 2.2          | 8.1              | 9.4         |
| Morocco                 | 2.7          | 4.7          | 3.5          | 6.1          | 8.5          | 6.5          | 1.1          | 2.0          | -23.7            | 19.3        |
| <b>top 10</b>           | <b>163.0</b> | <b>171.8</b> | <b>141.2</b> | <b>188.2</b> | <b>193.3</b> | <b>231.4</b> | <b>68.6</b>  | <b>72.7</b>  | <b>19.7</b>      | <b>7.3</b>  |
| <b>others</b>           | <b>74.4</b>  | <b>71.7</b>  | <b>55.9</b>  | <b>70.7</b>  | <b>70.1</b>  | <b>87.1</b>  | <b>31.4</b>  | <b>27.3</b>  | <b>24.3</b>      | <b>3.2</b>  |
| <b>Americas</b>         | <b>29.6</b>  | <b>28.8</b>  | <b>18.7</b>  | <b>29.4</b>  | <b>33.2</b>  | <b>42.6</b>  | <b>12.5</b>  | <b>13.4</b>  | <b>28.3</b>      | <b>7.5</b>  |
| - North America         | 21.8         | 21.9         | 15.0         | 23.1         | 25.7         | 30.9         | 9.2          | 9.7          | 20.1             | 7.2         |
| - Central-South America | 7.8          | 6.9          | 3.7          | 6.3          | 7.5          | 11.7         | 3.3          | 3.7          | 56.5             | 8.3         |
| <b>Asia and Pacific</b> | <b>10.8</b>  | <b>14.1</b>  | <b>8.5</b>   | <b>11.0</b>  | <b>10.5</b>  | <b>9.7</b>   | <b>4.5</b>   | <b>3.0</b>   | <b>-8.3</b>      | <b>-2.2</b> |
| <b>Europe</b>           | <b>171.2</b> | <b>176.6</b> | <b>150.1</b> | <b>193.0</b> | <b>189.3</b> | <b>240.4</b> | <b>72.1</b>  | <b>75.5</b>  | <b>27.0</b>      | <b>7.0</b>  |
| - European Union (27)   | 121.7        | 131.8        | 118.7        | 164.1        | 159.7        | 204.6        | 51.3         | 64.2         | 28.1             | 10.9        |
| - UK, CH, NO, IS        | 41.3         | 39.5         | 25.7         | 23.3         | 24.8         | 30.2         | 17.4         | 9.5          | 21.8             | -6.1        |
| - Other Europe          | 8.1          | 5.3          | 5.7          | 5.6          | 4.8          | 5.7          | 3.4          | 1.8          | 17.0             | -7.0        |
| <b>Middle East</b>      | <b>17.8</b>  | <b>13.6</b>  | <b>11.5</b>  | <b>14.3</b>  | <b>15.5</b>  | <b>13.3</b>  | <b>7.5</b>   | <b>4.2</b>   | <b>-13.9</b>     | <b>-5.7</b> |
| <b>Africa</b>           | <b>7.6</b>   | <b>10.3</b>  | <b>8.3</b>   | <b>10.8</b>  | <b>14.4</b>  | <b>12.6</b>  | <b>3.2</b>   | <b>4.0</b>   | <b>-12.6</b>     | <b>10.6</b> |
| <b>Other Countries</b>  | <b>0.5</b>   | <b>0.4</b>   | <b>0.1</b>   | <b>0.5</b>   | <b>0.5</b>   | <b>0.0</b>   | <b>0.2</b>   | <b>0.0</b>   | n.s.             | -42.0       |
| <b>World Total</b>      | <b>237.4</b> | <b>243.5</b> | <b>197.2</b> | <b>258.9</b> | <b>263.4</b> | <b>318.5</b> | <b>100.0</b> | <b>100.0</b> | <b>20.9</b>      | <b>6.1</b>  |

Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.12.6 Spain. Upholstered furniture imports

**Figure 3.113 - Spain.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

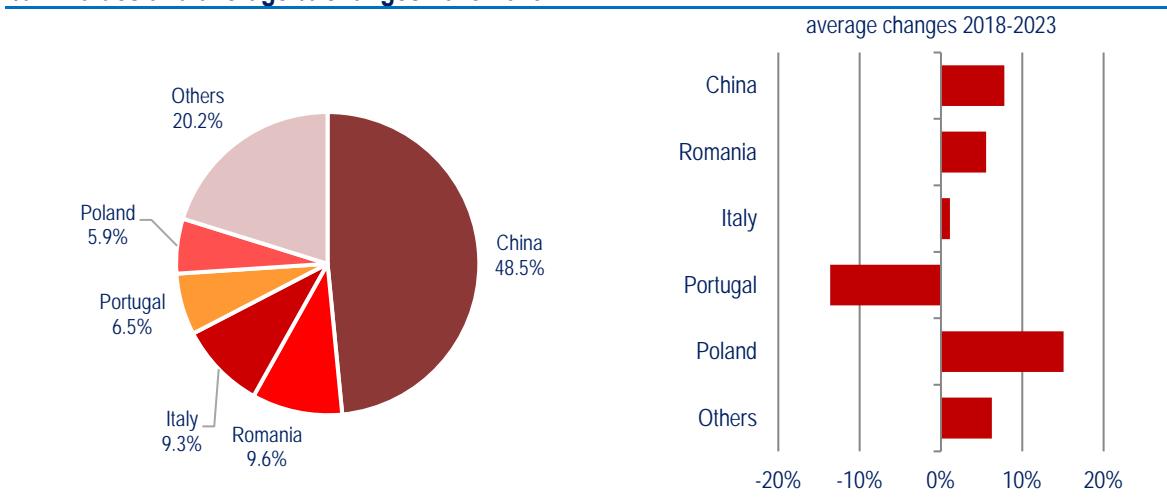


Source: CSIL processing of official data

**Figure 3.114 - Spain.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.116 - Spain.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 120.2        | 126.8 | 128.2 | 216.7 | 211.8 | 175.0 | 41.2    | 48.5  | -17.4            | 7.8        |
| Romania                 | 26.5         | 22.4  | 18.8  | 33.3  | 36.6  | 34.8  | 9.1     | 9.6   | -4.8             | 5.6        |
| Italy                   | 31.7         | 29.4  | 23.3  | 33.6  | 36.1  | 33.5  | 10.9    | 9.3   | -7.2             | 1.1        |
| Portugal                | 49.2         | 48.2  | 34.9  | 31.8  | 26.7  | 23.7  | 16.8    | 6.5   | -11.3            | -13.6      |
| Poland                  | 10.5         | 10.4  | 8.2   | 19.7  | 24.3  | 21.2  | 3.6     | 5.9   | -12.9            | 15.1       |
| Denmark                 | 4.2          | 3.4   | 3.5   | 6.7   | 11.8  | 16.4  | 1.4     | 4.5   | 38.9             | 31.3       |
| Vietnam                 | 9.5          | 5.6   | 6.7   | 10.0  | 11.2  | 12.0  | 3.3     | 3.3   | 6.4              | 4.7        |
| Germany                 | 8.2          | 8.4   | 8.0   | 11.6  | 10.1  | 10.9  | 2.8     | 3.0   | 8.5              | 5.9        |
| Türkiye                 | 1.8          | 1.9   | 1.9   | 3.5   | 4.6   | 5.2   | 0.6     | 1.4   | 13.3             | 23.9       |
| France                  | 6.8          | 7.6   | 4.9   | 4.5   | 6.0   | 4.3   | 2.3     | 1.2   | -29.0            | -8.9       |
| top 10                  | 268.6        | 264.0 | 238.3 | 371.3 | 379.2 | 337.0 | 92.0    | 93.3  | -11.1            | 4.6        |
| others                  | 23.4         | 23.5  | 19.0  | 27.2  | 23.9  | 24.2  | 8.0     | 6.7   | 1.0              | 0.7        |
| <b>Americas</b>         | 4.5          | 3.2   | 1.1   | 1.4   | 0.7   | 1.5   | 1.5     | 0.4   | n.s.             | -19.4      |
| - North America         | 4.5          | 3.2   | 1.1   | 1.4   | 0.7   | 1.4   | 1.5     | 0.4   | n.s.             | -20.4      |
| - Central-South America | 0.1          | 0.1   | 0.0   | 0.1   | 0.0   | 0.1   | 0.0     | 0.0   | n.s.             | 11.5       |
| <b>Asia and Pacific</b> | 134.3        | 137.8 | 138.4 | 235.4 | 228.8 | 193.4 | 46.0    | 53.5  | -15.5            | 7.6        |
| <b>Europe</b>           | 153.0        | 146.3 | 117.7 | 161.7 | 173.6 | 166.2 | 52.4    | 46.0  | -4.3             | 1.7        |
| - European Union (27)   | 144.1        | 136.7 | 109.7 | 152.0 | 162.9 | 154.0 | 49.3    | 42.7  | -5.4             | 1.3        |
| - UK, CH, NO, IS        | 4.4          | 4.4   | 2.6   | 1.0   | 1.5   | 1.5   | 1.5     | 0.4   | 5.2              | -19.0      |
| - Other Europe          | 4.6          | 5.3   | 5.4   | 8.7   | 9.2   | 10.6  | 1.6     | 2.9   | 14.8             | 18.4       |
| <b>Middle East</b>      | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | 70.6             | -34.9      |
| <b>Africa</b>           | 0.1          | 0.1   | 0.0   | 0.0   | 0.1   | 0.1   | 0.0     | 0.0   | -32.6            | -8.7       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 292.0        | 287.5 | 257.3 | 398.5 | 403.1 | 361.1 | 100.0   | 100.0 | -10.4            | 4.3        |

Source: CSIL processing of official data

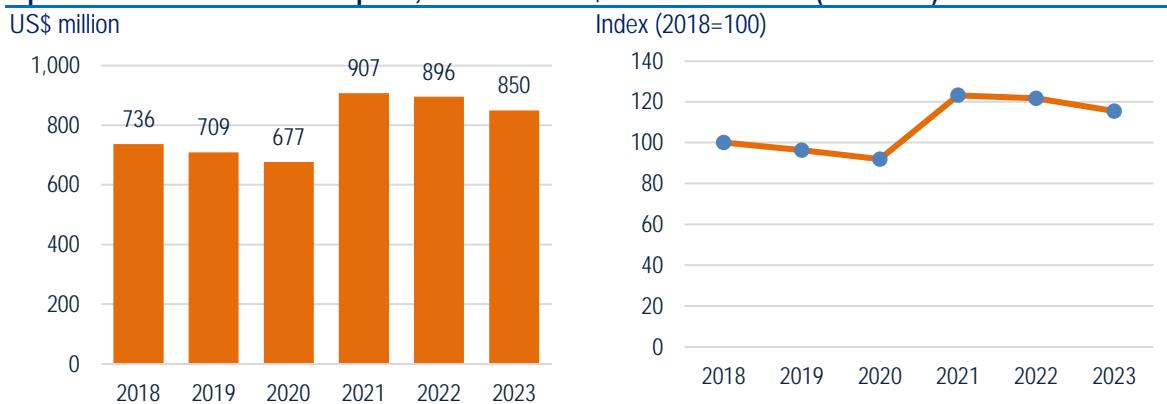
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.12.7 Spain. Upholstered furniture consumption

**Figure 3.115 - Spain.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.117 - Spain.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

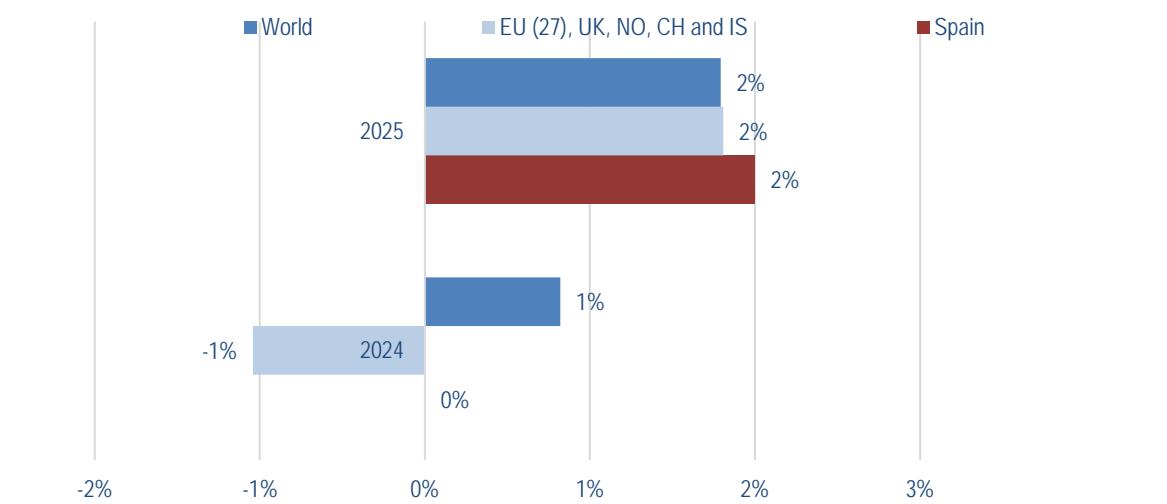
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Spain                      | 40%  | 41%  | 38%  | 44%  | 45%  | 43%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.116 - Spain.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

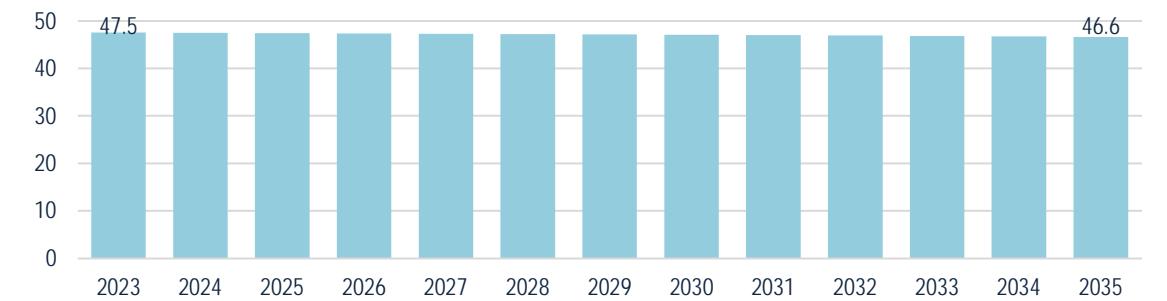


Source: CSIL

### 3.12.8 Spain. Population forecasts

**Figure 3.117 - Spain.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.118 - Spain.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 19 |
| Urban Population | % of total | 81 |

Source: UN, World Bank

Last available year

**Table 3.119 - Spain.**

**Resident population in main cities\* and projected growth**

| Cities                  | Population (thousand) |       |       |
|-------------------------|-----------------------|-------|-------|
|                         | 2020                  | 2025  | 2030  |
| Madrid                  | 6,618                 | 6,811 | 6,907 |
| Barcelona               | 5,586                 | 5,733 | 5,812 |
| Valencia                | 834                   | 841   | 850   |
| Zaragoza                | 731                   | 743   | 752   |
| Sevilla                 | 704                   | 701   | 707   |
| Malaga                  | 590                   | 595   | 601   |
| Murcia                  | 500                   | 517   | 525   |
| Palma                   | 467                   | 486   | 494   |
| Las Palmas Gran Canaria | 402                   | 406   | 410   |
| Alicante                | 370                   | 381   | 386   |
| Bilbao                  | 350                   | 347   | 349   |
| Cordoba                 | 344                   | 346   | 350   |
| Vigo                    | 307                   | 308   | 311   |
| Valladolid              | 305                   | 301   | 303   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.12.9 Spain. Comparison with the global upholstered furniture sector

Figure 3.118 - Spain.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



\*\* At producer prices, excluding retail markup

Sources: CSIL

Ranking among 70 countries, last available year

Table 3.120 - Spain.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 506   | 22       |
| Population                                   | Million               | 48    | 21       |
| Urban Population                             | % of total population | 81    | 31       |
| Total GNP                                    | US\$ billion          | 1533  | 14       |
| Per capita GNP                               | US\$                  | 32090 | 29       |
| Household Consumption Exp.                   | US\$ billion          | 807   | 14       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 2337  | 16       |
| Per capita GNP at PPP                        | US\$                  | 48920 | 35       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.13 The upholstered furniture industry in Canada

### 3.13.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Canada ranks as the seventh-largest consumer of upholstered furniture worldwide, with a market value close to US\$1.6 billion.
- In 2023, upholstered furniture consumption saw a double-digit decline of -14% compared to 2022.
- High interest rates and weak GDP growth pose challenges, while positive factors include an anticipated cooling of inflation in 2024 and 2025. Additionally, there is an expectation for cuts to interest rates in 2024, which could bolster the market.
- The Canadian upholstered furniture market heavily depends on imports, which constitute 79% of total consumption. Key importing countries include China and the United States, underscoring Canada's reliance on international suppliers to meet domestic demand for upholstered furniture.
- Canada recently put into force anti-dumping measures on imports of motion upholstered furniture and leather stationary upholstered furniture from China and Vietnam.
- Canada exports approximately 58% of its upholstered furniture production, primarily to the United States.
- The combination of substantial import and export activities underscores Canada's open market dynamics in the upholstered furniture sector.

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Palliser Furniture, El Ran International, Décor Rest Furniture, Jaymar Furniture and Dutailier. These companies are highly upholstered furniture specialized.

#### M&A Deals and Recent News

- In February 2022, Decor-Rest expanded its operations by acquiring two Canadian furniture manufacturers, Superstyle Furniture and Trendline Furniture. This acquisition boosted Decor-Rest's manufacturing capacity by 35%.

**Table 3.121 - Canada.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 466   | 493   | 536   | 606   | 603   | 613   | 567   | 698   | 791   | 758   |
| Exports            | US\$ million | 296   | 333   | 386   | 383   | 384   | 392   | 312   | 359   | 422   | 436   |
| Imports            | US\$ million | 1,084 | 1,030 | 1,000 | 1,105 | 1,113 | 1,123 | 1,016 | 1,298 | 1,445 | 1,244 |
| Consumption*       | US\$ million | 1,254 | 1,190 | 1,151 | 1,328 | 1,331 | 1,344 | 1,271 | 1,637 | 1,814 | 1,566 |
| Production         | % ch. - US\$ |       |       | 6%    | 9%    | 13%   | -1%   | 2%    | -8%   | 23%   | 13%   |
| Exports            | % ch. - US\$ |       |       | 12%   | 16%   | -1%   | 0%    | 2%    | -20%  | 15%   | 18%   |
| Imports            | % ch. - US\$ |       |       | -5%   | -3%   | 10%   | 1%    | 1%    | -10%  | 28%   | 11%   |
| Consumption*       | % ch. - US\$ |       |       | -5%   | -3%   | 15%   | 0%    | 1%    | -5%   | 29%   | 11%   |
| export/production  | %            | 64%   | 67%   | 72%   | 63%   | 64%   | 64%   | 55%   | 51%   | 53%   | 58%   |
| import/consumption | %            | 86%   | 87%   | 87%   | 83%   | 84%   | 84%   | 80%   | 79%   | 80%   | 79%   |
| Production         | CAD million  | 515   | 631   | 710   | 786   | 781   | 813   | 761   | 875   | 1,030 | 1,022 |
| Exports            | CAD million  | 327   | 426   | 511   | 497   | 497   | 520   | 419   | 450   | 549   | 589   |
| Imports            | CAD million  | 1,197 | 1,317 | 1,325 | 1,435 | 1,442 | 1,490 | 1,364 | 1,627 | 1,880 | 1,679 |
| Consumption*       | CAD million  | 1,385 | 1,522 | 1,525 | 1,724 | 1,725 | 1,783 | 1,706 | 2,051 | 2,361 | 2,113 |
| Production         | % ch. - CAD  |       |       | 23%   | 13%   | 11%   | -1%   | 4%    | -6%   | 15%   | 18%   |
| Exports            | % ch. - CAD  |       |       | 30%   | 20%   | -3%   | 0%    | 5%    | -19%  | 7%    | 22%   |
| Imports            | % ch. - CAD  |       |       | 10%   | 1%    | 8%    | 0%    | 3%    | -8%   | 19%   | 16%   |
| Consumption*       | % ch. - CAD  |       |       | 10%   | 0%    | 13%   | 0%    | 3%    | -4%   | 20%   | 15%   |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistics Canada, Industry Canada

**Table 3.122 - Canada.****Exchange rates, 2014-2023**

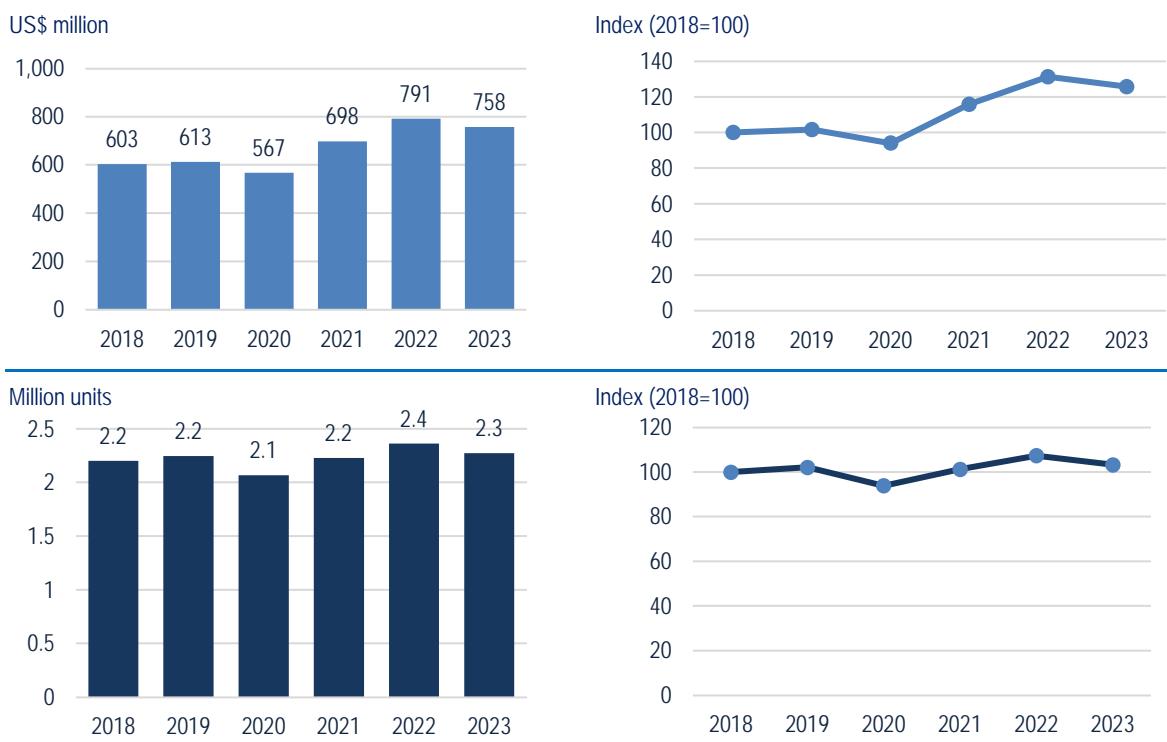
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| CAD per US\$ | 1.10 | 1.28 | 1.32 | 1.30 | 1.30 | 1.33 | 1.34 | 1.25 | 1.30 | 1.35 |
| CAD per EUR  | 1.47 | 1.42 | 1.47 | 1.47 | 1.53 | 1.49 | 1.53 | 1.48 | 1.37 | 1.46 |

Source: US Federal Reserve

### 3.13.2 Canada. Upholstered furniture production

**Figure 3.119 - Canada.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.123 - Canada.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

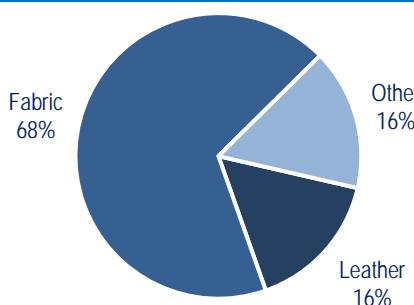
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Canada        | 64%  | 64%  | 55%  | 51%  | 53%  | 58%  |
| North America | 11%  | 13%  | 11%  | 13%  | 14%  | 15%  |
| World         | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.120 - Canada.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.13.3 Canada. Major upholstered furniture manufacturers

**Table 3.124 Canada. Major upholstered furniture manufacturers by turnover**

| Company                    | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|----------------------------|---|--|-------------------------------|
| Palliser Furniture         | 166   | 100  | 166                           |
| El Ran International       | 80  | 100  | 80                            |
| Décor Rest Furniture       | 70  | 70   | 100                           |
| Jaymar Furniture           | 24  | 100  | 24                            |
| Dutailier                  | 16  | 90   | 18                            |
| Romano                     | 8   | 100  | 8                             |
| Alphavie                   | 8   | 100  | 8                             |
| Edgewood Furniture         | 7   | 100  | 7                             |
| Magnussen Home Furnishings | 6   | 30   | 19                            |
| Sleepking/Crown Design     | 3   | 20   | 14                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.13.4 Canada. Short profiles of major upholstered furniture manufacturers

#### Alphavie

**Alphavie**  
**Headquarters/Main Location**  
 32 Rue De l'Artisan C.P. 780 - Victoriaville, PQ, G6P7W7 - Canada  
 T: +1 819 7583739  
 Web: <https://www.alphaviefurniture.com>  
 Email: [ventes@alphaviefurniture.com](mailto:ventes@alphaviefurniture.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Canada

#### Boss Leather

Canada's Boss Leather Furniture  
**Headquarters/Main Location**  
 895 Fenmar Dr - North York, ON, M9L 1C8 - Canada  
 T: +1 905 951-8884  
 Web: <https://www.canadasbossleatherfurniture.com>  
 Email: [info@bossleather.ca](mailto:info@bossleather.ca)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Occasional, Lighting

#### Brentwood Classic

**Brentwood Classic**  
**Headquarters/Main Location**  
 57 Adesso Drive - Vaughan, ON, L4K 3C7 - Canada  
 T: +1 905-761-0195  
 Web: <https://www.brentwoodclassics.com>  
 Email: [info@brentwoodclassics.com](mailto:info@brentwoodclassics.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100

#### Décor Rest Furniture

Décor Rest Furniture Ltd  
**Group:** Décor Rest  
**Headquarters/Main Location**  
 511 Chrislea Road, Woodbridge - Toronto, ON, L4L 8N6 - Canada  
 T: +1 905 8565956  
 Web: <https://www.decor-rest.com>  
 Email: [info@decor-rest.com](mailto:info@decor-rest.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Lighting  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Canada

**Dorel**

Dorel Industries Inc

**Group:** Dorel**Headquarters/Main Location**

1255 Greene Avenue, Suite 300 - Montreal, QC, H3Z 2A4 - Canada

T: +1 514 9343034

Web: <https://www.dorel.com> ; <https://www.dhpfurniture.com>Email: [info@dorel.com](mailto:info@dorel.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Home Office, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Mattresses, RTA - DIY furniture, Contract, Hospitality furniture**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Manufacturing plants:** 5; Canada; USA.**Dutailier**

Dutailier Inc

**Headquarters/Main Location**

299 Rue Chaput Rr 1 - Saint-Pie, Bagot, QC, J0H 1W0 - Canada

T: +1 450 7722403

Web: <https://www.dutailier.com>Email: [info@dutailier.com](mailto:info@dutailier.com) ; [sales@dutailier.com](mailto:sales@dutailier.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Children's rooms**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 2; Canada**Dynasty Furniture**

Dynasty Furniture Mfg Ltd

**Headquarters/Main Location**

3344 54 Ave Se - Calgary, AB, T2C 0A8 - Canada

T: +1 403 2792958

Web: <https://www.dynastyf.com>Email: [mail@dynastyf.com](mailto:mail@dynastyf.com) ; [dynasty@cadvision.com](mailto:dynasty@cadvision.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Occasional**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 2; Canada**Edgewood Furniture**

Edgewood Furniture Ltd

**Headquarters/Main Location**

106 Aviva Park drive - Woodbridge, ON, L4L 9C7 - Canada

T: +1 905 2649660

Web: <http://www.edgewoodfurniture.com>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract, Hospitality furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Canada**El Ran International**

El Ran Furniture Ltd

**Group:** El Ran**Headquarters/Main Location**

2751 Transcanada Highway - Pointe-Claire, QC, H9R 1B4 - Canada

T: +1 514 6305656

Web: <https://www.elran.com>Email: [informations@elran.com](mailto:informations@elran.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract, Residential**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Canada**Italdivani**

Italdivani Meubles Inc

**Headquarters/Main Location**

4657 Boul Des Grandes-Prairies - Saint-Leonard, QC, H1R 1A5 - Canada

T: +1 514 323 0265

Web: <http://www.italdivani.ca>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Canada

## Jaymar Furniture

**Jaymar Furniture**

**Headquarters/Main Location**

75 Jaymar Street - Terrebonne, PQ, J6W 1M5 - Canada

T: +1 450 4714172

**Web:** <http://www.jaymar.ca>

**Email:** [jaymar@jaymar.ca](mailto:jaymar@jaymar.ca)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 30%

**Manufacturing plants:** 1; Canada

## LeatherCraft Canada

**LeatherCraft Canada**

**Headquarters/Main Location**

40 Ronson Dr. Units 6&7 - Toronto, ON, M9W 1B3 - Canada

T: +1 416- 614-9155

**Web:** <http://www.leathercraftfurniture.com>

**Email:** [info@leathercraftfurniture.ca](mailto:info@leathercraftfurniture.ca)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Manufacturing plants:** 1; Canada

## Magnussen Home Furnishings

**Magnussen Home Furnishings Inc**

**Headquarters/Main Location**

66 Hincks St, Unit 1 - New Hamburg, ON, N3A2A3 - Canada

T: +1 519 6623040

**Web:** <https://www.magnussen.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Occasional

**Upholstered furniture production** accounts for an estimated 30% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; Canada

## Palliser Furniture

**Palliser Furniture Upholstery Ltd**

**Group:** Palliser

**Headquarters/Main Location**

70 Lexington Park - Winnipeg, MB, R2G 4H2 - Canada

T: +1 204 9885600

**Web:** <https://www.palliser.com>

**Email:** [info@palliser.ca](mailto:info@palliser.ca)

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Beds, Furnishing accessories

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 5; Canada; Mexico.

## Romano

**G. Romano, Inc. - Romano Sofa**

**Headquarters/Main Location**

12100, Albert-Hudon - Montreal, QC, H1G 3K7 - Canada

T: +1 514 3235140

**Web:** <https://romanosofa.com>

**Email:** [info@gromano.com](mailto:info@gromano.com)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Canada

## Sleepking/Crown Design

**Sleepking/Crown Design**

**Headquarters/Main Location**

23 Raitherm Rd - North York, ON, M6B 1S7 - Canada

T: +1 416 7814683

**Web:** <https://sleepking-crown-design.business.site> ; <http://www.sleepking.ca>

**Email:** [info@sleepking.ca](mailto:info@sleepking.ca)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Mattresses, Contract

**Upholstered furniture production** accounts for an estimated 20% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; Canada

**South Shore Industries**

**South Shore Industries Ltd**  
**Headquarters/Main Location**  
 6168 Principale, PO Box 190 - Sainte Croix, QC, G0S 2H0 - Canada  
 T: +1 418 9263291  
**Web:** <https://www.southshorefurniture.com>  
**Email:** [info@southshorefurniture.com](mailto:info@southshorefurniture.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, RTA - DIY furniture  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250

**Stylus-Made To Order sofas**

**Stylus Made to Order Sofas**  
**Headquarters/Main Location**  
 7885 Riverfront gate - Burnaby, BC, V5J 5L6 - Canada  
 T: +1 604 4364100  
**Web:** <http://www.stylussofas.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 2; Canada

**Superstyle Furniture**

**Superstyle Furniture Ltd**  
**Group:** Decor Rest  
**Headquarters/Main Location**  
 123 Ashbridge Circle - Woodbridge, ON, L4L 3R5 - Canada  
 T: +1 905 8506060  
**Web:** <https://www.superstylefurniture.com>  
**Email:** [info@superstyle-furniture.com;](mailto:info@superstyle-furniture.com) [info@superstyletrendline.com](mailto:info@superstyletrendline.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Canada

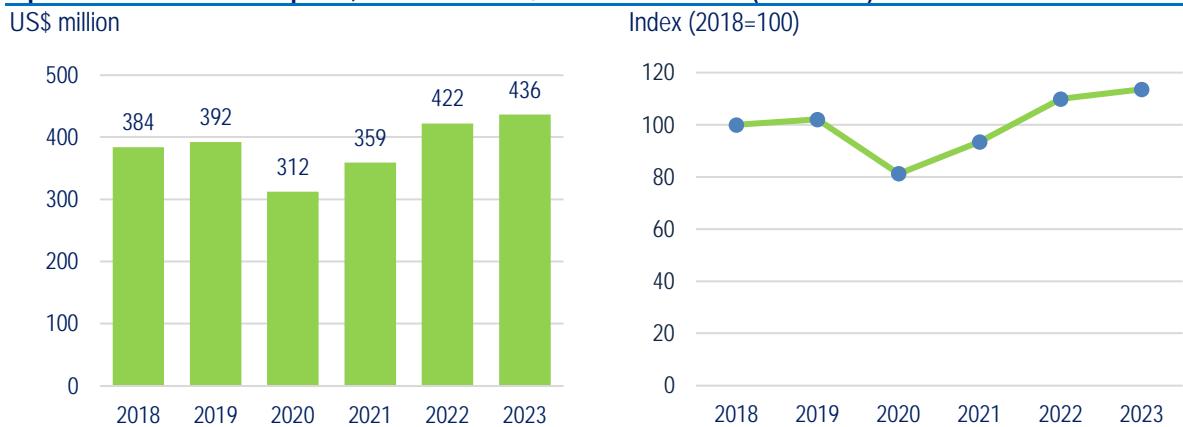
**Teknion Group**

**Teknion Corporation**  
**Group:** Teknion  
**Headquarters/Main Location**  
 1150 Flint Road - Toronto, ON, M3J 2J5 - Canada  
 T: +1 416 6613370  
**Web:** <https://www.teknion.com>  
**Email:** [info.can@teknion.com](mailto:info.can@teknion.com)  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Contract, Lighting  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 73%  
**Manufacturing plants:** 17; Canada; Malaysia, USA. Calgary, Alberta; Concord, Markham and Toronto, Ontario; Montmagny, St. Vallier; and St. Romuald, Quebec. USA: Clayton, North Carolina and Malaysia

### 3.13.5 Canada. Upholstered furniture exports

**Figure 3.121 - Canada.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

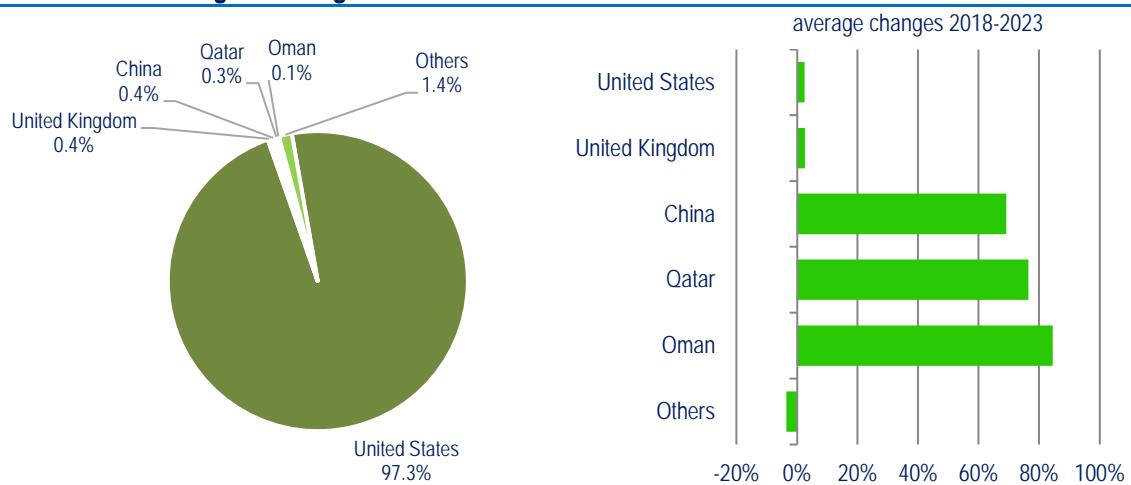


Source: CSIL processing of official data

**Figure 3.122 - Canada.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.125 - Canada.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| United States           | 374.8        | 380.2 | 301.7 | 347.1 | 408.5 | 424.6 | 97.6    | 97.3  | 3.9              | 2.5        |
| United Kingdom          | 1.6          | 2.1   | 2.6   | 1.2   | 1.0   | 1.9   | 0.4     | 0.4   | 79.4             | 2.7        |
| China                   | 0.1          | 0.2   | 0.4   | 2.9   | 4.5   | 1.8   | 0.0     | 0.4   | n.s.             | 69.2       |
| Qatar                   | 0.1          | 0.5   | 0.1   | 0.7   | 0.6   | 1.2   | 0.0     | 0.3   | 84.0             | 76.4       |
| Oman                    | 0.0          | 0.0   | 0.0   | 0.1   | 0.1   | 0.6   | 0.0     | 0.1   | n.s.             | 84.5       |
| Spain                   | 0.2          | 0.7   | 0.4   | 0.6   | 0.4   | 0.6   | 0.0     | 0.1   | 71.4             | 30.1       |
| United Arab Emirates    | 0.5          | 0.4   | 0.4   | 0.5   | 0.5   | 0.5   | 0.1     | 0.1   | 13.2             | 1.8        |
| Vietnam                 | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.5   | 0.0     | 0.1   | n.c.             | n.s.       |
| Bahamas                 | 0.1          | 0.0   | 0.1   | 0.0   | 0.0   | 0.4   | 0.0     | 0.1   | n.s.             | 31.1       |
| Australia               | 0.3          | 0.3   | 0.5   | 0.7   | 0.6   | 0.4   | 0.1     | 0.1   | -35.7            | 4.8        |
| top 10                  | 377.7        | 384.3 | 306.4 | 353.8 | 416.3 | 432.5 | 98.4    | 99.2  | 3.9              | 2.7        |
| others                  | 6.2          | 7.6   | 5.7   | 5.2   | 5.7   | 3.7   | 1.6     | 0.8   | -35.9            | -10.0      |
| <b>Americas</b>         | 376.6        | 381.5 | 302.8 | 348.7 | 409.8 | 426.9 | 98.1    | 97.9  | 4.2              | 2.5        |
| - North America         | 375.0        | 380.3 | 301.8 | 347.2 | 408.6 | 424.9 | 97.7    | 97.4  | 4.0              | 2.5        |
| - Central-South America | 1.6          | 1.2   | 1.0   | 1.4   | 1.2   | 2.0   | 0.4     | 0.5   | 67.2             | 4.5        |
| <b>Asia and Pacific</b> | 1.4          | 2.8   | 2.8   | 5.6   | 6.8   | 3.4   | 0.4     | 0.8   | -49.8            | 20.1       |
| <b>Europe</b>           | 3.4          | 3.5   | 4.1   | 2.9   | 3.4   | 3.2   | 0.9     | 0.7   | -4.8             | -0.9       |
| - European Union (27)   | 1.6          | 1.2   | 1.0   | 1.5   | 1.8   | 1.3   | 0.4     | 0.3   | -28.8            | -4.8       |
| - UK, CH, NO, IS        | 1.7          | 2.1   | 2.7   | 1.2   | 1.4   | 2.0   | 0.4     | 0.4   | 44.1             | 2.6        |
| - Other Europe          | 0.0          | 0.2   | 0.4   | 0.3   | 0.2   | 0.0   | 0.0     | 0.0   | n.s.             | n.s.       |
| <b>Middle East</b>      | 1.9          | 1.5   | 1.3   | 1.7   | 2.1   | 2.6   | 0.5     | 0.6   | 27.0             | 6.8        |
| <b>Africa</b>           | 0.1          | 0.1   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | -4.5       |
| <b>Other Countries</b>  | 0.7          | 2.7   | 1.1   | 0.0   | 0.0   | 0.0   | 0.2     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 383.9        | 392.0 | 312.1 | 359.0 | 422.0 | 436.2 | 100.0   | 100.0 | 3.4              | 2.6        |

Source: CSIL processing of official data

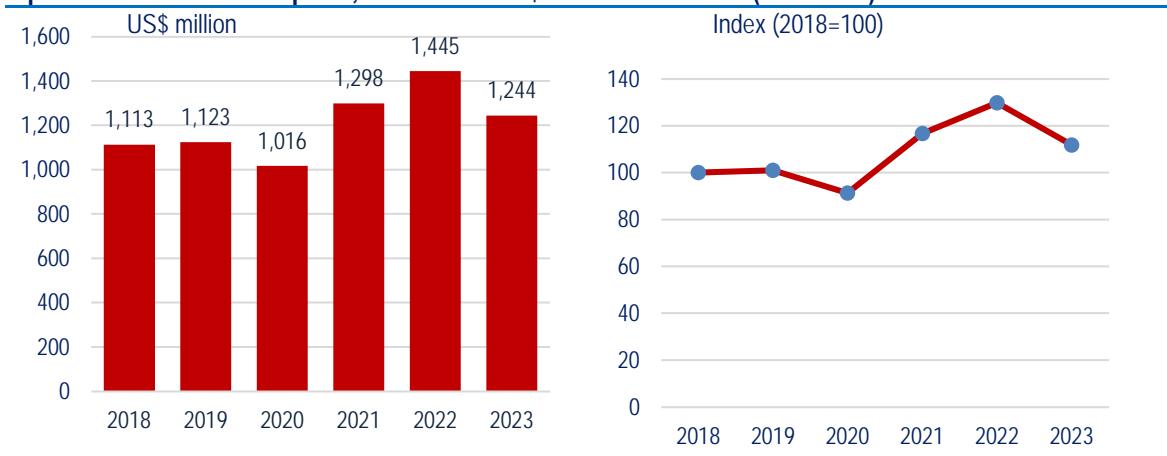
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.13.6 Canada. Upholstered furniture imports

**Figure 3.123 - Canada.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

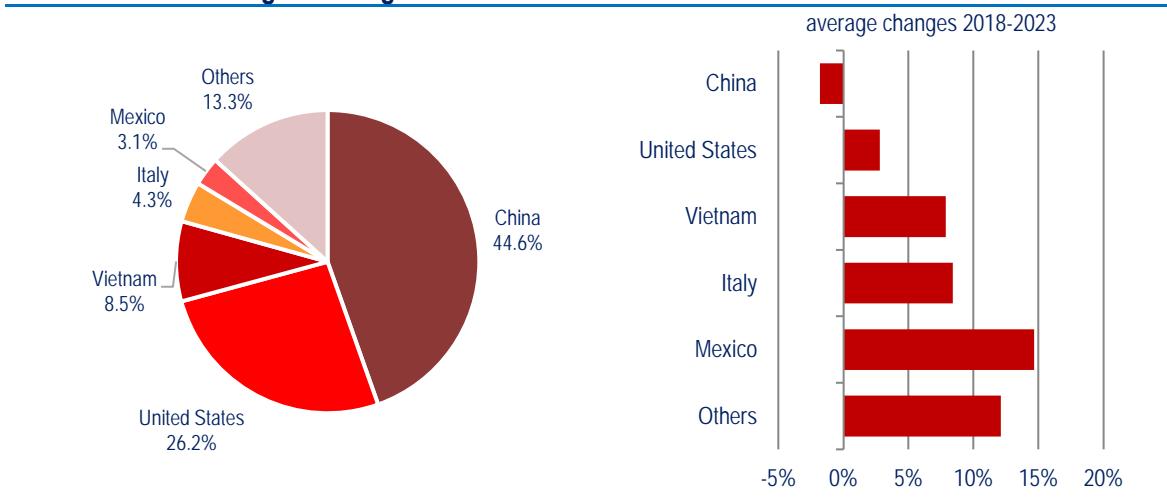


Source: CSIL processing of official data

**Figure 3.124 - Canada.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.126 - Canada.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 607.6        | 618.2  | 563.6  | 688.1  | 639.4  | 554.9  | 54.6    | 44.6  | -13.2            | -1.8       |
| United States           | 283.7        | 261.1  | 205.8  | 268.3  | 372.6  | 325.6  | 25.5    | 26.2  | -12.6            | 2.8        |
| Vietnam                 | 72.7         | 90.2   | 115.1  | 136.6  | 124.2  | 106.2  | 6.5     | 8.5   | -14.5            | 7.9        |
| Italy                   | 36.1         | 38.8   | 32.6   | 53.6   | 68.7   | 54.1   | 3.2     | 4.3   | -21.2            | 8.4        |
| Mexico                  | 19.3         | 24.6   | 16.4   | 26.0   | 49.0   | 38.2   | 1.7     | 3.1   | -22.1            | 14.7       |
| Cambodia                | 10.7         | 3.5    | 2.7    | 8.3    | 25.1   | 26.9   | 1.0     | 2.2   | 7.4              | 20.2       |
| Malaysia                | 11.2         | 11.7   | 11.5   | 13.4   | 28.2   | 26.5   | 1.0     | 2.1   | -6.0             | 18.9       |
| Thailand                | 4.0          | 6.7    | 7.7    | 14.9   | 28.4   | 23.2   | 0.4     | 1.9   | -18.3            | 41.8       |
| Poland                  | 14.1         | 8.5    | 7.4    | 12.2   | 16.6   | 17.0   | 1.3     | 1.4   | 2.6              | 3.8        |
| Türkiye                 | 0.8          | 1.4    | 1.7    | 5.4    | 10.6   | 8.2    | 0.1     | 0.7   | -22.9            | 57.8       |
| top 10                  | 1060.2       | 1064.8 | 964.5  | 1226.8 | 1362.7 | 1180.8 | 95.3    | 94.9  | -13.3            | 2.2        |
| others                  | 52.4         | 58.4   | 51.9   | 71.2   | 82.2   | 63.4   | 4.7     | 5.1   | -22.8            | 3.9        |
| <b>Americas</b>         | 304.5        | 288.0  | 224.4  | 297.1  | 424.6  | 366.3  | 27.4    | 29.4  | -13.7            | 3.8        |
| - North America         | 302.9        | 285.7  | 222.3  | 294.9  | 422.6  | 364.6  | 27.2    | 29.3  | -13.7            | 3.8        |
| - Central-South America | 1.5          | 2.2    | 2.1    | 2.2    | 2.0    | 1.7    | 0.1     | 0.1   | -12.8            | 2.7        |
| <b>Asia and Pacific</b> | 719.2        | 748.3  | 723.4  | 890.0  | 870.7  | 758.6  | 64.6    | 61.0  | -12.9            | 1.1        |
| <b>Europe</b>           | 88.3         | 86.3   | 67.6   | 110.4  | 149.0  | 119.0  | 7.9     | 9.6   | -20.2            | 6.2        |
| - European Union (27)   | 75.5         | 73.9   | 57.6   | 92.2   | 122.6  | 99.0   | 6.8     | 8.0   | -19.2            | 5.6        |
| - UK, CH, NO, IS        | 9.7          | 8.6    | 7.1    | 11.3   | 13.4   | 10.3   | 0.9     | 0.8   | -22.6            | 1.3        |
| - Other Europe          | 3.1          | 3.7    | 2.8    | 6.9    | 13.0   | 9.6    | 0.3     | 0.8   | -26.5            | 25.6       |
| <b>Middle East</b>      | 0.2          | 0.1    | 0.1    | 0.2    | 0.3    | 0.2    | 0.0     | 0.0   | -29.7            | 3.2        |
| <b>Africa</b>           | 0.3          | 0.2    | 0.2    | 0.3    | 0.3    | 0.2    | 0.0     | 0.0   | -20.8            | -4.1       |
| <b>Other Countries</b>  | 0.2          | 0.4    | 0.8    | 0.6    | 0.0    | 0.0    | 0.0     | 0.0   | n.s.             | -41.6      |
| <b>World Total</b>      | 1112.6       | 1123.3 | 1016.5 | 1298.0 | 1444.8 | 1244.3 | 100.0   | 100.0 | -13.9            | 2.3        |

Source: CSIL processing of official data

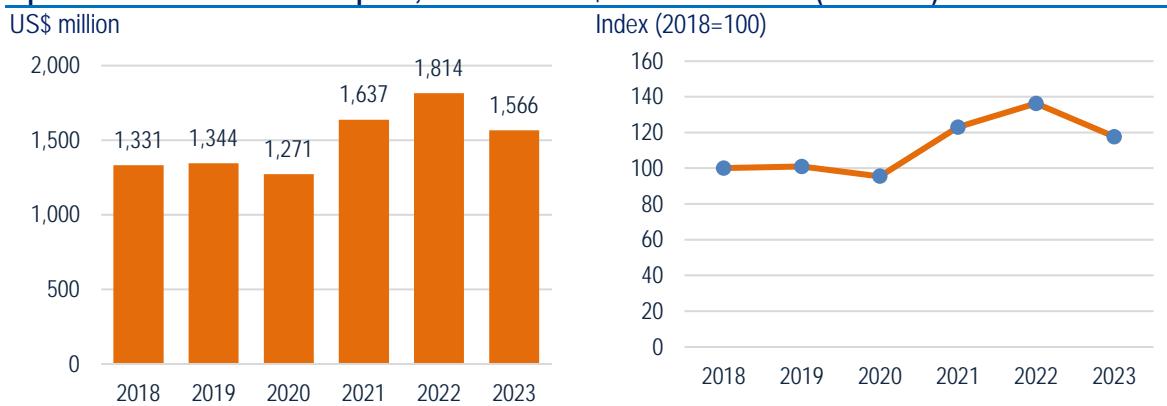
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.13.7 Canada. Upholstered furniture consumption

**Figure 3.125 - Canada.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.127 - Canada.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

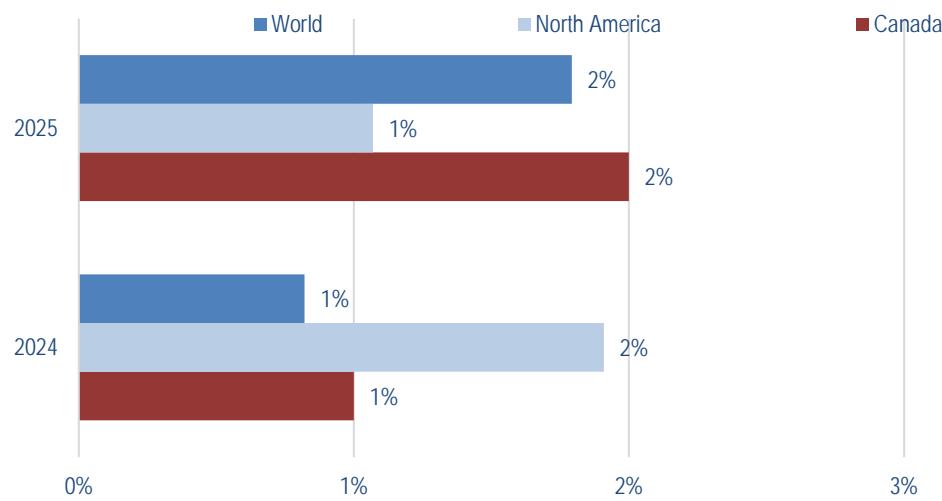
**Comparison with North America and World**

|               | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|------|------|
| Canada        | 84%  | 84%  | 80%  | 79%  | 80%  | 79%  |
| North America | 42%  | 43%  | 43%  | 47%  | 44%  | 43%  |
| World         | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.126 - Canada.**

**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**

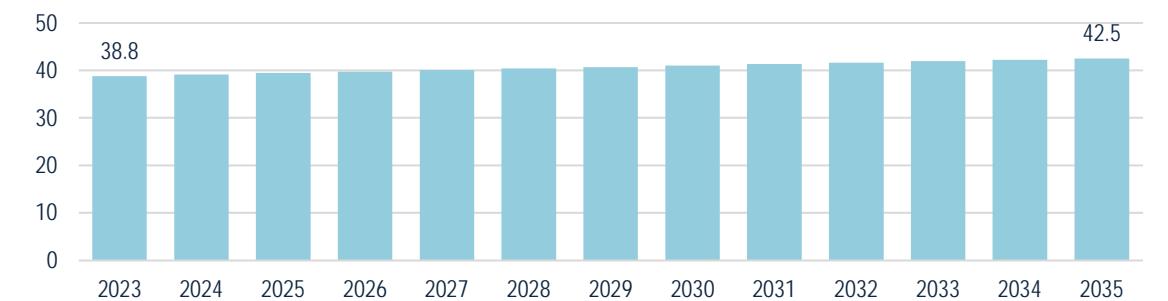


Source: CSIL

### 3.13.8 Canada. Population forecasts

**Figure 3.127 - Canada.**

**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.128 - Canada.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 17 |
| Urban Population | % of total | 82 |

Source: UN, World Bank

Last available year

**Table 3.129 - Canada.**

**Resident population in main cities\* and projected growth**

| Cities                       | Population (thousand) |       |       |
|------------------------------|-----------------------|-------|-------|
|                              | 2020                  | 2025  | 2030  |
| Toronto                      | 6,197                 | 6,491 | 6,793 |
| Montréal                     | 4,221                 | 4,377 | 4,573 |
| Vancouver                    | 2,581                 | 2,708 | 2,834 |
| Calgary                      | 1,547                 | 1,688 | 1,779 |
| Edmonton                     | 1,461                 | 1,589 | 1,673 |
| Ottawa-Gatineau              | 1,393                 | 1,466 | 1,535 |
| Québec                       | 826                   | 858   | 897   |
| Winnipeg                     | 817                   | 857   | 898   |
| Hamilton                     | 767                   | 793   | 828   |
| Kitchener-Cambridge-Waterloo | 562                   | 600   | 629   |
| London                       | 508                   | 527   | 550   |
| St. Catharines-Niagara       | 416                   | 430   | 449   |
| Halifax                      | 413                   | 426   | 445   |
| Oshawa                       | 398                   | 418   | 438   |
| Victoria                     | 386                   | 405   | 424   |
| Windsor                      | 336                   | 347   | 362   |
| Saskatoon                    | 325                   | 352   | 370   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.13.9 Canada. Comparison with the global upholstered furniture sector

Figure 3.128 - Canada.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



\*\* At producer prices, excluding retail markup

Sources: CSIL

Ranking among 70 countries, last available year

Table 3.130 - Canada.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 9985  | 2        |
| Population                                   | Million               | 39    | 24       |
| Urban Population                             | % of total population | 82    | 28       |
| Total GNP                                    | US\$ billion          | 2075  | 9        |
| Per capita GNP                               | US\$                  | 53310 | 18       |
| Household Consumption Exp.                   | US\$ billion          | 1163  | 10       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 2366  | 15       |
| Per capita GNP at PPP                        | US\$                  | 60760 | 20       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.14 The upholstered furniture industry in Romania

### 3.14.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Romania is the fifth upholstered furniture producing country in Europe (and the 14<sup>th</sup> globally).
- Romania ranks ninth globally for upholstered furniture exports, valued at US\$ 595 million. A significant 80% of its production is exported, with primary destinations including France, Italy, and Germany, underscoring Romania's role as a key supplier in the European market.
- Approximately 45% of Romania's upholstered furniture market is satisfied by imports, with major importing countries including Poland, Bulgaria, China, and Türkiye. This indicates a balanced reliance on both domestic production and international sourcing to meet market needs.

#### Competitive System Landscape

The leading entities in the upholstered furniture sector include Aramis Invest (by far the leading manufacturer of upholstered furniture), Italsofa Romania (part of Natuzzi), Pgs Sofa (operated by Alpagroup), ADA Fabricia (ADA), and Polipol Mobila (PBV Polipol). These firms are recognized for their specialization in upholstered furniture.

**Table 3.131 - Romania.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 837   | 700   | 756   | 757   | 718   | 694   | 647   | 819   | 798   | 745   |
| Exports            | US\$ million | 719   | 605   | 640   | 622   | 583   | 553   | 502   | 668   | 658   | 595   |
| Imports            | US\$ million | 31    | 32    | 41    | 51    | 67    | 74    | 83    | 121   | 117   | 122   |
| Consumption*       | US\$ million | 148   | 127   | 157   | 186   | 202   | 216   | 228   | 271   | 258   | 272   |
| Production         | % ch. - US\$ |       | -16%  | 8%    | 0%    | -5%   | -3%   | -7%   | 26%   | -2%   | -7%   |
| Exports            | % ch. - US\$ |       | -16%  | 6%    | -3%   | -6%   | -5%   | -9%   | 33%   | -2%   | -9%   |
| Imports            | % ch. - US\$ |       | 5%    | 30%   | 24%   | 30%   | 11%   | 12%   | 46%   | -3%   | 4%    |
| Consumption*       | % ch. - US\$ |       | -14%  | 24%   | 18%   | 9%    | 7%    | 6%    | 19%   | -5%   | 6%    |
| export/production  | %            | 86%   | 86%   | 85%   | 82%   | 81%   | 80%   | 78%   | 82%   | 82%   | 80%   |
| import/consumption | %            | 21%   | 25%   | 26%   | 28%   | 33%   | 34%   | 36%   | 45%   | 45%   | 45%   |
| Production         | ROL million  | 2,803 | 2,807 | 3,067 | 3,067 | 2,834 | 2,943 | 2,746 | 3,409 | 3,746 | 3,409 |
| Exports            | ROL million  | 2,410 | 2,426 | 2,597 | 2,521 | 2,300 | 2,343 | 2,131 | 2,783 | 3,086 | 2,724 |
| Imports            | ROL million  | 102   | 128   | 168   | 208   | 263   | 315   | 351   | 504   | 549   | 559   |
| Consumption*       | ROL million  | 496   | 509   | 638   | 754   | 796   | 915   | 967   | 1,130 | 1,209 | 1,244 |
| Production         | % ch. - ROL  |       | 0%    | 9%    | 0%    | -8%   | 4%    | -7%   | 24%   | 10%   | -9%   |
| Exports            | % ch. - ROL  |       | 1%    | 7%    | -3%   | -9%   | 2%    | -9%   | 31%   | 11%   | -12%  |
| Imports            | % ch. - ROL  |       | 25%   | 31%   | 24%   | 26%   | 20%   | 12%   | 43%   | 9%    | 2%    |
| Consumption*       | % ch. - ROL  |       | 3%    | 25%   | 18%   | 6%    | 15%   | 6%    | 17%   | 7%    | 3%    |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Ministry of Industry and Resources

**Table 3.132 - Romania.****Exchange rates, 2014-2023**

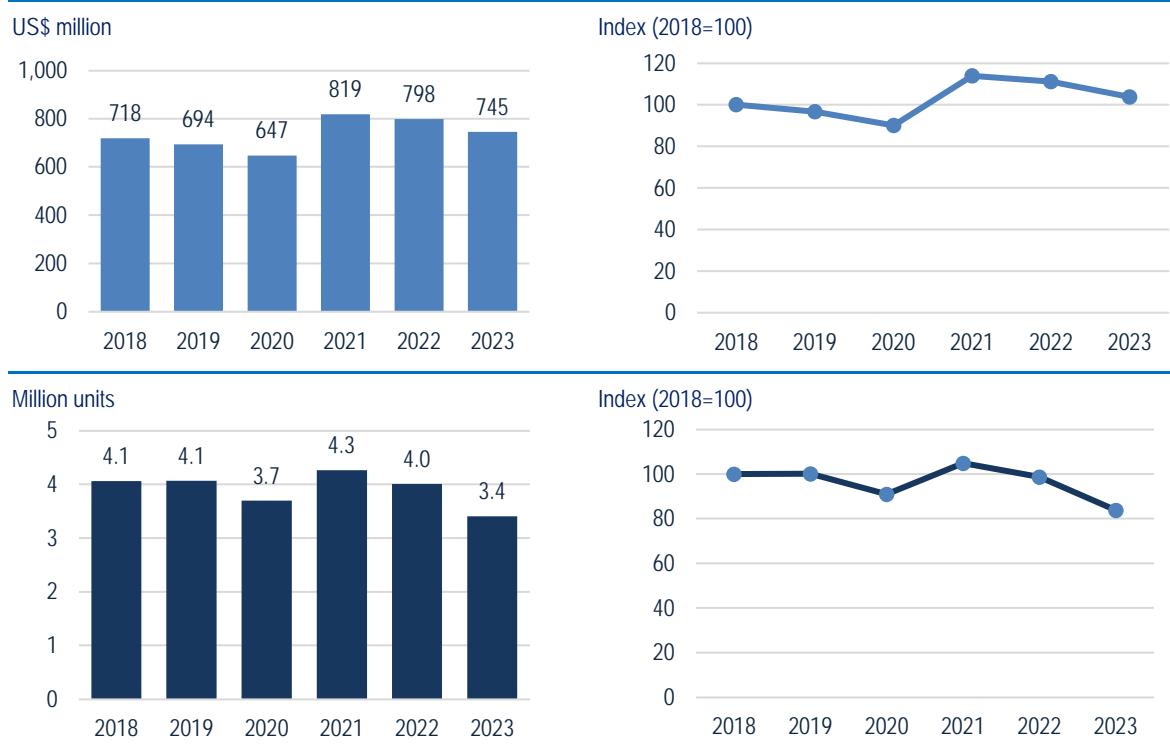
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| ROL per US\$ | 3.35 | 4.01 | 4.06 | 4.05 | 3.94 | 4.24 | 4.24 | 4.16 | 4.69 | 4.58 |
| ROL per EUR  | 4.45 | 4.45 | 4.49 | 4.58 | 4.66 | 4.75 | 4.84 | 4.93 | 4.94 | 4.95 |

Source: US Federal Reserve

### 3.14.2 Romania. Upholstered furniture production

**Figure 3.129 - Romania.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.133 - Romania.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Romania                    | 81%  | 80%  | 78%  | 82%  | 82%  | 80%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.14.3 Romania. Major upholstered furniture manufacturers

**Table 3.134 Romania. Major upholstered furniture manufacturers by turnover**

| Company   | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|---|---|--|-------------------------------|
| Aramis Invest                                   | 269   | 60   | 448                           |
| Italsofa Romania (Natuzzi)                      | 71  | 100  | 71                            |
| Pgs Sofa (Alpagroup)                            | 57  | 95   | 60                            |
| ADA Fabricia (ADA)                              | 42  | 100  | 42                            |
| Polipol Mobila (PBV Polipol)                    | 40  | 100  | 40                            |
| Cotta International (Cotta Collection)          | 35  | 100  | 35                            |
| Taparo  | 31  | 60   | 52                            |
| Ditre International (Orbital Design Collective) | 26  | 100  | 26                            |
| Top Design Furniture (Collection AB)            | 25  | 100  | 25                            |
| Minimaxx Sofa (Cotta Collection)                | 24  | 100  | 24                            |
| Italrom Leather                                 | 22  | 100  | 22                            |
| Casa Rusu                                       | 19  | 70   | 27                            |
| Bellinea  | 16  | 100  | 16                            |
| Lemet   | 15  | 27   | 55                            |
| Future (De Toekomst Meubelfabriek)              | 13  | 100  | 13                            |
| Dolce sofa                                      | 12  | 100  | 12                            |
| Saltex Mob                                      | 11  | 70   | 15                            |
| Mobila Dalin                                    | 10  | 80   | 13                            |
| Laguna Serv (Mobilia Laguna)                    | 10  | 60   | 17                            |
| MGA Sofa  | 10  | 100  | 10                            |
| Pure Home collections                           | 8   | 25   | 32                            |
| IMT   | 7   | 100  | 7                             |
| Rom Leather Sofa (Rom)                          | 7   | 100  | 7                             |
| Mobexpert Office (Mobexpert Group)              | 5   | 16   | 34                            |
| Staer   | 5   | 20   | 26                            |
| Prestige Mob                                    | 5   | 35   | 13                            |
| Agnetheln Mobila (Welle Holding)                | 4   | 100  | 4                             |
| Agache  | 3   | 100  | 3                             |
| Larix Mobila                                    | 2   | 14   | 17                            |
| Sessio.Eu                                       | 2   | 100  | 2                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.14.4 Romania. Short profiles of major upholstered furniture manufacturers

#### ADA Fabricia

**ADA Fabrica de mobila Srl**  
**Group:** ADA  
**Headquarters/Main Location**  
 Str. Iosif Vulcan 31 - 415500 Salonta - Romania  
 T: +40 259 408600  
**Web:** <https://www.ada.at>  
**Email:** office.salonta@ada.at  
**Activity:** Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 1; Romania

#### Agache

**Agache Srl**  
**Headquarters/Main Location**  
 Str. Buziasului nr.36 - 305500 Lugoj, Timis - Romania  
 T: +40 754 011485  
**Web:** <https://agache.ro>  
**Email:** office@agache.ro  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Bedrooms  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Romania

#### Agnetheln Mobila

**Agnetheln Mobila Tapitata Srl**  
**Group:** Welle Holding  
**Headquarters/Main Location**  
 Avram Iancu Nr. 130 - Agnita, Sibiu - Romania  
 T: +40 0269513330  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Romania

#### Aramis Invest

**Aramis Invest srl**  
**Headquarters/Main Location**  
 Str. Sperantiei 3 - 43015 Baia Mare , Maramures - Romania  
 T: +40 740 106911  
**Web:** <http://www.aramisgroup.ro> ; <https://aramisfeeling.ro> ; <https://aramisinvest.ro>  
**Email:** aramisbm@rdslink.ro ; office@aramis.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Mattresses, PU Foam,  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 95%  
**Manufacturing plants:** 1; Romania; In 2023 it was announced that Aramis would be building a new hall at its plant in Baia Mare, to increase its capacity in foam production.

#### Bellinea

**Bellinea SRL**  
**Headquarters/Main Location**  
 Strada Fabricii 10 - 450074 Salaj - Romania  
 T: +40 743 126 060  
**Web:** <https://bellinea.ro>  
**Email:** info@bellinea.ro  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Romania

#### Casa Rusu

**Rus Savitar SA - Casa Rusu**  
**Headquarters/Main Location**  
 76 Calea Timisoarei Street - 307041 Dudestii Noi, Timis - Romania  
 T: +40 256 378396  
**Web:** <https://www.casarusu.ro>  
**Email:** office@rus-savitar.ro ; comercial@mobilacasarusu.ro;contact@casarusu.ro  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Furnishing accessories, Semi-finished parts  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 0%  
**Manufacturing plants:** 3; Romania

**CD sofa**

Sc CD Sofa Srl

**Headquarters/Main Location**Str. Grigore Alexandrescu, nr. 4 - 115100 Campulung Muscel,  
Arges - Romania

T: +40 248 530068

Web: <http://www.cdsofa.eu>Email: [cdsofa@gmail.com](mailto:cdsofa@gmail.com)

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 0-5 US\$ million

Employees range: 0-20

**Cotta International**

Cotta International Srl

Group: Cotta Collection

**Headquarters/Main Location**

Strada Bicaz nr. 1-5 - Arad, Arad - Romania

T: +40 257278600

Web: <https://cotta.li>Email: [cotta@cotta.ro](mailto:cotta@cotta.ro)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million

Employees range: 251-500

Export share on total turnover: 95%

Manufacturing plants: 2; Romania

**Ditre International**

Ditre International Srl

Group: Orbital Design Collective

**Headquarters/Main Location**Zona Industriala Arad Vest NR. 3 - 310205 Arad, Arad -  
Romania

T: +40 257 216610

Email: [info@ditreinternational.ro](mailto:info@ditreinternational.ro)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: 2; Romania; Serbia.

**Dolce sofa**

Dolce sofa Srl

**Headquarters/Main Location**Str. Nicolae Titulescu Nr 75 - 336200 Vulcan, Hunedoara -  
RomaniaWeb: <http://www.dolcesofa.eu>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

**Upholstered furniture production** accounts for an estimated  
100% of total revenues**Total Turnover range:** 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Romania

**Ecomatrix**

Ecomatrix

**Headquarters/Main Location**

Str. Gabriel Georgescu nr. 54 - 440052 Satu Mare - Romania

T: +40 361 401 514

Web: <http://ecomatrix.ro>Email: [office@ecomatrix.ro](mailto:office@ecomatrix.ro)

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living  
rooms, Tables and Chairs**Upholstered furniture production** accounts for an estimated  
30% of total revenues**Total Turnover range:** 0-5 US\$ million

Employees range: 0-20

Export share on total turnover: 100%

Manufacturing plants: 1; Romania

**Elvila**

Sc Elvila Sa

Group: Elvila

**Headquarters/Main Location**

Str. Siriului nr.74-76, Sector 1 - 014353 Bucarest - Romania

T: +40 372 131820 ; 131844

Web: <https://www.elvila.ro>Email: [contact@elvila.ro](mailto:contact@elvila.ro)

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Kitchen Furniture,  
Upholstered furniture, Dining and Living rooms, Bedrooms,  
Beds, Children's rooms, Tables and Chairs, Occasional,  
Home furniture, Mattresses, Contract**Upholstered furniture production** accounts for an estimated  
10% of total revenues**Total Turnover range:** 5-15 US\$ million

Employees range: 100-250

Export share on total turnover: 85%

Manufacturing plants: 3; Romania

**Eurocomfil**

**Eurocomfil Invest Srl**

**Group:** Taparo

**Headquarters/Main Location**

Tibblesului, 108 - 435600 Targu Lapus, Maramures - Romania

**Web:** <http://www.eurocomfil.ro>

**Email:** sales@eurocomfil.ro

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Beds

**Upholstered furniture production** accounts for an estimated 70% of total revenues

**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

**Manufacturing plants:** 1; Romania

**Future**

**Future Srl**

**Group:** De Toekomst Meubelfabriek

**Headquarters/Main Location**

Strada Odăii 42 - 075100 Otopeni - Romania

**T:** +40 21 352 0977

**Web:** <https://www.sittingvision.com>

**Email:** contact@de-toekomst.nl

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 51-100

**Manufacturing plants:** 1; Romania

**IMOB**

**SC Imob SRL**

**Headquarters/Main Location**

Str. Gen. Dascalescu 401 - 610200 Piatra Neamt - Romania

**T:** +40 233 211320

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Garden and Outdoor

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 100-250

**IMT**

**IMT Industria Mobili Tappazzati**

**Headquarters/Main Location**

Str. Poetului, 1C - 310345 Arad, Arad - Romania

**T:** +40 257 278 786

**Web:** <http://www.imtdivani.com>

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 5-15 US\$ million

**Employees range:** 21-50

**Manufacturing plants:** 1; Romania

**Italrom Leather**

**Italrom Leather Srl**

**Headquarters/Main Location**

Str. Matei Corvin Nr. 202F - 337532 Mintia, Hunedoara - Romania

**T:** +40 254 236622

**Web:** <http://www.italromsofa.com>

**Email:** info@italromsofa.com ; diana.barbu@italromsofa.com

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; Romania

**Italsofa Romania**

**Italsofa Romania Srl**

**Group:** Natuzzi

**Headquarters/Main Location**

Bulevardul Unirii 40 - 430232 Baia Mare, Maramures - Romania

**T:** +40 262 207001

**Web:** <https://www.natuzzi.com>

**Email:** office@italsofRomania.ro

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Export share on total turnover:** 99%

**Manufacturing plants:** 1; Romania

**Laguna Serv**

**SC Laguna Serv Srl**

**Group:** Mobilia Laguna

**Headquarters/Main Location**

str. Șugău nr. 66 - 435500 Sighetu Marmației, Maramureș - Romania

**T:** +40 0262 330 490

**Web:** <https://mobilalaguna.ro>

**Email:** comenzi@lagunaserv.ro

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms

**Upholstered furniture production** accounts for an estimated 60% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 2; Romania

**Larix Mobila**

Larix Mobila Srl

**Headquarters/Main Location**

str. Gurghiu, nr. 69 - 545300 Reghin, Mures - Romania

T: +40 265 513772 ; 511990 ; 511992

Web: <http://www.larixmobila.ro>Email: [office@larixmobila.ro](mailto:office@larixmobila.ro)**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, RTA - DIY furniture, Contract**Upholstered furniture production** accounts for an estimated 14% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 70%**Manufacturing plants:** 4; Romania**Lemet**

Lemet

**Headquarters/Main Location**

Str. Romaniței nr.1 - 105600 Câmpina, Prahova - Romania

T: +40 244 368444 ; 368355

Web: <https://www.lemet.ro>Email: [office@lemet.ro](mailto:office@lemet.ro)**Activity:** Manufacturer, Retailer**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Home furniture**Upholstered furniture production** accounts for an estimated 27% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 2%**Manufacturing plants:** 1; Romania**MGA Sofa**

Mobilier General Arad Srl - MGA Sofa

**Headquarters/Main Location**

Strada Bicaz, Nr. 6A - 310134 Arad, Arad - Romania

T: +40 257 288177

Web: <http://mgasofa.ro>Email: [info@mobiliergeneralarad.ro](mailto:info@mobiliergeneralarad.ro)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 251-500**Export share on total turnover:** 90%**Manufacturing plants:** 1; Romania**Minimaxx Sofa**

Minimaxx Sofa Srl

**Group:** Cotta Collection**Headquarters/Main Location**

Ciutariei Nr. 7 - 315700 Sebis - Romania

T: +40 257 310110

**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Romania**Mobex Sa**

Mobex Sa

**Headquarters/Main Location**

Str.Caprioarei nr.2 - 540314 Targu Mures, Mures - Romania

T: +40 265 210652

Web: <https://mobex.ro>Email: [office@mobex.ro](mailto:office@mobex.ro)**Activity:** Manufacturer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional**Upholstered furniture production** accounts for an estimated 8% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 66%**Manufacturing plants:** 1; Romania**Mobexpert Office**

Retail Concept &amp; Design SRL - Mobexpert

**Group:** Mobexpert Group**Headquarters/Main Location**

Soseaua fabrica de Glucoza 21 - 020331 Bucarest - Romania

T: +40 21 2421040

Web: <https://mobexpert.ro>Email: [office@mobexpert.ro](mailto:office@mobexpert.ro)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Contract**Upholstered furniture production** accounts for an estimated 16% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Export share on total turnover:** 10%**Manufacturing plants:** 8; Romania

**Mobiladalin**

Mobiladalin

**Headquarters/Main Location**

122 Apalinei St. - 545300 Reghin, Mures - Romania

T: +40 725 510 233; 799 499 250

Web: <https://www.mobildalin.ro>Email: [dalin@mobildalin.ro](mailto:dalin@mobildalin.ro)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Export share on total turnover:** 30%**Manufacturing plants:** 1; Romania**Pgs Sofa**

Pgs Sofa &amp; Co Srl

**Group:** Alpagroup**Headquarters/Main Location**

Soceaua Borsului 23/A, et.2 - 410605 Oradea, Bihor - Romania

T: +40 259407850

Email: [pgs@parisot.com.ro](mailto:pgs@parisot.com.ro)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 95% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 90%**Manufacturing plants:** 3; Romania**Polipol Mobila**

Polipol Mobila Srl

**Group:** PBV Polipol**Headquarters/Main Location**

Str. Principală, Nr.631 - 447135 Foieni, Satu Mare - Romania

T: +40 261 807 600

Web: <https://www.polipolmobila.ro>Email: [office@polipol.ro](mailto:office@polipol.ro)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Manufacturing plants:** 2; Romania**Prestige Mob**

Prestige Mob Srl

**Headquarters/Main Location**

Strada Unitatii, nr. 38 - 077015 Balotesti - Romania

T: +40 031 631 2666

Web: <https://www.prestigehome.ro>Email: [info@prestigehome.ro](mailto:info@prestigehome.ro)**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Beds, Mattresses**Upholstered furniture production** accounts for an estimated 35% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Romania**Pure Home collections**

Pure Furniture

**Headquarters/Main Location**

Str. Careiului 164 - 440187 Satu Mare - Romania

T: +40 0261-8397

Web: <https://www.purefurniture.com>Email: [info@purefurniture.com](mailto:info@purefurniture.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Tables and Chairs**Upholstered furniture production** accounts for an estimated 25% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Export share on total turnover:** 98%**Manufacturing plants:** 2; Romania; Ukraine.**Quadra Invest**

SC Quadra Invest SA

**Headquarters/Main Location**

Sos. Găești, nr. 1 - 130087 Târgoviște, Dâmbovița - Romania

T: +40 245 217616

Web: <https://www.fain.eu>Email: [marketing@quadra.ro](mailto:marketing@quadra.ro)**Activity:** Manufacturer, Retailer**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Contract**Upholstered furniture production** accounts for an estimated 35% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 100-250**Export share on total turnover:** 95%**Manufacturing plants:** 1; Romania

**Rom Leather Sofa**

**SC Rom Leather Sofas SRL**  
**Group:** Rom  
**Headquarters/Main Location**  
Nr. 409 - 254 Soimus - Romania  
T: +40 254 237411  
Web: <https://www.rom1961.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100

**Saltex Mob**

**Saltex Mob Srl**  
**Headquarters/Main Location**  
Bulevardul Biruintei nr. 282 - 077145 Pantelimon, Ilfov - Romania  
T: +40 021 491 73 50 ; 491 79 93  
Web: <http://www.saltexmob.ro>  
Email: [saltex@saltexmob.ro](mailto:saltex@saltexmob.ro)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Romania

**Sessio.Eu**

**Sessio.Eu Srl**  
**Headquarters/Main Location**  
Industrial Park no 2, - 455200 Jibou, Salaj - Romania  
T: +40 260 64 22 00  
Web: <https://www.sessio.eu>  
Email: [info@sessio.eu](mailto:info@sessio.eu)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Romania

**Sofa Works**

**Sofa Works Srl**  
**Group:** Taparo  
**Headquarters/Main Location**  
Str. Tibleșului Nr. 112 - 435600 Targu Lăpuș, Maramureș - Romania  
Web: <http://www.sofaworks.ro>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Romania

**Spectral**

**Spectral Mobila S.A.**  
**Headquarters/Main Location**  
Str. Weinfeld Nr. 2 - 731184 Barlad - Romania  
T: +40 235421841  
Web: <https://www.spectral.ro>  
Email: [online@spectral.ro](mailto:online@spectral.ro)  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Furnishing accessories  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250

**Staer**

**Staer International Sa**  
**Headquarters/Main Location**  
Str. Siderurgistilor nr.25 bl.SD-6B - 800234 Galati, Galati - Romania  
T: +40 236 406209  
Web: <https://staer.ro>  
Email: [office@staer.ro](mailto:office@staer.ro)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, RTA - DIY furniture, Contract  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Romania

**Taparo****SC Taparo Srl****Group:** Taparo**Headquarters/Main Location**

NR. 198 DJ182 - 435600 Borcut, Maramures - Romania

T: +40 262 386355

Web: <http://www.taparo.ro>Email: [office@taparo.ro](mailto:office@taparo.ro)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 90%**Manufacturing plants:** 4; Romania**Transval Mob****SC Transval Mob S.A.****Group:** ADOVA (ex Cauval)**Headquarters/Main Location**

Str. Unirii nr. 40 - 435500 Sighetu Marmatiei, Maramures - Romania

T: +40 262 316124

Web: <http://www.transvalmob.ro>Email: [office@transvalmob.ro](mailto:office@transvalmob.ro)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Romania**Top Design Furniture****SC Top Design Furniture Srl - TDF****Group:** Collection AB**Headquarters/Main Location**

Str. Garii FN - 447185 Mediesu Aurit, Satu Mare - Romania

T: +40 261 555555

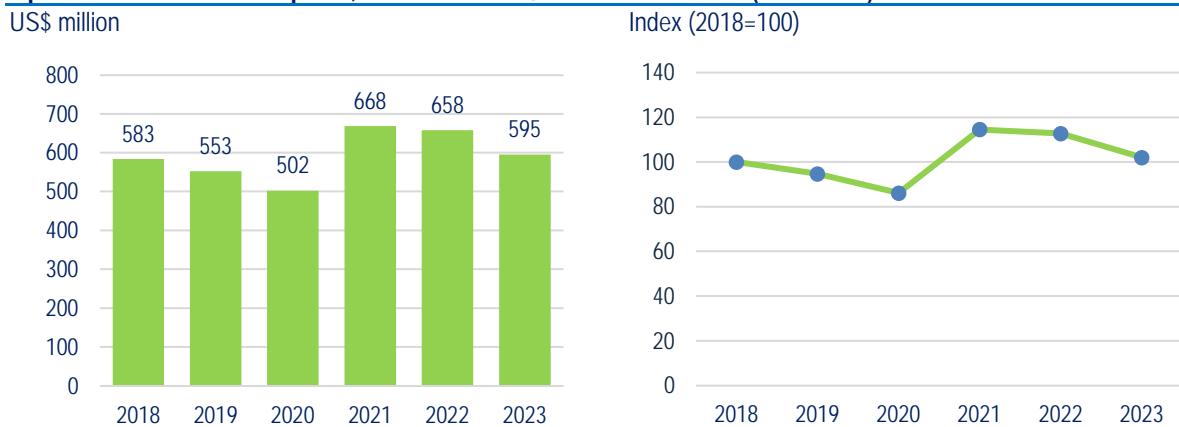
Web: <http://www.topdesignfurniture.com>Email: [info@topdesignfurniture.com](mailto:info@topdesignfurniture.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Romania

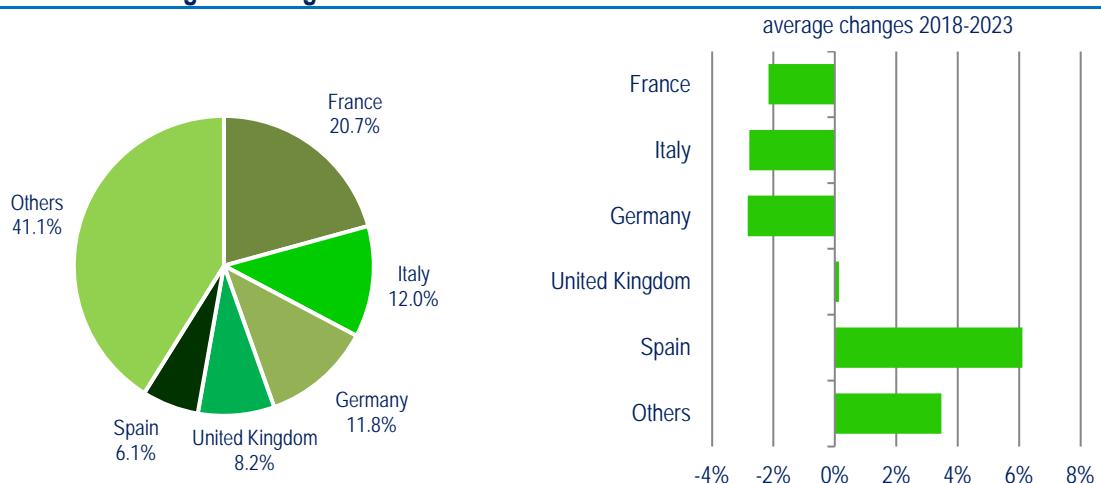
### 3.14.5 Romania. Upholstered furniture exports

**Figure 3.130 - Romania.**  
**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.131 - Romania.**  
**Upholstered furniture exports by country of destination, 2023.**  
**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.135 - Romania.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| France                  | 137.5        | 141.2 | 121.6 | 156.0 | 140.8 | 123.3 | 23.6    | 20.7  | -12.4            | -2.2       |
| Italy                   | 82.4         | 75.9  | 65.8  | 90.9  | 82.1  | 71.5  | 14.1    | 12.0  | -12.9            | -2.8       |
| Germany                 | 81.2         | 65.9  | 63.2  | 77.8  | 75.6  | 70.4  | 13.9    | 11.8  | -6.9             | -2.8       |
| United Kingdom          | 48.6         | 42.4  | 40.7  | 48.5  | 50.5  | 48.9  | 8.3     | 8.2   | -3.2             | 0.1        |
| Spain                   | 27.1         | 22.8  | 18.2  | 34.7  | 37.7  | 36.5  | 4.7     | 6.1   | -3.3             | 6.1        |
| Netherlands             | 27.4         | 22.1  | 24.8  | 28.0  | 29.6  | 27.8  | 4.7     | 4.7   | -6.2             | 0.3        |
| Austria                 | 35.5         | 31.8  | 30.5  | 34.7  | 29.2  | 26.7  | 6.1     | 4.5   | -8.7             | -5.6       |
| Belgium                 | 24.5         | 22.0  | 20.8  | 29.0  | 26.7  | 23.8  | 4.2     | 4.0   | -10.8            | -0.6       |
| Poland                  | 9.0          | 15.8  | 14.3  | 22.8  | 20.3  | 18.8  | 1.5     | 3.2   | -7.4             | 16.0       |
| United States           | 9.1          | 10.2  | 9.2   | 16.6  | 21.6  | 16.9  | 1.6     | 2.8   | -21.7            | 13.1       |
| top 10                  | 482.4        | 450.3 | 409.1 | 538.9 | 514.2 | 464.7 | 82.7    | 78.1  | -9.6             | -0.7       |
| others                  | 100.7        | 102.3 | 93.2  | 129.5 | 143.4 | 130.6 | 17.3    | 21.9  | -8.9             | 5.3        |
| <b>Americas</b>         | 11.4         | 11.9  | 9.8   | 19.1  | 26.7  | 20.9  | 1.9     | 3.5   | -21.5            | 13.0       |
| - North America         | 11.2         | 11.8  | 9.8   | 18.7  | 25.9  | 19.4  | 1.9     | 3.3   | -25.1            | 11.5       |
| - Central-South America | 0.1          | 0.0   | 0.0   | 0.4   | 0.8   | 1.5   | 0.0     | 0.3   | n.s.             | 67.9       |
| <b>Asia and Pacific</b> | 1.2          | 1.8   | 1.4   | 1.5   | 1.4   | 2.1   | 0.2     | 0.4   | 47.9             | 12.3       |
| <b>Europe</b>           | 538.4        | 511.2 | 471.0 | 617.2 | 606.0 | 554.3 | 92.3    | 93.1  | -8.5             | 0.6        |
| - European Union (27)   | 472.9        | 452.3 | 414.5 | 547.9 | 534.9 | 481.5 | 81.1    | 80.9  | -10.0            | 0.4        |
| - UK, CH, NO, IS        | 55.9         | 49.4  | 46.4  | 57.7  | 58.1  | 58.3  | 9.6     | 9.8   | 0.3              | 0.8        |
| - Other Europe          | 9.6          | 9.5   | 10.1  | 11.6  | 13.0  | 14.4  | 1.6     | 2.4   | 11.5             | 8.6        |
| <b>Middle East</b>      | 31.2         | 26.7  | 19.0  | 27.3  | 21.5  | 16.1  | 5.4     | 2.7   | -25.3            | -12.4      |
| <b>Africa</b>           | 1.3          | 1.1   | 1.1   | 3.4   | 2.4   | 1.9   | 0.2     | 0.3   | -19.8            | 8.8        |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | n.c.       |
| <b>World Total</b>      | 583.1        | 552.6 | 502.3 | 668.4 | 657.6 | 595.3 | 100.0   | 100.0 | -9.5             | 0.4        |

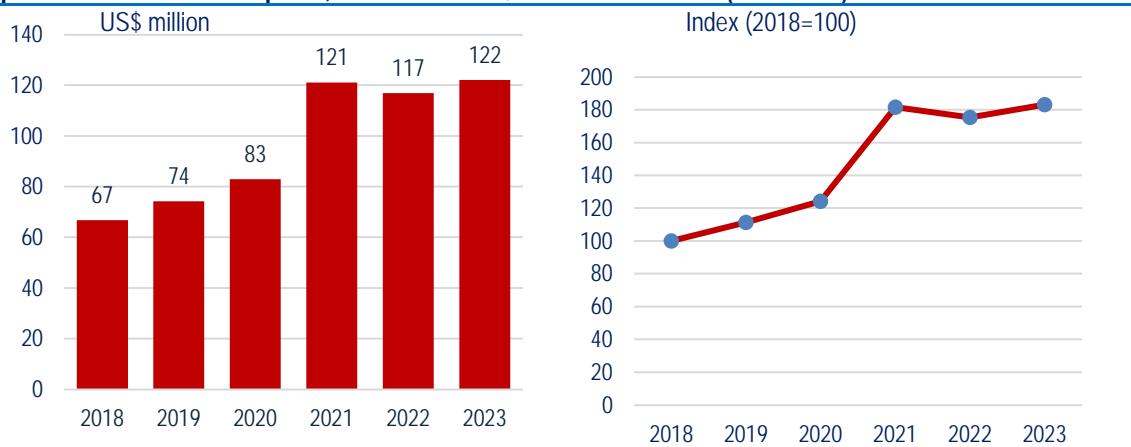
Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

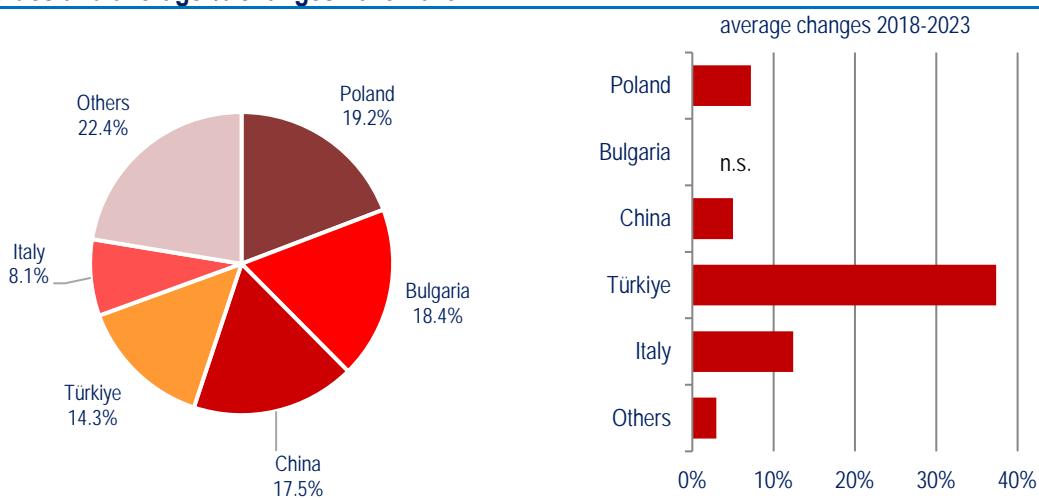
### 3.14.6 Romania. Upholstered furniture imports

**Figure 3.132 - Romania.**  
**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.133 - Romania.**  
**Upholstered furniture imports by country of origin, 2023.**  
**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.136 - Romania.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Poland                  | 16.6         | 17.7 | 15.8 | 20.6  | 20.8  | 23.5  | 24.8    | 19.2  | 13.0             | 7.2        |
| Bulgaria                | 0.6          | 4.2  | 11.2 | 18.4  | 20.1  | 22.4  | 0.9     | 18.4  | 11.9             | n.s.       |
| China                   | 16.8         | 19.3 | 21.9 | 33.0  | 21.8  | 21.4  | 25.1    | 17.5  | -1.7             | 5.0        |
| Türkiye                 | 3.6          | 5.2  | 7.7  | 12.3  | 16.8  | 17.5  | 5.4     | 14.3  | 4.4              | 37.4       |
| Italy                   | 5.5          | 6.1  | 5.5  | 9.6   | 9.7   | 9.9   | 8.3     | 8.1   | 2.6              | 12.4       |
| Ukraine                 | 2.1          | 2.0  | 2.0  | 3.9   | 4.6   | 4.4   | 3.1     | 3.6   | -4.4             | 16.4       |
| Germany                 | 3.4          | 2.6  | 2.3  | 3.0   | 3.8   | 3.0   | 5.1     | 2.4   | -21.7            | -2.7       |
| Moldova                 | 2.0          | 1.7  | 1.6  | 2.2   | 1.9   | 2.8   | 3.0     | 2.3   | 49.0             | 7.0        |
| Spain                   | 0.7          | 0.9  | 0.9  | 1.0   | 1.3   | 1.6   | 1.1     | 1.3   | 26.8             | 17.0       |
| Serbia                  | 2.7          | 2.3  | 1.2  | 1.4   | 1.4   | 1.6   | 4.0     | 1.3   | 15.0             | -9.9       |
| top 10                  | 53.9         | 62.0 | 70.1 | 105.3 | 102.0 | 108.2 | 80.9    | 88.6  | 6.0              | 14.9       |
| others                  | 12.7         | 12.2 | 12.8 | 15.7  | 14.9  | 14.0  | 19.1    | 11.4  | -6.3             | 1.9        |
| <b>Americas</b>         | 0.1          | 0.1  | 0.1  | 0.3   | 0.6   | 0.3   | 0.1     | 0.3   | -49.2            | 27.6       |
| - North America         | 0.1          | 0.1  | 0.1  | 0.3   | 0.6   | 0.3   | 0.1     | 0.3   | -49.2            | 27.9       |
| - Central-South America | 0.0          | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>Asia and Pacific</b> | 20.1         | 22.5 | 24.7 | 36.3  | 23.2  | 22.8  | 30.1    | 18.6  | -1.8             | 2.6        |
| <b>Europe</b>           | 46.4         | 51.4 | 57.8 | 84.2  | 92.8  | 98.5  | 69.5    | 80.7  | 6.2              | 16.3       |
| - European Union (27)   | 34.3         | 38.5 | 44.0 | 61.5  | 65.8  | 70.1  | 51.4    | 57.4  | 6.7              | 15.4       |
| - UK, CH, NO, IS        | 0.2          | 0.6  | 0.3  | 0.4   | 0.5   | 0.7   | 0.3     | 0.6   | 43.9             | 27.3       |
| - Other Europe          | 11.9         | 12.3 | 13.5 | 22.3  | 26.5  | 27.7  | 17.8    | 22.6  | 4.3              | 18.4       |
| <b>Middle East</b>      | 0.1          | 0.1  | 0.0  | 0.1   | 0.1   | 0.1   | 0.1     | 0.1   | -8.8             | 7.7        |
| <b>Africa</b>           | 0.1          | 0.1  | 0.2  | 0.2   | 0.2   | 0.4   | 0.2     | 0.3   | n.s.             | 29.7       |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | n.c.       |
| <b>World Total</b>      | 66.7         | 74.2 | 82.9 | 121.1 | 116.9 | 122.1 | 100.0   | 100.0 | 4.4              | 12.9       |

Source: CSIL processing of official data

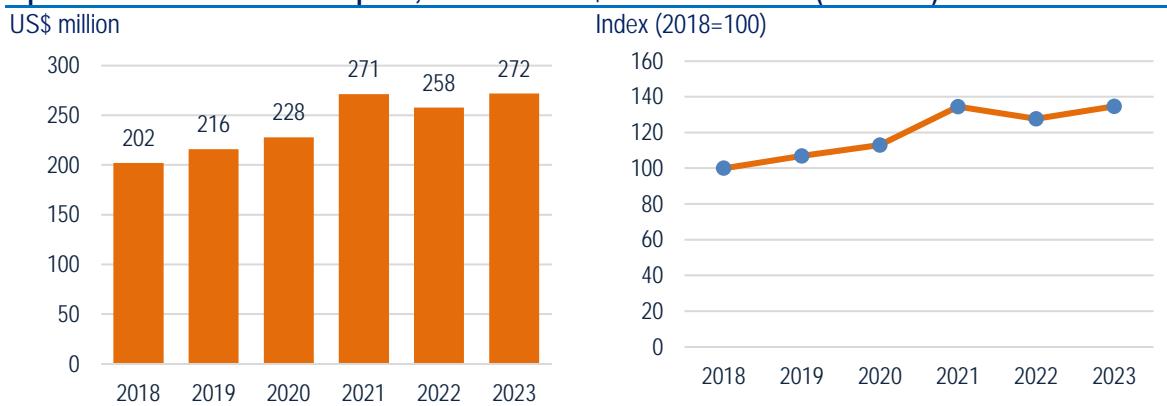
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.14.7 Romania. Upholstered furniture consumption

**Figure 3.134 - Romania.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.137 - Romania.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

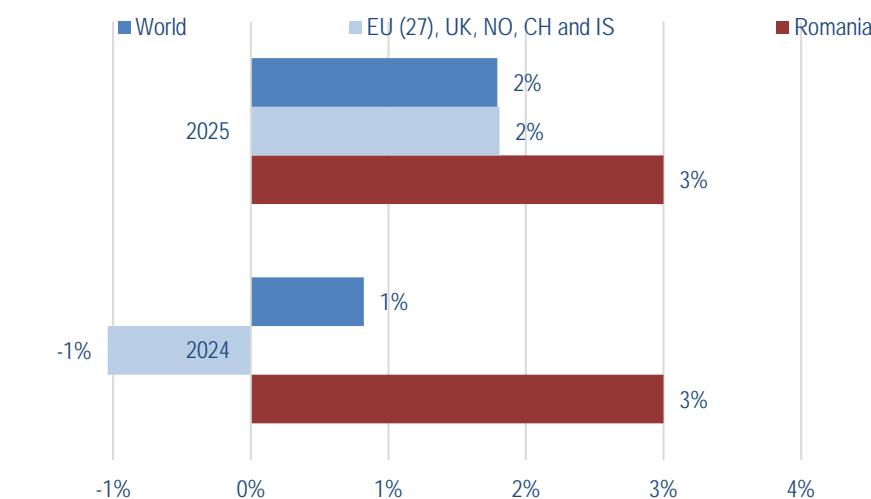
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Romania                    | 33%  | 34%  | 36%  | 45%  | 45%  | 45%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.135 - Romania.**

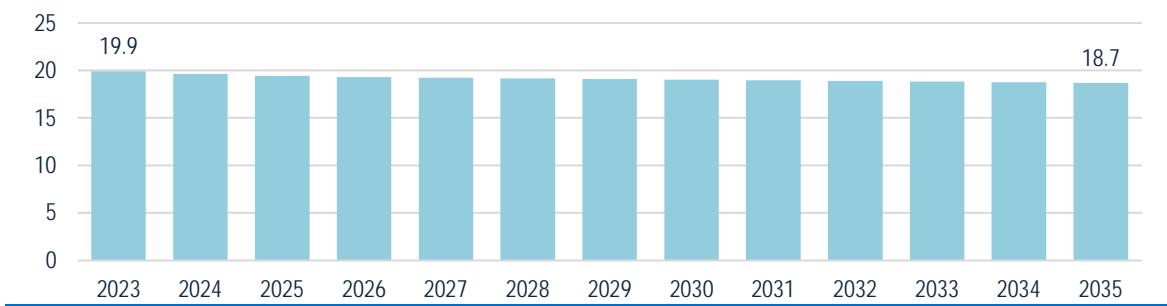
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.14.8 Romania. Population forecasts

**Figure 3.136 - Romania.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.138 - Romania.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 8  |
| Urban Population | % of total | 54 |

Source: UN, World Bank

Last available year

**Table 3.139 - Romania.**

**Resident population in main cities\* and projected growth**

| Cities                | Population (thousand) |       |       |
|-----------------------|-----------------------|-------|-------|
|                       | 2020                  | 2025  | 2030  |
| Bucuresti (Bucharest) | 1,803                 | 1,759 | 1,741 |
| Timisoara             | 307                   | 306   | 307   |
| Cluj-Napoca           | 308                   | 308   | 309   |
| Iasi                  | 317                   | 316   | 316   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.14.9 Romania. Comparison with the global upholstered furniture sector

Figure 3.137 - Romania.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

\*\* At producer prices, excluding retail markup

Table 3.140 - Romania.  
Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 238   | 38       |
| Population                                   | Million               | 19    | 35       |
| Urban Population                             | % of total population | 54    | 63       |
| Total GNP                                    | US\$ billion          | 297   | 43       |
| Per capita GNP                               | US\$                  | 15570 | 45       |
| Household Consumption Exp.                   | US\$ billion          | 191   | 37       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 799   | 32       |
| Per capita GNP at PPP                        | US\$                  | 41950 | 41       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.15 The upholstered furniture industry in Australia

### 3.15.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Australia ranks 8th globally in upholstered furniture consumption and imports.
- In 2023, upholstered furniture consumption in Australia reached US\$1.45 billion, a 19% decrease compared to 2022.
- Imports account for about 52% of this consumption.
- China is the primary source of Australia's upholstered furniture imports.

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Greenlit Brands, King Living, Schiavello Manufacturing, Jardan Australia and Lounge Innovation. Most of these companies are not upholstered furniture specialized.

#### M&A Deals and Recent News

- In 2024, King Living initiated its global expansion into the North American market by opening its showrooms in both the United States and Canada.
- In 2024, Australian furniture retailer Nick Scali announced enter the UK market with the acquisition and re-branding of British company Anglia Home Furnishings, which trades as Fabb Furniture.
- In November 2023, Jardan has doubled the size of its factory.
- In October 2021, Nick Scali acquired Plush-Think Sofas ("Plush"), a company primarily specializing in sofas.

**Table 3.141 - Australia.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 698   | 602   | 634   | 681   | 655   | 615   | 604   | 695   | 687   | 703   |
| Exports            | US\$ million | 4     | 7     | 6     | 8     | 7     | 14    | 11    | 11    | 10    | 6     |
| Imports            | US\$ million | 743   | 698   | 686   | 728   | 868   | 771   | 830   | 1,060 | 1,124 | 757   |
| Consumption*       | US\$ million | 1,437 | 1,293 | 1,315 | 1,401 | 1,517 | 1,372 | 1,424 | 1,743 | 1,802 | 1,454 |
| Production         | % ch. - US\$ |       | -14%  | 5%    | 7%    | -4%   | -6%   | -2%   | 15%   | -1%   | 2%    |
| Exports            | % ch. - US\$ |       | 89%   | -23%  | 47%   | -11%  | 93%   | -24%  | 1%    | -13%  | -32%  |
| Imports            | % ch. - US\$ |       | -6%   | -2%   | 6%    | 19%   | -11%  | 8%    | 28%   | 6%    | -33%  |
| Consumption*       | % ch. - US\$ |       | -10%  | 2%    | 7%    | 8%    | -10%  | 4%    | 22%   | 3%    | -19%  |
| export/production  | %            | 1%    | 1%    | 1%    | 1%    | 1%    | 2%    | 2%    | 2%    | 1%    | 1%    |
| import/consumption | %            | 52%   | 54%   | 52%   | 52%   | 57%   | 56%   | 58%   | 61%   | 62%   | 52%   |
| Production         | AUD million  | 773   | 800   | 852   | 888   | 876   | 885   | 876   | 924   | 989   | 1,059 |
| Exports            | AUD million  | 4     | 10    | 8     | 11    | 10    | 20    | 16    | 15    | 14    | 10    |
| Imports            | AUD million  | 822   | 928   | 922   | 949   | 1,161 | 1,109 | 1,204 | 1,410 | 1,618 | 1,140 |
| Consumption*       | AUD million  | 1,591 | 1,718 | 1,767 | 1,826 | 2,027 | 1,973 | 2,064 | 2,320 | 2,593 | 2,189 |
| Production         | % ch. - AUD  |       | 3%    | 7%    | 4%    | -1%   | 1%    | -1%   | 5%    | 7%    | 7%    |
| Exports            | % ch. - AUD  |       | 127%  | -22%  | 43%   | -9%   | 108%  | -23%  | -7%   | -6%   | -29%  |
| Imports            | % ch. - AUD  |       | 13%   | -1%   | 3%    | 22%   | -4%   | 9%    | 17%   | 15%   | -30%  |
| Consumption*       | % ch. - AUD  |       | 8%    | 3%    | 3%    | 11%   | -3%   | 5%    | 12%   | 12%   | -16%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

**Table 3.142 - Australia.****Exchange rates, 2014-2023**

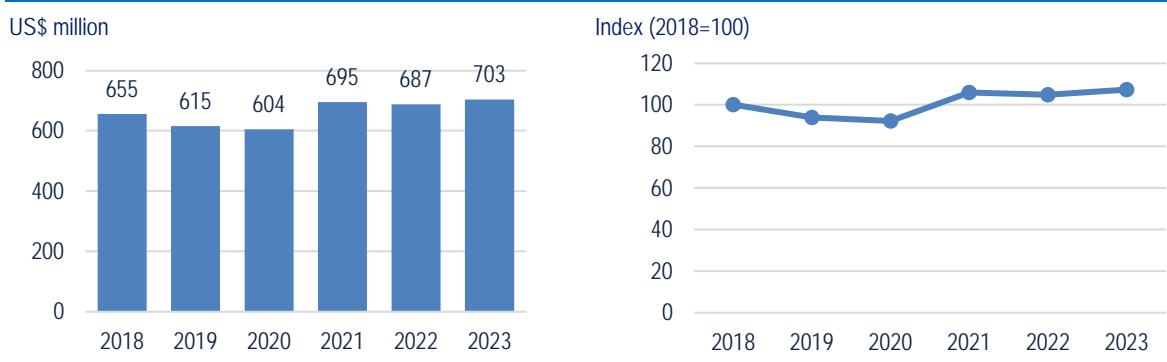
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| AUD per US\$ | 1.11 | 1.33 | 1.34 | 1.30 | 1.34 | 1.44 | 1.45 | 1.33 | 1.44 | 1.51 |
| AUD per EUR  | 1.47 | 1.48 | 1.49 | 1.47 | 1.58 | 1.61 | 1.65 | 1.57 | 1.52 | 1.63 |

Source: US Federal Reserve

### 3.15.2 Australia. Upholstered furniture production

**Figure 3.138 - Australia.**

**Production of upholstered furniture, 2018-2023. US\$ million, and index (2018=100)**



Source: CSIL

**Table 3.143 - Australia.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Australia        | 1%   | 2%   | 2%   | 2%   | 1%   | 1%   |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.15.3 Australia. Major upholstered furniture manufacturers

**Table 3.144 Australia. Major upholstered furniture manufacturers by turnover**

| Company                               | Total turnover (Million US\$) |
|---------------------------------------|-------------------------------|
| Greenlit Brands (Steinhoff)           | 798                           |
| King Living                           | 198                           |
| Schiavello Manufacturing (Schiavello) | 38                            |
| Jardan Australia                      | 32                            |
| Lounge Innovation                     | 23                            |
| Lanfranco Furniture                   | 23                            |
| Moran Furniture                       | 19                            |
| Crown Posture Bedding                 | 13                            |
| Garstone Furniture                    | 7                             |
| Boss Sofas                            | 6                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.15.4 Australia. Short profiles of major upholstered furniture manufacturers

#### Agem Furniture

**Agem Furniture**  
**Headquarters/Main Location**  
 2 Ari Drive - Campbellfield, Melbourne, VIC, 3061 - Australia  
 T: +61 03 9357-6656  
**Web:** <http://www.agemfurniture.com.au>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Australia

#### Boss Sofas

**Boss Sofas PTY Ltd**  
**Headquarters/Main Location**  
 176 Cowper St - Footscray, VIC, 3011 - Australia  
 T: +61 4 01 545 729  
**Web:** <https://www.bosssofas.com.au>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Manufacturing plants:** 1; Australia

#### Crown Posture Bedding

**Crown Posture Bedding**  
**Headquarters/Main Location**  
 118 Atkinson St - Oakleigh, 3166  
 T: +61 3 95448444  
**Web:** <https://www.crownposture.com.au>  
**Email:** [reception@crownposture.com.au](mailto:reception@crownposture.com.au)  
**Activity:** Manufacturer  
**Product Portfolio:** Beds, Mattresses, Contract  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 4; Australia

#### Garstone Furniture

**Garstone Design**  
**Headquarters/Main Location**  
 122 Mica Street - Carole Park, QLD, 4300 - Australia  
 T: +61 07 3271-5499  
**Web:** <http://www.garstone.com.au>  
**Email:** [info@garstone.com.au](mailto:info@garstone.com.au)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Australia

**Gascoigne Leather**

**Gascoigne Leather**  
**Headquarters/Main Location**  
 89-91 President Street, Kewdale, - Perth, WA, 6106 - Australia  
 T: +61 8 9355 0555  
 Web: <https://www.gascoigne.com.au>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Australia

**Greenlit Brands**

**Greenlit Brands Pty Ltd**  
**Group:** Steinhoff  
**Headquarters/Main Location**  
 Level 4, 1 Epping Road, North Ryde - Sydney , NSW, 2163 - Australia  
 T: +61 2 9882 9100  
 Web: <https://greenlitbrands.com.au> ; <https://www.fantasticfurniture.com.au>  
 Email: [info@greenlitbrands.com.au](mailto:info@greenlitbrands.com.au)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Home furniture, Mattresses  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 5; Australia; New Zealand.

**InteriorCo**

**InteriorCo Pty Limited**  
**Group:** InteriorCo  
**Headquarters/Main Location**  
 L 4 27 Albert Ave - Chatswood, NSW, 2067 - Australia  
 T: +61 284405800  
 Web: <https://www.interiorcofg.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 30%  
**Manufacturing plants:** Australia.

**Jardan Australia**

**Jardan Australia**  
**Headquarters/Main Location**  
 66 Ricketts Road Mt - Waverley, VIC, 3149 - Australia  
 Web: <https://www.jardan.com.au>  
 Email: [industry@jardan.com.au](mailto:industry@jardan.com.au)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Occasional  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Australia

**King Living**

**King Living Australia Pty Ltd**  
**Headquarters/Main Location**  
 61 Parramatta Road - Annandale, NSW, 2038 - Australia  
 T: +61 2 95165466  
 Web: <https://www.kingliving.com.au>  
 Email: [annandale@kingliving.com.au](mailto:annandale@kingliving.com.au)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Home furniture, Garden and Outdoor  
**Upholstered furniture production** accounts for an estimated 85% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 3; Australia; China, Thailand.

**Lanfranco Furniture**

**Lanfranco Furniture**  
**Group:** Oscar Group  
**Headquarters/Main Location**  
 20 McGowan Street - Pooraka , SA, 5095 - Australia  
 T: +61 08 8262 1277  
 Web: <https://oscarliving.com.au>  
 Email: [sales@lanfranco.com.au](mailto:sales@lanfranco.com.au) ; [service@lanfranco.com.au](mailto:service@lanfranco.com.au)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Australia

**Lounge Innovation****Lounge Innovation****Headquarters/Main Location**

3 Yelland Way - Bassendean, WA, 6054 - Australia

T: +61 08 9377 0700

Web: <http://www.lougeinnovation.com.au>Email: [info@lougeinnovation.com.au](mailto:info@lougeinnovation.com.au)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Australia**Mataro Furniture****Mataro Furniture Manufacturers Pty Ltd****Headquarters/Main Location**

156 - 162 Barry Road - Campbellfield, Melbourne, VIC, 3061 - Australia

T: +61 3 9357 9033

Web: <https://mataro.com.au>Email: [john@mataro.com.au](mailto:john@mataro.com.au)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Australia**Moran Furniture****Moran Furniture****Headquarters/Main Location**

151-155 Woodlands Drive - Braeside, VIC, 3195 - Australia

T: +61 3 9590 4800

Web: <https://www.moranfurniture.com.au>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 49%**Manufacturing plants:** 1; China.**Schiavello Manufacturing****Schiavello Commercial Interiors (VIC) Pty Ltd****Group:** Schiavello**Headquarters/Main Location**

1 Sharps Road, Tullamarine - Melbourne, VIC, 3043 - Australia

T: +61 3 9330 8888

Web: <https://www.schiavello.com>Email: [info@schiavello.com](mailto:info@schiavello.com)**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Garden and Outdoor, Furnishing accessories, Contract, Healthcare furniture, Educational furniture, Shop fittings, Lighting**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 6; Australia;. The company has manufacturing partners in Malaysia and China. However, more than 75% of its manufacturing and processing taking place at its manufacturing plant in Tullamarine, Melbourne. The group sources and manufactures the majority of its products in**Walter Knoll Australia****Walter Knoll Australia LP****Group:** Walter Knoll**Headquarters/Main Location**

Rundle Road 13 - Salisbury South , SA, 5106 - Australia

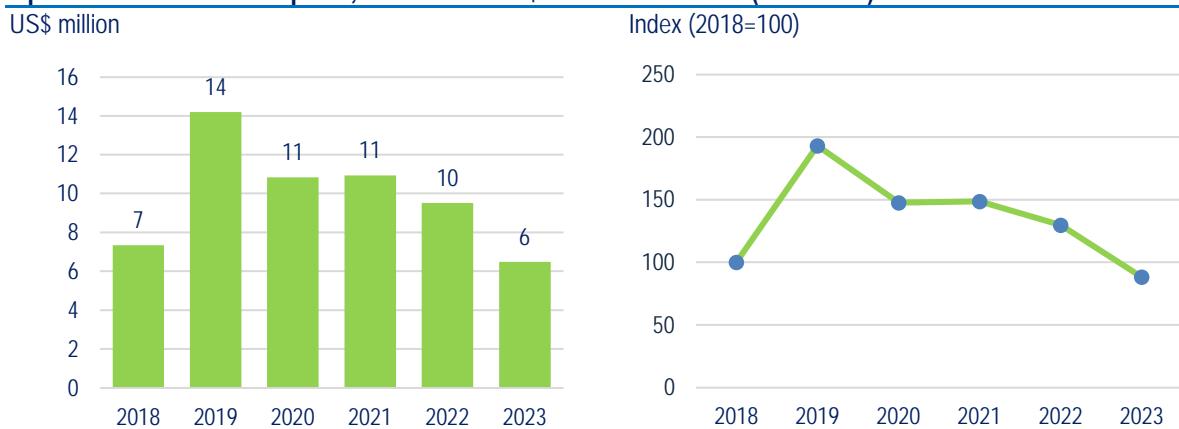
T: +61 8 81823925

Web: <https://www.walterknoll.com.au>Email: [info@walterknoll.com.au](mailto:info@walterknoll.com.au)**Activity:** Manufacturer**Product Portfolio:** Office Seating, Upholstered furniture, Tables and Chairs, Furnishing accessories, Contract**Employees range:** 0-20**Manufacturing plants:** 1; Australia

### 3.15.5 Australia. Upholstered furniture exports

**Figure 3.139 - Australia.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

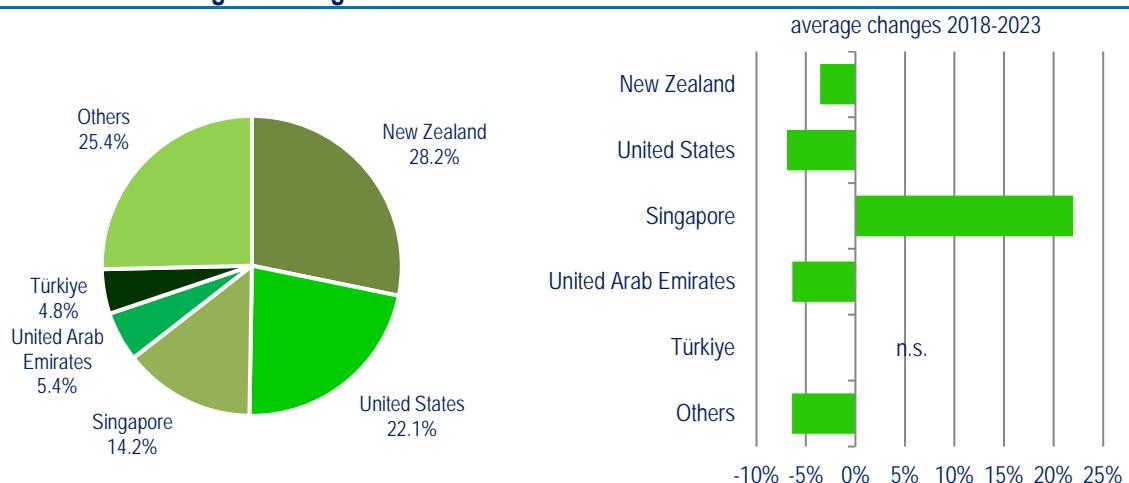


Source: CSIL processing of official data

**Figure 3.140 - Australia.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.145 - Australia.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| New Zealand             | 2.2          | 3.4  | 1.7  | 2.3  | 4.0  | 1.8  | 29.8    | 28.2  | n.s.             | -3.5       |
| United States           | 2.0          | 7.3  | 7.0  | 4.7  | 2.0  | 1.4  | 27.8    | 22.1  | -29.4            | -6.9       |
| Singapore               | 0.3          | 0.4  | 0.4  | 0.7  | 1.2  | 0.9  | 4.6     | 14.2  | -21.8            | 22.0       |
| United Arab Emirates    | 0.5          | 0.4  | 0.4  | 0.3  | 0.3  | 0.3  | 6.6     | 5.4   | 4.1              | -6.4       |
| Türkiye                 | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.3  | 0.0     | 4.8   | n.c.             | n.c.       |
| Hong Kong               | 0.2          | 0.1  | 0.2  | 0.1  | 0.1  | 0.3  | 2.4     | 4.5   | n.s.             | 11.2       |
| Belgium                 | 0.0          | 0.0  | 0.0  | 0.1  | 0.1  | 0.2  | 0.0     | 2.7   | 27.6             | n.c.       |
| United Kingdom          | 0.4          | 0.2  | 0.1  | 0.1  | 0.1  | 0.1  | 4.8     | 2.1   | n.s.             | -17.3      |
| China                   | 0.1          | 0.2  | 0.1  | 0.1  | 0.1  | 0.1  | 1.7     | 2.1   | n.s.             | 1.4        |
| Germany                 | 0.1          | 0.2  | 0.0  | 0.0  | 0.0  | 0.1  | 1.0     | 1.4   | n.s.             | 5.2        |
| top 10                  | 5.8          | 12.2 | 10.1 | 8.4  | 7.9  | 5.7  | 78.7    | 87.5  | -28.7            | -0.4       |
| others                  | 1.6          | 2.0  | 0.8  | 2.5  | 1.6  | 0.8  | 21.3    | 12.5  | -48.5            | -12.3      |
| <b>Americas</b>         | 2.1          | 7.3  | 7.0  | 4.7  | 2.1  | 1.5  | 28.6    | 22.6  | -28.7            | -6.9       |
| - North America         | 2.1          | 7.3  | 7.0  | 4.7  | 2.1  | 1.4  | 28.5    | 22.3  | -29.7            | -7.1       |
| - Central-South America | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.3   | n.s.             | 42.7       |
| <b>Asia and Pacific</b> | 3.9          | 5.5  | 3.1  | 3.8  | 6.2  | 3.8  | 52.8    | 58.6  | -38.8            | -0.4       |
| <b>Europe</b>           | 0.6          | 0.5  | 0.2  | 1.5  | 0.6  | 0.8  | 8.6     | 12.3  | 41.6             | 4.8        |
| - European Union (27)   | 0.3          | 0.3  | 0.1  | 1.4  | 0.5  | 0.3  | 3.8     | 5.2   | -33.3            | 4.2        |
| - UK, CH, NO, IS        | 0.4          | 0.2  | 0.1  | 0.1  | 0.1  | 0.1  | 4.8     | 2.1   | n.s.             | -17.3      |
| - Other Europe          | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.3  | 0.0     | 4.9   | n.c.             | n.c.       |
| <b>Middle East</b>      | 0.6          | 0.6  | 0.4  | 0.9  | 0.7  | 0.4  | 8.0     | 6.2   | -41.3            | -7.2       |
| <b>Africa</b>           | 0.1          | 0.1  | 0.0  | 0.0  | 0.0  | 0.0  | 1.9     | 0.7   | 73.0             | -20.6      |
| <b>Other Countries</b>  | 0.0          | 0.1  | 0.0  | 0.0  | 0.0  | 0.0  | 0.1     | 0.2   | n.c.             | 4.8        |
| <b>World Total</b>      | 7.3          | 14.2 | 10.8 | 10.9 | 9.5  | 6.5  | 100.0   | 100.0 | -32.0            | -2.5       |

Source: CSIL processing of official data

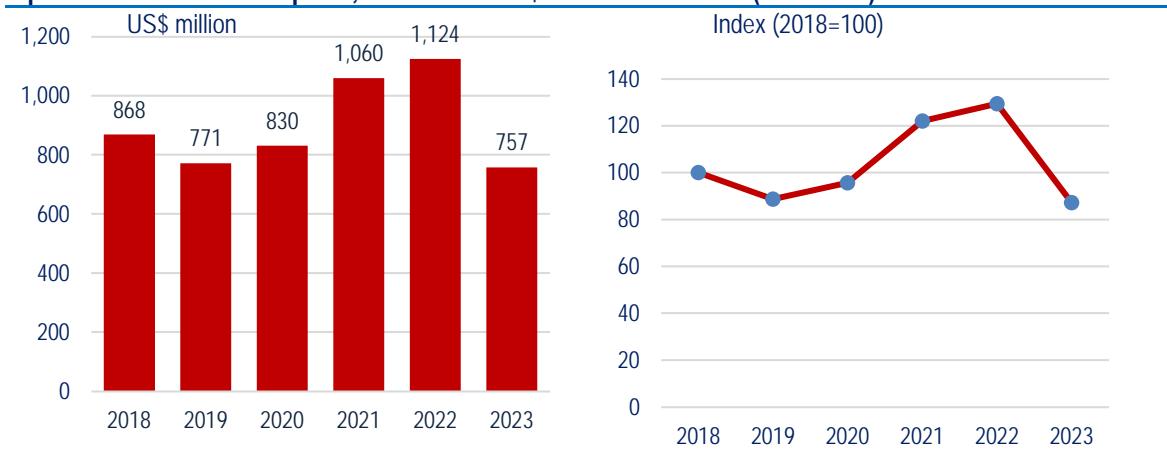
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.15.6 Australia. Upholstered furniture imports

**Figure 3.141 - Australia.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

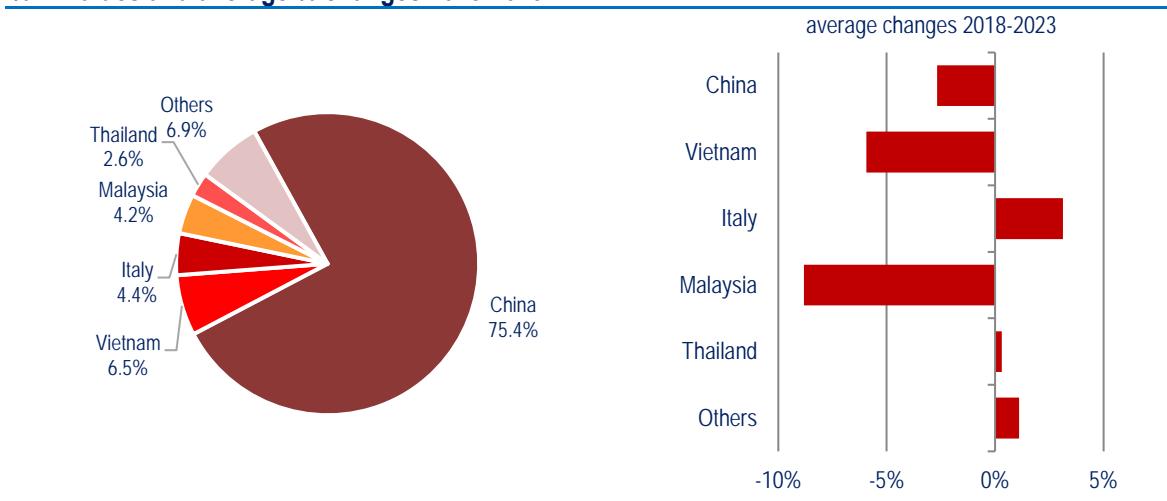


Source: CSIL processing of official data

**Figure 3.142 - Australia.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.146 - Australia.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |        |        |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|--------|--------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021   | 2022   | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 653.4        | 581.8 | 640.2 | 841.6  | 848.8  | 570.6 | 75.2    | 75.4  | -32.8            | -2.7       |
| Vietnam                 | 66.7         | 57.8  | 62.9  | 73.9   | 102.6  | 49.1  | 7.7     | 6.5   | n.s.             | -5.9       |
| Italy                   | 28.8         | 25.2  | 25.5  | 31.1   | 36.0   | 33.6  | 3.3     | 4.4   | -6.7             | 3.1        |
| Malaysia                | 50.8         | 42.0  | 37.1  | 31.9   | 44.8   | 32.0  | 5.9     | 4.2   | -28.4            | -8.8       |
| Thailand                | 19.2         | 17.2  | 17.5  | 21.1   | 22.8   | 19.5  | 2.2     | 2.6   | -14.8            | 0.3        |
| United States           | 7.1          | 7.9   | 6.7   | 6.7    | 9.3    | 8.6   | 0.8     | 1.1   | -7.1             | 4.1        |
| Indonesia               | 6.4          | 6.7   | 7.7   | 9.8    | 13.9   | 7.3   | 0.7     | 1.0   | -47.4            | 2.7        |
| Germany                 | 3.1          | 3.6   | 2.6   | 4.3    | 3.6    | 3.2   | 0.4     | 0.4   | -11.2            | 0.5        |
| France                  | 1.8          | 1.8   | 1.6   | 2.0    | 2.8    | 2.8   | 0.2     | 0.4   | 1.5              | 9.5        |
| Spain                   | 3.3          | 2.4   | 1.8   | 1.4    | 2.0    | 2.8   | 0.4     | 0.4   | 38.0             | -3.4       |
| top 10                  | 840.6        | 746.6 | 803.7 | 1023.7 | 1086.6 | 729.7 | 96.8    | 96.4  | -32.9            | -2.8       |
| others                  | 27.9         | 24.3  | 26.7  | 36.0   | 37.8   | 27.6  | 3.2     | 3.6   | -27.0            | -0.2       |
| <b>Americas</b>         | 8.8          | 10.8  | 7.8   | 7.9    | 11.6   | 10.7  | 1.0     | 1.4   | -7.7             | 4.1        |
| - North America         | 8.0          | 10.0  | 7.6   | 7.4    | 10.4   | 9.3   | 0.9     | 1.2   | -10.4            | 3.0        |
| - Central-South America | 0.7          | 0.8   | 0.3   | 0.5    | 1.3    | 1.4   | 0.1     | 0.2   | 14.8             | 14.1       |
| <b>Asia and Pacific</b> | 803.5        | 711.1 | 771.3 | 986.7  | 1040.3 | 684.9 | 92.5    | 90.4  | -34.2            | -3.1       |
| <b>Europe</b>           | 55.3         | 48.3  | 50.8  | 64.3   | 71.7   | 61.1  | 6.4     | 8.1   | -14.7            | 2.0        |
| - European Union (27)   | 49.3         | 44.0  | 44.8  | 54.0   | 61.5   | 53.8  | 5.7     | 7.1   | -12.4            | 1.8        |
| - UK, CH, NO, IS        | 5.1          | 3.5   | 5.1   | 7.6    | 7.2    | 5.1   | 0.6     | 0.7   | -29.4            | -0.1       |
| - Other Europe          | 0.8          | 0.8   | 1.0   | 2.6    | 3.0    | 2.2   | 0.1     | 0.3   | -26.8            | 21.0       |
| <b>Middle East</b>      | 0.3          | 0.3   | 0.2   | 0.3    | 0.3    | 0.2   | 0.0     | 0.0   | -32.3            | -6.7       |
| <b>Africa</b>           | 0.7          | 0.4   | 0.3   | 0.5    | 0.6    | 0.3   | 0.1     | 0.0   | -42.5            | -13.4      |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.1   | 0.0    | 0.0    | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 868.5        | 770.9 | 830.4 | 1059.7 | 1124.5 | 757.3 | 100.0   | 100.0 | -32.7            | -2.7       |

Source: CSIL processing of official data

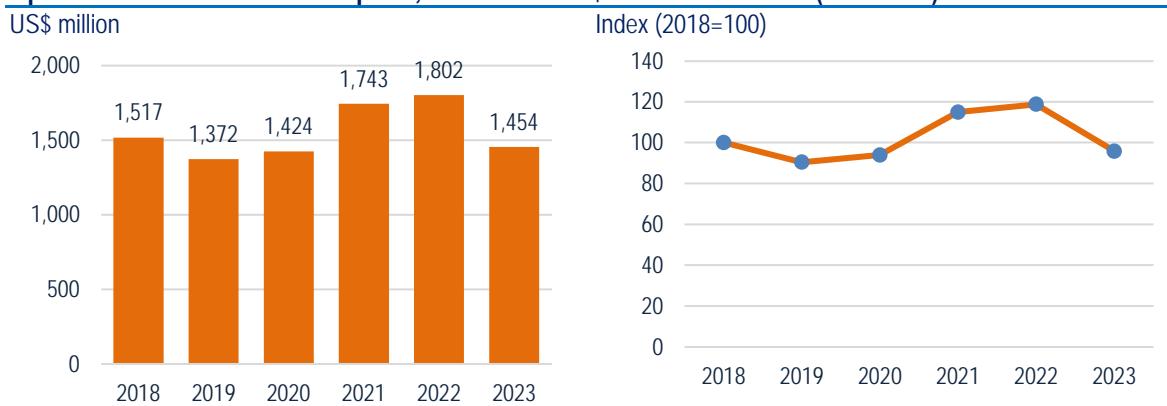
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.15.7 Australia. Upholstered furniture consumption

**Figure 3.143 - Australia.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.147 - Australia.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

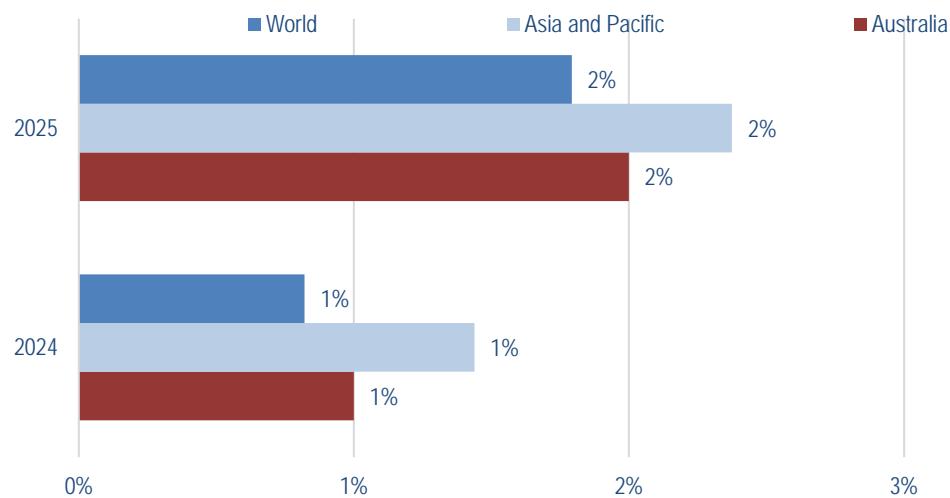
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Australia        | 57%  | 56%  | 58%  | 61%  | 62%  | 52%  |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.144 - Australia.**

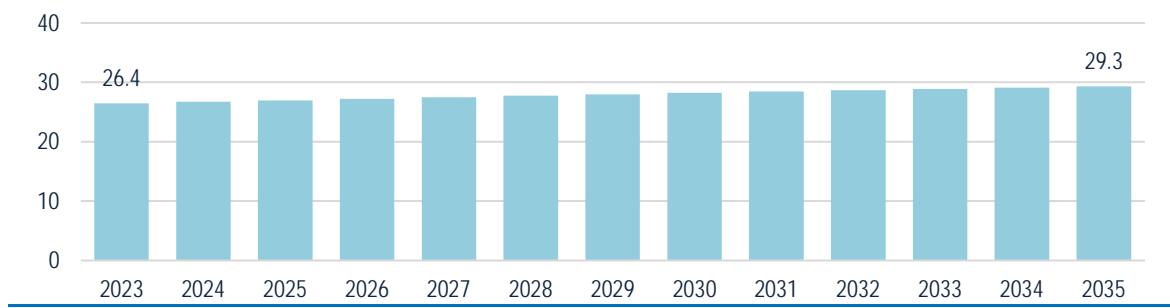
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.15.8 Australia. Population forecasts

**Figure 3.145 - Australia.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.148 - Australia.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 9  |
| Urban Population | % of total | 86 |

Source: UN, World Bank

Last available year

**Table 3.149 - Australia.**

**Resident population in main cities\* and projected growth**

| Cities                | Population (thousand) |       |       |
|-----------------------|-----------------------|-------|-------|
|                       | 2020                  | 2025  | 2030  |
| Melbourne             | 4,968                 | 5,392 | 5,736 |
| Sydney                | 4,926                 | 5,249 | 5,566 |
| Brisbane              | 2,406                 | 2,568 | 2,724 |
| Perth                 | 2,042                 | 2,169 | 2,299 |
| Adelaide              | 1,336                 | 1,393 | 1,472 |
| Gold Coast-Tweed Head | 699                   | 753   | 799   |
| Canberra              | 457                   | 483   | 511   |
| Newcastle-Maitland    | 450                   | 470   | 496   |
| Sunshine Coast        | 347                   | 376   | 400   |
| Central Coast         | 335                   | 347   | 367   |
| Wollongong            | 305                   | 319   | 337   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.15.9 Australia. Comparison with the global upholstered furniture sector

Figure 3.146 - Australia.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

\*\* At producer prices, excluding retail markup

Table 3.150 - Australia.  
Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 7741  | 6        |
| Population                                   | Million               | 26    | 31       |
| Urban Population                             | % of total population | 86    | 21       |
| Total GNP                                    | US\$ billion          | 1582  | 13       |
| Per capita GNP                               | US\$                  | 60840 | 10       |
| Household Consumption Exp.                   | US\$ billion          | 824   | 13       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 1636  | 19       |
| Per capita GNP at PPP                        | US\$                  | 62920 | 19       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.16 The upholstered furniture industry in France

### 3.16.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- France ranks 6<sup>th</sup> globally for upholstered furniture consumption, with a value of US\$ 2.1 billion.
- After an impressive increase in 2021, the market for upholstered furniture in France registered a two-digits construction in 2023, but remaining above the pre-pandemic level.
- The French upholstered furniture market heavily relies on imports, which account for 84% of the total consumption.
- The primary sources of these imports are Italy and China.

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Roche Bobois, Roset Group, Pole Position (Aquinis), ADOVA and Gruhier Group (Aquinis). Most of these companies are not upholstered furniture specialized.

#### M&A Deals and Recent News

- In 2024, Roche Bobois SA signed a letter of intent to buy a 51% stake in Shanghai Rock Castle Furniture, the company that owns the Roche Bobois franchise in China. Shanghai Rock Castle Furniture operates 3 stores directly (1 in Beijing and 2 in Shanghai) and manages 23 franchised outlets in various mid-sized cities. The Group also announced that it signed another letter of intent to acquire franchise stores in Vancouver and Calgary. The deal is expected to be completed by mid-2024.

**Table 3.151 - France.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 650   | 534   | 537   | 571   | 574   | 543   | 518   | 617   | 571   | 577   |
| Exports            | US\$ million | 152   | 148   | 157   | 173   | 195   | 196   | 175   | 226   | 232   | 241   |
| Imports            | US\$ million | 1,387 | 1,198 | 1,325 | 1,369 | 1,508 | 1,509 | 1,429 | 1,946 | 1,975 | 1,754 |
| Consumption*       | US\$ million | 1,885 | 1,583 | 1,705 | 1,768 | 1,887 | 1,856 | 1,772 | 2,337 | 2,314 | 2,090 |
| Production         | % ch. - US\$ |       | -18%  | 1%    | 6%    | 1%    | -5%   | -5%   | 19%   | -7%   | 1%    |
| Exports            | % ch. - US\$ |       | -2%   | 6%    | 10%   | 13%   | 0%    | -11%  | 29%   | 3%    | 4%    |
| Imports            | % ch. - US\$ |       | -14%  | 11%   | 3%    | 10%   | 0%    | -5%   | 36%   | 2%    | -11%  |
| Consumption*       | % ch. - US\$ |       | -16%  | 8%    | 4%    | 7%    | -2%   | -5%   | 32%   | -1%   | -10%  |
| export/production  | %            | 23%   | 28%   | 29%   | 30%   | 34%   | 36%   | 34%   | 37%   | 41%   | 42%   |
| import/consumption | %            | 74%   | 76%   | 78%   | 77%   | 80%   | 81%   | 81%   | 83%   | 85%   | 84%   |
| Production         | EUR million  | 489   | 481   | 485   | 505   | 486   | 485   | 454   | 522   | 542   | 533   |
| Exports            | EUR million  | 114   | 134   | 142   | 153   | 165   | 175   | 154   | 191   | 220   | 223   |
| Imports            | EUR million  | 1,043 | 1,079 | 1,197 | 1,212 | 1,276 | 1,348 | 1,253 | 1,645 | 1,875 | 1,622 |
| Consumption*       | EUR million  | 1,418 | 1,427 | 1,540 | 1,564 | 1,596 | 1,658 | 1,553 | 1,975 | 2,197 | 1,932 |
| Production         | % ch. - EUR  |       | -2%   | 1%    | 4%    | -4%   | 0%    | -6%   | 15%   | 4%    | -2%   |
| Exports            | % ch. - EUR  |       | 17%   | 6%    | 8%    | 8%    | 6%    | -12%  | 25%   | 15%   | 1%    |
| Imports            | % ch. - EUR  |       | 3%    | 11%   | 1%    | 5%    | 6%    | -7%   | 31%   | 14%   | -14%  |
| Consumption*       | % ch. - EUR  |       | 1%    | 8%    | 2%    | 2%    | 4%    | -6%   | 27%   | 11%   | -12%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

**Table 3.152 - France.**
**Exchange rates, 2014-2023**

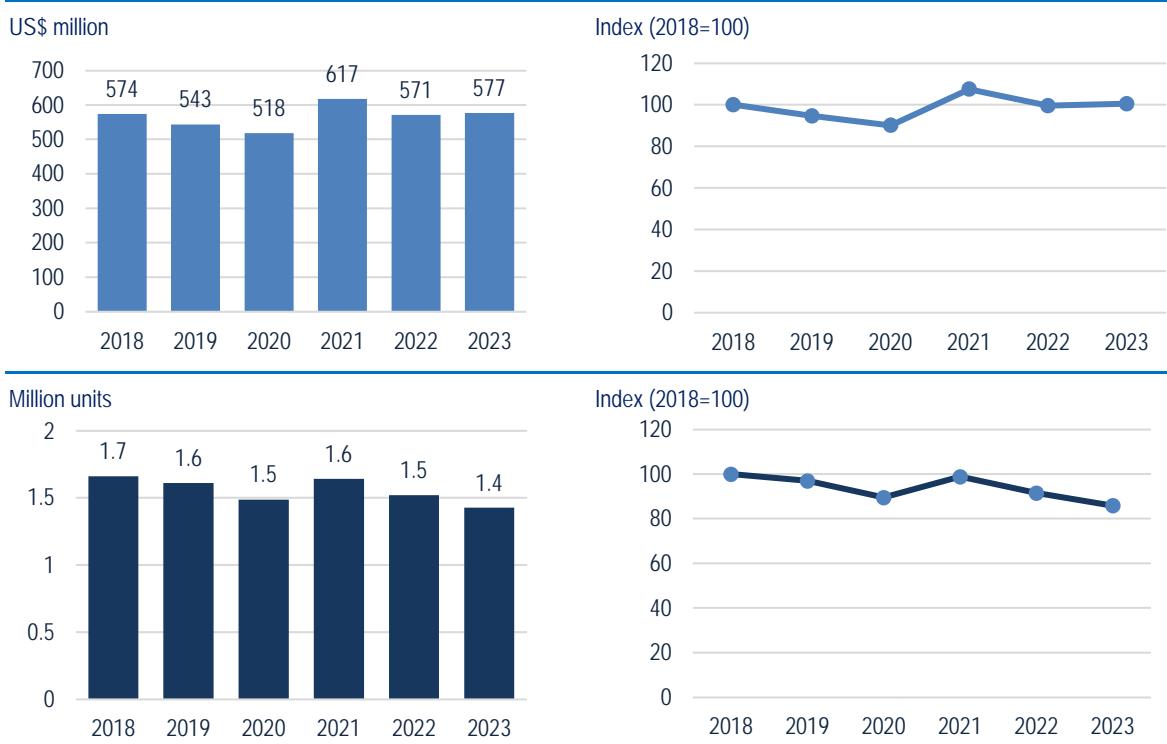
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| EUR per US\$ | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

### 3.16.2 France. Upholstered furniture production

**Figure 3.147 - France.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.153 - France.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

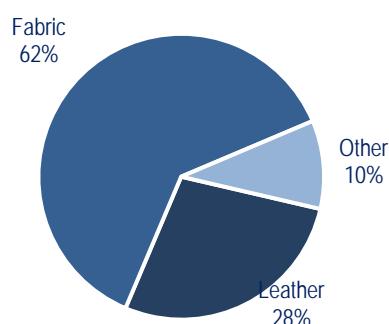
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| France                     | 34%  | 36%  | 34%  | 37%  | 41%  | 42%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.148 - France.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.16.3 France. Major upholstered furniture manufacturers

**Table 3.154 France. Major upholstered furniture manufacturers by turnover**

| Company                        | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|--------------------------------|---|--|-------------------------------|
| Roche Bobois*                  | 279   | 60   | 465                           |
| Roset Group                    | 94  | 68   | 138                           |
| Pole Position (Aquinos)        | 39  | 100  | 39                            |
| ADOVA                          | 27  | 15   | 178                           |
| Gruhier Group (Aquinos)        | 16  | 100  | 16                            |
| Mousse du Nord (Home Spirit)   | 15  | 100  | 15                            |
| Collinet                       | 14  | 100  | 14                            |
| Duvivier Canapés               | 9   | 80   | 12                            |
| Diva France (Market Maker)     | 8   | 100  | 8                             |
| Variation                      | 7   | 100  | 7                             |
| Maestri                        | 5   | 100  | 5                             |
| Hugues Chevalier (BC Bertrand) | 5   | 50   | 10                            |
| Decour                         | 5   | 100  | 5                             |
| B. Marly                       | 4   | 100  | 4                             |
| Pierre Laval                   | 4   | 50   | 9                             |
| Source                         | 4   | 100  | 4                             |
| Soca                           | 3   | 70   | 5                             |
| Inter Service Confort          | 3   | 100  | 3                             |
| Canapé Design (Desio)          | 3   | 100  | 3                             |
| Amcor / Variance               | 1   | 100  | 1                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022. \*turnover refers to direct sales (excluding franchises)

Roche Bobois does not own production plants. It has a network of European upholstered furniture suppliers (mainly from Italy).

Hugues Chevalier operates manufacturing plants in Italy

### 3.16.4 France. Short profiles of major upholstered furniture manufacturers

#### ADOVA

**ADOVA Group (ex Cauval)**  
**Group:** ADOVA (ex Cauval)  
**Headquarters/Main Location**  
 67 Boulevard Raspail - 75006 Paris, Île de France - France  
**Web:** <http://adova-group.com>  
**Email:** [contact@adova-group.com](mailto:contact@adova-group.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses  
**Upholstered furniture production** accounts for an estimated 15% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 15%  
**Manufacturing plants:** 5; France; UK, Poland, Tunisia.

#### Alpagroup

**Alpagroup**  
**Group:** Alpagroup  
**Headquarters/Main Location**  
 1 D Rue du General de Gaulle - 67190 Dinsheim-sur-Bruche, Alsace - France  
**T:** +33 388 494300  
**Web:** <https://alpagroup-na.com>  
**Email:** [contact@alpagroup.com](mailto:contact@alpagroup.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Home Office, Kitchen Furniture, Upholstered furniture, Bedrooms, Occasional, Home furniture, RTA - DIY furniture, Semi-finished parts, Flooring  
**Upholstered furniture production** accounts for an estimated 12% of total revenues  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 63%  
**Manufacturing plants:** 18; France; Romania (3), China (1), Vietnam (1), Indonesia (1).

**Amcor / Variance**

Amcor Sarl

**Group:** Amcor + Variance**Headquarters/Main Location**

17-19, av. des Montagnac - 19300 Montaignac Saint Hyppolyte

T: +33 5 55939950

**Web:** <http://www.amcor.fr> ; **Email:** [commercial@amcor.fr](mailto:commercial@amcor.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Export share on total turnover:** 4%**B. Marly**

Sa B Marly

**Headquarters/Main Location**

Z.I. Verte, Rue de la Guerlande - 71880 Chatenoy Le Royal

T: +33 3 85971818

**Web:** <http://www.bmarly.fr> ; **Email:** [b.marly@bmarly.net](mailto:b.marly@bmarly.net)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 51-100**Export share on total turnover:** 1%**Manufacturing plants:** 1; France**Canapé Design (Desio)**

Canapés Design - Désio

**Group:** Canapés Design**Headquarters/Main Location**

ZA de la Geneste - 19460 Naves - France

T: +33 05 55209900

**Web:** <https://www.desio.com>**Email:** [info@desio.com](mailto:info@desio.com) ; [office@desio.com](mailto:office@desio.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Contract, Coverings**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Export share on total turnover:** 10%**Manufacturing plants:** 1; France**CerKis**

CerKis

**Headquarters/Main Location**

Rue Croix Saint-Isidore - 43100 Brioude - France

T: +33 4 71500444

**Web:** <http://www.cerkis.com> ; **Email:** [cerkis@wanadoo.fr](mailto:cerkis@wanadoo.fr)**Activity:** Manufacturer**Product Portfolio:** Home Office, Upholstered furniture, Bedrooms, Tables and Chairs, Contract**Total Turnover range:** 0-5 US\$ million**Cinna**

Cinna Sas

**Group:** Roset Group**Headquarters/Main Location**

1 route du Pont - 01470 Briord, Rhône-Alpes - France

**Web:** <https://www.cinna.fr>**Activity:** Retailer**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Garden and Outdoor**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 0%**Manufacturing plants:** 1; France**Collinet**

Collinet Siéges

**Headquarters/Main Location**

4 Rue du Moulin - 55130 Baudignécourt - France

T: +33 3 29896106

**Web:** <https://www.collinet-sieges.com>**Email:** [contact@collinet-sieges.fr](mailto:contact@collinet-sieges.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 20%**Manufacturing plants:** 1; France**Cuir Center**

Cuir Center France

**Group:** Roche Bobois**Headquarters/Main Location**

176-182, bd de Charonne - 75020 Paris, Île de France - France

T: +33 1 40096680

**Web:** <https://www.cuircenter.com>**Activity:** Retailer**Product Portfolio:** Upholstered furniture, Home furniture**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Decour**

Decour Societe Anonyme De Décoration

**Headquarters/Main Location**

9 Rue Copernic - 75116 Paris 16, Île de France - France

**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Export share on total turnover:** 37%**Manufacturing plants:** 1; France

**Diva France**

**Diva Salon**  
**Group:** Market Maker  
**Headquarters/Main Location**  
 BP 63 - 2 et 4 rue de la Poterie - 42125 Le Coteau - France  
 T: +33 4 77679677  
 Web: <https://divasalon.fr>  
 Email: [divafrance@wanadoo.fr](mailto:divafrance@wanadoo.fr)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 3; France, Tunisia, Romania.

**Duvivier Canapés**

**CDHC Productions sas - Duvivier Canapés**  
**Headquarters/Main Location**  
 Le Cormier - 86350 Usson du Poitou - France  
 T: +33 5 49361000  
 Web: <https://www.duviviercanapes.com>  
 Email: [info@duvivier.fr](mailto:info@duvivier.fr)  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Occasional, Contract  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 34%  
**Manufacturing plants:** 2; France

**Gruhier Group**

**JP Gruhier Sa**  
**Group:** Aquinos  
**Headquarters/Main Location**  
 4 Terres de Soulanguy - 89700 Tonnerre - France  
 T: +33 3 86553855  
 Web: <https://www.gruhier.com>  
 Email: [gruhier@gruhier.com](mailto:gruhier@gruhier.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 3%  
**Manufacturing plants:** 1; France

**Hugues Chevalier**

**BCHC Meubles Bertrand**  
**Group:** BC Bertrand  
**Headquarters/Main Location**  
 134 Boulevard Haussmann - 75008 Paris, Île de France - France  
 T: +33 1 56885070  
 Web: <https://www.hugueschevalier.com> ; <https://www.bertrandprestige.com>  
 Email: [haussmann@hugueschevalier.com](mailto:haussmann@hugueschevalier.com)  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Bedrooms, Tables and Chairs, Contract  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 56%  
**Manufacturing plants:** 1; Italy.

**Ligne Roset**

**Roset Sas**  
**Group:** Roset Group  
**Headquarters/Main Location**  
 1 route du Pont - 01470 Briord, Rhône-Alpes - France  
 T: +33 4 74361700  
 Web: <https://www.ligne-roset.com> ; <https://www.ligne-roset-contracts.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Office Seating, Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Occasional, Garden and Outdoor, Furnishing accessories, Contract, Textiles  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 70%  
**Manufacturing plants:** 1; France

**Maestri**

**Maestri Sas**  
**Headquarters/Main Location**  
 9 Rue du Commandant Dargaignon - 32730 Villecomtal sur Arros - France  
 T: +33 5 62648760  
 Web: <http://www.sieges-maestri.fr>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 10%  
**Manufacturing plants:** 1; France

**Meubles Bernardot sa**

Meubles Bernardot sa

**Headquarters/Main Location**

Atelier de la Voyèze - 25380 Vauclusotte, Doubs - France

T: +33 03 81 64 23 43

Web: <https://www.meubles-bernardot.com>**Activity:** Manufacturer, Interior Designer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional**Total Turnover range:** 5-15 US\$ million**Moulins**

Inter Service Confort - Moulins

**Headquarters/Main Location**

894 r Pasteur - 60320 Béthisy St Pierre - France

T: +33 03 44 39 30 00

Web: <https://canapes-moulins.fr>Email: [contact@canapes-moulins.fr](mailto:contact@canapes-moulins.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Export share on total turnover:** 3%**Mousse du Nord**

Mousse du Nord Matnor Sas - Home Spirit

**Group:** Home Spirit**Headquarters/Main Location**

101 B Av Du Marechal Foch - 59700 Marcq-En-Baroeul - France

T: +33 3 28330728

Web: <https://www.homespirit.fr>Email: [contact@homespirit.fr](mailto:contact@homespirit.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 3; France**Pierre Laval**

Laval Pierre (S.A.)

**Headquarters/Main Location**

20 rue Corvée Manette - 88350 Liffol le Grand - France

T: +33 3 29066301

Web: <https://www.lavalcollection.com>Email: [commercial@laval-liffol.com](mailto:commercial@laval-liffol.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs**Upholstered furniture production** accounts for an estimated 50% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 29%**Manufacturing plants:** 1; France**Pole Position**

Finot Et Cie - Pole Position International

**Group:** Aquinos**Headquarters/Main Location**

Avenue De L Europe, Zac De L'Orchidee L - 18570 La Chapelle St Ursin, Cher - France

T: +33 2 48 66 77 88

**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; France**Roche Bobois**

Roche Bobois Groupe SA

**Group:** Roche Bobois**Headquarters/Main Location**

18 rue de Lyon - 75012 Paris, Île de France - France

T: +33 1 53461000 ; 53461020

Web: <https://www.roche-bobois.com>Email: [info@roche-bobois.com](mailto:info@roche-bobois.com)**Activity:** Editor, Retailer**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Furnishing accessories**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 59%**Manufacturing plants:** Roche Bobois International is an editor and trading company, and thus the production is entirely outsourced. It has a network of European upholstered furniture suppliers (mainly from Italy).**Roset Group**

Groupe Roset

**Group:** Roset Group**Headquarters/Main Location**

1 route du Pont - 01470 Briord, Rhône-Alpes - France

T: +33 4 74361700

Web: <https://www.ligne-roset.com> ; <https://www.ligne-roset-contracts.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Garden and Outdoor, Contract, Textiles**Upholstered furniture production** accounts for an estimated 68% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 68%**Manufacturing plants:** 5; France

**Sifas****Sifas****Headquarters/Main Location**

chemin des Campelieres 1056 - 06250 Espace Azur, Mougins

T: +33 4 93458800

Web: <https://www.sifas.fr>Email: [info@sifas.fr](mailto:info@sifas.fr) ; [distribution3@sifas.fr](mailto:distribution3@sifas.fr)**Activity:** Trader**Product Portfolio:** Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Export share on total turnover:** 26%**Soca****Soca Line sarl****Headquarters/Main Location**

7 rue Véga, ZA La Belle Etoile - 44470 Carquefou - France

T: +33 2 40688510

Web: <https://www.soca.fr> ; Email: [contact@soca.fr](mailto:contact@soca.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Home furniture, Contract**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 10%**Manufacturing plants:** 1; France**Source****Source sarl****Headquarters/Main Location**

44, Avenue de Paris - 79320 Moncoutant - France

T: +33 5 49727151

Web: <https://www.source.fr> ; Email: [info@source.fr](mailto:info@source.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Export share on total turnover:** 3%**Manufacturing plants:** 1; France**Style et Confort****Style et Confort Sarl (Henryot & CIE)****Headquarters/Main Location**

23, rue du Gué - BP 6 - 88350 Liffol le Grand - France

T: +33 3 29066070

Web: <https://www.henryot-cie.fr>Email: [styleco@wanadoo.fr](mailto:styleco@wanadoo.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Occasional, Contract**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Export share on total turnover:** 30%**Tazo****Tazo' Editions Sas****Group:** Veldeman Group**Headquarters/Main Location**

Z.I. Les Champs de Brach - 19800 Eyrein - France

T: +33 5 55276600

Email: [tazo@wanadoo.fr](mailto:tazo@wanadoo.fr)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Total Turnover range:** 0-5 US\$ million**Employees range:** 21-50**Variation****SAS Variation****Headquarters/Main Location**

Rue Georges Mazoyer, ZA La Grande Condemine - 50098

Tournous - France

Web: <https://www.variationconfort.eu> ; <https://www.everstyl.fr>Email: [info@variationconfort.eu](mailto:info@variationconfort.eu)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 4%**Manufacturing plants:** 1; France**Veldeman Literie Autun****Veldeman Literie Autun****Group:** Veldeman Group**Headquarters/Main Location**

Route De Saulieu - 71400 St Forgeot, Saône-et-Loire - France

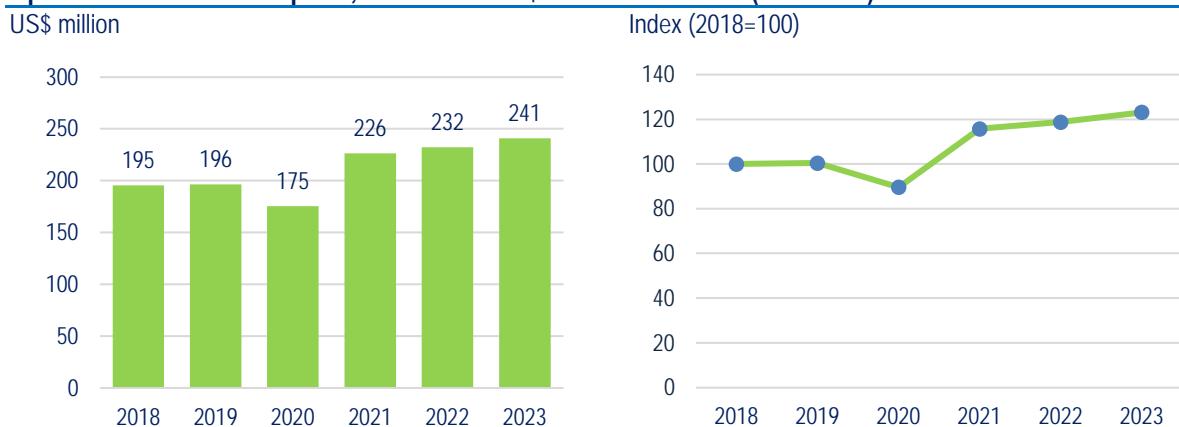
T: +33 385 86 98 30

Web: [Http://www.veldeman.com](http://www.veldeman.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract**Total Turnover range:** 15-50 US\$ million**Employees range:** 21-50**Manufacturing plants:** 2; France

### 3.16.5 France. Upholstered furniture exports

**Figure 3.149 - France.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

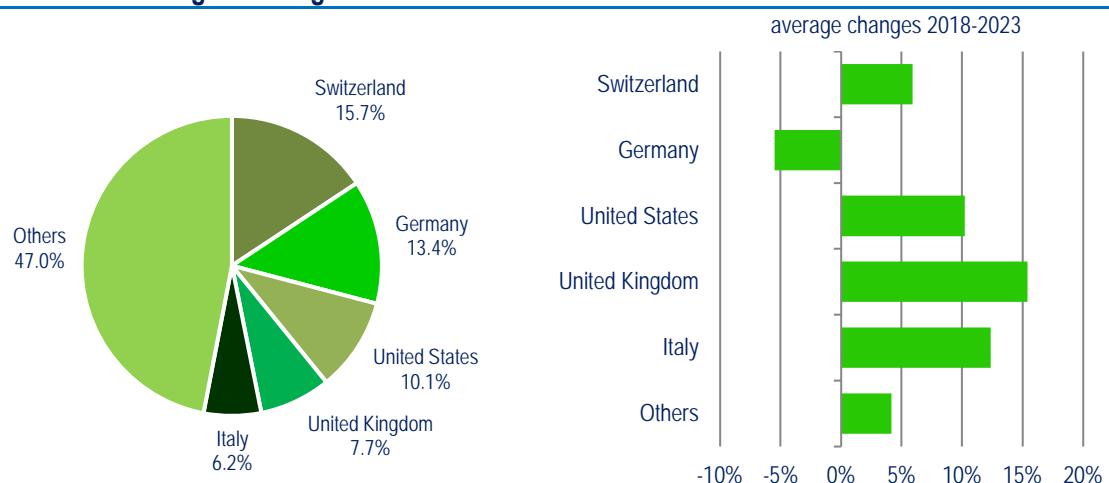


Source: CSIL processing of official data

**Figure 3.150 - France.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.155 - France.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Switzerland             | 28.4         | 28.6  | 28.8  | 37.2  | 35.1  | 37.8  | 14.5    | 15.7  | 7.7              | 5.9        |
| Germany                 | 42.7         | 37.9  | 30.1  | 36.3  | 32.2  | 32.2  | 21.8    | 13.4  | -0.1             | -5.5       |
| United States           | 14.9         | 15.6  | 13.1  | 16.1  | 22.3  | 24.2  | 7.6     | 10.1  | 8.5              | 10.2       |
| United Kingdom          | 9.1          | 7.6   | 6.0   | 13.5  | 16.9  | 18.5  | 4.6     | 7.7   | 10.1             | 15.4       |
| Italy                   | 8.3          | 10.6  | 12.7  | 16.2  | 16.6  | 14.9  | 4.3     | 6.2   | -10.4            | 12.4       |
| Spain                   | 10.4         | 13.3  | 12.1  | 16.2  | 14.0  | 14.3  | 5.3     | 6.0   | 2.1              | 6.7        |
| Belgium                 | 13.0         | 14.0  | 13.5  | 16.7  | 13.6  | 14.2  | 6.7     | 5.9   | 4.4              | 1.7        |
| China                   | 6.5          | 6.6   | 5.9   | 11.6  | 17.0  | 13.1  | 3.3     | 5.5   | -23.0            | 15.3       |
| Netherlands             | 9.2          | 8.0   | 6.8   | 8.4   | 9.1   | 7.3   | 4.7     | 3.0   | -19.8            | -4.6       |
| Portugal                | 2.4          | 2.7   | 2.7   | 3.6   | 5.1   | 5.3   | 1.2     | 2.2   | 5.0              | 17.2       |
| top 10                  | 144.8        | 145.0 | 131.7 | 175.7 | 181.9 | 181.9 | 74.1    | 75.6  | 0.0              | 4.7        |
| others                  | 50.7         | 51.2  | 43.5  | 50.6  | 50.2  | 58.8  | 25.9    | 24.4  | 17.2             | 3.0        |
| <b>Americas</b>         | 17.6         | 18.4  | 15.7  | 18.3  | 25.0  | 27.8  | 9.0     | 11.6  | 11.1             | 9.6        |
| - North America         | 16.4         | 17.7  | 14.8  | 17.6  | 24.8  | 26.5  | 8.4     | 11.0  | 7.0              | 10.1       |
| - Central-South America | 1.2          | 0.7   | 0.9   | 0.7   | 0.3   | 1.3   | 0.6     | 0.5   | n.s.             | 1.6        |
| <b>Asia and Pacific</b> | 22.0         | 21.9  | 16.7  | 25.6  | 30.7  | 30.6  | 11.3    | 12.7  | -0.5             | 6.8        |
| <b>Europe</b>           | 139.1        | 139.9 | 128.1 | 167.5 | 158.1 | 160.3 | 71.2    | 66.6  | 1.3              | 2.9        |
| - European Union (27)   | 99.6         | 100.9 | 91.4  | 114.6 | 103.9 | 101.1 | 51.0    | 42.0  | -2.7             | 0.3        |
| - UK, CH, NO, IS        | 37.8         | 36.7  | 34.9  | 51.0  | 52.2  | 56.6  | 19.4    | 23.5  | 8.4              | 8.4        |
| - Other Europe          | 1.7          | 2.3   | 1.8   | 1.8   | 2.0   | 2.5   | 0.9     | 1.1   | 26.3             | 8.4        |
| <b>Middle East</b>      | 7.4          | 7.2   | 7.9   | 5.6   | 8.4   | 9.9   | 3.8     | 4.1   | 19.1             | 6.0        |
| <b>Africa</b>           | 9.1          | 8.4   | 6.6   | 8.4   | 9.7   | 10.9  | 4.7     | 4.5   | 12.3             | 3.7        |
| <b>Other Countries</b>  | 0.4          | 0.9   | 0.5   | 1.0   | 0.4   | 1.2   | 0.2     | 0.5   | n.s.             | 22.7       |
| <b>World Total</b>      | 195.5        | 196.2 | 175.2 | 226.3 | 232.1 | 240.8 | 100.0   | 100.0 | 3.7              | 4.3        |

Source: CSIL processing of official data

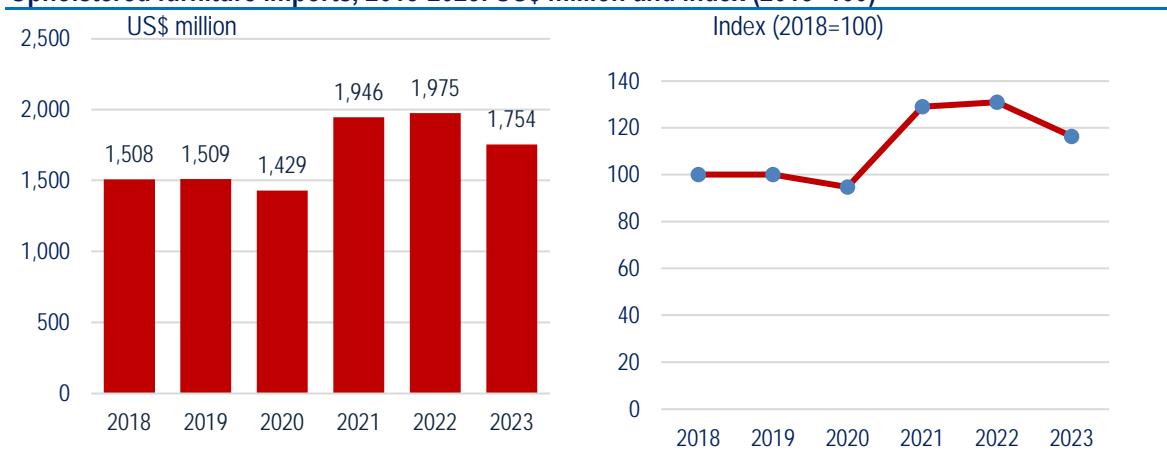
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.16.6 France. Upholstered furniture imports

**Figure 3.151 - France.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

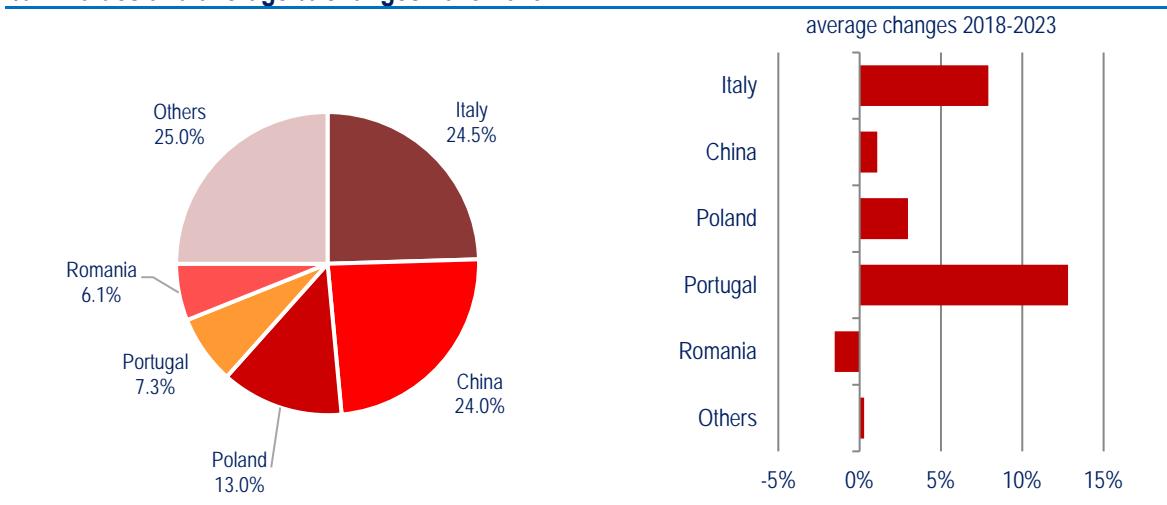


Source: CSIL processing of official data

**Figure 3.152 - France.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.156 - France.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |        |        |        |        |        | % share |       | % annual changes |            |
|-------------------------|--------------|--------|--------|--------|--------|--------|---------|-------|------------------|------------|
|                         | 2018         | 2019   | 2020   | 2021   | 2022   | 2023   | 2018    | 2023  | 2023/22          | aver 18-23 |
| Italy                   | 294.1        | 303.3  | 306.0  | 418.1  | 417.7  | 430.6  | 19.5    | 24.5  | 3.1              | 7.9        |
| China                   | 398.6        | 397.6  | 389.4  | 552.2  | 552.7  | 420.9  | 26.4    | 24.0  | -23.9            | 1.1        |
| Poland                  | 197.4        | 189.5  | 165.8  | 234.9  | 224.4  | 228.7  | 13.1    | 13.0  | 1.9              | 3.0        |
| Portugal                | 70.5         | 69.6   | 70.9   | 96.2   | 130.7  | 128.9  | 4.7     | 7.3   | -1.4             | 12.8       |
| Romania                 | 114.9        | 125.4  | 102.5  | 130.3  | 128.1  | 106.4  | 7.6     | 6.1   | -17.0            | -1.5       |
| Belgium                 | 92.3         | 96.6   | 93.1   | 140.3  | 119.8  | 96.8   | 6.1     | 5.5   | -19.2            | 0.9        |
| Germany                 | 84.6         | 92.4   | 84.4   | 100.6  | 102.4  | 85.0   | 5.6     | 4.8   | -17.0            | 0.1        |
| Vietnam                 | 57.7         | 51.9   | 45.0   | 48.0   | 65.2   | 50.8   | 3.8     | 2.9   | -22.1            | -2.5       |
| Denmark                 | 34.9         | 31.2   | 29.1   | 41.9   | 41.4   | 40.5   | 2.3     | 2.3   | -2.1             | 3.0        |
| Spain                   | 36.4         | 35.6   | 29.6   | 40.0   | 34.1   | 35.1   | 2.4     | 2.0   | 2.9              | -0.7       |
| top 10                  | 1381.5       | 1393.2 | 1315.9 | 1802.5 | 1816.5 | 1623.5 | 91.6    | 92.6  | -10.6            | 3.3        |
| others                  | 126.6        | 115.7  | 113.5  | 143.4  | 158.9  | 130.5  | 8.4     | 7.4   | -17.8            | 0.6        |
| <b>Americas</b>         | 7.0          | 6.8    | 5.2    | 5.5    | 7.4    | 8.0    | 0.5     | 0.5   | 7.9              | 2.7        |
| - North America         | 6.5          | 6.5    | 4.7    | 5.2    | 6.4    | 6.8    | 0.4     | 0.4   | 6.4              | 0.9        |
| - Central-South America | 0.5          | 0.4    | 0.5    | 0.3    | 1.0    | 1.2    | 0.0     | 0.1   | 17.2             | 19.0       |
| <b>Asia and Pacific</b> | 469.6        | 463.2  | 446.7  | 614.7  | 633.4  | 484.8  | 31.1    | 27.6  | -23.5            | 0.6        |
| <b>Europe</b>           | 1030.3       | 1038.2 | 976.8  | 1323.4 | 1333.2 | 1260.0 | 68.3    | 71.8  | -5.5             | 4.1        |
| - European Union (27)   | 1005.5       | 1013.9 | 955.5  | 1288.8 | 1288.0 | 1221.9 | 66.7    | 69.7  | -5.1             | 4.0        |
| - UK, CH, NO, IS        | 11.7         | 9.8    | 8.5    | 15.7   | 24.0   | 15.8   | 0.8     | 0.9   | -34.0            | 6.2        |
| - Other Europe          | 13.1         | 14.5   | 12.7   | 18.9   | 21.2   | 22.3   | 0.9     | 1.3   | 5.4              | 11.3       |
| <b>Middle East</b>      | 0.2          | 0.1    | 0.1    | 0.6    | 0.6    | 0.4    | 0.0     | 0.0   | -20.2            | 13.1       |
| <b>Africa</b>           | 1.0          | 0.5    | 0.4    | 1.5    | 0.6    | 0.7    | 0.1     | 0.0   | 8.8              | -6.7       |
| <b>Other Countries</b>  | 0.0          | 0.0    | 0.1    | 0.2    | 0.2    | 0.1    | 0.0     | 0.0   | n.s.             | 16.2       |
| <b>World Total</b>      | 1508.1       | 1508.9 | 1429.4 | 1945.9 | 1975.4 | 1754.1 | 100.0   | 100.0 | -11.2            | 3.1        |

Source: CSIL processing of official data

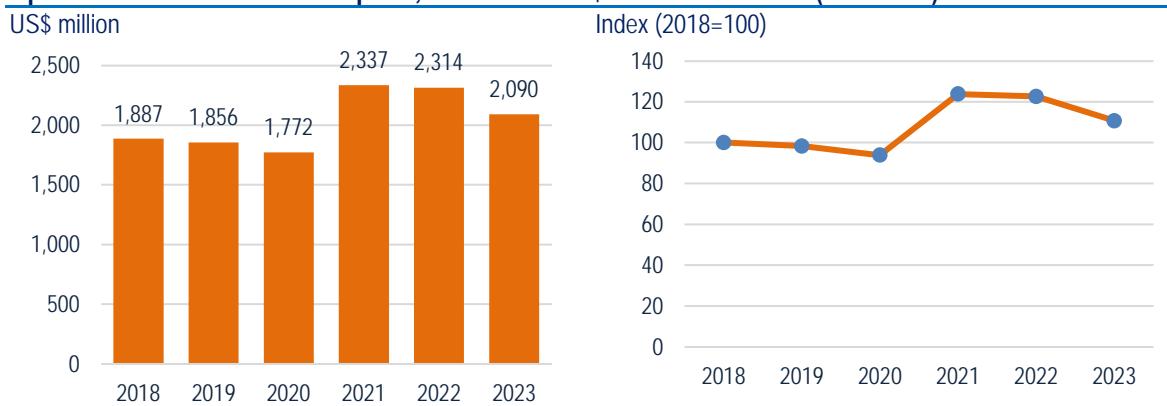
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.16.7 France. Upholstered furniture consumption

**Figure 3.153 - France.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.157 - France.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

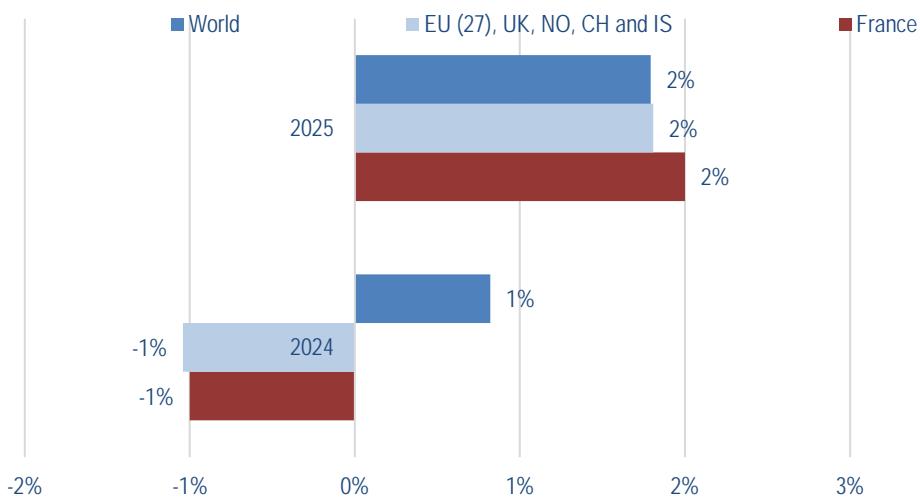
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| France                     | 80%  | 81%  | 81%  | 83%  | 85%  | 84%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.154 - France.**

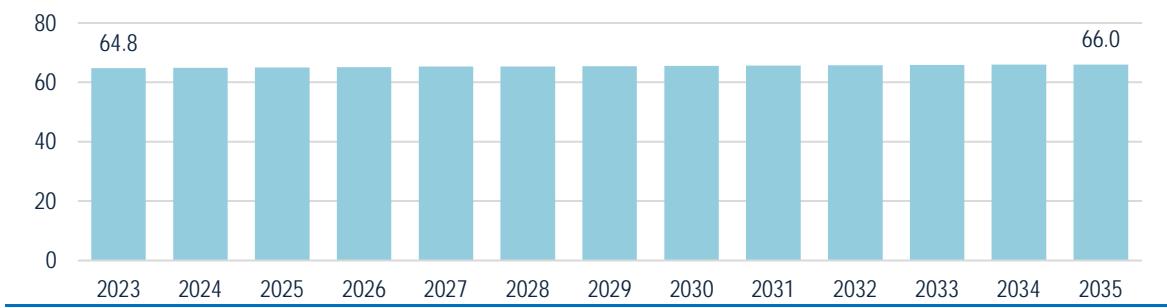
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.16.8 France. Population forecasts

**Figure 3.155 - France.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.158 - France.**  
**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 31 |
| Urban Population | % of total | 82 |

Source: UN, World Bank

Last available year

**Table 3.159 - France.**  
**Resident population in main cities\* and projected growth**

| Cities                    | Population (thousand) |        |        |
|---------------------------|-----------------------|--------|--------|
|                           | 2020                  | 2025   | 2030   |
| Paris                     | 11,017                | 11,347 | 11,710 |
| Lyon                      | 1,719                 | 1,787  | 1,847  |
| Marseille-Aix-en-Provence | 1,608                 | 1,645  | 1,695  |
| Lille                     | 1,063                 | 1,092  | 1,126  |
| Bordeaux                  | 969                   | 1,018  | 1,054  |
| Nice-Cannes               | 942                   | 956    | 984    |
| Nantes                    | 678                   | 711    | 737    |
| Grenoble                  | 528                   | 544    | 561    |
| Douai-Lens                | 501                   | 507    | 521    |
| Rouen                     | 470                   | 479    | 493    |
| Avignon                   | 470                   | 484    | 499    |
| Montpellier               | 462                   | 487    | 504    |
| Béthune                   | 358                   | 365    | 376    |
| Rennes                    | 354                   | 371    | 385    |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.16.9 France. Comparison with the global upholstered furniture sector

Figure 3.156 - France.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



\*\* At producer prices, excluding retail markup

Sources: CSIL

Ranking among 70 countries, last available year

Table 3.160 - France.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 549   | 20       |
| Population                                   | Million               | 68    | 15       |
| Urban Population                             | % of total population | 82    | 29       |
| Total GNP                                    | US\$ billion          | 3078  | 7        |
| Per capita GNP                               | US\$                  | 45290 | 22       |
| Household Consumption Exp.                   | US\$ billion          | 1484  | 7        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 3984  | 7        |
| Per capita GNP at PPP                        | US\$                  | 58610 | 22       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.17 The upholstered furniture industry in Lithuania

### 3.17.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Lithuania ranks 19th globally in upholstered furniture production (and 9<sup>th</sup> in Europe), with an output valued at US\$511 million in 2023, reflecting a -2% decrease compared to 2022.
- The Lithuanian upholstered furniture industry is notably export-oriented, with approximately 93% of its production destined for international markets. The primary export destinations are Denmark, Sweden, and Norway, indicating strong trade relationships within the Scandinavian region.

#### Competitive System Landscape

The top five players in the upholstered furniture industry are Theca Furniture (LLG Lars Larsen Group), Scapa Baltic (Scapa Inter), Dominari (Domimax Holding), Vilmers (JSC Neauštima) and BalticSofa. Most of these companies are part of Group of companies which invested in establishing a production presence in the country.

#### M&A Deals and Recent News

- In 2022, Theca Furniture was acquired by Actona (Lars Larsen Group).

**Table 3.161 - Lithuania.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|--------------|------|------|------|------|------|------|------|------|------|------|
| Production         | US\$ million | 346  | 310  | 340  | 383  | 442  | 443  | 461  | 591  | 523  | 511  |
| Exports            | US\$ million | 318  | 282  | 313  | 358  | 414  | 419  | 436  | 560  | 486  | 476  |
| Imports            | US\$ million | 37   | 30   | 33   | 39   | 45   | 55   | 61   | 72   | 64   | 60   |
| Consumption*       | US\$ million | 64   | 57   | 60   | 64   | 72   | 79   | 85   | 103  | 101  | 95   |
| Production         | % ch. - US\$ |      | -10% | 10%  | 13%  | 15%  | 0%   | 4%   | 28%  | -11% | -2%  |
| Exports            | % ch. - US\$ |      | -11% | 11%  | 14%  | 16%  | 1%   | 4%   | 28%  | -13% | -2%  |
| Imports            | % ch. - US\$ |      | -20% | 11%  | 18%  | 16%  | 21%  | 11%  | 18%  | -11% | -7%  |
| Consumption*       | % ch. - US\$ |      | -11% | 5%   | 7%   | 13%  | 9%   | 9%   | 21%  | -2%  | -6%  |
| export/production  | %            | 92%  | 91%  | 92%  | 93%  | 94%  | 95%  | 95%  | 95%  | 93%  | 93%  |
| import/consumption | %            | 57%  | 52%  | 55%  | 60%  | 62%  | 70%  | 71%  | 70%  | 64%  | 63%  |
| Production         | EUR million  | 260  | 279  | 307  | 339  | 374  | 396  | 404  | 499  | 497  | 473  |
| Exports            | EUR million  | 240  | 254  | 283  | 317  | 351  | 375  | 382  | 473  | 462  | 440  |
| Imports            | EUR million  | 28   | 27   | 30   | 34   | 38   | 49   | 53   | 61   | 61   | 55   |
| Consumption*       | EUR million  | 48   | 51   | 54   | 57   | 61   | 70   | 75   | 87   | 96   | 88   |
| Production         | % ch. - EUR  |      | 7%   | 10%  | 11%  | 10%  | 6%   | 2%   | 24%  | -1%  | -5%  |
| Exports            | % ch. - EUR  |      | 6%   | 11%  | 12%  | 11%  | 7%   | 2%   | 24%  | -2%  | -5%  |
| Imports            | % ch. - EUR  |      | -4%  | 11%  | 16%  | 11%  | 28%  | 9%   | 14%  | 0%   | -10% |
| Consumption*       | % ch. - EUR  |      | 7%   | 5%   | 5%   | 8%   | 15%  | 7%   | 16%  | 10%  | -8%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Lietuvos Medienai

**Table 3.162 - Lithuania.****Exchange rates, 2014-2023**

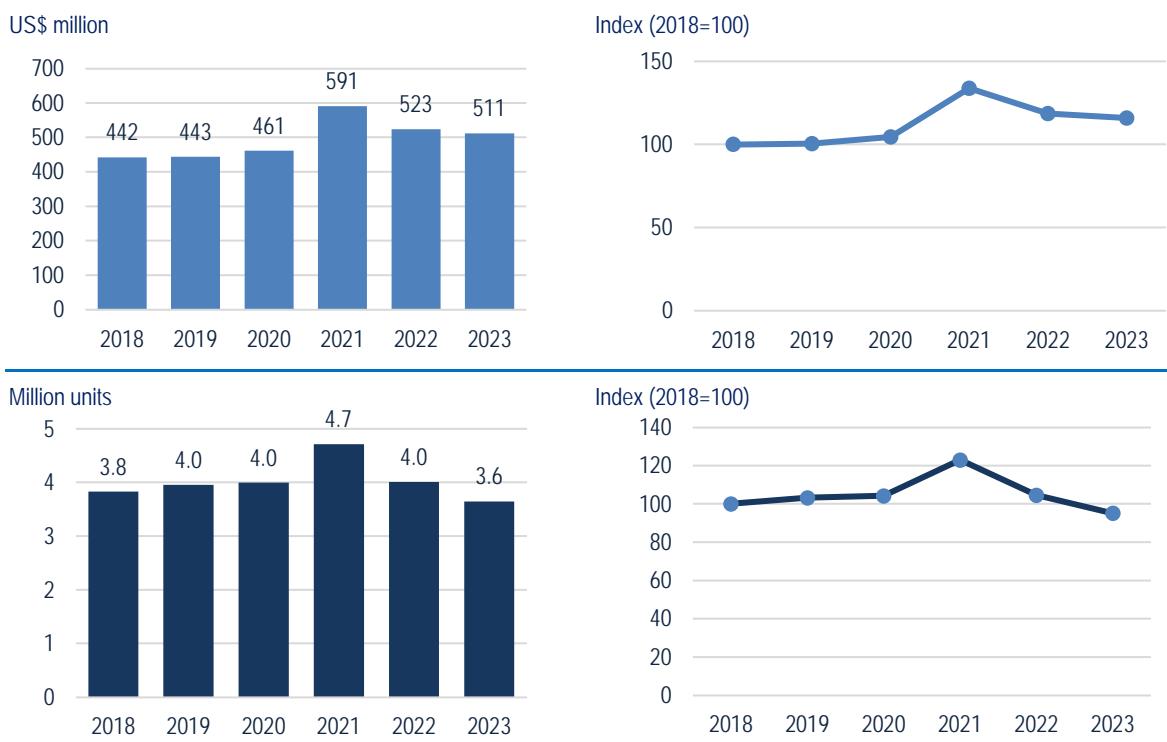
|              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|------|------|------|------|------|
| EUR per US\$ | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

### 3.17.2 Lithuania. Upholstered furniture production

**Figure 3.157 - Lithuania.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.163 - Lithuania.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

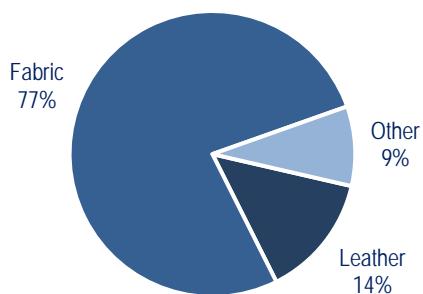
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Lithuania                  | 94%  | 95%  | 95%  | 95%  | 93%  | 93%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

**Figure 3.158 - Lithuania.**

**Breakdown of upholstered furniture production by covering material. % in values**



Source: CSIL

Last available year

### 3.17.3 Lithuania. Major upholstered furniture manufacturers

**Table 3.164 Lithuania. Major upholstered furniture manufacturers by turnover**

| Company                                  | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|--|---|--|-------------------------------|
| Theca Furniture (LLG Lars Larsen Group)  | 62  | 100  | 62                            |
| Scapa Baltic (Scapa Inter)               | 58  | 100  | 58                            |
| Dominari (Domimax Holding)               | 57  | 50   | 113                           |
| Vilmers (JSC Neaustima)                  | 39  | 100  | 39                            |
| BalticSofa                               | 26  | 80   | 32                            |
| Lyra group (Lyra)                        | 26  | 100  | 26                            |
| Kauno Baldai (SBA group)                 | 23  | 93   | 24                            |
| Home Group (Home Group / Man Wah)        | 16  | 97   | 17                            |
| Jakobsen Home                            | 16  | 100  | 16                            |
| Kensa (Nos Orna Holding AB)              | 14  | 65   | 21                            |
| IMG Lithuania (Ekornes QM Holding AS)    | 14  | 100  | 14                            |
| S-Form                                   | 10  | 100  | 10                            |
| Narbutas                                 | 10  | 5  | 186                           |
| Hovden (Hovden Møbel AS)                 | 9   | 90   | 10                            |
| Fleming Baldai (Home Group / Man Wah)    | 8   | 97   | 9                             |
| Mingridas                                | 8   | 90   | 9                             |
| Grafu Baldai                             | 8   | 70   | 11                            |
| Hjellegjerde Baltija (Interstil Holding) | 7   | 100  | 7                             |
| Zbiga                                    | 6   | 40   | 15                            |
| Erelita                                  | 5   | 90   | 5                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.17.4 Lithuania. Short profiles of major upholstered furniture manufacturers

#### Aretida

Aretida, Uab  
**Headquarters/Main Location**  
 Metalistu G. 5 - 78120 Siauliu M - Lithuania  
 T: +370 41 540595  
**Web:** <http://www.aretida.lt>  
**Email:** info@aretida.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Lithuania

#### BalticSofa

BalticSofa, Ab  
**Group:** Baldai Partners  
**Headquarters/Main Location**  
 Zariju Str. 4A - 02300 Vilnius, Vilniaus - Lithuania  
 T: +370 5 2701207  
**Web:** <http://www.balticsofa.com>  
**Email:** info@balticsofa.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Garden and Outdoor  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 4; Lithuania

**Dominari**

**Dominari, Uab**  
**Group:** Domimax Holding  
**Headquarters/Main Location**  
 Panevezio Aplinkl. 10 - 36220 Silagalis, Panevezys - Lithuania  
 T: +370 45 454014  
**Web:** <http://www.dominari.lt>  
**Email:** info@dominari.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Pillows, Foam  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 3; Lithuania

**Egvita**

**Egvita UAB**  
**Headquarters/Main Location**  
 Tinklu 11C - 35115 Panevezys - Lithuania  
 T: +370 45 527700  
**Web:** <http://www.egvita.lt>  
**Email:** info@egvita.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 50% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Lithuania

**Erelita**

**Erelitos baldai, Uab - Erelita**  
**Headquarters/Main Location**  
 Kauno st. 2C - 53395 Ežerėlis, Kauno - Lithuania  
 T: +370 37 407443; 436072  
**Web:** <http://www.erelita.lt>  
**Email:** indre@erelita.lt ; sales@erelita.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Fleming Baldai**

**Fleming Baldai, Uab**  
**Group:** Home Group / Man Wah  
**Headquarters/Main Location**  
 Darbininku G. 14 - 71212 Kriūkai, Marijampolės - Lithuania  
 T: +370 345 42264  
**Web:** <http://www.fleming.ee>  
**Email:** administracija@fleming.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 97% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Fpi Baltic**

**Fpi Baltic, Uab**  
**Group:** Furniture Production International AS  
**Headquarters/Main Location**  
 Liuksemburgo Aklg. 31 - 46401 Kaunas - Lithuania  
 T: +370 37 309646  
**Web:** <https://www.contractfurniturecompany.eu>  
**Email:** info@fpifurniture.eu  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Contract, Hospitality furniture, Shop fittings, Marine furniture, Semi-finished parts, Other  
**Upholstered furniture production** accounts for an estimated 15% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Furnmaster**

**UAB Furnmaster**  
**Group:** Gabriel  
**Headquarters/Main Location**  
 Gelezinklio G. 3 - 68127 Marijampole - Lithuania  
 T: +370 34356631; 68360184  
**Web:** <https://www.facebook.com/furnmaster.lt>  
**Email:** jka@furnmaster.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Office Seating, Acoustic Solutions, Upholstered furniture  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250

**Grafu Baldai**

Grafu Baldai, Uab  
**Headquarters/Main Location**  
 Ezero 31 - 80109 Kairiai, Siaulių raj - Lithuania  
 T: +370 41 374757  
**Web:** <http://www.grafu-baldai.lt>  
**Email:** sale@grafu-baldai.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional  
**Upholstered furniture production** accounts for an estimated 70% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Hjellegjerde Baltija**

Hjellegjerde Baltija, Uab  
**Group:** Interstil Holding  
**Headquarters/Main Location**  
 Pramonės g. 14 - 35100 Panevezys, Panevėžio - Lithuania  
 T: +370 45 507955  
**Web:** <http://www.hjellegjerde.no>  
**Email:** office@hjellegjerde.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 2; Lithuania; Thailand.

**Home Group**

Home Group, Uab  
**Group:** Home Group / Man Wah  
**Headquarters/Main Location**  
 Silutes pl. 95 - 95112 Klaipėdos, Klaipėdos - Lithuania  
 T: +370 611 62508  
**Web:** <https://homegroupholdings.com>  
**Email:** info@homegroup.lt ; sales@homegroup.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 97% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 2; Lithuania

**Hovden**

Hovden, Uab  
**Group:** Hovden Møbel AS  
**Headquarters/Main Location**  
 Saulių G. 33-2 - 92224 Klaipėdos - Lithuania  
 T: +370 685 76395  
**Web:** <https://www.hovdenmobel.no>  
**Email:** l.juska@mail.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**IMG Lithuania**

IMG Lithuania Uab  
**Group:** Ekomes QM Holding AS  
**Headquarters/Main Location**  
 Lvovo g. 89 A-27 - 08104 Vilnius - Lithuania  
 T: +370 615 48425  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 251-500  
**Manufacturing plants:** 1; Lithuania

**Jakobsen Home**

Jakobsen Home Co, Uab  
**Headquarters/Main Location**  
 Pramonės G. 1A - 62323 Alytus - Lithuania  
 T: +370 315 77802  
**Web:** <https://www.jakobsenhome.com>  
**Email:** info@jakobsenhome.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 95%  
**Manufacturing plants:** 1; Lithuania

**Kauno Baldai**

**Kauno Baldai AB**  
**Group:** SBA group  
**Headquarters/Main Location**  
Drobės g. 66 - 45500 Kaunas - Lithuania  
T: +370 37 341987  
Web: <https://www.kaunobaldai.lt>  
Email: info@kaunobaldai.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Contract  
**Upholstered furniture production** accounts for an estimated 93% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 1; Lithuania

**Kensa**

**Kensa, Uab**  
**Group:** Nos Orna Holding AB  
**Headquarters/Main Location**  
Žemaitės - 76139 Šiauliai - Lithuania  
T: +370 615 19360  
Email: info@kensa.nu  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Upholstered furniture production** accounts for an estimated 65% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 1; Lithuania

**Lauksva**

**UAB Lauksva**  
**Headquarters/Main Location**  
P.Vaičaičio st. 13 - 71114 Šakiai - Lithuania  
T: +370 345 60538  
Web: <https://www.lauksva.lt>  
Email: baldaivilnius@lauksva.lt ; office@lauksva.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 80% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Lithuania

**LTP Furniture**

**LTP Texdan UAB - Furniture**  
**Group:** LTP Group  
**Headquarters/Main Location**  
Dauksių km. Birutes g. 16 - 57174 Kedainiu raj, Sav - Lithuania  
T: +370 347 61788  
Web: <https://www.ltpgroup.com>  
Email: sales.furniture@l-t-p.com  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Contract, Hospitality furniture  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500

**Lukandra**

**Lukandra, Uab**  
**Headquarters/Main Location**  
Draugystės g. 8c, 2 aukšt. - Kaunas - Lithuania  
T: +370 51264 563802  
Web: <https://www.lukandra.lt> ; Email: info@lukandra.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Lithuania

**Lyra group**

**Lyra group Ltd.**  
**Group:** Lyra  
**Headquarters/Main Location**  
Montuotojų g. 9, - 89101 Mažeikiai, Telšių - Lithuania  
T: +370 443 68050  
Web: <http://www.lyragroup.eu> ; Email: info@lyragroup.eu  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 99%  
**Manufacturing plants:** 1; Lithuania

**Medis**

**Uab Medis**  
**Headquarters/Main Location**  
Pasienieciu G. 43 - 97121 Kretingos - Lithuania  
T: +370 445 77350  
Web: <https://www.firmamedis.lt> ; Email: info@firmamedis.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Lithuania

**Mingridas**

**Uab Mingridas**  
**Group:** Hilding Anders  
**Headquarters/Main Location**  
 Ukmerves g. 21 - LT-55101 Jonava - Lithuania  
 T: +370 61 038900  
 Email: mingridas@gmail.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 1; Lithuania

**Narbutas**

**Narbutas Marketing UAB**  
**Headquarters/Main Location**  
 Ukmerves g. 308 - 12110 Vilnius, Vilniaus - Lithuania  
 T: +370 5 2107922  
 Web: <https://www.narbutas.com>  
 Email: info@narbutas.lt  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 5% of total revenues  
**Total Turnover range:** 100-250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 96%  
**Manufacturing plants:** 1; Lithuania (Ukmerge)

**Rejben**

**Rejben Uab**  
**Headquarters/Main Location**  
 Liudvinavo g. 24 - 02241 Vilnius - Lithuania  
 T: +370 5 2602687  
 Web: <http://www.rejben.eu> ; Email: info @ rejben.eu  
**Activity:** Manufacturer  
**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Tables and Chairs, Contract, Semi-finished parts  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100

**S-Form**

**S-Form, UAB**  
**Headquarters/Main Location**  
 Pramonės G. 16a - 62175 Alytus - Lithuania  
 T: +370 315 77157  
 Web: <http://www.sform.lt> ; Email: sform@sform.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Foam  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Scapa Baltic**

**Scapa Baltic, Uab**  
**Group:** Scapa Inter  
**Headquarters/Main Location**  
 Bijunu G. 14 - 48399 Kaunas, Kauno apskritis - Lithuania  
 T: +370 37 360765  
 Web: <http://www.scapabaltic.com>  
 Email: office@scapabaltic.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 100%  
**Manufacturing plants:** 4; Lithuania

**Sintuva**

**Sintuva, UAB**  
**Group:** JSC Neautima  
**Headquarters/Main Location**  
 J.Basanavičiaus st. 129 - 76129 Šiauliai - Lithuania  
 T: +370 41 545128  
 Web: <http://www.sintuva.lt> ; Email: info@sintuva.lt  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Lithuania

**Sk Design**

**Sk Design, Uab**  
**Headquarters/Main Location**  
 Svencionio G. 6 - 18206 Augustavo K. - Lithuania  
 T: +370 387 31380  
 Web: <http://www.skdesign.lt> ; Email: donaja@rygveda.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Lithuania

**Softlines**

**Softlines, Uab**  
**Headquarters/Main Location**  
 J. Basanavičiaus G. 69 - 76160 Siauliu M - Lithuania  
 T: +370 41 579532  
 Web: <http://www.softlines.lt> ; Email: info@softlines.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Mattresses  
**Upholstered furniture production** accounts for an estimated 60% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Lithuania

**Sofuz**

**Sofuz Uab**  
**Group:** Dominari Holding  
**Headquarters/Main Location**  
Mokyklos G. 3c - 68461 Mokolai - Lithuania  
T: +370 687 36177  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Lithuania

**Theca Furniture**

Theca Furniture, Uab - Flexlux  
**Group:** LLG Lars Larsen Group  
**Headquarters/Main Location**  
Taikos pr. 145 - 51140 Kaunas, Kauno apskritis - Lithuania  
T: +370 65 042541  
**Web:** <https://www.flexlux.com> ; <https://www.theca.dk>  
**Email:** info@theca.dk  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 99%  
**Manufacturing plants:** 2; Lithuania

**Trivilita**

Trivilita, Uab  
**Group:** JSC Neaustima  
**Headquarters/Main Location**  
Purienų g. 51 - 5402 Šiauliai - Lithuania  
T: +370 41 545117 ; 545127  
**Web:** <https://trivilita.lt> ; **Email:** info@trivilita.lt  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Pillows, Semi-finished parts, Textiles  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

**Vilmers**

Vilmers UAB  
**Group:** JSC Neaustima  
**Headquarters/Main Location**  
Pramones 15 - 78137 Šiauliai, Šiaulių - Lithuania  
T: +370 41 545134 ; 596003  
**Web:** <https://vilmers.com> ; **Email:** info@vilmers.no  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 251-500  
**Export share on total turnover:** 98%  
**Manufacturing plants:** 1; Lithuania

**Vilsofa**

Vilsofa, Uab  
**Headquarters/Main Location**  
Savanorių pr. 157A - 03150 Vilnius - Lithuania  
T: +370 68690747  
**Web:** <https://vilsofa.lt> ; **Email:** info@vilsofa.lt  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Mattresses  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20

**Zbiga**

Zbiga, Uab  
**Headquarters/Main Location**  
Beržų str. 2b - 14266 Riešės, Vilnius - Lithuania  
T: +370 5 2469138  
**Web:** <https://www.magresbalda.lt>  
**Email:** administracija@magre.lt  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Mattresses  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Lithuania

### 3.17.5 Lithuania. Upholstered furniture exports

**Figure 3.159 - Lithuania.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

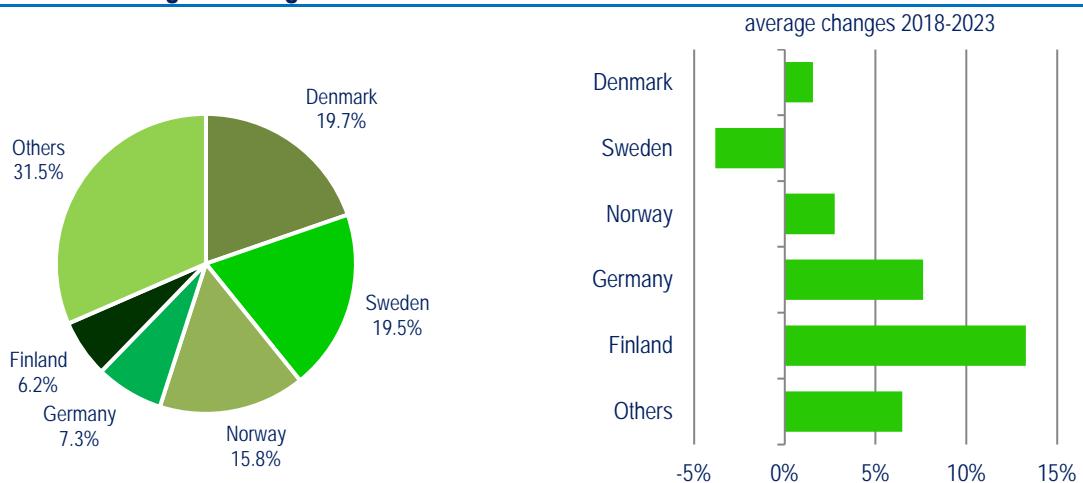


Source: CSIL processing of official data

**Figure 3.160 - Lithuania.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.165 - Lithuania.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Denmark                 | 86.8         | 87.3  | 93.0  | 117.6 | 98.1  | 93.7  | 20.9    | 19.7  | -4.4             | 1.6        |
| Sweden                  | 112.6        | 104.6 | 103.6 | 127.7 | 97.3  | 92.6  | 27.2    | 19.5  | -4.8             | -3.8       |
| Norway                  | 65.5         | 68.1  | 74.6  | 89.3  | 80.4  | 75.0  | 15.8    | 15.8  | -6.7             | 2.8        |
| Germany                 | 24.1         | 23.0  | 23.8  | 33.9  | 35.4  | 34.8  | 5.8     | 7.3   | -1.6             | 7.6        |
| Finland                 | 15.8         | 18.7  | 23.1  | 30.0  | 28.3  | 29.6  | 3.8     | 6.2   | 4.3              | 13.3       |
| Netherlands             | 20.5         | 23.7  | 24.1  | 33.6  | 16.7  | 27.0  | 4.9     | 5.7   | 61.2             | 5.7        |
| United Kingdom          | 6.3          | 5.9   | 4.2   | 16.3  | 21.7  | 22.8  | 1.5     | 4.8   | 5.5              | 29.6       |
| France                  | 19.9         | 19.2  | 15.0  | 18.5  | 22.4  | 18.7  | 4.8     | 3.9   | -16.7            | -1.2       |
| Poland                  | 2.4          | 6.8   | 14.5  | 20.8  | 15.3  | 15.2  | 0.6     | 3.2   | -0.3             | 44.7       |
| Belgium                 | 7.2          | 8.3   | 8.7   | 10.5  | 8.0   | 8.6   | 1.7     | 1.8   | 7.3              | 3.6        |
| top 10                  | 361.0        | 365.5 | 384.7 | 498.1 | 423.6 | 418.0 | 87.1    | 87.9  | -1.3             | 3.0        |
| others                  | 53.4         | 54.0  | 51.7  | 61.5  | 62.9  | 57.7  | 12.9    | 12.1  | -8.3             | 1.6        |
| <b>Americas</b>         | 2.8          | 3.3   | 3.1   | 4.5   | 5.1   | 5.6   | 0.7     | 1.2   | 9.2              | 14.8       |
| - North America         | 2.8          | 3.3   | 2.9   | 4.3   | 4.9   | 5.3   | 0.7     | 1.1   | 7.8              | 13.6       |
| - Central-South America | 0.0          | 0.0   | 0.2   | 0.2   | 0.2   | 0.3   | 0.0     | 0.1   | 42.9             | n.s.       |
| <b>Asia and Pacific</b> | 4.0          | 3.7   | 4.7   | 5.6   | 9.0   | 7.9   | 1.0     | 1.7   | -12.6            | 14.3       |
| <b>Europe</b>           | 405.1        | 410.2 | 425.5 | 545.4 | 469.4 | 460.0 | 97.8    | 96.7  | -2.0             | 2.6        |
| - European Union (27)   | 304.8        | 304.3 | 317.3 | 411.1 | 343.5 | 342.5 | 73.6    | 72.0  | -0.3             | 2.4        |
| - UK, CH, NO, IS        | 82.1         | 85.9  | 90.8  | 119.0 | 113.4 | 109.5 | 19.8    | 23.0  | -3.5             | 5.9        |
| - Other Europe          | 18.2         | 20.0  | 17.4  | 15.3  | 12.5  | 8.0   | 4.4     | 1.7   | -36.0            | -15.2      |
| <b>Middle East</b>      | 2.3          | 2.1   | 2.8   | 3.8   | 2.8   | 1.9   | 0.6     | 0.4   | -30.9            | -3.6       |
| <b>Africa</b>           | 0.1          | 0.2   | 0.2   | 0.4   | 0.1   | 0.3   | 0.0     | 0.1   | n.s.             | 21.3       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 414.4        | 419.5 | 436.4 | 559.6 | 486.5 | 475.7 | 100.0   | 100.0 | -2.2             | 2.8        |

Source: CSIL processing of official data

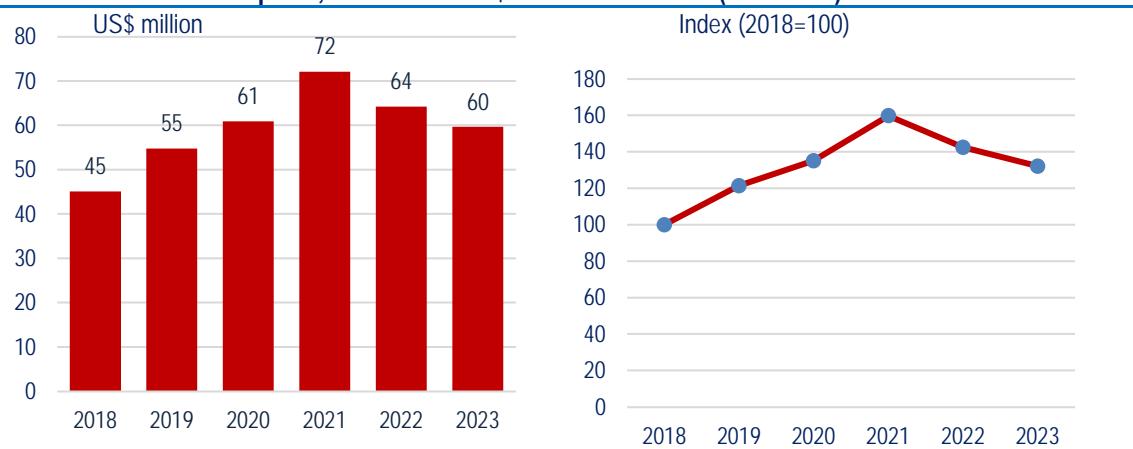
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.17.6 Lithuania. Upholstered furniture imports

**Figure 3.161 - Lithuania.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

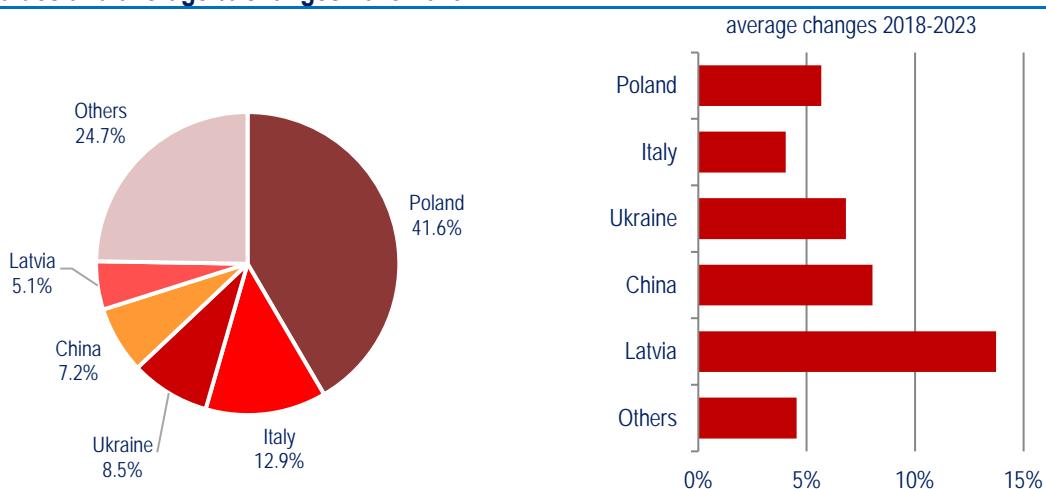


Source: CSIL processing of official data

**Figure 3.162 - Lithuania.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.166 - Lithuania.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| Poland                  | 18.8         | 19.6 | 20.8 | 25.9 | 23.1 | 24.8 | 41.7    | 41.6  | 7.3              | 5.7        |
| Italy                   | 6.3          | 6.8  | 7.9  | 6.4  | 9.4  | 7.7  | 14.0    | 12.9  | -17.9            | 4.0        |
| Ukraine                 | 3.6          | 6.4  | 6.8  | 7.4  | 4.9  | 5.1  | 8.1     | 8.5   | 3.1              | 6.8        |
| China                   | 2.9          | 4.7  | 5.8  | 9.9  | 6.9  | 4.3  | 6.4     | 7.2   | -38.1            | 8.0        |
| Latvia                  | 1.6          | 2.1  | 2.2  | 2.2  | 2.9  | 3.1  | 3.6     | 5.1   | 7.1              | 13.7       |
| Sweden                  | 1.3          | 1.8  | 1.5  | 3.1  | 3.8  | 1.8  | 2.8     | 3.0   | n.s.             | 7.2        |
| Belgium                 | 1.3          | 1.2  | 0.7  | 0.9  | 1.0  | 1.8  | 3.0     | 3.0   | 76.3             | 5.5        |
| Denmark                 | 0.4          | 0.5  | 1.5  | 2.3  | 1.5  | 1.7  | 0.9     | 2.9   | 13.8             | 34.8       |
| Belarus                 | 0.6          | 1.1  | 1.6  | 3.2  | 2.0  | 1.4  | 1.3     | 2.3   | -31.1            | 18.5       |
| Germany                 | 1.0          | 1.0  | 1.2  | 1.5  | 1.2  | 1.0  | 2.2     | 1.6   | -20.4            | -0.5       |
| top 10                  | 37.8         | 45.1 | 49.9 | 62.9 | 56.6 | 52.5 | 83.9    | 88.0  | -7.3             | 6.8        |
| others                  | 7.3          | 9.7  | 11.0 | 9.2  | 7.6  | 7.2  | 16.1    | 12.0  | -5.8             | -0.2       |
| <b>Americas</b>         | 0.4          | 0.4  | 0.1  | 0.0  | 0.3  | 0.2  | 0.9     | 0.4   | -17.5            | -12.0      |
| - North America         | 0.4          | 0.4  | 0.1  | 0.0  | 0.3  | 0.2  | 0.9     | 0.4   | -17.5            | -12.0      |
| - Central-South America | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>Asia and Pacific</b> | 3.3          | 6.9  | 10.5 | 13.0 | 7.6  | 5.2  | 7.4     | 8.7   | -32.0            | 9.2        |
| <b>Europe</b>           | 41.3         | 47.4 | 50.3 | 59.1 | 56.3 | 54.0 | 91.6    | 90.5  | -4.2             | 5.5        |
| - European Union (27)   | 34.2         | 38.1 | 40.1 | 46.7 | 47.9 | 46.0 | 75.8    | 77.1  | -4.0             | 6.1        |
| - UK, CH, NO, IS        | 2.5          | 1.1  | 0.5  | 0.3  | 0.4  | 0.6  | 5.4     | 0.9   | 51.5             | -25.5      |
| - Other Europe          | 4.7          | 8.2  | 9.6  | 12.1 | 8.1  | 7.4  | 10.4    | 12.5  | -7.9             | 9.6        |
| <b>Middle East</b>      | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.1     | 0.0   | n.s.             | n.s.       |
| <b>Africa</b>           | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.s.             | n.c.       |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.3  | 0.0     | 0.4   | n.s.             | n.c.       |
| <b>World Total</b>      | 45.1         | 54.8 | 60.9 | 72.1 | 64.2 | 59.6 | 100.0   | 100.0 | -7.2             | 5.7        |

Source: CSIL processing of official data

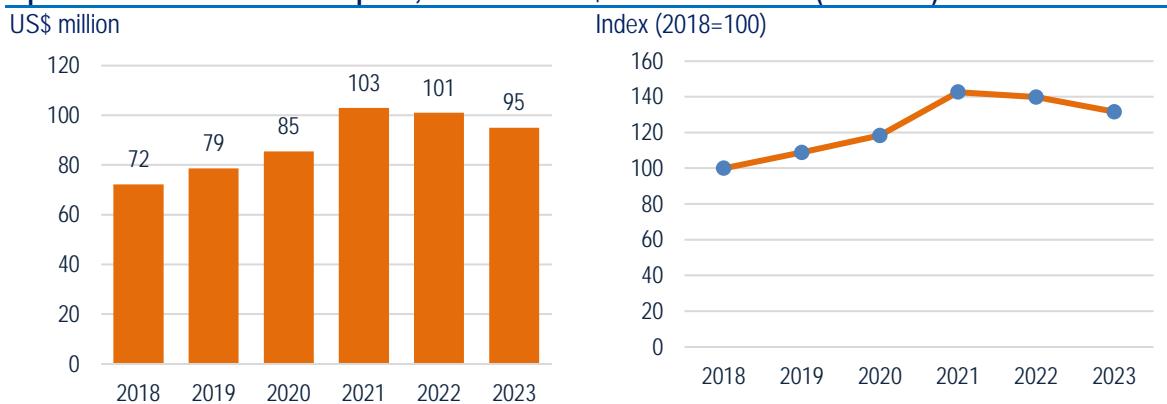
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.17.7 Lithuania. Upholstered furniture consumption

**Figure 3.163 - Lithuania.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.167 - Lithuania.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

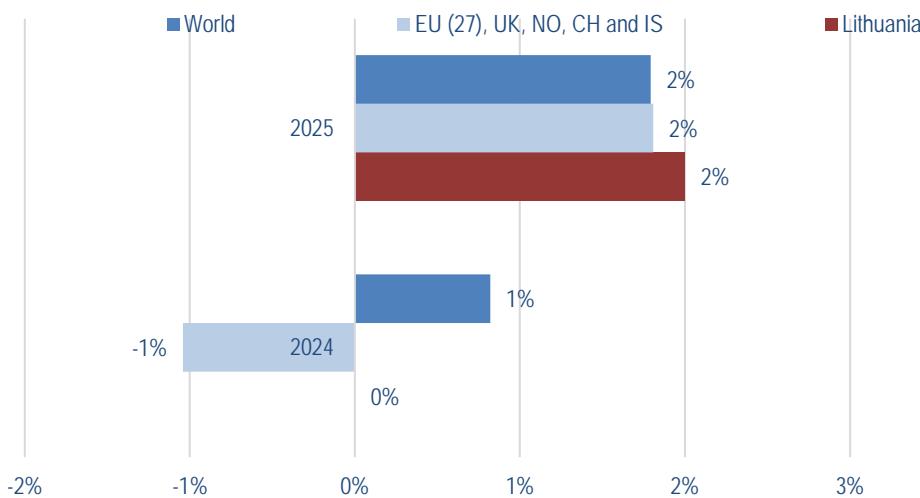
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Lithuania                  | 62%  | 70%  | 71%  | 70%  | 64%  | 63%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.164 - Lithuania.**

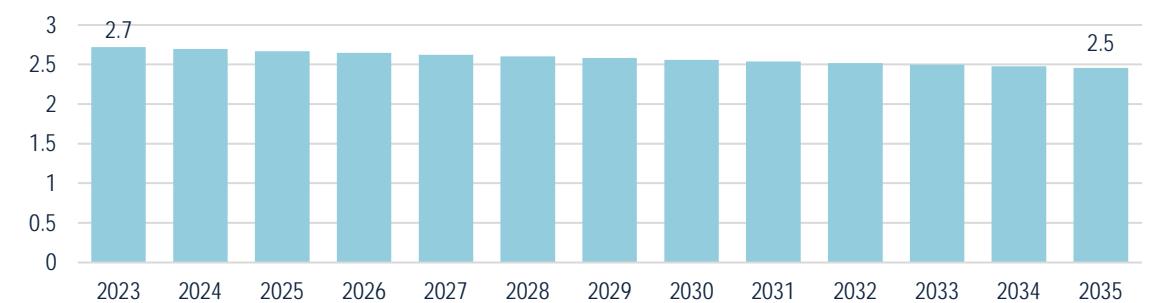
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.17.8 Lithuania. Population forecasts

**Figure 3.165 - Lithuania.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.168 - Lithuania.**  
**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 1  |
| Urban Population | % of total | 68 |

Source: UN, World Bank

Last available year

**Table 3.169 - Lithuania.**  
**Resident population in main cities\* and projected growth**

| Cities  | Population (thousand) |      |      |
|---------|-----------------------|------|------|
|         | 2020                  | 2025 | 2030 |
| Vilnius | 539                   | 542  | 541  |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.17.9 Lithuania. Comparison with the global upholstered furniture sector

Figure 3.166 - Lithuania.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Table 3.170 - Lithuania.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 65    | 50       |
| Population                                   | Million               | 3     | 62       |
| Urban Population                             | % of total population | 68    | 48       |
| Total GNP                                    | US\$ billion          | 68    | 60       |
| Per capita GNP                               | US\$                  | 23870 | 37       |
| Household Consumption Exp.                   | US\$ billion          | 41    | 60       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 139   | 61       |
| Per capita GNP at PPP                        | US\$                  | 49160 | 34       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.18 The upholstered furniture industry in Sweden

### 3.18.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Upholstered furniture consumption in Sweden totaled US\$ 626 million in 2023, showing a -14% decrease compared to the previous year.
- Around 62% of Sweden's upholstered furniture consumption is satisfied by imports.
- Major countries supplying upholstered furniture to Sweden included Poland, Lithuania, and China.
- In 2023, Sweden's production of upholstered furniture amounted to US\$ 456 million, marking a -10% decrease from the previous year.
- Approximately 47% of Sweden's upholstered furniture production was exported in 2023.
- Key export destinations included neighboring countries such as Norway and Germany, highlighting strong trade relations within Scandinavia and broader European markets.

#### Competitive System Landscape

In Sweden, the upholstered furniture market is prominently represented by five leading companies known for their specialization in this sector: Scapa Inter, Conform, Furninova, Swedese, and Blå Station. Some of those companies delocalized the production in other European countries, such as Scapa Inter in Lithuania, Furninova in Poland.

#### M&A Deals and Recent News

- In 2023, Stommen Group sold its share in Romanian wooden furniture factory Deko Rame.

**Table 3.171 - Sweden.**
**The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Production         | US\$ million | 517   | 454   | 463   | 477   | 482   | 461   | 451   | 532   | 507   | 456   |
| Exports            | US\$ million | 179   | 172   | 179   | 189   | 208   | 215   | 208   | 247   | 233   | 216   |
| Imports            | US\$ million | 336   | 295   | 308   | 334   | 373   | 361   | 359   | 479   | 456   | 385   |
| Consumption*       | US\$ million | 675   | 577   | 593   | 622   | 647   | 607   | 602   | 765   | 730   | 626   |
| Production         | % ch. - US\$ |       | -12%  | 2%    | 3%    | 1%    | -4%   | -2%   | 18%   | -5%   | -10%  |
| Exports            | % ch. - US\$ |       | -4%   | 4%    | 6%    | 10%   | 3%    | -3%   | 19%   | -5%   | -8%   |
| Imports            | % ch. - US\$ |       | -12%  | 4%    | 8%    | 12%   | -3%   | -1%   | 33%   | -5%   | -15%  |
| Consumption*       | % ch. - US\$ |       | -15%  | 3%    | 5%    | 4%    | -6%   | -1%   | 27%   | -5%   | -14%  |
| export/production  | %            | 35%   | 38%   | 39%   | 40%   | 43%   | 47%   | 46%   | 46%   | 46%   | 47%   |
| import/consumption | %            | 50%   | 51%   | 52%   | 54%   | 58%   | 59%   | 60%   | 63%   | 62%   | 62%   |
| Production         | SEK million  | 3,547 | 3,831 | 3,964 | 4,079 | 4,189 | 4,357 | 4,153 | 4,568 | 5,130 | 4,838 |
| Exports            | SEK million  | 1,225 | 1,452 | 1,528 | 1,614 | 1,806 | 2,030 | 1,914 | 2,116 | 2,359 | 2,286 |
| Imports            | SEK million  | 2,306 | 2,485 | 2,633 | 2,850 | 3,244 | 3,417 | 3,310 | 4,113 | 4,611 | 4,086 |
| Consumption*       | SEK million  | 4,628 | 4,864 | 5,070 | 5,315 | 5,627 | 5,744 | 5,549 | 6,566 | 7,382 | 6,638 |
| Production         | % ch. - SEK  |       | 8%    | 3%    | 3%    | 3%    | 4%    | -5%   | 10%   | 12%   | -6%   |
| Exports            | % ch. - SEK  |       | 19%   | 5%    | 6%    | 12%   | 12%   | -6%   | 11%   | 12%   | -3%   |
| Imports            | % ch. - SEK  |       | 8%    | 6%    | 8%    | 14%   | 5%    | -3%   | 24%   | 12%   | -11%  |
| Consumption*       | % ch. - SEK  |       | 5%    | 4%    | 5%    | 6%    | 2%    | -3%   | 18%   | 12%   | -10%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, Statistics Sweden

**Table 3.172 - Sweden.**
**Exchange rates, 2014-2023**

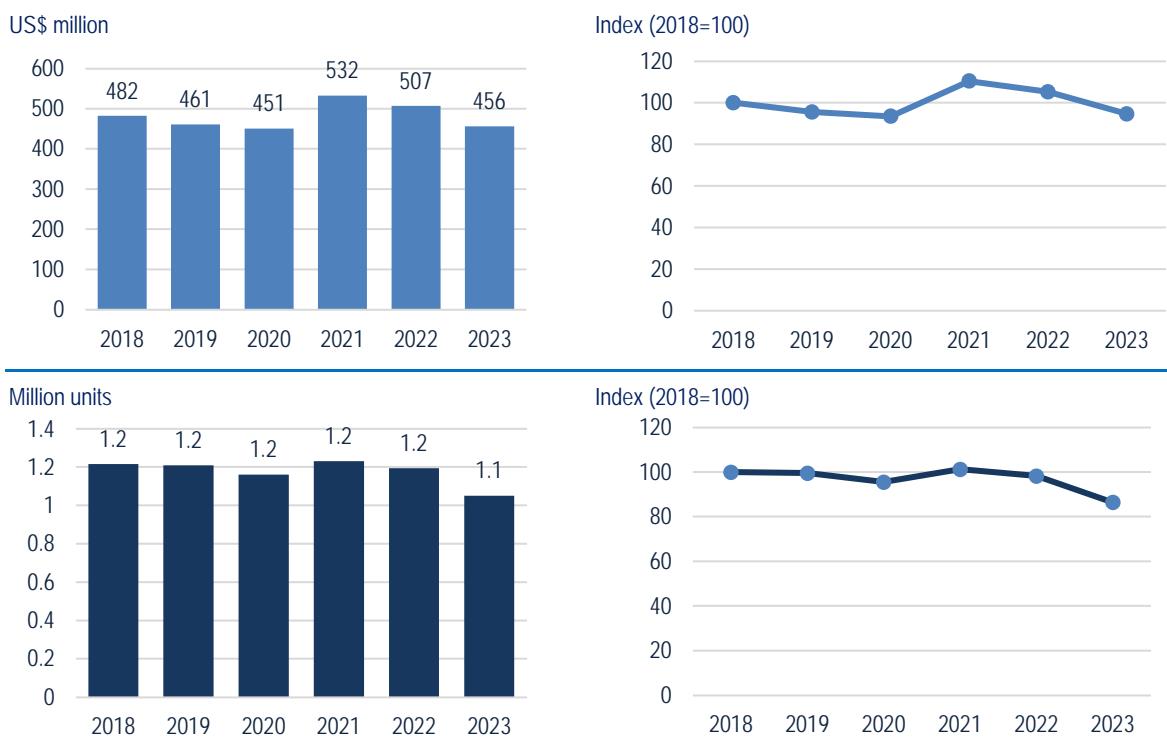
|              | 2014 | 2015 | 2016 | 2017 | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------|------|------|------|------|-------|-------|-------|-------|-------|-------|
| SEK per US\$ | 6.86 | 8.44 | 8.55 | 8.54 | 8.69  | 9.46  | 9.22  | 8.58  | 10.12 | 10.61 |
| SEK per EUR  | 9.12 | 9.36 | 9.47 | 9.65 | 10.27 | 10.59 | 10.52 | 10.15 | 10.66 | 11.48 |

Source: US Federal Reserve

### 3.18.2 Sweden. Upholstered furniture production

**Figure 3.167 - Sweden.**

**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.173 - Sweden.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Sweden                     | 43%  | 47%  | 46%  | 46%  | 46%  | 47%  |
| EU (27), UK, NO, CH and IS | 61%  | 62%  | 63%  | 65%  | 65%  | 64%  |
| World                      | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.18.3 Sweden. Major upholstered furniture manufacturers

**Table 3.174      Sweden. Major upholstered furniture manufacturers by turnover**

| Company                            | Upholstered furniture turnover (Million US\$) | % share of upholstered furniture in company's turnover | Total turnover (Million US\$) |
|------------------------------------|---|--|-------------------------------|
| Scapa Inter                        | 58  | 70   | 83.0                          |
| Conform (Stommen Group)            | 52  | 100  | 51.8                          |
| Furninova (Stommen Group)          | 42  | 95   | 44.5                          |
| Swedese                            | 13  | 60   | 22.1                          |
| Blå Station                        | 11  | 70   | 16.2                          |
| Fogia (SE) (Fogia)                 | 10  | 65   | 15.9                          |
| Bröderna Anderssons                | 10  | 100  | 10.1                          |
| Offecct (Flokk)                    | 7   | 70   | 10.3                          |
| Materia (Kinnarps)                 | 6   | 30   | 21.2                          |
| Skipper Furniture AB (Nelo)        | 5   | 100  | 5.1                           |
| Lammhults (Lammhults Design Group) | 4   | 40   | 10.6                          |
| Jonas Ihreborn                     | 4   | 100  | 3.9                           |
| Möbelform I Glimåkra               | 3   | 100  | 3.3                           |
| Sjögren                            | 3   | 100  | 3.0                           |
| Göinge Möbler                      | 3   | 100  | 2.5                           |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.18.4 Sweden. Short profiles of major upholstered furniture manufacturers

#### Above Möbel

Above Möbel AB

##### Headquarters/Main Location

Hantverksgatan 13 - 282 31 Tyringe - Sweden

T: +46 451 37020

Web: <http://www.abovemobel.se>

Email: [info@abovemobel.se](mailto:info@abovemobel.se)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Upholstered furniture production accounts for an estimated 100% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

#### Blå Station

Blå Station AB

##### Headquarters/Main Location

Sandvaktaregatan 17 - 29635 Åhus - Sweden

T: +46 44 249070

Web: <https://www.blastation.com> ; Email: [info@blastation.se](mailto:info@blastation.se)

Activity: Manufacturer

Product Portfolio: Office Furniture, Acoustic Solutions, Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract, Hospitality furniture, Other

Upholstered furniture production accounts for an estimated 70% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 75%

Manufacturing plants: 1; Sweden

#### Bröderna Anderssons

Bröderna Anderssons Industrier i Ekenässjön AB

##### Headquarters/Main Location

Vetlandavägen 8 - 57450 Ekenässjön, Småland med öarna

T: +46 383 34600

Web: <https://brodernaanderssons.se>

Email: [info@broderna-anderssons.se](mailto:info@broderna-anderssons.se)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Upholstered furniture production accounts for an estimated 100% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Export share on total turnover: 30%

Manufacturing plants: 1; Sweden

#### Conform

Conform Collection AB

Group: Stommen Group

##### Headquarters/Main Location

Vetlandavägen 14 - 574 53 Holsbybrunn, Jönköping - Sweden

T: +46 383 508 90

Web: <http://www.conform.se> ; Email: [info@conform.se](mailto:info@conform.se)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Upholstered furniture production accounts for an estimated 100% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: 21-50

Export share on total turnover: 50%

Manufacturing plants: 1; Sweden

**EFG European Furniture Group AB**

**EFG European Furniture Group AB**  
**Group:** Input Interior / EFG  
**Headquarters/Main Location**  
 Polhemsgatan 5 - 411 11 Gothenburg - Sweden  
 T: +46 140 675 25  
[Web:](https://www.efg.se) <https://www.efg.se>  
[Email:](mailto:info@efg.se) info@efg.se  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Contract  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 48%  
**Manufacturing plants:** Sweden.

**Englesson Group**

**Englesson Forvaltning AB**  
**Group:** Englesson  
**Headquarters/Main Location**  
 Östbergavägen 16 - 182 62 Djursholm - Sweden  
 T: +46 8 7530780  
[Web:](https://www.englesson.se) <https://www.englesson.se>  
[Email:](mailto:info@englesson.com) info@englesson.com  
**Activity:** Manufacturer's Showroom  
**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Occasional, Mattresses  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 2; Sweden; Poland, Lithuania.

**Fogia**

**Fogia Collection AB**  
**Group:** Fogia  
**Headquarters/Main Location**  
 Finnboda Varv 19a - 131 72 Nacka, Stockholm - Sweden  
 T: +46 8 55609100  
[Web:](https://www.fogia.com) <https://www.fogia.com>  
[Email:](mailto:info@fogia.se) info@fogia.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Occasional, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated 65% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 70%  
**Manufacturing plants:** 1; Poland.

**Furninova**

**Furninova AB**  
**Group:** Stommen Group  
**Headquarters/Main Location**  
 Box 28 - 280 20 Bjärnum - Sweden  
 T: +46 451 775600  
[Web:](https://www.furninova.com) <https://www.furninova.com>  
[Email:](mailto:info@furninova.com) info@furninova.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Home furniture, Garden and Outdoor, Furnishing accessories  
**Upholstered furniture production** accounts for an estimated 95% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 50%  
**Manufacturing plants:** 1; Poland.

**Gärsnäs**

**Gärsnäs AB**  
**Headquarters/Main Location**  
 Box 26 - 27203 Garsnas - Sweden  
 T: +46 414 53000  
[Web:](http://www.garsnas.se) <http://www.garsnas.se>  
[Email:](mailto:info@garsnas.se) info@garsnas.se  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Tables and Chairs, Occasional, Garden and Outdoor, Contract  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50

**Göinge Möbler**

**Göinge Möbler**  
**Headquarters/Main Location**  
 Södra Portgatan 23  
 - 28350 Osby - Sweden  
 T: +46 479 12770  
[Web:](http://www.goingemobler.se) <http://www.goingemobler.se>  
[Email:](mailto:goinge@telia.com) goinge@telia.com  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20

**Horreds Möbel**

**Horreds Möbel AB**  
**Headquarters/Main Location**  
 Varbergsvägen 448 - 519 30 Horred - Sweden  
 T: +46 320 18400  
**Web:** <https://www.horreds.se>  
**Email:** info@horreds.se  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Office Seating,  
 Upholstered furniture, Contract  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 45%  
**Manufacturing plants:** Sweden.

**Inoff Inred**

**Inoff Inred AB**  
**Headquarters/Main Location**  
 Box 82 - 28020 Bjärnum - Sweden  
 T: +46 451 775360  
**Web:** <https://www.inoff.se>  
**Email:** info@inoff.se  
**Activity:** Manufacturer  
**Product Portfolio:** Office Seating, Upholstered furniture,  
 Tables and Chairs, Contract, Hospitality furniture  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 50%  
**Manufacturing plants:** Sweden.

**Ire Möbel**

**Ire Möbel AB**  
**Group:** HIT AB  
**Headquarters/Main Location**  
 Fabriksgatan 5 - 543 50 Tibro, Västsverige - Sweden  
 T: +46 504 19100  
**Web:** <https://www.iremobel.se>  
**Email:** info@iremobel.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Occasional,  
 Contract  
**Upholstered furniture production** accounts for an estimated  
 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20

**Johanson Design**

**Johanson Design AB**  
**Headquarters/Main Location**  
 Anders Anderssons väg 7 - 28535 Markaryd, Småland med  
 öarna - Sweden  
 T: +46 433 72500  
**Web:** <https://johansondesign.se>  
**Email:** info@johansondesign.se  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Seating, Acoustic Solutions,  
 Upholstered furniture, Tables and Chairs, Contract  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Export share on total turnover:** 50%  
**Manufacturing plants:** Sweden.

**Jonas Ihreborn**

**Jonas Ihreborn AB**  
**Headquarters/Main Location**  
 Expovägen 5 - 331 42 Värnamo - Sweden  
 T: +46 370 355000  
**Web:** <http://www.ihreborn.se>  
**Email:** info@ihreborn.se  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Upholstered furniture,  
 Tables and Chairs, Occasional, Contract, Hospitality furniture  
**Upholstered furniture production** accounts for an estimated  
 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Sweden

**Källemo**

**Källemo AB**  
**Group:** Källemo  
**Headquarters/Main Location**  
 Växjövägen 30 - 33126 Värnamo - Sweden  
 T: +46 370 15000  
**Web:** <http://www.kallemo.se>  
**Email:** info@kallemo.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs,  
 Occasional, Contract  
**Upholstered furniture production** accounts for an estimated  
 40% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20

**Kallin & Franzén**

**Kallin & Franzén AB**  
**Headquarters/Main Location**  
 Börstigvägen 21 - 52378 Trädet - Sweden  
 T: +46 515 51193  
**Web:** <https://www.kallinfranzen.se>  
**Email:** info@kallinfranzen.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract, Hospitality furniture, Other  
**Upholstered furniture production** accounts for an estimated 90% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20

**Lammhults**

**Lammhults Möbel AB**  
**Group:** Lammhults Design Group  
**Headquarters/Main Location**  
 Vaxjövagen 41 - 36030 Lammhult - Sweden  
 T: +46 472 269500; 269521  
**Web:** <https://www.lammhults.se> ; **Email:** info@lammhults.se  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Tables and Chairs, Contract  
**Upholstered furniture production** accounts for an estimated 40% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Sweden

**Materia**

**Materia Ab**  
**Group:** Kinnarps  
**Headquarters/Main Location**  
 Box 340, Ydrev 23 - 573 24 Tranås - Sweden  
 T: +46 140 385600  
**Web:** <http://www.materia.se> ; **Email:** info@materia.se  
**Activity:** Manufacturer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Tables and Chairs, Occasional, Contract  
**Upholstered furniture production** accounts for an estimated 30% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 51-100  
**Manufacturing plants:** 1; Sweden

**Nordic Care**

**Nc Nordic Care AB**  
**Headquarters/Main Location**  
 Box 30 - 57321 Tranås - Sweden  
 T: +46 140384060  
**Web:** <https://www.ncnordiccare.se>  
**Email:** info@ncnordiccare.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20

**Möbelform i Glimåkra**

**Möbelform i Glimåkra AB**  
**Headquarters/Main Location**  
 Knorrevägen 1 - S-289 47 Glimåkra - Sweden  
 T: +46 44-430 90  
**Web:** <http://www.mobelform.se> ; **Email:** info@mobelform.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Export share on total turnover:** 20%

**Norell**

**Norell Möbel AB**  
**Headquarters/Main Location**  
 Grännavägen 12 - 578 33 Aneby - Sweden  
 T: +46 380 40480  
**Web:** <https://norellmobel.se>  
**Email:** info@norellmobel.se  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Contract  
**Upholstered furniture production** accounts for an estimated 100% of total revenues  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Export share on total turnover:** 5%

**Offecct**

Offecct AB

**Group:** Flokk**Headquarters/Main Location**

Skövdevägen - 543 33 Tibro, Västsverige - Sweden

T: +46 504 41500

Web: <http://www.offecct.se>Email: [support@offecct.se](mailto:support@offecct.se)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Tables and Chairs, Contract, Hospitality furniture, Other**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Export share on total turnover:** 50%**Manufacturing plants:** 1; Poland.**Scapa Inter**

Scapa Inter AB

**Group:** Scapa Inter**Headquarters/Main Location**

Fabriksgatan 21 - 34232 Alvesta, Småland med öarna - Sweden

T: +46 472 16050

Web: <https://scapainter.com>Email: [info@scapa-rs.com](mailto:info@scapa-rs.com)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Beds**Upholstered furniture production** accounts for an estimated 70% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 5%**Manufacturing plants:** 5; Sweden; Lithuania. 4 in Lithuania for upholstered furniture, 1 in Sweden for beds**Sjögren**

Sjögren, AB O.H. - Carl Malmsten

**Headquarters/Main Location**

Box 207 - 573 23 Tranås - Sweden

T: +46 140 16275

Web: <https://www.sjogren.se>Email: [info@sjogren.se](mailto:info@sjogren.se)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Skandiform**

Skandiform AB

**Group:** Kinnarps**Headquarters/Main Location**

Riksväg 21 - 28834 Vinslöv - Sweden

T: +46 4485550

Web: <http://www.skandiform.se>Email: [info@skandiform.se](mailto:info@skandiform.se)

Activity: Manufacturer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Tables and Chairs, Contract**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Skargaarden**

Skargaarden International AB

**Headquarters/Main Location**

Södra Kungsgatan 55E - 802 55 Gävle - Sweden

T: +46 8 4490750

Web: <https://www.skargaarden.com>Email: [info@skargaarden.com](mailto:info@skargaarden.com)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Garden and Outdoor, Contract**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Skipper Furniture AB**

Skipper Furniture AB

**Group:** Nelo**Headquarters/Main Location**

Färgerigatan - 289 21 Knislinge - Sweden

T: +46 44 60450

Web: <https://www.skipperfurniture.se>Email: [info@skipperfurniture.se](mailto:info@skipperfurniture.se)

Activity: Manufacturer

**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract**Upholstered furniture production** accounts for an estimated 100% of total revenues**Total Turnover range:** 5-15 US\$ million**Employees range:** 0-20

**Stommen Group**

Stommen Group AB

**Group:** Stommen Group

**Headquarters/Main Location**

Perssons väg 3 - 282 64 Bjärnum - Sweden

T: +46 451 775600

**Web:** <https://www.stommengroup.com>

**Email:** [info@stommengroup.com](mailto:info@stommengroup.com)

**Activity:** Holding, Manufacturer

**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Home furniture, Garden and Outdoor, Furnishing accessories, Lighting

**Upholstered furniture production** accounts for an estimated 75% of total revenues

**Total Turnover range:** 100-250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 4; Sweden; Poland.

**Swedese**

Swedese Möbler Ab

**Headquarters/Main Location**

PO Box 156, Formvägen - 567 23 Vaggeryd, Småland med öarna - Sweden

T: +46 393 79700

**Web:** <https://swedese.com>

**Email:** [info@swedese.se](mailto:info@swedese.se)

**Activity:** Manufacturer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Tables and Chairs, Home furniture, Contract, Hospitality furniture, Other

**Upholstered furniture production** accounts for an estimated 60% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Export share on total turnover:** 30%

**Manufacturing plants:** 2; Sweden

**Tela Möbel**

Tela Möbel AB

**Headquarters/Main Location**

Snickarevägen - 343 96 Hallaryd - Sweden

T: +46 479 72140

**Web:** <http://www.telamobel.se>

**Email:** [info@telamobel.se](mailto:info@telamobel.se)

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

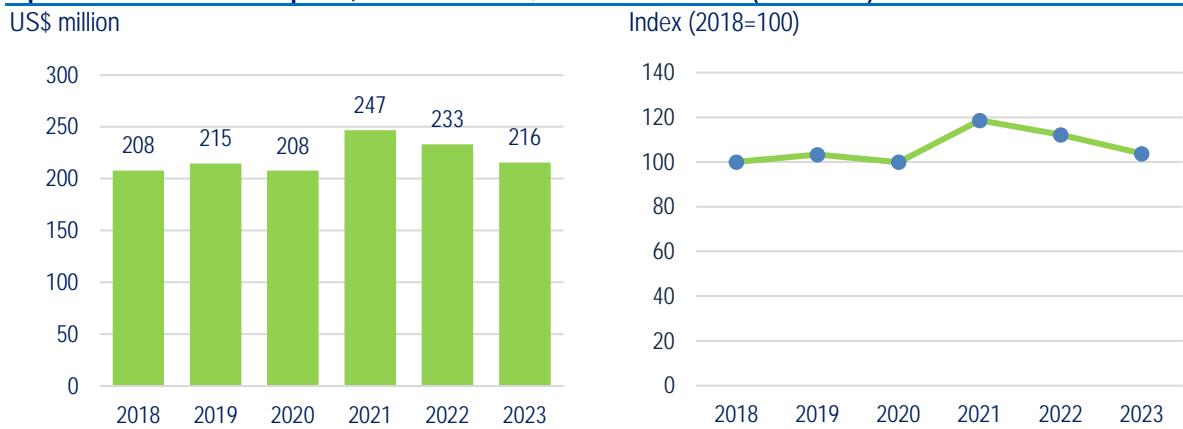
**Total Turnover range:** 0-5 US\$ million

**Employees range:** 0-20

### 3.18.5 Sweden. Upholstered furniture exports

**Figure 3.168 - Sweden.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

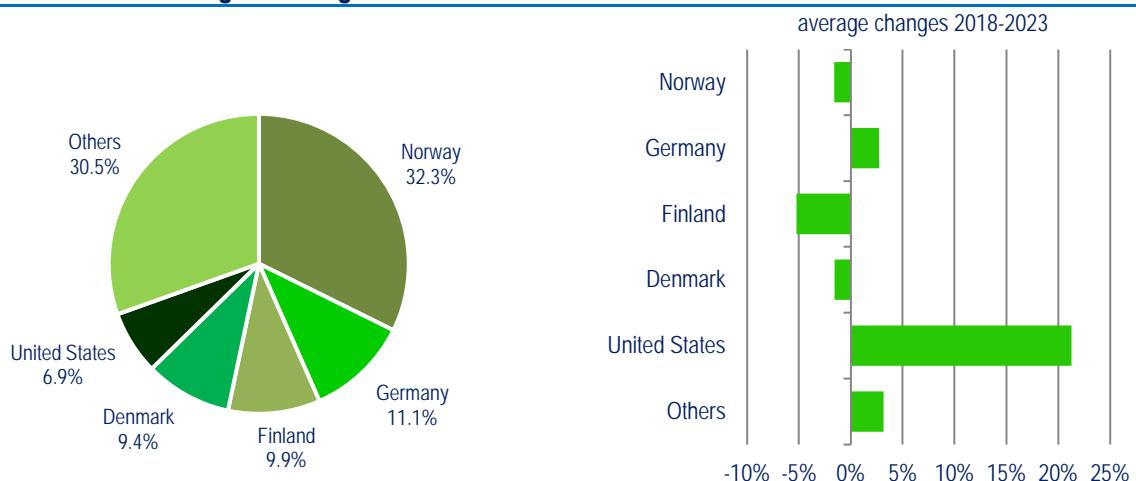


Source: CSIL processing of official data

**Figure 3.169 - Sweden.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.175 - Sweden.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Norway                  | 75.4         | 74.4  | 70.9  | 85.9  | 78.6  | 69.6  | 36.3    | 32.3  | -11.4            | -1.6       |
| Germany                 | 20.9         | 22.3  | 21.8  | 23.5  | 25.3  | 23.9  | 10.0    | 11.1  | -5.5             | 2.7        |
| Finland                 | 27.9         | 28.7  | 24.7  | 23.0  | 22.0  | 21.4  | 13.4    | 9.9   | -3.0             | -5.2       |
| Denmark                 | 21.8         | 21.9  | 23.1  | 32.4  | 27.7  | 20.2  | 10.5    | 9.4   | -27.3            | -1.5       |
| United States           | 5.6          | 9.1   | 10.9  | 12.4  | 15.0  | 14.8  | 2.7     | 6.9   | -1.3             | 21.3       |
| France                  | 14.6         | 14.0  | 11.5  | 13.8  | 14.2  | 13.9  | 7.0     | 6.4   | -1.9             | -1.0       |
| United Kingdom          | 6.2          | 6.9   | 6.5   | 9.2   | 9.2   | 10.3  | 3.0     | 4.8   | 12.4             | 10.7       |
| Netherlands             | 4.7          | 4.6   | 3.9   | 4.5   | 4.1   | 4.7   | 2.2     | 2.2   | 13.5             | 0.1        |
| Poland                  | 2.8          | 3.0   | 3.2   | 4.8   | 4.8   | 4.0   | 1.4     | 1.8   | -17.5            | 7.2        |
| Spain                   | 3.2          | 3.7   | 3.8   | 4.4   | 3.6   | 3.7   | 1.5     | 1.7   | 2.9              | 3.1        |
| top 10                  | 183.1        | 188.5 | 180.3 | 213.9 | 204.6 | 186.5 | 88.1    | 86.5  | -8.9             | 0.4        |
| others                  | 24.7         | 26.0  | 27.3  | 32.7  | 28.6  | 29.0  | 11.9    | 13.5  | 1.6              | 3.3        |
| <b>Americas</b>         | 5.9          | 9.4   | 11.3  | 12.9  | 16.0  | 16.6  | 2.8     | 7.7   | 3.6              | 23.0       |
| - North America         | 5.7          | 9.4   | 11.0  | 12.7  | 15.5  | 15.6  | 2.7     | 7.2   | 0.2              | 22.2       |
| - Central-South America | 0.2          | 0.1   | 0.2   | 0.2   | 0.5   | 1.0   | 0.1     | 0.5   | n.s.             | 41.4       |
| <b>Asia and Pacific</b> | 4.8          | 5.0   | 6.7   | 7.4   | 5.1   | 4.7   | 2.3     | 2.2   | -7.6             | -0.3       |
| <b>Europe</b>           | 195.5        | 197.1 | 187.1 | 222.5 | 209.1 | 191.4 | 94.1    | 88.8  | -8.4             | -0.4       |
| - European Union (27)   | 106.5        | 109.9 | 103.0 | 118.7 | 115.0 | 104.5 | 51.3    | 48.5  | -9.2             | -0.4       |
| - UK, CH, NO, IS        | 87.7         | 86.3  | 82.4  | 102.3 | 92.9  | 85.7  | 42.2    | 39.8  | -7.7             | -0.5       |
| - Other Europe          | 1.3          | 1.0   | 1.7   | 1.5   | 1.2   | 1.3   | 0.6     | 0.6   | 6.3              | -0.3       |
| <b>Middle East</b>      | 0.9          | 1.9   | 1.2   | 1.9   | 1.9   | 1.8   | 0.4     | 0.9   | -1.3             | 15.0       |
| <b>Africa</b>           | 0.7          | 1.1   | 1.5   | 2.4   | 1.2   | 0.9   | 0.3     | 0.4   | -22.5            | 5.9        |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 207.8        | 214.5 | 207.7 | 246.6 | 233.2 | 215.5 | 100.0   | 100.0 | -7.6             | 0.7        |

Source: CSIL processing of official data

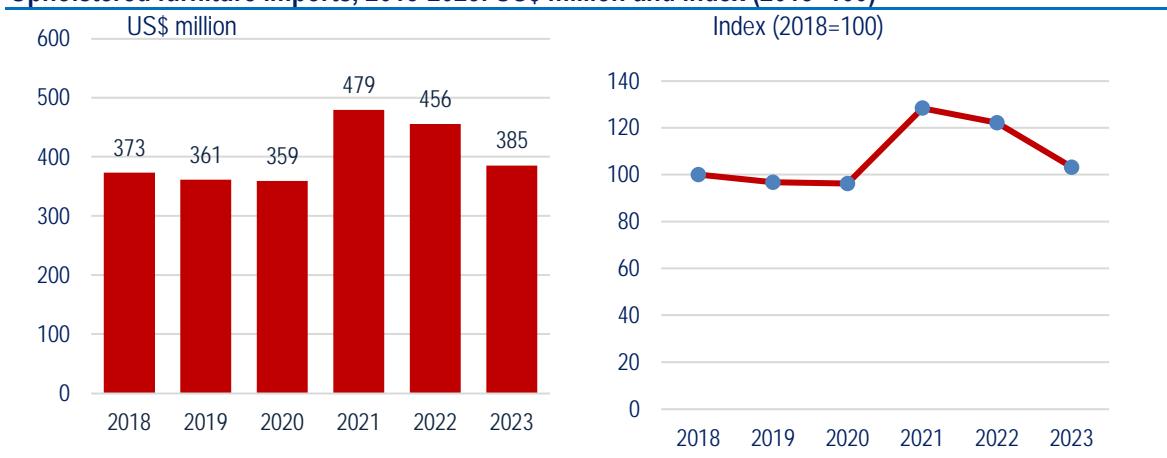
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.18.6 Sweden. Upholstered furniture imports

**Figure 3.170 - Sweden.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

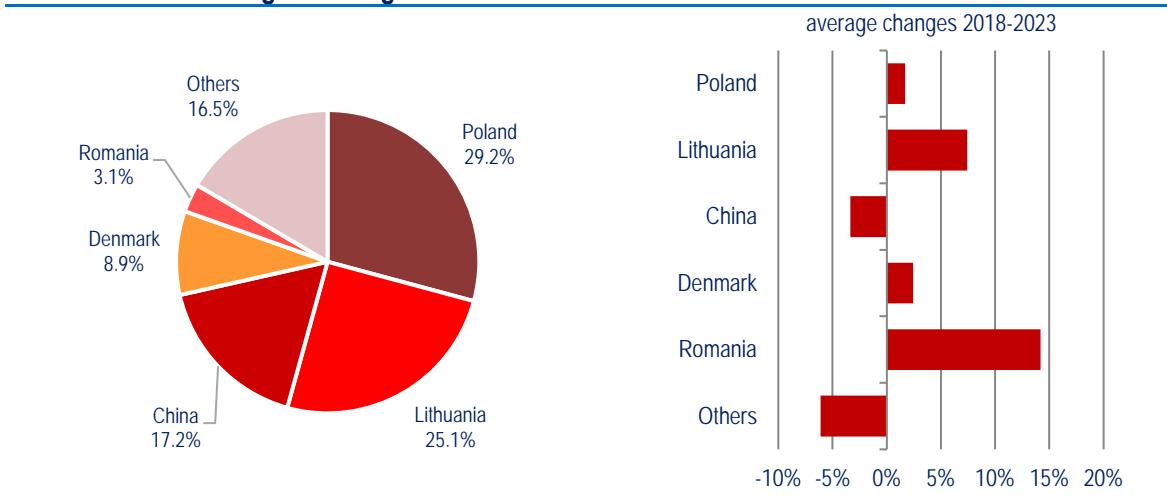


Source: CSIL processing of official data

**Figure 3.171 - Sweden.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.176 - Sweden.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022  | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| Poland                  | 103.3        | 98.2  | 95.4  | 111.6 | 115.9 | 112.5 | 27.7    | 29.2  | -2.9             | 1.7        |
| Lithuania               | 67.5         | 54.2  | 61.7  | 113.7 | 97.7  | 96.6  | 18.1    | 25.1  | -1.1             | 7.4        |
| China                   | 78.5         | 84.5  | 79.4  | 120.2 | 100.3 | 66.2  | 21.0    | 17.2  | -34.0            | -3.3       |
| Denmark                 | 30.5         | 27.7  | 27.0  | 32.5  | 41.2  | 34.4  | 8.2     | 8.9   | -16.5            | 2.5        |
| Romania                 | 6.1          | 5.7   | 7.5   | 8.9   | 13.3  | 11.8  | 1.6     | 3.1   | -11.5            | 14.2       |
| Estonia                 | 34.9         | 33.2  | 31.8  | 6.0   | 11.3  | 9.8   | 9.4     | 2.5   | -13.3            | -22.4      |
| Italy                   | 7.8          | 7.2   | 5.4   | 6.6   | 9.2   | 8.6   | 2.1     | 2.2   | -6.3             | 2.0        |
| Germany                 | 4.1          | 3.5   | 4.7   | 4.5   | 6.0   | 7.6   | 1.1     | 2.0   | 26.7             | 12.8       |
| Bosnia Herzegovina      | 1.8          | 4.4   | 5.7   | 6.9   | 8.8   | 6.3   | 0.5     | 1.6   | -29.2            | 27.9       |
| Türkiye                 | 1.8          | 2.2   | 4.1   | 7.5   | 6.1   | 5.2   | 0.5     | 1.4   | -14.9            | 24.3       |
| top 10                  | 336.3        | 320.7 | 322.8 | 418.5 | 409.9 | 359.0 | 90.1    | 93.2  | -12.4            | 1.3        |
| others                  | 36.8         | 40.4  | 36.4  | 60.8  | 45.9  | 26.2  | 9.9     | 6.8   | -42.9            | -6.6       |
| <b>Americas</b>         | 0.4          | 0.6   | 0.1   | 0.7   | 0.5   | 0.4   | 0.1     | 0.1   | -24.3            | -0.9       |
| - North America         | 0.4          | 0.4   | 0.1   | 0.5   | 0.5   | 0.4   | 0.1     | 0.1   | -32.8            | -3.4       |
| - Central-South America | 0.0          | 0.2   | 0.0   | 0.2   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | n.s.       |
| <b>Asia and Pacific</b> | 85.6         | 94.7  | 87.3  | 132.5 | 117.3 | 72.2  | 22.9    | 18.8  | -38.4            | -3.3       |
| <b>Europe</b>           | 287.0        | 265.8 | 271.7 | 346.1 | 337.9 | 312.5 | 76.9    | 81.1  | -7.5             | 1.7        |
| - European Union (27)   | 268.3        | 245.3 | 250.6 | 299.4 | 308.6 | 293.4 | 71.9    | 76.2  | -4.9             | 1.8        |
| - UK, CH, NO, IS        | 9.8          | 9.6   | 7.4   | 9.1   | 8.5   | 6.4   | 2.6     | 1.7   | -24.8            | -8.3       |
| - Other Europe          | 8.9          | 10.9  | 13.8  | 37.6  | 20.9  | 12.7  | 2.4     | 3.3   | -39.0            | 7.4        |
| <b>Middle East</b>      | 0.1          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | 77.2             | -44.0      |
| <b>Africa</b>           | 0.1          | 0.0   | 0.0   | 0.1   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | -15.5      |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.s.       |
| <b>World Total</b>      | 373.1        | 361.2 | 359.2 | 479.3 | 455.8 | 385.2 | 100.0   | 100.0 | -15.5            | 0.6        |

Source: CSIL processing of official data

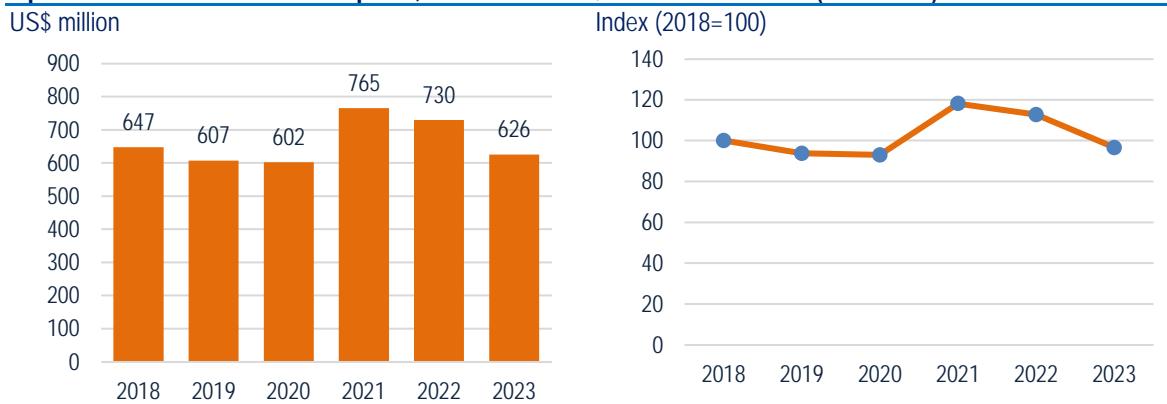
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.18.7 Sweden. Upholstered furniture consumption

**Figure 3.172 - Sweden.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.177 - Sweden.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

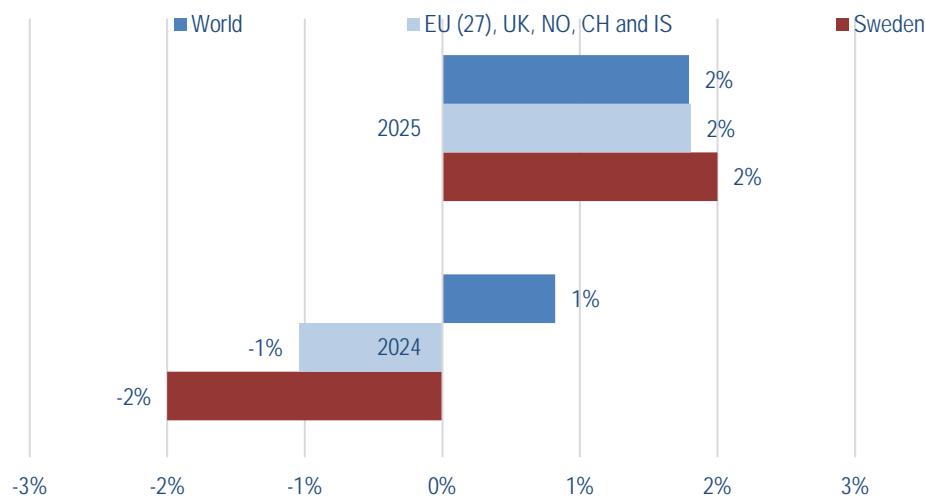
**Comparison with EU (27), UK, NO, CH and IS and World**

|                            | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------|------|------|------|------|------|------|
| Sweden                     | 58%  | 59%  | 60%  | 63%  | 62%  | 62%  |
| EU (27), UK, NO, CH and IS | 60%  | 62%  | 64%  | 68%  | 68%  | 65%  |
| World                      | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.173 - Sweden.**

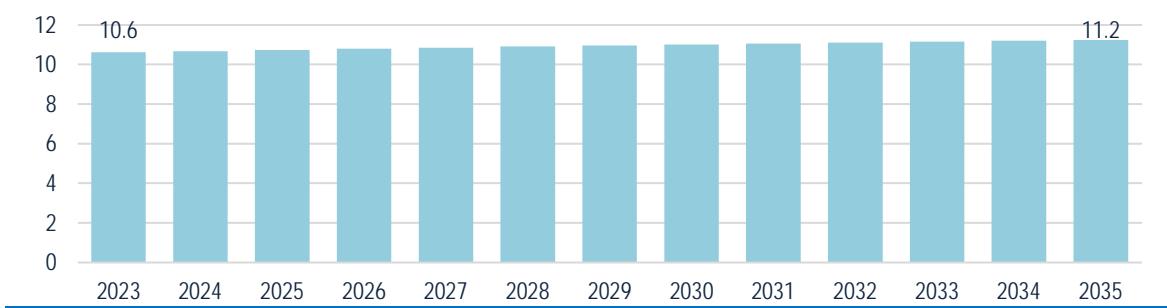
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.18.8 Sweden. Population forecasts

**Figure 3.174 - Sweden.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.178 - Sweden.**  
**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 5  |
| Urban Population | % of total | 88 |

Source: UN, World Bank

Last available year

**Table 3.179 - Sweden.**  
**Resident population in main cities\* and projected growth**

| Cities    | Population (thousand) |       |       |
|-----------|-----------------------|-------|-------|
|           | 2020                  | 2025  | 2030  |
| Stockholm | 1,633                 | 1,738 | 1,814 |
| Göteborg  | 611                   | 644   | 671   |
| Malmö     | 322                   | 340   | 354   |

Source: UN

\* Urban Agglomeration with 300 thousand inhabitants or more in 2020

### 3.18.9 Sweden. Comparison with the global upholstered furniture sector

**Figure 3.175 - Sweden.**

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

**Table 3.180 - Sweden.**

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 447   | 23       |
| Population                                   | Million               | 10    | 39       |
| Urban Population                             | % of total population | 88    | 14       |
| Total GNP                                    | US\$ billion          | 666   | 23       |
| Per capita GNP                               | US\$                  | 63500 | 9        |
| Household Consumption Exp.                   | US\$ billion          | 259   | 28       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 742   | 34       |
| Per capita GNP at PPP                        | US\$                  | 70770 | 12       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.19 The upholstered furniture industry in South Korea

### 3.19.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- South Korea's upholstered furniture market is large, reaching a value of US\$ 778 million, marking a 6% decrease compared to 2022.
- About 44% of South Korea's upholstered furniture consumption is satisfied through imports.
- China stands out as the main importing country for South Korea's upholstered furniture market.
- The production value of upholstered furniture in South Korea primarily caters to the domestic market.

#### Competitive System Landscape

In South Korea, the upholstered furniture industry is anchored by a select group of leading players who wield considerable influence and drive significant market trends. Among these leaders are Livart, Hanssem Interior, Fursys, Enex, and Jakomo, renowned for their robust presence and substantial contributions to the sector.

One notable trend that has been rapidly gaining momentum within the South Korean market is the increasing popularity of recliner sofas.

#### M&A Deals and Recent News

- In September 2021, Lotte Shopping (operates various retail stores) jointly acquired furniture maker Hanssem with IMM (Private Equity).
- In 2024, Ikea announced intends to invest over US\$ 300 million in South Korea over the next three years to bolster its market share in the Asian market.

**Table 3.181 - South Korea.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020  | 2021  | 2022  | 2023    |
|--------------------|--------------|------|------|------|------|------|------|-------|-------|-------|---------|
| Production         | US\$ million | 453  | 451  | 444  | 457  | 452  | 445  | 454   | 496   | 444   | 439     |
| Exports            | US\$ million | 6    | 7    | 8    | 9    | 8    | 9    | 3     | 3     | 3     | 4       |
| Imports            | US\$ million | 193  | 244  | 263  | 291  | 308  | 336  | 407   | 438   | 389   | 343     |
| Consumption*       | US\$ million | 640  | 689  | 699  | 739  | 751  | 773  | 857   | 932   | 830   | 778     |
| Production         | % ch. - US\$ |      |      | 0%   | -2%  | 3%   | -1%  | -1%   | 2%    | 9%    | -10%    |
| Exports            | % ch. - US\$ |      |      | 5%   | 17%  | 8%   | -1%  | 8%    | -63%  | -24%  | 21%     |
| Imports            | % ch. - US\$ |      |      | 27%  | 8%   | 10%  | 6%   | 9%    | 21%   | 8%    | -11%    |
| Consumption*       | % ch. - US\$ |      |      | 8%   | 1%   | 6%   | 2%   | 3%    | 11%   | 9%    | -11%    |
| export/production  | %            | 1%   | 1%   | 2%   | 2%   | 2%   | 2%   | 1%    | 1%    | 1%    | 1%      |
| import/consumption | %            | 30%  | 35%  | 38%  | 39%  | 41%  | 44%  | 47%   | 47%   | 47%   | 44%     |
| Production         | KRW billion  | 477  | 510  | 515  | 516  | 497  | 519  | 536   | 568   | 574   | 574     |
| Exports            | KRW billion  | 7    | 8    | 9    | 10   | 9    | 11   | 4     | 3     | 4     | 5       |
| Imports            | KRW billion  | 203  | 276  | 305  | 328  | 338  | 392  | 480   | 501   | 502   | 448     |
| Consumption*       | KRW billion  | 673  | 779  | 811  | 835  | 826  | 901  | 1,012 | 1,067 | 1,072 | 1,017   |
| Production         | % ch. - KRW  |      |      | 7%   | 1%   | 0%   | -4%  | 4%    | 3%    | 6%    | 1% 0%   |
| Exports            | % ch. - KRW  |      |      | 13%  | 20%  | 6%   | -4%  | 15%   | -62%  | -26%  | 37% 22% |
| Imports            | % ch. - KRW  |      |      | 36%  | 10%  | 8%   | 3%   | 16%   | 22%   | 4%    | 0% -11% |
| Consumption*       | % ch. - KRW  |      |      | 16%  | 4%   | 3%   | -1%  | 9%    | 12%   | 5%    | 1% -5%  |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Korea Furniture Association

**Table 3.182 - South Korea.****Exchange rates, 2014-2023**

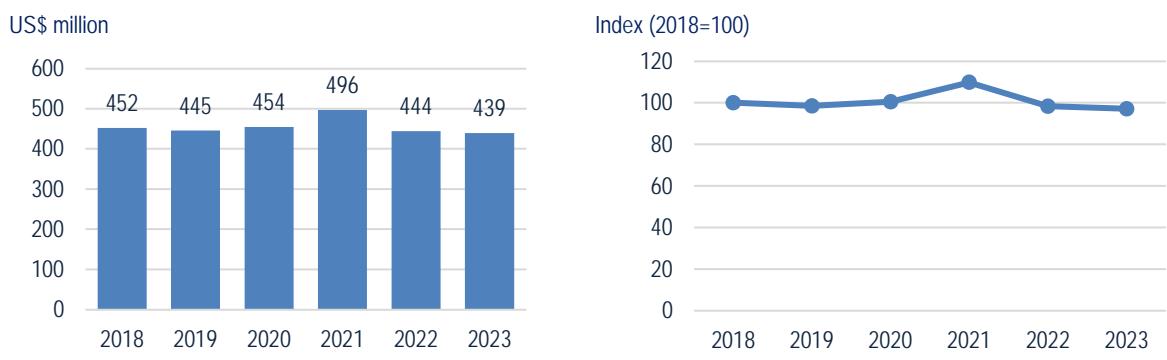
|              | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| KRW per US\$ | 1052.3 | 1131.0 | 1159.3 | 1129.0 | 1099.3 | 1165.8 | 1180.6 | 1144.9 | 1291.8 | 1306.8 |
| KRW per EUR  | 1399.2 | 1254.9 | 1283.6 | 1275.9 | 1299.0 | 1305.0 | 1347.0 | 1354.4 | 1360.8 | 1413.5 |

Source: US Federal Reserve

### 3.19.2 South Korea. Upholstered furniture production

**Figure 3.176 - South Korea.**

**Production of upholstered furniture, 2018-2023. US\$ million, and index (2018=100)**



Source: CSIL

**Table 3.183 - South Korea.**

**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**

**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| South Korea      | 2%   | 2%   | 1%   | 1%   | 1%   | 1%   |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.19.3 South Korea. Major upholstered furniture manufacturers

**Table 3.184 South Korea. Major upholstered furniture manufacturers by turnover**

| Company          | Total turnover (Million US\$) |
|------------------|-------------------------------|
| Livart           | 1,213                         |
| Hanssem Interior | 383                           |
| Fursys           | 278                           |
| Enex             | 176                           |
| Jakomo           | 123                           |
| Emons Furniture  | 110                           |
| Korea Furniture  | 79                            |
| Amosains         | 58                            |
| Dauning          | 38                            |
| Jangin Furniture | 17                            |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

### 3.19.4 South Korea. Short profiles of major upholstered furniture manufacturers

#### Amosains

Amosains Co. Ltd

##### Headquarters/Main Location

24, Gahyeonsan-ro 23beon-gil - Seo-gu, Incheon - Korea South

T: +82 080 032-0031

Web: <http://amosains.co.kr>

Email: [amos-ains@hanmail.net](mailto:amos-ains@hanmail.net)

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Contract

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Manufacturing plants: 1; South Korea

#### Dauning

Dauning Ind. Co., Ltd.

##### Headquarters/Main Location

860-36 Siheungbon-Dong - 153-857 Seoul - Korea South

T: +82 2 8942294

Web: <https://www.dauning.com>

Email: [03251013@dauning.com](mailto:03251013@dauning.com)

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Upholstered furniture production accounts for an estimated 100% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Manufacturing plants: 2; South Korea; China.

#### Emons Furniture

Emons Furniture

##### Headquarters/Main Location

740-3, Namdong Industrial Complex, Gojan-dong - 169B 7L Namdong-gu, Incheon - Korea South

T: +82 32 8162233

Web: <http://www.emons.co.kr> ; <http://www.emonsinterior.co.kr>

Email: [emons@emons.co.kr](mailto:emons@emons.co.kr)

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Mattresses

Total Turnover range: 100-250 US\$ million

Employees range: 251-500

Manufacturing plants: 1; South Korea

#### Enex

Enex Co Ltd

Group: Enex Co Ltd

##### Headquarters/Main Location

40, Seocho-daero 73-gil - 137-856 Seocho-Ku, Seoul - Korea South

T: +82 2 21852000

Web: <http://www.enex.co.kr>

Email: [enexmall@enex.co.kr](mailto:enexmall@enex.co.kr) ; [insa@enex.co.kr](mailto:insa@enex.co.kr)

Activity: Manufacturer, Retailer

Product Portfolio: Home Office, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional

Total Turnover range: 100-250 US\$ million

Employees range: 251-500

Export share on total turnover: 100%

Manufacturing plants: 4; South Korea; Vietnam.

**Fursys****Fursys Inc****Group:** Fursys**Headquarters/Main Location**

9F Fursys Bldg 311. Ogeum-ro - 138-857 Songpa-gu, Seoul - Korea South

T: +82 2 34006379

Web: <https://www.fursys.com>; <https://www.globalfursys.com>Email: [global@fursys.com](mailto:global@fursys.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Contract, Hospitality furniture, Educational furniture

**Total Turnover range:** >250 US\$ million**Employees range:** 100-250**Export share on total turnover:** 5%

**Manufacturing plants:** 5; South Korea; Vietnam. Anseong Factory (metal production plant, metal frames for desks, metal legs, chairs and other metal products); Chungju Factory 1 (laminated and wooden products such as desks, cabinets and shelves); Chungju Factory 2 (veneer products); Pyeongtaek Factory (

**Hanssem Interior****Hansemm Interior Co.,Ltd****Group:** Hanssem**Headquarters/Main Location**

665 Seongkok-dong, Danwon-gu - 425-836 AhnSahn-Si, Gyeonggi-do - Korea South

T: +82 31 0264703114

Web: <https://www.hanssem.com>Email: [sgk@hanssem.com](mailto:sgk@hanssem.com)

Activity: Trader

**Product Portfolio:** Upholstered furniture, Home furniture, Furnishing accessories, Textiles

**Upholstered furniture production** accounts for an estimated 4% of total revenues

**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 5%

**Manufacturing plants:** Interior is a subsidiary of Hanssem that does not independently operate manufacturing plants. The Hanssem group operates 6 manufacturing plants, located in South Korea (4), China (1), and the US (1).

**Innocent Furniture****Innocent Co., Ltd.****Headquarters/Main Location**

164B-8L, Namdong Industrial Complex, Gojan-dong - 739-7 Namdong-gu, Incheon - Korea South

T: +82 32 8120001 ; 8120002

Web: <https://www.innocent.co.kr>Email: [innocent1223@nate.com](mailto:innocent1223@nate.com)

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs

**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; South Korea**Jakomo****Jaekyung Furniture Co.,Ltd - Jakomo****Group:** Jakomo**Headquarters/Main Location**

Yangji-ro 290beon-gil Onam-eup - 12036 Namyangju - Korea South

T: +82 315278611

Web: <https://www.jakomo.co.kr>Email: [jakomo@jakomo.co.kr](mailto:jakomo@jakomo.co.kr)

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Garden and Outdoor, Semi-finished parts

**Upholstered furniture production** accounts for an estimated 90% of total revenues

**Total Turnover range:** 100-250 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; South Korea**Jangjin Furniture****Jangjin Furniture****Group:** Jangjin Furniture**Headquarters/Main Location**

163B-1L, Namdong Industrial Complex, 737, Gojan-dong - 405-822 Namdong-gu, Incheon - Korea South

T: +82 32 8129900

Web: <https://www.jangjin.com>

Activity: Manufacturer, Retailer

**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs

**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Vietnam.

**Jangsoo Stonebed**

**Jangsoo Stonebed Co.,Ltd**  
**Headquarters/Main Location**  
 Yeongdong-Daero 511, Gangnam-Gu - 06164 Seoul - Korea South  
 T: +82 260003636  
**Web:** <https://www.jangsoous.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs, Mattresses  
**Total Turnover range:** 5-15 US\$ million

**Korea Furniture**

**Korea Furniture Co Ltd (Hankook Furniture Co. Ltd.)**  
**Headquarters/Main Location**  
 957 Konghang-dong - 157-819 Kangso-gu, Seoul - Korea South  
 T: +82 2 26634121 ; 6634121  
**Web:** <https://www.koreafurniture.com>  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs  
**Total Turnover range:** 50-100 US\$ million

**KTA Group**

**KTA Group**  
**Group:** KTA Group  
**Headquarters/Main Location**  
 62, Nokchon-ro 106beon-gil, Hwado-eup, - 12187 Namyangju-si, Gyeonggi-do - Korea South  
 T: +82 31 5941090  
**Web:** <http://ikta.co.kr>  
**Email:** ta1090@hanmail.net  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor, Wood  
**Upholstered furniture production** accounts for an estimated 10% of total revenues  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; South Korea

**Livart**

**Hyundai Livart**  
**Group:** Livart  
**Headquarters/Main Location**  
 316, Gyeonggi-dong-ro - Yongin-si, Seoul - Korea South  
 T: +82 2 34808033  
**Web:** <https://www.hyundailivart.co.kr>  
**Email:** livartcs@hyundailivart.co.kr  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Office Furniture, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Contract  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Export share on total turnover:** 40%  
**Manufacturing plants:** 7; South Korea; Vietnam.

**Samick Furniture**

**Samick Furniture Co Ltd**  
**Headquarters/Main Location**  
 180-103 Kajwa-dong - So-gu, Inchon - Korea South  
 T: +82 32 5760331  
**Web:** <https://samickgagu.com>  
**Email:** agnes5327@samickgagu.com  
**Activity:** Manufacturer, Retailer  
**Product Portfolio:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Mattresses, Contract, Doors and windows  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 3; South Korea; China.

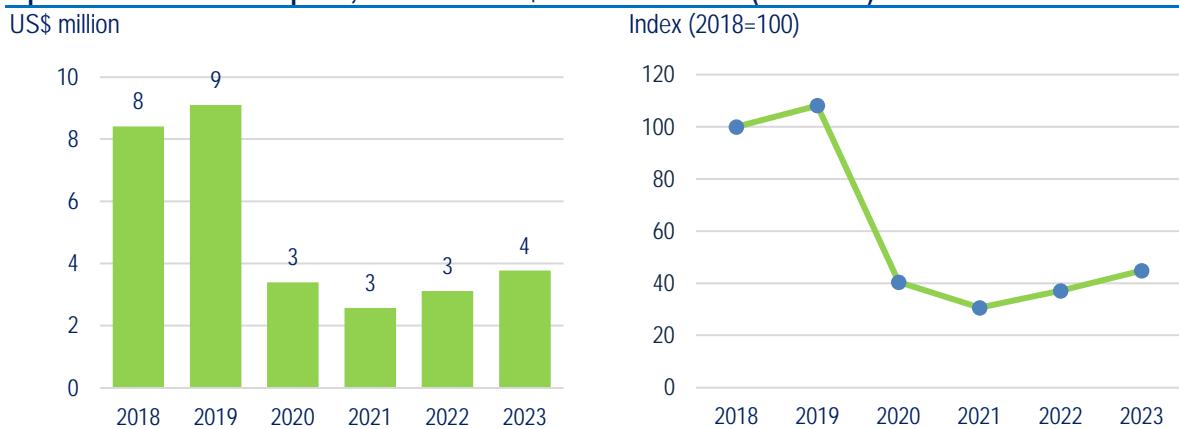
**Zinus Group**

**Zinus Co. , Ltd.**  
**Group:** Zinus  
**Headquarters/Main Location**  
 10, Yatap-Ro 81Beon-Gil Bundang - 13497 Seongnam-si, Gyeonggi-do - Korea South  
 T: +82 031 6221706  
**Web:** <https://www.zinus.co.kr>  
**Email:** customer-korea@zinus.com. ; sales@zinus.com  
**Activity:** Manufacturer, Trader  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Pillows  
**Total Turnover range:** >250 US\$ million  
**Export share on total turnover:** 94%  
**Manufacturing plants:** 6; China (3), Indonesia (2), USA.

### 3.19.5 South Korea. Upholstered furniture exports

**Figure 3.177 - South Korea.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**

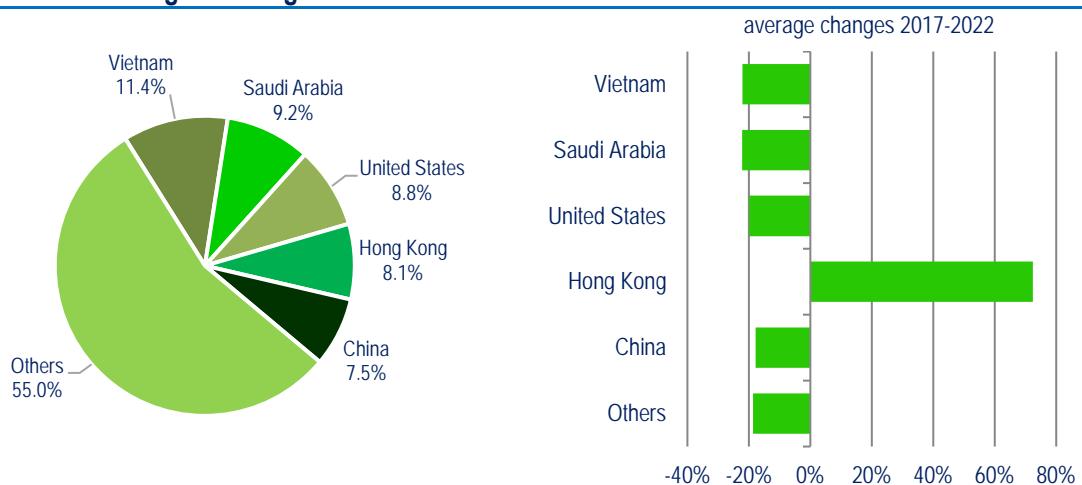


Source: CSIL processing of official data

**Figure 3.178 - South Korea.**

**Upholstered furniture exports by country of destination, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.185 - South Korea.****Upholstered furniture exports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2017         | 2018 | 2019 | 2020 | 2021 | 2022 | 2017    | 2022  | 2022/21          | aver 17-22 |
| Vietnam                 | 1.2          | 1.1  | 1.3  | 0.2  | 0.1  | 0.4  | 14.5    | 11.4  | n.s.             | -22.1      |
| Saudi Arabia            | 1.0          | 0.6  | 0.4  | 0.4  | 0.2  | 0.3  | 11.8    | 9.2   | 53.9             | -22.2      |
| United States           | 0.8          | 2.3  | 1.6  | 0.5  | 0.1  | 0.3  | 9.8     | 8.8   | n.s.             | -19.9      |
| Hong Kong               | 0.0          | 0.1  | 0.1  | 0.1  | 0.1  | 0.3  | 0.2     | 8.1   | 99.9             | 72.4       |
| China                   | 0.6          | 0.7  | 0.9  | 0.3  | 0.3  | 0.2  | 7.3     | 7.5   | -11.3            | -17.8      |
| Canada                  | 0.1          | 0.1  | 0.1  | 0.1  | 0.1  | 0.2  | 1.4     | 5.2   | 97.9             | 6.1        |
| Panama                  | 0.1          | 0.1  | 0.1  | 0.0  | 0.1  | 0.2  | 0.9     | 4.9   | n.s.             | 14.1       |
| Japan                   | 1.2          | 0.5  | 0.6  | 0.3  | 0.2  | 0.1  | 14.4    | 4.2   | -41.5            | -36.0      |
| Australia               | 0.0          | 0.1  | 0.1  | 0.1  | 0.1  | 0.1  | 0.5     | 3.8   | 79.7             | 20.4       |
| Singapore               | 0.1          | 0.1  | 0.1  | 0.1  | 0.1  | 0.1  | 0.7     | 3.3   | 19.3             | 10.6       |
| top 10                  | 5.2          | 5.7  | 5.3  | 2.1  | 1.3  | 2.1  | 61.7    | 66.4  | 53.8             | -17.0      |
| others                  | 3.3          | 2.7  | 3.8  | 1.3  | 1.2  | 1.0  | 38.3    | 33.6  | -14.7            | -20.3      |
| <b>Americas</b>         | 1.5          | 2.7  | 2.1  | 0.8  | 0.3  | 0.7  | 17.4    | 23.8  | n.s.             | -12.9      |
| - North America         | 1.1          | 2.4  | 1.7  | 0.6  | 0.2  | 0.5  | 12.6    | 14.5  | n.s.             | -15.9      |
| - Central-South America | 0.4          | 0.3  | 0.4  | 0.2  | 0.1  | 0.3  | 4.8     | 9.3   | n.s.             | -6.6       |
| <b>Asia and Pacific</b> | 4.7          | 3.7  | 4.3  | 1.6  | 1.5  | 1.7  | 55.2    | 53.2  | 12.6             | -18.8      |
| <b>Europe</b>           | 0.4          | 0.6  | 1.0  | 0.2  | 0.2  | 0.1  | 5.3     | 2.8   | n.s.             | -27.9      |
| - European Union (27)   | 0.3          | 0.1  | 0.2  | 0.1  | 0.1  | 0.1  | 3.1     | 2.5   | -15.4            | -21.4      |
| - UK, CH, NO, IS        | 0.1          | 0.1  | 0.0  | 0.0  | 0.0  | 0.0  | 1.3     | 0.0   | n.s.             | n.s.       |
| - Other Europe          | 0.1          | 0.3  | 0.8  | 0.1  | 0.1  | 0.0  | 0.9     | 0.3   | n.s.             | -35.1      |
| <b>Middle East</b>      | 1.6          | 1.3  | 0.8  | 0.8  | 0.5  | 0.5  | 18.9    | 16.8  | 1.1              | -20.1      |
| <b>Africa</b>           | 0.3          | 0.1  | 0.9  | 0.0  | 0.0  | 0.1  | 3.2     | 3.3   | n.s.             | -17.6      |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 8.5          | 8.4  | 9.1  | 3.4  | 2.6  | 3.1  | 100.0   | 100.0 | 21.1             | -18.2      |

Source: CSIL processing of official data

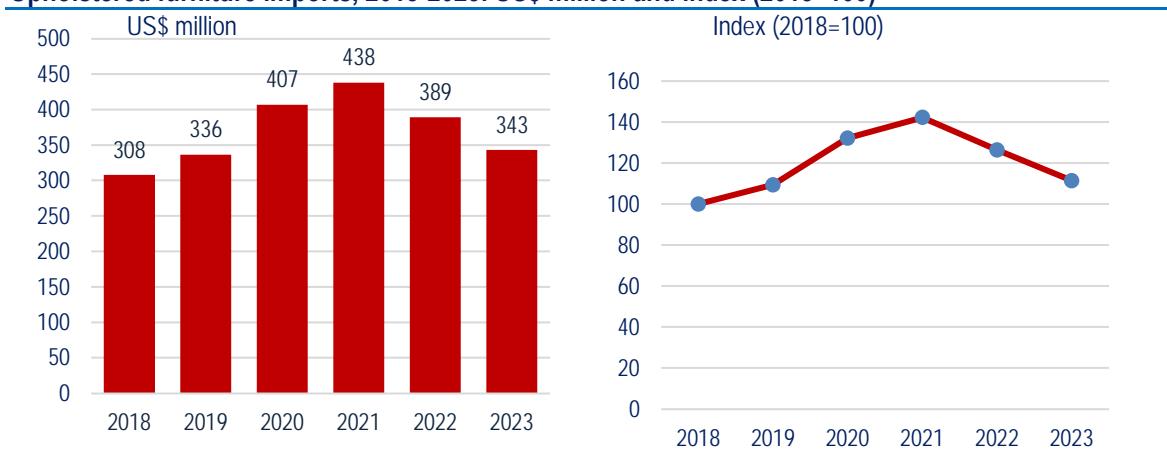
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.19.6 South Korea. Upholstered furniture imports

**Figure 3.179 - South Korea.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

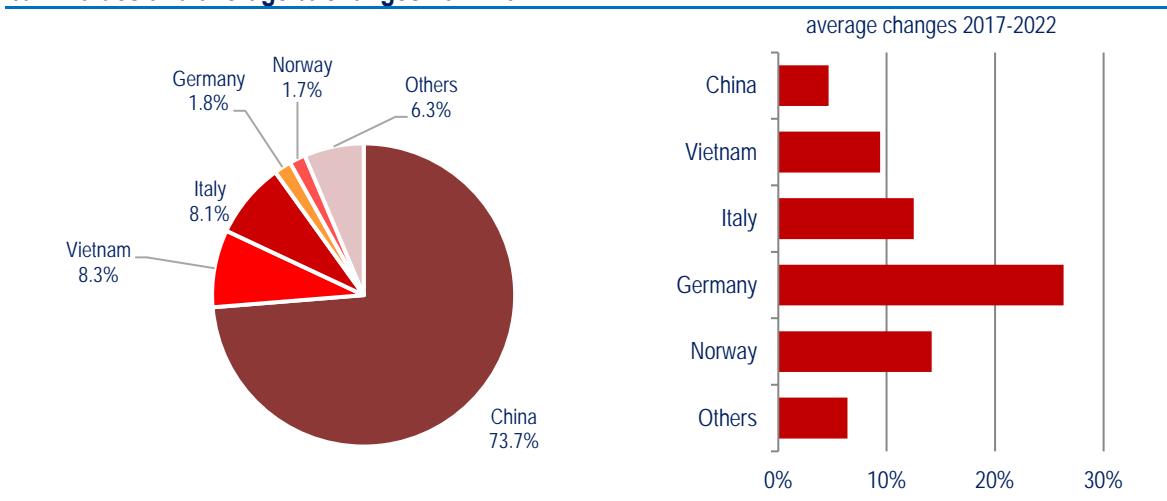


Source: CSIL processing of official data

**Figure 3.180 - South Korea.**

**Upholstered furniture imports by country of origin, 2022.**

**% in values and average % changes 2017-2022**



Source: CSIL processing of official data

**Table 3.186 - South Korea.****Upholstered furniture imports, by country and by geographical area, 2017-2022.**

|                         | US\$ Million |       |       |       |       |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|-------|-------|---------|-------|------------------|------------|
|                         | 2017         | 2018  | 2019  | 2020  | 2021  | 2022  | 2017    | 2022  | 2022/21          | aver 17-22 |
| China                   | 228.7        | 242.5 | 264.5 | 319.5 | 326.1 | 286.7 | 78.7    | 73.7  | -12.1            | 4.6        |
| Vietnam                 | 20.6         | 21.2  | 26.6  | 30.4  | 32.0  | 32.2  | 7.1     | 8.3   | 0.7              | 9.4        |
| Italy                   | 17.5         | 20.6  | 20.1  | 23.7  | 37.0  | 31.5  | 6.0     | 8.1   | -14.9            | 12.5       |
| Germany                 | 2.2          | 2.4   | 3.2   | 5.4   | 9.1   | 7.2   | 0.8     | 1.8   | -21.2            | 26.3       |
| Norway                  | 3.5          | 3.8   | 3.3   | 4.3   | 5.2   | 6.7   | 1.2     | 1.7   | 29.1             | 14.2       |
| Thailand                | 0.8          | 1.2   | 1.3   | 3.3   | 4.9   | 3.8   | 0.3     | 1.0   | -22.9            | 35.4       |
| France                  | 1.1          | 1.6   | 1.3   | 2.0   | 3.0   | 3.1   | 0.4     | 0.8   | 3.1              | 23.8       |
| Denmark                 | 0.7          | 0.8   | 1.0   | 2.9   | 4.1   | 2.7   | 0.2     | 0.7   | -33.5            | 30.9       |
| United States           | 1.3          | 1.2   | 1.6   | 1.7   | 2.5   | 1.9   | 0.5     | 0.5   | -26.1            | 7.3        |
| Malaysia                | 4.5          | 3.2   | 2.4   | 3.1   | 1.8   | 1.8   | 1.6     | 0.5   | 0.0              | -17.3      |
| top 10                  | 280.9        | 298.4 | 325.4 | 396.4 | 425.7 | 377.4 | 96.7    | 97.0  | -11.3            | 6.1        |
| others                  | 9.7          | 9.5   | 11.1  | 10.3  | 12.3  | 11.5  | 3.3     | 3.0   | -6.3             | 3.5        |
| <b>Americas</b>         | 1.5          | 1.5   | 2.8   | 2.7   | 3.7   | 2.8   | 0.5     | 0.7   | -24.4            | 13.5       |
| - North America         | 1.5          | 1.4   | 2.6   | 2.6   | 3.6   | 2.7   | 0.5     | 0.7   | -24.7            | 13.0       |
| - Central-South America | 0.0          | 0.1   | 0.2   | 0.1   | 0.1   | 0.1   | 0.0     | 0.0   | -15.6            | 37.7       |
| <b>Asia and Pacific</b> | 258.6        | 272.0 | 297.9 | 359.8 | 367.6 | 328.0 | 89.0    | 84.3  | -10.8            | 4.9        |
| <b>Europe</b>           | 30.5         | 34.4  | 35.8  | 44.2  | 66.7  | 58.1  | 10.5    | 14.9  | -12.8            | 13.8       |
| - European Union (27)   | 26.4         | 30.0  | 31.7  | 39.3  | 59.8  | 50.2  | 9.1     | 12.9  | -16.1            | 13.7       |
| - UK, CH, NO, IS        | 4.1          | 4.4   | 4.0   | 4.8   | 6.9   | 7.9   | 1.4     | 2.0   | 13.8             | 14.0       |
| - Other Europe          | 0.1          | 0.1   | 0.1   | 0.1   | 0.0   | 0.1   | 0.0     | 0.0   | n.s.             | 11.4       |
| <b>Middle East</b>      | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>Africa</b>           | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.s.             | 16.1       |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 290.5        | 307.9 | 336.5 | 406.7 | 438.0 | 388.9 | 100.0   | 100.0 | -11.2            | 6.0        |

Source: CSIL processing of official data

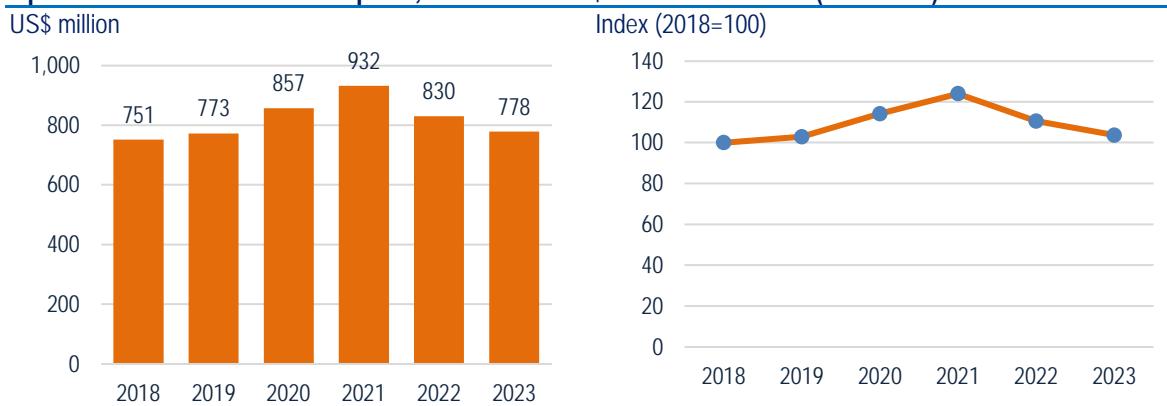
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.19.7 South Korea. Upholstered furniture consumption

**Figure 3.181 - South Korea.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.187 - South Korea.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

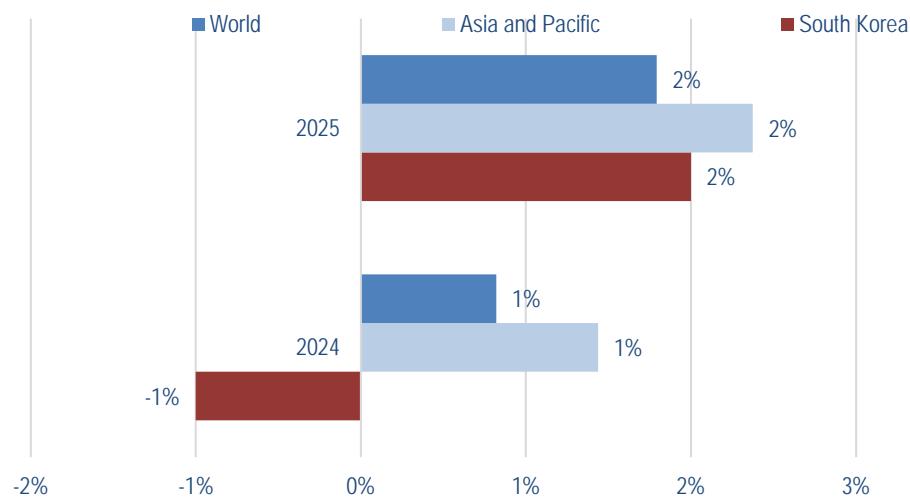
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| South Korea      | 41%  | 44%  | 47%  | 47%  | 47%  | 44%  |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.182 - South Korea.**

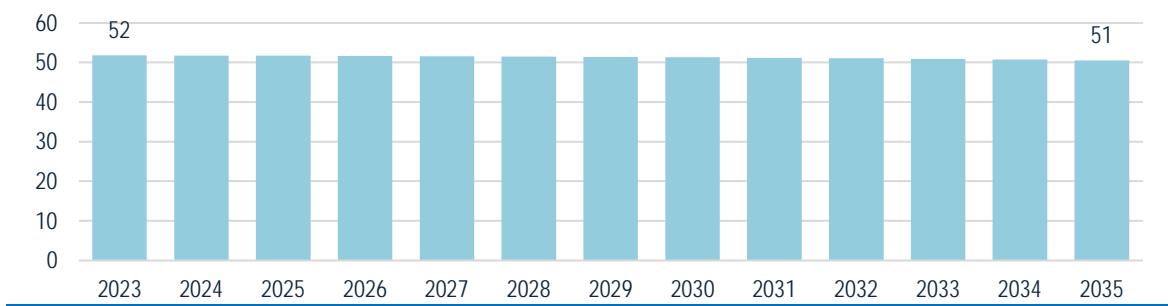
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.19.8 South Korea. Population forecasts

**Figure 3.183 - South Korea.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.188 - South Korea.**

**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 22 |
| Urban Population | % of total | 81 |

Source: UN, World Bank

Last available year

**Table 3.189 - South Korea.**

**Resident population in main cities\* and projected growth**

| Cities   | Population (thousand) |        |        |
|----------|-----------------------|--------|--------|
|          | 2020                  | 2025   | 2030   |
| Seoul    | 9,963                 | 10,026 | 10,163 |
| Busan    | 3,465                 | 3,484  | 3,532  |
| Incheon  | 2,801                 | 2,874  | 2,923  |
| Daegu    | 2,199                 | 2,181  | 2,205  |
| Daejon   | 1,566                 | 1,586  | 1,610  |
| Gwangju  | 1,522                 | 1,537  | 1,559  |
| Suweon   | 1,311                 | 1,389  | 1,420  |
| Yongin   | 1,083                 | 1,158  | 1,186  |
| Goyang   | 1,069                 | 1,121  | 1,145  |
| Changwon | 1,056                 | 1,057  | 1,070  |
| Seongnam | 944                   | 943    | 955    |
| Ulsan    | 910                   | 916    | 929    |
| Bucheon  | 832                   | 828    | 837    |
| Ansan    | 761                   | 771    | 783    |
| Cheongju | 717                   | 733    | 745    |
| Cheonan  | 680                   | 713    | 728    |
| Jeonju   | 663                   | 668    | 677    |
| Anyang   | 568                   | 560    | 565    |

Source: UN

\* Urban Agglomeration with 500 thousand inhabitants or more in 2020

### 3.19.9 South Korea. Comparison with the global upholstered furniture sector

Figure 3.184 - South Korea.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



\*\* At producer prices, excluding retail markup

Sources: CSIL

Ranking among 70 countries, last available year

Table 3.190 - South Korea.

#### Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 100   | 42       |
| Population                                   | Million               | 52    | 20       |
| Urban Population                             | % of total population | 81    | 30       |
| Total GNP                                    | US\$ billion          | 1868  | 11       |
| Per capita GNP                               | US\$                  | 36190 | 26       |
| Household Consumption Exp.                   | US\$ billion          | 805   | 15       |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 2707  | 14       |
| Per capita GNP at PPP                        | US\$                  | 52430 | 27       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

## 3.20 The upholstered furniture industry in Japan

### 3.20.1 Key figures and competitive landscape in the upholstered furniture industry

#### Key Figures

- Japan is the 11<sup>th</sup> market for upholstered furniture globally. In 2023, the consumption of upholstered furniture reached nearly US\$1 billion, marking a 14% decline compared to 2022.
- Japan ranks as the 7th largest importer of upholstered furniture globally, with imports valued at US\$861 million. This import value also reflects a 14% decrease from the previous year.
- The Japanese upholstered furniture market is highly dependent on imports, which constitute 87% of the total consumption.
- The primary sources of these imports are China and Vietnam.

#### Competitive System Landscape

The top five players in the Japanese upholstered furniture industry are Nitori, Okamura, France Bed Holdings, Simmons and Karimoku Furniture. It is worth noting that most of these companies do not specialize exclusively in the upholstered furniture sector.

#### M&A Deals and Recent News

- In April 2024, Japanese furniture retailer Nitori launched its first store in Manila, Philippines. With plans to open 50 more shops in the country by 2032, Nitori is strategically expanding its presence in Asia.
- In January 2024, Karimoku Furniture rename the high-end lifestyle brand Karimoku Case Study to Karimoku Case in its online as well as offline presence.
- In January 2024, IKEA is further expanding its presence in Japan, with the opening of its first store in the North Kanto region.
- In September 2021, Oliver delists from Tokyo Stock Exchange following acquisition by Next-O.
- In June 2021, Dreambed listed on Tokyo Stock Exchange.

**Table 3.191 - Japan.****The Upholstered furniture sector: production, consumption and international trade, 2014-2023**

|                    |              | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |
|--------------------|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Production         | US\$ million | 213     | 169     | 184     | 168     | 167     | 179     | 166     | 177     | 157     | 142     |
| Exports            | US\$ million | 10      | 10      | 14      | 15      | 16      | 16      | 15      | 20      | 20      | 18      |
| Imports            | US\$ million | 926     | 860     | 893     | 915     | 935     | 977     | 952     | 998     | 1,005   | 861     |
| Consumption*       | US\$ million | 1,129   | 1,019   | 1,063   | 1,068   | 1,086   | 1,139   | 1,103   | 1,155   | 1,142   | 986     |
| Production         | % ch. - US\$ |         | -21%    | 9%      | -9%     | 0%      | 7%      | -7%     | 6%      | -11%    | -9%     |
| Exports            | % ch. - US\$ |         | -5%     | 42%     | 8%      | 10%     | -3%     | -6%     | 37%     | 0%      | -9%     |
| Imports            | % ch. - US\$ |         | -7%     | 4%      | 2%      | 2%      | 4%      | -3%     | 5%      | 1%      | -14%    |
| Consumption*       | % ch. - US\$ |         | -10%    | 4%      | 0%      | 2%      | 5%      | -3%     | 5%      | -1%     | -14%    |
| export/production  | %            | 5%      | 6%      | 7%      | 9%      | 10%     | 9%      | 9%      | 11%     | 13%     | 13%     |
| import/consumption | %            | 82%     | 84%     | 84%     | 86%     | 86%     | 86%     | 86%     | 86%     | 88%     | 87%     |
| Production         | JPY million  | 22,567  | 20,424  | 20,019  | 18,818  | 18,442  | 19,467  | 17,770  | 19,451  | 20,664  | 20,014  |
| Exports            | JPY million  | 1,081   | 1,173   | 1,495   | 1,666   | 1,804   | 1,719   | 1,578   | 2,224   | 2,658   | 2,581   |
| Imports            | JPY million  | 97,889  | 104,097 | 97,023  | 102,594 | 103,218 | 106,464 | 101,635 | 109,628 | 132,172 | 121,033 |
| Consumption*       | JPY million  | 119,375 | 123,348 | 115,548 | 119,746 | 119,855 | 124,212 | 117,827 | 126,854 | 150,178 | 138,465 |
| Production         | % ch. - JPY  |         | -9%     | -2%     | -6%     | -2%     | 6%      | -9%     | 9%      | 6%      | -3%     |
| Exports            | % ch. - JPY  |         | 9%      | 27%     | 11%     | 8%      | -5%     | -8%     | 41%     | 19%     | -3%     |
| Imports            | % ch. - JPY  |         | 6%      | -7%     | 6%      | 1%      | 3%      | -5%     | 8%      | 21%     | -8%     |
| Consumption*       | % ch. - JPY  |         | 3%      | -6%     | 4%      | 0%      | 4%      | -5%     | 8%      | 18%     | -8%     |

\* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Ministry of Finance, Ministry of Economy, Trade and Industry

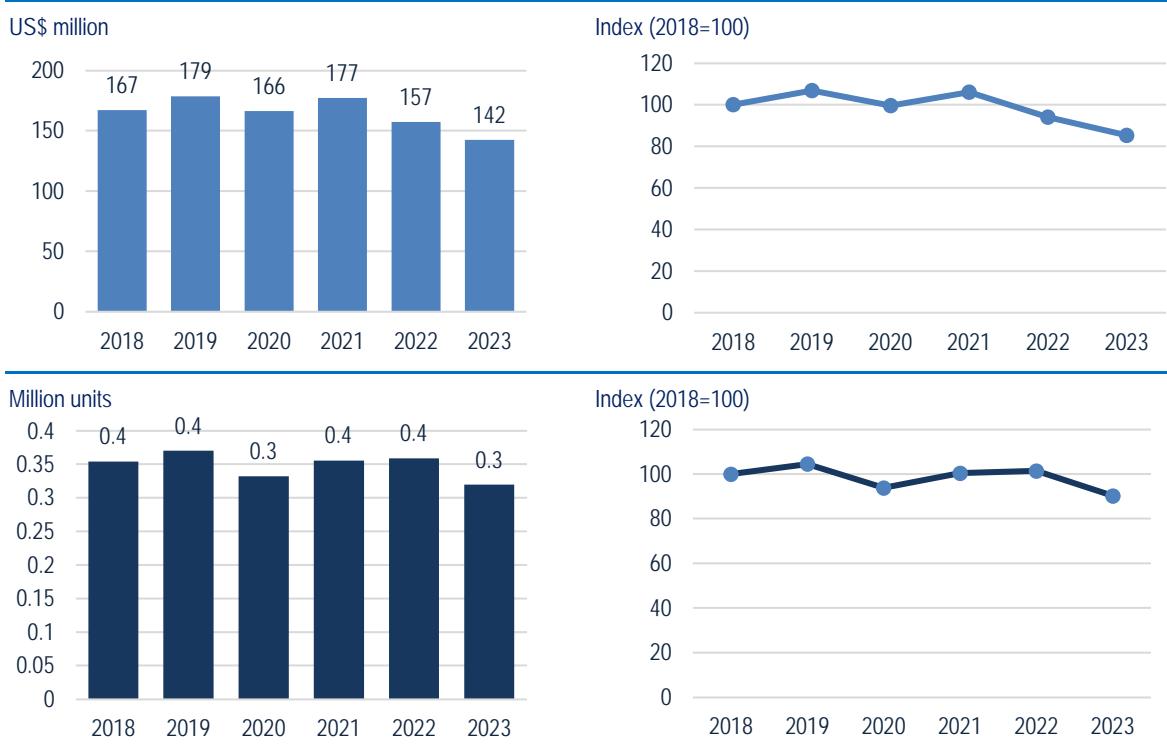
**Table 3.192 - Japan.****Exchange rates, 2014-2023**

|              | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| JPY per US\$ | 105.74 | 121.05 | 108.66 | 112.10 | 110.40 | 109.02 | 106.78 | 109.84 | 131.46 | 140.50 |
| JPY per EUR  | 140.60 | 134.32 | 120.31 | 126.68 | 130.46 | 122.04 | 121.84 | 129.94 | 138.48 | 151.98 |

Source: US Federal Reserve

### 3.20.2 Japan. Upholstered furniture production

**Figure 3.185 - Japan.**  
**Production of upholstered furniture, 2018-2023. US\$ million, million units and index (2018=100)**



Source: CSIL

**Table 3.193 - Japan.**  
**Exports/Production ratio (%) of upholstered furniture, 2018-2023.**  
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Japan            | 10%  | 9%   | 9%   | 11%  | 13%  | 13%  |
| Asia and Pacific | 37%  | 40%  | 46%  | 48%  | 48%  | 45%  |
| World            | 37%  | 39%  | 43%  | 46%  | 45%  | 44%  |

Source: CSIL

### 3.20.3 Japan. Major upholstered furniture manufacturers

**Table 3.194 Japan. Major upholstered furniture manufacturers by turnover**

| Company              | Total turnover (Million US\$) |
|----------------------|-------------------------------|
| Nitori               | 5,955                         |
| Okamura              | 2,107                         |
| France Bed Holdings  | 446                           |
| Simmons (JP) (Nifco) | 251                           |
| Karimoku Furniture   | 212                           |
| Oliver Corporation   | 192                           |
| Dream Bed            | 75                            |
| Adal                 | 55                            |
| Arflex               | 51                            |
| Hida                 | 40                            |
| Fuji Furniture       | 30                            |
| Matsuda Furniture    | 29                            |
| Hukla Japan (Inoac)  | 29                            |
| Conde House          | 25                            |
| Maruni               | 24                            |
| Maruichi             | 19                            |
| Babakagu             | 18                            |
| Ritzwell             | 13                            |
| Nissin Furniture     | 7                             |
| Ad Core              | 6                             |

Source: CSIL estimates

Note: Data refer to the last available year, typically 2023 or 2022.

Nitori: Total revenues (including retail sales). NITORI Group imports approximately 90% of its products from overseas. Of these, around 20% are produced in the Group's own overseas factories.

### 3.20.4 Japan. Short profiles of major upholstered furniture manufacturers

#### Ad Core

**Ad Core Device Inc**  
**Headquarters/Main Location**  
 2-13-2 Hiroo, Shibuya-ku - 150-0012 Tokyo - Japan  
 T: +81 3 5778-3341  
**Web:** <http://www.adcore.co.jp>  
**Email:** [info@adcore.co.jp](mailto:info@adcore.co.jp)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 0-20

#### Adal

**ADAL.,Co.Ltd.**  
**Headquarters/Main Location**  
 13-2, Kanenokuma 3-Chome - 812-0863 Hakata-Ku , Fukuoka-Shi - Japan  
 T: +81 92 504 4141  
**Web:** <https://www.adal.co.jp>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract, Hospitality furniture, Healthcare furniture  
**Total Turnover range:** 50-100 US\$ million  
**Employees range:** 100-250

**Arflex**

**Arflex Japan Ltd.**

**Headquarters/Main Location**

1-39, Hiroo 1-Chome - 150-0012 Shibuya, Tokyo - Japan

T: +81 35 468 3300

**Web:** <https://www.arflex.co.jp/>

**Activity:** Manufacturer, Trader

**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs, Occasional

**Total Turnover range:** 50-100 US\$ million

**Employees range:** 251-500

**Babakagu**

**Babakagu Co., Ltd**

**Group:** Livax JP (Baba Kagu)

**Headquarters/Main Location**

483 Kaminamie - 370-0801 Takasaki City, Gunma Prefecture - Japan

T: +81 27 3610711

**Web:** <https://babakagu.co.jp>

**Email:** info@babakagu.asia

**Activity:** Holding, Manufacturer

**Product Portfolio:** Upholstered furniture

**Upholstered furniture production** accounts for an estimated 100% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 2; Japan; Vietnam.

**Conde House**

**Conde House Co.n Ltd**

**Group:** Conde House

**Headquarters/Main Location**

Nagayama Kita 2-6 Asahikawa-shi - 079-8509 Hokkaido - Japan

T: +81 166 479934

**Web:** <https://www.condehouse.co.jp>

**Email:** support@condehouse.co.jp

**Activity:** Manufacturer

**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs, Home furniture, Contract

**Upholstered furniture production** accounts for an estimated 55% of total revenues

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 251-500

**Export share on total turnover:** 10%

**Manufacturing plants:** 1; Japan

**Dream Bed**

**Dreambed Co Ltd**

**Headquarters/Main Location**

3-12-39 Koihonmachi, Nishi-ku - 733-0812 Hiroshima - Japan

T: +81 82 2714201

**Web:** <https://dreambed.jp>

**Email:** info@dream-ark.co.jp

**Activity:** Manufacturer, Showroom

**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Contract, Textiles

**Upholstered furniture production** accounts for an estimated 12% of total revenues

**Total Turnover range:** 50-100 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 4; Japan

**France Bed Holdings**

**France Bed Holdings Co., Ltd.**

**Group:** France Bed

**Headquarters/Main Location**

Shinjuku Square Tower 5F, 6-22-1, Nishi-Shinjuku, Shinjuku-ku - 163-1105 Tokyo - Japan

T: +81 3 67415580

**Web:** <https://www.francebed.co.jp>

**Activity:** Manufacturer, Retailer

**Product Portfolio:** Furniture, Upholstered furniture, Bedrooms, Tables and Chairs, Home furniture, Mattresses, Contract, Coverings

**Total Turnover range:** >250 US\$ million

**Employees range:** > 500

**Manufacturing plants:** 9; Japan; China.

**Fuji Furniture**

**Fuji Furniture Co Ltd**

**Headquarters/Main Location**

1-1 Kaminoki, Yatake, Itano-cho - 779-0194 Itano-gun, Tokushima - Japan

T: +81 88 6725511

**Web:** <https://fuji-furniture.jp>

**Email:** marketing@fuji-furniture.co.jp

**Activity:** Manufacturer, Wholesaler

**Product Portfolio:** Furniture, Upholstered furniture, Tables and Chairs, Home furniture, Contract

**Total Turnover range:** 15-50 US\$ million

**Employees range:** 100-250

**Manufacturing plants:** 1; Japan

**Fukui****Fukui Co., Ltd****Group:** Fukui**Headquarters/Main Location**

2600, Moro, Kanuma-shi - 322-0026 Tochigi - Japan

T: +81 289 62-8111

**Web:** <https://www.f-fukui.co.jp>**Email:** info@f-fukui.co.jp**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Occasional**Upholstered furniture production** accounts for an estimated 100% of total revenues**Manufacturing plants:** 2; China, Vietnam.**Hida****Hida Sangyo Co Ltd****Headquarters/Main Location**

2593 Urushigaitou - 506-8687 Takayama-shi, Gifu - Japan

T: +81 577 321001

**Web:** <https://hidasangyo.com> ; <https://muku-store.com>**Email:** info@kitutuki.co.jp**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract**Total Turnover range:** 15-50 US\$ million**Employees range:** 251-500**Manufacturing plants:** 3; Japan**Hukla Japan****Hukla Japan Inc.****Group:** Inoac**Headquarters/Main Location**

Osaki, Shinagawa Ward - 141-0032 Tokyo - Japan

T: +81 5436 7514

**Web:** <https://www.hukla.co.jp>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Tables and Chairs**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 2; Japan; China.**Karimoku Furniture****Karimoku Furniture Inc****Group:** Karimoku Group**Headquarters/Main Location**

108 Kaieicho, Fujie, Higashiyuracho - 470-2191 Chitagun, Aichi - Japan

T: +81 562 831111

**Web:** <https://www.karimoku.com> ; <https://www.karimoku.co.jp> ; <https://www.karimoku-newstandard.jp>**Email:** furniture@karimoku.co.jp**Activity:** Manufacturer, Retailer**Product Portfolio:** Office Furniture, Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Mattresses, RTA - DIY furniture, Contract**Upholstered furniture production** accounts for an estimated 35% of total revenues**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 5%**Manufacturing plants:** 7; Japan**Kitani****Kitani Co.,Ltd.****Headquarters/Main Location**

2115 Matsukura - 506-0034 Takayama , Gifu - Japan

T: +81 577 346395

**Web:** <https://www.kitani-g.co.jp>**Email:** denmark@kitani-g.co.jp**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Japan**Maruichi****Maruichi Selling Inc.****Headquarters/Main Location**

33-8-1 Akasaka-cho - 915 0256 Echizen, Fukui - Japan

T: +81 0778 430101

**Web:** <https://www.maruichi1950.jp>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Occasional**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Manufacturing plants:** 1; Japan

**Maruni**

**Maruni Wood Industry Inc.**  
**Headquarters/Main Location**  
 24 Shirasago Yuki-cho, Saeki-ku - 738-0512 Hiroshima - Japan  
 T: +81 3 64271505  
**Web:** <https://www.maruni.com>  
**Email:** [contact@maruni.com](mailto:contact@maruni.com) ; [info@maruni.com](mailto:info@maruni.com)  
**Activity:** Manufacturer, Wholesaler  
**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract, Wood  
**Upholstered furniture production** accounts for an estimated 20% of total revenues  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Export share on total turnover:** 20%  
**Manufacturing plants:** 1; Japan

**Matsuda Furniture**

**Matsuda Furniture Inc.**  
**Headquarters/Main Location**  
 839-3 Mamaru - 831-0026 Okawa, Fukuoka - Japan  
 T: +81 0944 87-2292  
**Web:** <http://www.matsudakagu.co.jp>  
**Email:** [matsuda@matsudakagu.co.jp](mailto:matsuda@matsudakagu.co.jp)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Bedrooms, Home furniture  
**Total Turnover range:** 15-50 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 3; Japan

**Miyazaki Chair**

**Miyazaki Chair Factory Co. Ltd.**  
**Headquarters/Main Location**  
 710, Kawasaki, Oasa-cho - 779-0223 Naruto-shi, Tokushima - Japan  
 T: +81 88 641 2185  
**Web:** <https://www.miyazakiisuu.co.jp> ; <http://www.miyazakichair.com>  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 21-50  
**Manufacturing plants:** 1; Japan

**Muku Koubou**

**Asahikawa Furniture**  
**Headquarters/Main Location**  
 2-jo 10-chome, Nagayama - 079 Asahikawa-shi, Hokkaido - Japan  
 T: +81 166 484135  
**Web:** <https://www.asahikawa-kagu.or.jp> ; <https://muku-store.com>  
**Email:** [info@asahikawa-kagu.or.jp](mailto:info@asahikawa-kagu.or.jp)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Tables and Chairs  
**Total Turnover range:** 0-5 US\$ million  
**Employees range:** 0-20  
**Manufacturing plants:** 1; Japan

**Nissin Furniture**

**Nissin Furniture Crafters Co., Ltd**  
**Headquarters/Main Location**  
 7-78, Kiryu-cho - 506-0004 Takayama, Gifu - Japan  
 T: +81 577 341122  
**Web:** <https://www.nissin-mokkou.co.jp>  
**Email:** [nissin@hidanet.or.jp](mailto:nissin@hidanet.or.jp)  
**Activity:** Manufacturer  
**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Tables and Chairs  
**Total Turnover range:** 5-15 US\$ million  
**Employees range:** 100-250  
**Manufacturing plants:** 1; Japan

**Nitori**

**Nitori Co.,Ltd.**  
**Group:** Nitori Holding  
**Headquarters/Main Location**  
 6-20, Kamiya 3-chome - 115-0043 Kita-ku, Tokyo - Japan  
 T: +81 3 67411235 ; 67411111 ; 59399015  
**Web:** <https://www.nitorihd.co.jp>  
**Activity:** Importer, Retailer  
**Product Portfolio:** Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Home furniture, Garden and Outdoor, Mattresses, Contract  
**Total Turnover range:** >250 US\$ million  
**Employees range:** > 500  
**Manufacturing plants:** 6; Japan; Vietnam (3), Thailand (2).

**Okamura**

Okamura Corporation

**Headquarters/Main Location**

Tenri Bldg. 19th F, 1-4-1 Kitasaiwai, Nishi-ku - 220-0004

Yokohama, Kanagawa - Japan

T: +81 45 3193401

Web: <https://www.okamura.co.jp>**Activity:** Manufacturer, Importer, Retailer**Product Portfolio:** Office Furniture, Home Office, Office Seating, Upholstered furniture, Contract, Healthcare furniture, Educational furniture**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 10%**Manufacturing plants:** 15; Japan; Thailand, China (2).**Oliver Corporation**

Oliver Corporation

**Group:** NEXT-O Co**Headquarters/Main Location**

1-1-12 Yabuta - 444-2173 Okazaki, Aichi - Japan

T: +81 564 272800

Web: <https://www.oliverinc.co.jp>Email: [oliver-info@oliverinc.co.jp](mailto:oliver-info@oliverinc.co.jp)**Activity:** Manufacturer, Importer, Retailer**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Contract, Hospitality furniture, Educational furniture, Other**Total Turnover range:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 3%**Manufacturing plants:** 1; Japan**Ritzwell**

Ritzwell &amp; Co

**Headquarters/Main Location**5-2-9 Itazuke Hakata-ku  
- 812-0888 Fukuoka - Japan

T: +81 92 5842240

Web: <https://ritzwell.com>Email: [worldwide@ritzwell.com](mailto:worldwide@ritzwell.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Manufacturing plants:** 1; Japan**Simmons**

Simmons Co., Ltd

**Group:** Nifco**Headquarters/Main Location**6F Japantimes-Nifco Building, 4-5-4, Shibaura - 108-0023  
Minato-Ku, Tokyo - Japan

T: +81 3 57653121

Web: <https://www.simmons.co.jp>Email: [marketing@simmons.co.jp](mailto:marketing@simmons.co.jp)**Activity:** Manufacturer, Trader**Product Portfolio:** Upholstered furniture, Bedrooms, Mattresses, Contract**Total Turnover range:** >250 US\$ million**Employees range:** 251-500**Manufacturing plants:** 1; Japan**Terasoh**

Terasoh Co Ltd

**Group:** Golden Hill**Headquarters/Main Location**

759 Tsubata-machi Katahata - 92903 Kahoku-gun, Ishikawa - Japan

T: +81 762 887111

Web: <http://terasoh.com>Email: [shurikobo@terasoh.com](mailto:shurikobo@terasoh.com)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Total Turnover range:** 0-5 US\$ million**Employees range:** 0-20**Manufacturing plants:** 1; Japan**Cotta Collection**

Cotta Collection Ag

**Group:** Cotta Collection**Headquarters/Main Location**

Industriestrasse 4 - 9487 Bendern, FL - Liechtenstein

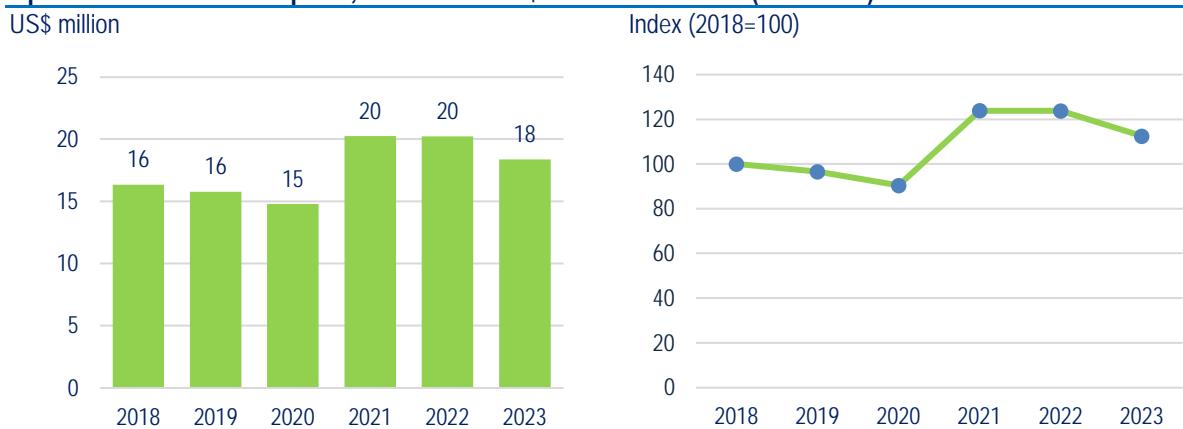
T: +423 377 3290

Web: <https://cotta.li>Email: [info@cotta.li](mailto:info@cotta.li)**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor**Upholstered furniture production** accounts for an estimated 90% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 99%**Manufacturing plants:** 14; Poland (10), Romania (2), Bosnia (1), Hungary (1).

### 3.20.5 Japan. Upholstered furniture exports

**Figure 3.186 - Japan.**

**Upholstered furniture exports, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL processing of official data

**Figure 3.187 - Japan.**

**Upholstered furniture exports by country of destination, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.195 - Japan.****Upholstered furniture exports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |      |      |      |      |      | % share |       | % annual changes |            |
|-------------------------|--------------|------|------|------|------|------|---------|-------|------------------|------------|
|                         | 2018         | 2019 | 2020 | 2021 | 2022 | 2023 | 2018    | 2023  | 2023/22          | aver 18-23 |
| United States           | 1.5          | 2.5  | 1.3  | 1.9  | 2.6  | 2.8  | 9.3     | 15.3  | 5.9              | 12.9       |
| China                   | 2.2          | 2.3  | 2.2  | 2.6  | 3.2  | 2.5  | 13.2    | 13.5  | -21.6            | 2.8        |
| South Korea             | 2.5          | 1.7  | 1.9  | 2.0  | 2.1  | 2.3  | 15.1    | 12.4  | 10.6             | -1.6       |
| Hong Kong               | 1.7          | 1.9  | 2.6  | 3.0  | 2.6  | 2.2  | 10.6    | 12.1  | -14.3            | 5.1        |
| Taiwan                  | 1.1          | 1.2  | 1.4  | 2.0  | 2.0  | 2.0  | 6.9     | 11.1  | 3.1              | 12.6       |
| Netherlands             | 0.9          | 0.9  | 0.8  | 1.1  | 1.1  | 1.3  | 5.5     | 6.9   | 17.3             | 7.3        |
| Belgium                 | 0.8          | 0.6  | 0.9  | 1.6  | 1.1  | 0.9  | 4.7     | 5.0   | -14.9            | 3.9        |
| Singapore               | 1.2          | 1.1  | 1.0  | 1.0  | 1.0  | 0.8  | 7.2     | 4.1   | -20.7            | -8.5       |
| Philippines             | 0.2          | 0.3  | 0.1  | 0.2  | 0.3  | 0.4  | 1.0     | 2.3   | 28.1             | 21.0       |
| Canada                  | 0.1          | 0.2  | 0.1  | 0.2  | 0.2  | 0.4  | 0.8     | 2.1   | 77.0             | 24.2       |
| top 10                  | 12.2         | 12.6 | 12.3 | 15.5 | 16.1 | 15.6 | 74.4    | 84.8  | -3.3             | 5.1        |
| others                  | 4.2          | 3.2  | 2.5  | 4.8  | 4.1  | 2.8  | 25.6    | 15.2  | -32.1            | -7.8       |
| <b>Americas</b>         | 1.8          | 2.7  | 1.4  | 2.1  | 2.9  | 3.3  | 10.8    | 17.7  | 10.9             | 13.0       |
| - North America         | 1.7          | 2.7  | 1.4  | 2.1  | 2.9  | 3.2  | 10.5    | 17.6  | 10.3             | 13.6       |
| - Central-South America | 0.1          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.3     | 0.1   | n.c.             | -19.1      |
| <b>Asia and Pacific</b> | 11.1         | 9.7  | 10.5 | 12.4 | 12.8 | 11.7 | 68.1    | 63.7  | -8.5             | 1.0        |
| <b>Europe</b>           | 3.1          | 3.0  | 2.5  | 5.1  | 4.0  | 3.0  | 19.1    | 16.1  | -25.6            | -1.1       |
| - European Union (27)   | 2.9          | 2.9  | 2.4  | 4.8  | 3.8  | 2.9  | 17.6    | 15.7  | -23.6            | 0.0        |
| - UK, CH, NO, IS        | 0.2          | 0.1  | 0.1  | 0.3  | 0.2  | 0.1  | 1.0     | 0.3   | n.s.             | -16.5      |
| - Other Europe          | 0.1          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.5     | 0.1   | -1.3             | -30.3      |
| <b>Middle East</b>      | 0.3          | 0.3  | 0.3  | 0.6  | 0.4  | 0.3  | 1.5     | 1.6   | -26.5            | 3.7        |
| <b>Africa</b>           | 0.1          | 0.0  | 0.0  | 0.0  | 0.1  | 0.2  | 0.4     | 0.8   | 39.3             | 18.1       |
| <b>Other Countries</b>  | 0.0          | 0.0  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 16.3         | 15.8 | 14.8 | 20.2 | 20.2 | 18.4 | 100.0   | 100.0 | -9.1             | 2.4        |

Source: CSIL processing of official data

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

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.20.6 Japan. Upholstered furniture imports

**Figure 3.188 - Japan.**

**Upholstered furniture imports, 2018-2023. US\$ million and index (2018=100)**

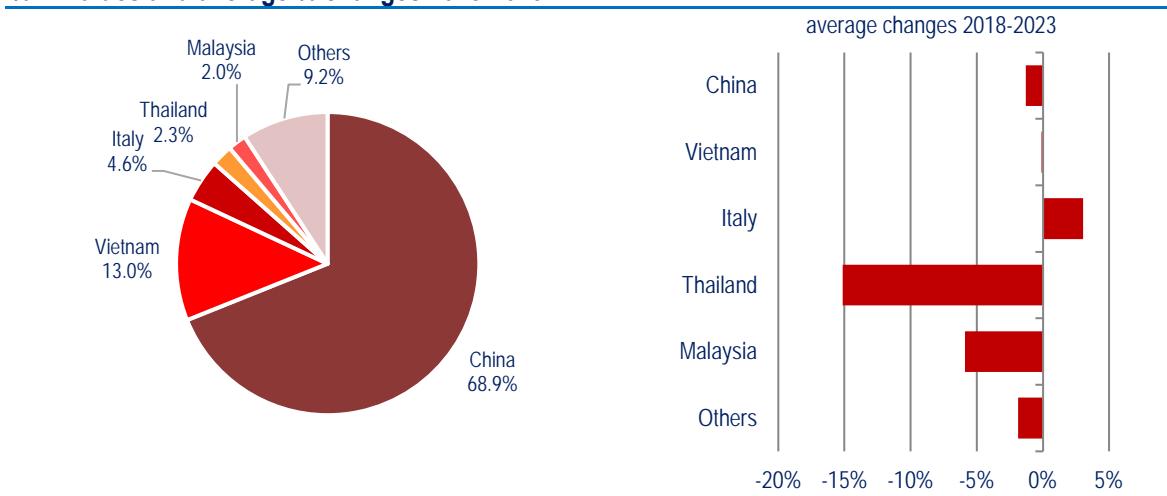


Source: CSIL processing of official data

**Figure 3.189 - Japan.**

**Upholstered furniture imports by country of origin, 2023.**

**% in values and average % changes 2018-2023**



Source: CSIL processing of official data

**Table 3.196 - Japan.****Upholstered furniture imports, by country and by geographical area, 2018-2023.**

|                         | US\$ Million |       |       |       |        |       | % share |       | % annual changes |            |
|-------------------------|--------------|-------|-------|-------|--------|-------|---------|-------|------------------|------------|
|                         | 2018         | 2019  | 2020  | 2021  | 2022   | 2023  | 2018    | 2023  | 2023/22          | aver 18-23 |
| China                   | 633.4        | 660.3 | 660.5 | 713.9 | 670.0  | 593.8 | 67.7    | 68.9  | -11.4            | -1.3       |
| Vietnam                 | 112.8        | 130.1 | 128.5 | 123.5 | 153.1  | 112.2 | 12.1    | 13.0  | -26.7            | -0.1       |
| Italy                   | 34.0         | 38.1  | 31.2  | 35.5  | 41.4   | 39.5  | 3.6     | 4.6   | -4.5             | 3.0        |
| Thailand                | 44.6         | 39.0  | 31.9  | 29.1  | 29.6   | 19.7  | 4.8     | 2.3   | -33.5            | -15.1      |
| Malaysia                | 23.0         | 27.7  | 24.3  | 16.2  | 21.0   | 17.0  | 2.5     | 2.0   | -18.9            | -5.9       |
| Taiwan                  | 12.0         | 12.6  | 13.8  | 17.5  | 17.3   | 16.5  | 1.3     | 1.9   | -4.7             | 6.5        |
| Germany                 | 18.7         | 15.6  | 12.0  | 11.6  | 16.5   | 11.3  | 2.0     | 1.3   | -31.4            | -9.5       |
| France                  | 5.0          | 2.1   | 3.7   | 4.2   | 7.6    | 9.0   | 0.5     | 1.0   | 17.8             | 12.4       |
| Denmark                 | 6.7          | 7.7   | 7.4   | 7.4   | 8.0    | 7.8   | 0.7     | 0.9   | -2.1             | 3.2        |
| Indonesia               | 8.7          | 10.6  | 10.5  | 9.8   | 10.9   | 7.4   | 0.9     | 0.9   | -31.5            | -3.2       |
| top 10                  | 899.1        | 943.7 | 923.8 | 968.7 | 975.3  | 834.2 | 96.2    | 96.8  | -14.5            | -1.5       |
| others                  | 35.9         | 32.8  | 28.0  | 29.3  | 30.1   | 27.2  | 3.8     | 3.2   | -9.5             | -5.4       |
| <b>Americas</b>         | 6.9          | 5.6   | 5.8   | 4.0   | 4.3    | 3.9   | 0.7     | 0.5   | -9.6             | -10.6      |
| - North America         | 6.9          | 5.4   | 5.7   | 3.9   | 4.1    | 3.8   | 0.7     | 0.4   | -7.6             | -11.1      |
| - Central-South America | 0.0          | 0.1   | 0.1   | 0.0   | 0.2    | 0.1   | 0.0     | 0.0   | -47.6            | 50.7       |
| <b>Asia and Pacific</b> | 840.1        | 884.8 | 873.5 | 914.0 | 905.1  | 771.2 | 89.9    | 89.5  | -14.8            | -1.7       |
| <b>Europe</b>           | 87.9         | 86.2  | 72.5  | 80.1  | 95.9   | 86.3  | 9.4     | 10.0  | -10.1            | -0.4       |
| - European Union (27)   | 77.9         | 74.6  | 63.6  | 68.0  | 83.8   | 77.2  | 8.3     | 9.0   | -7.9             | -0.2       |
| - UK, CH, NO, IS        | 9.5          | 10.9  | 8.5   | 11.3  | 10.9   | 7.9   | 1.0     | 0.9   | -27.3            | -3.5       |
| - Other Europe          | 0.5          | 0.6   | 0.5   | 0.7   | 1.1    | 1.1   | 0.1     | 0.1   | -4.3             | 16.9       |
| <b>Middle East</b>      | 0.0          | 0.0   | 0.0   | 0.0   | 0.0    | 0.0   | 0.0     | 0.0   | n.s.             | -1.4       |
| <b>Africa</b>           | 0.0          | 0.0   | 0.0   | 0.0   | 0.0    | 0.0   | 0.0     | 0.0   | n.s.             | -13.4      |
| <b>Other Countries</b>  | 0.0          | 0.0   | 0.0   | 0.0   | 0.0    | 0.0   | 0.0     | 0.0   | n.c.             | n.c.       |
| <b>World Total</b>      | 934.9        | 976.6 | 951.8 | 998.0 | 1005.4 | 861.4 | 100.0   | 100.0 | -14.3            | -1.6       |

Source: CSIL processing of official data

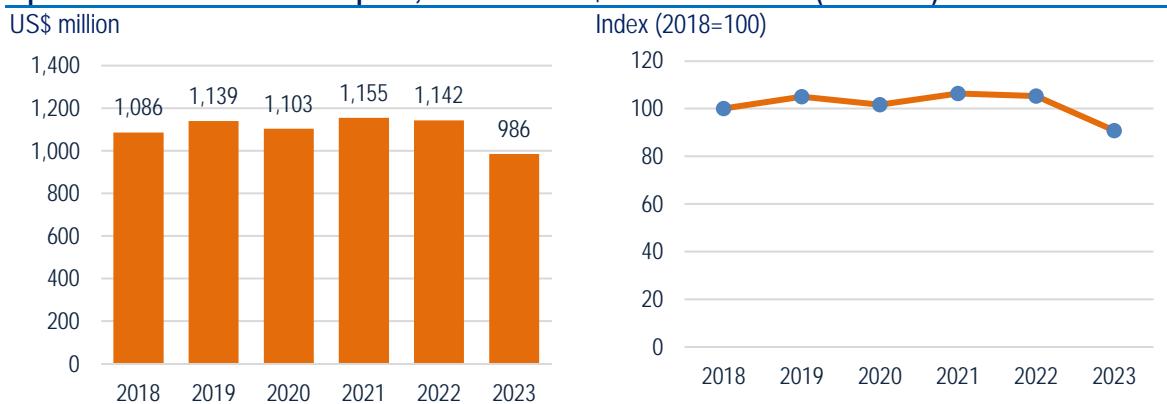
n.a.: not available n.c.: not calculable n.s.: not significant

UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

### 3.20.7 Japan. Upholstered furniture consumption

**Figure 3.190 - Japan.**

**Upholstered furniture consumption, 2018-2023. US\$ million and index (2018=100)**



Source: CSIL

**Table 3.197 - Japan.**

**Import/Consumption ratio (%) for upholstered furniture, 2018-2023.**

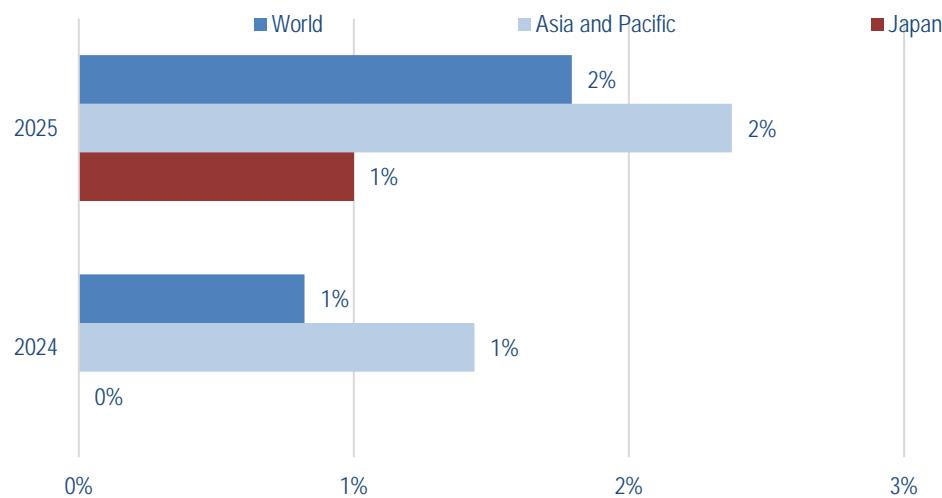
**Comparison with Asia and Pacific and World**

|                  | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------|------|------|------|------|------|------|
| Japan            | 86%  | 86%  | 86%  | 86%  | 88%  | 87%  |
| Asia and Pacific | 11%  | 12%  | 13%  | 13%  | 15%  | 13%  |
| World            | 33%  | 34%  | 36%  | 40%  | 40%  | 37%  |

Source: CSIL

**Figure 3.191 - Japan.**

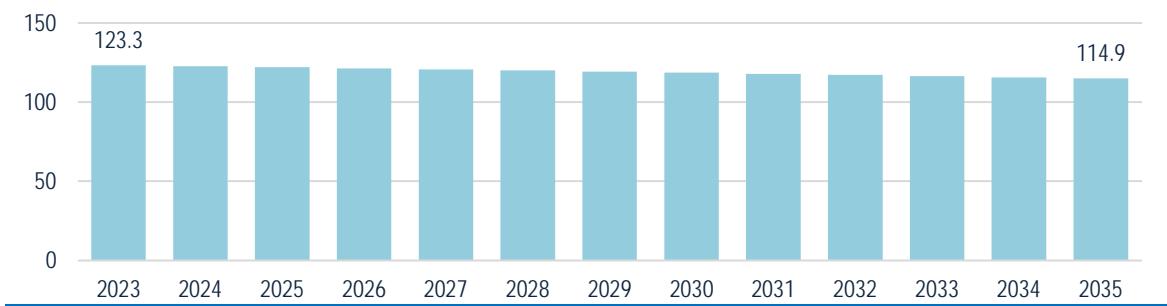
**Real Growth of upholstered furniture consumption. Forecasts 2024-2025**



Source: CSIL

### 3.20.8 Japan. Population forecasts

**Figure 3.192 - Japan.**  
**Population. Million inhabitants, 2023-2035**



Source: UN

**Table 3.198 - Japan.**  
**Population. Number of households and share of urban population**

|                  |            |    |
|------------------|------------|----|
| Total households | Million    | 56 |
| Urban Population | % of total | 92 |

Source: UN, World Bank

Last available year

**Table 3.199 - Japan.**  
**Resident population in main cities\* and projected growth**

| Cities                    | Population (thousand) |        |        |
|---------------------------|-----------------------|--------|--------|
|                           | 2020                  | 2025   | 2030   |
| Tokyo                     | 37,393                | 37,036 | 36,574 |
| Kinki M.M.A. (Osaka)      | 19,165                | 18,922 | 18,658 |
| Chukyo M.M.A. (Nagoya)    | 9,552                 | 9,535  | 9,407  |
| Kitakyushu-Fukuoka M.M.A. | 5,529                 | 5,466  | 5,395  |
| Shizuoka-Hamamatsu M.M.A. | 2,922                 | 2,930  | 2,883  |
| Sapporo                   | 2,670                 | 2,654  | 2,612  |
| Sendai                    | 2,327                 | 2,338  | 2,301  |
| Hiroshima                 | 2,083                 | 2,058  | 2,031  |
| Niigata                   | 804                   | 794    | 783    |
| Kumamoto                  | 743                   | 735    | 726    |
| Okayama                   | 725                   | 719    | 709    |
| Kagoshima                 | 591                   | 579    | 566    |
| Utsunomiya                | 522                   | 518    | 510    |
| Matsuyama                 | 510                   | 502    | 494    |
| Oita                      | 479                   | 474    | 468    |
| Kurashiki                 | 476                   | 470    | 464    |
| Kanazawa                  | 466                   | 461    | 455    |
| Fukuyama                  | 465                   | 460    | 454    |

Source: UN

\* Urban Agglomeration with 450 thousand inhabitants or more in 2020

### 3.20.9 Japan. Comparison with the global upholstered furniture sector

Figure 3.193 - Japan.

#### Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

\*\* At producer prices, excluding retail markup

Table 3.200 - Japan.  
Socio-Economic indicators

|  |                       |       | Ranking* |
|--|-----------------------|-------|----------|
| Area   | 000 Km <sup>2</sup>   | 378   | 26       |
| Population                                   | Million               | 125   | 8        |
| Urban Population                             | % of total population | 92    | 11       |
| Total GNP                                    | US\$ billion          | 5325  | 3        |
| Per capita GNP                               | US\$                  | 42550 | 23       |
| Household Consumption Exp.                   | US\$ billion          | 2366  | 3        |
| <b>Data at Purchasing Power Parity (PPP)</b> |                       |       |          |
| Total GNP at PPP                             | US\$ billion          | 6234  | 4        |
| Per capita GNP at PPP                        | US\$                  | 49820 | 31       |

Source: World Bank, last available year

\*Ranking among 70 countries, last available year

# PART IV. SELECTED PROFILES OF MAJOR UPHOLSTERED FURNITURE MANUFACTURERS

**Table 4.1**  
**Major Upholstered Furniture Manufacturers by country**

| Country          | Company                             | Page |
|------------------|-------------------------------------|------|
| Brazil           | Herval                              | 410  |
| Canada           | Palliser Furniture                  | 421  |
| China            | Botai BJTJ Group                    | 400  |
|                  | Jason Furniture (Hangzhou)          | 415  |
|                  | Jiangsu Sikexin Furniture - SCIHOME | 416  |
|                  | Trayton Group                       | 426  |
| France           | Roche Bobois                        | 424  |
| Germany          | Himolla Group                       | 411  |
|                  | Polipol                             | 422  |
| Hong Kong, China | Man Wah Holdings                    | 419  |
| India            | Godrej Interio                      | 409  |
| Italia           | Lifestyle Design                    | 418  |
|                  | Natuzzi Group                       | 420  |
|                  | Poltronerosofà                      | 423  |
| Liechtenstein    | Cotta Collection                    | 402  |
| Norway           | Ekornes Group                       | 405  |
| Poland           | Actona Poland                       | 396  |
|                  | Adriana                             | 397  |
|                  | Comforty                            | 401  |
|                  | DFM                                 | 403  |
| Romania          | Aramis Invest                       | 398  |
| Singapore        | HTL International                   | 412  |
| Sweden           | Stommen Group                       | 425  |
| Türkiye          | Istikbal Mobilya                    | 413  |
| United Kingdom   | DFS                                 | 404  |
| USA              | Ashley Furniture                    | 399  |
|                  | Ethan Allen                         | 407  |
|                  | Flexsteel                           | 408  |
|                  | Jackson Furniture                   | 414  |
|                  | La-Z-Boy                            | 417  |

## Actona Poland

Poland

### Headquarters

#### Actona Poland Sp. z o.o.

ul.Wi.Gen.Sikorskiego 60 - 87-300 Brodnica, Kujawsko-Pomorskie - Poland  
T: +48 56 4930700  
<https://www.sits.eu> ; <https://www.sitsindustry.pl>  
sits@actonagroup.pl

**Year of establishment:** 1993

**Activity:** Manufacturer

**Production:** Upholstered furniture, Occasional, Garden and Outdoor, Contract

**Product specialization:** Upholstered furniture

**Turnover:** 113 million USD (2023)

**Number of employees:** 860 (2023)

**Group:** LLG Lars Larsen Group

### Controlled companies, subsidiaries and other related companies

Actona Poland (formerly SITS) was acquired by Actona Group, which is part of Lars Larsen Group.

This group includes:

Actona Group A/S - DK  
Bolia A/S - DK  
Jysk A/S - DK  
Scancom International A/S - DK

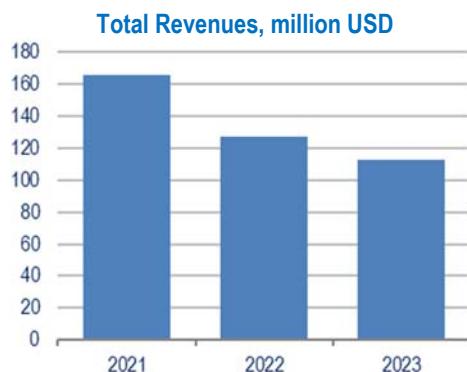
### Brands

Own Brands: Sits

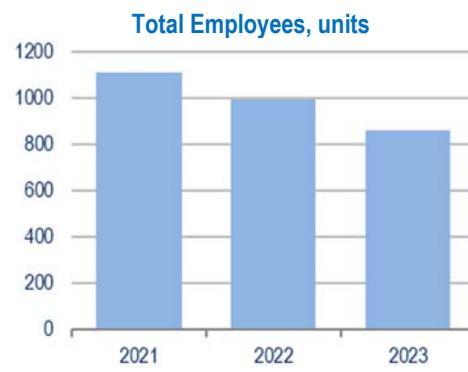
### M&A Deals and Recent News:

In July 2022, SITS and its two production units was acquired by Actona (Lars Larsen Group). As of January 1st, 2024, the SITS group companies merged into one company and changed their name to Actona Poland sp. z o.o. based in Brodnica.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

About 85% of total turnover is exported. Main export markets include: Sweden (15% of total sales), France (10%), Denmark (7%).

## Production

### Manufacturing plants

2; Poland

### Sales Breakdown by product

The product breakdown is the following: 95% upholstered furniture, 5% other furniture (coffee tables).

## Adriana

## Poland

### Headquarters

#### Adriana Furniture Sp. z o

ul. Chełmińska 14 - 86-253 Kijewo Królewskie - Poland  
T: +48 56 6862022 ; 6772100 ; 6867018

<https://adrianafurniture.com>  
kontakt@adrianafurniture.com

**Year of establishment:** 1989

**Activity:** Manufacturer, Retailer

**Production:** Upholstered furniture

**Product specialization:** Upholstered furniture

**Turnover:** 206 million USD (2022)

**Number of employees:** 1157 (2022)

### Controlled companies, subsidiaries and other related companies

Adriana Factory Sp. Zo.o. - PL

Adriana Aviation Sp. Zo.o. - PL

Itm Sp. z o.o. - PL

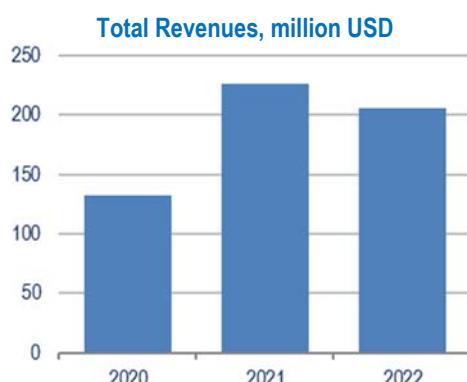
### Brands

Own Brands: Adriana Furniture

### M&A Deals and Recent News:

In 2022, the company has acquired a significant stake in DFS, the leading U.K. upholstered furniture manufacturer and retailer. Adriana is also a significant supplier of DFS.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

Exports account for 86% of total turnover. Important export markets include the United Kingdom and other Western European countries.

## Production

### Manufacturing plants

1; Poland

### Sales Breakdown by product

The company specializes in upholstered furniture production (100% of total turnover).

## Aramis Invest

## Romania

### Headquarters

#### Aramis Invest srl

Str. Sperantiei 3 - 43015 Baia Mare , Maramures - Romania  
T: +40 740 106911  
<http://www.aramisgroup.ro> ; <https://aramisfeeling.ro> ;  
<https://aramisinvest.ro>  
aramisbm@rdslink.ro ; office@aramis.com

**Year of establishment:** 1994

**Activity:** Manufacturer

**Production:** Upholstered furniture, Mattresses, PU Foam,

**Product specialization:** Soft Furniture

**Turnover:** 448 million USD (2022)

**Number of employees:** 5600 (2022)

### Controlled companies, subsidiaries and other related companies

Aramis Feeling SRL - RO

Aramis Invest SRL - RO

Aramis SRL - RO

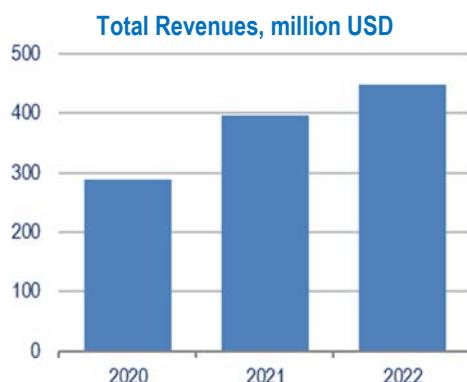
### Brands

Own Brands: Aramis, Aramis Feeling

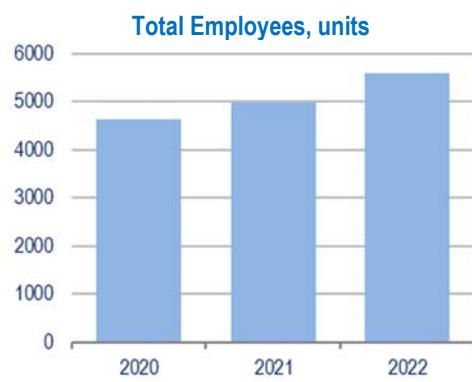
### M&A Deals and Recent News:

In 2024, the company initiated a new investment: building a facility to house TIR drivers working with the furniture manufacturer in Baia Mare and expanding the parking area for car transporters.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

The domestic market of Romania only accounts for about 5% of the company's total turnover. Major export markets include France, Spain, and Italy, which each accounts for about 20% of total turnover.

## Production

### Manufacturing plants

1; Romania. Also, it was announced that Aramis would be building a new hall at its plant in Baia Mare, to increase its capacity in foam production.

### Sales Breakdown by product

Upholstered furniture accounts for about 60% of total turnover and mattress for 40%. The company is vertically integrated and produces its own foam and filling.

## Ashley Furniture

USA

### Headquarters

**Ashley Furniture Industries Inc**  
 1 Ashley Way - Arcadia, WI, 54612 - USA-  
 T: +1 608 3233377

<https://www.ashleyfurnitureindustriesinc.com> ; <https://ashley.biz>

**Year of establishment:** 1945

**Activity:** Manufacturer, Retailer

**Production:** Home Office, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Home furniture, Garden and Outdoor, Mattresses, Pillows, RTA - DIY furniture, Lighting

**Product specialization:** Upholstered furniture

**Turnover:** 12300 million USD (2023)

**Number of employees:** 35000 (2023)

**Group:** Ashley Furniture Ind. Inc

### Controlled companies, subsidiaries and other related companies

Ashley Distribution Services LTD - US  
 Ashley Furniture Home Store - US  
 Ashley Global Retail, LLC - US  
 Wanek Furniture Co., Ltd - VN  
 Wanvog Furniture Ltd - CN  
 Wilson Logistics - US

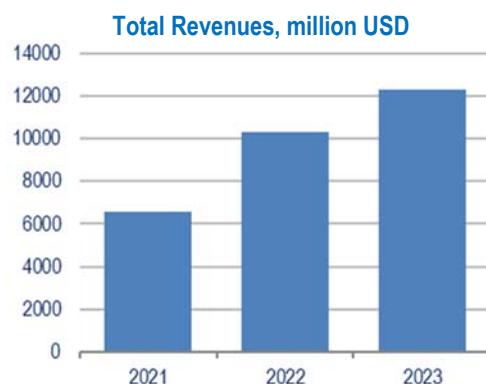
### Brands

Own Brands: Ashley-Sleep, Ashley, Millenium, Sierrasleep

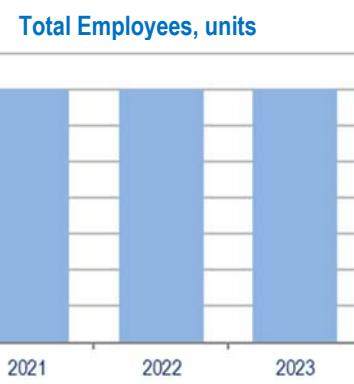
### M&A Deals and Recent News:

In March 2024, Ashley acquired Resident Home, a leading digital retailer and wholesaler of mattresses and bedding accessories. In 2024, Ashley announced the intention to open a manufacturing facility in Turkey.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

Although Ashley has a strong international presence with many stores located in 155 countries, many international storefronts are franchises and operated independently. Ashley exports account for 5% of total sales.

## Production

### Manufacturing plants

23; USA; Vietnam

### Sales Breakdown by product

Ashley is an upholstered furniture specialist. Upholstered furniture accounts for about half of company's turnover, while mattresses account for 6%.

## Botai BJTJ Group

**China****Headquarters****Zhejiang Botai Furniture Co., Ltd. - BJTJ**

Fantan Industrial Base Anji Economic Development Zone, Anji County - 313300 Huzhou, Zhejiang - China  
T: +86 572 5228829  
<http://www.bjtj.cn>  
[yuki@bjtfurniture.com](mailto:yuki@bjtfurniture.com) ; [bjtj@bjtfurniture.com](mailto:bjtj@bjtfurniture.com)

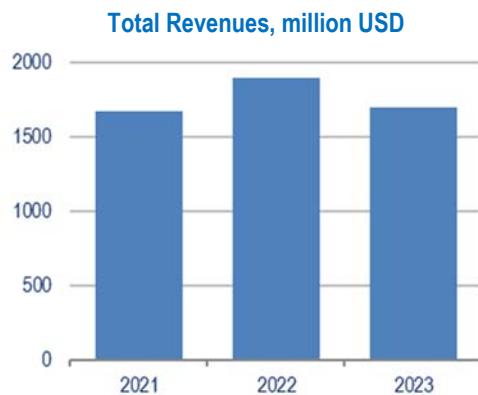
**Year of establishment:** 2003**Activity:** Manufacturer**Production:** Office Furniture, Kitchen Furniture, Upholstered furniture, Bedrooms**Product specialization:** Multiproduct Furniture**Turnover:** 1695 million USD (2023)**Number of employees:** 2800 (2023)**Group:** Botai Furniture**Controlled companies, subsidiaries and other related companies**

Bjtj Industrial Co., Ltd - CN  
Euroline (anhui) furniture co.,Ltd.- CN  
Zhejiang botai furniture co., Ltd.- CN  
Bjtj Industrial Co., Ltd -HK  
Bohui (Singapore) Pte. Ltd. -SG  
KEY BAY Furniture Co., Ltd -VN

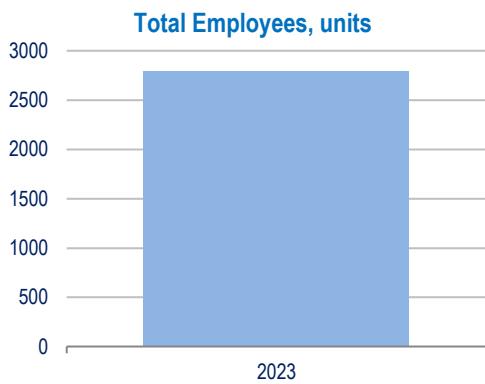
**M&A Deals and Recent News:**

The company acquired 7H Company in the United States and Dikena E-commerce in Hangzhou, China.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

Around 90% sales driven by export market.

## Production

**Manufacturing plants**

2; China; Vietnam

**Sales Breakdown by product**

The company mainly produce upholstered furniture and office chairs.

## Comforty

## Poland

### Headquarters

Com40 Sp. z o.o. sp.k.

ul. Podkocka 4b - 63460 Nowe Skalmierzyce, Wielkopolskie - Poland-

T: +48 62 7629525

<https://www.comforty.pl>

info@com40.pl ; info@comforty.pl

**Year of establishment:** 2000

**Group:** C4D COM40

### Brands

Own Brands: Comforty

**Activity:** Manufacturer, Retailer

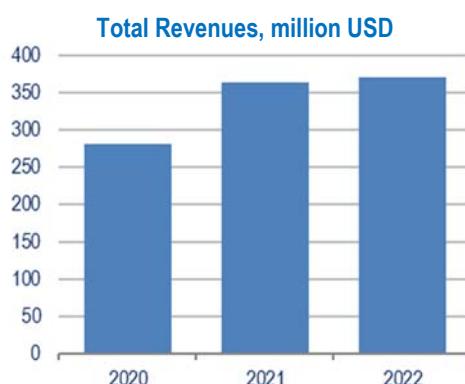
**Production:** Upholstered furniture, Garden and Outdoor, Contract

**Product specialization:** Upholstered furniture

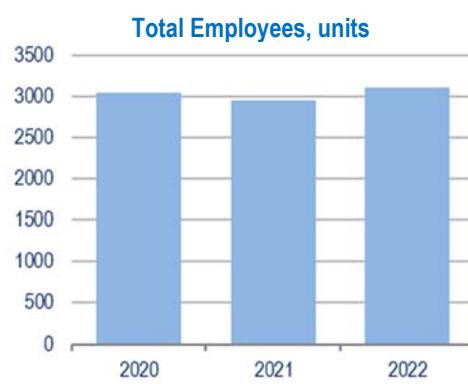
**Turnover:** 371 million USD (2022)

**Number of employees:** 3113 (2022)

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

About 40% of the total turnover is exported. Main destinations for exports are: Germany, Austria, the UK, Switzerland, Scandinavian countries.

## Production

### Manufacturing plants

3; Poland; Belarus, USA

### Sales Breakdown by product

Upholstered furniture represents 100% of total turnover.

## Cotta Collection

## Liechtenstein

### Headquarters

#### Cotta Collection Ag

Industriestrasse 4 - 9487 Bendern, FL - Liechtenstein-

T: +423 377 3290

<https://cotta.li>

info@cotta.li

**Year of establishment:** 1991

**Activity:** Manufacturer

**Production:** Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor

**Product specialization:** Upholstered furniture

**Turnover:** 385 million USD (2023)

**Number of employees:** 4000 (2023)

**Group:** Cotta Collection

**Controlled companies, subsidiaries and other related companies**

Cotta Collection AG - LI

Cotta International SRL - RO

Minimaxx Sofa Sp. z o.o. - PL

Minimaxx Sofa SRL - RO

SINKRO d.o.o. Sarajevo - BA

Steinpol Central Services Sp. z o.o. - PL

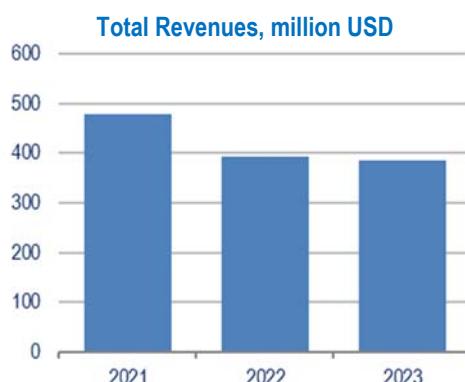
**Brands**

Own Brands: Cotta, Designwerk, Minimaxx

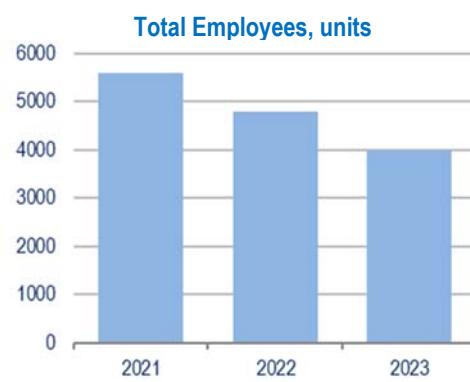
**M&A Deals and Recent News:**

In December 2022, Afinum has sold its stake in Cotta Collection AG to L-GAM and Gschwend AG.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

The company sells its products in 30 countries. 99% out of total production is exported. The 3 main export markets are: Germany (50%), France (20%), and Italy (10%).

## Production

**Manufacturing plants**

14; Poland (10), Romania (2), Bosnia (1), Hungary (1)

**Sales Breakdown by product**

The company is highly specialised in upholstered furniture production, which accounts for an estimated 90% of the company's revenues. Bedroom, living, and dining furniture accounts for the remaining 10%.

**DFM****Poland****Headquarters****DFM Sp. Z O.O. Meble**

ul. Olsztyńska 21 - 11040 Dobre Miasto - Poland-

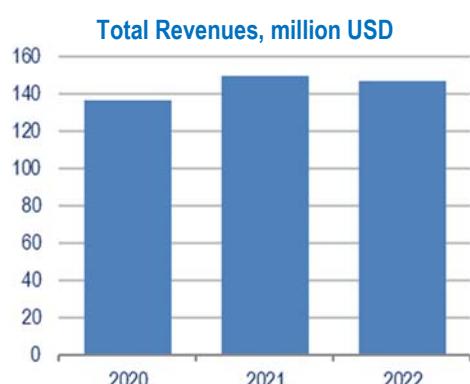
T: +48 89 6153650

<https://www.dfm.pl>; <https://livingroom.pl>

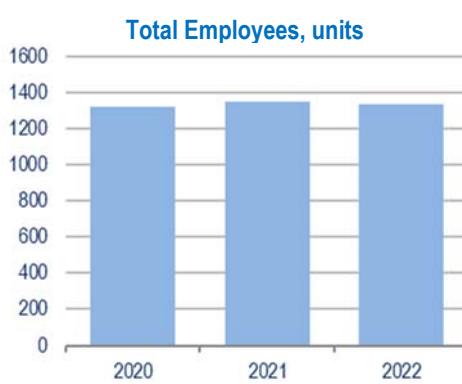
dfm@dfm.com.pl

**Year of establishment:** 2001**Activity:** Manufacturer**Production:** Upholstered furniture**Product specialization:** Upholstered furniture**Turnover:** 147 million USD (2022)**Number of employees:** 1332 (2022)**Group:** DFM**Brands**

Own Brands: DFM, LivingRoom

**Financial Performance**

Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

The company exports the large majority (about 98%) of its products, mostly to European countries. Important export markets are the Netherlands, Belgium, Denmark, Germany, and Switzerland.

**Production****Manufacturing plants**

3; Poland;

**Sales Breakdown by product**

Upholstered furniture represents 100% of total turnover.

**DFS****United Kingdom****Headquarters****DFS Furniture PLC**

1 Rockingham Way, Redhouse Interchange, Adwick Le Street -  
Doncaster, South Yorkshire, DN6 7NA - United Kingdom-  
T: +44 1302 330365  
<https://www.dfs.co.uk>  
[contactus@dfs.co.uk](mailto:contactus@dfs.co.uk)

**Activity:** Manufacturer, Retailer

**Production:** Upholstered furniture, Beds, Contract

**Product specialization:** Upholstered furniture

**Turnover:** 1068 million USD (2023)

**Number of employees:** 1009 (2022) 1000 (2023)

**Year of establishment:** 1969

**Stock Exchange:** LON:DFS (London)

**Group:** DFS

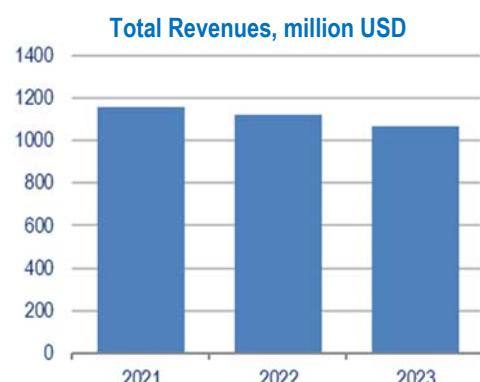
**Brands**

Own Brands: Dwell, Country Living, French Connection, House Beautiful, Halo Luxe, Joules, Iconica, DFS Vegan

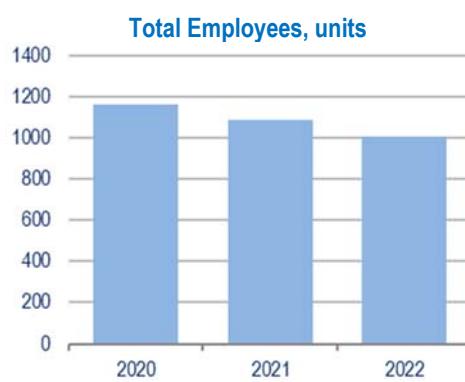
**M&A Deals and Recent News:**

The company launched first circular sofa range The Gaia, in partnership with George Clarke part of the Sustainable Edit at Sofology.

In 2022, Adriana Furniture, a leading Polish upholstered furniture supplier of DFS, acquired a significant stake in DFS.

**Financial Performance**

Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

DFS discontinued its activities in the Netherlands and Spain at the end of the 2022/2021 financial year. The exports only accounts for about 1-2% of total turnover.

**Production****Manufacturing plants**

2; United Kingdom; 2 plants in Doncaster and East Midlands, a third one recently closed.

**Sales Breakdown by product**

DFS produces only upholstered furniture, including upholstered sofabeds.

## Ekornes Group

Norway

### Headquarters

#### **Ekornes AS**

Industrivegen 1 - 6222 Ikornnes - Norway-

T: +47 70 255200

<https://www.stressless.com> ; <https://www.svanebeds.com> ;

<https://www.imgcomfort.com> ; <https://www.ekornes.com>

office@ekornes.no

**Year of establishment:** 1934

**Activity:** Manufacturer

**Production:** Office Seating, Upholstered furniture, Beds, Tables and Chairs, Mattresses, Contract, PU Foam

**Product specialization:** Upholstered furniture

**Turnover:** 399 million USD (2023)

**Number of employees:** 2784 (2023)

**Group:** Ekornes QM Holding AS

### Controlled companies, subsidiaries and other related companies

Ekornes QM Holding AS (NO) was created in 2018 for the acquisition of the Ekornes Group by Qumei Home Furnishings Group (CN).

Ekornes AS - NO

Ekornes - FR

Ekornes Asia Pacific Company Limited - TH

Ekornes Beds AS - NO

Ekornes Beds GmbH - DE

Ekornes China Co, Ltd. - CN

Qumei home furnishings group co., Ltd. - CN

Ekornes Hong Kong Co., Limited - HK

Ekornes Taiwan Limited - TW

Ekornes Iberica SL - ES

Ekornes K.K. - JP

Ekornes Lithuania UAB - LT

Ekornes Limited - UK

Ekornes Moebelvertriebs GmbH - DE

Ekornes Pty Limited - AU

IMG Contract PTY LTD - AU

Ekornes Singapore Pte. Ltd. - SG

Oy Ekornes Ab - FI

J.E. Ekornes ApS - DK

IMG Group AS - NO

IMG (Thailand) CO LTD - TH

Ekornes Malaysia Sdn. Bhd. - MY

IMG (Vietnam) Co., LTD - VN

Img Australia Pty. Ltd. - AU

IMG Europe GmbH - DE

Ekornes Beds GmbH - DE

IMG NEW Zealand Limited - NZ

International Mobel Group USA INC - US

IMG USA INC - US

J.E. Ekornes Usa, Inc. - US

### Brands

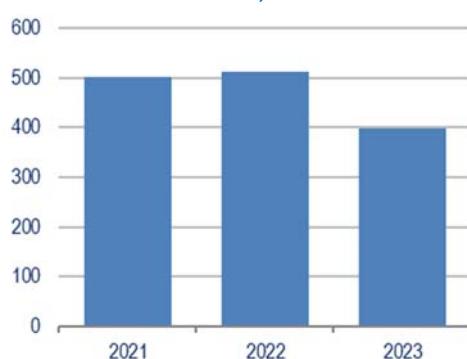
Own Brands: Svane (mattress), Ekornes, Stressless, IMG (seating)

### M&A Deals and Recent News:

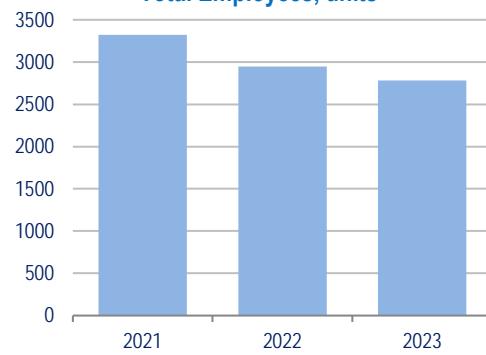
In April 2023, Ekornes has introduced first Stressless® mattress in North America.

## Financial Performance

Total Revenues, million USD



Total Employees, units



Source: Annual Report

Source: Annual Report

### Sales Breakdown by geographical area

Exports account for about 88% of total turnover, which can be broken down as follows: North America (USA, Canada, Mexico) 36%, Central and Southern Europe 24%, other Nordic countries 4%, Australia 7%, UK and Ireland 8%, Japan 3%, China 4%.

## Production

### Manufacturing plants

8; Norway; USA (1), Thailand (1), Lithuania (1) At the end of 2022, Ekornes discontinued its production operations in Vietnam, consolidating those activities in Thailand.

### Sales Breakdown by product

The company is highly specialised in recliner/motion upholstered furniture, which accounts for about 90% of upholstered furniture production. By brand turnover can be divided as follows: Stressless accounts for 74% of total turnover, IMG accounts for 20%, and Svane mattresses and beds account for 6%.

## Ethan Allen

**USA**

### Headquarters

#### Ethan Allen Interiors Inc

25 Lake Avenue Ext - Danbury, CT, 06811-5286 - USA-  
T: +1 203 7438000

<https://www.ethanallen.com>

**Year of establishment:** 1932

**Stock Exchange:** NYSE: ETH (New York)

**Activity:** Manufacturer, Retailer

**Production:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Furnishing accessories, Contract, Hospitality furniture, Lighting

**Product specialization:** Upholstered furniture

**Turnover:** 791 million USD (2023)

**Number of employees:** 3748 (2023)

**Group:** Ethan Allen

### Controlled companies, subsidiaries and other related companies

Ethan Allen Global INC - US

Ethan Allen Retail INC - US

Ethan Allen (Canada) Inc. - UK

Ethan Allen Realty CO. LTD - CA

Ethanallen.Com - US

Manor House INC - US

Ethan Allen Miami, LLC - US

Ethan Allen Operations INC - US

Ethan Allen S.A - HN

CUT and SEW Manufacturing Operation - MX

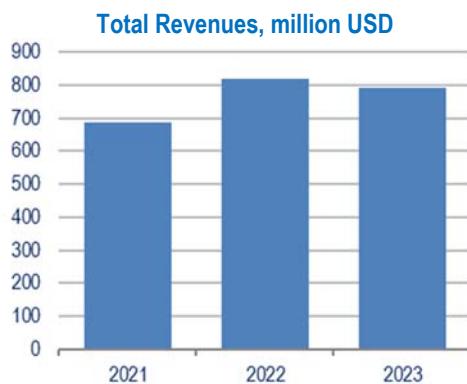
CUT and SEW Manufacturing Realty, S, de R.L. de C.V -

MX

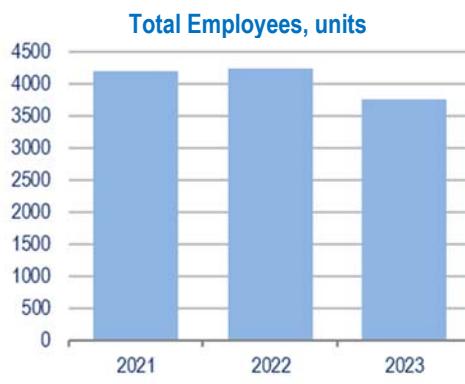
### Brands

Own Brands: Ethan Allen

## Financial Performance



Source: Annual Report



Source: Annual Report

### Sales Breakdown by geographical area

In FY23, 3% of the company's total sales driven by exports.

## Production

### Manufacturing plants

10; USA; Mexico (2), Honduras (1) Approximately 75% of the products sold by the company are manufactured in its North American plants and the remaining 25% of the products are sourced from third-party suppliers, most of which are located outside the United States, primarily in Asia. Three case goods manufacturing facilities are located in Vermont, one is in Honduras and one is in North Carolina. Three upholstery manufacturing facilities in North Carolina and two in Mexico.

### Sales Breakdown by product

In FY23, revenue breakdown by product was as follows: approximately 50% in upholstered products, 30% case goods, and the remaining 22% home accessories and other.

**Flexsteel****USA****Headquarters****Flexsteel Industries Inc**

385 Bell Street - Dubuque, IA, 52001-7004 - USA-

T: +1 563 5567730

<https://www.flexsteel.com>**Year of establishment:** 1893**Stock Exchange:** NASDAQ: FLXS (NASDAQ Stock Market)**Activity:** Manufacturer, Trader**Production:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Contract, Other**Product specialization:** Upholstered furniture**Turnover:** 394 million USD (2023)**Number of employees:** 1700 (2023)**Group:** Flexsteel Group**Controlled companies, subsidiaries and other related companies**

DMI Sourcing Company, LLC - US

Flexsteel Business Consulting (Shenzhen) Co. Ltd.

Flexsteel Hong Kong Limited - HK

Home Styles Furniture Company Limited - TH

Desert Dreams, Inc - US

Shelf Company NO 74 SRL - MX

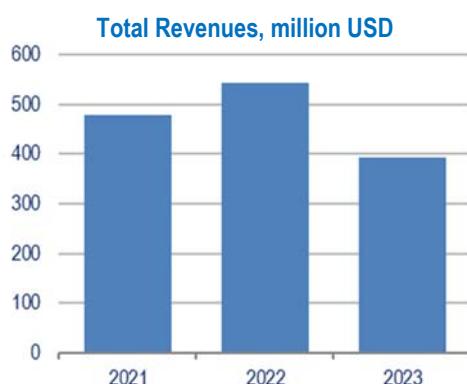
Flexsteel Business Consulting (Shenzhen) Co. Ltd. - CN

**Brands**

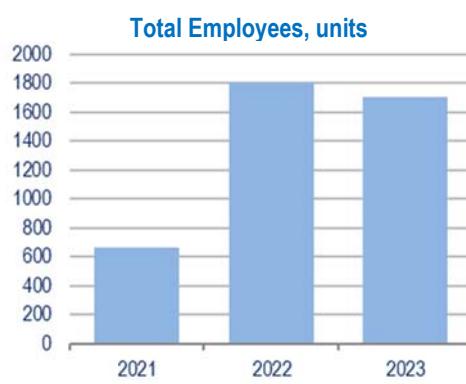
Own Brands: Flexsteel, Home styles, Charisma

**M&A Deals and Recent News:**

In December 2023, to expand its manufacturing presence in the United States, Flexsteel opened a new product development and engineering (PD&E) site in High Point.

**Financial Performance**

Source: Source: Annual Report



Source: Annual Report

**Sales Breakdown by geographical area**

The company makes minimal export sales, total turnover mainly driven by domestic market.

**Production****Manufacturing plants**

5: USA; Mexico Flexsteel owns a manufacturing facility in Georgia. In December 2023, the company opened a new production facility in High Point. Also, the Company leases and operates three manufacturing facilities in Juarez, Mexico.

**Sales Breakdown by product**

About 85% of the company's total sales are driven by upholstered furniture products.

## Godrej Interio

India

### Headquarters

#### Godrej & Boyce Mfg. Co., Ltd.

Pirojshanagar, Vikhroli - 400079 Mumbai, Maharashtra - India-  
T: +91 22 67965656 ; 67965959

<https://www.godrejinterio.com> ;  
<https://www.godrej.com/godrejandboyce/>  
interio@godrej.com

**Year of establishment:** 1932

**Activity:** Manufacturer, Retailer

**Production:** Office Furniture, Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Mattresses, Furnishing accessories, Contract, Household appliances

**Product specialization:** Multiproduct Furniture

**Turnover:** 472 million USD (2023)

**Number of employees:** 1800 (2020)

**Group:** Godrej

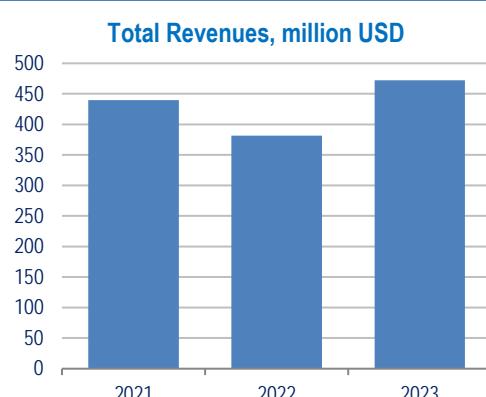
### Controlled companies, subsidiaries and other related companies

Godrej & Boyce Mfg. Co. Ltd. is part of the Godrej Group, one of India's largest engineering and consumer product groups.  
Godrej Interio is a Business Unit of Godrej & Boyce Mfg. Co. Ltd.

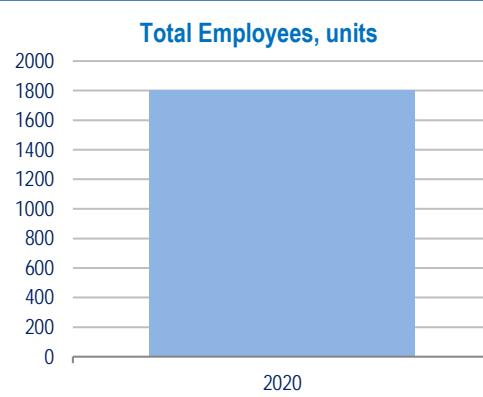
### Brands

Own Brands: Interio, Interio Business, Sleep Comfort

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

## Production

### Manufacturing plants

7; India; The company operates seven manufacturing facilities located in Mumbai, Khalapur, Haridwar, Shirwal and Bhagwanpur

**Herval****Brazil****Headquarters**

**Herval Industria de Moveis, Colchões e Espumas**  
 Rod. Br 116 - Km 223,5 n.º7070 - 93950-000 Dois Irmãos, RS  
 - Brazil-  
 T: +55 51 35648300 ; 35648438  
<https://www.moveisherval.com.br>

**Year of establishment:** 1959

**Activity:** Manufacturer, Retailer

**Production:** Upholstered furniture, Beds, Tables and Chairs,  
 Mattresses, Contract, Foam

**Product specialization:** Soft Furniture

**Turnover:** 194 million USD (2022)

**Number of employees:** 700 (2023)

**Group:** Herval**Controlled companies, subsidiaries and other related companies**

Herval Industria de Moveis, Colchoes e Espumas is a subsidiary of the Herval Group which is active in many different industries.

Herval Industria de Moveis, Colchoes E Espumas Ltda. - BR  
 Herval Nordeste Industria de Moveis, Colchoes E Espumas Ltda. - BR  
 H Quimica - BR

**Brands**

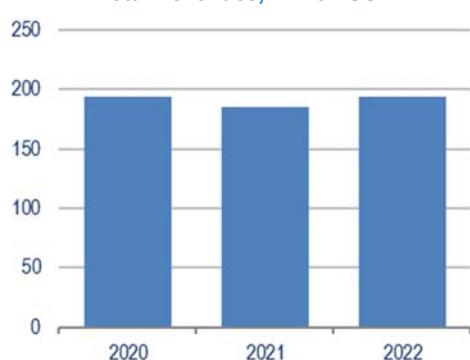
Own Brands: Herval Moveis e Colchoes, H Quimica, Moveis Edez, Ultis, Herval Móveis Corporativos

**M&A Deals and Recent News:**

In 2022, the group finished the expansion (by 66,000 m<sup>2</sup>) of its furniture and mattress factory in Dois Irmãos.

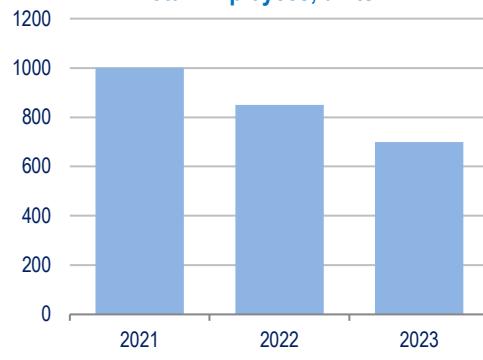
**Financial Performance**

**Total Revenues, million USD**



Source: CSIL estimates

**Total Employees, units**



Source: CSIL estimates

**Sales Breakdown by geographical area**

Export sales represent around 10% of total company sales. Exports are mainly directed to the US market.

**Production****Manufacturing plants**

2; Brazil

**Sales Breakdown by product**

The company manufactures mostly upholstered furniture and mattresses, but also produces lines for living and dining rooms as well as for bedrooms. The majority of the product portfolio is composed of "soft furniture" (upholstered furniture accounts for an estimated 30% and mattresses 60%), but it also manufactures wooden furniture.

## Himolla Group

**Germany**

### Headquarters

**Himolla Polstermöbel GmbH**

Landshuter Strasse 38 - 84416 Taufkirchen/Vils, Oberbayern -

Germany-

T: +49 8084 250

<https://www.himolla.com>

info@himolla.com

**Year of establishment:** 1829

**Activity:** Manufacturer

**Production:** Upholstered furniture, Dining and Living rooms, Contract

**Product specialization:** Upholstered furniture

**Turnover:** 295 million USD (2023)

**Number of employees:** 2700 (2022)

### Group: Welle Holding

### Controlled companies, subsidiaries and other related companies

Himolla is owned by Welle Holding.

Himolla Polstermoebel GmbH - DE

Himolla Transporte GmbH - DE

Himolla Service GmbH - DE

Himolla Inc. - US

Himolla Wohnungsbau GmbH - DE

Interfa Bútoripari Kft. - HU

Agnetheln Mobila Tapitata SRL - RO

Betschesofa Sp. z o.o. - PL

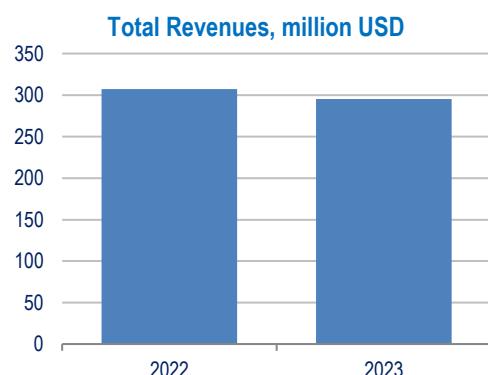
SELYZ - NABYTOK, s.r.o. - SK

K+W Polstermoebel GmbH & Co. KG - DE

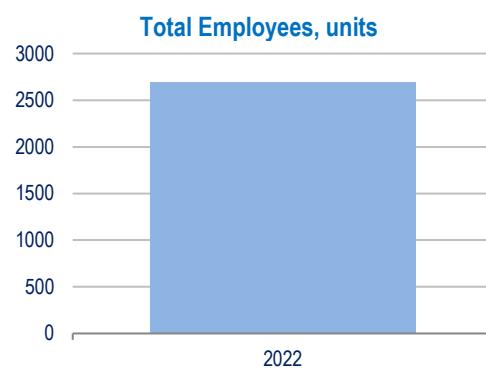
### Brands

Own Brands: Himolla, K + W

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

Exports account for 40% of total turnover. Important export markets include the Netherlands, France, and the UK.

## Production

### Manufacturing plants

5; Germany; Hungary (2), Poland (1), Slovakia (1)

### Sales Breakdown by product

Himolla Polstermöbel is an upholstered furniture manufacturer and supplier, and subsidiary K + W Polstermöbel specializes in dining room furniture.

## HTL International

Singapore

### Headquarters

**HTL International Holdings Pte Ltd**  
 229 Mountbatten Road, #03-44/45 - 398007 Singapore -  
 Singapore-  
 T: +65 6904 0933  
<https://www.htlinternational.com>  
[htlsales@htlinternational.com](mailto:htlsales@htlinternational.com)

**Year of establishment:** 1976

**Activity:** Manufacturer, Trader

**Production:** Upholstered furniture, Dining and Living rooms,  
 Bedrooms, Beds

**Product specialization:** Upholstered furniture

**Turnover:** 450 million USD (2022)

**Number of employees:** 5000 (2022)

**Group:** Golden Hill

### Controlled companies, subsidiaries and other related companies

HTL Manufacturing PTE LTD - SG  
 HTL Capital Pte. Ltd. - SG  
 HTL France - FR  
 HTL Furniture (Huai'an) Co., Ltd. - CN  
 HTL Furniture Trading Co., Ltd. - CN  
 HTL Furniture (China) Co. Ltd - CN  
 HTL Furniture (Kunshan) Co. Ltd - CN  
 HTL Furniture (Changshu) Co. Ltd - CN

HTL Leather (China) Co., Ltd  
 HTL Korea Co., Ltd. - KR  
 Hwa Tat Lee Japan Co., Ltd. - JP  
 Terasoh Co., Ltd. - Japan  
 Corium Italia S.R.L. - IT  
 HTL (UK) Limited - UK  
 Trends Leather (Yangzhou) Co., Ltd - CN

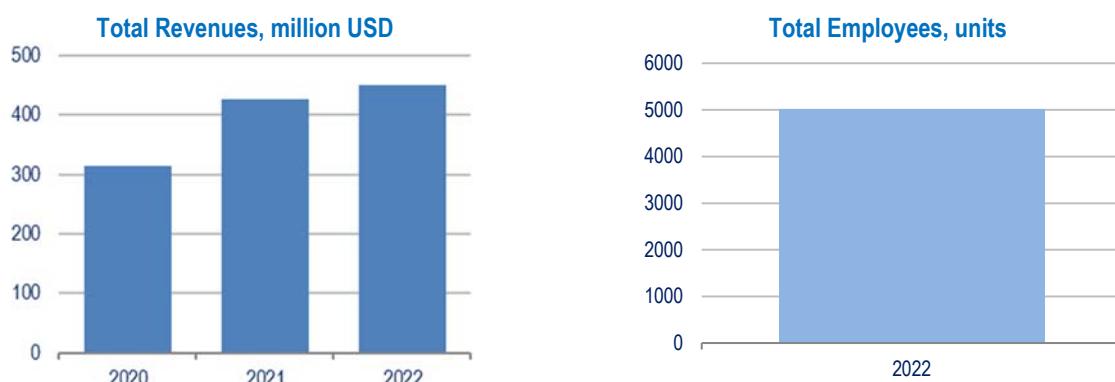
### Brands

Own Brands: Domicil, Fabbrica, Corium Italia, Relax Studio, Gallery

### M&A Deals and Recent News:

The company announced his planning to expand its retail presence in shop-in-shops in India in 2024, and to open 10 exclusive stores in all key metro and tier 1 cities including Mumbai, Bangalore, Pune, Delhi, Hyderabad and Chennai.

## Financial Performance



Source: CSIL estimates

Source: CSIL estimates

### Sales Breakdown by geographical area

Currently, the company is focusing on expansion in India and Middle East.

## Production

### Manufacturing plants

7; China (5), Italy (1), India (1). The Italian plant is operated by the Italian subsidiary, Corium Italia. There is another Leather Tannery Plant located in Yangzhou, China.

### Sales Breakdown by product

The company is planning to increase its India manufacturing capacity to serve the domestic and international market.

## Istikbal Mobilya

Türkiye

### Headquarters

**Istikbal Mobilya Sanayi ve Ticaret AS**  
 OSB 8. Cad. No 60 - 38070 Kayseri - Türkiye  
 T: +90 352 3220101  
<https://www.istikbal.com.tr>  
[info@boydakexport.com](mailto:info@boydakexport.com)

**Year of establishment:** 1957

**Activity:** Manufacturer, Trader

**Production:** Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Contract

**Product specialization:** Soft Furniture

**Turnover:** 405 million USD (2023)

**Number of employees:** 3500 (2022)

**Group:** Erciyes Anadolu Holding

### Controlled companies, subsidiaries and other related companies

Bellona Mobilya Sanayi VE Ticaret Anonim Sirketi - TR  
 Istikbal Mobilya Sanayi VE Ticaret Anonim Sirketi - TR  
 Mondi Mobilya Sanayi VE Ticaret Anonim Sirketi - TR  
 Doqu EV Tekstili Sanayi VE Ticaret Anonim Sirketi - TR  
 Boyteks Tekstil Sanayi VE Ticaret Anonim Sirketi - TR  
 Velleks Kumas Tekstil Sanayi VE Ticaret Anonim Sirketi - TR  
 Weavers Tekstil Sanayi VE Ticaret Anonim Sirketi - TR  
 Form Sunger VE Yatak Sanayi Ticaret Anonim Sirketi - TR  
 Boypas Dayanikli Tuketim Mallari Pazarlama Anonim Sirketi - TR  
 Bepas Dayanikli Tuketim Mallari Pazarlama Anonim Sirketi - TR  
 Doga Dayanikli Tuketim Mallari Ticaret Anonim Sirketi - TR  
 Serko YAY Sanayi VE Ticaret Anonim Sirketi - TR

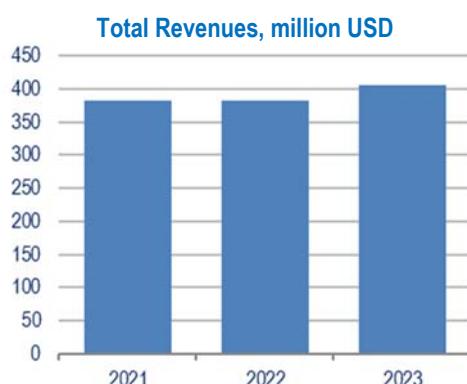
### Brands

Own Brands: Istikbal

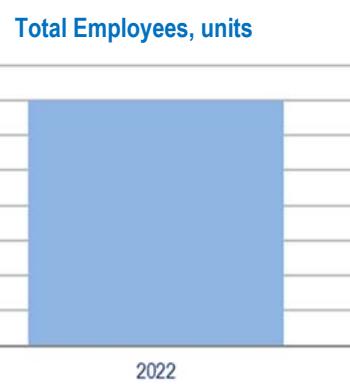
### M&A Deals and Recent News:

Istikbal, a company under Erciyes Anadolu Holding, expanded its business to Iraq in 2023. The company opened their 12th store in Iraq.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

Around 15% total turnover of the company driven by the exports market. The main export markets are Germany, UK, France, Italy and US.

## Production

### Manufacturing plants

4; Türkiye

### Sales Breakdown by product

Upholstered furniture accounts for about 50% of total turnover.

## Jackson Furniture

USA

**Headquarters**

**Jackson Furniture Company Mfg**  
370 9th Street SE - Cleveland, TN, 37311 - USA-  
T: +1 423 4768544  
<https://www.jacksonfurniture.com> ; <https://www.catnapper.com>  
[sales@jacksonfurniture.com](mailto:sales@jacksonfurniture.com)

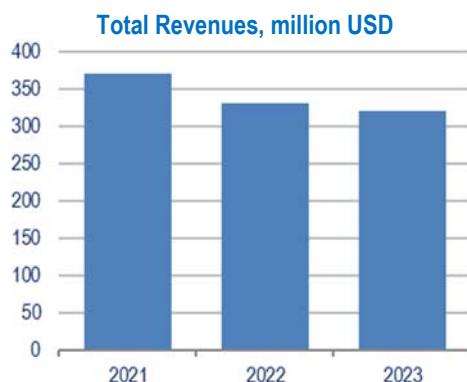
**Activity:** Manufacturer**Production:** Upholstered furniture**Product specialization:** Upholstered furniture**Turnover:** 320 million USD (2023)**Number of employees:** 2000 (2022)**Year of establishment:** 1933**Group:** Jackson Furniture**Controlled companies, subsidiaries and other related companies**

Cleveland Chair - US  
Jackson Manufacturing - US

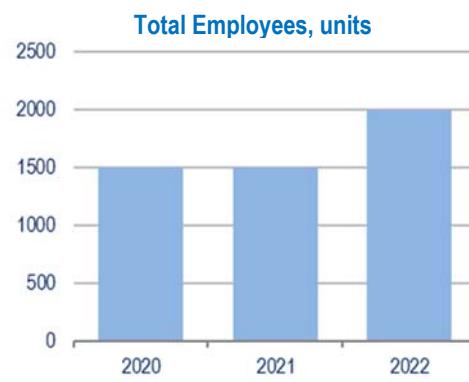
**Brands**

Own Brands: Jackson Furniture, Catnapper

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

Sales are heavily concentrated in the domestic and Canadian markets.

## Production

**Manufacturing plants**

10; USA;

**Sales Breakdown by product**

The company is an upholstered furniture specialist. Recliners/Motion upholstered furniture accounts for about 50% of upholstered furniture turnover, and within this category 75% are electric.

## Jason Furniture (Hangzhou)

**China**

### Headquarters

#### Jason Furniture (Hangzhou) Co.,Ltd.

The KUKA building, N.599, Dongning Road, 1, Jianggan District - 310018 Hangzhou , Zhejiang - China-

T: +86 571 86755388

<https://www.kukahome.com> ; service@kukahome.com

**Year of establishment:** 1982

**Stock Exchange:** SHA:603816 (Shanghai)

**Activity:** Manufacturer, Retailer

**Production:** Office Furniture, Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Contract

**Product specialization:** Soft Furniture

**Turnover:** 2713 million USD (2023)

**Number of employees:** 21088 (2023)

### Group: Kuka

#### Controlled companies, subsidiaries and other related companies

|   |  |
|---|--|
| Gu jia household (qushui) co., ltd. - CN              | RB Management AG - DE                                    |
| Gu jia intelligent household jiaxing co., ltd. - CN   | Rolf Benz AG & Co. KG - DE                               |
| Hangzhou gujia craft furniture sales co., ltd. - CN   | si-ta GmbH - DE  |
| Hangzhou kuka bedding co., ltd. - CN                  | Pauchie furniture (shanghai) co., ltd. - CN              |
| Quanzhou delandis industries and trade co., ltd. - CN | Zhejiang kuka merlin furniture co., ltd. - CN            |
| Jason furniture (ningbo) co., ltd. - CN               | Dongguan premier home furnishing co., ltd. - CN          |
| Ku home huanggang co., ltd. - CN                      | Guja Sofa (Vietnam) Co., Ltd. - VN                       |
| Kuka (HK) Trade Co., Limited - HK                     | Hebei kuka bedding co., ltd. - CN                        |
| Natuzzi trading (shanghai) co., ltd. - CN             | Kuka Home Italia S.R.L. - IT                             |
|   | Premier Furniture of North America, LLC - US             |
|   | Kuka Furniture INC - US                                  |
|   | Zhejiang kujia home sales co., ltd. - CN                 |
|   | Zhuang Sheng Furniture Co., Ltd. - VN                    |
|   | Hangzhou gujia smart home co., ltd. - CN                 |
|   | Hangzhou kuka custom furnishing co., ltd. - CN           |
|   | Hangzhou jingxiao furniture manufacturing co., ltd. - CN |
|   | Xibao Home Furnishing SDN BHD - MY                       |
|   | Delandis Furniture (M) SDN BHD - MY                      |

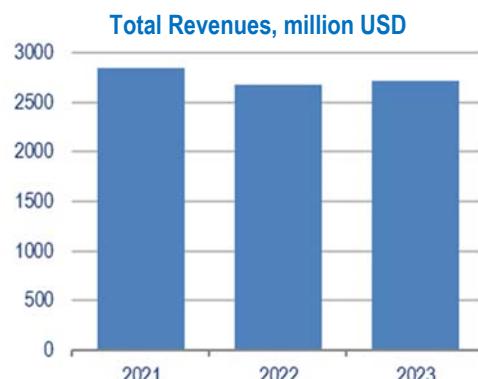
### Brands

Own Brands: Kuka Home, Kuka Sofa, Rolf Benz; Licensed Brands: Natuzzi, La-Z-Boy

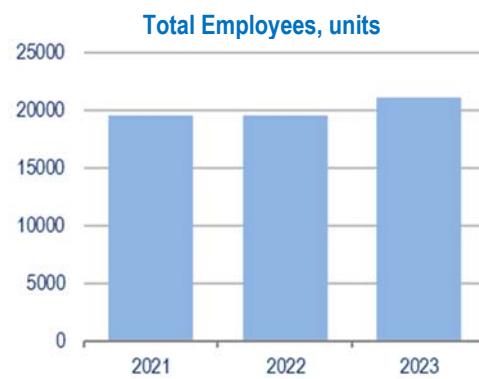
### M&A Deals and Recent News:

In November 2023, Infore Group (a diversified industrial investment holding group linked to Midea) has purchased controlling interest in Kuka Group Co. Ltd. The Gu family, which owns the most shares in Kuka Group, has sold 29.42% of them to Infore Group. The Gu family will keep 10.15% of their shares, while other investors will hold the remaining 60%.

## Financial Performance



Source: Source: Annual Report



Source: Annual Report

### Sales Breakdown by geographical area

About 40% of total turnover is exported.

## Production

### Manufacturing plants

16; China; Vietnam (1), Mexico (4), USA(1) Kuka sleep opened a new assembly plant for mattresses in USA (Mountain Creek Parkway). At the end of January 2024, the company opened two new plants in Monterrey, Nueva León (Mexico) and one in Dallas, Texas (USA).

### Sales Breakdown by product

About 50% of total turnover is represented by upholstered furniture, 22% by mattresses, 5% customized furniture.

## Jiangsu Sikexin Furniture - SCIHOME

**China****Headquarters****Jiangsu Sikexin Furniture Co., Ltd.**No.1 Tiantaishan Road, Beiqiao Furniture Processing Center,  
Xiangcheng District - Suzhou, Jiangsu - China-

T: +86 512 65994259

<https://scihome.com>

york@scihome.com

**Activity:** Manufacturer**Production:** Upholstered furniture, Bedrooms, Beds**Product specialization:** Upholstered furniture**Turnover:** 1000 million USD (2022)**Number of employees:** 400 (2022)**Year of establishment:** 2007**Controlled companies, subsidiaries and other related companies**

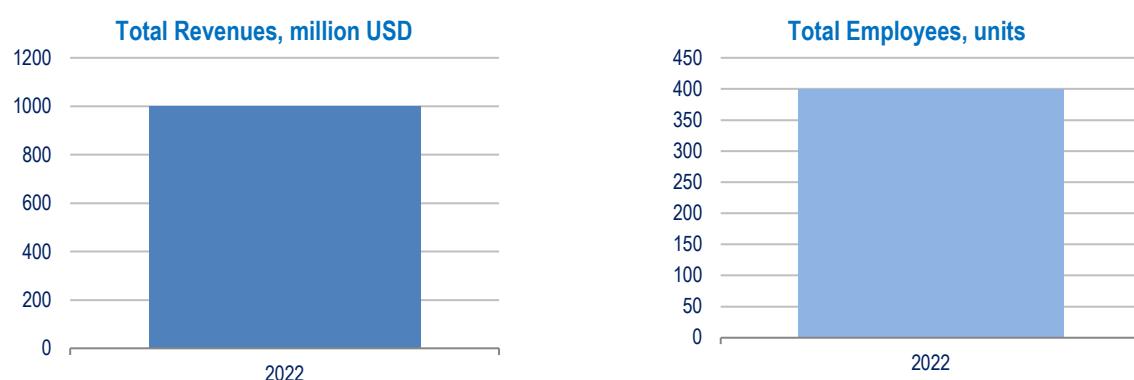
Germany idea jia furniture (haian) co., ltd. - CN

Jiangsu sikexin furniture co., ltd.- CN

**Brands**

Own Brands: Sikexin/SciHome

## Financial Performance



Source: CSIL estimates

Source: CSIL estimates

**Sales Breakdown by geographical area**

The domestic market accounts for 30% of total turnover. Important export markets include South Korea, Middle East countries, and Australia.

## Production

**Manufacturing plants**

5; China

**Sales Breakdown by product**

The company is an upholstered furniture specialist.

**La-Z-Boy****USA****Headquarters****LA-Z-BOY Inc**

One La-Z-Boy Drive - Monroe, MI, 48162 - USA-

T: +1 734 2421444 ;2414414

<https://www.la-z-boy.com>**Year of establishment:** 1928**Stock Exchange:** NYSE: LZB (New York)**Activity:** Manufacturer, Retailer**Production:** Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Contract**Product specialization:** Upholstered furniture**Turnover:** 2349 million USD (2023)**Number of employees:** 10500 (2023)**Group:** La-Z-Boy**Controlled companies, subsidiaries and other related companies**

ELK Air Partners III, LLC - US

La-Z-Boy Global Limited - US

Limited - CN

England INC - US

La-Z-Boy Hong Kong, Limited - HK

La-Z-Boy UK, Ltd. - UK

Gavco 188 Limited - UK

LA Z BOY Logistics - US

LZB Manufacturing INC - US

La-Z-Boy Asia CO LTD - TH

La-Z-Boy Manufacturing UK Limited - UK

LZB Retail INC - US

La-Z-Boy Canada LTD - CA

LAZ BOY Muebles SRL - MX

LZBFG of Arizona, Inc. - US

LA Z BOY Canada Retail LTD - CA

La-Z-Boy (Thailand) LTD - TH

Nest Industries, SA de CV - MX

La-Z-Boy Casegoods INC - US

La-Z-Boy Trading (Dongguan) Company,

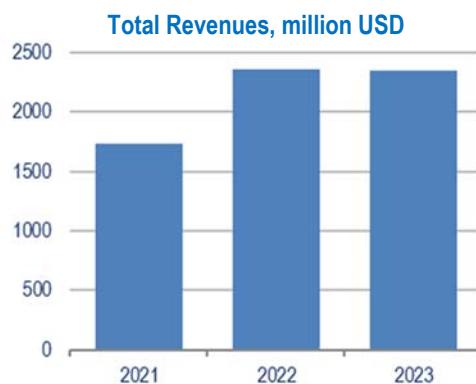
Stitch Industries Inc. - US

**Brands**

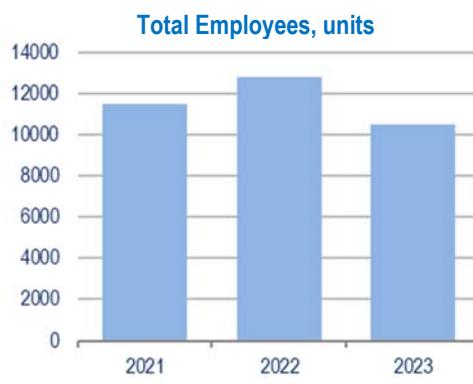
Own Brands: La-Z-Boy, England, KINCAID, Joybird, American Drew, Hammary

**M&A Deals and Recent News:**

In 2024, La-Z-Boy has signed a deal with ADA, one of Europe's biggest furniture manufacturers. ADA will produce La-Z-Boy products in Germany, Austria, Switzerland, Croatia, and Serbia. Also LA-Z-BOY shifted its upholstery production from Ramos, Mexico operations to other upholstery plants and relocate cut and sew operations back to Ramos, Mexico, resulting in the permanent closure of leased cut and sew facility in Parras, Mexico.

**Financial Performance**

Source: Annual Report



Source: Annual Report

**Sales Breakdown by geographical area**

89% of sales are satisfied by the domestic market. Of the 11% that is exported, 6% is accounted for by Canadian sales.

**Production****Manufacturing plants**

10: USA (5); Mexico (4), UK (1) The company has also a manufacturing joint venture in Thailand.

**Sales Breakdown by product**

The company manufactures upholstered furniture and imports case goods (wood) furniture. Sales breakdown by product is as follows: Upholstered furniture 81%, Occasional furniture 3%, Bedroom furniture 2%, and Dining room furniture 2%. The remaining sales are driven by logistics services and other royalties.

## Lifestyle Design

**Italia**

### Headquarters

**Haworth Italy Holding Srl**  
Via Luigi Busnelli 1 - 20821 Meda - Italy-  
<https://www.poltronafrau.com>

**Activity:** Manufacturer

**Production:** Office Seating, Furnishing Accessories, Upholstered Furniture, Office Furniture, Tables and Chairs, Garden and Outdoor, Contract

**Product specialization:** Multiproduct Furniture

**Turnover:** 822 million USD (2023)

**Number of employees:** 2160 (2021)

**Group:** Haworth Lifestyle Design

### Controlled companies, subsidiaries and other related companies

|  |  |  |
|--|--|--|
| Cassina (shanghai) trading co., ltd. - CN          | UK   | Luxury Living Group S.R.L. - IT              |
| Cassina Pacific LTD- CN                            | Poltrona Frau (UK) Limited - UK                | Poltrona Frau S.P.A. - IT                    |
| Luxury living china (beijing) trading co.,ltd.- CN | Cassina Pacific Limited -HK                    | Simon DI Estel SPA - IT                      |
| Zhejiang casanova furniture co., ltd.- CN          | Luxury Living Hong Kong Trading Co. Limited-HK | Zanotta S.P.A. - IT                          |
| Karakter ApS - DK                                  | Poltrona Frau India Private Limited -IN        | Poltrona Frau (Asia-Pacific) Pte. Ltd. -SG   |
| Twenty-Twenty PFG Design S.L.U. - ES               | CAP Design S.P.A. - IT                         | CAP Design USA - US                          |
| Cassina France Sarl -FR                            | Cassina S.P.A.- IT                             | Frau USA Corp.- US                           |
| Frau France Sarl -FR                               | Ceccotti Collezioni SRL- IT                    | Luxury Living of Usa,Llc- US                 |
| Luxury Living France -FR                           | Club House Italia SPA- IT                      | Poltrona Frau Group North America, Inc. - US |
| Haworth UK Holdings Limited - UK                   | Design Experience Holding S.P.A.- IT           | Zanotta Corporation - US                     |
| Interni Design Experience UK LTD - UK              | Haworth Italy Holding S.R.L. - IT              |  |
| Luxury Living Contract & Projects LTD -            | Interni S.P.A. - IT                            |  |

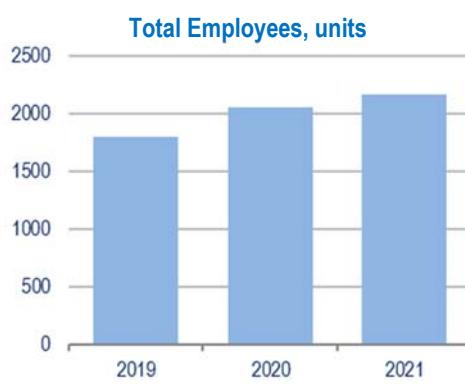
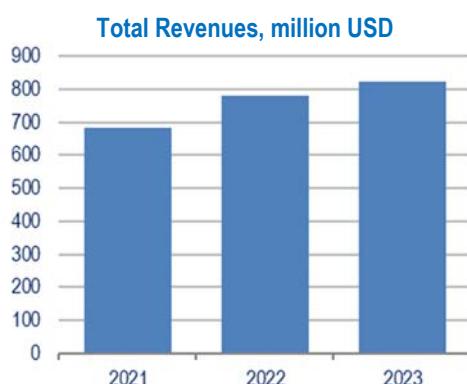
### Brands

Own Brands: Poltrona Frau, Cassina, Cappellini, Janus et Cie, Karakter, Cecotti Collezioni, Luminaire, Luxury Living Group, Interzi, Zanotta

### M&A Deals and Recent News:

In April 2023, Zanotta was acquired by Cassina which is part of the Haworth Lifestyle Design Group.

## Financial Performance



Source: CSIL estimates

Source: CSIL estimates

### Sales Breakdown by geographical area

About 77% of total turnover is exported. Main export markets include Europe, China and other Asian countries.

## Production

### Manufacturing plants

8: Italy (7), US(1)

### Sales Breakdown by product

Upholstered furniture accounts for 35% of the group's turnover.

## Man Wah Holdings

## Hong Kong

### Headquarters

#### Man Wah Holdings Ltd.

1/F Wah Lai Industrial Center 10-14 Kwei Tei Street - Fotan ,  
New Territories - Hong Kong-  
T: +852 27120091 ; 27120092 ; 27120739  
<https://www.manwahholdings.com>; <https://www.cheersofa.com>  
manwah@manwahholdings.com

**Year of establishment:** 1992

**Stock Exchange:** HKG:01999 (Hong Kong)

### Group: Man Wah Holdings Ltd

### Controlled companies, subsidiaries and other related companies

Timberland Company Limited - VN  
MAN WAH (UK) Limited - UK  
MAN WAH USA INC - US  
Chongqing man wah furniture manufacturing company limited - CN  
Mah wah industrial (wujiang) co., ltd. - CN  
Man wah furniture manufacturing (huizhou) co., ltd. - CN

**Activity:** Manufacturer, Retailer

**Production:** Upholstered furniture, Bedrooms, Beds, Mattresses, Foam

**Product specialization:** Upholstered furniture

**Turnover:** 2401 million USD (2023)

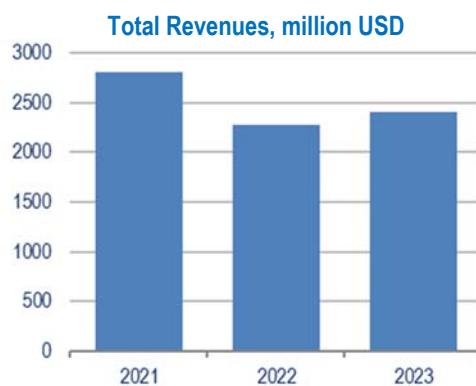
**Number of employees:** 29837 (2023)

### Brands

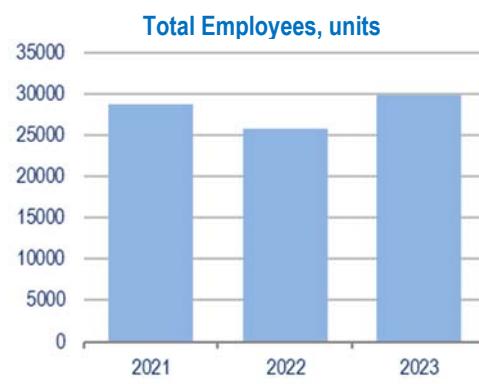
Own Brands: CHEERS, Morewell. Licensed Brands: Nicoletti; OEM: Yes

Man wah household industry (huizhou) co., ltd. - CN  
Taizhou delancey street furniture co., ltd. - CN  
Superb Creation Furniture (Shenzhen) Co. Ltd - CN  
Jiangsu Delanshi Furniture Co. Limited - CN  
Remacro Machinery & Technology Co., Ltd. - CN  
MAN WAH (International) Industrial Limited - HK

## Financial Performance



Source: Annual Report



Source: Annual Report

### Sales Breakdown by geographical area

The Group sells its products in over 60 countries. Here's the breakdown of revenue by region: China (including Hong Kong and Macau) 66%, North America 24%, Europe 7%, Other countries 4%.

## Production

### Manufacturing plants

14; China (7), Vietnam (1), Mexico (1), Thailand (1), Lithuania (2), Poland (1), Ukraine (1). In 2022, Man Wah expanded its manufacturing footprint to include Mexico, the plant serves the North American market. Home Group (Estonia) operates 4 of these manufacturing facilities, those in Lithuania, Poland, and Ukraine. The company has 4 foam production plants in China.

### Sales Breakdown by product

Upholstered furniture sales account for over 70% of total revenues of the Group (including Home Group production). The sofa products mainly focus on reclining sofas.

## Natuzzi Group

**Italia**

### Headquarters

#### Natuzzi Spa

Via Iazzitiello 47 - 70029 Santeramo in Colle BA - Italy-

T: +39 080 8820111

<https://www.natuzzi.com> ; [info@natuzzi.com](mailto:info@natuzzi.com)

**Year of establishment:** 1959

**Stock Exchange:** NTZ (New York Stock Exchange)

**Activity:** Manufacturer, Retailer

**Production:** Upholstered Furniture, Dining and Living Rooms, Beds, Furnishing Accessories, Contract

**Product specialization:** Upholstered furniture

**Turnover:** 355 million USD (2023)

**Number of employees:** 3587 (2023)

**Group:** Natuzzi

### Controlled companies, subsidiaries and other related companies

Italsofa Romania SRL - RO

Natuzzi China - CN

Italsofa Nordeste S.A - BR

Lagene S.R.L. - IT

Nacon S.P.A. - IT

Natuzzi Americas INC - US

Natuzzi Florida LLC - US

Natuzzi Iberica SA - ES

Natuzzi Switzerland AG - CH

Natuzzi Services Limited - GB

Natuzzi Germany GmbH - DE

Natuzzi UK Retail LTD - GB

Natuzzi Japan K K - JP

Natuzzi Russia OOO - RU

Natmex S.De.R.L.De.C.V. -

MX

Natuzzi France - FR

Natuzzi Oceania PTI LTD - AU

Natuzzi Singapore Pte. Ltd. -

SG

Natuzzi Netherlands Holding

B.V. - NL

Natuzzi India Furniture Private Limited - IN

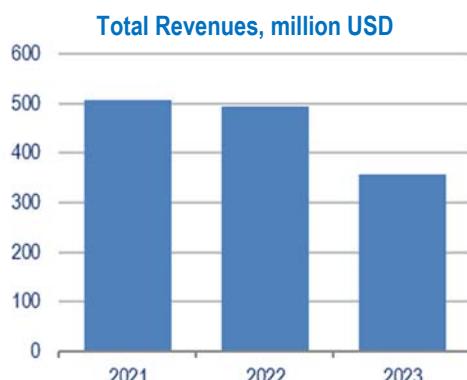
### Brands

Own Brands: Natuzzi Italia, Natuzzi Editions, Divani&Divani by Natuzzi

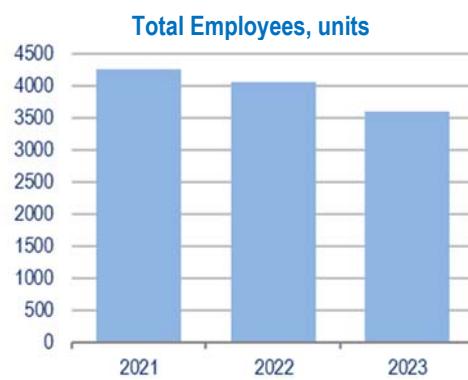
### M&A Deals and Recent News:

The Factory 4.0 has been implemented in three Italian plants. The company plans to gradually extend this program to the other plants in 2024.

## Financial Performance



Source: Annual Report



Source: Annual Report

### Sales Breakdown by geographical area

About 88% of total turnover is exported. The largest export markets include USA, UK, and China. In 2023, the company's operations in China represented 25% of the Group's total consolidated upholstered revenue.

## Production

### Manufacturing plants

10; Italy (5); Romania (1), Brazil (1), China (2).

In 2023, the manufacturing plants located in Italy generated 43% of the Group's total consolidated upholstered furniture revenue. The Chinese plants produced about 25% of the Group's total consolidated upholstered revenue, the Romanian plant about 22%.

Since December 2019, the Group has also used outsourcing programs in Vietnam.

The Company plans to definitively close the Shanghai facility within the second half of 2024.

### Sales Breakdown by product

In 2023, upholstered furniture accounts for 86% of total turnover. Nearly 60% of total upholstered furniture came from leather-upholstered furniture sales.

## Palliser Furniture

Canada

### Headquarters

Palliser Furniture Upholstery Ltd

70 Lexington Park - Winnipeg, MB, R2G 4H2 - Canada  
T: +1 204 9885600

<https://www.palliser.com>  
[info@palliser.ca](mailto:info@palliser.ca)

**Year of establishment:** 1944

**Activity:** Manufacturer, Trader

**Production:** Upholstered furniture, Beds, Furnishing accessories

**Product specialization:** Upholstered furniture

**Turnover:** 166 million USD (2022)

**Number of employees:** 1600 (2021)

### Group: Palliser

### Controlled companies, subsidiaries and other related companies

EQ3 Retail Holdings LTD - CA  
Palliser Furniture LTD - CA  
Palliser de Mexico - CA

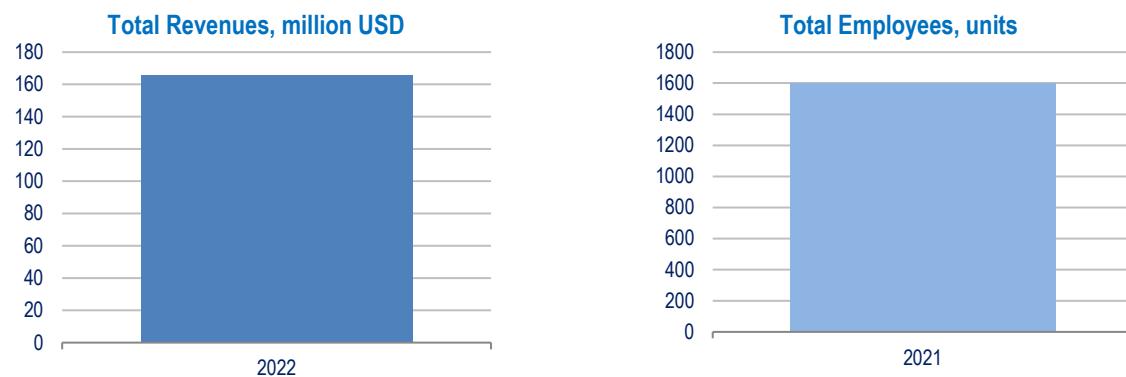
### Brands

Own Brands: Palliser

### M&A Deals and Recent News:

The company has launched a redesigned website to offer a personalized experience, increase conversions, and deliver an improved customer journey. Also, the company is undergoing production investments in Mexico and Canada, adding production capacity and workforce.

## Financial Performance



Source: CSIL estimates

Source: CSIL estimates

### Sales Breakdown by geographical area

The company's main markets are Canada and the United States.

## Production

### Manufacturing plants

5; Canada; Mexico

### Sales Breakdown by product

In 2021, the company announced its exit from most of its case goods business for the U.S. market.

**Polipol****Germany****Headquarters****Polipol Holding GmbH & Co KG**

Diepenauer Heide 1 - 31603 Diepenau, Niedersachsen - Germany  
 T: +49 5775 9680100  
<https://www.polipol.de>  
 office@polipol.de

**Year of establishment:** 1990

**Activity:** Holding, Manufacturer

**Production:** Upholstered furniture, Semi-finished parts

**Product specialization:** Upholstered furniture

**Turnover:** 575 million USD (2023)

**Number of employees:** 8300 (2023)

**Group:** PBV Polipol

**Controlled companies, subsidiaries and other related companies**

Zehdenick Polstermoebel GmbH & Co. KG - DE  
 Polipol International GmbH - DE  
 Hukla Polstermoebel GmbH & Co. KG - DE  
 Christiana Meble Sp. z o.o. - PL  
 Europol Meble Polska Sp. z o.o. - PL  
 Hukla Polstermoebel GmbH & Co. KG - DE  
 Hukla Comfortbetten GmbH & Co. KG - DE  
 Janipol Meble Polska Sp. z o.o. - PL  
 Leopol Meble Polska Sp. z o.o. - PL  
 Megapol Polstermoebel GmbH & Co.KG - DE

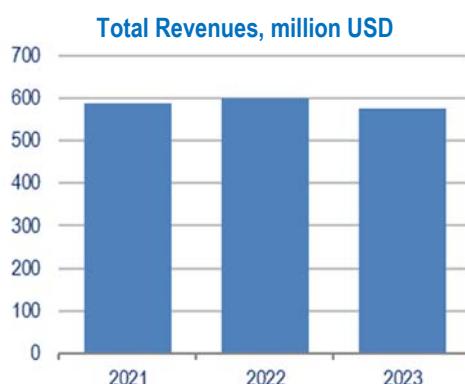
Oschmann Comfortbetten GmbH & Co. KG - DE  
 Polinova Polska Sp. z o.o. - PL  
 Polinova Polstermoebel GmbH & Co. KG - DE  
 Polipol Mobila SRL - RO  
 Polipol Polstermoebel GmbH & Co. KG - DE  
 Torgelower Polstermoebel GmbH - DE  
 MinCell GmbH & Co. KG - AT  
 Wagoform Sp. z o.o. - PL  
 Poliflex Sp. z o.o. - PL

**Brands**

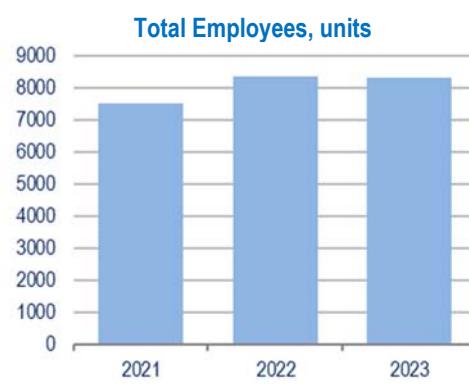
Own Brands: Polipol, Megapol, Polinova, Zehdenick, Hukla

**M&A Deals and Recent News:**

The Polipol Group is establishing a new mold manufacturing department for foam molds, essentially on a greenfield site at the Polish production plant in Wagrowiec.

**Financial Performance**

Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

The company's export share is 16%. The most important export markets are Austria, Switzerland, and the Benelux region.

**Production****Manufacturing plants**

8; Poland (7), Romania (1). The only German production site in Torgelow was closed at the end of September 2021.

**Sales Breakdown by product**

The company produces only upholstered furniture, including upholstered bed frames.

**Poltronesofà****Italia****Headquarters****Poltronesofà Spa**

Via Lunga, 16 - 40056 Crespellano BO - Italy-

T: +39 0543 757011

<https://www.poltronesofa.com>**Year of establishment:** 1995**Activity:** Retailer**Production:** Upholstered Furniture, Occasional Furniture,**Product specialization:** Upholstered furniture**Turnover:** 643 million USD (2022)**Number of employees:** 714 (2022)**Group:** Poltrone&Sofà**Controlled companies, subsidiaries and other related companies**

Poltronesofa Belgium - BE

Poltronesofa France - FR

Poltronesofa' Swiss SA - CH

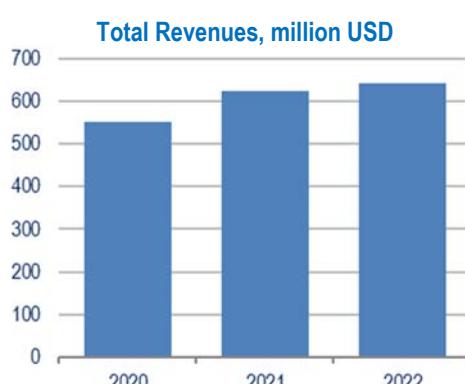
Cerezzola Limited - UK (for the acquisition of ScS Group Plc)

**Brands**

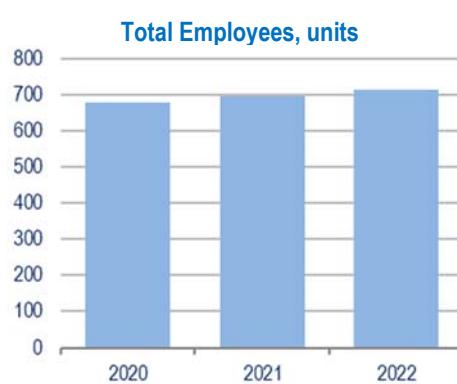
Own Brands: PoltroneSofà

**M&A Deals and Recent News:**

In October 2023, the company acquired the British furniture and floorings retailer ScS.

**Financial Performance**

Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

About 37% of total turnover is exported. Main export markets include France, Switzerland and Belgium.

**Production****Manufacturing plants**

The company does not own production plants. It has a network of upholstered furniture suppliers.

**Sales Breakdown by product**

Upholstered furniture accounts for 100% of turnover.

## Roche Bobois

France

### Headquarters

**Roche Bobois Groupe SA**  
18 rue de Lyon - 75012 Paris, Île de France - France  
T: +33 1 53461000 ; 53461020  
<https://www.roche-bobois.com>  
[info@roche-bobois.com](mailto:info@roche-bobois.com)

**Year of establishment:** 1960

**Stock Exchange:** EPA: RBO (Euronext Paris)

**Activity:** Editor, Retailer

**Production:** Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Occasional, Furnishing accessories

**Product specialization:** Upholstered furniture

**Turnover:** 465 million USD (2023)

**Number of employees:** 839 (2022)

**Group:** Roche Bobois

### Controlled companies, subsidiaries and other related companies

|                                |                           |
|--------------------------------|---------------------------|
| Roche Bobois Espana Sa - ES    | Bobois D'Aujourd'hui - FR |
| Roche Bobois USA - US          | Coxbury Limited - UK      |
| Roche Bobois Internationa - FR | DMC Roche - FR            |

|                                |
|--------------------------------|
| Roche Bobois Italia Srl - IT   |
| Cuir Center International - FR |

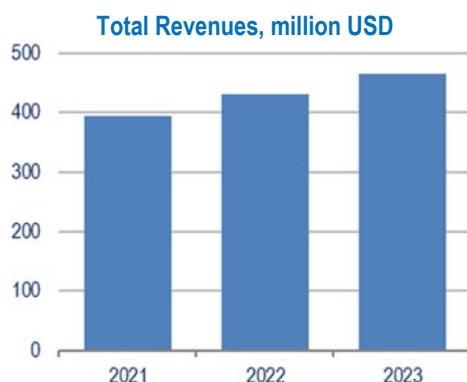
### Brands

Own Brands: Roche Bobois, Cuir Center

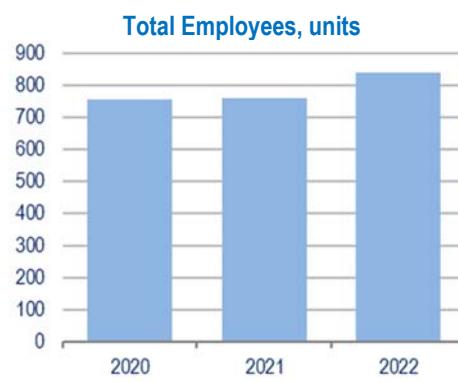
### M&A Deals and Recent News:

In 2024, Roche Bobois SA signed a letter of intent to buy a 51% stake in Shanghai Rock Castle Furniture, the company that owns the Roche Bobois franchise in China. Shanghai Rock Castle Furniture operates 3 stores directly (1 in Beijing and 2 in Shanghai) and manages 23 franchised outlets in various mid-sized cities. The Group also announced that it signed another letter of intent to acquire franchise stores in Vancouver and Calgary. In 2023, these stores made €3.5 million in retail sales. This move will strengthen the Group's presence in North America, its biggest and most profitable market. The deal is expected to be completed by mid-2024.

## Financial Performance



Source: Annual Report



Source: Annual Report

### Sales Breakdown by geographical area

In 2023, 38% of revenues came from the domestic market. The US and Canada together contributed 35% of turnover, while Europe (excluding France) accounted for 25%.

## Production

### Manufacturing plants

Roche Bobois International is an editor and trading company, and thus the production is entirely outsourced. It has a network of European upholstered furniture suppliers (mainly from Italy).

### Sales Breakdown by product

Revenue breakdown by business segment is as follows: upholstered furniture about 60%, other home furniture and accessories about 40%.

## Stommen Group

**Sweden**

### Headquarters

#### Stommen Group AB

Perssons väg 3 - 282 64 Bjärnum - Sweden-

T: +46 451 775600

<https://www.stommengroup.com>

info@stommengroup.com

**Year of establishment:** 2011

**Activity:** Holding, Manufacturer

**Production:** Upholstered furniture, Beds, Tables and Chairs, Home furniture, Garden and Outdoor, Furnishing accessories, Lighting

**Product specialization:** Upholstered furniture

**Turnover:** 160 million USD (2022)

**Number of employees:** 805 (2022)

**Group:** Stommen Group

### Controlled companies, subsidiaries and other related companies

Affari of Sweden AB - SE

Affari Vaenner AB - SE

Bra Fritidsprodukter Aktiebolag (Brafab) - SE

Braholt AB - SE

Conform Collection Aktiebolag - SE

Elevenate AB - SE

Furnigroup Fastighetsbolag I Markaryd AB - SE

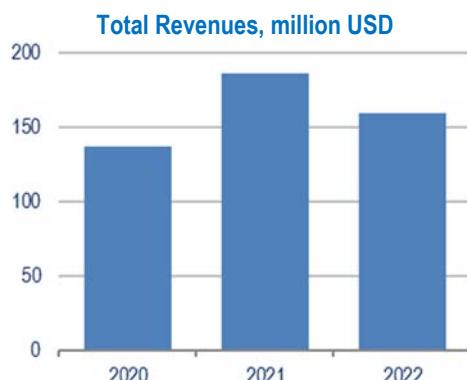
Furninova Aktiebolag - SE

Soul Living AB - SE

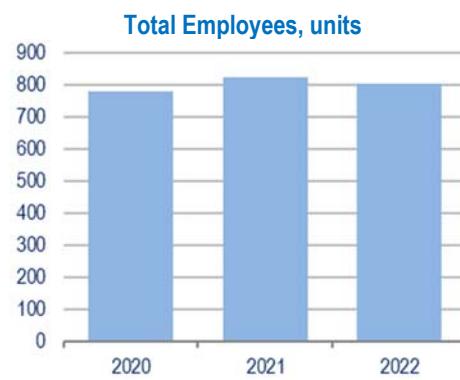
### M&A Deals and Recent News:

In 2023, the company sold its share in Romanian wooden furniture factory Deko Rame.

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

### Sales Breakdown by geographical area

About 58% of total turnover is satisfied by the Scandinavian markets.

## Production

### Manufacturing plants

4; Sweden; Poland

### Sales Breakdown by product

The company specializes in upholstered furniture products (75% of total sales).

## Trayton Group

China

**Headquarters**

**Shanghai Trayton Furniture Co., Ltd.**  
1999 Lianyou Road, Minhang District - 201107 Shanghai, - China  
T: +86 21 62961999  
<http://www.trayton.com>; [www.simonli.com](http://www.simonli.com)  
[info@trayton.com](mailto:info@trayton.com)

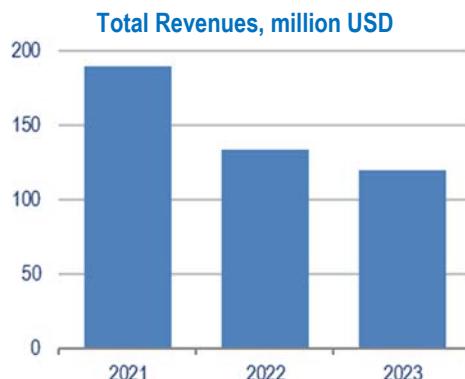
**Activity:** Manufacturer, Retailer**Production:** Upholstered furniture, Contract**Product specialization:** Upholstered furniture**Turnover:** 120 million USD (2023)**Number of employees:** 2000 (2022)**Year of establishment:** 1995**Group:** Trayton**Controlled companies, subsidiaries and other related companies**

Shanghai trayton furniture co., ltd. - CN  
Trayton furniture (jiaxing) co., ltd. - CN  
Jiaxing Maixiong Furniture Co., ltd. - CN  
Trayton Furniture (Hong Kong) Co., ltd. - CN  
Trayton America Inc. - USA  
Simon LI Enterprise Limited - UK

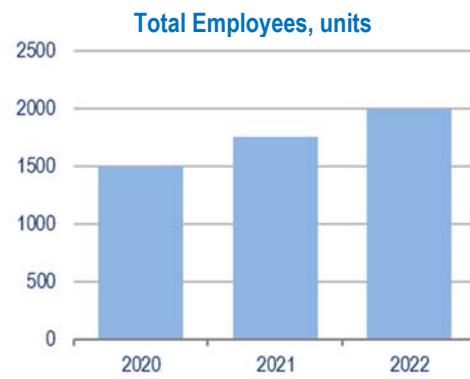
**Brands**

Own Brands: Simon Li, Magnolia, Plum Parcel, Leather Republic

## Financial Performance



Source: CSIL estimates



Source: CSIL estimates

**Sales Breakdown by geographical area**

Over 90% sales driven by exported market. Major export markets include the US, Canada, and Asia Pacific countries.

## Production

**Manufacturing plants**

3; China;

**Sales Breakdown by product**

The company produces only upholstered furniture.

## PART V.

## COUNTRY TABLES

**Table C1 Algeria****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 84   | 67   | 64   | 64   | 64   | 65   | 55   | 51   | 44   | 50   | 53        |
| <b>Exports</b>      | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 68        |
| <b>Imports</b>      | 21   | 17   | 19   | 28   | 23   | 21   | 20   | 17   | 15   | 18   | 65        |
| <b>Consumption*</b> | 105  | 84   | 83   | 91   | 87   | 86   | 74   | 68   | 59   | 69   | 56        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 65        |
| <b>Imp/Consumption</b> | 20%  | 20%  | 23%  | 30%  | 27%  | 25%  | 26%  | 25%  | 26%  | 27%  | 57        |

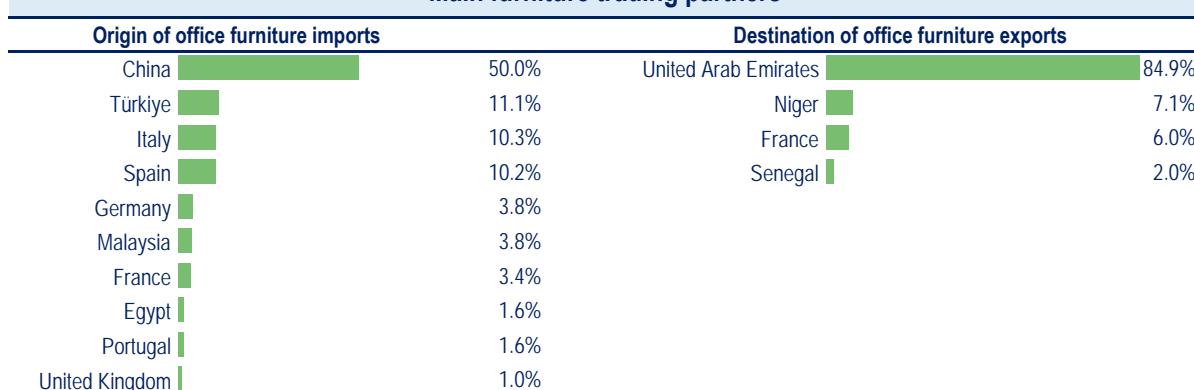
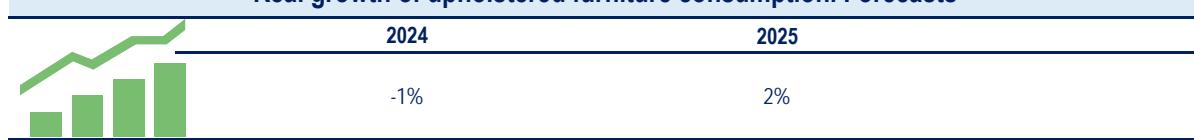
Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>DZD per US\$</b> | 80.55  | 100.44 | 109.41 | 110.88 | 116.62 | 119.42 | 126.73 | 135.03 | 142.12 | 135.90 |
| <b>DZD per EUR</b>  | 107.11 | 111.45 | 121.14 | 125.30 | 137.81 | 133.67 | 144.60 | 159.75 | 149.71 | 147.01 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners****Real growth of upholstered furniture consumption. Forecasts**

**Table C2 Argentina****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 196  | 210  | 154  | 165  | 121  | 90   | 85   | 94   | 115  | 117  | 40        |
| <b>Exports</b>      | 2    | 2    | 1    | 1    | 1    | 1    | 0    | 0    | 1    | 1    | 61        |
| <b>Imports</b>      | 15   | 15   | 21   | 26   | 32   | 17   | 13   | 12   | 13   | 12   | 67        |
| <b>Consumption*</b> | 209  | 223  | 174  | 191  | 153  | 106  | 98   | 106  | 128  | 128  | 44        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Federación Argentina de la Industria Maderera y Afines

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 1%   | 1%   | 0%   | 0%   | 1%   | 1%   | 0%   | 0%   | 1%   | 1%   | 58        |
| <b>Imp/Consumption</b> | 7%   | 7%   | 12%  | 14%  | 21%  | 16%  | 13%  | 12%  | 10%  | 9%   | 64        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

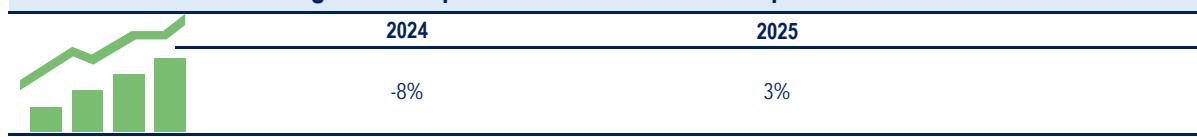
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021   | 2022   | 2023   |
|---------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|
| <b>ARS per US\$</b> | 8.12  | 9.25  | 14.77 | 16.55 | 28.06 | 48.17 | 70.60 | 95.14  | 130.58 | 290.30 |
| <b>ARS per EUR</b>  | 10.80 | 10.27 | 16.35 | 18.71 | 33.16 | 53.92 | 80.56 | 112.55 | 137.55 | 314.02 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 70.2% | United States                           | 59.5% |
| Brazil                             | 11.9% | Uruguay                                 | 33.5% |
| Italy                              | 9.1%  | Chile                                   | 6.1%  |
| Vietnam                            | 2.4%  | Brazil                                  | 0.8%  |
| Lithuania                          | 1.8%  |   |       |
| Paraguay                           | 1.0%  |   |       |
| France                             | 0.9%  |   |       |
| Poland                             | 0.9%  |   |       |
| Indonesia                          | 0.4%  |   |       |
| Taiwan                             | 0.3%  |   |       |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C3 Australia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |       |           |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 698   | 602   | 634   | 681   | 655   | 615   | 604   | 695   | 687   | 703   | 15        |
| <b>Exports</b>                                    | 4     | 7     | 6     | 8     | 7     | 14    | 11    | 11    | 10    | 6     | 50        |
| <b>Imports</b>                                    | 743   | 698   | 686   | 728   | 868   | 771   | 830   | 1,060 | 1,124 | 757   | 8         |
| <b>Consumption*</b>                               | 1,437 | 1,293 | 1,315 | 1,401 | 1,517 | 1,372 | 1,424 | 1,743 | 1,802 | 1,454 | 8         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 1%   | 1%   | 1%   | 1%   | 1%   | 2%   | 2%   | 2%   | 1%   | 1%   | 56        |
| <b>Imp/Consumption</b>                                       | 52%  | 54%  | 52%  | 52%  | 57%  | 56%  | 58%  | 61%  | 62%  | 52%  | 40        |

Sources: CSIL

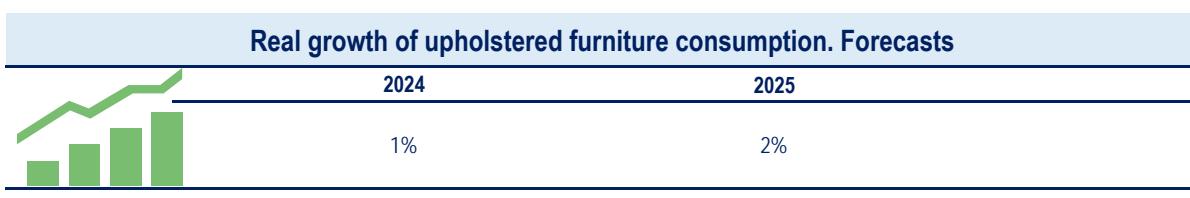
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |  |
|---------------------|------|------|------|------|------|------|------|------|------|------|--|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>AUD per US\$</b> | 1.11 | 1.33 | 1.34 | 1.30 | 1.34 | 1.44 | 1.45 | 1.33 | 1.44 | 1.51 |  |
| <b>AUD per EUR</b>  | 1.47 | 1.48 | 1.49 | 1.47 | 1.58 | 1.61 | 1.65 | 1.57 | 1.52 | 1.63 |  |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |       |
| China                              |  |  |  |  | 75.4%                                   | New Zealand          |  |  |  | 28.2% |
| China                              |  |  |  |  |   | United States        |  |  |  | 22.1% |
| Vietnam                            |  |  |  |  | 6.5%                                    | Singapore            |  |  |  | 14.2% |
| Italy                              |  |  |  |  | 4.4%                                    | United Arab Emirates |  |  |  | 5.4%  |
| Malaysia                           |  |  |  |  | 4.2%                                    | Türkiye              |  |  |  | 4.8%  |
| Thailand                           |  |  |  |  | 2.6%                                    | Hong Kong            |  |  |  | 4.5%  |
| United States                      |  |  |  |  | 1.1%                                    | Belgium              |  |  |  | 2.7%  |
| Indonesia                          |  |  |  |  | 1.0%                                    | United Kingdom       |  |  |  | 2.1%  |
| Germany                            |  |  |  |  | 0.4%                                    | China                |  |  |  | 2.1%  |
| France                             |  |  |  |  | 0.4%                                    | Germany              |  |  |  | 1.4%  |
| Spain                              |  |  |  |  | 0.4%                                    |                      |  |  |  |       |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C4 Austria****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 194  | 157  | 147  | 148  | 160  | 155  | 132  | 147  | 145  | 145  | 35        |
| <b>Exports</b>                                    | 161  | 128  | 118  | 125  | 140  | 132  | 112  | 120  | 128  | 116  | 27        |
| <b>Imports</b>                                    | 434  | 354  | 362  | 383  | 401  | 404  | 406  | 499  | 468  | 423  | 14        |
| <b>Consumption*</b>                               | 467  | 384  | 392  | 406  | 422  | 427  | 426  | 526  | 485  | 451  | 24        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Central Statistical Office

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 83%  | 81%  | 80%  | 84%  | 87%  | 85%  | 85%  | 82%  | 88%  | 80%  | 14        |
| <b>Imp/Consumption</b>                                       | 93%  | 92%  | 93%  | 94%  | 95%  | 95%  | 95%  | 95%  | 96%  | 94%  | 6         |

Sources: CSIL

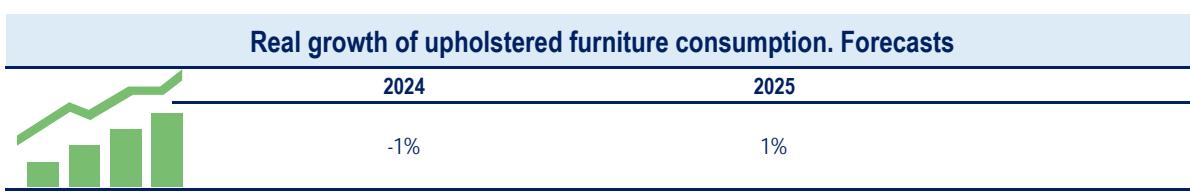
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |  |   |                |  |  |  |       |
|------------------------------------|--|--|--|--|--|---|----------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  |  | Destination of office furniture exports |                |  |  |  |       |
| Germany                            |  |  |  |  |  | 38.8%                                   | Germany        |  |  |  | 48.3% |
| Poland                             |  |  |  |  |  | 15.4%                                   | Switzerland    |  |  |  | 13.6% |
| Italy                              |  |  |  |  |  | 9.5%                                    | Slovakia       |  |  |  | 9.1%  |
| China                              |  |  |  |  |  | 8.1%                                    | Italy          |  |  |  | 4.5%  |
| Romania                            |  |  |  |  |  | 5.4%                                    | Czech Republic |  |  |  | 4.5%  |
| Türkiye                            |  |  |  |  |  | 3.6%                                    | Hungary        |  |  |  | 2.8%  |
| Hungary                            |  |  |  |  |  | 2.4%                                    | Slovenia       |  |  |  | 2.5%  |
| Czech Republic                     |  |  |  |  |  | 2.3%                                    | France         |  |  |  | 1.6%  |
| Slovakia                           |  |  |  |  |  | 2.0%                                    | United States  |  |  |  | 1.2%  |
| Croatia                            |  |  |  |  |  | 1.6%                                    | Netherlands    |  |  |  | 0.9%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C5 Bahrain****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 12   | 14   | 12   | 13   | 12   | 12   | 8    | 9    | 9    | 9    | 64        |
| <b>Exports</b>                                    | 1    | 1    | 1    | 1    | 0    | 1    | 1    | 1    | 2    | 1    | 58        |
| <b>Imports</b>                                    | 28   | 27   | 25   | 28   | 26   | 26   | 26   | 31   | 27   | 27   | 58        |
| <b>Consumption*</b>                               | 39   | 40   | 36   | 40   | 38   | 37   | 32   | 39   | 34   | 35   | 62        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 8%   | 9%   | 8%   | 7%   | 3%   | 7%   | 16%  | 8%   | 18%  | 16%  | 40        |
| <b>Imp/Consumption</b>                                       | 71%  | 68%  | 69%  | 71%  | 69%  | 70%  | 79%  | 79%  | 78%  | 78%  | 24        |

Sources: CSIL

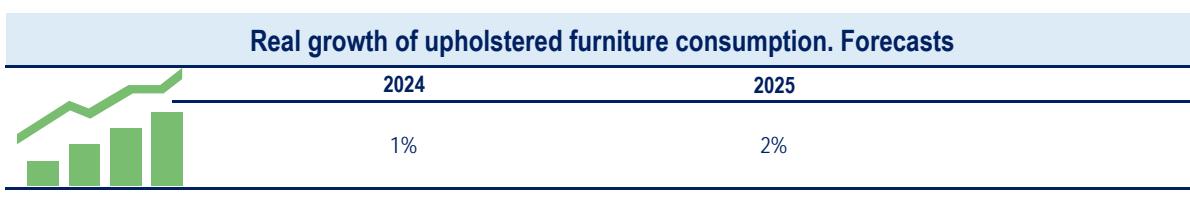
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>BHD per US\$</b> | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 |
| <b>BHD per EUR</b>  | 0.50 | 0.42 | 0.42 | 0.42 | 0.44 | 0.42 | 0.43 | 0.44 | 0.40 | 0.41 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |       |                      |       |  |   |  |  |  |  |
|------------------------------------|-------|----------------------|-------|--|---|--|--|--|--|
| Origin of office furniture imports |       |                      |       |  | Destination of office furniture exports |  |  |  |  |
|                                    |       |                      |       |  |   |  |  |  |  |
| China                              | 44.9% | Saudi Arabia         | 41.2% |  |   |  |  |  |  |
| Türkiye                            | 17.5% | Qatar                | 18.0% |  |   |  |  |  |  |
| Italy                              | 12.8% | United Arab Emirates | 16.7% |  |   |  |  |  |  |
| Vietnam                            | 3.8%  | Oman                 | 9.0%  |  |   |  |  |  |  |
| Malaysia                           | 3.8%  | Egypt                | 6.6%  |  |   |  |  |  |  |
| United States                      | 3.5%  | France               | 5.1%  |  |   |  |  |  |  |
| India                              | 1.6%  | Kuwait               | 2.8%  |  |   |  |  |  |  |
| United Arab Emirates               | 1.5%  | Morocco              | 0.4%  |  |   |  |  |  |  |
| Germany                            | 1.2%  |                      |       |  |   |  |  |  |  |
| Romania                            | 1.0%  |                      |       |  |   |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C6 Belgium****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 337  | 285  | 290  | 293  | 300  | 293  | 275  | 331  | 318  | 299  | 26        |
| <b>Exports</b>                                    | 219  | 187  | 202  | 207  | 216  | 228  | 215  | 300  | 296  | 251  | 16        |
| <b>Imports</b>                                    | 492  | 424  | 417  | 414  | 433  | 438  | 445  | 631  | 583  | 516  | 11        |
| <b>Consumption*</b>                               | 610  | 521  | 504  | 500  | 517  | 503  | 505  | 662  | 605  | 564  | 19        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

Including Luxembourg

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 65%  | 66%  | 70%  | 71%  | 72%  | 78%  | 78%  | 91%  | 93%  | 84%  | 10        |
| <b>Imp/Consumption</b>                                       | 81%  | 81%  | 83%  | 83%  | 84%  | 87%  | 88%  | 95%  | 96%  | 92%  | 10        |

Sources: CSIL

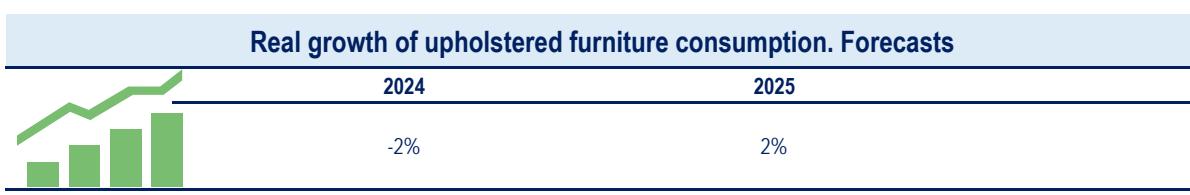
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |       |                |       |  |       |
|------------------------------------|--|--|--|--|---|-------|----------------|-------|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |       |                |       |  |       |
|                                    |  |  |  |  | China                                   | 27.1% | France         | 46.2% |  |       |
| Poland                             |  |  |  |  |   | 16.9% | Netherlands    |       |  | 18.2% |
| Netherlands                        |  |  |  |  |   | 12.2% | Germany        |       |  | 11.5% |
| Italy                              |  |  |  |  |   | 11.7% | United Kingdom |       |  | 5.1%  |
| Germany                            |  |  |  |  |   | 6.6%  | Poland         |       |  | 2.6%  |
| Romania                            |  |  |  |  |   | 4.8%  | United States  |       |  | 2.4%  |
| Ukraine                            |  |  |  |  |   | 3.3%  | Spain          |       |  | 1.7%  |
| Denmark                            |  |  |  |  |   | 2.6%  | Switzerland    |       |  | 1.7%  |
| France                             |  |  |  |  |   | 2.6%  | Italy          |       |  | 1.4%  |
| Vietnam                            |  |  |  |  |   | 2.0%  | Sweden         |       |  | 0.9%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C7 Bosnia Herzegovina****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 130  | 125  | 148  | 175  | 208  | 215  | 220  | 266  | 268  | 252  | 29        |
| <b>Exports</b>      | 94   | 87   | 109  | 128  | 151  | 158  | 165  | 211  | 211  | 192  | 20        |
| <b>Imports</b>      | 12   | 10   | 12   | 12   | 15   | 17   | 16   | 19   | 20   | 22   | 63        |
| <b>Consumption*</b> | 48   | 48   | 50   | 58   | 71   | 74   | 71   | 73   | 76   | 82   | 51        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 72%  | 69%  | 74%  | 73%  | 73%  | 73%  | 75%  | 80%  | 79%  | 76%  | 17        |
| <b>Imp/Consumption</b> | 24%  | 21%  | 23%  | 20%  | 21%  | 23%  | 22%  | 26%  | 26%  | 26%  | 58        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

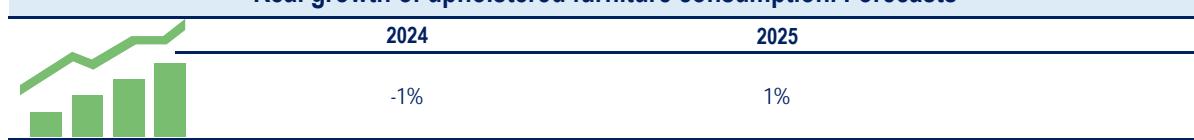
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>BAM per US\$</b> | 1.47 | 1.76 | 1.77 | 1.73 | 1.66 | 1.75 | 1.71 | 1.65 | 1.86 | 1.81 |
| <b>BAM per EUR</b>  | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Serbia                             | 28.7% | Germany                                 | 36.9% |
| Türkiye                            | 22.7% | Croatia                                 | 18.0% |
| China                              | 20.3% | Italy                                   | 6.3%  |
| Romania                            | 6.8%  | Netherlands                             | 5.3%  |
| Italy                              | 5.5%  | Sweden                                  | 4.5%  |
| Poland                             | 3.0%  | Switzerland                             | 3.9%  |
| Germany                            | 2.5%  | Austria                                 | 3.3%  |
| Croatia                            | 2.1%  | France                                  | 2.9%  |
| North Macedonia                    | 2.1%  | Serbia                                  | 2.9%  |
| Slovenia                           | 1.6%  | United Kingdom                          | 2.5%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C8 Brazil****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |      |      |      |      |      |      |      |      |      |           |
|---|-------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014  | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 1,362 | 902  | 866  | 981  | 891  | 864  | 684  | 849  | 789  | 812  | 11        |
| <b>Exports</b>                                    | 23    | 22   | 29   | 32   | 39   | 47   | 42   | 72   | 78   | 73   | 34        |
| <b>Imports</b>                                    | 30    | 30   | 17   | 21   | 26   | 30   | 21   | 29   | 26   | 27   | 59        |
| <b>Consumption*</b>                               | 1,369 | 910  | 854  | 969  | 878  | 847  | 663  | 806  | 738  | 766  | 14        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Abimovel

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 2%   | 2%   | 3%   | 3%   | 4%   | 5%   | 6%   | 9%   | 10%  | 9%   | 46        |
| <b>Imp/Consumption</b>                                       | 2%   | 3%   | 2%   | 2%   | 3%   | 3%   | 3%   | 4%   | 4%   | 4%   | 65        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>BRL per US\$</b> | 2.35 | 3.34 | 3.48 | 3.19 | 3.65 | 3.94 | 5.16 | 5.40 | 5.16 | 4.99 |
| <b>BRL per EUR</b>  | 3.13 | 3.70 | 3.86 | 3.61 | 4.31 | 4.41 | 5.89 | 6.38 | 5.44 | 5.40 |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |  |   |                    |  |  |  |  |       |
|------------------------------------|--|--|--|--|--|---|--------------------|--|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  |  | Destination of office furniture exports |                    |  |  |  |  |       |
| China                              |  |  |  |  |  | 67.9%                                   | United States      |  |  |  |  |       |
| Italy                              |  |  |  |  |  | 17.2%                                   | Uruguay            |  |  |  |  | 22.4% |
| Colombia                           |  |  |  |  |  | 3.5%                                    | Bolivia            |  |  |  |  | 9.6%  |
| Germany                            |  |  |  |  |  | 1.9%                                    | Paraguay           |  |  |  |  | 7.3%  |
| Vietnam                            |  |  |  |  |  | 1.2%                                    | Chile              |  |  |  |  | 5.5%  |
| Hong Kong                          |  |  |  |  |  | 1.1%                                    | Dominican Republic |  |  |  |  | 2.7%  |
| United States                      |  |  |  |  |  | 1.1%                                    | Panama             |  |  |  |  | 2.3%  |
| Portugal                           |  |  |  |  |  | 0.7%                                    | Ecuador            |  |  |  |  | 2.2%  |
| Mexico                             |  |  |  |  |  | 0.6%                                    | Argentina          |  |  |  |  | 2.2%  |
| Switzerland                        |  |  |  |  |  | 0.6%                                    | Venezuela          |  |  |  |  | 2.0%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C9 Bulgaria****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 70   | 51   | 61   | 61   | 60   | 56   | 56   | 82   | 83   | 79   | 46        |
| <b>Exports</b>                                    | 58   | 42   | 51   | 51   | 51   | 46   | 51   | 79   | 81   | 77   | 31        |
| <b>Imports</b>                                    | 21   | 18   | 20   | 24   | 32   | 40   | 41   | 65   | 76   | 77   | 44        |
| <b>Consumption*</b>                               | 33   | 27   | 30   | 34   | 42   | 50   | 46   | 67   | 78   | 79   | 53        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Branch Chamber of Woodworking and Furniture Industry

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 83%  | 82%  | 84%  | 84%  | 84%  | 82%  | 91%  | 97%  | 98%  | 97%  | 2         |
| <b>Imp/Consumption</b>                                       | 63%  | 66%  | 67%  | 71%  | 77%  | 80%  | 89%  | 96%  | 98%  | 97%  | 2         |

Sources: CSIL

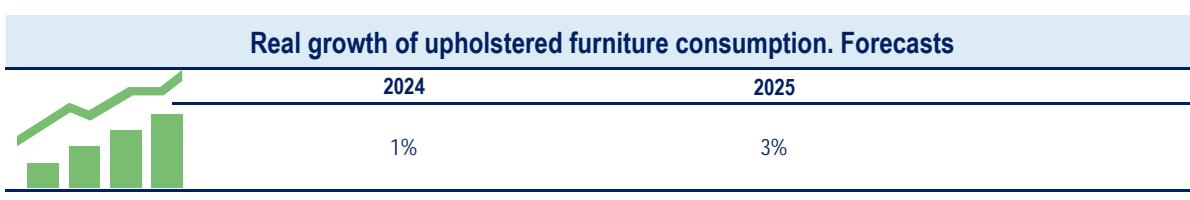
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>BGN per US\$</b> | 1.47 | 1.76 | 1.77 | 1.73 | 1.66 | 1.75 | 1.71 | 1.65 | 1.86 | 1.81 |
| <b>BGN per EUR</b>  | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 | 1.96 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |       |       |      |      |      |   |       |       |       |  |  |
|------------------------------------|-------|-------|------|------|------|---|-------|-------|-------|--|--|
| Origin of office furniture imports |       |       |      |      |      | Destination of office furniture exports |       |       |       |  |  |
| China                              |       |       |      |      |      | Romania                                 |       |       |       |  |  |
|                                    | 39.0% |       |      |      |      |   | 30.1% |       |       |  |  |
| Türkiye                            |       | 17.4% |      |      |      | Greece                                  |       | 20.9% |       |  |  |
| Germany                            |       |       | 7.6% |      |      | Italy                                   |       |       | 10.4% |  |  |
| Poland                             |       |       |      | 7.5% |      | France                                  |       |       | 7.5%  |  |  |
| Italy                              |       |       |      |      | 6.0% | United Kingdom                          |       |       | 5.1%  |  |  |
| Romania                            |       |       |      |      | 6.0% | Serbia                                  |       |       | 4.7%  |  |  |
| North Macedonia                    |       |       |      | 4.2% |      | Bosnia Herz                             |       |       | 2.6%  |  |  |
| Serbia                             |       |       |      |      | 3.5% | Georgia                                 |       |       | 1.8%  |  |  |
| Ukraine                            |       |       |      |      | 1.2% | Netherlands                             |       |       | 1.6%  |  |  |
| Denmark                            |       |       |      |      | 1.1% | United States                           |       |       | 1.4%  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C10 Canada

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |       |           |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 466   | 493   | 536   | 606   | 603   | 613   | 567   | 698   | 791   | 758   | 13        |
| <b>Exports</b>                                    | 296   | 333   | 386   | 383   | 384   | 392   | 312   | 359   | 422   | 436   | 13        |
| <b>Imports</b>                                    | 1,084 | 1,030 | 1,000 | 1,105 | 1,113 | 1,123 | 1,016 | 1,298 | 1,445 | 1,244 | 5         |
| <b>Consumption*</b>                               | 1,254 | 1,190 | 1,151 | 1,328 | 1,331 | 1,344 | 1,271 | 1,637 | 1,814 | 1,566 | 7         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistics Canada, Industry Canada

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 64%  | 67%  | 72%  | 63%  | 64%  | 64%  | 55%  | 51%  | 53%  | 58%  | 23        |
| <b>Imp/Consumption</b>                                       | 86%  | 87%  | 87%  | 83%  | 84%  | 84%  | 80%  | 79%  | 80%  | 79%  | 23        |

Sources: CSIL

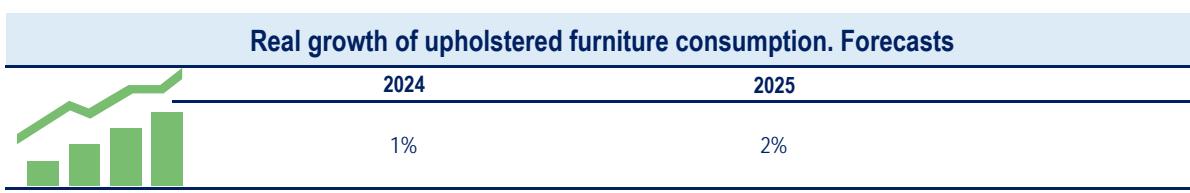
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |  |
|---------------------|------|------|------|------|------|------|------|------|------|------|--|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>CAD per US\$</b> | 1.10 | 1.28 | 1.32 | 1.30 | 1.30 | 1.33 | 1.34 | 1.25 | 1.30 | 1.35 |  |
| <b>CAD per EUR</b>  | 1.47 | 1.42 | 1.47 | 1.47 | 1.53 | 1.49 | 1.53 | 1.48 | 1.37 | 1.46 |  |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |       |      |  |  |
|------------------------------------|--|--|--|--|---|----------------------|-------|------|--|--|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |       |      |  |  |
| China                              |  |  |  |  | 44.6%                                   | United States        | 97.3% |      |  |  |
| United States                      |  |  |  |  | 26.2%                                   | United Kingdom       |       | 0.4% |  |  |
| Vietnam                            |  |  |  |  | 8.5%                                    | China                |       | 0.4% |  |  |
| Italy                              |  |  |  |  | 4.3%                                    | Qatar                |       | 0.3% |  |  |
| Mexico                             |  |  |  |  | 3.1%                                    | Oman                 |       | 0.1% |  |  |
| Cambodia                           |  |  |  |  | 2.2%                                    | Spain                |       | 0.1% |  |  |
| Malaysia                           |  |  |  |  | 2.1%                                    | United Arab Emirates |       | 0.1% |  |  |
| Thailand                           |  |  |  |  | 1.9%                                    | Vietnam              |       | 0.1% |  |  |
| Poland                             |  |  |  |  | 1.4%                                    | Bahamas              |       | 0.1% |  |  |
| Türkiye                            |  |  |  |  | 0.7%                                    | Australia            |       | 0.1% |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C11 Chile

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 75   | 66   | 65   | 72   | 68   | 64   | 57   | 70   | 56   | 54   | 52        |
| <b>Exports</b>                                    | 2    | 2    | 2    | 2    | 2    | 2    | 1    | 2    | 2    | 2    | 57        |
| <b>Imports</b>                                    | 89   | 77   | 75   | 85   | 112  | 92   | 66   | 163  | 140  | 71   | 47        |
| <b>Consumption*</b>                               | 162  | 141  | 138  | 155  | 178  | 154  | 122  | 231  | 194  | 122  | 45        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Asimad

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 3%   | 4%   | 4%   | 3%   | 3%   | 3%   | 2%   | 4%   | 4%   | 4%   | 51        |
| <b>Imp/Consumption</b>                                       | 55%  | 55%  | 55%  | 55%  | 63%  | 60%  | 54%  | 71%  | 72%  | 58%  | 34        |

Sources: CSIL

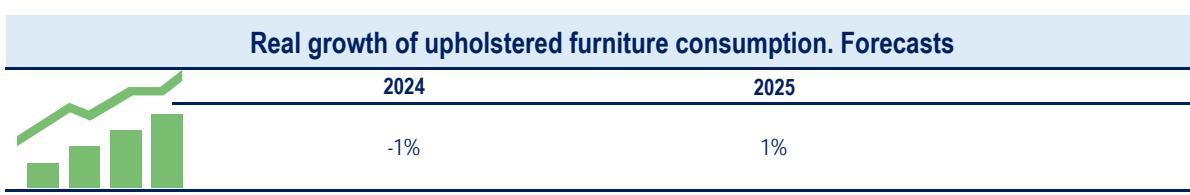
\*\* Ranking among 70 countries, last available year

| Exchange rates      |        |        |        |        |        |        |        |        |        |        |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
| <b>CLP per US\$</b> | 570.53 | 654.96 | 676.24 | 648.97 | 641.90 | 703.25 | 791.71 | 760.61 | 874.01 | 840.21 |
| <b>CLP per EUR</b>  | 758.64 | 726.74 | 748.73 | 733.40 | 758.53 | 787.22 | 903.34 | 899.80 | 920.68 | 908.86 |

Sources: Bank of Italy, US Federal Reserve



Source: CSIL. Data are for the last available year



Source: CSIL

Table C12 China

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   | Ranking** |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------|
| <b>Production</b>   | 31,026 | 31,733 | 31,854 | 33,807 | 36,914 | 34,964 | 34,348 | 41,043 | 35,708 | 34,266 | 1         |
| <b>Exports</b>      | 12,899 | 12,704 | 11,910 | 12,647 | 14,238 | 14,150 | 15,781 | 19,377 | 17,106 | 15,543 | 1         |
| <b>Imports</b>      | 171    | 173    | 207    | 276    | 335    | 324    | 281    | 374    | 349    | 307    | 20        |
| <b>Consumption*</b> | 18,298 | 19,203 | 20,150 | 21,436 | 23,011 | 21,137 | 18,848 | 22,041 | 18,951 | 19,029 | 2         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 42%  | 40%  | 37%  | 37%  | 39%  | 40%  | 46%  | 47%  | 48%  | 45%  | 29        |
| <b>Imp/Consumption</b> | 1%   | 1%   | 1%   | 1%   | 1%   | 2%   | 1%   | 2%   | 2%   | 2%   | 66        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>CNY per US\$</b> | 6.16 | 6.28 | 6.64 | 6.76 | 6.61 | 6.91 | 6.90 | 6.45 | 6.73 | 7.08 |
| <b>CNY per EUR</b>  | 8.19 | 6.97 | 7.35 | 7.64 | 7.81 | 7.73 | 7.88 | 7.63 | 7.09 | 7.66 |

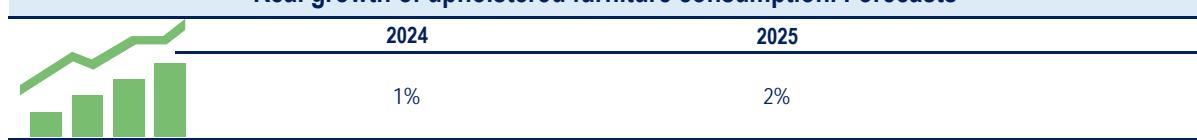
Source: US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 64.6% | United States                           | 29.4% |
| France                             | 6.1%  | South Korea                             | 6.8%  |
| Thailand                           | 5.2%  | United Kingdom                          | 6.4%  |
| Germany                            | 4.1%  | Australia                               | 4.6%  |
| Norway                             | 3.1%  | Japan                                   | 4.6%  |
| Vietnam                            | 1.7%  | Canada                                  | 3.6%  |
| Japan                              | 1.5%  | Germany                                 | 3.3%  |
| United States                      | 1.5%  | France                                  | 2.9%  |
| Poland                             | 1.4%  | Netherlands                             | 2.7%  |
| Indonesia                          | 1.2%  | Saudi Arabia                            | 2.3%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C13 Colombia

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 100  | 74   | 70   | 72   | 75   | 70   | 54   | 62   | 66   | 62   | 49        |
| <b>Exports</b>                                    | 12   | 11   | 10   | 11   | 15   | 20   | 10   | 4    | 5    | 11   | 46        |
| <b>Imports</b>                                    | 45   | 35   | 27   | 26   | 28   | 27   | 18   | 31   | 24   | 19   | 64        |
| <b>Consumption*</b>                               | 133  | 98   | 87   | 87   | 89   | 77   | 62   | 89   | 84   | 71   | 55        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, DANE

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 12%  | 14%  | 14%  | 16%  | 20%  | 28%  | 19%  | 7%   | 8%   | 18%  | 39        |
| <b>Imp/Consumption</b>                                       | 34%  | 35%  | 31%  | 30%  | 32%  | 35%  | 30%  | 35%  | 28%  | 27%  | 56        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |         |         |         |         |         |         |         |         |         |         |  |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|
|                     | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |  |
| <b>COP per US\$</b> | 2000.26 | 2750.01 | 3051.76 | 2952.11 | 2955.98 | 3283.66 | 3693.28 | 3747.89 | 4260.43 | 4324.94 |  |
| <b>COP per EUR</b>  | 2659.74 | 3051.41 | 3378.91 | 3336.18 | 3493.08 | 3675.73 | 4214.03 | 4433.75 | 4487.94 | 4678.29 |  |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                    |  |  |  |       |
|------------------------------------|--|--|--|--|---|--------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                    |  |  |  |       |
| China                              |  |  |  |  | 69.8%                                   | United States      |  |  |  |       |
| Italy                              |  |  |  |  | 6.4%                                    | Ecuador            |  |  |  | 10.9% |
| Brazil                             |  |  |  |  | 4.1%                                    | Chile              |  |  |  | 9.0%  |
| Vietnam                            |  |  |  |  | 3.5%                                    | Panama             |  |  |  | 5.2%  |
| Lithuania                          |  |  |  |  | 2.7%                                    | Peru               |  |  |  | 4.9%  |
| United States                      |  |  |  |  | 2.4%                                    | Mexico             |  |  |  | 4.0%  |
| Malaysia                           |  |  |  |  | 1.9%                                    | Dominican Republic |  |  |  | 3.5%  |
| Indonesia                          |  |  |  |  | 1.2%                                    | Aruba              |  |  |  | 3.2%  |
| Spain                              |  |  |  |  | 1.0%                                    | Belize             |  |  |  | 2.9%  |
| India                              |  |  |  |  | 0.9%                                    | Bolivia            |  |  |  | 2.4%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C14 Croatia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 114  | 95   | 102  | 104  | 106  | 110  | 103  | 122  | 111  | 104  | 44        |
| <b>Exports</b>                                    | 36   | 30   | 34   | 33   | 33   | 31   | 35   | 48   | 49   | 47   | 36        |
| <b>Imports</b>                                    | 64   | 61   | 66   | 76   | 89   | 97   | 90   | 110  | 113  | 126  | 29        |
| <b>Consumption*</b>                               | 141  | 126  | 134  | 147  | 162  | 176  | 159  | 185  | 176  | 183  | 38        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Eurostat, Croatian Bureau of Statistics

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 32%  | 32%  | 34%  | 32%  | 31%  | 28%  | 34%  | 39%  | 44%  | 45%  | 30        |
| <b>Imp/Consumption</b>                                       | 45%  | 48%  | 49%  | 52%  | 55%  | 55%  | 57%  | 60%  | 65%  | 69%  | 27        |

Sources: CSIL

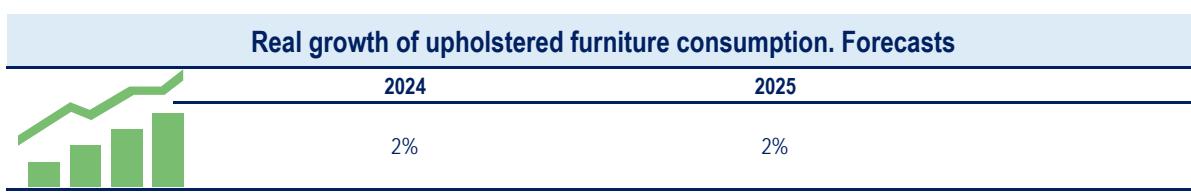
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                 |       |             |       |       |
|------------------------------------|--|--|--|--|---|-----------------|-------|-------------|-------|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                 |       |             |       |       |
| Bosnia Herz                        |  |  |  |  | 30.5%                                   | Germany         | 29.1% | Austria     | 22.6% | Italy |
| Bosnia Herz                        |  |  |  |  |   | Germany         |       | Austria     |       | Italy |
| Poland                             |  |  |  |  | 14.4%                                   |                 |       |             |       |       |
| Italy                              |  |  |  |  | 11.3%                                   |                 |       |             |       |       |
| Serbia                             |  |  |  |  | 8.3%                                    |                 |       |             |       |       |
| Germany                            |  |  |  |  | 6.8%                                    | Netherlands     |       |             |       |       |
| China                              |  |  |  |  | 5.5%                                    |                 |       | France      |       |       |
| Romania                            |  |  |  |  | 5.2%                                    |                 |       | Slovenia    |       |       |
| Hungary                            |  |  |  |  | 4.9%                                    |                 |       | Serbia      |       |       |
| Türkiye                            |  |  |  |  | 3.0%                                    |                 |       | Switzerland |       |       |
| Slovenia                           |  |  |  |  | 2.8%                                    | North Macedonia |       |             |       |       |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C15 Cyprus****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 21   | 18   | 16   | 18   | 19   | 18   | 13   | 13   | 12   | 12   | 60        |
| <b>Exports</b>                                    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 67        |
| <b>Imports</b>                                    | 11   | 9    | 11   | 13   | 15   | 15   | 12   | 18   | 18   | 22   | 62        |
| <b>Consumption*</b>                               | 33   | 27   | 27   | 31   | 34   | 33   | 25   | 31   | 30   | 34   | 63        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Central Statistical Office

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 64        |
| <b>Imp/Consumption</b>                                       | 35%  | 35%  | 41%  | 41%  | 45%  | 46%  | 47%  | 57%  | 60%  | 65%  | 29        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |       |        |        |  |  |   |  |  |  |  |  |
|------------------------------------|-------|--------|--------|--|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |        |        |  |  | Destination of office furniture exports |  |  |  |  |  |
| China                              |       |        |        |  |  | Jordan                                  |  |  |  |  |  |
| China                              | 30.5% | Jordan | 100.0% |  |  |   |  |  |  |  |  |
| Italy                              | 28.6% |        |        |  |  |   |  |  |  |  |  |
| Romania                            | 11.5% |        |        |  |  |   |  |  |  |  |  |
| Greece                             | 7.0%  |        |        |  |  |   |  |  |  |  |  |
| Germany                            | 3.7%  |        |        |  |  |   |  |  |  |  |  |
| Vietnam                            | 3.0%  |        |        |  |  |   |  |  |  |  |  |
| Poland                             | 3.0%  |        |        |  |  |   |  |  |  |  |  |
| Taiwan                             | 2.4%  |        |        |  |  |   |  |  |  |  |  |
| Netherlands                        | 1.6%  |        |        |  |  |   |  |  |  |  |  |
| Spain                              | 1.4%  |        |        |  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C16 Czech Republic****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 316  | 275  | 304  | 324  | 344  | 335  | 332  | 404  | 393  | 371  | 23        |
| <b>Exports</b>                                    | 79   | 52   | 68   | 75   | 57   | 59   | 74   | 92   | 96   | 73   | 33        |
| <b>Imports</b>                                    | 153  | 133  | 155  | 159  | 168  | 176  | 187  | 242  | 232  | 202  | 24        |
| <b>Consumption*</b>                               | 390  | 356  | 391  | 408  | 454  | 453  | 445  | 554  | 530  | 500  | 22        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Czech Statistical Office, Central Bureau of Customs

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 25%  | 19%  | 23%  | 23%  | 17%  | 17%  | 22%  | 23%  | 24%  | 20%  | 38        |
| <b>Imp/Consumption</b>                                       | 39%  | 37%  | 40%  | 39%  | 37%  | 39%  | 42%  | 44%  | 44%  | 40%  | 48        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |       |       |       |       |       |       |       |       |       |       |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
| <b>CZK per US\$</b> | 20.76 | 24.60 | 24.44 | 23.37 | 21.74 | 22.93 | 23.20 | 21.69 | 23.38 | 22.21 |
| <b>CZK per EUR</b>  | 27.61 | 27.30 | 27.06 | 26.41 | 25.69 | 25.67 | 26.47 | 25.66 | 24.63 | 24.02 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |  |   |                |  |  |  |  |       |
|------------------------------------|--|--|--|--|--|---|----------------|--|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  |  | Destination of office furniture exports |                |  |  |  |  |       |
| Poland                             |  |  |  |  |  | 57.8%                                   | Germany        |  |  |  |  |       |
| Germany                            |  |  |  |  |  | 9.3%                                    | Slovakia       |  |  |  |  | 21.1% |
| China                              |  |  |  |  |  | 5.9%                                    | Austria        |  |  |  |  | 20.2% |
| Italy                              |  |  |  |  |  | 5.1%                                    | Poland         |  |  |  |  | 12.9% |
| Slovakia                           |  |  |  |  |  | 4.8%                                    | United Kingdom |  |  |  |  | 9.1%  |
| Romania                            |  |  |  |  |  | 3.2%                                    | Romania        |  |  |  |  | 3.9%  |
| Austria                            |  |  |  |  |  | 2.3%                                    | France         |  |  |  |  | 3.3%  |
| Türkiye                            |  |  |  |  |  | 1.9%                                    | Croatia        |  |  |  |  | 3.1%  |
| Netherlands                        |  |  |  |  |  | 1.7%                                    | Hungary        |  |  |  |  | 2.9%  |
| Denmark                            |  |  |  |  |  | 1.7%                                    | United States  |  |  |  |  | 2.9%  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C17 Denmark

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 331  | 298  | 345  | 362  | 406  | 434  | 461  | 561  | 557  | 555  | 18        |
| <b>Exports</b>                                    | 312  | 288  | 338  | 338  | 392  | 424  | 453  | 543  | 547  | 551  | 10        |
| <b>Imports</b>                                    | 377  | 337  | 325  | 357  | 390  | 404  | 453  | 566  | 574  | 499  | 12        |
| <b>Consumption*</b>                               | 395  | 346  | 332  | 382  | 404  | 414  | 460  | 584  | 584  | 503  | 21        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Danish Furniture Manufacturers Association

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 95%  | 97%  | 98%  | 93%  | 97%  | 98%  | 98%  | 97%  | 98%  | 99%  | 1         |
| <b>Imp/Consumption</b>                                       | 95%  | 97%  | 98%  | 94%  | 97%  | 98%  | 98%  | 97%  | 98%  | 99%  | 1         |

Sources: CSIL

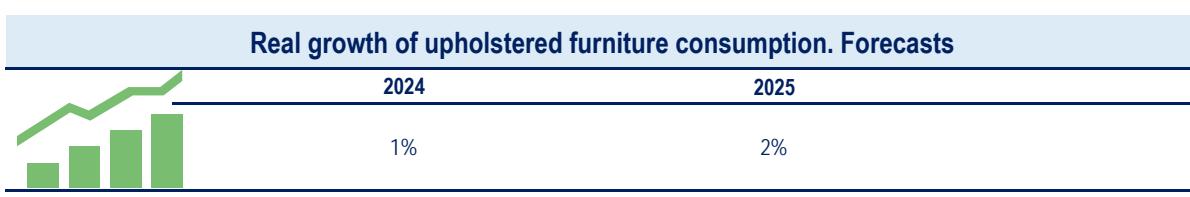
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>DKK per US\$</b> | 5.62 | 6.73 | 6.73 | 6.60 | 6.31 | 6.67 | 6.54 | 6.29 | 7.08 | 6.89 |
| <b>DKK per EUR</b>  | 7.47 | 7.46 | 7.45 | 7.45 | 7.46 | 7.47 | 7.47 | 7.44 | 7.46 | 7.45 |

Source: US Federal Reserve

| Main furniture trading partners    |       |                |       |  |  |   |  |  |  |  |  |
|------------------------------------|-------|----------------|-------|--|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |                |       |  |  | Destination of office furniture exports |  |  |  |  |  |
|                                    |       |                |       |  |  |   |  |  |  |  |  |
| Poland                             | 43.3% | Germany        | 18.2% |  |  |   |  |  |  |  |  |
| China                              | 18.2% | Netherlands    | 11.7% |  |  |   |  |  |  |  |  |
| Lithuania                          | 11.4% | Norway         | 9.9%  |  |  |   |  |  |  |  |  |
| Sweden                             | 5.0%  | France         | 8.8%  |  |  |   |  |  |  |  |  |
| Vietnam                            | 2.4%  | Sweden         | 8.4%  |  |  |   |  |  |  |  |  |
| Germany                            | 2.4%  | United Kingdom | 6.9%  |  |  |   |  |  |  |  |  |
| Italy                              | 2.3%  | United States  | 5.5%  |  |  |   |  |  |  |  |  |
| Norway                             | 2.2%  | Switzerland    | 3.8%  |  |  |   |  |  |  |  |  |
| Latvia                             | 2.1%  | Belgium        | 3.2%  |  |  |   |  |  |  |  |  |
| Ukraine                            | 2.0%  | Spain          | 2.2%  |  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C18 Egypt****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 77   | 79   | 66   | 49   | 54   | 67   | 65   | 69   | 69   | 54   | 51        |
| <b>Exports</b>                                    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 1    | 0    | 0    | 63        |
| <b>Imports</b>                                    | 7    | 12   | 12   | 6    | 7    | 8    | 10   | 13   | 8    | 7    | 69        |
| <b>Consumption*</b>                               | 83   | 91   | 78   | 55   | 61   | 75   | 75   | 81   | 77   | 61   | 59        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 1%   | 0%   | 1%   | 0%   | 0%   | 0%   | 0%   | 1%   | 1%   | 0%   | 61        |
| <b>Imp/Consumption</b> | 9%   | 13%  | 16%  | 10%  | 11%  | 11%  | 14%  | 16%  | 11%  | 12%  | 61        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

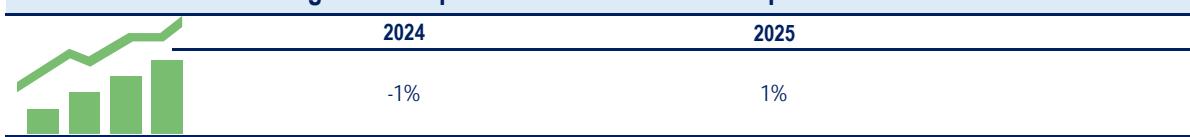
|                     | 2014 | 2015 | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>EGP per US\$</b> | 7.09 | 7.71 | 10.05 | 17.85 | 17.82 | 16.82 | 15.82 | 15.70 | 19.22 | 30.66 |
| <b>EGP per EUR</b>  | 9.43 | 8.55 | 11.13 | 20.17 | 21.06 | 18.83 | 18.05 | 18.57 | 20.24 | 33.17 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 22.8% | Saudi Arabia                            | 52.2% |
| China                              | 18.0% | Libya                                   | 19.3% |
| Romania                            | 17.6% | Morocco                                 | 6.6%  |
| Poland                             | 11.0% | United States                           | 6.4%  |
| Germany                            | 5.7%  | Israel                                  | 6.3%  |
| Türkiye                            | 4.8%  | Oman                                    | 4.2%  |
| United Arab Emirates               | 3.5%  | Tanzania                                | 2.8%  |
| Portugal                           | 2.9%  | Sudan                                   | 1.0%  |
| Malaysia                           | 2.9%  | China                                   | 0.4%  |
| France                             | 2.9%  | United Kingdom                          | 0.2%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C19 Estonia****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 144  | 132  | 133  | 140  | 147  | 144  | 141  | 169  | 151  | 127  | 38        |
| <b>Exports</b>      | 122  | 116  | 108  | 117  | 116  | 114  | 108  | 133  | 116  | 91   | 30        |
| <b>Imports</b>      | 36   | 44   | 31   | 36   | 32   | 31   | 24   | 37   | 34   | 28   | 57        |
| <b>Consumption*</b> | 58   | 61   | 55   | 59   | 63   | 60   | 57   | 72   | 68   | 63   | 57        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Statistics Estonia

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 85%  | 88%  | 81%  | 84%  | 79%  | 80%  | 77%  | 79%  | 77%  | 72%  | 20        |
| <b>Imp/Consumption</b> | 62%  | 73%  | 55%  | 61%  | 50%  | 51%  | 42%  | 50%  | 50%  | 44%  | 46        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

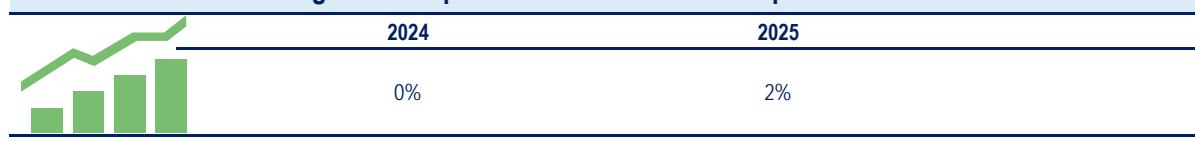
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Lithuania                          | 18.2% | Finland                                 | 34.4% |
| Poland                             | 16.3% | Norway                                  | 15.1% |
| Ukraine                            | 9.5%  | Denmark                                 | 13.1% |
| China                              | 9.5%  | Sweden                                  | 12.6% |
| Latvia                             | 8.1%  | Netherlands                             | 8.2%  |
| Germany                            | 7.3%  | United States                           | 7.2%  |
| Italy                              | 5.6%  | Lithuania                               | 2.6%  |
| Netherlands                        | 5.0%  | Russia                                  | 1.4%  |
| Finland                            | 4.0%  | Latvia                                  | 1.2%  |
| Denmark                            | 3.6%  | Germany                                 | 1.1%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C20 Finland****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 134  | 108  | 111  | 115  | 122  | 116  | 114  | 133  | 129  | 121  | 39        |
| <b>Exports</b>                                    | 18   | 13   | 14   | 14   | 15   | 14   | 12   | 15   | 21   | 17   | 44        |
| <b>Imports</b>                                    | 101  | 87   | 94   | 109  | 133  | 128  | 126  | 156  | 150  | 138  | 28        |
| <b>Consumption*</b>                               | 217  | 183  | 191  | 210  | 240  | 229  | 228  | 273  | 258  | 242  | 33        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Statistics Finland

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 13%  | 12%  | 13%  | 12%  | 12%  | 12%  | 10%  | 12%  | 16%  | 14%  | 44        |
| <b>Imp/Consumption</b>                                       | 47%  | 48%  | 49%  | 52%  | 55%  | 56%  | 55%  | 57%  | 58%  | 57%  | 35        |

Sources: CSIL

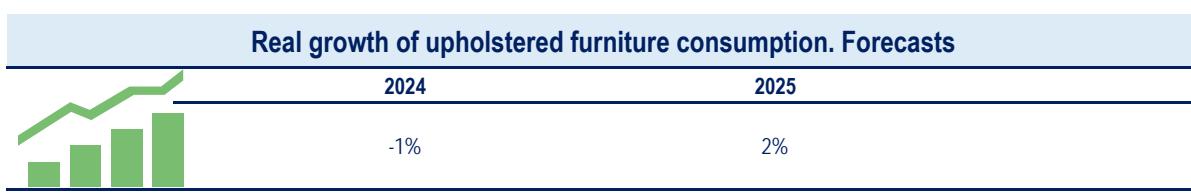
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |       |  |                |       |  |   |  |  |  |  |  |
|------------------------------------|-------|--|----------------|-------|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |  |                |       |  | Destination of office furniture exports |  |  |  |  |  |
| Estonia                            | 23.4% |  | Sweden         | 14.3% |  |   |  |  |  |  |  |
| Sweden                             | 20.3% |  | Estonia        | 13.7% |  |   |  |  |  |  |  |
| Lithuania                          | 16.2% |  | Germany        | 8.8%  |  |   |  |  |  |  |  |
| Poland                             | 12.6% |  | United States  | 7.0%  |  |   |  |  |  |  |  |
| China                              | 6.5%  |  | Norway         | 6.9%  |  |   |  |  |  |  |  |
| Italy                              | 5.9%  |  | Denmark        | 5.7%  |  |   |  |  |  |  |  |
| Denmark                            | 4.6%  |  | United Kingdom | 4.1%  |  |   |  |  |  |  |  |
| Romania                            | 1.5%  |  | Russia         | 4.1%  |  |   |  |  |  |  |  |
| Belgium                            | 1.4%  |  | France         | 3.8%  |  |   |  |  |  |  |  |
| Ukraine                            | 1.4%  |  | Switzerland    | 3.1%  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C21 France****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
| <b>Production</b>   | 650   | 534   | 537   | 571   | 574   | 543   | 518   | 617   | 571   | 577   | 17        |
| <b>Exports</b>      | 152   | 148   | 157   | 173   | 195   | 196   | 175   | 226   | 232   | 241   | 17        |
| <b>Imports</b>      | 1,387 | 1,198 | 1,325 | 1,369 | 1,508 | 1,509 | 1,429 | 1,946 | 1,975 | 1,754 | 3         |
| <b>Consumption*</b> | 1,885 | 1,583 | 1,705 | 1,768 | 1,887 | 1,856 | 1,772 | 2,337 | 2,314 | 2,090 | 6         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 23%  | 28%  | 29%  | 30%  | 34%  | 36%  | 34%  | 37%  | 41%  | 42%  | 32        |
| <b>Imp/Consumption</b> | 74%  | 76%  | 78%  | 77%  | 80%  | 81%  | 81%  | 83%  | 85%  | 84%  | 20        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

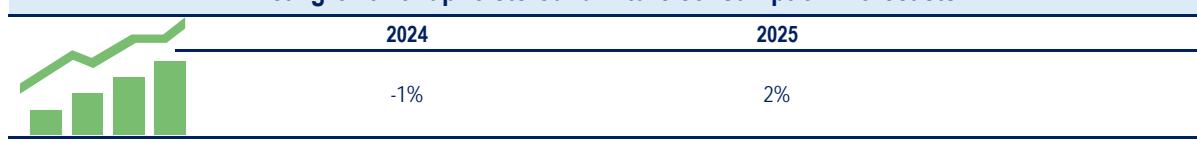
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 24.5% | Switzerland                             | 15.7% |
| China                              | 24.0% | Germany                                 | 13.4% |
| Poland                             | 13.0% | United States                           | 10.1% |
| Portugal                           | 7.3%  | United Kingdom                          | 7.7%  |
| Romania                            | 6.1%  | Italy                                   | 6.2%  |
| Belgium                            | 5.5%  | Spain                                   | 6.0%  |
| Germany                            | 4.8%  | Belgium                                 | 5.9%  |
| Vietnam                            | 2.9%  | China                                   | 5.5%  |
| Denmark                            | 2.3%  | Netherlands                             | 3.0%  |
| Spain                              | 2.0%  | Portugal                                | 2.2%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C22 Germany****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |       | Ranking** |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 2,505 | 2,145 | 2,119 | 2,119 | 2,101 | 1,992 | 1,990 | 2,257 | 2,151 | 2,120 | 7         |
| <b>Exports</b>                                    | 882   | 800   | 791   | 814   | 842   | 796   | 781   | 934   | 866   | 816   | 7         |
| <b>Imports</b>                                    | 2,298 | 2,048 | 2,226 | 2,331 | 2,448 | 2,393 | 2,591 | 3,286 | 3,028 | 2,587 | 2         |
| <b>Consumption*</b>                               | 3,921 | 3,393 | 3,554 | 3,636 | 3,707 | 3,588 | 3,799 | 4,609 | 4,313 | 3,891 | 3         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Verband der Deutschen Möbelindustrie e.V.

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 35%  | 37%  | 37%  | 38%  | 40%  | 40%  | 39%  | 41%  | 40%  | 39%  | 34        |
| <b>Imp/Consumption</b>                                       | 59%  | 60%  | 63%  | 64%  | 66%  | 67%  | 68%  | 71%  | 70%  | 66%  | 28        |

Sources: CSIL

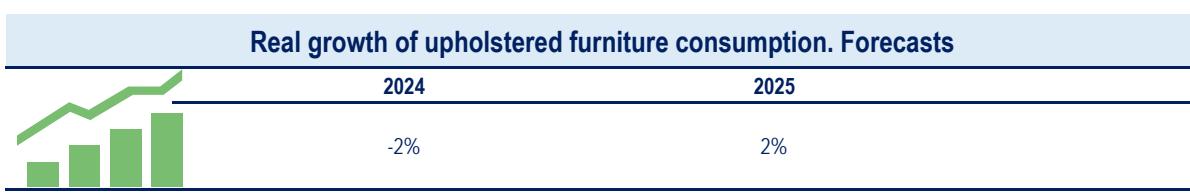
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |  |
|---------------------|------|------|------|------|------|------|------|------|------|------|--|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |  |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |       |                |       |  |       |
|------------------------------------|--|--|--|--|---|-------|----------------|-------|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |       |                |       |  |       |
|                                    |  |  |  |  | Poland                                  | 46.7% | Switzerland    | 24.5% |  |       |
| China                              |  |  |  |  |   | 14.8% | Austria        |       |  | 15.3% |
| Denmark                            |  |  |  |  |   | 4.3%  | France         |       |  | 10.6% |
| Romania                            |  |  |  |  |   | 4.1%  | Netherlands    |       |  | 6.4%  |
| Hungary                            |  |  |  |  |   | 3.9%  | United Kingdom |       |  | 5.1%  |
| Türkiye                            |  |  |  |  |   | 3.7%  | Italy          |       |  | 4.3%  |
| Netherlands                        |  |  |  |  |   | 3.6%  | Poland         |       |  | 3.8%  |
| Slovakia                           |  |  |  |  |   | 3.6%  | Belgium        |       |  | 3.5%  |
| Italy                              |  |  |  |  |   | 2.5%  | United States  |       |  | 2.4%  |
| Bosnia Herz                        |  |  |  |  |   | 2.0%  | Spain          |       |  | 2.3%  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C23 Ghana

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 9    | 13   | 15   | 15   | 15   | 16   | 15   | 16   | 11   | 10   | 63        |
| <b>Exports</b>                                    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 65        |
| <b>Imports</b>                                    | 34   | 54   | 20   | 25   | 25   | 28   | 39   | 47   | 45   | 71   | 46        |
| <b>Consumption*</b>                               | 43   | 67   | 35   | 41   | 40   | 44   | 54   | 63   | 56   | 80   | 52        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 59        |
| <b>Imp/Consumption</b>                                       | 78%  | 80%  | 57%  | 62%  | 62%  | 64%  | 72%  | 75%  | 81%  | 88%  | 13        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |       |
|---------------------|------|------|------|------|------|------|------|------|------|-------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023  |
| <b>GHS per US\$</b> | 2.90 | 3.72 | 3.91 | 4.37 | 4.68 | 5.38 | 5.74 | 5.92 | 9.02 | 11.67 |
| <b>GHS per EUR</b>  | 3.86 | 4.13 | 4.33 | 4.94 | 5.53 | 6.02 | 6.55 | 7.01 | 9.51 | 12.63 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |       |
| China                              |  |  |  |  | 82.1%                                   | South Africa         |  |  |  | 30.3% |
| Türkiye                            |  |  |  |  | 7.7%                                    | Belgium              |  |  |  | 14.5% |
| Italy                              |  |  |  |  | 2.2%                                    | Kenya                |  |  |  | 11.4% |
| Germany                            |  |  |  |  | 1.7%                                    | Ivory Coast          |  |  |  | 11.0% |
| Spain                              |  |  |  |  | 0.7%                                    | Madagascar           |  |  |  | 10.2% |
| United States                      |  |  |  |  | 0.7%                                    | United States        |  |  |  | 7.4%  |
| Malaysia                           |  |  |  |  | 0.7%                                    | Lebanon              |  |  |  | 5.6%  |
| Belgium                            |  |  |  |  | 0.6%                                    | Comoros              |  |  |  | 3.6%  |
| Netherlands                        |  |  |  |  | 0.6%                                    | India                |  |  |  | 2.5%  |
| South Africa                       |  |  |  |  | 0.6%                                    | United Arab Emirates |  |  |  | 0.7%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C24 Greece****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 15   | 14   | 14   | 17   | 18   | 18   | 15   | 17   | 17   | 22   | 58        |
| <b>Exports</b>                                    | 3    | 5    | 5    | 7    | 10   | 10   | 9    | 13   | 13   | 17   | 43        |
| <b>Imports</b>                                    | 32   | 26   | 31   | 31   | 38   | 38   | 37   | 55   | 51   | 57   | 49        |
| <b>Consumption*</b>                               | 45   | 35   | 41   | 41   | 46   | 45   | 43   | 59   | 55   | 62   | 58        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 17%  | 35%  | 32%  | 44%  | 56%  | 60%  | 61%  | 75%  | 77%  | 79%  | 16        |
| <b>Imp/Consumption</b>                                       | 71%  | 75%  | 76%  | 76%  | 83%  | 84%  | 87%  | 93%  | 93%  | 93%  | 8         |

Sources: CSIL

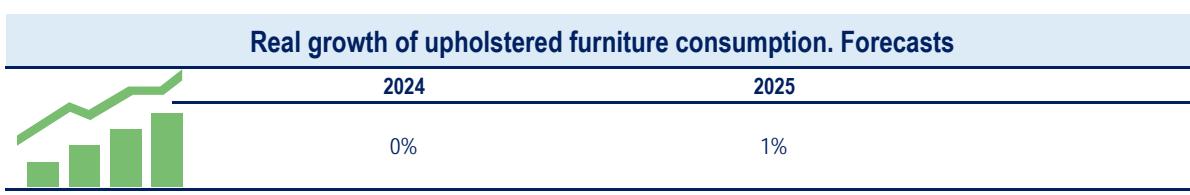
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |  |
|---------------------|------|------|------|------|------|------|------|------|------|------|--|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |  |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |       |
| China                              |  |  |  |  | 18.4%                                   | Cyprus               |  |  |  | 26.7% |
| Türkiye                            |  |  |  |  | 16.5%                                   | Germany              |  |  |  | 7.9%  |
| Bulgaria                           |  |  |  |  | 16.1%                                   | Italy                |  |  |  | 7.6%  |
| Italy                              |  |  |  |  | 15.8%                                   | France               |  |  |  | 6.8%  |
| Romania                            |  |  |  |  | 12.6%                                   | Bulgaria             |  |  |  | 6.4%  |
| Serbia                             |  |  |  |  | 3.9%                                    | Romania              |  |  |  | 5.8%  |
| Poland                             |  |  |  |  | 3.2%                                    | Spain                |  |  |  | 3.6%  |
| Albania                            |  |  |  |  | 1.8%                                    | United Arab Emirates |  |  |  | 3.4%  |
| Denmark                            |  |  |  |  | 1.5%                                    | United States        |  |  |  | 2.9%  |
| Netherlands                        |  |  |  |  | 1.5%                                    | Kazakhstan           |  |  |  | 2.7%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C25 Hong Kong, China****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a.      |
| <b>Exports</b>                                    | 35   | 28   | 21   | 19   | 24   | 20   | 18   | 23   | 13   | 12   | 45        |
| <b>Imports</b>                                    | 110  | 105  | 105  | 115  | 128  | 111  | 105  | 126  | 134  | 102  | 35        |
| <b>Consumption*</b>                               | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a.      |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Hong Kong Trade Development Council

| Exchange rates      |       |      |      |      |      |      |      |      |      |      |
|---------------------|-------|------|------|------|------|------|------|------|------|------|
|                     | 2014  | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>HKD per US\$</b> | 7.75  | 7.75 | 7.76 | 7.79 | 7.84 | 7.84 | 7.76 | 7.77 | 7.83 | 7.83 |
| <b>HKD per EUR</b>  | 10.31 | 8.60 | 8.59 | 8.81 | 9.26 | 8.77 | 8.85 | 9.20 | 8.25 | 8.47 |

Source: US Federal Reserve

| Main furniture trading partners    |       |               |       |  |   |  |  |  |  |
|------------------------------------|-------|---------------|-------|--|---|--|--|--|--|
| Origin of office furniture imports |       |               |       |  | Destination of office furniture exports |  |  |  |  |
| China                              | 75.2% | Taiwan        | 25.5% |  |   |  |  |  |  |
| Italy                              | 12.1% | China         | 14.4% |  |   |  |  |  |  |
| France                             | 1.6%  | South Korea   | 14.3% |  |   |  |  |  |  |
| Germany                            | 1.5%  | United States | 13.4% |  |   |  |  |  |  |
| Taiwan                             | 1.4%  | Macau         | 9.7%  |  |   |  |  |  |  |
| Malaysia                           | 1.1%  | Japan         | 3.0%  |  |   |  |  |  |  |
| Vietnam                            | 0.9%  | Singapore     | 2.4%  |  |   |  |  |  |  |
| South Korea                        | 0.8%  | Australia     | 1.8%  |  |   |  |  |  |  |
| Spain                              | 0.8%  | Spain         | 1.5%  |  |   |  |  |  |  |
| Japan                              | 0.7%  | Philippines   | 1.5%  |  |   |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C26 Hungary

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 283  | 256  | 261  | 260  | 269  | 254  | 238  | 276  | 263  | 251  | 30        |
| <b>Exports</b>      | 226  | 203  | 204  | 195  | 193  | 179  | 169  | 188  | 189  | 181  | 21        |
| <b>Imports</b>      | 40   | 36   | 45   | 52   | 60   | 71   | 69   | 88   | 98   | 103  | 33        |
| <b>Consumption*</b> | 98   | 89   | 102  | 117  | 135  | 146  | 138  | 175  | 171  | 173  | 40        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Hungarian Central Statistical Office

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 80%  | 79%  | 78%  | 75%  | 72%  | 70%  | 71%  | 68%  | 72%  | 72%  | 19        |
| <b>Imp/Consumption</b> | 41%  | 41%  | 44%  | 45%  | 44%  | 48%  | 50%  | 50%  | 57%  | 60%  | 33        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>HUF per US\$</b> | 232.77 | 279.53 | 281.51 | 274.28 | 270.42 | 290.68 | 307.82 | 303.37 | 373.20 | 353.27 |
| <b>HUF per EUR</b>  | 309.51 | 310.17 | 311.68 | 309.96 | 319.56 | 325.39 | 351.22 | 358.88 | 393.13 | 382.13 |

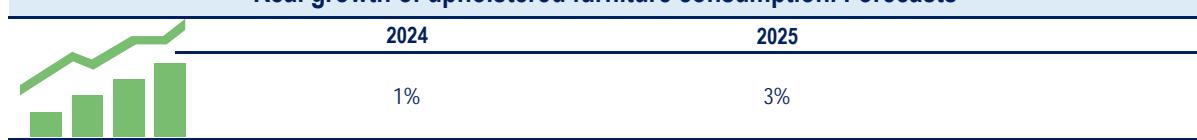
Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Poland                             | 28.3% | Germany                                 | 64.6% |
| China                              | 23.8% | Austria                                 | 10.1% |
| Germany                            | 11.7% | Netherlands                             | 5.3%  |
| Denmark                            | 8.5%  | Switzerland                             | 3.5%  |
| Romania                            | 6.8%  | Croatia                                 | 3.4%  |
| Italy                              | 4.5%  | Poland                                  | 2.6%  |
| Austria                            | 3.0%  | Slovakia                                | 2.1%  |
| Slovakia                           | 2.8%  | Belgium                                 | 2.0%  |
| Türkiye                            | 1.8%  | United States                           | 1.4%  |
| Serbia                             | 1.4%  | Italy                                   | 1.3%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C27 Iceland

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 5    | 5    | 6    | 7    | 7    | 7    | 5    | 5    | 5    | 4    | 66        |
| <b>Exports</b>                                    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 66        |
| <b>Imports</b>                                    | 13   | 15   | 18   | 23   | 24   | 22   | 22   | 30   | 26   | 23   | 61        |
| <b>Consumption*</b>                               | 19   | 20   | 24   | 31   | 31   | 28   | 28   | 35   | 31   | 28   | 65        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 1%   | 1%   | 1%   | 0%   | 2%   | 1%   | 1%   | 0%   | 0%   | 0%   | 62        |
| <b>Imp/Consumption</b>                                       | 72%  | 75%  | 74%  | 76%  | 77%  | 76%  | 81%  | 85%  | 84%  | 84%  | 19        |

Sources: CSIL

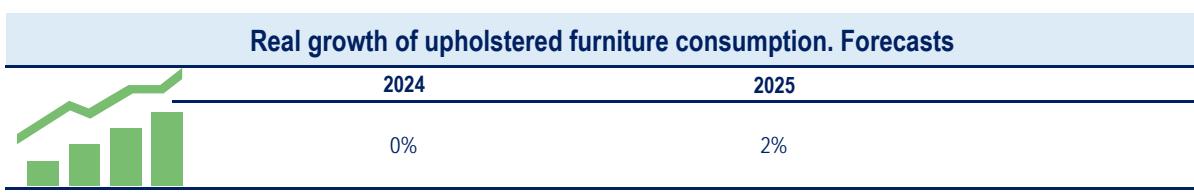
\*\* Ranking among 70 countries, last available year

| Exchange rates      |        |        |        |        |        |        |        |        |        |        |  |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |  |
| <b>ISK per US\$</b> | 116.70 | 131.89 | 120.75 | 106.72 | 108.32 | 122.65 | 135.38 | 127.00 | 135.34 | 137.96 |  |
| <b>ISK per EUR</b>  | 155.18 | 146.35 | 133.70 | 120.60 | 128.00 | 137.29 | 154.47 | 150.24 | 142.57 | 149.23 |  |

Sources: Bank of Italy, US Federal Reserve



Source: CSIL. Data are for the last available year



Source: CSIL

**Table C28 India****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |       |           |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 1,784 | 1,914 | 2,056 | 2,329 | 2,443 | 2,589 | 2,360 | 2,759 | 3,071 | 3,212 | 6         |
| <b>Exports</b>                                    | 35    | 41    | 41    | 49    | 60    | 68    | 57    | 95    | 103   | 94    | 29        |
| <b>Imports</b>                                    | 157   | 159   | 132   | 149   | 162   | 216   | 198   | 240   | 350   | 360   | 18        |
| <b>Consumption*</b>                               | 1,906 | 2,032 | 2,147 | 2,429 | 2,544 | 2,738 | 2,501 | 2,904 | 3,317 | 3,478 | 5         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 2%   | 2%   | 2%   | 2%   | 2%   | 3%   | 2%   | 3%   | 3%   | 3%   | 54        |
| <b>Imp/Consumption</b>                                       | 8%   | 8%   | 6%   | 6%   | 6%   | 8%   | 8%   | 8%   | 11%  | 10%  | 62        |

Sources: CSIL

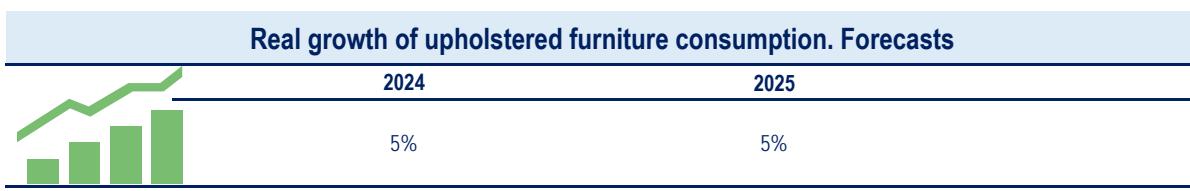
\*\* Ranking among 70 countries, last available year

| Exchange rates      |       |       |       |       |       |       |       |       |       |       |  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |  |
| <b>INR per US\$</b> | 61.00 | 64.11 | 67.16 | 65.07 | 68.37 | 70.38 | 74.14 | 73.94 | 78.58 | 82.57 |  |
| <b>INR per EUR</b>  | 81.11 | 71.14 | 74.36 | 73.54 | 80.79 | 78.78 | 84.59 | 87.47 | 82.78 | 89.32 |  |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |      |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |      |
| China                              |  |  |  |  | 80.9%                                   | United States        |  |  |  |      |
| Italy                              |  |  |  |  | 5.4%                                    | United Arab Emirates |  |  |  | 6.7% |
| Malaysia                           |  |  |  |  | 2.9%                                    | United Kingdom       |  |  |  | 5.7% |
| Sri Lanka                          |  |  |  |  | 2.8%                                    | Canada               |  |  |  | 4.8% |
| Vietnam                            |  |  |  |  | 2.1%                                    | Germany              |  |  |  | 3.8% |
| Türkiye                            |  |  |  |  | 1.7%                                    | France               |  |  |  | 2.8% |
| United States                      |  |  |  |  | 0.8%                                    | Australia            |  |  |  | 1.6% |
| Thailand                           |  |  |  |  | 0.5%                                    | Kuwait               |  |  |  | 1.3% |
| United Arab Emirates               |  |  |  |  | 0.5%                                    | Netherlands          |  |  |  | 1.2% |
| United Kingdom                     |  |  |  |  | 0.5%                                    | Qatar                |  |  |  | 1.2% |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C29 Indonesia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 175  | 169  | 172  | 194  | 199  | 245  | 243  | 274  | 275  | 241  | 31        |
| <b>Exports</b>                                    | 21   | 23   | 17   | 20   | 31   | 49   | 54   | 77   | 82   | 74   | 32        |
| <b>Imports</b>                                    | 45   | 44   | 43   | 53   | 80   | 79   | 61   | 82   | 89   | 89   | 39        |
| <b>Consumption*</b>                               | 200  | 190  | 198  | 228  | 248  | 275  | 250  | 280  | 281  | 256  | 32        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 12%  | 14%  | 10%  | 10%  | 16%  | 20%  | 22%  | 28%  | 30%  | 31%  | 36        |
| <b>Imp/Consumption</b> | 23%  | 23%  | 22%  | 23%  | 32%  | 29%  | 24%  | 29%  | 32%  | 35%  | 53        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

|                     | 2014     | 2015     | 2016     | 2017     | 2018     | 2019     | 2020     | 2021     | 2022     | 2023     |
|---------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>IDR per US\$</b> | 11864.43 | 13405.44 | 13301.23 | 13380.65 | 14242.19 | 14145.23 | 14562.64 | 14306.99 | 14853.91 | 15243.69 |
| <b>IDR per EUR</b>  | 15776.13 | 14874.67 | 14727.12 | 15121.47 | 16830.00 | 15834.17 | 16615.97 | 16925.17 | 15647.11 | 16489.10 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 78.7% | United States                           | 33.9% |
| Vietnam                            | 12.5% | Germany                                 | 19.9% |
| Italy                              | 3.2%  | Netherlands                             | 4.8%  |
| Malaysia                           | 1.9%  | Belgium                                 | 4.6%  |
| Thailand                           | 1.9%  | Australia                               | 4.0%  |
| United States                      | 0.4%  | France                                  | 3.6%  |
| India                              | 0.2%  | Taiwan                                  | 3.4%  |
| Sweden                             | 0.2%  | Spain                                   | 2.7%  |
| Denmark                            | 0.1%  | Italy                                   | 2.3%  |
| Indonesia                          | 0.1%  | United Kingdom                          | 2.2%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C30 Ireland****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 77   | 63   | 66   | 65   | 70   | 70   | 65   | 68   | 63   | 68   | 48        |
| <b>Exports</b>      | 5    | 3    | 4    | 5    | 4    | 4    | 4    | 6    | 7    | 10   | 47        |
| <b>Imports</b>      | 95   | 95   | 80   | 94   | 116  | 118  | 109  | 196  | 214  | 170  | 26        |
| <b>Consumption*</b> | 166  | 154  | 142  | 154  | 182  | 184  | 170  | 258  | 270  | 227  | 35        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Central Statistics Office

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 6%   | 5%   | 6%   | 7%   | 6%   | 5%   | 6%   | 9%   | 11%  | 15%  | 41        |
| <b>Imp/Consumption</b> | 57%  | 61%  | 57%  | 61%  | 64%  | 64%  | 64%  | 76%  | 79%  | 75%  | 25        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

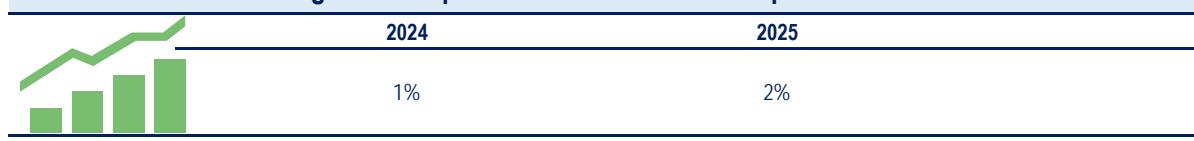
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 48.2% | United Kingdom                          | 76.7% |
| United Kingdom                     | 23.3% | United States                           | 7.2%  |
| Italy                              | 5.2%  | Germany                                 | 0.6%  |
| Poland                             | 3.7%  | Sweden                                  | 0.5%  |
| Denmark                            | 3.4%  | Italy                                   | 0.3%  |
| Germany                            | 2.7%  | Denmark                                 | 0.3%  |
| Spain                              | 2.3%  | Switzerland                             | 0.2%  |
| Vietnam                            | 1.9%  | France                                  | 0.1%  |
| Netherlands                        | 1.3%  | Norway                                  | 0.1%  |
| Belgium                            | 1.1%  | Spain                                   | 0.0%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C31 Israel****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 246  | 234  | 251  | 277  | 276  | 279  | 265  | 319  | 334  | 280  | 27        |
| <b>Exports</b>      | 0    | 0    | 0    | 0    | 0    | 0    | 1    | 1    | 1    | 1    | 60        |
| <b>Imports</b>      | 128  | 124  | 141  | 161  | 169  | 167  | 184  | 284  | 239  | 162  | 27        |
| <b>Consumption*</b> | 374  | 358  | 392  | 438  | 444  | 447  | 448  | 601  | 573  | 441  | 26        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Central Bureau of Statistics

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 63        |
| <b>Imp/Consumption</b> | 34%  | 35%  | 36%  | 37%  | 38%  | 38%  | 41%  | 47%  | 42%  | 37%  | 51        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

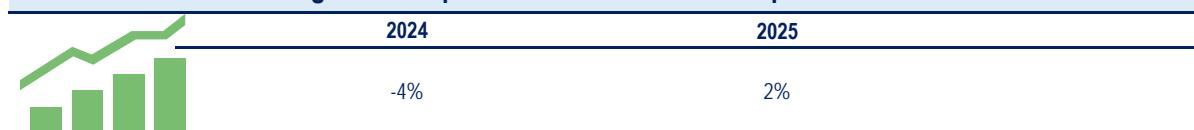
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>ILS per US\$</b> | 3.58 | 3.89 | 3.84 | 3.60 | 3.60 | 3.56 | 3.44 | 3.23 | 3.36 | 3.69 |
| <b>ILS per EUR</b>  | 4.76 | 4.31 | 4.25 | 4.07 | 4.25 | 3.99 | 3.93 | 3.82 | 3.54 | 3.99 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 37.5% | Italy                                   | 41.0% |
| Italy                              | 17.6% | Canada                                  | 21.3% |
| Türkiye                            | 13.3% | United States                           | 13.3% |
| Romania                            | 7.4%  | Slovenia                                | 7.7%  |
| Poland                             | 5.6%  | United Kingdom                          | 5.7%  |
| Hong Kong                          | 3.6%  | Poland                                  | 3.9%  |
| Germany                            | 1.4%  | Serbia                                  | 3.4%  |
| Spain                              | 1.3%  | France                                  | 1.8%  |
| Portugal                           | 1.3%  | Türkiye                                 | 0.9%  |
| Denmark                            | 0.9%  | Netherlands                             | 0.3%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C32 Italy****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
| <b>Production</b>   | 2,939 | 2,580 | 2,659 | 2,796 | 2,967 | 2,830 | 2,693 | 3,502 | 3,555 | 3,541 | 5         |
| <b>Exports</b>      | 2,083 | 1,863 | 1,944 | 2,022 | 2,121 | 2,033 | 1,903 | 2,631 | 2,679 | 2,613 | 4         |
| <b>Imports</b>      | 377   | 307   | 332   | 317   | 291   | 303   | 275   | 413   | 379   | 385   | 16        |
| <b>Consumption*</b> | 1,233 | 1,025 | 1,047 | 1,090 | 1,137 | 1,100 | 1,065 | 1,284 | 1,255 | 1,313 | 9         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 71%  | 72%  | 73%  | 72%  | 71%  | 72%  | 71%  | 75%  | 75%  | 74%  | 18        |
| <b>Imp/Consumption</b> | 31%  | 30%  | 32%  | 29%  | 26%  | 28%  | 26%  | 32%  | 30%  | 29%  | 55        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

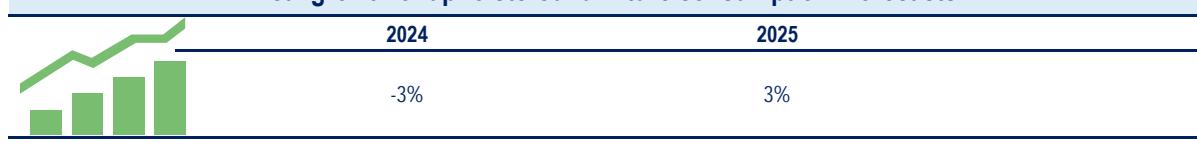
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| <b>Origin of office furniture imports</b> |       | <b>Destination of office furniture exports</b> |       |
|---|-------|--|-------|
| Romania                                   | 25.4% | France   | 22.6% |
| China                                     | 22.5% | United States                                  | 15.2% |
| Germany                                   | 9.1%  | United Kingdom                                 | 5.9%  |
| Serbia                                    | 9.0%  | China  | 5.6%  |
| Poland                                    | 6.7%  | Germany  | 4.9%  |
| Türkiye                                   | 5.9%  | Switzerland                                    | 4.4%  |
| Spain                                     | 3.3%  | Belgium  | 3.3%  |
| Denmark                                   | 2.6%  | United Arab Emirates                           | 2.3%  |
| France                                    | 2.4%  | Spain  | 1.9%  |
| Albania                                   | 1.8%  | Netherlands                                    | 1.9%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C33 Japan

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |      |           |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023 | Ranking** |
| <b>Production</b>                                 | 213   | 169   | 184   | 168   | 167   | 179   | 166   | 177   | 157   | 142  | 36        |
| <b>Exports</b>                                    | 10    | 10    | 14    | 15    | 16    | 16    | 15    | 20    | 20    | 18   | 42        |
| <b>Imports</b>                                    | 926   | 860   | 893   | 915   | 935   | 977   | 952   | 998   | 1,005 | 861  | 7         |
| <b>Consumption*</b>                               | 1,129 | 1,019 | 1,063 | 1,068 | 1,086 | 1,139 | 1,103 | 1,155 | 1,142 | 986  | 11        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Ministry of Finance, Ministry of Economy, Trade and Industry

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 5%   | 6%   | 7%   | 9%   | 10%  | 9%   | 9%   | 11%  | 13%  | 13%  | 45        |
| <b>Imp/Consumption</b>                                       | 82%  | 84%  | 84%  | 86%  | 86%  | 86%  | 86%  | 86%  | 88%  | 87%  | 14        |

Sources: CSIL

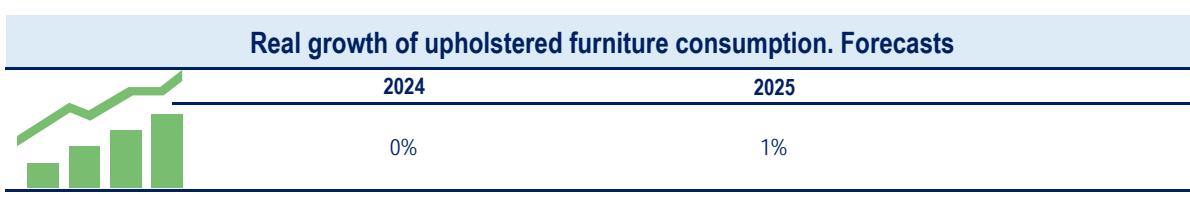
\*\* Ranking among 70 countries, last available year

| Exchange rates      |        |        |        |        |        |        |        |        |        |        |  |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |  |
| <b>JPY per US\$</b> | 105.74 | 121.05 | 108.66 | 112.10 | 110.40 | 109.02 | 106.78 | 109.84 | 131.46 | 140.50 |  |
| <b>JPY per EUR</b>  | 140.60 | 134.32 | 120.31 | 126.68 | 130.46 | 122.04 | 121.84 | 129.94 | 138.48 | 151.98 |  |

Source: US Federal Reserve

| Main furniture trading partners    |       |       |      |      |   |               |       |  |  |  |
|------------------------------------|-------|-------|------|------|---|---------------|-------|--|--|--|
| Origin of office furniture imports |       |       |      |      | Destination of office furniture exports |               |       |  |  |  |
|                                    |       |       |      |      | 68.9%                                   | United States | 15.3% |  |  |  |
| China                              | 68.9% |       |      |      |   | United States | 15.3% |  |  |  |
| Vietnam                            |       | 13.0% |      |      |   | China         | 13.5% |  |  |  |
| Italy                              |       |       | 4.6% |      |   | South Korea   | 12.4% |  |  |  |
| Thailand                           |       |       |      | 2.3% |   | Hong Kong     | 12.1% |  |  |  |
| Malaysia                           |       |       |      |      | 2.0%                                    | Taiwan        | 11.1% |  |  |  |
| Taiwan                             |       |       |      |      | 1.9%                                    | Netherlands   | 6.9%  |  |  |  |
| Germany                            |       |       |      |      | 1.3%                                    | Belgium       | 5.0%  |  |  |  |
| France                             |       |       |      |      | 1.0%                                    | Singapore     | 4.1%  |  |  |  |
| Denmark                            |       |       |      |      | 0.9%                                    | Philippines   | 2.3%  |  |  |  |
| Indonesia                          |       |       |      |      | 0.9%                                    | Canada        | 2.1%  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C34 Kazakhstan****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 14   | 10   | 6    | 8    | 8    | 7    | 6    | 8    | 8    | 9    | 65        |
| <b>Exports</b>      | 0    | 1    | 1    | 0    | 1    | 1    | 0    | 1    | 1    | 2    | 56        |
| <b>Imports</b>      | 77   | 54   | 42   | 53   | 47   | 48   | 50   | 73   | 79   | 92   | 38        |
| <b>Consumption*</b> | 91   | 63   | 48   | 60   | 54   | 55   | 56   | 80   | 86   | 99   | 47        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 2%   | 6%   | 8%   | 6%   | 10%  | 11%  | 7%   | 9%   | 10%  | 23%  | 37        |
| <b>Imp/Consumption</b> | 84%  | 86%  | 88%  | 88%  | 87%  | 88%  | 90%  | 91%  | 91%  | 93%  | 7         |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

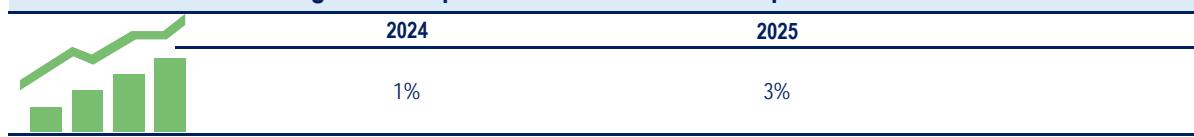
|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>KZT per US\$</b> | 179.32 | 223.28 | 341.87 | 326.23 | 345.10 | 383.07 | 413.86 | 426.57 | 461.55 | 456.56 |
| <b>KZT per EUR</b>  | 238.44 | 247.75 | 378.51 | 368.67 | 407.80 | 428.81 | 472.21 | 504.63 | 486.20 | 493.86 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Russia                             | 32.8% | Russia                                  | 30.7% |
| Belarus                            | 26.1% | Tajikistan                              | 23.7% |
| Türkiye                            | 14.0% | Kyrgyzstan                              | 21.8% |
| China                              | 11.5% | Uzbekistan                              | 16.5% |
| Italy                              | 5.9%  | Armenia                                 | 5.8%  |
| Vietnam                            | 1.8%  | Lithuania                               | 0.4%  |
| Lithuania                          | 1.1%  | United States                           | 0.2%  |
| Uzbekistan                         | 1.0%  | Georgia                                 | 0.2%  |
| Poland                             | 0.9%  | United Kingdom                          | 0.1%  |
| Finland                            | 0.8%  | Bahrain                                 | 0.1%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C35 Kuwait

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 12   | 11   | 12   | 11   | 12   | 12   | 9    | 11   | 12   | 12   | 61        |
| <b>Exports</b>      | 1    | 1    | 2    | 2    | 3    | 3    | 3    | 5    | 8    | 6    | 51        |
| <b>Imports</b>      | 73   | 90   | 66   | 75   | 75   | 74   | 67   | 128  | 86   | 84   | 41        |
| <b>Consumption*</b> | 84   | 99   | 76   | 84   | 84   | 83   | 73   | 134  | 89   | 89   | 50        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 11%  | 12%  | 15%  | 15%  | 22%  | 28%  | 31%  | 44%  | 68%  | 54%  | 25        |
| <b>Imp/Consumption</b> | 87%  | 91%  | 86%  | 89%  | 89%  | 89%  | 91%  | 95%  | 96%  | 94%  | 5         |

Sources: CSIL

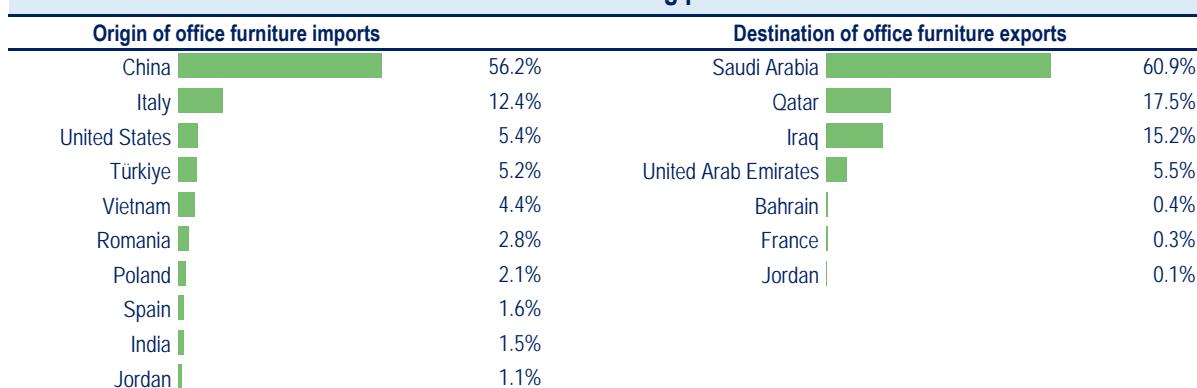
\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>KWD per US\$</b> | 0.28 | 0.30 | 0.30 | 0.30 | 0.30 | 0.30 | 0.31 | 0.30 | 0.31 | 0.31 |
| <b>KWD per EUR</b>  | 0.38 | 0.33 | 0.33 | 0.34 | 0.36 | 0.34 | 0.35 | 0.36 | 0.32 | 0.33 |

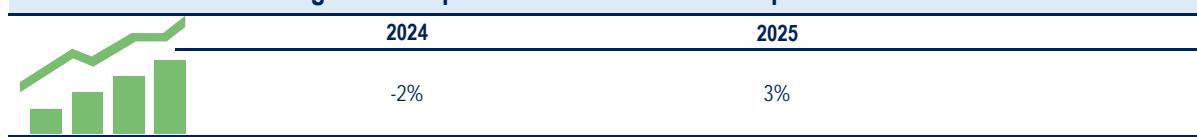
Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners



Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C36 Latvia

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 11   | 10   | 11   | 14   | 16   | 18   | 19   | 28   | 33   | 30   | 56        |
| <b>Exports</b>                                    | 8    | 5    | 8    | 12   | 13   | 15   | 17   | 27   | 33   | 29   | 38        |
| <b>Imports</b>                                    | 23   | 19   | 18   | 25   | 25   | 28   | 28   | 32   | 31   | 30   | 56        |
| <b>Consumption*</b>                               | 27   | 23   | 22   | 27   | 28   | 30   | 30   | 34   | 32   | 32   | 64        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 71%  | 52%  | 71%  | 87%  | 82%  | 86%  | 91%  | 95%  | 99%  | 96%  | 4         |
| <b>Imp/Consumption</b>                                       | 88%  | 80%  | 85%  | 94%  | 90%  | 92%  | 94%  | 96%  | 99%  | 96%  | 4         |

Sources: CSIL

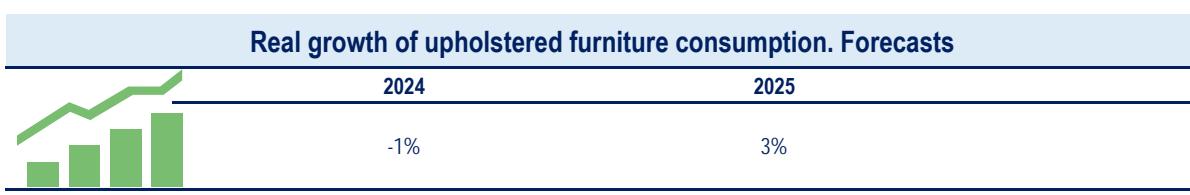
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |       |           |       |         |   |                |        |            |       |  |
|------------------------------------|-------|-----------|-------|---------|---|----------------|--------|------------|-------|--|
| Origin of office furniture imports |       |           |       |         | Destination of office furniture exports |                |        |            |       |  |
|                                    |       |           |       |         | Poland                                  | 36.1%          | Russia | 32.1%      |       |  |
| Poland                             | 14.7% | Lithuania | 14.3% | China   | 11.9%                                   | Ukraine        | 4.2%   | Denmark    | 26.2% |  |
| Lithuania                          | 14.3% | Italy     | 11.9% | Denmark | 3.2%                                    | United Kingdom | 3.2%   | Estonia    | 9.8%  |  |
| Italy                              | 11.9% | China     | 4.2%  | Turkiye | 2.3%                                    | Norway         | 3.9%   | Lithuania  | 9.2%  |  |
| China                              | 4.2%  | Ukraine   | 3.2%  | Germany | 2.2%                                    | Finland        | 3.9%   | Kyrgyzstan | 2.8%  |  |
| Ukraine                            | 3.2%  | Denmark   | 2.3%  | Estonia | 1.9%                                    | United States  | 2.6%   |            | 1.9%  |  |
| Denmark                            | 2.3%  | Turkiye   | 2.2%  | Spain   | 1.9%                                    | Georgia        | 1.6%   |            |       |  |
| Turkiye                            | 2.2%  | Germany   | 1.9%  | Spain   | 1.9%                                    |                |        |            |       |  |
| Germany                            | 1.9%  | Estonia   | 1.9%  |         |   |                |        |            |       |  |
| Estonia                            | 1.9%  | Spain     | 1.9%  |         |   |                |        |            |       |  |
| Spain                              | 1.9%  |           |       |         |   |                |        |            |       |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C37 Lebanon****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 27   | 30   | 30   | 30   | 33   | 33   | n.a. | n.a. | n.a. | n.a. | n.a.      |
| <b>Exports</b>                                    | 1    | 1    | 0    | 0    | 0    | 1    | 1    | 1    | 1    | 1    | 62        |
| <b>Imports</b>                                    | 19   | 16   | 18   | 22   | 15   | 13   | 5    | 7    | 9    | 11   | 68        |
| <b>Consumption*</b>                               | 45   | 45   | 48   | 51   | 48   | 45   | n.a. | n.a. | n.a. | n.a. | n.a.      |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Ministry of Industry

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 3%   | 2%   | 1%   | 1%   | 1%   | 2%   | n.a. | n.a. | n.a. | n.a. | n.a.      |
| <b>Imp/Consumption</b>                                       | 42%  | 35%  | 39%  | 42%  | 31%  | 28%  | n.a. | n.a. | n.a. | n.a. | n.a.      |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |         |         |         |         |         |         |         |         |         |          |          |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|----------|
|                     | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023     |          |
| <b>LBP per US\$</b> | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50 | 1507.50  | 13838.40 |
| <b>LBP per EUR</b>  | 2004.52 | 1672.72 | 1669.10 | 1703.63 | 1781.41 | 1687.50 | 1720.06 | 1783.37 | 1588.00 | 14969.00 |          |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |       |  |  |  |  |   |       |  |  |  |  |
|------------------------------------|-------|--|--|--|--|---|-------|--|--|--|--|
| Origin of office furniture imports |       |  |  |  |  | Destination of office furniture exports |       |  |  |  |  |
| Italy                              | 51.3% |  |  |  |  | Qatar                                   | 28.1% |  |  |  |  |
| China                              | 25.0% |  |  |  |  | Gambia                                  | 18.8% |  |  |  |  |
| France                             | 4.4%  |  |  |  |  | France                                  | 6.9%  |  |  |  |  |
| Türkiye                            | 4.1%  |  |  |  |  | Kuwait                                  | 6.6%  |  |  |  |  |
| Lithuania                          | 3.0%  |  |  |  |  | Oman                                    | 5.9%  |  |  |  |  |
| Poland                             | 1.6%  |  |  |  |  | Ghana                                   | 5.8%  |  |  |  |  |
| Romania                            | 1.5%  |  |  |  |  | Congo                                   | 5.0%  |  |  |  |  |
| Thailand                           | 1.0%  |  |  |  |  | United Arab Emirates                    | 3.3%  |  |  |  |  |
| Saudi Arabia                       | 0.9%  |  |  |  |  | United States                           | 2.7%  |  |  |  |  |
| Denmark                            | 0.8%  |  |  |  |  | Kenya                                   | 2.7%  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C38 Lithuania

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 346  | 310  | 340  | 383  | 442  | 443  | 461  | 591  | 523  | 511  | 19        |
| <b>Exports</b>                                    | 318  | 282  | 313  | 358  | 414  | 419  | 436  | 560  | 486  | 476  | 12        |
| <b>Imports</b>                                    | 37   | 30   | 33   | 39   | 45   | 55   | 61   | 72   | 64   | 60   | 48        |
| <b>Consumption*</b>                               | 64   | 57   | 60   | 64   | 72   | 79   | 85   | 103  | 101  | 95   | 48        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Lietuvos Medienai

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 92%  | 91%  | 92%  | 93%  | 94%  | 95%  | 95%  | 95%  | 93%  | 93%  | 7         |
| <b>Imp/Consumption</b>                                       | 57%  | 52%  | 55%  | 60%  | 62%  | 70%  | 71%  | 70%  | 64%  | 63%  | 31        |

Sources: CSIL

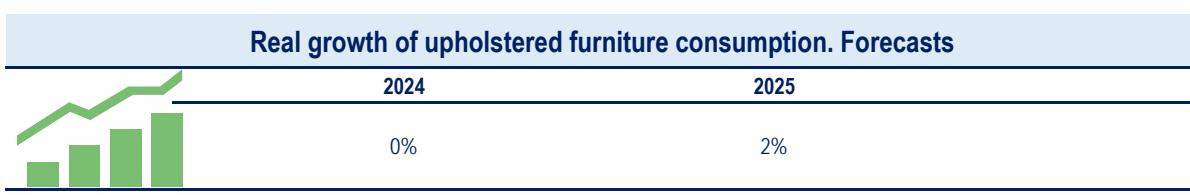
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                |       |  |  |       |
|------------------------------------|--|--|--|--|---|----------------|-------|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                |       |  |  |       |
| Poland                             |  |  |  |  | 41.6%                                   | Denmark        | 19.7% |  |  |       |
| Italy                              |  |  |  |  | 12.9%                                   | Sweden         |       |  |  | 19.5% |
| Ukraine                            |  |  |  |  | 8.5%                                    | Norway         |       |  |  | 15.8% |
| China                              |  |  |  |  | 7.2%                                    | Germany        |       |  |  | 7.3%  |
| Latvia                             |  |  |  |  | 5.1%                                    | Finland        |       |  |  | 6.2%  |
| Sweden                             |  |  |  |  | 3.0%                                    | Netherlands    |       |  |  | 5.7%  |
| Belgium                            |  |  |  |  | 3.0%                                    | United Kingdom |       |  |  | 4.8%  |
| Denmark                            |  |  |  |  | 2.9%                                    | France         |       |  |  | 3.9%  |
| Belarus                            |  |  |  |  | 2.3%                                    | Poland         |       |  |  | 3.2%  |
| Germany                            |  |  |  |  | 1.6%                                    | Belgium        |       |  |  | 1.8%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C39 Malaysia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 372  | 322  | 316  | 320  | 356  | 447  | 448  | 414  | 428  | 414  | 22        |
| <b>Exports</b>                                    | 183  | 156  | 142  | 142  | 164  | 243  | 266  | 206  | 228  | 224  | 18        |
| <b>Imports</b>                                    | 16   | 22   | 30   | 40   | 46   | 38   | 26   | 41   | 58   | 42   | 54        |
| <b>Consumption*</b>                               | 205  | 188  | 203  | 218  | 238  | 242  | 209  | 249  | 258  | 232  | 34        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 49%  | 49%  | 45%  | 44%  | 46%  | 54%  | 59%  | 50%  | 53%  | 54%  | 24        |
| <b>Imp/Consumption</b> | 8%   | 12%  | 15%  | 18%  | 19%  | 16%  | 12%  | 16%  | 22%  | 18%  | 60        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

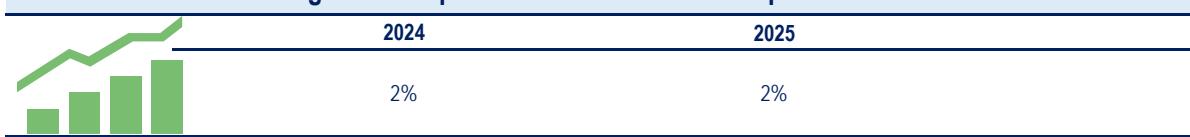
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>MYR per US\$</b> | 3.27 | 3.90 | 4.14 | 4.30 | 4.03 | 4.14 | 4.20 | 4.14 | 4.40 | 4.56 |
| <b>MYR per EUR</b>  | 4.35 | 4.33 | 4.58 | 4.86 | 4.76 | 4.64 | 4.80 | 4.90 | 4.63 | 4.93 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 77.1% | United States                           | 38.2% |
| Italy                              | 6.1%  | Canada                                  | 9.6%  |
| Vietnam                            | 5.2%  | Australia                               | 7.7%  |
| Thailand                           | 2.6%  | Singapore                               | 7.6%  |
| Indonesia                          | 1.7%  | Japan                                   | 4.6%  |
| Singapore                          | 1.5%  | India                                   | 4.1%  |
| France                             | 1.0%  | United Kingdom                          | 3.3%  |
| Hong Kong                          | 0.8%  | Philippines                             | 2.9%  |
| Japan                              | 0.6%  | United Arab Emirates                    | 1.8%  |
| Poland                             | 0.5%  | Taiwan                                  | 1.7%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C40 Malta****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 13   | 11   | 12   | 13   | 14   | 14   | 14   | 14   | 12   | 11   | 62        |
| <b>Exports</b>                                    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 64        |
| <b>Imports</b>                                    | 8    | 8    | 7    | 7    | 8    | 8    | 7    | 11   | 13   | 14   | 66        |
| <b>Consumption*</b>                               | 21   | 19   | 19   | 20   | 23   | 22   | 21   | 24   | 25   | 25   | 66        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 60        |
| <b>Imp/Consumption</b>                                       | 40%  | 42%  | 39%  | 35%  | 37%  | 36%  | 34%  | 44%  | 54%  | 55%  | 37        |

Sources: CSIL

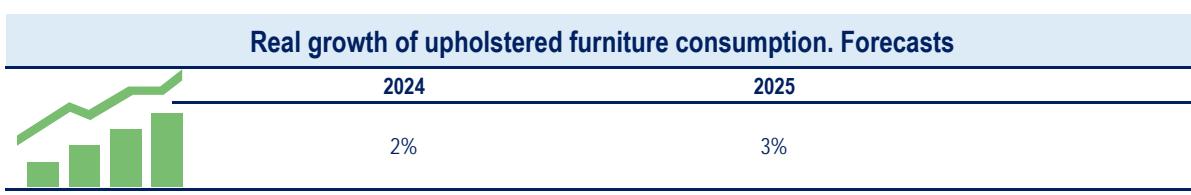
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |       |                      |       |  |  |   |  |  |  |  |  |
|------------------------------------|-------|----------------------|-------|--|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |                      |       |  |  | Destination of office furniture exports |  |  |  |  |  |
|                                    |       |                      |       |  |  |   |  |  |  |  |  |
| Italy                              | 48.2% | United Kingdom       | 96.4% |  |  |   |  |  |  |  |  |
| Türkiye                            | 17.0% | Libya                | 2.7%  |  |  |   |  |  |  |  |  |
| Spain                              | 13.4% | United Arab Emirates | 0.7%  |  |  |   |  |  |  |  |  |
| China                              | 8.4%  | Burkina Faso         | 0.2%  |  |  |   |  |  |  |  |  |
| United Kingdom                     | 1.6%  | Greece               | 0.1%  |  |  |   |  |  |  |  |  |
| Netherlands                        | 1.3%  |                      |       |  |  |   |  |  |  |  |  |
| France                             | 1.3%  |                      |       |  |  |   |  |  |  |  |  |
| Norway                             | 1.2%  |                      |       |  |  |   |  |  |  |  |  |
| Poland                             | 1.2%  |                      |       |  |  |   |  |  |  |  |  |
| Germany                            | 1.1%  |                      |       |  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C41 Mexico

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022  | 2023  | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|-------|-------|-----------|
| <b>Production</b>   | 586  | 570  | 566  | 601  | 627  | 658  | 552  | 939  | 1,213 | 1,184 | 10        |
| <b>Exports</b>      | 351  | 414  | 424  | 469  | 505  | 534  | 468  | 811  | 1,054 | 975   | 5         |
| <b>Imports</b>      | 176  | 188  | 170  | 168  | 199  | 208  | 161  | 236  | 252   | 247   | 23        |
| <b>Consumption*</b> | 411  | 344  | 313  | 299  | 322  | 332  | 245  | 364  | 411   | 457   | 23        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Inegi

NEW SERIES

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 60%  | 73%  | 75%  | 78%  | 80%  | 81%  | 85%  | 86%  | 87%  | 82%  | 12        |
| <b>Imp/Consumption</b> | 43%  | 55%  | 55%  | 56%  | 62%  | 63%  | 66%  | 65%  | 61%  | 54%  | 38        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>MXN per US\$</b> | 13.30 | 15.87 | 18.67 | 18.88 | 19.22 | 19.25 | 21.55 | 20.28 | 20.12 | 17.73 |
| <b>MXN per EUR</b>  | 17.69 | 17.61 | 20.67 | 21.34 | 22.71 | 21.55 | 24.58 | 24.00 | 21.20 | 19.18 |

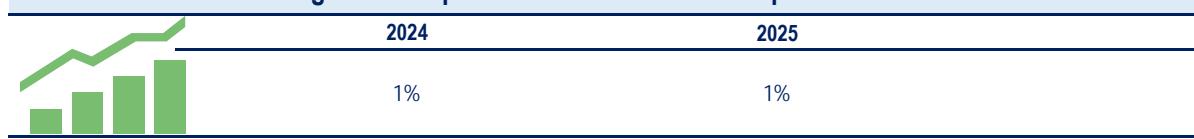
Source: US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports | Destination of office furniture exports |
|------------------------------------|---|
| China                              | 63.0% United States                     |
| United States                      | 9.6% Canada                             |
| Italy                              | 9.2% Guatemala                          |
| Vietnam                            | 8.5%                                    |
| Spain                              | 3.1%                                    |
| Indonesia                          | 1.4%                                    |
| Malaysia                           | 0.8%                                    |
| Germany                            | 0.6%                                    |
| Canada                             | 0.5%                                    |
| Taiwan                             | 0.5%                                    |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

**Table C42 Morocco****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 29   | 25   | 24   | 25   | 26   | 25   | 23   | 25   | 25   | 29   | 57        |
| <b>Exports</b>      | 2    | 1    | 1    | 2    | 1    | 1    | 1    | 1    | 1    | 1    | 59        |
| <b>Imports</b>      | 29   | 27   | 30   | 34   | 41   | 43   | 39   | 48   | 54   | 50   | 51        |
| <b>Consumption*</b> | 57   | 51   | 54   | 58   | 66   | 67   | 61   | 72   | 78   | 78   | 54        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 5%   | 4%   | 4%   | 6%   | 4%   | 6%   | 4%   | 6%   | 5%   | 3%   | 53        |
| <b>Imp/Consumption</b> | 51%  | 53%  | 57%  | 60%  | 63%  | 64%  | 64%  | 67%  | 69%  | 65%  | 30        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>MAD per US\$</b> | 8.41  | 9.75  | 9.81  | 9.71  | 9.39  | 9.62  | 9.49  | 8.99  | 10.16 | 10.13 |
| <b>MAD per EUR</b>  | 11.19 | 10.82 | 10.86 | 10.97 | 11.09 | 10.77 | 10.83 | 10.63 | 10.71 | 10.96 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 26.4% | France                                  | 50.4% |
| Türkiye                            | 19.1% | Israel                                  | 10.4% |
| Spain                              | 17.2% | Belgium                                 | 8.8%  |
| China                              | 13.2% | Ivory Coast                             | 4.7%  |
| Poland                             | 7.3%  | Mauritania                              | 4.1%  |
| Portugal                           | 3.3%  | United States                           | 4.0%  |
| Romania                            | 2.9%  | Panama                                  | 3.7%  |
| France                             | 1.9%  | United Arab Emirates                    | 1.9%  |
| Germany                            | 1.4%  | Senegal                                 | 1.7%  |
| Belgium                            | 0.8%  | Spain                                   | 1.4%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C43 Netherlands****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |       |       |       |           |
|---|------|------|------|------|------|------|------|-------|-------|-------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 452  | 420  | 433  | 477  | 544  | 567  | 666  | 696   | 657   | 594   | 16        |
| <b>Exports</b>                                    | 296  | 302  | 337  | 392  | 457  | 508  | 664  | 649   | 605   | 495   | 11        |
| <b>Imports</b>                                    | 693  | 604  | 666  | 738  | 797  | 866  | 960  | 1,196 | 1,117 | 950   | 6         |
| <b>Consumption*</b>                               | 849  | 721  | 763  | 823  | 884  | 925  | 962  | 1,243 | 1,169 | 1,048 | 10        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Statistics Netherlands

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 65%  | 72%  | 78%  | 82%  | 84%  | 90%  | 100% | 93%  | 92%  | 83%  | 11        |
| <b>Imp/Consumption</b>                                       | 82%  | 84%  | 87%  | 90%  | 90%  | 94%  | 100% | 96%  | 96%  | 91%  | 11        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |  |   |                |  |  |  |  |       |
|------------------------------------|--|--|--|--|--|---|----------------|--|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  |  | Destination of office furniture exports |                |  |  |  |  |       |
| China                              |  |  |  |  |  | 31.7%                                   | Germany        |  |  |  |  |       |
| Poland                             |  |  |  |  |  | 27.6%                                   | Belgium        |  |  |  |  | 19.1% |
| Germany                            |  |  |  |  |  | 8.8%                                    | France         |  |  |  |  | 11.6% |
| Belgium                            |  |  |  |  |  | 7.9%                                    | United Kingdom |  |  |  |  | 3.7%  |
| Italy                              |  |  |  |  |  | 4.0%                                    | Spain          |  |  |  |  | 2.3%  |
| Denmark                            |  |  |  |  |  | 3.7%                                    | Switzerland    |  |  |  |  | 2.3%  |
| Romania                            |  |  |  |  |  | 2.7%                                    | Poland         |  |  |  |  | 2.3%  |
| Türkiye                            |  |  |  |  |  | 1.9%                                    | United States  |  |  |  |  | 1.9%  |
| Lithuania                          |  |  |  |  |  | 1.2%                                    | Italy          |  |  |  |  | 1.7%  |
| Spain                              |  |  |  |  |  | 0.8%                                    | Austria        |  |  |  |  | 1.5%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C44 New Zealand****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 102  | 86   | 89   | 98   | 100  | 103  | 100  | 110  | 111  | 109  | 42        |
| <b>Exports</b>                                    | 2    | 2    | 2    | 2    | 3    | 2    | 2    | 3    | 2    | 2    | 55        |
| <b>Imports</b>                                    | 116  | 109  | 119  | 122  | 130  | 135  | 119  | 208  | 159  | 120  | 31        |
| <b>Consumption*</b>                               | 215  | 193  | 206  | 218  | 228  | 235  | 217  | 315  | 268  | 227  | 36        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, NZ Manufacturers Federation

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 2%   | 2%   | 2%   | 2%   | 3%   | 2%   | 2%   | 3%   | 2%   | 2%   | 55        |
| <b>Imp/Consumption</b>                                       | 54%  | 57%  | 58%  | 56%  | 57%  | 57%  | 55%  | 66%  | 59%  | 53%  | 39        |

Sources: CSIL

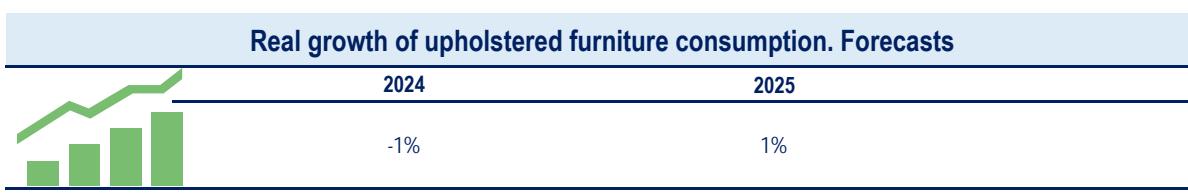
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>NZD per US\$</b> | 1.20 | 1.43 | 1.43 | 1.41 | 1.44 | 1.52 | 1.54 | 1.41 | 1.57 | 1.63 |
| <b>NZD per EUR</b>  | 1.60 | 1.58 | 1.59 | 1.59 | 1.71 | 1.70 | 1.76 | 1.67 | 1.66 | 1.76 |

Source: US Federal Reserve



Source: CSIL. Data are for the last available year



Source: CSIL

**Table C45 Norway****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 261  | 210  | 199  | 187  | 181  | 174  | 163  | 215  | 196  | 159  | 34        |
| <b>Exports</b>      | 190  | 161  | 151  | 135  | 132  | 132  | 124  | 153  | 135  | 97   | 28        |
| <b>Imports</b>      | 353  | 307  | 283  | 304  | 307  | 318  | 300  | 381  | 355  | 292  | 21        |
| <b>Consumption*</b> | 423  | 356  | 331  | 356  | 356  | 360  | 340  | 443  | 416  | 354  | 27        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistics Norway

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 73%  | 77%  | 76%  | 72%  | 73%  | 76%  | 76%  | 71%  | 69%  | 61%  | 22        |
| <b>Imp/Consumption</b> | 83%  | 86%  | 86%  | 86%  | 86%  | 88%  | 88%  | 86%  | 85%  | 82%  | 21        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

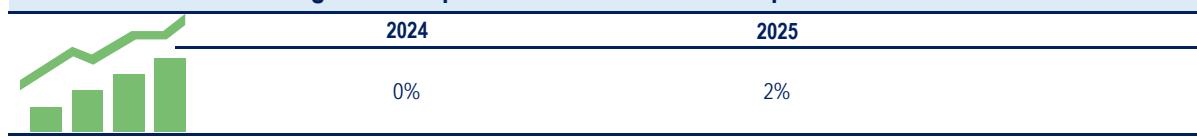
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020  | 2021  | 2022  | 2023  |
|---------------------|------|------|------|------|------|------|-------|-------|-------|-------|
| <b>NOK per US\$</b> | 6.30 | 8.07 | 8.39 | 8.27 | 8.13 | 8.80 | 9.43  | 8.60  | 9.61  | 10.57 |
| <b>NOK per EUR</b>  | 8.37 | 8.95 | 9.29 | 9.34 | 9.61 | 9.85 | 10.76 | 10.17 | 10.13 | 11.43 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Lithuania                          | 32.9% | United States                           | 24.2% |
| Poland                             | 22.3% | United Kingdom                          | 15.2% |
| China                              | 14.0% | Germany                                 | 11.9% |
| Sweden                             | 10.5% | France                                  | 9.9%  |
| Denmark                            | 4.7%  | Denmark                                 | 8.5%  |
| Estonia                            | 2.7%  | China                                   | 7.3%  |
| Vietnam                            | 1.8%  | Sweden                                  | 6.4%  |
| Italy                              | 1.3%  | Switzerland                             | 2.4%  |
| Romania                            | 1.1%  | Australia                               | 2.4%  |
| Thailand                           | 0.9%  | Japan                                   | 2.2%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C46 Oman

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 12   | 12   | 11   | 10   | 12   | 13   | 11   | 13   | 14   | 12   | 59        |
| <b>Exports</b>      | 1    | 1    | 1    | 4    | 6    | 5    | 5    | 6    | 4    | 6    | 52        |
| <b>Imports</b>      | 27   | 27   | 26   | 42   | 39   | 45   | 35   | 53   | 33   | 37   | 55        |
| <b>Consumption*</b> | 38   | 37   | 36   | 48   | 45   | 54   | 41   | 61   | 43   | 44   | 61        |

\* Apparent consumption = Production – Exports + Import Including re-exports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 8%   | 12%  | 10%  | 40%  | 53%  | 37%  | 45%  | 44%  | 28%  | 45%  | 31        |
| <b>Imp/Consumption</b> | 71%  | 72%  | 72%  | 88%  | 87%  | 84%  | 85%  | 88%  | 76%  | 84%  | 18        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>OMR per US\$</b> | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 |
| <b>OMR per EUR</b>  | 0.51 | 0.43 | 0.43 | 0.43 | 0.45 | 0.43 | 0.44 | 0.45 | 0.41 | 0.42 |

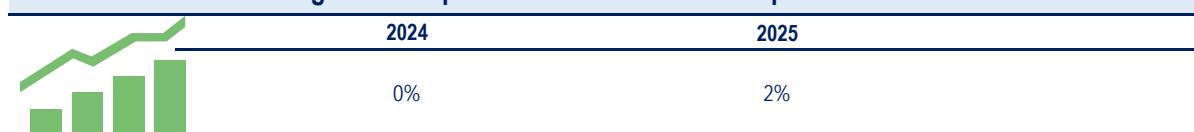
Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| United Arab Emirates               | 36.4% | United Arab Emirates                    | 55.7% |
| China                              | 28.2% | Jordan                                  | 11.7% |
| Turkiye                            | 21.6% | Somalia                                 | 10.1% |
| Saudi Arabia                       | 3.3%  | Saudi Arabia                            | 8.9%  |
| Romania                            | 1.1%  | Kuwait                                  | 7.7%  |
| Malaysia                           | 1.0%  | Qatar                                   | 4.5%  |
| Italy                              | 0.9%  | India                                   | 0.5%  |
| Egypt                              | 0.9%  | Yemen                                   | 0.5%  |
| India                              | 0.8%  | Djibouti                                | 0.2%  |
| Lebanon                            | 0.7%  |   |       |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C47 Philippines

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 101  | 101  | 98   | 98   | 104  | 102  | 100  | 102  | 96   | 83   | 45        |
| <b>Exports</b>                                    | 2    | 0    | 1    | 3    | 10   | 2    | 2    | 1    | 1    | 3    | 54        |
| <b>Imports</b>                                    | 17   | 17   | 19   | 25   | 34   | 43   | 25   | 39   | 57   | 51   | 50        |
| <b>Consumption*</b>                               | 115  | 118  | 116  | 120  | 128  | 143  | 122  | 140  | 151  | 131  | 42        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, National Statistical Office Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 2%   | 0%   | 1%   | 3%   | 9%   | 2%   | 2%   | 1%   | 1%   | 4%   | 52        |
| <b>Imp/Consumption</b>                                       | 14%  | 14%  | 16%  | 20%  | 27%  | 30%  | 20%  | 28%  | 38%  | 39%  | 50        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |       |       |       |       |       |       |       |       |       |       |  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |  |
| <b>PHP per US\$</b> | 44.40 | 45.54 | 47.50 | 50.41 | 52.70 | 51.79 | 49.61 | 49.31 | 54.54 | 55.65 |  |
| <b>PHP per EUR</b>  | 59.04 | 50.53 | 52.59 | 56.97 | 62.27 | 57.98 | 56.60 | 58.34 | 57.45 | 60.19 |  |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |       |
| China                              |  |  |  |  | 74.4%                                   | United States        |  |  |  |       |
| Malaysia                           |  |  |  |  | 8.0%                                    | Japan                |  |  |  | 11.2% |
| Thailand                           |  |  |  |  | 5.0%                                    | United Arab Emirates |  |  |  | 10.5% |
| Italy                              |  |  |  |  | 3.7%                                    | Germany              |  |  |  | 5.9%  |
| Vietnam                            |  |  |  |  | 1.9%                                    | Mexico               |  |  |  | 2.5%  |
| United States                      |  |  |  |  | 1.8%                                    | Saudi Arabia         |  |  |  | 2.0%  |
| Macau                              |  |  |  |  | 1.4%                                    | India                |  |  |  | 1.7%  |
| Japan                              |  |  |  |  | 0.6%                                    | Netherlands          |  |  |  | 1.6%  |
| Indonesia                          |  |  |  |  | 0.5%                                    | Cyprus               |  |  |  | 1.3%  |
| Poland                             |  |  |  |  | 0.3%                                    | Congo                |  |  |  | 1.0%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C48 Poland****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |       |       |       |       |       |       |       |       |       |           |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
| <b>Production</b>                                 | 3,432 | 3,123 | 3,226 | 3,537 | 3,865 | 3,717 | 3,656 | 4,472 | 4,101 | 4,112 | 3         |
| <b>Exports</b>                                    | 2,860 | 2,654 | 2,795 | 3,091 | 3,401 | 3,321 | 3,365 | 4,254 | 3,863 | 3,841 | 2         |
| <b>Imports</b>                                    | 122   | 107   | 134   | 163   | 192   | 219   | 259   | 416   | 329   | 284   | 22        |
| <b>Consumption*</b>                               | 694   | 576   | 565   | 609   | 655   | 615   | 550   | 634   | 568   | 555   | 20        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Central and Eastern Europe Business Information Center

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 83%  | 85%  | 87%  | 87%  | 88%  | 89%  | 92%  | 95%  | 94%  | 93%  | 6         |
| <b>Imp/Consumption</b>                                       | 18%  | 19%  | 24%  | 27%  | 29%  | 36%  | 47%  | 66%  | 58%  | 51%  | 41        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |  |
|---------------------|------|------|------|------|------|------|------|------|------|------|--|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>PLN per US\$</b> | 3.16 | 3.77 | 3.94 | 3.78 | 3.61 | 3.84 | 3.90 | 3.86 | 4.46 | 4.20 |  |
| <b>PLN per EUR</b>  | 4.20 | 4.19 | 4.37 | 4.27 | 4.27 | 4.30 | 4.44 | 4.57 | 4.70 | 4.55 |  |

Sources: Bank of Italy, US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                |  |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------|--|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                |  |  |  |  |       |
| China                              |  |  |  |  | 47.8%                                   | Germany        |  |  |  |  | 41.3% |
| Ukraine                            |  |  |  |  | 19.0%                                   | Netherlands    |  |  |  |  | 10.9% |
| Germany                            |  |  |  |  | 5.6%                                    | France         |  |  |  |  | 8.5%  |
| Romania                            |  |  |  |  | 4.6%                                    | United Kingdom |  |  |  |  | 8.4%  |
| Belarus                            |  |  |  |  | 4.5%                                    | Belgium        |  |  |  |  | 3.6%  |
| Czech Republic                     |  |  |  |  | 2.5%                                    | Czech Republic |  |  |  |  | 3.4%  |
| Italy                              |  |  |  |  | 2.5%                                    | Austria        |  |  |  |  | 3.1%  |
| Sweden                             |  |  |  |  | 1.9%                                    | Sweden         |  |  |  |  | 3.0%  |
| Denmark                            |  |  |  |  | 1.9%                                    | Denmark        |  |  |  |  | 2.9%  |
| Netherlands                        |  |  |  |  | 1.8%                                    | Switzerland    |  |  |  |  | 2.7%  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C49 Portugal****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 230  | 206  | 217  | 237  | 260  | 262  | 235  | 297  | 317  | 347  | 24        |
| <b>Exports</b>      | 155  | 151  | 172  | 187  | 218  | 229  | 203  | 269  | 297  | 322  | 14        |
| <b>Imports</b>      | 51   | 51   | 64   | 68   | 82   | 94   | 83   | 116  | 119  | 104  | 32        |
| <b>Consumption*</b> | 126  | 106  | 110  | 118  | 124  | 127  | 116  | 144  | 139  | 129  | 43        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 67%  | 73%  | 79%  | 79%  | 84%  | 87%  | 86%  | 91%  | 94%  | 93%  | 8         |
| <b>Imp/Consumption</b> | 40%  | 48%  | 59%  | 58%  | 66%  | 74%  | 72%  | 81%  | 86%  | 81%  | 22        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

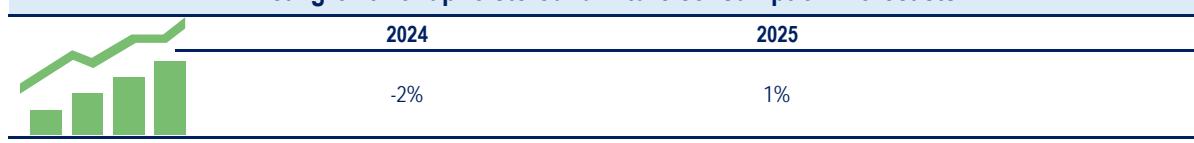
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Spain                              | 40.4% | France                                  | 46.2% |
| China                              | 16.5% | Spain                                   | 15.7% |
| Italy                              | 14.0% | United Kingdom                          | 11.1% |
| Romania                            | 5.5%  | United States                           | 4.7%  |
| France                             | 3.9%  | Germany                                 | 2.6%  |
| Germany                            | 3.8%  | Angola                                  | 2.0%  |
| Poland                             | 3.1%  | Belgium                                 | 1.5%  |
| Netherlands                        | 2.1%  | Vietnam                                 | 1.4%  |
| Denmark                            | 1.9%  | Netherlands                             | 1.2%  |
| Belgium                            | 1.3%  | Ireland                                 | 0.9%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C50 Qatar

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 44   | 44   | 44   | 46   | 46   | 46   | 44   | 44   | 43   | 36   | 55        |
| <b>Exports</b>                                    | 0    | 1    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 69        |
| <b>Imports</b>                                    | 93   | 103  | 86   | 87   | 91   | 89   | 78   | 123  | 144  | 101  | 36        |
| <b>Consumption*</b>                               | 137  | 146  | 130  | 133  | 136  | 135  | 122  | 167  | 188  | 137  | 41        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 0%   | 1%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 0%   | 66        |
| <b>Imp/Consumption</b>                                       | 68%  | 70%  | 66%  | 66%  | 66%  | 66%  | 64%  | 74%  | 77%  | 74%  | 26        |

Sources: CSIL

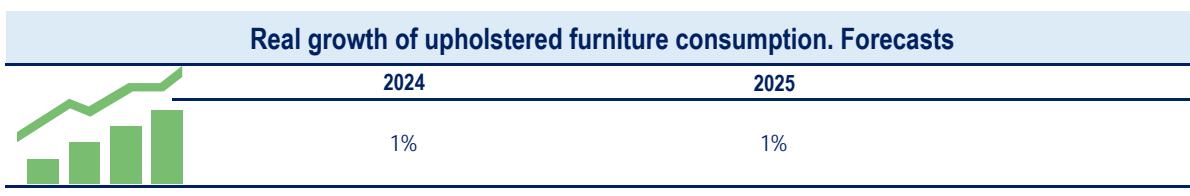
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>QAR per US\$</b> | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 | 3.64 |
| <b>QAR per EUR</b>  | 4.84 | 4.04 | 4.03 | 4.11 | 4.30 | 4.07 | 4.15 | 4.31 | 3.83 | 3.94 |      |

Sources: Bank of Italy, US Federal Reserve



Source: CSIL. Data are for the last available year



Source: CSIL

Table C51 Romania

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 837  | 700  | 756  | 757  | 718  | 694  | 647  | 819  | 798  | 745  | 14        |
| <b>Exports</b>      | 719  | 605  | 640  | 622  | 583  | 553  | 502  | 668  | 658  | 595  | 9         |
| <b>Imports</b>      | 31   | 32   | 41   | 51   | 67   | 74   | 83   | 121  | 117  | 122  | 30        |
| <b>Consumption*</b> | 148  | 127  | 157  | 186  | 202  | 216  | 228  | 271  | 258  | 272  | 30        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Ministry of Industry and Resources

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 86%  | 86%  | 85%  | 82%  | 81%  | 80%  | 78%  | 82%  | 82%  | 80%  | 15        |
| <b>Imp/Consumption</b> | 21%  | 25%  | 26%  | 28%  | 33%  | 34%  | 36%  | 45%  | 45%  | 45%  | 43        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>ROL per US\$</b> | 3.35 | 4.01 | 4.06 | 4.05 | 3.94 | 4.24 | 4.24 | 4.16 | 4.69 | 4.58 |
| <b>ROL per EUR</b>  | 4.45 | 4.45 | 4.49 | 4.58 | 4.66 | 4.75 | 4.84 | 4.93 | 4.94 | 4.95 |

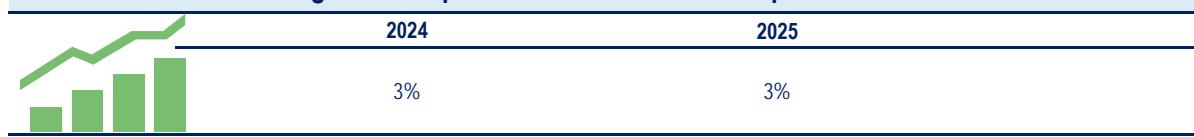
Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Poland                             | 19.2% | France                                  | 20.7% |
| Bulgaria                           | 18.4% | Italy                                   | 12.0% |
| China                              | 17.5% | Germany                                 | 11.8% |
| Türkiye                            | 14.3% | United Kingdom                          | 8.2%  |
| Italy                              | 8.1%  | Spain                                   | 6.1%  |
| Ukraine                            | 3.6%  | Netherlands                             | 4.7%  |
| Germany                            | 2.4%  | Austria                                 | 4.5%  |
| Moldova                            | 2.3%  | Belgium                                 | 4.0%  |
| Spain                              | 1.3%  | Poland                                  | 3.2%  |
| Serbia                             | 1.3%  | United States                           | 2.8%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

**Table C52 Russia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |       |      |      |      |      |      |      |      |      |      | Ranking** |
|---|-------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014  | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 744   | 463  | 440  | 525  | 513  | 522  | 463  | 591  | 508  | n.a. | n.a.      |
| <b>Exports</b>                                    | 26    | 20   | 22   | 30   | 31   | 40   | 45   | 72   | 36   | n.a. | n.a.      |
| <b>Imports</b>                                    | 499   | 277  | 202  | 222  | 244  | 240  | 247  | 329  | 230  | n.a. | n.a.      |
| <b>Consumption*</b>                               | 1,216 | 720  | 620  | 717  | 725  | 722  | 665  | 848  | 703  | n.a. | n.a.      |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Eurostat, Amedoro

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 4%   | 4%   | 5%   | 6%   | 6%   | 8%   | 10%  | 12%  | 7%   | n.a. | n.a.      |
| <b>Imp/Consumption</b> | 41%  | 38%  | 33%  | 31%  | 34%  | 33%  | 37%  | 39%  | 33%  | n.a. | n.a.      |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

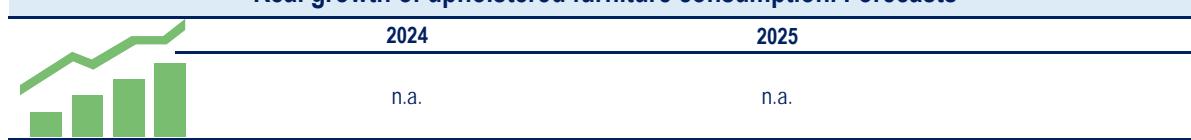
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>RUB per US\$</b> | 38.57 | 61.34 | 66.98 | 58.36 | 62.81 | 64.72 | 72.34 | 73.68 | 78.09 | 85.51 |
| <b>RUB per EUR</b>  | 51.28 | 68.06 | 74.16 | 65.96 | 74.22 | 72.45 | 82.54 | 87.16 | 82.26 | 92.49 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 35.9% | Kazakhstan                              | 46.6% |
| Belarus                            | 22.7% | Belarus                                 | 14.0% |
| Italy                              | 18.9% | Germany                                 | 8.4%  |
| Poland                             | 6.0%  | Ukraine                                 | 5.9%  |
| Germany                            | 2.6%  | Kyrgyzstan                              | 3.4%  |
| Slovakia                           | 2.0%  | Latvia                                  | 2.7%  |
| Türkiye                            | 1.7%  | Armenia                                 | 2.2%  |
| Lithuania                          | 1.4%  | Poland                                  | 2.1%  |
| Vietnam                            | 1.1%  | Lithuania                               | 2.0%  |
| Netherlands                        | 1.0%  | Estonia                                 | 1.6%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C53 Saudi Arabia****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 66   | 60   | 60   | 63   | 58   | 58   | 52   | 54   | 57   | 57   | 50        |
| <b>Exports</b>      | 6    | 5    | 10   | 11   | 7    | 3    | 6    | 10   | 8    | 8    | 48        |
| <b>Imports</b>      | 230  | 253  | 295  | 317  | 297  | 361  | 356  | 478  | 511  | 562  | 10        |
| <b>Consumption*</b> | 291  | 308  | 345  | 369  | 348  | 416  | 401  | 522  | 560  | 611  | 18        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 9%   | 8%   | 17%  | 18%  | 12%  | 4%   | 12%  | 18%  | 14%  | 15%  | 43        |
| <b>Imp/Consumption</b> | 79%  | 82%  | 86%  | 86%  | 85%  | 87%  | 89%  | 92%  | 91%  | 92%  | 9         |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

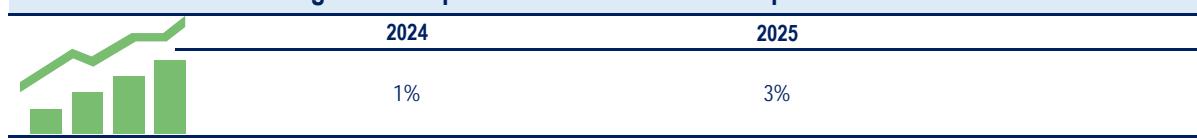
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>SAR per US\$</b> | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 | 3.75 |
| <b>SAR per EUR</b>  | 4.99 | 4.16 | 4.15 | 4.24 | 4.43 | 4.20 | 4.28 | 4.44 | 3.95 | 4.06 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 62.5% | United Arab Emirates                    | 39.8% |
| Vietnam                            | 14.1% | Kuwait                                  | 16.7% |
| Italy                              | 4.3%  | Bahrain                                 | 9.3%  |
| United States                      | 3.1%  | Oman                                    | 7.8%  |
| India                              | 1.5%  | Djibouti                                | 4.7%  |
| Egypt                              | 1.4%  | India                                   | 3.0%  |
| United Arab Emirates               | 1.4%  | Jordan                                  | 2.3%  |
| Romania                            | 1.4%  | Yemen                                   | 1.7%  |
| Spain                              | 1.3%  | Ethiopia                                | 1.7%  |
| Germany                            | 1.2%  | United States                           | 1.6%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C54 Serbia****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 70   | 60   | 65   | 73   | 84   | 84   | 78   | 92   | 105  | 130  | 37        |
| <b>Exports</b>      | 60   | 52   | 58   | 64   | 74   | 75   | 68   | 82   | 97   | 123  | 26        |
| <b>Imports</b>      | 17   | 15   | 16   | 20   | 23   | 24   | 29   | 36   | 44   | 42   | 53        |
| <b>Consumption*</b> | 27   | 24   | 24   | 29   | 33   | 34   | 39   | 45   | 51   | 49   | 60        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistical Office

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 87%  | 86%  | 89%  | 88%  | 88%  | 88%  | 87%  | 90%  | 93%  | 95%  | 5         |
| <b>Imp/Consumption</b> | 65%  | 65%  | 68%  | 69%  | 70%  | 71%  | 74%  | 79%  | 85%  | 86%  | 16        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

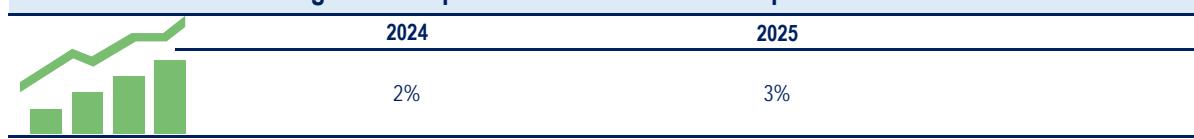
|                     | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>CSD per US\$</b> | 88.45  | 108.84 | 111.28 | 107.73 | 100.21 | 105.26 | 103.13 | 99.44  | 111.75 | 108.46 |
| <b>CSD per EUR</b>  | 117.61 | 120.77 | 123.20 | 121.74 | 118.42 | 117.82 | 117.67 | 117.64 | 117.72 | 117.32 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 19.1% | Italy                                   | 34.1% |
| Türkiye                            | 18.9% | France                                  | 12.9% |
| Italy                              | 14.2% | Croatia                                 | 8.7%  |
| Bosnia Herz                        | 13.2% | Montenegro                              | 7.3%  |
| Poland                             | 10.8% | Bosnia Herz                             | 5.4%  |
| North Macedonia                    | 5.5%  | Netherlands                             | 4.2%  |
| Romania                            | 3.7%  | Switzerland                             | 3.7%  |
| United Kingdom                     | 2.1%  | North Macedonia                         | 2.9%  |
| Spain                              | 2.0%  | Bulgaria                                | 2.5%  |
| Germany                            | 1.7%  | Slovenia                                | 2.4%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C55 Singapore

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 129  | 108  | 104  | 100  | 97   | 89   | 66   | 86   | 95   | 106  | 43        |
| <b>Exports</b>      | 6    | 5    | 4    | 4    | 6    | 3    | 3    | 4    | 4    | 8    | 49        |
| <b>Imports</b>      | 48   | 55   | 45   | 49   | 62   | 59   | 42   | 61   | 67   | 80   | 43        |
| <b>Consumption*</b> | 172  | 158  | 145  | 145  | 153  | 144  | 105  | 144  | 157  | 178  | 39        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Singapore Trade Development Board

Data on production and consumption are tentative estimates by CSIL

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 4%   | 4%   | 4%   | 4%   | 6%   | 4%   | 4%   | 4%   | 5%   | 7%   | 49        |
| <b>Imp/Consumption</b> | 28%  | 34%  | 31%  | 34%  | 41%  | 41%  | 40%  | 43%  | 42%  | 45%  | 44        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>SGD per US\$</b> | 1.27 | 1.37 | 1.38 | 1.38 | 1.35 | 1.36 | 1.38 | 1.34 | 1.38 | 1.34 |
| <b>SGD per EUR</b>  | 1.68 | 1.53 | 1.53 | 1.56 | 1.59 | 1.53 | 1.57 | 1.59 | 1.45 | 1.45 |

Source: US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 45.4% | Malaysia                                | 27.8% |
| Malaysia                           | 17.3% | Indonesia                               | 22.9% |
| Italy                              | 13.6% | Japan                                   | 10.7% |
| Vietnam                            | 4.3%  | Thailand                                | 5.7%  |
| United States                      | 3.3%  | Australia                               | 5.0%  |
| Germany                            | 2.4%  | United Arab Emirates                    | 3.0%  |
| Poland                             | 1.3%  | Maldives                                | 2.7%  |
| France                             | 1.3%  | Hong Kong                               | 2.2%  |
| Japan                              | 1.0%  | India                                   | 2.1%  |
| Indonesia                          | 1.0%  | Bangladesh                              | 2.0%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

**Table C56 Slovakia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 213  | 189  | 212  | 219  | 225  | 199  | 189  | 218  | 207  | 185  | 32        |
| <b>Exports</b>                                    | 193  | 173  | 195  | 204  | 214  | 186  | 177  | 205  | 190  | 171  | 22        |
| <b>Imports</b>                                    | 57   | 52   | 52   | 61   | 71   | 71   | 70   | 94   | 96   | 80   | 42        |
| <b>Consumption*</b>                               | 77   | 68   | 69   | 76   | 83   | 84   | 82   | 106  | 113  | 95   | 49        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Statistical Office of the Slovak Republic

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 90%  | 92%  | 92%  | 93%  | 95%  | 93%  | 94%  | 94%  | 92%  | 92%  | 9         |
| <b>Imp/Consumption</b>                                       | 73%  | 76%  | 76%  | 81%  | 86%  | 85%  | 85%  | 88%  | 85%  | 85%  | 17        |

Sources: CSIL

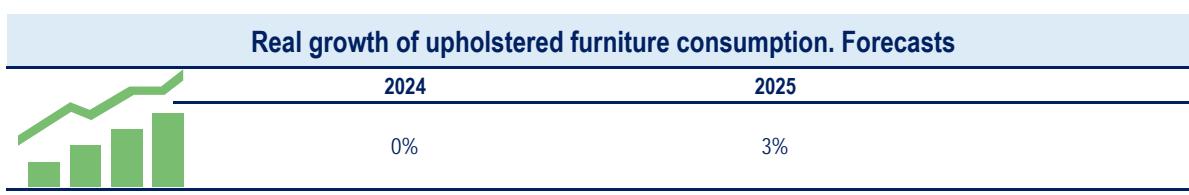
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |       |                |       |  |  |   |  |  |  |  |  |
|------------------------------------|-------|----------------|-------|--|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |                |       |  |  | Destination of office furniture exports |  |  |  |  |  |
|                                    |       |                |       |  |  |   |  |  |  |  |  |
| Poland                             | 43.9% | Germany        | 52.4% |  |  |   |  |  |  |  |  |
| Austria                            | 13.3% | Denmark        | 10.2% |  |  |   |  |  |  |  |  |
| Czech Republic                     | 11.2% | Czech Republic | 8.9%  |  |  |   |  |  |  |  |  |
| Germany                            | 9.8%  | Switzerland    | 7.8%  |  |  |   |  |  |  |  |  |
| Italy                              | 5.8%  | Austria        | 5.2%  |  |  |   |  |  |  |  |  |
| Hungary                            | 4.2%  | Netherlands    | 3.7%  |  |  |   |  |  |  |  |  |
| Romania                            | 3.3%  | United States  | 3.2%  |  |  |   |  |  |  |  |  |
| Ukraine                            | 2.3%  | Hungary        | 2.5%  |  |  |   |  |  |  |  |  |
| China                              | 1.5%  | Poland         | 1.8%  |  |  |   |  |  |  |  |  |
| Bosnia Herz                        | 1.3%  | Belgium        | 1.5%  |  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C57 Slovenia****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 82   | 67   | 67   | 76   | 73   | 73   | 66   | 79   | 76   | 73   | 47        |
| <b>Exports</b>                                    | 53   | 41   | 40   | 50   | 46   | 49   | 48   | 61   | 62   | 59   | 35        |
| <b>Imports</b>                                    | 56   | 43   | 51   | 62   | 67   | 64   | 67   | 93   | 91   | 88   | 40        |
| <b>Consumption*</b>                               | 86   | 69   | 77   | 88   | 94   | 89   | 85   | 111  | 105  | 102  | 46        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Statistical Office of Slovenia

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 64%  | 60%  | 61%  | 66%  | 63%  | 67%  | 73%  | 77%  | 81%  | 81%  | 13        |
| <b>Imp/Consumption</b>                                       | 66%  | 61%  | 66%  | 70%  | 71%  | 73%  | 79%  | 84%  | 86%  | 86%  | 15        |

Sources: CSIL

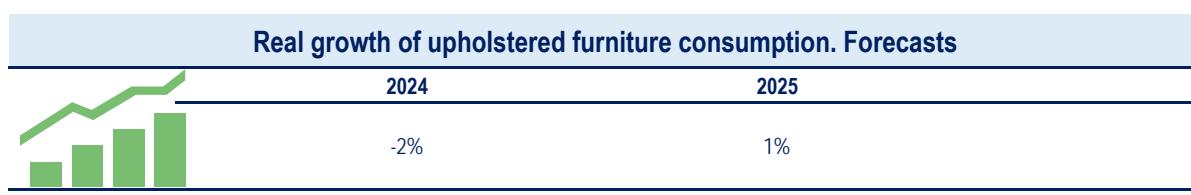
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |      |
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

| Main furniture trading partners    |       |             |       |  |  |   |  |  |  |  |  |
|------------------------------------|-------|-------------|-------|--|--|---|--|--|--|--|--|
| Origin of office furniture imports |       |             |       |  |  | Destination of office furniture exports |  |  |  |  |  |
| Serbia                             |       |             |       |  |  | France                                  |  |  |  |  |  |
| Serbia                             | 23.1% | France      | 27.7% |  |  |   |  |  |  |  |  |
| Bosnia Herz                        | 17.5% | Germany     | 22.8% |  |  |   |  |  |  |  |  |
| Germany                            | 11.8% | Croatia     | 8.3%  |  |  |   |  |  |  |  |  |
| Poland                             | 10.3% | Austria     | 5.5%  |  |  |   |  |  |  |  |  |
| China                              | 7.5%  | Belgium     | 4.0%  |  |  |   |  |  |  |  |  |
| Italy                              | 6.3%  | Netherlands | 3.5%  |  |  |   |  |  |  |  |  |
| North Macedonia                    | 5.7%  | Sweden      | 2.9%  |  |  |   |  |  |  |  |  |
| Romania                            | 4.8%  | Switzerland | 2.9%  |  |  |   |  |  |  |  |  |
| Austria                            | 3.2%  | Bosnia Herz | 2.5%  |  |  |   |  |  |  |  |  |
| Hungary                            | 1.7%  | Serbia      | 2.4%  |  |  |   |  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C58 South Africa****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 222  | 195  | 177  | 207  | 199  | 175  | 126  | 170  | 167  | 165  | 33        |
| <b>Exports</b>      | 24   | 20   | 24   | 31   | 30   | 26   | 19   | 24   | 23   | 25   | 40        |
| <b>Imports</b>      | 65   | 57   | 50   | 55   | 64   | 75   | 55   | 75   | 45   | 46   | 52        |
| <b>Consumption*</b> | 263  | 232  | 203  | 231  | 234  | 224  | 161  | 220  | 190  | 186  | 37        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistics South Africa

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 11%  | 10%  | 13%  | 15%  | 15%  | 15%  | 15%  | 14%  | 14%  | 15%  | 42        |
| <b>Imp/Consumption</b> | 25%  | 25%  | 25%  | 24%  | 28%  | 33%  | 34%  | 34%  | 24%  | 24%  | 59        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

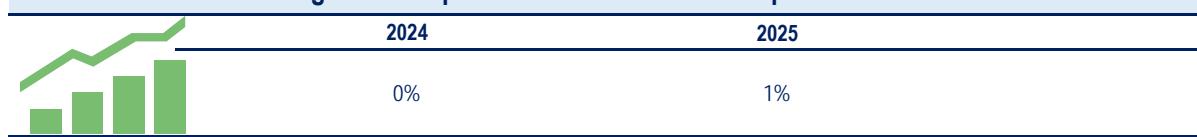
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>ZAR per US\$</b> | 10.84 | 12.76 | 14.68 | 13.29 | 13.23 | 14.45 | 16.49 | 14.78 | 16.36 | 18.45 |
| <b>ZAR per EUR</b>  | 14.42 | 14.16 | 16.26 | 15.02 | 15.63 | 16.17 | 18.82 | 17.48 | 17.23 | 19.96 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 77.2% | Namibia                                 | 26.9% |
| Italy                              | 8.9%  | Botswana                                | 15.6% |
| Vietnam                            | 2.9%  | Zambia                                  | 12.1% |
| Indonesia                          | 2.0%  | Eswatini                                | 7.9%  |
| Türkiye                            | 1.4%  | Mozambique                              | 6.6%  |
| Germany                            | 1.4%  | Congo DR                                | 5.0%  |
| Malaysia                           | 1.1%  | Lesotho                                 | 3.3%  |
| United States                      | 0.9%  | Ivory Coast                             | 3.0%  |
| Romania                            | 0.7%  | United States                           | 2.9%  |
| France                             | 0.6%  | Tanzania                                | 2.7%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C59 South Korea****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 453  | 451  | 444  | 457  | 452  | 445  | 454  | 496  | 444  | 439  | 21        |
| <b>Exports</b>      | 6    | 7    | 8    | 9    | 8    | 9    | 3    | 3    | 3    | 4    | 53        |
| <b>Imports</b>      | 193  | 244  | 263  | 291  | 308  | 336  | 407  | 438  | 389  | 343  | 19        |
| <b>Consumption*</b> | 640  | 689  | 699  | 739  | 751  | 773  | 857  | 932  | 830  | 778  | 13        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Korea Furniture Association

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 1%   | 1%   | 2%   | 2%   | 2%   | 2%   | 1%   | 1%   | 1%   | 1%   | 57        |
| <b>Imp/Consumption</b> | 30%  | 35%  | 38%  | 39%  | 41%  | 44%  | 47%  | 47%  | 47%  | 44%  | 45        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

|                     | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>KRW per US\$</b> | 1052.29 | 1130.96 | 1159.34 | 1129.04 | 1099.29 | 1165.80 | 1180.56 | 1144.89 | 1291.78 | 1306.76 |
| <b>KRW per EUR</b>  | 1399.23 | 1254.91 | 1283.62 | 1275.93 | 1299.03 | 1305.00 | 1347.02 | 1354.41 | 1360.76 | 1413.53 |

Source: US Federal Reserve

**Main furniture trading partners**

| <b>Origin of office furniture imports</b> |       | <b>Destination of office furniture exports</b> |       |
|---|-------|--|-------|
| China                                     | 73.7% | Vietnam  | 11.4% |
| Vietnam                                   | 8.3%  | Saudi Arabia                                   | 9.2%  |
| Italy                                     | 8.1%  | United States                                  | 8.8%  |
| Germany                                   | 1.8%  | Hong Kong                                      | 8.1%  |
| Norway                                    | 1.7%  | China  | 7.5%  |
| Thailand                                  | 1.0%  | Canada   | 5.2%  |
| France                                    | 0.8%  | Panama   | 4.9%  |
| Denmark                                   | 0.7%  | Japan  | 4.2%  |
| United States                             | 0.5%  | Australia                                      | 3.8%  |
| Malaysia                                  | 0.5%  | Singapore                                      | 3.3%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C60 Spain****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 624  | 555  | 591  | 633  | 682  | 665  | 617  | 768  | 756  | 807  | 12        |
| <b>Exports</b>      | 199  | 176  | 195  | 210  | 237  | 244  | 197  | 259  | 263  | 319  | 15        |
| <b>Imports</b>      | 252  | 212  | 233  | 257  | 292  | 288  | 257  | 399  | 403  | 361  | 17        |
| <b>Consumption*</b> | 677  | 592  | 629  | 679  | 736  | 709  | 677  | 907  | 896  | 850  | 12        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 32%  | 32%  | 33%  | 33%  | 35%  | 37%  | 32%  | 34%  | 35%  | 39%  | 33        |
| <b>Imp/Consumption</b> | 37%  | 36%  | 37%  | 38%  | 40%  | 41%  | 38%  | 44%  | 45%  | 43%  | 47        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

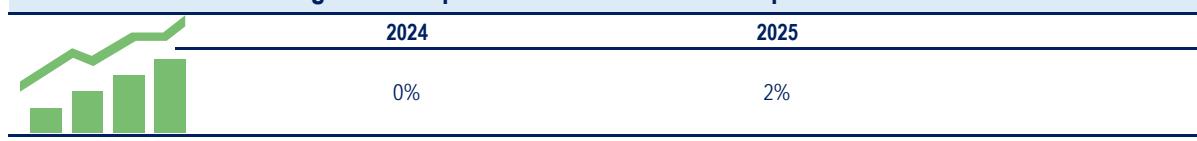
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>EUR per US\$</b> | 0.75 | 0.90 | 0.90 | 0.88 | 0.85 | 0.89 | 0.88 | 0.85 | 0.95 | 0.92 |

Source: US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 48.5% | France                                  | 23.9% |
| Romania                            | 9.6%  | Portugal                                | 13.4% |
| Italy                              | 9.3%  | United States                           | 8.0%  |
| Portugal                           | 6.5%  | United Kingdom                          | 7.2%  |
| Poland                             | 5.9%  | Germany                                 | 6.1%  |
| Denmark                            | 4.5%  | Italy                                   | 4.1%  |
| Vietnam                            | 3.3%  | Netherlands                             | 2.9%  |
| Germany                            | 3.0%  | Belgium                                 | 2.7%  |
| Türkiye                            | 1.4%  | Saudi Arabia                            | 2.2%  |
| France                             | 1.2%  | Morocco                                 | 2.0%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

Table C61 Sweden

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 517  | 454  | 463  | 477  | 482  | 461  | 451  | 532  | 507  | 456  | 20        |
| <b>Exports</b>      | 179  | 172  | 179  | 189  | 208  | 215  | 208  | 247  | 233  | 216  | 19        |
| <b>Imports</b>      | 336  | 295  | 308  | 334  | 373  | 361  | 359  | 479  | 456  | 385  | 15        |
| <b>Consumption*</b> | 675  | 577  | 593  | 622  | 647  | 607  | 602  | 765  | 730  | 626  | 17        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, Statistics Sweden

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 35%  | 38%  | 39%  | 40%  | 43%  | 47%  | 46%  | 46%  | 46%  | 47%  | 28        |
| <b>Imp/Consumption</b> | 50%  | 51%  | 52%  | 54%  | 58%  | 59%  | 60%  | 63%  | 62%  | 62%  | 32        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|------|------|------|------|-------|-------|-------|-------|-------|-------|
| <b>SEK per US\$</b> | 6.86 | 8.44 | 8.55 | 8.54 | 8.69  | 9.46  | 9.22  | 8.58  | 10.12 | 10.61 |
| <b>SEK per EUR</b>  | 9.12 | 9.36 | 9.47 | 9.65 | 10.27 | 10.59 | 10.52 | 10.15 | 10.66 | 11.48 |

Source: US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Poland                             | 29.2% | Norway                                  | 32.3% |
| Lithuania                          | 25.1% | Germany                                 | 11.1% |
| China                              | 17.2% | Finland                                 | 9.9%  |
| Denmark                            | 8.9%  | Denmark                                 | 9.4%  |
| Romania                            | 3.1%  | United States                           | 6.9%  |
| Estonia                            | 2.5%  | France                                  | 6.4%  |
| Italy                              | 2.2%  | United Kingdom                          | 4.8%  |
| Germany                            | 2.0%  | Netherlands                             | 2.2%  |
| Bosnia Herz                        | 1.6%  | Poland                                  | 1.8%  |
| Türkiye                            | 1.4%  | Spain                                   | 1.7%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C62 Switzerland

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      |           |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 138  | 125  | 116  | 115  | 116  | 110  | 93   | 112  | 106  | 110  | 41        |
| <b>Exports</b>                                    | 57   | 53   | 40   | 36   | 36   | 36   | 32   | 37   | 38   | 38   | 37        |
| <b>Imports</b>                                    | 664  | 604  | 592  | 602  | 630  | 607  | 626  | 744  | 716  | 684  | 9         |
| <b>Consumption*</b>                               | 745  | 676  | 668  | 681  | 710  | 681  | 687  | 819  | 784  | 756  | 15        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Swiss Federal Statistical Office

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 42%  | 42%  | 34%  | 31%  | 31%  | 33%  | 34%  | 33%  | 36%  | 34%  | 35        |
| <b>Imp/Consumption</b>                                       | 89%  | 89%  | 89%  | 88%  | 89%  | 89%  | 91%  | 91%  | 91%  | 90%  | 12        |

Sources: CSIL

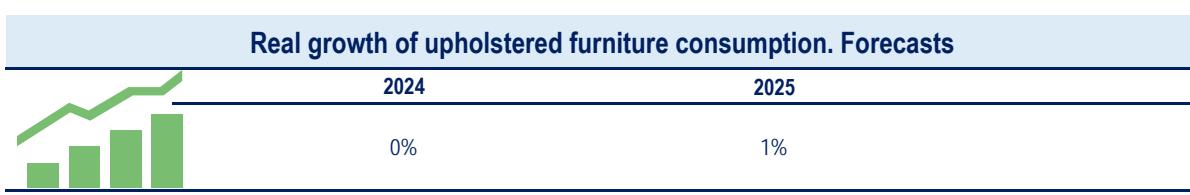
\*\* Ranking among 70 countries, last available year

| Exchange rates      |      |      |      |      |      |      |      |      |      |      |
|---------------------|------|------|------|------|------|------|------|------|------|------|
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| <b>CHF per US\$</b> | 0.91 | 0.96 | 0.98 | 0.98 | 0.98 | 0.99 | 0.94 | 0.91 | 0.96 | 0.90 |
| <b>CHF per EUR</b>  | 1.22 | 1.07 | 1.09 | 1.11 | 1.16 | 1.11 | 1.07 | 1.08 | 1.01 | 0.97 |

Source: US Federal Reserve

| Main furniture trading partners    |       |  |  |  |  |   |       |  |  |  |  |
|------------------------------------|-------|--|--|--|--|---|-------|--|--|--|--|
| Origin of office furniture imports |       |  |  |  |  | Destination of office furniture exports |       |  |  |  |  |
| Germany                            |       |  |  |  |  | Germany                                 |       |  |  |  |  |
| Germany                            | 28.9% |  |  |  |  | Germany                                 | 33.9% |  |  |  |  |
| Italy                              | 19.5% |  |  |  |  | France                                  | 12.0% |  |  |  |  |
| Poland                             | 14.5% |  |  |  |  | Italy                                   | 7.5%  |  |  |  |  |
| China                              | 11.4% |  |  |  |  | United States                           | 5.5%  |  |  |  |  |
| France                             | 3.3%  |  |  |  |  | Netherlands                             | 4.9%  |  |  |  |  |
| Lithuania                          | 2.6%  |  |  |  |  | South Korea                             | 4.4%  |  |  |  |  |
| Romania                            | 2.5%  |  |  |  |  | Uzbekistan                              | 4.3%  |  |  |  |  |
| Austria                            | 1.8%  |  |  |  |  | China                                   | 4.3%  |  |  |  |  |
| Belgium                            | 1.4%  |  |  |  |  | Belgium                                 | 2.8%  |  |  |  |  |
| Netherlands                        | 1.3%  |  |  |  |  | Austria                                 | 2.3%  |  |  |  |  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C63 Taiwan, China

## Upholstered Furniture Indicators

| The upholstered furniture sector. Million of US\$ |      |      |      |      |      |      |      |      |      |      | Ranking** |
|---|------|------|------|------|------|------|------|------|------|------|-----------|
|   | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Production</b>                                 | 332  | 330  | 315  | 328  | 322  | 314  | 316  | 348  | 316  | 269  | 28        |
| <b>Exports</b>                                    | 60   | 56   | 46   | 43   | 30   | 29   | 27   | 29   | 29   | 23   | 41        |
| <b>Imports</b>                                    | 59   | 60   | 62   | 69   | 78   | 84   | 86   | 104  | 125  | 102  | 34        |
| <b>Consumption*</b>                               | 332  | 333  | 331  | 354  | 370  | 368  | 375  | 423  | 412  | 348  | 28        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Board of Foreign Trade

Data on production and consumption are tentative estimates by CSIL

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      | Ranking** |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 18%  | 17%  | 15%  | 13%  | 9%   | 9%   | 9%   | 8%   | 9%   | 8%   | 47        |
| <b>Imp/Consumption</b>                                       | 18%  | 18%  | 19%  | 20%  | 21%  | 23%  | 23%  | 25%  | 30%  | 29%  | 54        |

Sources: CSIL

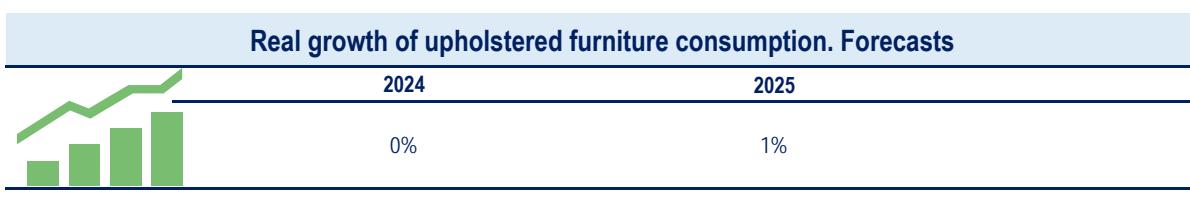
\*\* Ranking among 70 countries, last available year

| Exchange rates      |       |       |       |       |       |       |       |       |       |       |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
| <b>TWD per US\$</b> | 30.30 | 31.74 | 32.23 | 30.40 | 30.13 | 30.91 | 29.46 | 27.94 | 29.80 | 31.15 |
| <b>TWD per EUR</b>  | 40.29 | 35.22 | 35.68 | 34.36 | 35.60 | 34.60 | 33.61 | 33.05 | 31.39 | 33.70 |

Source: US Federal Reserve

| Main furniture trading partners    |  |  |  |  |   |                      |  |  |  |       |
|------------------------------------|--|--|--|--|---|----------------------|--|--|--|-------|
| Origin of office furniture imports |  |  |  |  | Destination of office furniture exports |                      |  |  |  |       |
| <b>China</b>                       |  |  |  |  | 66.2%                                   | Netherlands          |  |  |  | 35.3% |
| Italy                              |  |  |  |  | 12.0%                                   | United States        |  |  |  | 34.3% |
| Malaysia                           |  |  |  |  | 3.8%                                    | Japan                |  |  |  | 18.8% |
| Indonesia                          |  |  |  |  | 3.8%                                    | Norway               |  |  |  | 3.3%  |
| Vietnam                            |  |  |  |  | 3.6%                                    | Germany              |  |  |  | 1.8%  |
| Thailand                           |  |  |  |  | 2.5%                                    | Canada               |  |  |  | 1.0%  |
| France                             |  |  |  |  | 1.5%                                    | United Arab Emirates |  |  |  | 0.7%  |
| Germany                            |  |  |  |  | 1.2%                                    | United Kingdom       |  |  |  | 0.6%  |
| Denmark                            |  |  |  |  | 1.1%                                    | China                |  |  |  | 0.6%  |
| United States                      |  |  |  |  | 1.0%                                    | Australia            |  |  |  | 0.6%  |

Source: CSIL. Data are for the last available year



Source: CSIL

Table C64 Thailand

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 388  | 379  | 350  | 360  | 400  | 432  | 425  | 476  | 441  | 336  | 25        |
| <b>Exports</b>      | 175  | 152  | 124  | 113  | 130  | 120  | 178  | 244  | 226  | 160  | 23        |
| <b>Imports</b>      | 54   | 56   | 57   | 61   | 72   | 70   | 70   | 95   | 107  | 94   | 37        |
| <b>Consumption*</b> | 266  | 283  | 283  | 308  | 343  | 382  | 317  | 327  | 322  | 270  | 31        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Thai Customs Department

Data on production and consumption are tentative estimates by CSIL

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 45%  | 40%  | 36%  | 31%  | 33%  | 28%  | 42%  | 51%  | 51%  | 48%  | 27        |
| <b>Imp/Consumption</b> | 20%  | 20%  | 20%  | 20%  | 21%  | 18%  | 22%  | 29%  | 33%  | 35%  | 52        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>THB per US\$</b> | 32.46 | 34.24 | 35.26 | 33.91 | 32.30 | 31.04 | 31.31 | 32.01 | 35.05 | 34.78 |
| <b>THB per EUR</b>  | 43.16 | 37.99 | 39.04 | 38.33 | 38.17 | 34.75 | 35.72 | 37.86 | 36.92 | 37.63 |

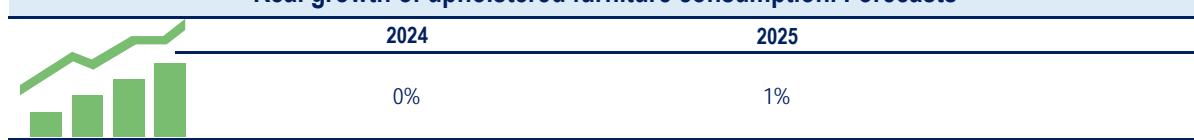
Source: US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 76.3% | United States                           | 48.1% |
| Italy                              | 6.6%  | Japan                                   | 12.2% |
| Vietnam                            | 5.6%  | Singapore                               | 5.9%  |
| Malaysia                           | 2.4%  | Australia                               | 5.7%  |
| Indonesia                          | 1.4%  | United Kingdom                          | 5.7%  |
| United States                      | 1.3%  | Canada                                  | 4.3%  |
| Germany                            | 1.2%  | China                                   | 4.3%  |
| France                             | 1.0%  | New Zealand                             | 1.8%  |
| Norway                             | 0.9%  | South Korea                             | 1.7%  |
| Japan                              | 0.8%  | Taiwan                                  | 1.4%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C65 Türkiye

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  | 2022  | 2023  | Ranking** |
|---------------------|------|------|------|------|------|------|------|-------|-------|-------|-----------|
| <b>Production</b>   | 857  | 804  | 804  | 872  | 839  | 909  | 903  | 1,172 | 1,265 | 1,372 | 9         |
| <b>Exports</b>      | 328  | 301  | 305  | 339  | 383  | 476  | 484  | 660   | 710   | 702   | 8         |
| <b>Imports</b>      | 148  | 131  | 55   | 53   | 46   | 41   | 46   | 53    | 60    | 74    | 45        |
| <b>Consumption*</b> | 677  | 635  | 554  | 585  | 502  | 474  | 465  | 565   | 615   | 744   | 16        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

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## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 38%  | 37%  | 38%  | 39%  | 46%  | 52%  | 54%  | 56%  | 56%  | 51%  | 26        |
| <b>Imp/Consumption</b> | 22%  | 21%  | 10%  | 9%   | 9%   | 9%   | 10%  | 9%   | 10%  | 10%  | 63        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  | 2022  | 2023  |
|---------------------|------|------|------|------|------|------|------|-------|-------|-------|
| <b>TRY per US\$</b> | 2.19 | 2.73 | 3.02 | 3.65 | 4.85 | 5.68 | 7.03 | 8.92  | 16.61 | 23.82 |
| <b>TRY per EUR</b>  | 2.91 | 3.03 | 3.35 | 4.12 | 5.74 | 6.36 | 8.02 | 10.56 | 17.50 | 25.77 |

Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 25.1% | Iraq                                    | 15.6% |
| China                              | 16.4% | Germany                                 | 8.8%  |
| Romania                            | 15.5% | United States                           | 5.7%  |
| Slovakia                           | 9.0%  | France                                  | 4.7%  |
| Poland                             | 6.5%  | Israel                                  | 4.6%  |
| Vietnam                            | 5.1%  | United Arab Emirates                    | 4.0%  |
| Germany                            | 4.0%  | Saudi Arabia                            | 3.0%  |
| Indonesia                          | 2.7%  | Libya                                   | 2.9%  |
| Sweden                             | 1.9%  | Italy                                   | 2.9%  |
| Malaysia                           | 1.6%  | Netherlands                             | 2.6%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

Table C66 Ukraine

## Upholstered Furniture Indicators

## The upholstered furniture sector. Million of US\$

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 169  | 119  | 110  | 134  | 154  | 174  | 174  | 223  | 131  | n.a. | n.a.      |
| <b>Exports</b>      | 100  | 74   | 75   | 96   | 110  | 125  | 138  | 191  | 130  | 125  | 25        |
| <b>Imports</b>      | 47   | 27   | 27   | 31   | 39   | 46   | 55   | 65   | 25   | 26   | 60        |
| <b>Consumption*</b> | 117  | 72   | 63   | 69   | 82   | 95   | 90   | 98   | 26   | n.a. | n.a.      |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, JSC Kiev International contract Fair

Data on production and consumption are tentative estimates by CSIL

## Opening of the upholstered furniture sector to foreign trade

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 59%  | 62%  | 68%  | 71%  | 72%  | 72%  | 80%  | 86%  | 99%  | n.a. | n.a.      |
| <b>Imp/Consumption</b> | 41%  | 37%  | 43%  | 45%  | 47%  | 48%  | 61%  | 67%  | 96%  | n.a. | n.a.      |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

## Exchange rates

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>UAH per US\$</b> | 12.01 | 21.91 | 25.56 | 26.58 | 27.20 | 25.82 | 26.98 | 27.27 | 32.43 | 36.57 |
| <b>UAH per EUR</b>  | 15.96 | 24.32 | 28.30 | 30.04 | 32.14 | 28.91 | 30.78 | 32.26 | 34.17 | 39.56 |

Sources: Bank of Italy, US Federal Reserve

## Main furniture trading partners

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| Italy                              | 35.1% | Poland                                  | 30.5% |
| Poland                             | 32.6% | Belgium                                 | 13.9% |
| China                              | 17.2% | Denmark                                 | 8.2%  |
| Germany                            | 5.2%  | Germany                                 | 5.8%  |
| Türkiye                            | 2.5%  | United States                           | 4.5%  |
| Romania                            | 1.7%  | Austria                                 | 4.2%  |
| Estonia                            | 1.3%  | Lithuania                               | 3.8%  |
| Lithuania                          | 1.1%  | Romania                                 | 3.6%  |
| Czech Republic                     | 1.0%  | Netherlands                             | 3.4%  |
| Denmark                            | 0.4%  | Estonia                                 | 3.0%  |

Source: CSIL. Data are for the last available year

## Real growth of upholstered furniture consumption. Forecasts



Source: CSIL

**Table C67 United Arab Emirates****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|---------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Production</b>   | 55   | 55   | 57   | 60   | 64   | 63   | 54   | 57   | 49   | 44   | 54        |
| <b>Exports</b>      | 17   | 26   | 22   | 40   | 53   | 59   | 46   | 44   | 34   | 27   | 39        |
| <b>Imports</b>      | 432  | 382  | 330  | 279  | 266  | 307  | 311  | 433  | 408  | 433  | 13        |
| <b>Consumption*</b> | 471  | 411  | 364  | 299  | 277  | 312  | 319  | 445  | 423  | 450  | 25        |

\* Apparent consumption = Production – Exports + Import Including re-exports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Data on production and consumption are tentative estimates by CSIL

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 30%  | 48%  | 39%  | 66%  | 82%  | 93%  | 85%  | 78%  | 69%  | 62%  | 21        |
| <b>Imp/Consumption</b> | 92%  | 93%  | 90%  | 93%  | 96%  | 99%  | 97%  | 97%  | 96%  | 96%  | 3         |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

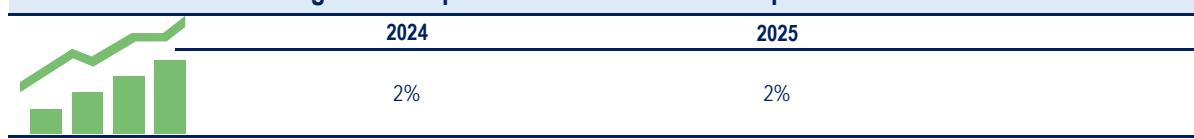
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>AED per US\$</b> | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 | 3.67 |
| <b>AED per EUR</b>  | 4.88 | 4.07 | 4.06 | 4.15 | 4.34 | 4.11 | 4.19 | 4.34 | 3.87 | 3.97 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| Origin of office furniture imports |       | Destination of office furniture exports |       |
|------------------------------------|-------|---|-------|
| China                              | 64.0% | Saudi Arabia                            | 28.5% |
| Italy                              | 12.3% | Oman                                    | 11.9% |
| Türkiye                            | 6.6%  | Qatar                                   | 3.2%  |
| United States                      | 3.4%  | Egypt                                   | 1.3%  |
| Malaysia                           | 1.6%  | Iraq                                    | 1.1%  |
| Poland                             | 1.5%  | Kuwait                                  | 0.9%  |
| Romania                            | 1.4%  | India                                   | 0.6%  |
| Netherlands                        | 1.0%  | Uzbekistan                              | 0.5%  |
| India                              | 0.8%  | Djibouti                                | 0.5%  |
| Germany                            | 0.8%  | Angola                                  | 0.4%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C68 United Kingdom****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
| <b>Production</b>   | 2,236 | 2,169 | 2,020 | 1,984 | 2,028 | 1,925 | 1,683 | 2,166 | 2,122 | 2,089 | 8         |
| <b>Exports</b>      | 117   | 116   | 148   | 165   | 179   | 174   | 136   | 124   | 174   | 159   | 24        |
| <b>Imports</b>      | 1,155 | 1,179 | 1,154 | 1,134 | 1,186 | 1,284 | 1,203 | 1,808 | 2,071 | 1,701 | 4         |
| <b>Consumption*</b> | 3,274 | 3,232 | 3,026 | 2,953 | 3,035 | 3,035 | 2,749 | 3,850 | 4,019 | 3,631 | 4         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 5%   | 5%   | 7%   | 8%   | 9%   | 9%   | 8%   | 6%   | 8%   | 8%   | 48        |
| <b>Imp/Consumption</b> | 35%  | 36%  | 38%  | 38%  | 39%  | 42%  | 44%  | 47%  | 52%  | 47%  | 42        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

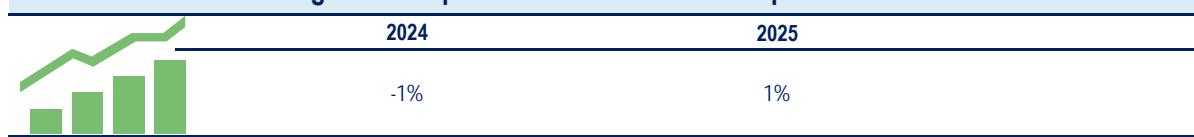
|                     | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| <b>GBP per US\$</b> | 0.61 | 0.65 | 0.74 | 0.78 | 0.75 | 0.78 | 0.78 | 0.73 | 0.81 | 0.80 |
| <b>GBP per EUR</b>  | 0.81 | 0.73 | 0.82 | 0.88 | 0.88 | 0.88 | 0.89 | 0.86 | 0.85 | 0.87 |

Source: US Federal Reserve

**Main furniture trading partners**

| <b>Origin of office furniture imports</b> |       | <b>Destination of office furniture exports</b> |       |
|---|-------|--|-------|
| China                                     | 46.8% | Ireland  | 34.5% |
| Poland                                    | 21.1% | United States                                  | 17.5% |
| Italy                                     | 9.1%  | France   | 8.0%  |
| Romania                                   | 3.5%  | Germany  | 6.3%  |
| Portugal                                  | 2.2%  | Netherlands                                    | 3.2%  |
| Lithuania                                 | 1.7%  | Switzerland                                    | 2.3%  |
| Spain                                     | 1.6%  | Italy  | 2.3%  |
| Germany                                   | 1.5%  | India  | 2.0%  |
| Vietnam                                   | 1.5%  | Denmark  | 1.9%  |
| North Macedonia                           | 1.1%  | United Arab Emirates                           | 1.8%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

**Table C69 United States****Upholstered Furniture Indicators**

| The upholstered furniture sector. Million of US\$ |        |        |        |        |        |        |        |        |        |        |           |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------|
|   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   | Ranking** |
| <b>Production</b>                                 | 10,805 | 11,883 | 12,171 | 12,342 | 12,714 | 11,522 | 11,359 | 12,836 | 14,762 | 12,990 | 2         |
| <b>Exports</b>                                    | 760    | 757    | 717    | 708    | 701    | 675    | 603    | 765    | 925    | 843    | 6         |
| <b>Imports</b>                                    | 5,044  | 5,809  | 6,207  | 6,974  | 7,607  | 7,066  | 7,118  | 9,778  | 9,634  | 8,054  | 1         |
| <b>Consumption*</b>                               | 15,088 | 16,935 | 17,661 | 18,608 | 19,621 | 17,912 | 17,874 | 21,849 | 23,471 | 20,201 | 1         |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, US Census Bureau, AFMA, BIFMA

| Opening of the upholstered furniture sector to foreign trade |      |      |      |      |      |      |      |      |      |      |           |
|--|------|------|------|------|------|------|------|------|------|------|-----------|
|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
| <b>Exp/production</b>  | 7%   | 6%   | 6%   | 6%   | 6%   | 6%   | 5%   | 6%   | 6%   | 6%   | 50        |
| <b>Imp/Consumption</b>                                       | 33%  | 34%  | 35%  | 37%  | 39%  | 39%  | 40%  | 45%  | 41%  | 40%  | 49        |

Sources: CSIL

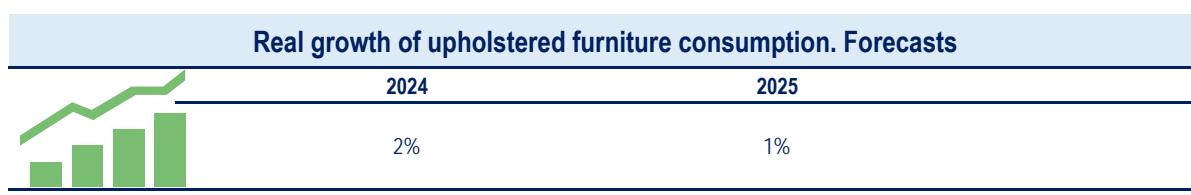
\*\* Ranking among 70 countries, last available year

| Exchange rates     |      |      |      |      |      |      |      |      |      |      |  |
|--------------------|------|------|------|------|------|------|------|------|------|------|--|
|                    | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |  |
| <b>USD per EUR</b> | 1.33 | 1.11 | 1.11 | 1.13 | 1.18 | 1.12 | 1.14 | 1.18 | 1.05 | 1.08 |  |

Source: US Federal Reserve

| Main furniture trading partners    |       |       |       |      |      |   |       |      |      |      |      |
|------------------------------------|-------|-------|-------|------|------|---|-------|------|------|------|------|
| Origin of office furniture imports |       |       |       |      |      | Destination of office furniture exports |       |      |      |      |      |
| Vietnam                            |       |       |       |      |      | Canada                                  |       |      |      |      |      |
| Vietnam                            | 33.1% | 31.9% | 12.3% | 5.2% | 5.0% | Canada                                  | 77.4% | 4.4% | 2.8% | 1.3% | 1.0% |
| China                              |       |       |       |      |      | Mexico                                  |       |      |      |      |      |
| Mexico                             |       |       |       |      |      | Saudi Arabia                            |       |      |      |      |      |
| Canada                             |       |       |       |      |      | United Arab Emirates                    |       |      |      |      |      |
| Italy                              |       |       |       |      |      | China                                   |       |      |      |      |      |
| Cambodia                           |       |       |       |      |      | Australia                               |       |      |      |      |      |
| Malaysia                           |       |       |       |      |      | Brazil                                  |       |      |      |      |      |
| Thailand                           |       |       |       |      |      | United Kingdom                          |       |      |      |      |      |
| Indonesia                          |       |       |       |      |      | Bahamas                                 |       |      |      |      |      |
| India                              |       |       |       |      |      | South Korea                             |       |      |      |      |      |

Source: CSIL. Data are for the last available year



Source: CSIL

**Table C70 Vietnam****Upholstered Furniture Indicators****The upholstered furniture sector. Million of US\$**

|                     | 2014 | 2015 | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | Ranking** |
|---------------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
| <b>Production</b>   | 735  | 810  | 1,034 | 1,383 | 1,655 | 2,504 | 3,485 | 4,978 | 4,612 | 3,906 | 4         |
| <b>Exports</b>      | 647  | 726  | 942   | 1,284 | 1,565 | 2,429 | 3,411 | 4,884 | 4,481 | 3,764 | 3         |
| <b>Imports</b>      | 54   | 64   | 48    | 57    | 92    | 140   | 163   | 130   | 226   | 185   | 25        |
| <b>Consumption*</b> | 142  | 147  | 140   | 156   | 183   | 215   | 236   | 224   | 357   | 327   | 29        |

\* Apparent consumption = Production – Exports + Imports

\*\* Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Vietnamese Trade Information Centre

**Opening of the upholstered furniture sector to foreign trade**

|                        | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Ranking** |
|------------------------|------|------|------|------|------|------|------|------|------|------|-----------|
| <b>Exp/production</b>  | 88%  | 90%  | 91%  | 93%  | 95%  | 97%  | 98%  | 98%  | 97%  | 96%  | 3         |
| <b>Imp/Consumption</b> | 38%  | 43%  | 35%  | 36%  | 50%  | 65%  | 69%  | 58%  | 63%  | 56%  | 36        |

Sources: CSIL

\*\* Ranking among 70 countries, last available year

**Exchange rates**

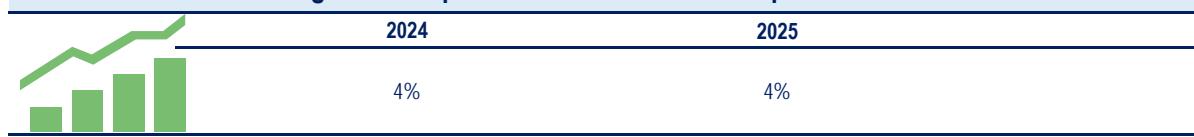
|                     | 2014     | 2015     | 2016     | 2017     | 2018     | 2019     | 2020     | 2021     | 2022     | 2023     |
|---------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>VND per US\$</b> | 21195.32 | 21922.41 | 22365.46 | 22715.00 | 23022.00 | 23228.00 | 23233.00 | 22936.00 | 23411.00 | 23836.00 |
| <b>VND per EUR</b>  | 28183.42 | 24325.11 | 24763.03 | 25670.22 | 27205.10 | 26001.42 | 26508.85 | 27133.29 | 24661.15 | 25783.40 |

Sources: Bank of Italy, US Federal Reserve

**Main furniture trading partners**

| <b>Origin of office furniture imports</b> |       | <b>Destination of office furniture exports</b> |       |
|---|-------|--|-------|
| China                                     | 92.2% | United States                                  | 81.9% |
| Italy                                     | 4.4%  | Japan  | 3.4%  |
| Malaysia                                  | 1.5%  | Canada   | 2.8%  |
| Germany                                   | 0.6%  | Australia                                      | 2.3%  |
| Portugal                                  | 0.3%  | France   | 1.5%  |
| Thailand                                  | 0.2%  | Germany  | 1.4%  |
| South Korea                               | 0.2%  | United Kingdom                                 | 0.8%  |
| Norway                                    | 0.1%  | South Korea                                    | 0.7%  |
| Taiwan                                    | 0.1%  | Denmark  | 0.6%  |
| Australia                                 | 0.1%  | Mexico   | 0.4%  |

Source: CSIL. Data are for the last available year

**Real growth of upholstered furniture consumption. Forecasts**

Source: CSIL

## Appendix

### Types of upholstered furniture covered

1. Upholstered furniture includes upholstered seats with metal frames, upholstered seats with wooden frames and seats convertible into beds. It does not include upholstered seats for motor vehicles and aircraft, upholstered swivel seats with height adjustment, upholstered furniture for medical, dental, surgical use and upholstered garden seats.
2. In terms covering materials production can be divided into three categories:  
Fabric covering, Leather covering, Other covering (including microfiber, artificial leather, etc.).

### Geographical coverage

3. The 70 countries covered by the World Upholstered Furniture Indicators were selected by CSIL on the basis of size of the economy, importance of the upholstered furniture sector and contribution to world upholstered furniture trade. The geographical classification of the 70 countries is as follows:

**European Union (27) + UK, Norway, Switzerland and Iceland:** Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, plus UK, Norway, Switzerland and Iceland (30 countries).

**Central and Eastern Europe outside the EU:** Bosnia Herzegovina, Russia, Serbia, Türkiye, and Ukraine (5 countries).

**Asia and Pacific:** China, Hong Kong (China), India, Indonesia, Japan, Kazakhstan, Malaysia, Philippines, Singapore, South Korea, Taiwan (China), Thailand, Vietnam, Australia, New Zealand (15 countries).

**Middle East and Africa:** Algeria, Bahrain, Egypt, Ghana, Israel, Lebanon, Kuwait, Morocco, Oman, Qatar, Saudi Arabia, United Arab Emirates and South Africa (13 countries).

**North America:** Canada, Mexico, US (3 countries).

**South America:** Argentina, Brazil, Chile, Colombia (4 countries).

### The selection of the top 20 markets for the world upholstered furniture industry

4. The top 20 markets for the world upholstered furniture industry were selected with the criteria of their representativeness in terms of production and consumption of upholstered furniture within the 70 countries considered by CSIL and within their geographical area. Together, the top 20 countries represent 92% and 86% of the world's upholstered furniture production and consumption, respectively.

### Data gathering and processing methodology

5. **Production** data are estimated on the basis of:
  - official statistics: statistics on the production of manufactured goods (e.g Prodcosm classification), statistics relating to the economic activity (eg NACE) for the European Countries, or National Annual Survey of Manufactures available (eg. NAICS in the USA and Canada).
  - 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.
6. Upholstered furniture production data for each country include upholstered 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.
7. For the purpose of the present report, we estimated the quantities of upholstered furniture produced (for the leading countries). Estimation was based on existing statistics, when available, and on assumptions on average prices. Unitary prices were estimated taking into consideration the following inputs:
- Official production statistics (in quantity and in value) both from National Statistical Office and National Associations.
  - Exports in term of unit prices for furniture (US\$/kg or US\$/unit)
  - Production and consumer prices as gathered by CSIL in field research
  - Cost structure of companies
  - Interviews with sector experts
  - Other additional CSIL information
- The volume is expressed in number of seats produced.
8. Upholstered furniture trade data were processed by CSIL mainly on the basis of UN and Eurostat data. Other sources include: US Census Bureau, Industry Canada, Ministry of Finance (Japan), Board of Foreign Trade (Taiwan), Thai Customs Department.
9. Data for China do not include data for Hong Kong (listed separately). Trade data for China should be used with caution because of discrepancies between Chinese statistics on exports to the US and US statistics on imports from China. Much of the discrepancy stems from transshipments through Hong Kong which are classified differently by different countries. The US attributes to China all imports which are shipped through Hong Kong while China treats this trade as exports to Hong Kong (the last known destination). Markups in price during transshipment (difficult to estimate, amounting probably to about 30% of value) result in additional differences. Discrepancies also exist in treatment of insurance and freight. Finally there are difference due to unrecorded shipments, under-invoicing and misdeclaration of products.
10. The total amount of exports and the total amount of imports for the 70 countries considered by CSIL do not coincide because of trade with countries not included in the sample, value of insurance and freight, technical differences in the collection of data regarding imports and exports, consequences of transshipments, over and under invoicing and customs misdeclarations.
11. Regarding upholstered 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).
12. The exports/production and the imports/consumption ratios may be close or even above 100% for countries where there are large amounts of imports for re-export (for example the Netherlands).

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

### Definitions and abbreviations used in the report for companies' variables

14. Company turnover: consolidated turnover that includes the sales of the firm and its subsidiaries, not including intra-group transactions. In addition to information supplied directly by the companies themselves, we have also referred to specialist sector publications, company balance sheets, annual reports and our own estimates for a further insight into company data.
15. Employees: total number of full-time employees of the company (personnel).
16. Furniture segment specialization: we define a company as specialized in a furniture segment regarding the share of the segment out of total turnover (for more than 50% of the total company turnover). The segments identified in the report are: Upholstered furniture; Soft furniture (upholstered furniture and mattresses), Multiproduct furniture (including the mentioned segments plus other furniture, e.g. dining/living room furniture, bedrooms, bathroom, outdoor furniture, etc.).

### Top upholstered furniture manufacturers selection

17. To rank the top upholstered furniture manufacturers, CSIL collected the most up-to-date information available at the time the report was written, the editorial closing date being 14 May 2024. Figures for 2023 and 2022 turnover were available for most companies.
18. The selection of the top upholstered furniture manufacturers worldwide is the result of an extensive effort by CSIL to identify the leading players operating in the upholstered furniture sector. The selection of companies included in this report was operated taking into consideration one or more of the following parameters: company's turnover, total n. of employees, n. of pieces produced/sold. As regards companies' figures, the main sources of information are the following:
  - Annual reports of companies quoted on the world stock exchanges;
  - companies that supply business information to the press and/or through their websites;
  - Database of companies which include historical data on main financial indicators;
  - An online survey conducted by CSIL from April to May 2024 and addressed to leading upholstered furniture manufacturers;
  - CSIL direct interviews to leading upholstered furniture manufacturers.

This means that some companies haven't been included because not enough supporting data was found or information seemed misleading.

CSIL's definition of a "top company" relates to the value of upholstered furniture turnover.

19. Upholstered furniture turnover estimate. This information is rarely available from official source, hence in the great majority of cases the source is represented by companies' interviews. When this was not possible, CSIL processed an estimate of this value.
20. The top 30 upholstered furniture manufacturers, for which a detailed profile is provided, were selected following the criteria of company's turnover and geographical representativeness.
21. Major upholstered furniture manufacturers by country. In some countries, the major upholstered furniture manufacturers were selected from a certain turnover threshold, in particular:

- China and United States: companies' turnover > 50 million US\$

- European countries: companies' turnover > 3 million US\$

Companies were ranked by upholstered furniture turnover, otherwise indicated.

### Notes, presentation conventions, classification of countries

22. Billion means 1000 million.
23. All dollar figures are in current US\$ unless otherwise indicated.
24. Figures in italics indicate data that are for years other than those specified.
25. 0 means zero or less than half the unit shown.
26. Numbers may not add up due to rounding.
27. Population and GNP data for all countries except Taiwan are either from the World Development Indicators, World Bank, or from the World Economic Outlook Database, IMF. Data for Taiwan are from the Directorate-General of Budget, Taiwan.
28. Eurostat data were converted to US\$ using exchange rates from the US Federal Reserve.
29. Discrepancies in data presented in different editions of the Upholstered Furniture Outlook 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 report. In particular, in this report, the series of production of upholstered furniture for Türkiye and Mexico have been revised.
30. LCU: local currency unit.
31. n.a.: not available
32. The cutoff date for data in this report is May 14, 2024. Forecasts are based on macroeconomic projections provided by international organizations (particularly the International Monetary Fund and the Organization for Economic Co-operation and Development), adapted to the specific features and prospects of the upholstered furniture sector.