



June 2023
W13 – R3664

THE WORLD UPHOLSTERED FURNITURE INDUSTRY



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UPHOLSTERED FURNITURE

THE WORLD UPHOLSTERED FURNITURE INDUSTRY

Research prepared by S. Pelizzari, G. Taveggia, C. Iacoboni
U. Finzi (Senior Advisor)

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China	50	Germany	202	Australia	312
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Vietnam	102	Türkiye	232	Lithuania	337
Poland	120	Romania	248	Sweden	352
Italy	143	Canada	263	South Korea	366
India	170	Brazil	276	Japan	378
United Kingdom	185	Spain	295		

FOR EACH COUNTRY:

Upholstered furniture production, apparent consumption, exports, imports for the years 2013-2022 and forecasts of yearly changes in upholstered furniture consumption in 2023 and 2024.

Production of upholstered furniture in quantity 2017-2022 (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

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FOR EACH COUNTRY:

Upholstered furniture production, apparent consumption, exports, imports for the years 2013-2022 and forecasts of yearly changes in upholstered furniture consumption in 2023 and 2024.

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

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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, Vietnam, Poland, Italy, India, United Kingdom, Germany, Mexico, Türkiye, Romania, Canada, Brazil, Spain, Australia, France, Lithuania, Sweden, South Korea, Japan) this report provides:

- Upholstered furniture production, apparent consumption, exports, imports for the years 2013-2022 and forecasts of yearly changes in upholstered furniture consumption in 2023 and 2024.
- Production of upholstered furniture in quantity 2017-2022 (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 (2020/2030)

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).

Executive summary

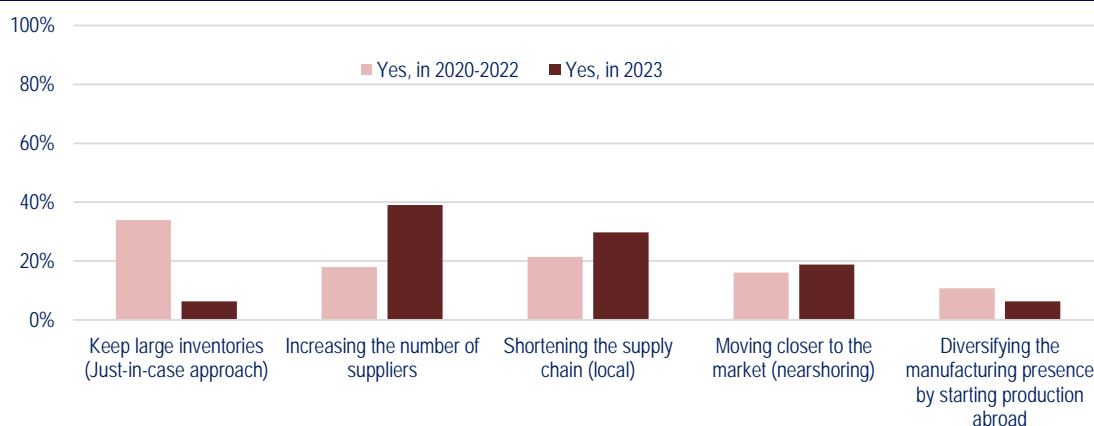
- **Market overview:** The world upholstered furniture market amounts to US\$ 80 billion, about 16% of the total furniture market. The upholstered furniture segment has been one of the most increasing within the furniture market, particularly in 2021, when it marked an exceptional growth of 20% (in current US\$) over 2020. The 2019 (pre-pandemic) levels have been reached (and surpassed) by all the geographic regions (except for South America), with Europe and North America being the fastest-growing markets.
- **Regional and country analysis:** Asia and Pacific, and North America are the leading markets for upholstered furniture, accounting for 37% and 32% of the global market, respectively. In the last ten years, North America increased its share at the expense of Europe, which saw its weight in the world upholstered furniture market decrease from 27% in 2013 to 25% in 2022. In terms of single countries, 2022 was marked by a sustained increase in the US market, which is confirmed to be the largest market for upholstered furniture worldwide. On the other side, China, the second-leading market, had a slowdown mainly caused by the poor performance of the economy, the recession of the housing market, the pandemic dynamic and related containment measures.
- **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 32% of the world's upholstered furniture production. European companies are forty, followed by North America (29) and Asia and Pacific (28). 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.
- **Globalization, nearshoring and trade tensions:** Being one of the most labour-intensive segment within the furniture sector, the upholstered furniture industry is more than others subject to labour cost impact. As such, this industry was one of the first to globalize. Production localization is influenced by the convenience of sourcing labour and raw materials, among other factors, making some countries more competitive. These factors reshaped the sector's geography and continuously affected the companies' decision-making and investment strategies related to the localization of manufacturing plants, inventories, and supply chains. About 40% of the CSIL Top100 upholstered furniture manufacturers have manufacturing activities outside of their headquarters country. European companies show the highest level of delocalization, establishing their presence most in East European countries (particularly in Poland, Romania and Lithuania). More recently, due to the trade tensions between the US and China (which imposed tariffs on imported upholstered furniture products from China), Chinese manufacturers started to set up factories in South Asian countries (mostly Vietnam and Thailand). 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).
- **Market outlook:** The world upholstered furniture market is projected to contract in real terms (-1.1%) in 2023, with consumption decreasing in all world regions except Asia and the Middle East. This results in a resumption of growth (+1.7%) in 2024, with modest growth in Europe and North America and a substantial consumption increase in Asia.

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 2023. Manufacturers are headquartered in 30 different countries, mainly located in Europe and Asia Pacific. With an average upholstered furniture turnover of about USD 130 million, they are relatively larger in terms of upholstered furniture turnover (compared to the sector average). Some of the main results are reported and commented on below.

1. **Supply chain- Companies' strategies.** *Considering recent company strategies, please indicate if your company reconsidered or is planning to reconsider one or more of the following options:*

Figure a1
Companies' strategies. Sample of upholstered furniture manufacturers



Source: CSIL 's Survey (April-May, 2023) Note: shares calculated on the total responses for strategies implemented in different periods

Since the pandemic outbreak, disruptions occurred along the entire value chain, forcing upholstered furniture manufacturers to rethink their strategies and implement actions taken along the supply chain.

Considering the sample of respondents, for nearly 40% of the companies, the most mentioned strategy for 2023 has been "increasing the number of suppliers", which continues to be increasingly important. In most cases, manufacturers have one leading supplier per raw material. Companies seem to be moving towards having even 3-4 of them.

The second most important strategy for respondents was "shortening the supply chains by being more local" (30% of respondents).

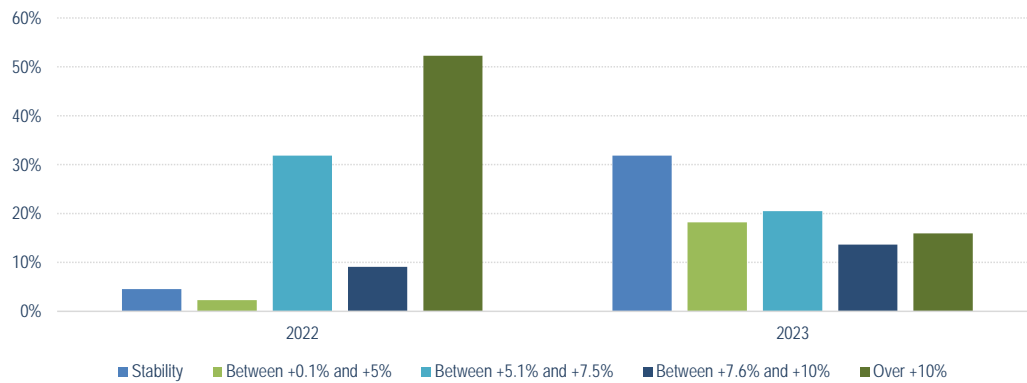
About 20% of respondents consider moving production closer to the markets where they sell (nearshoring) as an increasingly important strategy.

Lastly, it is evident that in the last two years, companies have changed their inventory management, trying to build stock with additional raw materials to minimize the probability that products will go out of stock. In 2023, this strategy largely decreased the importance among manufacturers, indeed mentioned by less than 10% of respondents. Overstock becomes an issue in the industry (particularly for the US market) starting from the end of 2022 and will also continue in 2023.

2. **Price variations.** *The prices percentage variations in 2022 over 2021 and expected in 2023 over 2022.*

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 between 2021-2022, and they already announced, although to a lesser extent, renewed price increases for 2023.

Figure a2
List prices (2022/2021, 2023/2022). Sample of upholstered furniture manufacturers



Source: CSIL 's Survey (April-May, 2023)

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 U.S. and China (27 out of the top 100 upholstered manufacturers are in the US and 26 in China). Regarding Europe, manufacturers with an estimated upholstered furniture production exceeding US\$ 200 million are based in Italy, Germany, Norway, Poland, Romania and France.

Figure a3
Top 100 upholstered furniture manufacturers. Figures at a glance



Source: CSIL

In the last few years, the sector's consolidation increased, mainly due to large manufacturers' important merger and acquisition deals and leading players' good performance. The top 100 manufacturers account for an estimated 32% of the world's upholstered furniture production, and performed above the world sector average growth, increasing the total turnover of more than 15% in 2022 over 2021.

Over the last five years, several of the largest upholstered furniture producers made significant acquisitions and investments in new production facilities. Most leading groups adopted diversification strategies for their manufacturing footprint by opening facilities in different geographical areas or establishing production partnerships with local companies. In this way, they can respond quickly to retailers' and consumers' needs, reducing delivery times and transport costs by primarily operating on a regional and local basis. Nearly 40% of the selected companies operate manufacturing plants in different countries.

In particular several large **Chinese manufacturers** are proceeding with substantial investments abroad with the following main objectives:

- Reduce vulnerability to disruptions caused by trade conflicts and reduce the risk of US-imposed tariffs, and benefit from lower labour costs in other countries. Man Wah's acquisition of Timberland, based in Vietnam, and Kuka's investments in the same country are worth mentioning.
- Establish manufacturing units close to large markets, such as Europe or the US, to complement their portfolio with products with a different style, possibly to enrich their know-how from acquiring renowned brands. These seem

among the rationales that determine Kuka's acquisition of Rolf Benz in Germany and its investments in Mexico, Qumei's acquisition of Ekornes, based in Norway, and Man Wah's purchase of Home Group, which has facilities in Poland, Baltic States and Ukraine, Markor acquisition of Rowe Furniture and Johnathan Charles fine furniture in the US (and Samson Holdings' purchase of 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 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, Portugal, Romania, Türkiye, United Kingdom, 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 about US\$ 80 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 Consumption	Imports	Population	Total GNP	Per capita GNP
	US\$ Million	US\$ Million	US\$ Million	Million	US\$
EU (27), UK, Norway, Switzerland and Iceland	20,430	13,817	528	21,099	39,932
of which France	2,297	1,958	68	2,992	44,160
Germany	4,273	2,992	83	4,298	51,660
Italy	1,268	383	59	2,127	35,990
Poland	568	329	38	636	16,850
United Kingdom	4,019	2,071	67	2,995	44,480
Central-East Europe outside the EU and Russia	1,286	387	282	2,784	9,868
of which Türkiye	415	60	85	840	9,900
Asia and Pacific	29,521	4,290	3,674	33,153	9,025
of which China	20,229	349	1,412	16,785	11,880
Japan	1,142	1,005	126	5,361	42,650
Middle East and Africa	2,383	1,646	356	3,215	9,032
North America	25,579	11,331	497	26,603	53,543
of which United States	23,476	9,636	332	23,540	70,930
Canada	1,811	1,443	38	1,848	48,310
Mexico	291	252	127	1,215	9,590
South America	1,142	200	331	2,722	8,219
WORLD TOTAL (70 COUNTRIES)	80,341	31,670	5,668	89,575	15,803

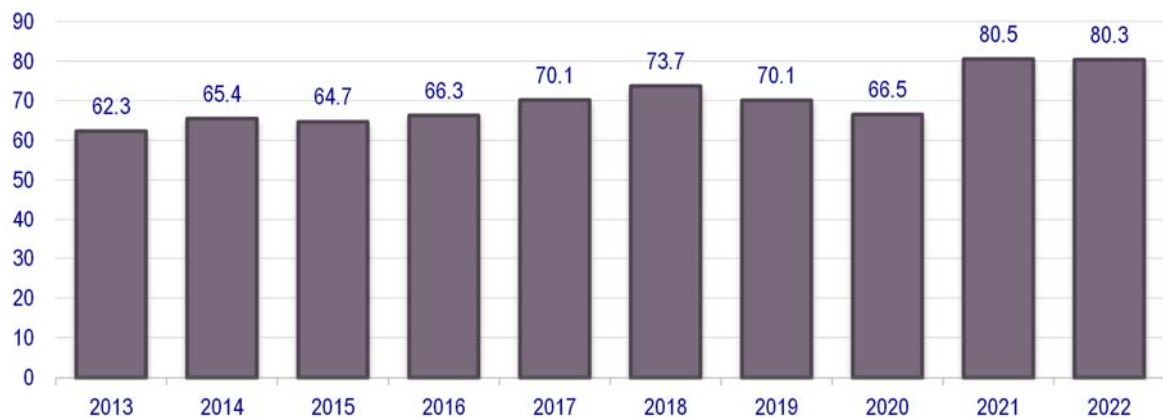
Source: CSIL from United Nations, Eurostat, World Bank, furniture industry data
 Upholstered furniture data are for the last available year (normally 2022)
 Consumption means apparent consumption at production prices, excluding markup

The largest markets are the United States, China and Germany which account for 29%, 25% 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) was about US\$ 74 billion in 2018, decreased to US\$ 70 billion in 2019 and to US\$ 67 billion in 2020. In 2021 it increased to US\$ 80.5 billion, well above the pre-pandemic level. In 2022 it remained almost stable at US\$ 80 billion.

Figure 1
World Consumption of upholstered furniture 2013-2022 Current US\$ billion

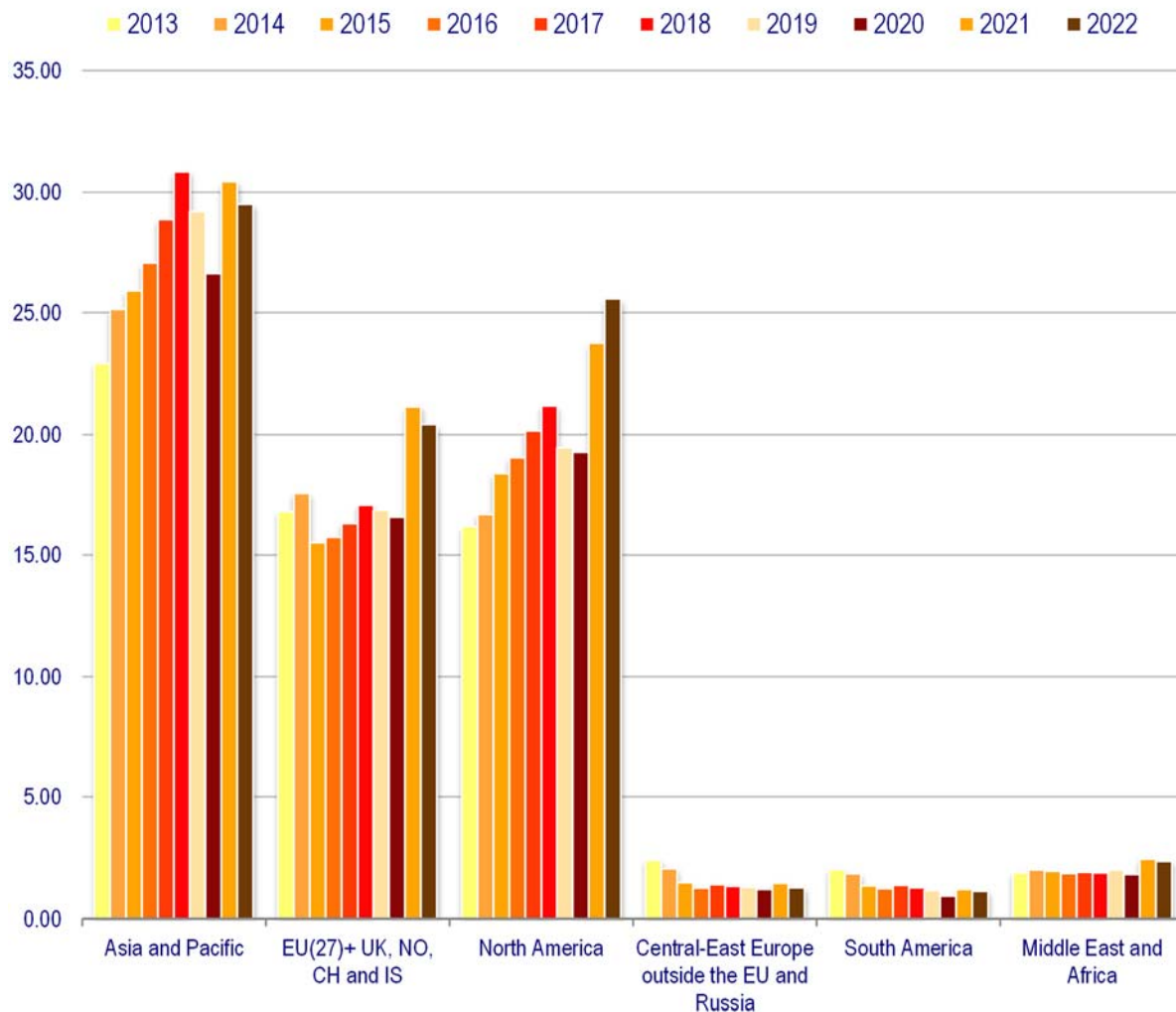


Source: CSIL

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 region¹ 2013-2022. Current US\$ billion



Source: CSIL

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

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).

¹ 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 & Russia: 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).

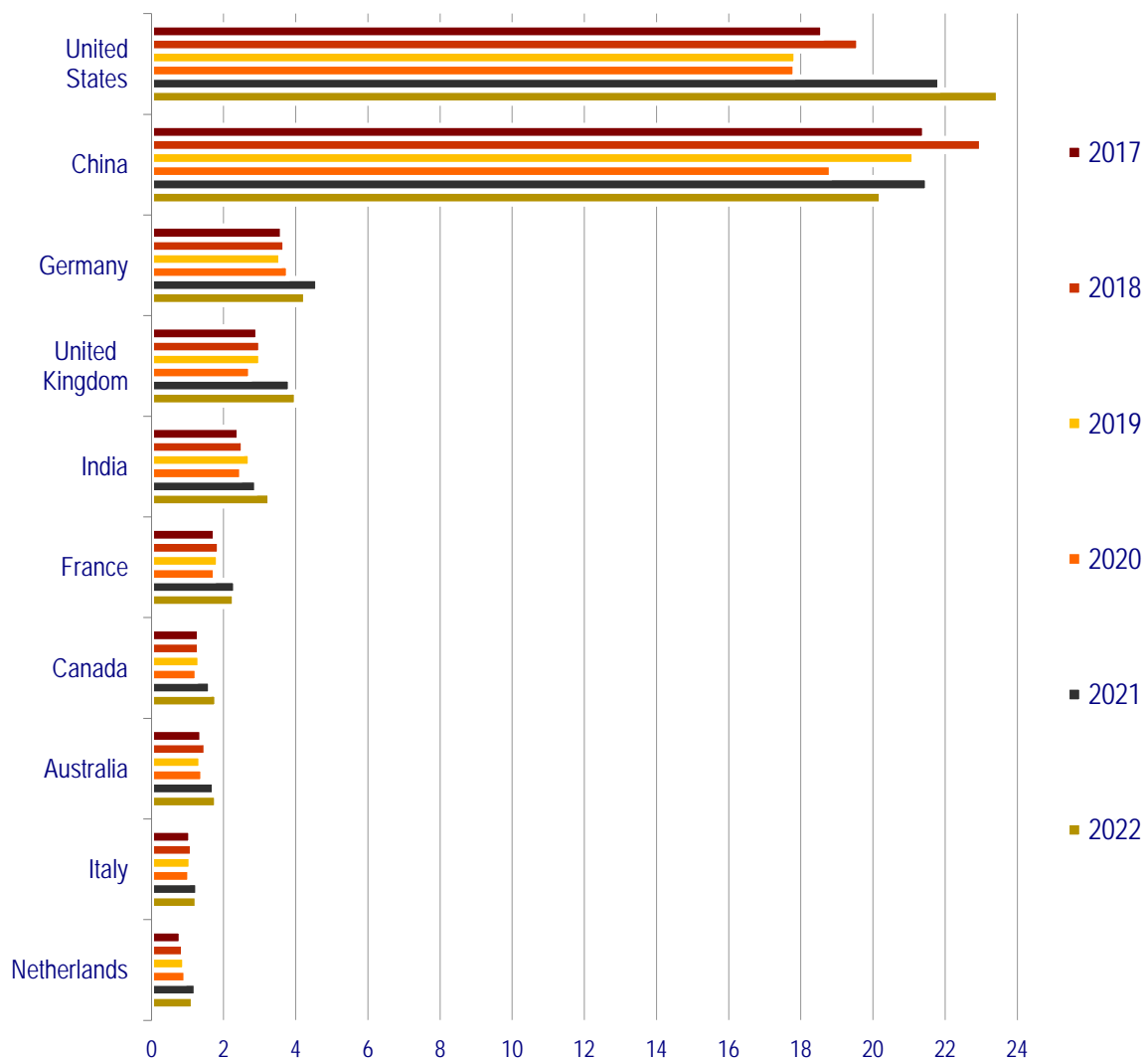
Middle East and Africa: Algeria, Bahrain, Egypt, Ghana, Israel, Lebanon, Kuwait, Morocco, Oman, Qatar, Saudi Arabia, United Arab Emirates and South Africa (13 countries).

North America: Canada, Mexico, US (3 countries).

South America: Argentina, Brazil, Chile, Colombia. (4 countries).

The 70 countries in this edition of the World Upholstered Industry Report are the same as last year except for the removal of Venezuela and the addition of Ghana.

Figure 3
Upholstered furniture consumption. Ten largest markets, 2017-2022. Current US\$ billion

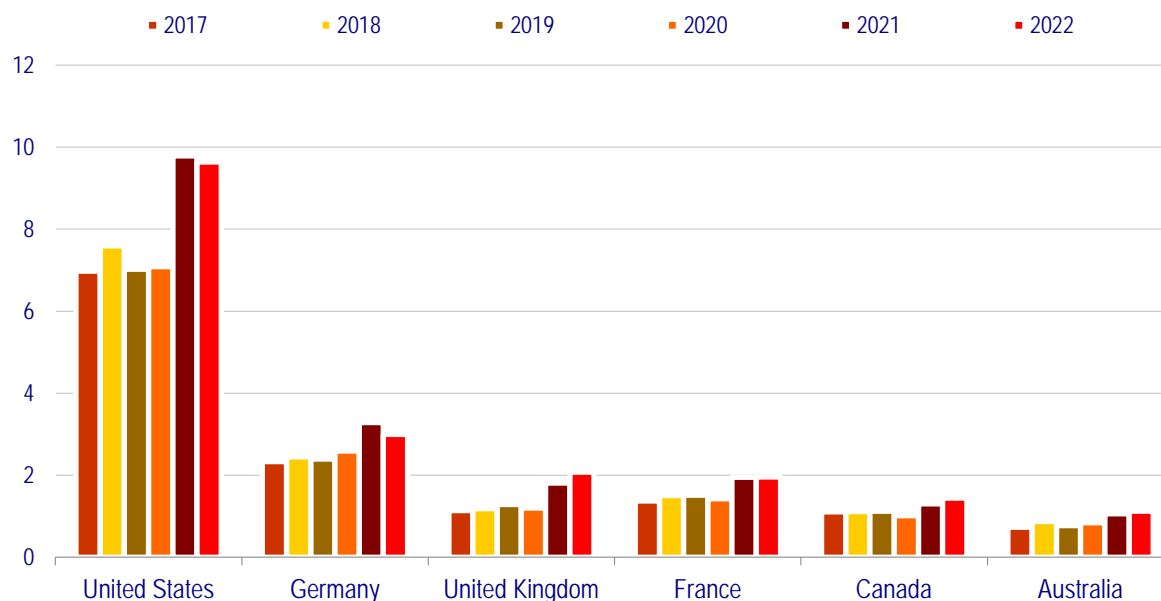


Source: CSIL

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

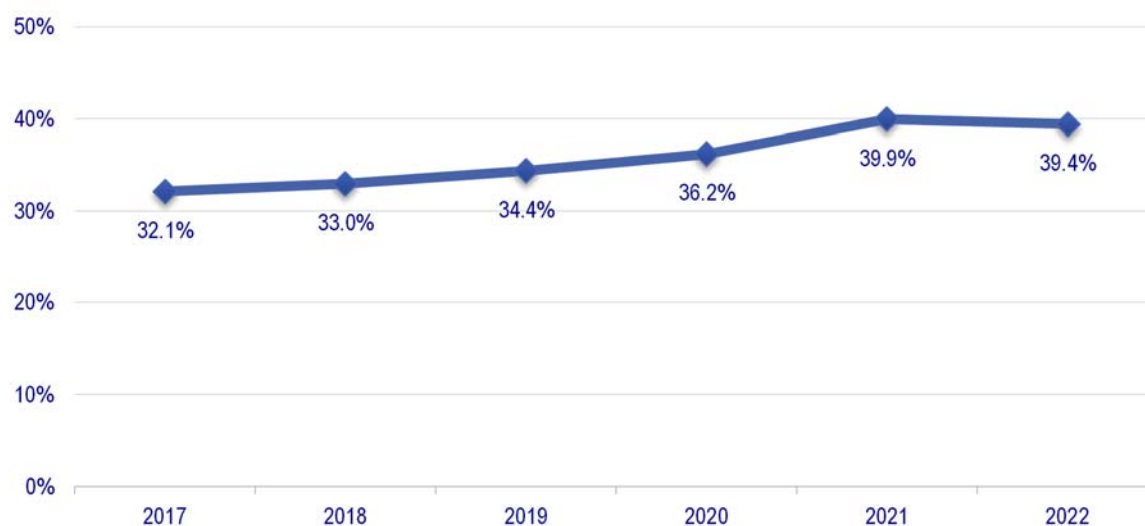
The above data are useful to establish orders of magnitude, relative sizes and trends, but should not be used for specific country analyses (which are available in the relevant CSIL reports and are summarised in the Country Tables of the Upholstered Furniture Indicators). All data are in US dollars and are obviously affected by the exchange rate fluctuations (between the dollar and the euro, the pound sterling, the yen, etc.) which were substantial during the period under review. Figure 4 shows upholstered furniture imports in the six major importing countries: the US, Germany, the UK, France, Canada and Australia. After very strong growth in 2021, imports remained virtually stable in 2022 in most major countries.

Figure 4
Upholstered furniture imports. Six major importing countries, 2017-2022. Current US\$ billion



Source: CSIL processing of United Nations, Eurostat and national data

Figure 5
The opening of the world upholstered furniture market, 2017-2022. Imports/consumption ratios

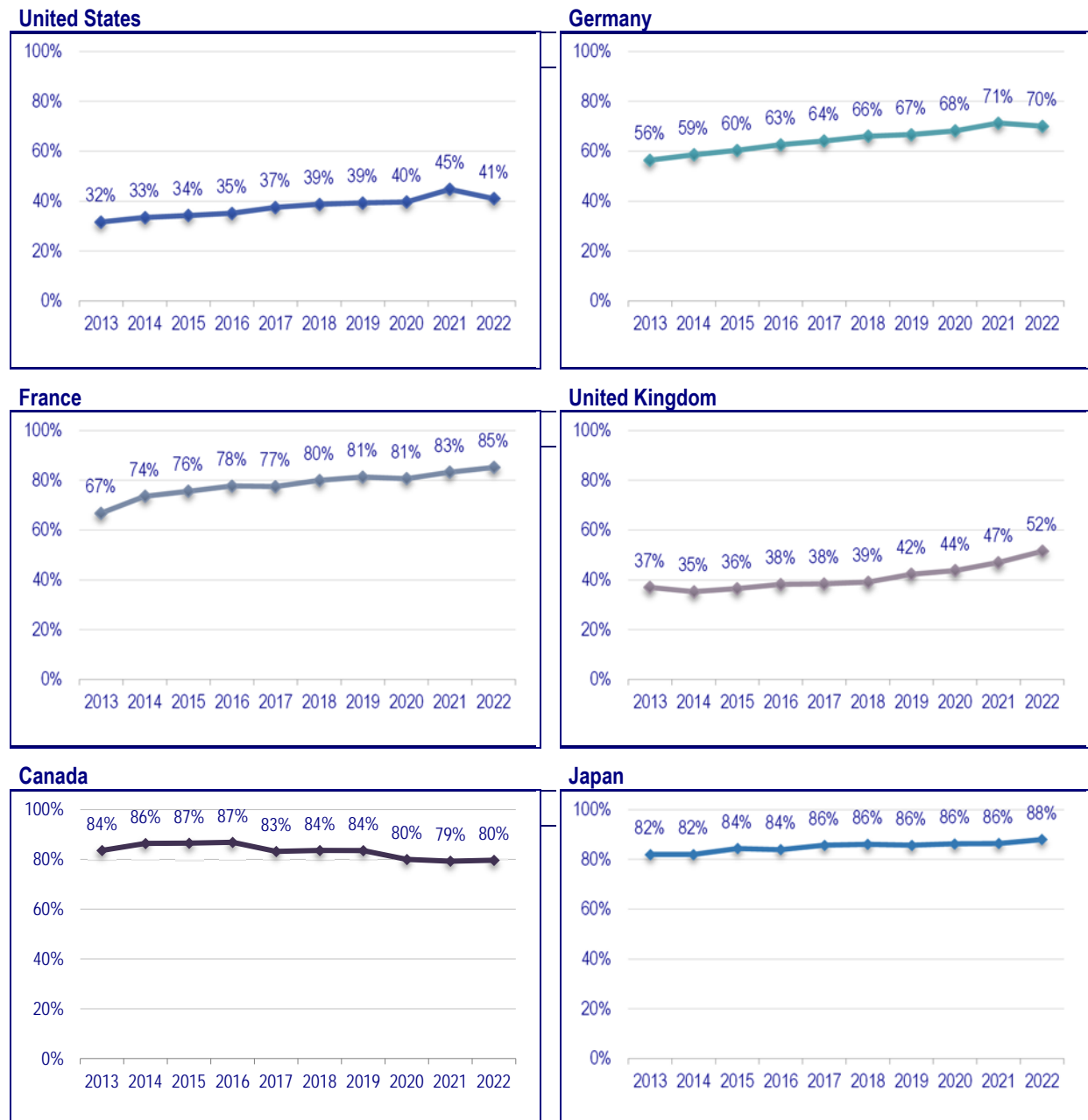


Source: CSIL from industry and official data

The opening of the world upholstered furn 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 32.1% in 2017 to 39.4% in 2022.

Figure 6
The opening of upholstered furniture markets, 2012-2021.
Imports/consumption ratios, major importing countries



Source: CSIL processing

1.2. World production of upholstered furniture

World production of upholstered furniture is worth almost US\$ 87 billion, including about US\$ 49 billion for local consumption in the manufacturing country and about US\$ 38 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\$
EU (27), UK, Norway, Switzerland and Iceland	18,938	12,325	528	21,099	39,932
of which France	571	232	68	2,992	44,160
Germany	2,120	840	83	4,298	51,660
Italy	3,586	2,702	59	2,127	35,990
Poland	4,101	3,863	38	636	16,850
United Kingdom	2,122	174	67	2,995	44,480
Central-East Europe outside the EU and Russia	2,076	1,177	282	2,784	9,868
of which Türkiye	1,064	710	85	840	9,900
Asia and Pacific	47,726	22,374	3,674	33,153	9,025
of which China	36,986	17,106	1,412	16,785	11,880
Japan	157	20	126	5,361	42,650
Middle East and Africa	874	128	356	3,215	9,032
North America	16,647	2,398	497	26,603	53,543
of which United States	14,762	922	332	23,540	70,930
Canada	791	422	38	1,848	48,310
Mexico	1,093	1,054	127	1,215	9,590
South America	1,027	85	331	2,722	8,219
WORLD TOTAL (70 COUNTRIES)	87,287	38,487	5,668	89,575	15,803

Sources: CSIL from United Nations, Eurostat, World Bank, furniture industry data

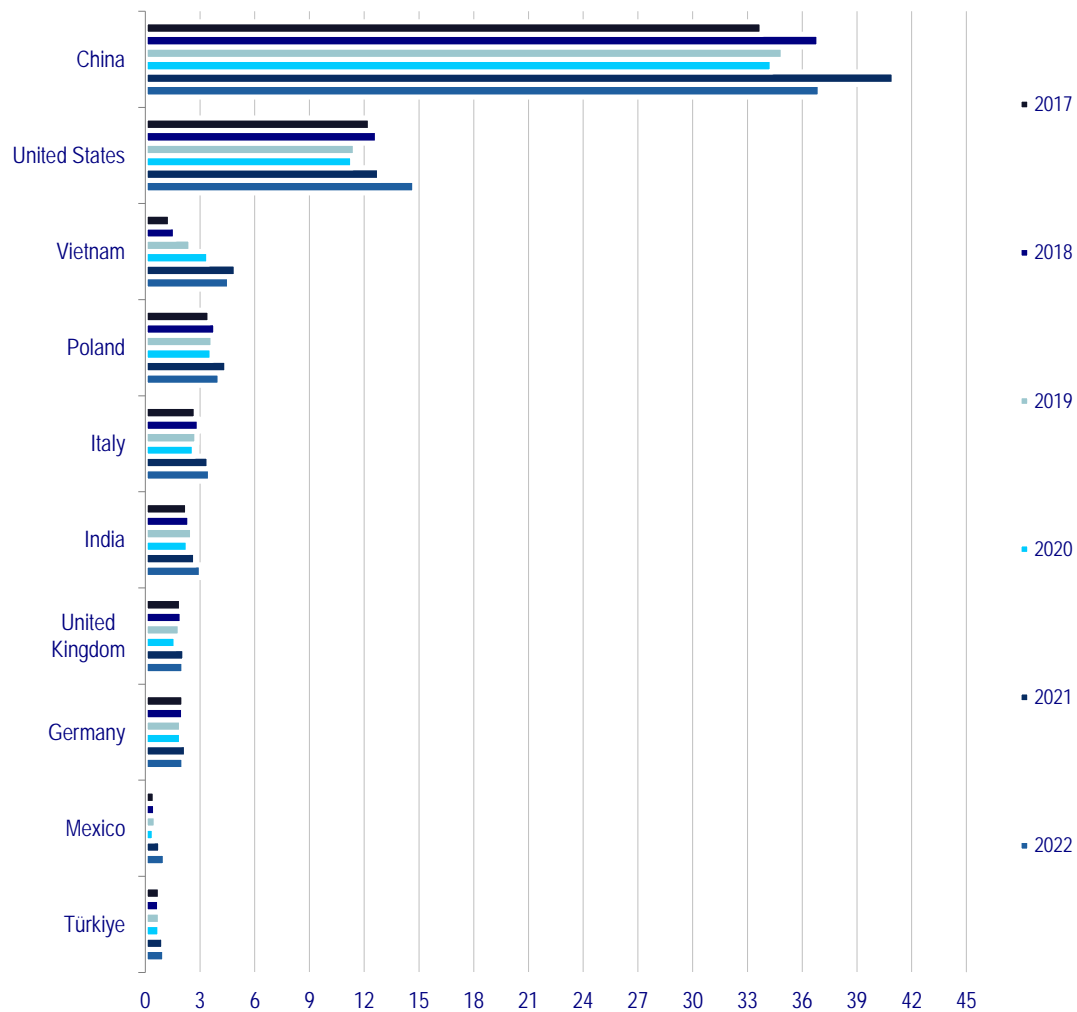
Data are for the last available year (normally 2022)

Population data are from the World Development Indicators

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\$ 37 billion) decreasing in 2022 mostly as a consequence of continuing production difficulties caused by COVID, the US (US\$ 14.8 billion), Vietnam (US\$ 4.6 billion), Poland (US\$ 4.1 billion), Italy (US\$ 3.6 billion) and India (US\$ 3.1 billion).

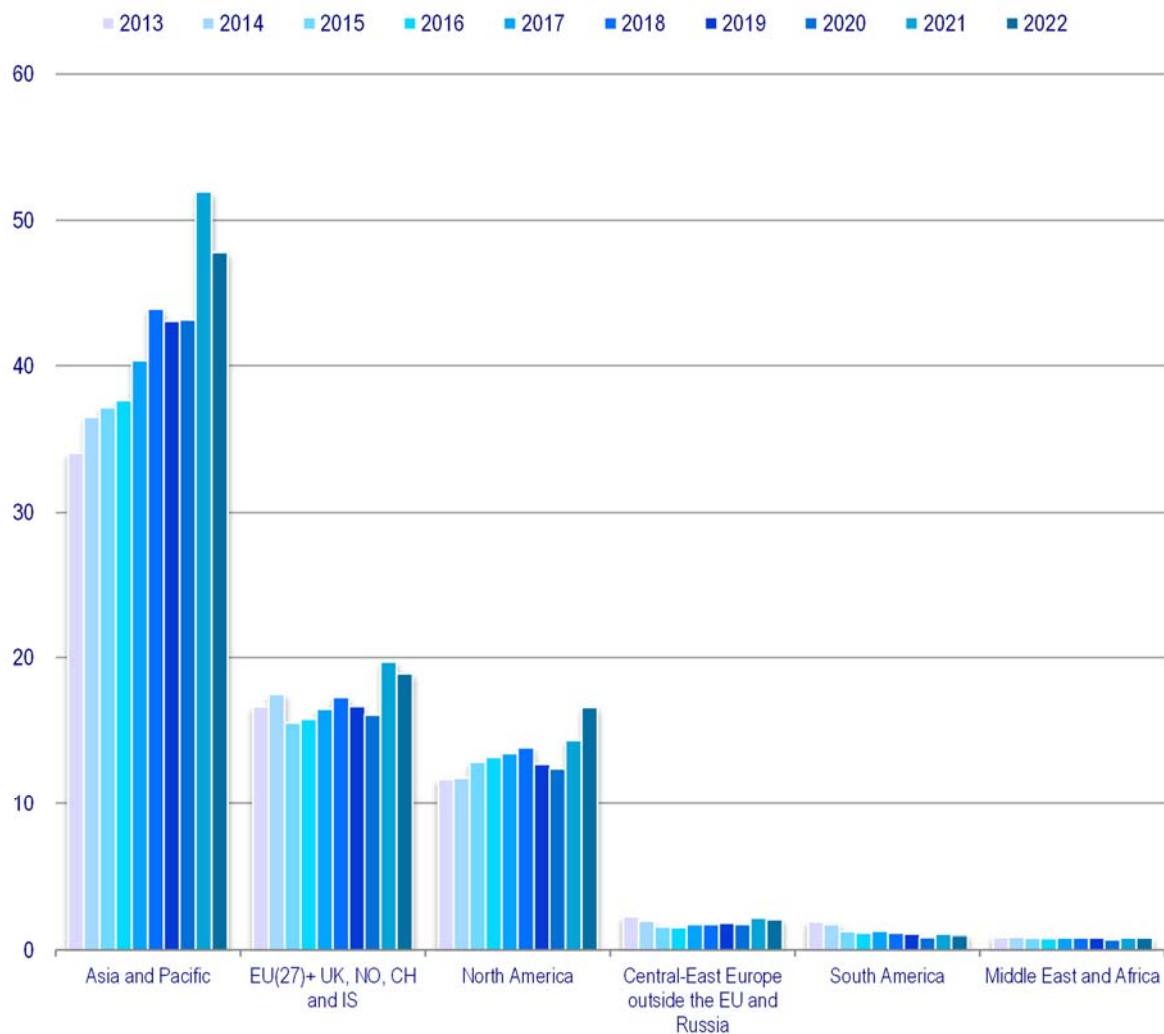
Figure 7
Upholstered furniture. Ten major producing countries, 2017-2022. Current US\$ billion



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 2013-2022. Current US\$ billion



Source: CSIL

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
- 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 microfibre) 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

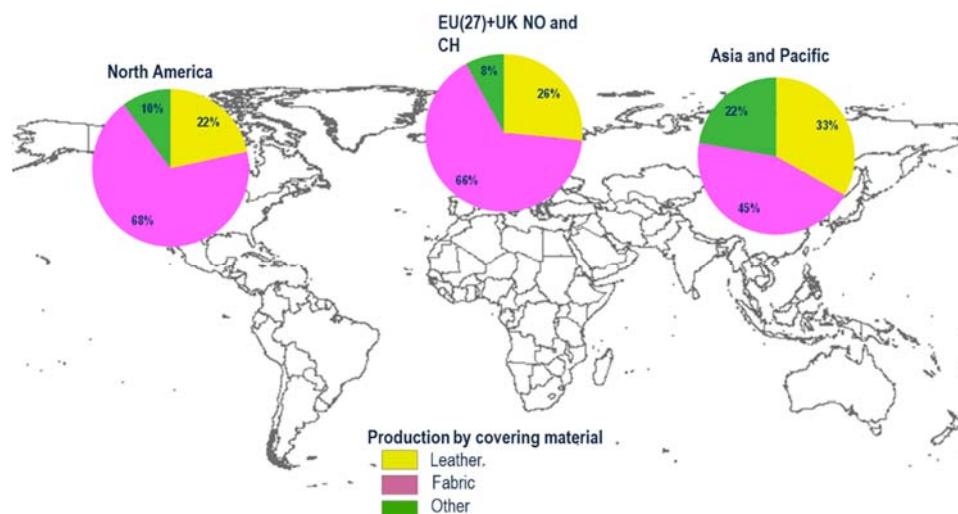
Breakdown of upholstered furniture production by covering material. % in value

	Leather %	Fabric %	Other %
European Union (27), UK, Norway, Switzerland	26%	66%	8%
of which Germany	34%	54%	13%
Italy	49%	46%	5%
United Kingdom	22%	76%	2%
Poland	19%	75%	7%
Asia and Pacific	33%	45%	22%
of which China	34%	42%	24%
India	18%	68%	14%
North America	22%	68%	10%
of which United States	22%	68%	10%
World	28%	55%	17%

Sources: CSIL

last available year

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

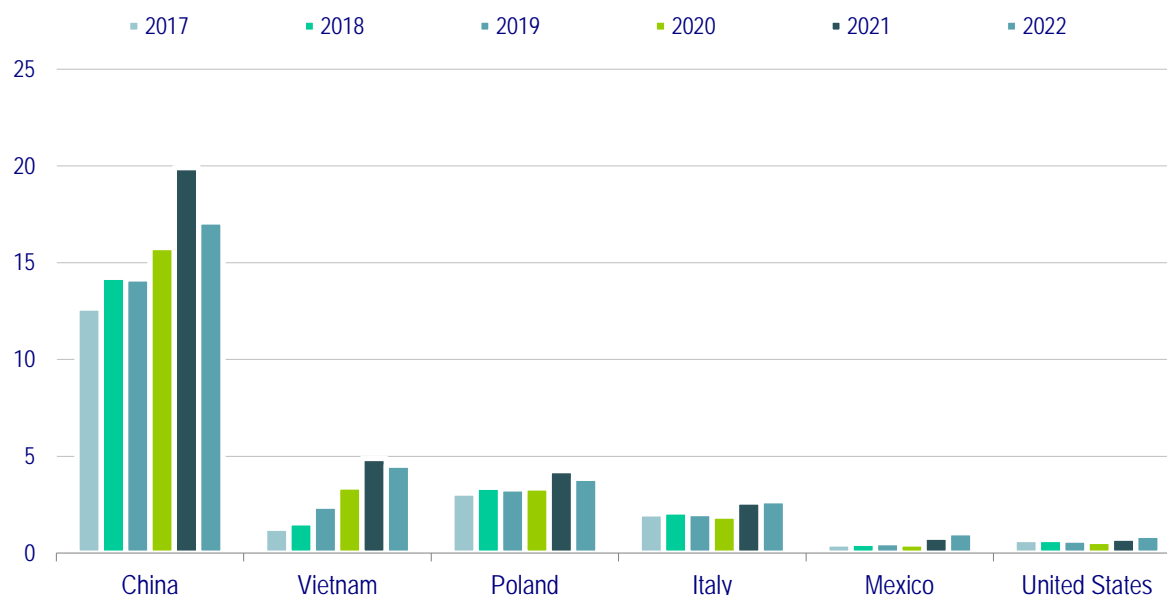


Source: CSIL

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, 2017-2022. Current US\$ billion



Source: CSIL processing of United Nations, Eurostat and national data

The main upholstered furniture exporting countries are China, Vietnam, Poland, Italy, Mexico and the US. In 2022 exports from China and Vietnam decreased by US\$ 2.8 billion and 0.3 billion, respectively.

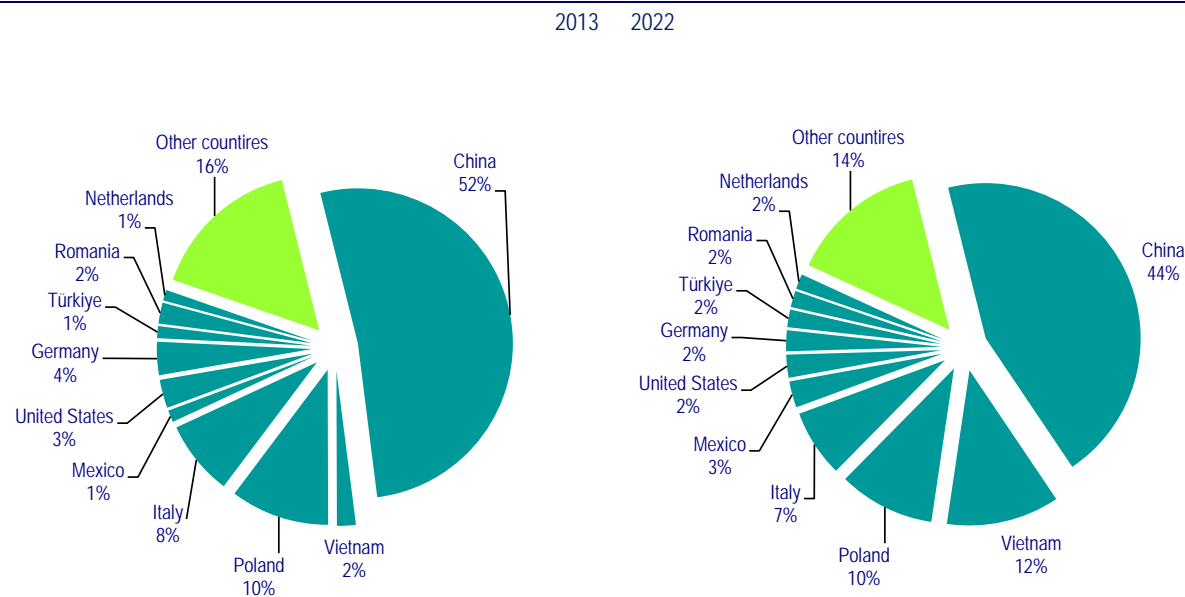
Revived interest in Mexico as a target country for investments in production (already targeted in the past by some North American players) is observed. Leading manufacturers that recently started upholstered furniture production in Mexico include

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 2013 and 2022.

China decreased its share from 52% to 44% of world upholstered furniture exports between 2013 and 2022, and Vietnam increased from 2% to 12%. 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, 2013 and 2022



Sources: UN, Eurostat, CSIL

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, 2022
Part 1. Destination of exports

Country	Upholstered furniture exports US\$ Million	Destination 1	Destination 2	Destination 3	Destination 4
China	17,106	USA 31%	South Korea 6%	UK 6%	Australia 5%
Vietnam	4,537	USA 84%	Canada 3%	Japan 3%	Australia 2%
Poland	3,863	Germany 41%	Netherlands 10%	UK 9%	France 8%
Italy	2,702	France 21%	USA 15%	UK 7%	China 6%
Mexico	1,054	USA 88%	Canada 11%		
United States	922	Canada 79%	Mexico 4%	Un Arab Emir 1%	Saudi Arabia 1%

Part 2. Origin of imports

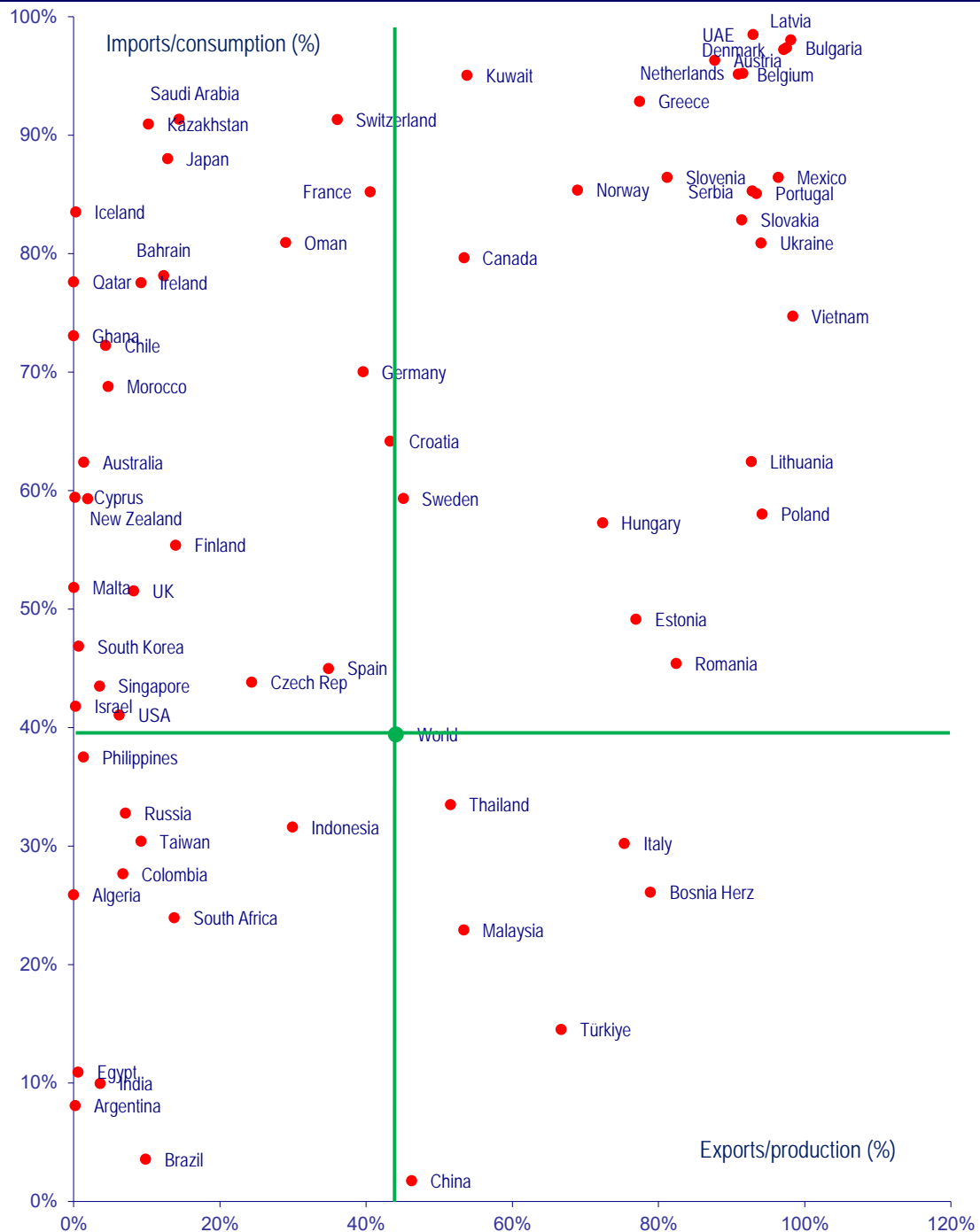
Country	Upholstered furniture imports US\$ Million	Destination 1	Destination 2	Destination 3	Destination 4
United States	9,636	China 37%	Vietnam 30%	Mexico 11%	Italy 5%
Germany	2,992	Poland 42%	China 21%	Netherlands 5%	Hungary 4%
UK	2,071	China 52%	Poland 19%	Italy 9%	Romania 3%
France	1,958	China 28%	Italy 21%	Poland 11%	Portugal 7%
Canada	1,443	China 44%	USA 26%	Vietnam 9%	Italy 5%
Australia	1,124	China 75%	Vietnam 9%	Malaysia 4%	Italy 3%

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, Vietnam, Poland, Italy, Mexico and the US and flows to the US, Germany, the UK, France, Canada and Australia. China is the main origin of imports of upholstered furniture for 44 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



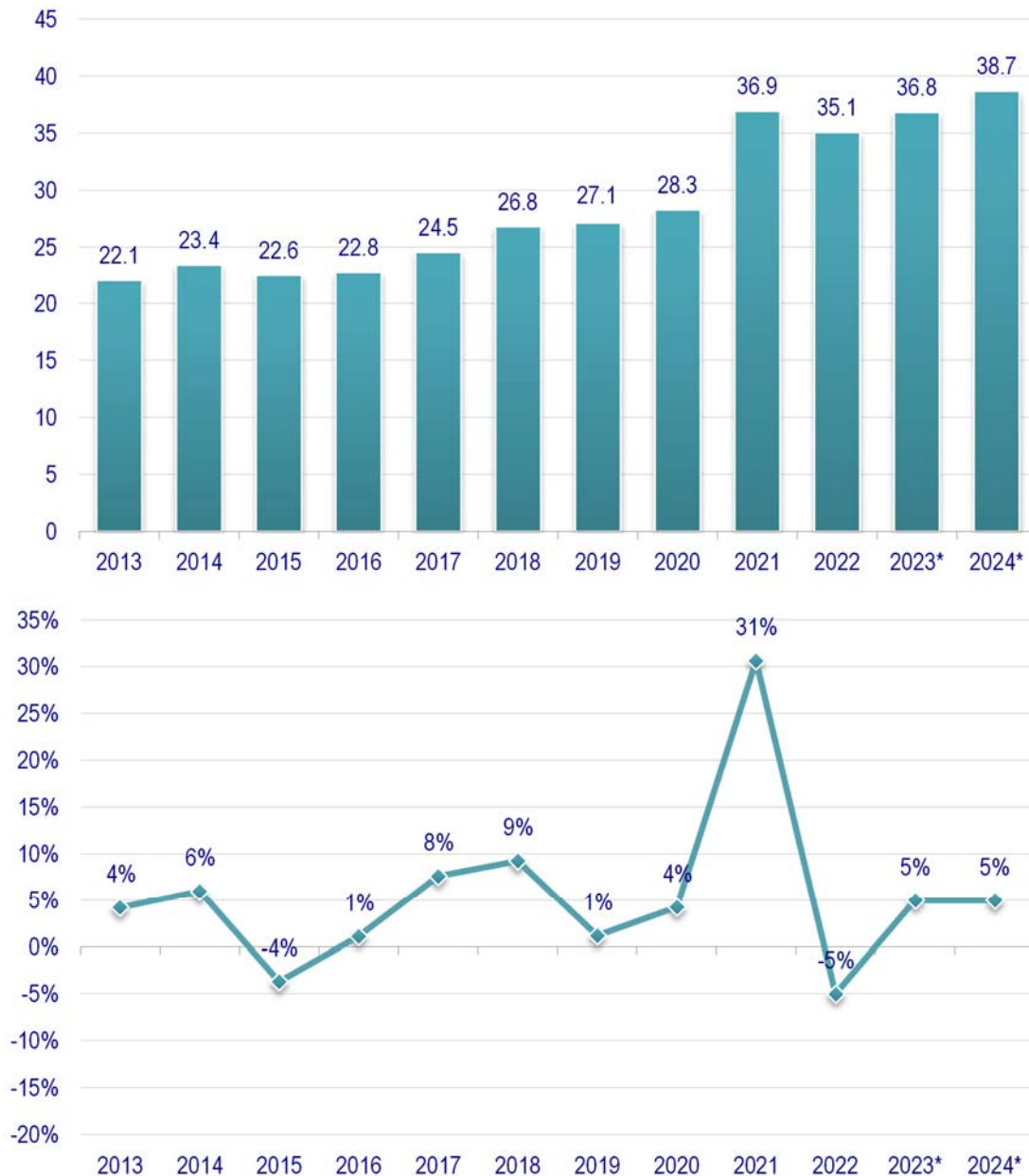
Sources: CSIL
Data are for 2022

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 several countries in Europe (Denmark, Austria, Norway and Belgium, Latvia, Lithuania, Slovakia, Latvia, Bulgaria) and Canada. 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 Japan, Kazakhstan and several oil producing countries (Saudi Arabia, Bahrain, Oman, Qatar).

On the lower right side, there are the countries where the upholstered furniture industry is strongly dedicated to exports: Italy, 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, 2013-2024. 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 after a year of extraordinary growth in 2021. Prospects for 2023 and 2024 are positive, also as a consequence of lower transport costs.

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.

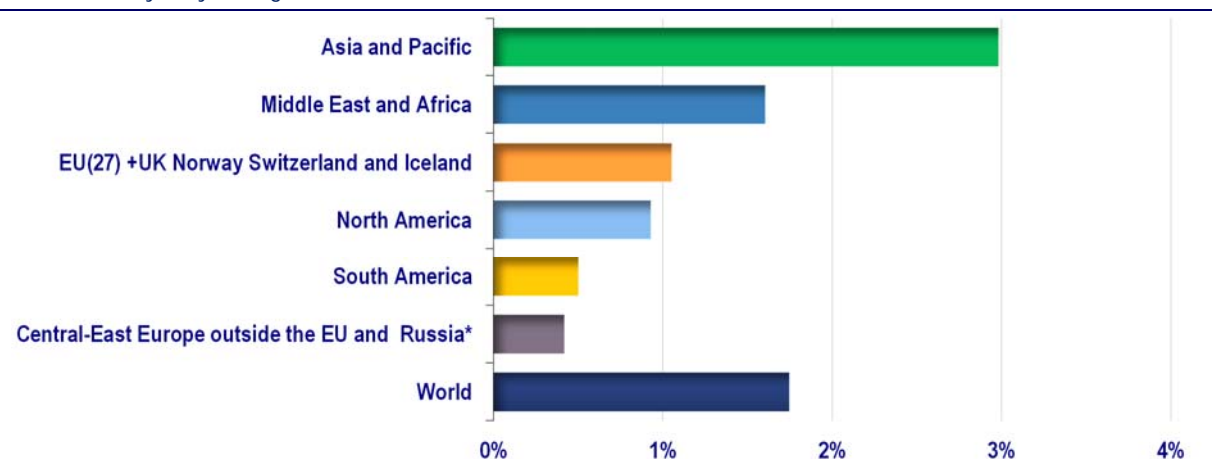
Table 5
Upholstered furniture consumption in large markets, 2023-2024.
 Forecasts of yearly changes in real terms

Country	Real Change forecasts	
	2023	2024
United States	-3%	1%
China	2%	3%
Germany	-4%	1%
United Kingdom	-4%	1%
India	5%	5%
France	-4%	1%
Canada	-2%	0%
Australia	0%	1%
Italy	-4%	1%
Netherlands	-4%	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, 2024.
 Forecasts of yearly changes in real terms



Source: CSIL

Figure 14 shows the forecast for 2024 by world geographical region.

After the contraction in 2023, the outlook for 2024 is for a modest growth in Europe and in North America and a substantial consumption increase in Asia. For the world as a whole, upholstered furniture consumption is forecasted to increase by a modest 1.7%.

The cutoff date for data in this report is June 1, 2023. 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\$
EU (27), UK, Norway, Switzerland and Iceland	18,938	12,325	528	21,099	39,932
of which France	571	232	68	2,992	44,160
Germany	2,120	840	83	4,298	51,660
Italy	3,586	2,702	59	2,127	35,990
Poland	4,101	3,863	38	636	16,850
UK	2,122	174	67	2,995	44,480
Central-East Europe outside the EU and Russia	2,076	1,177	282	2,784	9,868
of which Türkiye	1,064	710	85	840	9,900
Asia and Pacific	47,726	22,374	3,674	33,153	9,025
of which China	36,986	17,106	1,412	16,785	11,880
India	3,071	111	1,408	3,023	2,150
Japan	157	20	126	5,361	42,650
South Korea	444	3	52	1,817	35,110
Vietnam	4,612	4,537	97	350	3,590
Middle East and Africa	874	128	356	3,215	9,032
of which South Africa	167	23	59	388	6,530
North America	16,647	2,398	497	26,603	53,543
of which United States	14,762	922	332	23,540	70,930
Canada	791	422	38	1,848	48,310
Mexico	1,093	1,054	127	1,215	9,590
South America	1,027	85	331	2,722	8,219
of which Brazil	789	78	214	1,659	7,740
WORLD TOTAL (70 COUNTRIES)	87,287	38,487	5,668	89,575	15,803

Sources: United Nations, World Bank, Eurostat, CSIL

Upholstered furniture data are for the last available year (normally 2022)

Population and GNP data are for from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

Table W2

Overview of the world furniture industry – Consumption and Imports

	Apparent Consumption	Imports	Population	Total GNP	Per capita GNP
	US\$ Million	US\$ Million	US\$ Million	Million	US\$
EU (27), UK, Norway, Switzerland and Iceland	20,430	13,817	528	21,099	39,932
of which France	2,297	1,958	68	2,992	44,160
Germany	4,273	2,992	83	4,298	51,660
Italy	1,268	383	59	2,127	35,990
Poland	568	329	38	636	16,850
UK	4,019	2,071	67	2,995	44,480
Central-East Europe outside the EU and Russia	1,286	387	282	2,784	9,868
of which Türkiye	415	60	85	840	9,900
Asia and Pacific	29,521	4,290	3,674	33,153	9,025
of which China	20,229	349	1,412	16,785	11,880
India	3,286	327	1,408	3,023	2,150
Japan	1,142	1,005	126	5,361	42,650
South Korea	830	389	52	1,817	35,110
Vietnam	296	221	97	350	3,590
Middle East and Africa	2,383	1,646	356	3,215	9,032
of which South Africa	190	45	59	388	6,530
North America	25,579	11,331	497	26,603	53,543
of which United States	23,476	9,636	332	23,540	70,930
Canada	1,811	1,443	38	1,848	48,310
Mexico	291	252	127	1,215	9,590
South America	1,142	200	331	2,722	8,219
of which Brazil	738	26	214	1,659	7,740
WORLD TOTAL (70 COUNTRIES)	80,341	31,670	5,668	89,575	15,803

Sources: United Nations, World Bank, Eurostat, CSIL

Upholstered furniture data are for the last available year (normally 2022)

Population and GNP data are for from the World Development Indicators

Apparent consumption is valued at production prices (excluding markup)

Table W3
Upholstered Furniture Exports, 70 Countries, alphabetical

Country	Upholstered Furniture Exports	Upholstered Furniture Production	Exports/ Production	Population	Per capita GNP	Total GNP
	US\$ Million	US\$ Million	%	Million	US\$	US\$ Billion
Algeria	0	44	0%	44	3,660	161
Argentina	0	115	0%	46	9,960	456
Australia	10	687	1%	26	57,170	1,468
Austria	127	145	88%	9	52,760	472
Bahrain	1	9	12%	1	22,950	34
Belgium	289	318	91%	12	50,490	585
Bosnia Herzegovina	211	268	79%	3	6,810	22
Brazil	78	789	10%	214	7,740	1,659
Bulgaria	81	83	98%	7	11,200	77
Canada	422	791	53%	38	48,310	1,848
Chile	2	56	4%	19	14,780	288
China	17,106	36,986	46%	1,412	11,880	16,785
Colombia	4	66	7%	52	6,190	319
Croatia	48	111	43%	4	17,630	69
Cyprus	0	12	0%	1	28,470	26
Czech Republic	96	393	24%	11	24,430	257
Denmark	541	557	97%	6	68,300	400
Egypt	0	69	1%	109	3,350	366
Estonia	116	151	77%	1	26,460	35
Finland	18	129	14%	6	53,510	296
France	232	571	41%	68	44,160	2,992
Germany	840	2,120	40%	83	51,660	4,298
Ghana	0	11	0%	33	2,280	75
Greece	14	17	77%	11	20,000	213
Hong Kong, China	13	n.a.	n.a.	7	54,460	404
Hungary	190	263	72%	10	17,740	172
Iceland	0	5	0%	0.3	63,460	24
India	111	3,071	4%	1,408	2,150	3,023
Indonesia	82	275	30%	274	4,180	1,143
Ireland	6	62	9%	5	76,110	383
Israel	1	334	0%	9	49,290	462
Italy	2,702	3,586	75%	59	35,990	2,127
Japan	20	157	13%	126	42,650	5,361
Kazakhstan	1	8	10%	19	8,880	169
Kuwait	6	12	54%	4	34,290	152

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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	32	33	98%	2	19,790	37
Lebanon	1	n.a.	n.a.	6	5,110	29
Lithuania	485	523	93%	3	21,740	61
Malaysia	228	428	53%	34	10,710	360
Malta	0	12	0%	1	30,760	16
Mexico	1,054	1,093	96%	127	9,590	1,215
Morocco	1	25	5%	37	3,620	136
Netherlands	602	657	92%	18	55,200	968
New Zealand	2	111	2%	5	45,230	232
Norway	135	196	69%	5	83,880	454
Oman	4	14	29%	5	17,950	81
Philippines	1	96	1%	114	3,550	404
Poland	3,863	4,101	94%	38	16,850	636
Portugal	296	317	93%	10	23,890	247
Qatar	0	43	0%	3	62,310	167
Romania	659	799	82%	19	14,160	271
Russia	36	508	7%	143	11,610	1,694
Saudi Arabia	8	57	14%	36	21,540	775
Serbia	97	105	93%	7	8,460	58
Singapore	3	95	4%	5	64,010	349
Slovakia	189	207	91%	5	20,640	112
Slovenia	62	76	81%	2	28,280	60
South Africa	23	167	14%	59	6,530	388
South Korea	3	444	1%	52	35,110	1,817
Spain	263	756	35%	47	29,690	1,408
Sweden	229	507	45%	10	59,540	620
Switzerland	38	107	36%	9	90,600	789
Taiwan, China	29	316	9%	23	33,565	780
Thailand	227	441	52%	72	7,090	508
Türkiye	710	1,064	67%	85	9,900	840
Ukraine	123	131	94%	44	4,120	171
United Arab Emirates	82	88	93%	9	41,770	388
United Kingdom	174	2,122	8%	67	44,480	2,995
United States	922	14,762	6%	332	70,930	23,540
Vietnam	4,537	4,612	98%	97	3,590	350

Sources: United Nations, World Bank, Eurostat, CSIL

n.a.: not available

upholstered furniture data are for the last available year (normally 2022)

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	17,106	36,986	46%	1,412	11,880	16,785
Vietnam	4,537	4,612	98%	97	3,590	350
Poland	3,863	4,101	94%	38	16,850	636
Italy	2,702	3,586	75%	59	35,990	2,127
Mexico	1,054	1,093	96%	127	9,590	1,215
United States	922	14,762	6%	332	70,930	23,540
Germany	840	2,120	40%	83	51,660	4,298
Türkiye	710	1,064	67%	85	9,900	840
Romania	659	799	82%	19	14,160	271
Netherlands	602	657	92%	18	55,200	968
Denmark	541	557	97%	6	68,300	400
Lithuania	485	523	93%	3	21,740	61
Canada	422	791	53%	38	48,310	1,848
Portugal	296	317	93%	10	23,890	247
Belgium	289	318	91%	12	50,490	585
Spain	263	756	35%	47	29,690	1,408
France	232	571	41%	68	44,160	2,992
Sweden	229	507	45%	10	59,540	620
Malaysia	228	428	53%	34	10,710	360
Thailand	227	441	52%	72	7,090	508
Bosnia Herzegovina	211	268	79%	3	6,810	22
Hungary	190	263	72%	10	17,740	172
Slovakia	189	207	91%	5	20,640	112
United Kingdom	174	2,122	8%	67	44,480	2,995
Norway	135	196	69%	5	83,880	454
Austria	127	145	88%	9	52,760	472
Ukraine	123	131	94%	44	4,120	171
Estonia	116	151	77%	1	26,460	35
India	111	3,071	4%	1,408	2,150	3,023
Serbia	97	105	93%	7	8,460	58
Czech Republic	96	393	24%	11	24,430	257
Indonesia	82	275	30%	274	4,180	1,143
United Arab Emirates	82	88	93%	9	41,770	388
Bulgaria	81	83	98%	7	11,200	77
Brazil	78	789	10%	214	7,740	1,659

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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
Slovenia	62	76	81%	2	28,280	60
Croatia	48	111	43%	4	17,630	69
Switzerland	38	107	36%	9	90,600	789
Russia	36	508	7%	143	11,610	1,694
Latvia	32	33	98%	2	19,790	37
Taiwan, China	29	316	9%	23	33,565	780
South Africa	23	167	14%	59	6,530	388
Japan	20	157	13%	126	42,650	5,361
Finland	18	129	14%	6	53,510	296
Greece	14	17	77%	11	20,000	213
Hong Kong, China	13	n.a.	n.a.	7	54,460	404
Australia	10	687	1%	26	57,170	1,468
Saudi Arabia	8	57	14%	36	21,540	775
Ireland	6	62	9%	5	76,110	383
Kuwait	6	12	54%	4	34,290	152
Colombia	4	66	7%	52	6,190	319
Oman	4	14	29%	5	17,950	81
Singapore	3	95	4%	5	64,010	349
South Korea	3	444	1%	52	35,110	1,817
Chile	2	56	4%	19	14,780	288
New Zealand	2	111	2%	5	45,230	232
Bahrain	1	9	12%	1	22,950	34
Israel	1	334	0%	9	49,290	462
Kazakhstan	1	8	10%	19	8,880	169
Lebanon	1	n.a.	n.a.	6	5,110	29
Morocco	1	25	5%	37	3,620	136
Philippines	1	96	1%	114	3,550	404
Algeria	0	44	0%	44	3,660	161
Argentina	0	115	0%	46	9,960	456
Cyprus	0	12	0%	1	28,470	26
Egypt	0	69	1%	109	3,350	366
Ghana	0	11	0%	33	2,280	75
Iceland	0	5	0%	0.3	63,460	24
Malta	0	12	0%	1	30,760	16
Qatar	0	43	0%	3	62,310	167

Sources: United Nations, World Bank, Eurostat, CSIL

n.a.: not available

Upholstered furniture data are for the last available year (normally 2022)

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	%	Million	US\$	US\$ Billion
Algeria	15	59	26%	44	3660	161
Argentina	10	125	8%	46	9960	456
Australia	1124	1802	62%	26	57170	1468
Austria	466	484	96%	9	52760	472
Bahrain	29	36	78%	1	22950	34
Belgium	567	596	95%	12	50490	585
Bosnia Herzegovina	20	76	26%	3	6810	22
Brazil	26	738	4%	214	7740	1659
Bulgaria	76	78	97%	7	11200	77
Canada	1443	1811	80%	38	48310	1848
Chile	140	194	72%	19	14780	288
China	349	20229	2%	1412	11880	16785
Colombia	24	85	28%	52	6190	319
Croatia	113	176	64%	4	17630	69
Cyprus	18	30	59%	1	28470	26
Czech Republic	232	530	44%	11	24430	257
Denmark	562	578	97%	6	68300	400
Egypt	8	77	11%	109	3350	366
Estonia	34	68	49%	1	26460	35
Finland	138	249	55%	6	53510	296
France	1958	2297	85%	68	44160	2992
Germany	2992	4273	70%	83	51660	4298
Ghana	29	40	73%	33	2280	75
Greece	51	55	93%	11	20000	213
Hong Kong, China	134	n.a.	n.a.	7	54460	404
Hungary	97	170	57%	10	17740	172
Iceland	26	31	84%	0.3	63460	24
India	327	3286	10%	1408	2150	3023
Indonesia	89	281	32%	274	4180	1143
Ireland	195	252	78%	5	76110	383
Israel	239	573	42%	9	49290	462
Italy	383	1268	30%	59	35990	2127
Japan	1005	1142	88%	126	42650	5361
Kazakhstan	74	82	91%	19	8880	169
Kuwait	105	110	95%	4	34290	152

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Country	Upholstered Furniture Imports	Upholstered Furniture Consumption	Imports/ Apparent Consumption	Population	Per capita GNP	Total GNP
	US\$ Million	US\$ Million	%	Million	US\$	US\$ Billion
Latvia	31	31	98%	2	19790	37
Lebanon	9	n.a.	n.a.	6	5110	29
Lithuania	63	101	62%	3	21740	61
Malaysia	59	259	23%	34	10710	360
Malta	13	25	52%	1	30760	16
Mexico	252	291	86%	127	9590	1215
Morocco	54	78	69%	37	3620	136
Netherlands	1109	1165	95%	18	55200	968
New Zealand	158	267	59%	5	45230	232
Norway	355	416	85%	5	83880	454
Oman	43	53	81%	5	17950	81
Philippines	57	151	38%	114	3550	404
Poland	329	568	58%	38	16850	636
Portugal	119	140	85%	10	23890	247
Qatar	150	193	78%	3	62310	167
Romania	117	258	45%	19	14160	271
Russia	230	703	33%	143	11610	1694
Saudi Arabia	511	560	91%	36	21540	775
Serbia	44	51	85%	7	8460	58
Singapore	71	162	43%	5	64010	349
Slovakia	86	104	83%	5	20640	112
Slovenia	91	105	86%	2	28280	60
South Africa	45	190	24%	59	6530	388
South Korea	389	830	47%	52	35110	1817
Spain	403	895	45%	47	29690	1408
Sweden	406	685	59%	10	59540	620
Switzerland	716	784	91%	9	90600	789
Taiwan, China	125	412	30%	23	33565	780
Thailand	108	321	33%	72	7090	508
Türkiye	60	415	15%	85	9900	840
Ukraine	33	41	81%	44	4120	171
United Arab Emirates	408	414	99%	9	41770	388
United Kingdom	2071	4019	52%	67	44480	2995
United States	9636	23476	41%	332	70930	23540
Vietnam	221	296	75%	97	3590	350

Sources: United Nations, World Bank, Eurostat, CSIL

n.a.: not available

Upholstered furniture data are for the last available year (normally 2022)

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	Per capita GNP	Total GNP
	US\$ Million	US\$ Million	%	Million	US\$	US\$ Billion
United States	9,636	23,476	41%	332	70,930	23,540
Germany	2,992	4,273	70%	83	51,660	4,298
United Kingdom	2,071	4,019	52%	67	44,480	2,995
France	1,958	2,297	85%	68	44,160	2,992
Canada	1,443	1,811	80%	38	48,310	1,848
Australia	1,124	1,802	62%	26	57,170	1,468
Netherlands	1,109	1,165	95%	18	55,200	968
Japan	1,005	1,142	88%	126	42,650	5,361
Switzerland	716	784	91%	9	90,600	789
Belgium	567	596	95%	12	50,490	585
Denmark	562	578	97%	6	68,300	400
Saudi Arabia	511	560	91%	36	21,540	775
Austria	466	484	96%	9	52,760	472
United Arab Emirates	408	414	99%	9	41,770	388
Sweden	406	685	59%	10	59,540	620
Spain	403	895	45%	47	29,690	1,408
South Korea	389	830	47%	52	35,110	1,817
Italy	383	1,268	30%	59	35,990	2,127
Norway	355	416	85%	5	83,880	454
China	349	20,229	2%	1,412	11,880	16,785
Poland	329	568	58%	38	16,850	636
India	327	3,286	10%	1,408	2,150	3,023
Mexico	252	291	86%	127	9,590	1,215
Israel	239	573	42%	9	49,290	462
Czech Republic	232	530	44%	11	24,430	257
Russia	230	703	33%	143	11,610	1,694
Vietnam	221	296	75%	97	3,590	350
Ireland	195	252	78%	5	76,110	383
New Zealand	158	267	59%	5	45,230	232
Qatar	150	193	78%	3	62,310	167
Chile	140	194	72%	19	14,780	288
Finland	138	249	55%	6	53,510	296
Hong Kong, China	134	n.a.	n.a.	7	54,460	404
Taiwan, China	125	412	30%	23	33,565	780
Portugal	119	140	85%	10	23,890	247

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Country	Upholstered Furniture Imports	Upholstered Furniture Consumption	Imports/ Apparent Consumption	Population	Per capita GNP	Total GNP
	US\$ Million	US\$ Million	%	Million	US\$	US\$ Billion
Romania	117	258	45%	19	14,160	271
Croatia	113	176	64%	4	17,630	69
Thailand	108	321	33%	72	7,090	508
Kuwait	105	110	95%	4	34,290	152
Hungary	97	170	57%	10	17,740	172
Slovenia	91	105	86%	2	28,280	60
Indonesia	89	281	32%	274	4,180	1,143
Slovakia	86	104	83%	5	20,640	112
Bulgaria	76	78	97%	7	11,200	77
Kazakhstan	74	82	91%	19	8,880	169
Singapore	71	162	43%	5	64,010	349
Lithuania	63	101	62%	3	21,740	61
Türkiye	60	415	15%	85	9,900	840
Malaysia	59	259	23%	34	10,710	360
Philippines	57	151	38%	114	3,550	404
Morocco	54	78	69%	37	3,620	136
Greece	51	55	93%	11	20,000	213
South Africa	45	190	24%	59	6,530	388
Serbia	44	51	85%	7	8,460	58
Oman	43	53	81%	5	17,950	81
Estonia	34	68	49%	1	26,460	35
Ukraine	33	41	81%	44	4,120	171
Latvia	31	31	98%	2	19,790	37
Bahrain	29	36	78%	1	22,950	34
Ghana	29	40	73%	33	2,280	75
Brazil	26	738	4%	214	7,740	1,659
Iceland	26	31	84%	0.3	63,460	24
Colombia	24	85	28%	52	6,190	319
Bosnia Herzegovina	20	76	26%	3	6,810	22
Cyprus	18	30	59%	1	28,470	26
Algeria	15	59	26%	44	3,660	161
Malta	13	25	52%	1	30,760	16
Argentina	10	125	8%	46	9,960	456
Lebanon	9	n.a.	n.a.	6	5,110	29
Egypt	8	77	11%	109	3,350	366

Sources: United Nations, World Bank, Eurostat, CSIL

n.a.: not available

Upholstered furniture data are for the last available year (normally 2022)

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, 2013-2022,
20 major exporting countries**

Country	Upholstered furniture Exports									
	US\$ Million									
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
China	12,802	12,899	12,704	11,910	12,647	14,238	14,150	15,785	19,909	17,106
Vietnam	482	647	726	942	1,284	1,565	2,429	3,415	4,878	4,537
Poland	2,545	2,860	2,654	2,795	3,091	3,401	3,321	3,365	4,254	3,863
Italy	1,929	2,083	1,863	1,944	2,022	2,121	2,033	1,903	2,631	2,702
Mexico	306	351	414	424	469	505	534	468	811	1,054
United States	732	760	757	717	708	700	675	603	765	922
Germany	854	882	800	791	814	842	796	781	934	840
Türkiye	311	328	301	305	339	383	476	484	660	710
Romania	537	719	605	640	622	583	553	502	668	659
Netherlands	274	296	302	337	392	457	508	664	649	602
Denmark	274	312	288	338	338	392	424	453	543	541
Lithuania	283	318	282	313	358	414	419	436	560	485
Canada	301	296	333	386	383	384	392	312	359	422
Portugal	127	155	151	172	187	218	229	203	269	296
Belgium	218	219	187	202	207	216	228	215	294	289
Spain	157	199	176	195	210	237	244	197	259	263
France	194	152	148	157	173	195	196	175	226	232
Sweden	179	179	172	179	189	208	215	208	247	229
Malaysia	172	183	156	142	142	164	243	266	206	228
Thailand	168	175	152	124	113	130	120	178	244	227

Source: CSIL processing of official data

Table W8
**THE OPENING OF UPHOLSTERED FURNITURE MARKETS. Growth of imports, 2013-2022,
20 major importing countries**

Country	Upholstered furniture Imports									
	US\$ Million									
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
United States	4,585	5,044	5,809	6,207	6,974	7,591	7,025	7,083	9,784	9,636
Germany	2,060	2,298	2,048	2,226	2,331	2,448	2,393	2,591	3,286	2,992
United Kingdom	1,106	1,155	1,179	1,154	1,134	1,186	1,284	1,203	1,808	2,071
France	1,238	1,387	1,198	1,325	1,369	1,508	1,509	1,429	1,946	1,958
Canada	1,085	1,084	1,030	1,000	1,105	1,113	1,123	1,016	1,298	1,443
Australia	707	743	698	686	728	868	771	838	1,060	1,124
Netherlands	634	693	604	666	738	797	866	960	1,196	1,109
Japan	927	926	860	893	915	935	977	952	998	1,005
Switzerland	663	664	604	592	602	630	607	626	744	716
Belgium	456	492	424	417	414	433	438	445	626	567
Denmark	345	377	337	325	357	390	404	453	566	562
Saudi Arabia	196	230	253	295	317	297	361	356	478	511
Austria	422	434	354	362	383	401	404	406	499	466
United Arab Emirates	435	432	382	330	279	266	307	311	453	408
Sweden	316	336	295	308	334	373	361	359	479	406
Spain	230	252	212	233	257	292	288	257	399	403
South Korea	149	193	244	263	291	308	336	407	438	389
Italy	348	377	307	332	317	291	303	275	413	383
Norway	341	353	307	283	304	307	318	300	381	355
China	137	171	173	207	276	335	324	281	375	349

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	17,106	USA 31%	South Korea 6%	UK 6%	Australia 5%	Japan 5%
Vietnam	4,537	USA 84%	Canada 3%	Japan 3%	Australia 2%	Saudi Arabia 1%
Poland	3,863	Germany 41%	Netherlands 10%	UK 9%	France 8%	Belgium 4%
Italy	2,702	France 21%	USA 15%	UK 7%	China 6%	Germany 5%
Mexico	1,054	USA 88%	Canada 11%	Guatemala 0%	El Salvador 0%	Honduras 0%
United States	922	Canada 79%	Mexico 4%	Un Arab Emir 1%	Saudi Arabia 1%	Bahamas 1%
Germany	840	Switzerland 25%	Austria 17%	France 10%	Netherlands 7%	UK 6%
Türkiye	710	Iraq 16%	Germany 7%	Israel 7%	USA 6%	Qatar 5%
Romania	659	France 21%	Italy 12%	Germany 12%	UK 8%	Spain 6%
Netherlands	602	Germany 43%	Belgium 18%	France 10%	UK 3%	Spain 2%
Denmark	541	Germany 17%	Netherlands 11%	Norway 10%	Sweden 9%	France 9%
Lithuania	485	Denmark 20%	Sweden 20%	Norway 17%	Germany 7%	Finland 6%
Canada	422	USA 97%	China 1%	UK 0%	Kuwait 0%	Australia 0%
Portugal	296	France 45%	Spain 17%	UK 11%	USA 4%	Germany 4%
Belgium	289	France 48%	Netherlands 18%	Germany 11%	UK 5%	Poland 3%
Spain	263	France 24%	Portugal 15%	USA 8%	UK 8%	Germany 5%
France	232	Switzerland 15%	Germany 14%	USA 10%	China 7%	UK 7%
Sweden	229	Norway 34%	Denmark 12%	Germany 11%	Finland 9%	USA 7%
Malaysia	228	USA 45%	Australia 8%	UK 5%	Japan 5%	Singapore 4%
Thailand	227	USA 56%	Japan 11%	China 6%	Australia 5%	Uk 5%
Erzgebirgskreis	211	Germany 36%	Croatia 17%	Italy 6%	Sweden 6%	Netherlands 5%
Hungary	190	Germany 71%	Austria 7%	Netherlands 6%	Switzerland 3%	Poland 3%
Slovakia	189	Germany 48%	Denmark 14%	Netherlands 7%	Switzerland 6%	Czech Rep 6%
United Kingdom	174	Ireland 29%	USA 16%	France 11%	Germany 6%	Israel 5%
Norway	135	USA 21%	Germany 20%	Uk 15%	France 9%	Denmark 8%
Austria	127	Germany 42%	Slovakia 13%	Switzerland 12%	Czech Rep 6%	Hungary 4%
Ukraine	123	Poland 32%	Denmark 11%	Germany 10%	Belgium 9%	Austria 5%
Estonia	116	Finland 30%	Norway 18%	USA 14%	Sweden 12%	Denmark 4%
India	111	USA 49%	Saudi Arabia 8%	UK 6%	Germany 6%	Xq#Dus#p 1# 4%
Serbia	97	Italy 21%	France 17%	Croatia 10%	Montenegro 8%	Bosnia Herz 7%
Czech Republic	96	Germany 26%	Slovakia 18%	Switzerland 12%	Austria 5%	Poland 4%
Indonesia	82	USA 32%	Germany 25%	Netherlands 5%	Belgium 4%	France 5%
Un Arab Emir	82	Saudi Arabia 28%	Kuwait 26%	Oman 12%	Qatar 6%	Bahrain 6%
Bulgaria	81	Romania 27%	Greece 19%	Italy 12%	France 7%	UK 4%
Brazil	78	USA 36%	Uruguay 19%	Bolivia 8%	Paraguay 7%	Chile 3%
Slovenia	62	France 28%	Germany 26%	Croatia 6%	Austria 5%	Denmark 3%
Croatia	48	Germany 23%	Austria 23%	Italy 18%	Belgium 6%	France 4%
Switzerland	38	Germany 40%	France 15%	Netherlands 6%	USA 6%	Italy 6%
Russia	36	Kazakhstan 47%	Belarus 14%	Germany 8%	Ukraine 6%	Kyrgyzstan 3%
Latvia	32	Denmark 28%	Russia 25%	Estonia 11%	USA 10%	Lithuania 7%

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Country	Upholstered furniture exports US\$ million	Destination 1	Destination 2	Destination 3	Destination 4	Destination 5
Taiwan, China	29	Netherlands 39%	USA 28%	Japan 18%	Germany 4%	Norway 3%
South Africa	23	Namibia 27%	Botswana 17%	Zambia 15%	Eswatini 8%	Lesotho 6%
Japan	20	China 16%	USA 13%	Hong Kong 13%	South Korea 10%	Taiwan 10%
Finland	18	Sweden 16%	Denmark 11%	Russia 10%	Estonia 8%	Germany 6%
Greece	14	Cyprus 28%	Germany 10%	Bulgaria 9%	France 7%	Un Arab Emir 7%
Hong Kong, CN	13	Taiwan 26%	China 14%	South Korea 14%	USA 13%	Macao, CN 10%
Australia	10	New Zealand 42%	USA 21%	Singapore 12%	Un Arab Emir 4%	Saudi Arabia 3%
Saudi Arabia	8	Un Arab Emir 40%	Kuwait 17%	Bahrain 9%	Oman 8%	Djibouti 5%
Kuwait	6	Saudi Arabia 53%	Iraq 21%	Qatar 18%	Un Arab Emir 5%	Jordan 1%
Ireland	6	Uk 89%	USA 3%	Germany 3%	Italy 1%	Canada 1%
Colombia	4	USA 44%	Ecuador 18%	Panama 13%	Chile 8%	Poland 4%
Oman	4	Qatar 35%	Un Arab Emir 25%	Saudi Arabia 18%	Jordan 11%	Kuwait 6%
Singapore	3	Indonesia 27%	Malaysia 18%	Qatar 11%	Thailand 4%	Japan 4%
South Korea	3	China 10%	Japan 9%	Un Arab Emir 8%	Saudi Arabia 7%	India 6%
Chile	2	Bolivia 45%	Peru 12%	Paraguay 8%	Argentina 7%	USA 7%
New Zealand	2	Australia 60%	Cook Isds 9%	Samoa 5%	Fiji 4%	USA 3%
Philippines	1	USA 46%	Un Arab Emir 25%	Japan 7%	Saudi Arabia 6%	Spain 2%
Morocco	1	France 50%	Israel 10%	Belgium 9%	Côte d'Ivoire 5%	Mauritania 4%
Bahrain	1	Saudi Arabia 61%	Un Arab Emir 29%	Australia 2%	Oman 2%	Uk 1%
Kazakhstan	1	Kyrgyzstan 31%	Russia 29%	Tajikistan 29%	Türkiye 3%	Uzbekistan 3%
Israel	1	USA 29%	Argentina 25%	Belgium 14%	Un Arab Emir 8%	Singapore 6%
Lebanon	1	Un Arab Emir 26%	Gambia 11%	USA 9%	Qatar 9%	Ghana 9%
Egypt	0	Saudi Arabia 38%	Libya 20%	Netherlands 11%	USA 9%	Un Arab Emir 8%
Argentina	0	USA 70%	Uruguay 30%			
Cyprus	0	Greece 94%	Portugal 4%	Israel 2%	Slovakia 1%	Malta 0%
Iceland	0	Faeroe Isds 67%	Canada 18%	Denmark 10%	Greenland 5%	Lithuania 0%
Malta	0	Ghana 73%	Uk 27%			
Algeria	0	Un Arab Emir 85%	Niger 7%	France 6%	Senegal 2%	
Ghana	0	Senegal 93%	Nigeria 5%	Uganda 1%	Benin 0%	South Africa 0%
Taiwan, CN	29	Netherlands 39%	USA 28%	Japan 18%	Germany 4%	Norway 3%

Sources: UN, Eurostat, CSIL

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	9,636	China 37%	Vietnam 30%	Mexico 11%	Italy 5%	Canada 4%
Germany	2,992	Poland 42%	China 21%	Netherlands 5%	Hungary 4%	Romania 4%
UK	2,071	China 52%	Poland 19%	Italy 9%	Romania 3%	Vietnam 2%
France	1,958	China 28%	Italy 21%	Poland 11%	Portugal 7%	Romania 6%
Canada	1,443	China 44%	USA 26%	Vietnam 9%	Italy 5%	Mexico 3%
Australia	1,124	China 75%	Vietnam 9%	Malaysia 4%	Italy 3%	Thailand 2%
Netherlands	1,109	China 41%	Poland 23%	Germany 8%	Belgium 7%	Denmark 3%
Japan	1,005	China 67%	Vietnam 15%	Italy 4%	Thailand 3%	Malaysia 2%
Switzerland	716	Germany 27%	Italy 19%	Poland 15%	China 14%	France 3%
Belgium	567	China 26%	Poland 17%	Netherlands 13%	Italy 12%	Germany 7%
Denmark	562	Poland 35%	China 22%	Lithuania 12%	Sweden 6%	Vietnam 5%
Saudi Arabia	511	China 63%	Vietnam 14%	Italy 4%	USA 3%	India 1%
Austria	466	Germany 38%	China 15%	Poland 14%	Italy 8%	Romania 5%
United Arab Emir	408	China 70%	Italy 10%	Türkiye 5%	Poland 2%	USA 2%
Sweden	406	Poland 25%	China 25%	Lithuania 23%	Denmark 6%	Romania 3%
Spain	403	China 53%	Romania 9%	Italy 9%	Portugal 7%	Poland 6%
South Korea	389	China 74%	Italy 8%	Vietnam 7%	Germany 2%	Norway 1%
Italy	383	China 31%	Romania 21%	Poland 8%	Germany 7%	Türkiye 7%
Norway	355	Lithuania 29%	Poland 22%	China 18%	Sweden 10%	Denmark 4%
China	349	Italy 66%	France 6%	Thailand 4%	Germany 4%	Vietnam 2%
Poland	329	China 49%	Ukraine 16%	Germany 7%	Belarus 5%	Romania 5%
India	327	China 80%	Italy 5%	Vietnam 3%	Sri Lanka 3%	Malaysia 2%
Mexico	252	China 65%	USA 9%	Italy 9%	Vietnam 7%	Spain 2%
Israel	239	China 39%	Italy 18%	Türkiye 16%	Poland 6%	Romania 5%
Czech Rep	232	Poland 58%	Germany 8%	China 6%	Slovakia 6%	Italy 5%
Russia	230	China 36%	Belarus 23%	Italy 19%	Poland 6%	Germany 3%
Vietnam	221	China 90%	Italy 6%	Malaysia 2%	Germany 1%	Japan 0%
Ireland	195	China 60%	UK 19%	Vietnam 3%	Denmark 3%	Italy 3%
New Zealand	158	China 74%	Vietnam 7%	Thailand 5%	Italy 4%	Indonesia 2%
Qatar	150	China 42%	Türkiye 19%	Italy 17%	Romania 3%	Lebanon 3%
Chile	140	China 79%	Vietnam 7%	Brazil 4%	Malaysia 4%	Romania 1%
Finland	138	Sweden 20%	Estonia 19%	China 15%	Lithuania 14%	Poland 13%
Hong Kong, CN	134	China 75%	Italy 12%	France 2%	Germany 2%	Taiwan 1%
Taiwan, CN	125	China 63%	Italy 13%	Vietnam 5%	Malaysia 5%	Indonesia 4%
Portugal	119	Spain 34%	China 24%	Italy 17%	Romania 6%	France 3%
Romania	117	China 19%	Poland 18%	Bulgaria 17%	Türkiye 14%	Italy 8%
Croatia	113	Bosnia H. 32%	Poland 16%	Italy 11%	China 8%	Serbia 8%
Thailand	108	China 82%	Italy 5%	Vietnam 3%	Malaysia 2%	Norway 1%
Kuwait	105	China 55%	Italy 10%	USA 7%	Viet Nam 5%	Spain 4%
Hungary	97	Poland 36%	Germany 16%	China 13%	Romania 8%	Italy 6%

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Country	Upholstered furniture imports US\$ million	Origin	1	Origin	2	Origin	3	Origin	4	Origin	5
Slovenia	91	Serbia	23%	Bosnia Herz	19%	Germany	13%	Poland	11%	China	10%
Indonesia	89	China	85%	Vietnam	8%	Italy	3%	Malaysia	1%	Thailand	1%
Slovakia	86	Poland	44%	Austria	19%	Germany	11%	Czech Rep	10%	Romania	4%
Bulgaria	76	China	39%	Türkiye	14%	Poland	9%	Italy	7%	Romania	6%
Kazakhstan	74	Russia	36%	Türkiye	17%	Belarus	13%	China	11%	Italy	7%
Singapore	71	China	45%	Malaysia	16%	Italy	15%	Vietnam	5%	Germany	3%
Lithuania	63	Poland	36%	Italy	14%	China	11%	Ukraine	8%	Sweden	6%
Türkiye	60	Italy	23%	Romania	20%	China	20%	Poland	8%	Slovakia	8%
Malaysia	59	China	83%	Vietnam	4%	Italy	3%	Thailand	2%	Indonesia	2%
Philippines	57	China	76%	Thailand	6%	Malaysia	6%	Vietnam	3%	Italy	3%
Morocco	54	Italy	26%	Türkiye	19%	Spain	17%	China	13%	Poland	7%
Greece	51	Italy	17%	Bulgaria	16%	China	16%	Türkiye	15%	Romania	15%
South Africa	45	China	75%	Italy	8%	Vietnam	3%	Indonesia	2%	Türkiye	2%
Serbia	44	China	23%	Italy	16%	Türkiye	16%	Bosnia Herz	15%	Poland	10%
Oman	43	China	38%	Un Arab Emir	32%	Türkiye	12%	Saudi Arabia	8%	Italy	1%
Estonia	34	Lithuania	23%	Ukraine	11%	Poland	11%	China	11%	Latvia	9%
Ukraine	33	China	32%	Italy	27%	Poland	19%	Russia	6%	Germany	3%
Latvia	31	Poland	31%	China	18%	Lithuania	13%	Italy	10%	Ukraine	5%
Ghana	29	China	77%	Germany	5%	Italy	5%	Türkiye	4%	Spain	2%
Bahrain	29	China	50%	Türkiye	11%	Italy	10%	Vietnam	5%	USA	5%
Brazil	26	China	68%	Italy	19%	Germany	3%	USA	2%	India	2%
Iceland	26	China	19%	Poland	17%	Lithuania	16%	Italy	10%	Denmark	8%
Colombia	24	China	83%	Italy	4%	Brazil	3%	Lithuania	1%	USA	1%
Bosnia Herz	20	Serbia	26%	Türkiye	21%	China	17%	Romania	9%	Italy	7%
Cyprus	18	Italy	32%	China	25%	Romania	15%	Greece	9%	Taiwan	4%
Algeria	15	China	50%	Türkiye	11%	Italy	10%	Spain	10%	Germany	4%
Malta	13	Italy	51%	Türkiye	13%	China	11%	Spain	9%	Bulgaria	2%
Argentina	10	China	81%	Brazil	6%	Italy	4%	Paraguay	1%	Colombia	1%
Lebanon	9	Italy	56%	China	21%	France	5%	Spain	2%	Lithuania	2%
Egypt	8	Germany	24%	Italy	20%	Un Arab Emir	16%	China	11%	Romania	7%

Sources: UN, Eurostat, CSIL

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 2023-2024.
Forecasts of yearly changes in real terms, alphabetical

Upholstered Furniture consumption		
Change forecasts, in real terms		
	2023	2024
Algeria	-2%	0%
Argentina	-4%	1%
Australia	0%	1%
Austria	-4%	1%
Bahrain	3%	3%
Belgium	-3%	0%
Bosnia Herzegovina	-2%	0%
Brazil	-3%	0%
Bulgaria	0%	1%
Canada	-2%	0%
Chile	-3%	1%
China	2%	3%
Colombia	-4%	3%
Croatia	-1%	1%
Cyprus	-1%	1%
Czech Republic	-4%	3%
Denmark	-3%	0%
Egypt	-2%	1%
Estonia	-4%	1%
Finland	-3%	0%
France	-4%	1%
Germany	-4%	1%
Ghana	-3%	1%
Greece	0%	1%
Hong Kong, China	n.a.	n.a.
Hungary	-4%	2%
Iceland	1%	2%
India	5%	5%
Indonesia	4%	5%
Ireland	-2%	1%
Israel	1%	1%
Italy	-4%	1%
Japan	0%	1%
Kazakhstan	1%	2%
Kuwait	1%	2%

Upholstered Furniture consumption		
Change forecasts, in real terms		
	2023	2024
Latvia	-3%	1%
Lebanon	n.a.	n.a.
Lithuania	-4%	1%
Malaysia	2%	3%
Malta	-1%	0%
Mexico	-3%	1%
Morocco	2%	2%
Netherlands	-4%	1%
New Zealand	0%	1%
Norway	1%	2%
Oman	2%	2%
Philippines	2%	3%
Poland	-4%	2%
Portugal	-2%	2%
Qatar	3%	2%
Romania	-1%	1%
Russia	-8%	0%
Saudi Arabia	3%	2%
Serbia	0%	2%
Singapore	1%	2%
Slovakia	-3%	1%
Slovenia	-2%	1%
South Africa	0%	1%
South Korea	2%	2%
Spain	-3%	2%
Sweden	-4%	1%
Switzerland	-3%	0%
Taiwan, China	0%	1%
Thailand	3%	2%
Turkiye	-1%	1%
Ukraine	n.a.	n.a.
Emirates	2%	2%
United Kingdom	-4%	1%
United States	-3%	1%
Vietnam	4%	5%

Source: CSIL

Table W12**Upholstered furniture consumption 2023-2024.****Forecasts of yearly changes in real terms, ranking by size of upholstered furniture market**

	Upholstered Furniture consumption	
	Change forecasts, in real terms	
	2023	2024
United States	-3%	1%
China	2%	3%
Germany	-4%	1%
United Kingdom	-4%	1%
India	5%	5%
France	-4%	1%
Canada	-2%	0%
Australia	0%	1%
Italy	-4%	1%
Netherlands	-4%	1%
Japan	0%	1%
Spain	-3%	2%
South Korea	2%	2%
Switzerland	-3%	0%
Brazil	-3%	0%
Russia	-8%	0%
Sweden	-4%	1%
Belgium	-3%	0%
Denmark	-3%	0%
Israel	1%	1%
Poland	-4%	2%
Saudi Arabia	3%	2%
Czech Republic	-4%	3%
Austria	-4%	1%
Norway	1%	2%
Turkiye	-1%	1%
Emirates	2%	2%
Taiwan, China	0%	1%
Thailand	3%	2%
Vietnam	4%	5%
Mexico	-3%	1%
Indonesia	4%	5%
New Zealand	0%	1%
Malaysia	2%	3%
Romania	-1%	1%

	Upholstered Furniture consumption	
	Change forecasts, in real terms	
	2023	2024
Ireland	-2%	1%
Finland	-3%	0%
Chile	-3%	1%
Qatar	3%	2%
South Africa	0%	1%
Croatia	-1%	1%
Hungary	-4%	2%
Singapore	1%	2%
Philippines	2%	3%
Portugal	-2%	2%
Argentina	-4%	1%
Kuwait	1%	2%
Slovenia	-2%	1%
Slovakia	-3%	1%
Lithuania	-4%	1%
Colombia	-4%	3%
Kazakhstan	1%	2%
Bulgaria	0%	1%
Morocco	2%	2%
Egypt	-2%	1%
Bosnia Herzegovina	-2%	0%
Estonia	-4%	1%
Algeria	-2%	0%
Greece	0%	1%
Oman	2%	2%
Serbia	0%	2%
Ukraine	n.a.	n.a.
Ghana	-3%	1%
Bahrain	3%	3%
Latvia	-3%	1%
Iceland	1%	2%
Cyprus	-1%	1%
Malta	-1%	0%
Hong Kong, China	n.a.	n.a.
Lebanon	n.a.	n.a.

Source: CSIL

PART III. TOP 20 COUNTRIES FOR UPHOLSTERED FURNITURE INDUSTRY

	Page
China	50
United States	78
Vietnam	102
Poland	120
Italy	143
India	170
United Kingdom	185
Germany	202
Mexico	218
Türkiye	232
Romania	248
Canada	263
Brazil	276
Spain	295
Australia	312
France	324
Lithuania	337
Sweden	352
South Korea	366
Japan	378

3.1. The upholstered furniture industry in China

Table 3.1 - China.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	28,722	31,026	31,733	31,854	33,807	36,914	34,964	34,348	41,043	36,986
Exports	US\$ million	12,802	12,899	12,704	11,910	12,647	14,238	14,150	15,785	19,909	17,106
Imports	US\$ million	137	171	173	207	276	335	324	281	375	349
Consumption*	US\$ million	16,057	18,298	19,203	20,150	21,436	23,011	21,137	18,844	21,509	20,229
Production	% ch. -US\$		8%	2%	0%	6%	9%	-5%	-2%	19%	-10%
Exports	% ch. -US\$		1%	-2%	-6%	6%	13%	-1%	12%	26%	-14%
Imports	% ch. -US\$		25%	1%	19%	33%	22%	-3%	-13%	33%	-7%
Consumption*	% ch. -US\$		14%	5%	5%	6%	7%	-8%	-11%	14%	-6%
export/production	%	45%	42%	40%	37%	37%	39%	40%	46%	49%	46%
import/consumption	%	1%	1%	1%	1%	1%	1%	2%	1%	2%	2%
Production	CNY million	176,578	191,183	199,369	211,508	228,429	243,967	241,533	237,146	264,763	248,877
Exports	CNY million	78,702	79,483	79,813	79,084	85,452	94,101	97,751	108,981	128,431	115,104
Imports	CNY million	841	1,052	1,088	1,372	1,862	2,215	2,235	1,940	2,416	2,347
Consumption*	CNY million	98,717	112,752	120,644	133,796	144,839	152,081	146,018	130,105	138,748	136,121
Production	% ch. - CNY		8%	4%	6%	8%	7%	-1%	-2%	12%	-6%
Exports	% ch. - CNY		1%	0%	-1%	8%	10%	4%	11%	18%	-10%
Imports	% ch. - CNY		25%	3%	26%	36%	19%	1%	-13%	25%	-3%
Consumption*	% ch. - CNY		14%	7%	11%	8%	5%	-4%	-11%	7%	-2%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.2 - China.

Exchange rates, 2013-2022

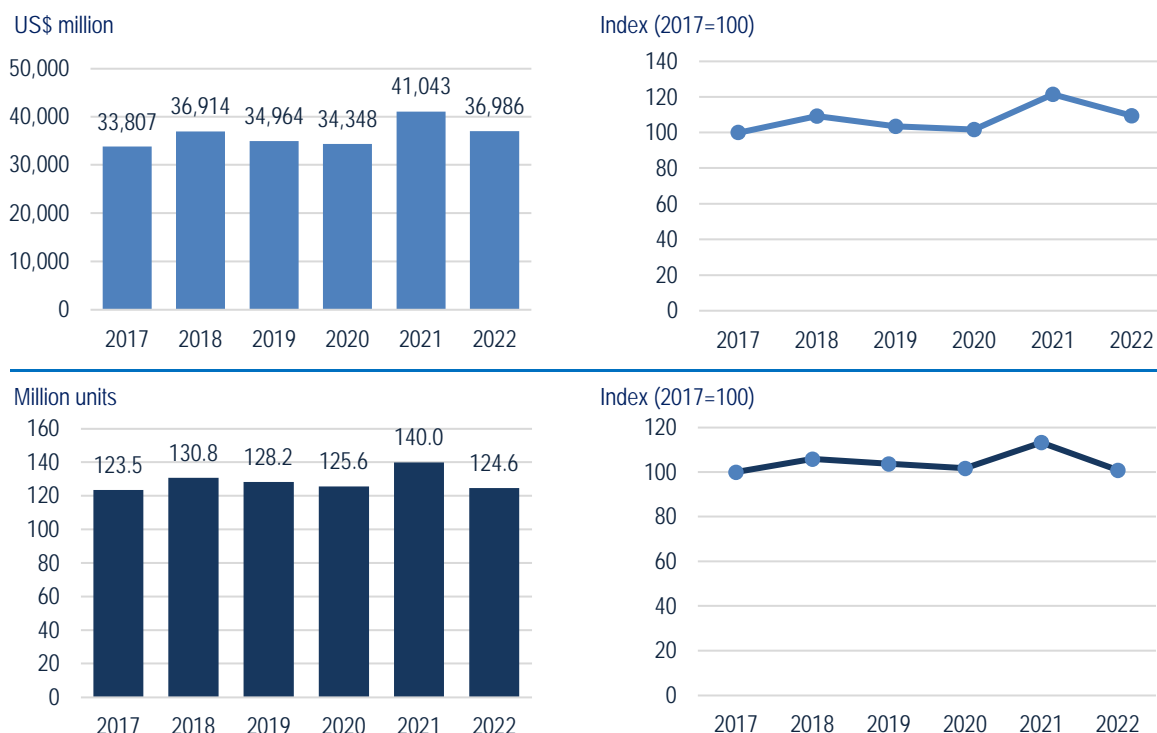
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
CNY per US\$	6.15	6.16	6.28	6.64	6.76	6.61	6.91	6.90	6.45	6.73
CNY per EUR	8.16	8.19	6.97	7.35	7.64	7.81	7.73	7.88	7.63	7.09

Source: US Federal Reserve

3.1.1 China. Upholstered furniture production

Figure 3.1 - China.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.3 - China.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

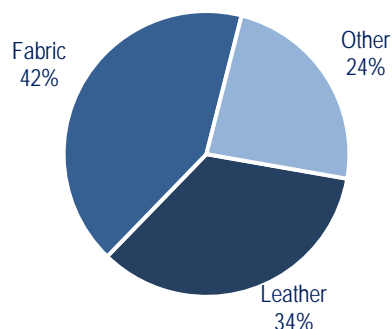
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
China	37%	39%	40%	46%	49%	46%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.2 - China.

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



Source: CSIL

Last available year

3.1.2 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	1598.4	72	2215.8
Jason Furniture (Hangzhou)	China	1333.4	50	2676.5
Jiangsu Sikexin Furniture - SCIHOM	China	1000.0	100	1000.0
HTL International	Singapore	405.0	90	450.0
ZuoYou Furniture	China	342.7	70	489.6
Landbond Furniture Group	China	189.5	25	757.9
Mily	China	188.4	16	1191.4
Markor (wholesale)	China	186.4	30	621.4
Henglin Chair	China	174.3	18	968.2
UE Furniture	China	170.0	22	772.8
Aris Furniture	China	160.0	80	200.0
Quanyou Furniture	China	156.6	25	626.4
Superb Creation Furniture (Shenzhen)	China	152.8	85	179.8
HHC	China	144.9	67	217.4
Trayton Group	China	142.5	100	142.5
Skyline Home Group	China	141.9	98	144.8
Xilinmen Group	China	137.3	12	1164.9
Kasen International Holdings	China	129.3	55	235.3
Cosie Leather (Shane Global Holding Inc)	China	128.0	80	160.0
HM Kazja (HM Mls Furniture)	China	127.3	100	127.3
Natuzzi China (Shanghai)	China	126.1	95	132.7
Linshimuye Furniture	China	118.9	30	396.4
Steel Land	China	114.6	80	143.3
Chengdu Nondo Furniture	China	114.6	60	191.0
Zoy Furniture	China	96.7	90	107.3
Lehoo	China	89.1	35	254.7
De Rucci	China	82.5	23	358.7
M&Z Furniture	China	77.1	40	192.8
QuMei Home Furnishings Group	China	70.4	35	201.0
Haining Happy Leather - Haipai	China	63.7	100	63.7
Zhejiang Morris Fashion Home (Morris Holdings)	China	62.5	100	62.5
D&B Dibiao	China	58.1	50	116.3
Lacquer Craft (Samson Holding)	China	58.1	10	596.5
Asiama (Qia Xing)	China	55.1	70	78.8
Royale Home	Hong Kong, China	54.4	25	217.5

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.1.3 China. Major Upholstered furniture manufacturers

Airland Industrial (Shenzhen)

Airland Industrial (Shenzhen) Co., Ltd

Group: Airland

Headquarters/Main Location

Shawan Danzhotou Industrial Zone - 518114 Shenzhen - China

T: +86 075528746600

Web: <https://www.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%

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>

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; Domestic: 1 China

Asiama

Dongguan Asiama Furniture Limited

Group: Qia Xing

Headquarters/Main Location

Yaojun Industrial Area, Hongmei Town - Dongguan City, 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%

A-Zenith

Shanghai A-Zenith Furniture Co., Ltd.

Headquarters/Main Location

N. 1107 Hutai Branch Road - 200436 Shanghai - China

T: +86 21 56515599

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

Email: gaff@az.com.cn

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Tables and Chairs, Occasional, Contract

Upholstered furniture production accounts for an estimated 19% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 2; Domestic: 2 China

Beijing Triumph Furniture (Camerich)

Beijing Triumph Furniture Co Ltd - Camerich

Headquarters/Main Location

DaDushe, TongZhou District - 101103 Beijing - China

T: +86 10 61586106

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

Email: service@camerich.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms

Total Turnover range: 100-250 US\$ million

Blue Bird

Lanniao Furniture Industrial Corp - Blue Bird

Group: Lanniao

Headquarters/Main Location

Xingzhou North Road 133 - 054077 Xingtai, Hebei - China

T: +86 319 3036230

Web: <https://www.lanniao.cn>

Email: lnbgsl@126.com

Activity: Manufacturer

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Botai BJTJ

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: <https://www.botaifurniture.com>

Email: yuki@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: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 98%

Manufacturing plants: 2; Domestic: 1 China; Foreign: 1 Vietnam.

C R Logic

Logic Industrial Enterprises (Zhuhai) Ltd

Group: China Resources Group

Headquarters/Main Location

Jinzhou Road, Jinding Industrial Development Zone - 519085 Zhuhai, Guangdong - China

T: +86 756 3382738

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

Email: info@crclogic.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Kitchen Furniture, Upholstered furniture

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 2%

Manufacturing plants: ; Domestic: China

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

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Manufacturing plants: 4; Domestic: 4 Vietnam

CBD

Shenzhen Yuanchao Household Goods Co., Ltd. - CBD

Headquarters/Main Location

No. 8 Xinlong Road, Shahu Neighborhood, Pingshan - 518118 Shenzhen, Guangdong - China

T: +86 755 28419743

Web: <https://www.cbd88.cn> ; <http://www.cbdfurniture.com>

Email: zhengquan@cbd88.com ; CBD88888@163.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Mattresses

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

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 1%

Manufacturing plants: 4; Domestic: 4 China

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

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; Domestic: 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

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%

Chouqin

Shanghai Chouqin Furniture Co., Ltd.

Group: Artdeco

Headquarters/Main Location

No.1315, Minta Road, Shihudang Town - 201617 Shanghai - China

T: +86 21 57845793

Web: <http://www.artdecosh.com>

Email: ly2210@artdecosh.cn ; postmaster@artdecosh.cn

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

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 80% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 95%

Manufacturing plants: 2; Domestic: 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: 100-250 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

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: ; Domestic: China; Foreign: Australia, Malaysia, North America

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: fyjt@sdfengyang.com

Activity: Manufacturer, Retailer

Product Portfolio: Furniture, Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, 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; Domestic: 1 China

Fule Furniture

Fule Furniture Co., Ltd.

Headquarters/Main Location

Nanda Street Ximutou City 18# - 710002 Xian, Shaanxi - China

T: +86 2982573316

Web: <https://www.fule.cc>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses

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

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 15%

Manufacturing plants: ; Domestic: 1 CN: Xian (Shaanxi)

Fuli Farrell

Fuli Farrell Furniture Manufacturer Ltd.

Headquarters/Main Location

No.23 Renmin East Road, KengZi Town, PingShan New Area - 518115 Shenzhen, Guangdong - China

T: +86 755 28695432

Web: <http://www.fuli-furniture.com>

Email: farrell@fuli-furniture.com

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

Export share on total turnover: 40%

Manufacturing plants: 1; Domestic: 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

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; Domestic: 1 China

Gentle

Foshan Wanjiang (Fulbang) Furniture Industry Co., Ltd. - Gentle Craftsman Home Furnishing

Headquarters/Main Location

No. 3, Lianshang Building, Donghai Village Committee, Longjiang Town, Shunde District - Foshan - China

T: +86 0757 23370762

Web: <http://www.gentle-home.net>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Export share on total turnover: 50%

Gicasa

Guangdong Hongqi Furniture Co., Ltd. - Gicasa

Headquarters/Main Location

Lixin Hengling Industrial Area Technology Industrial Park, Dongcheng District - 523000 Dongguan, Guangdong - China

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

Total Turnover range: 100-250 US\$ million

Employees range: 100-250

Gokeng

Zhongshan GoKeng Furniture Co., Ltd - Guojing

Headquarters/Main Location

Shagang East Road, Gangkou Town - Zhongshan, Guangdong - China

T: +86 138 2279 7385

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

Email: Jongtay@foxmail.com

Activity: Manufacturer

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

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 China

Goodnight

Hunan Goodnight Home Furnishings Industry Co., Ltd

Group: Goodnight

Headquarters/Main Location

No.27, Tianma Road, Xiaoxiang Middle Road, - 410012 Changsha, Hunan - China

T: +86 731 8669881

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

Email: sales@goodnight.com.cn; gj@goodnight.com.cn

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses, Pillows, Textiles

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: 20%

Manufacturing plants: ; Domestic: 5 CN: Changsha, Foshan, Hubei, Kunming

Haining Happy Leather - Haipai

Haining Happy Leather Co., Ltd - Haipai

Group: Ounoya Group

Headquarters/Main Location

100 Longxing Road - 314400 Haining Jiaying, 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: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 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: 100-250 US\$ million

Employees range: 0-20

Haworth (CN)

Haworth Furniture (Shanghai) Co., Ltd.

Group: Haworth

Headquarters/Main Location

32F, Tower 1, Jing An Kerry Center, 1515 West Nanjing Road - 200040 Shanghai, Shanghai - China
T: +86 21 2020 0888

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

Email: angelatao@haworth.com

Activity: Manufacturer, Trader

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

Total Turnover range: 100-250 US\$ million

Employees range: 251-500

Export share on total turnover: 43%

Manufacturing plants: ; Domestic: China; Foreign: India

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: 1; Domestic: 1 China; Foreign: 0. 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; Domestic: 3 China; Foreign: 8 Vietnam. In the second quarter of 2021, HHC's Vietnam's metal manufacturing plant was put into operation.

Higold

Higold Outdoor Furniture Co., Ltd

Headquarters/Main Location

29th, Wanhao Commercial Street - 510000 Guangzhou, Guangdong - China

T: +86 20 39202359

Web: <http://www.higoldgroup.net>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Garden and Outdoor

Total Turnover range: 100-250 US\$ million

Employees range: > 500

HM Kazja (HM MIs Furniture)

Chengdu Zhuge Furniture Co., Ltd. - HM MIs 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

Export share on total turnover: 10%

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer, Trader

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

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

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 60%

Manufacturing plants: 6; Domestic: 0 ; Foreign: 6 China (5), Italy (1). The Italian plant is operated by the Italian subsidiary, Corium Italia.

Huaweimei Furniture

Zhejiang Huaweimei Group Co., Ltd.

Headquarters/Main Location

Wuyang Bridge, Shaomen - 312046 Shaoxing, Zhejiang - China

T: +86 575 84026666 ; 84026688

Web: <http://www.huaweimei.com>

Email: foreigntrade@huaweimei.com

Activity: Manufacturer

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

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 10%

Manufacturing plants: 1; Domestic: 1 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

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; Domestic: 1 China

J&C

Huizhou J&C Intelligent Furnishings Technology Co., Limited

Headquarters/Main Location

Jiazi Industrial Area Chenjiang Town - Huizhou City, Guangdong - China

T: +86 752 3894503 , 3894603

Web: <http://www.jcjcjc.com>

Email: Ellen69@21cn.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 20%

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

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: 41%

Manufacturing plants: 14; Domestic: 10 China; Foreign: 4 Vietnam (1), Mexico (3)

Jiangsu Sikexin Furniture - SCIHOM

Jiangsu Sikexin Furniture Co., Ltd. - SCIHOM

Headquarters/Main Location

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

T: +86 512 6597535

Web: <http://www.sikexin.com>

Email: sikexinhr@163.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: 70%

Manufacturing plants: 5; Domestic: 5 China

Kano

Zhejiang Cole Kano Office Furniture Co., Ltd.

Headquarters/Main Location

No. 139, Zhangjiadun Road, Tangqi Town, Yuhang District -
Hangzhou, Zhejiang - China

T: +86 571 28223403

Web: <https://www.kano-cn.com>

Email: kano@kano-office.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 20%

Manufacturing plants: ; Domestic: China

Kasen International Holdings

Kasen International Holdings Limited

Group: Kasen

Headquarters/Main Location

259 Qianjiang Road West - 314400 Haining, Zhejiang - China
T: +86 573 87219299 ; 87218250

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

Email: info@kasen.com.cn

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture, Semi-finished parts

Upholstered furniture production accounts for an estimated
55% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 15%

Manufacturing plants: 2; Domestic: 1 China; Foreign: 1
Cambodia

Kelvin Giormani

Arredamenti Company Ltd - Kelvin Giormani

Headquarters/Main Location

6/F., Yan Hing Centre, 9-13 Wong Chuk Yeung Street - Fotan -
Hong Kong

T: +852 2688 2072

Web: <https://www.kelvingiormani.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; Foreign: 1 China

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

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: 15-50 US\$ million

Employees range: > 500

Export share on total turnover: 25%

Manufacturing plants: 1; Domestic: 1 China

Kingsdown China

Guangzhou Nuoshi Sleep Technology Co., Ltd. - Kingsdown China

Group: Kingsdown

Headquarters/Main Location

3A, Minggaocheng, No. 123, Yingbin Avenue, Huadu District, -
Guangzhou - China

T: +86 20 37760955

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms,
Mattresses, Pillows

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

Total Turnover range: 50-100 US\$ million

Export share on total turnover: 40%

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

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; Domestic: 1 China

Kuo Ching (CN)

Kuo Ching Office Furniture Panyu Co Ltd

Group: Kuo Ching Group

Headquarters/Main Location

Zhongyi Industrial Zone Zhongcun Town - 511495 Guangzhou, Guangdong - China

T: +86 20 84776005

Web: <http://kuoching.com>

Email: kc@kuoching.com

Activity: Manufacturer

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 50%

Manufacturing plants: ; Domestic: 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; Domestic: 1 China; Foreign: 7 USA (3), Vietnam (2), Bangladesh (1), Indonesia (1),

Lamex (HNI Corp.)

Lamex Holdings Ltd

Group: HNI Corporation

Headquarters/Main Location

Lian Hu First Industrial District, 191 Huan Shi Zhong Road, Tangxia Town - 523712 Dongguan, Guangdong - China

T: +86 769 82031111

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

Email: export@lamexinternational.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Upholstered furniture

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 25%

Manufacturing plants: ; Domestic: China

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

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Mattresses, Contract, Semi-finished parts

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: 18%

Manufacturing plants: 2; Domestic: 2 China

Leeder

Haining Deli Furniture Co., Ltd

Headquarters/Main Location

No. 3 Guangsheng Road, Zhouwangmiao Town, Haining City - Jiaxing City, Zhejiang - China

T: +86 0573 87939293

Web: <https://derlee.com.cn>

Email: Stacey@hailifurniture.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: > 500

Manufacturing plants: 1; Domestic: 1 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.lsofa.cn>

Email: chenhong@china-lihao.com ; 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; Domestic: 1 China; Foreign: 3 Vietnam

Lianfeng

Anji Fuhe Furniture Co., Ltd. - Lianfeng

Headquarters/Main Location

Yishita Industrial Zone, Anji County - 313300 Huzhou, Zhejiang - China

T: +86 572 5013017 ; 5019170

Web: <http://www.lfj.cn>

Email: sale@lfj.cn

Activity: Manufacturer

Product Portfolio: Home Office, Office Seating, Upholstered furniture, Tables and Chairs, 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: 90%

Manufacturing plants: ; Domestic: China

Liming-LMFU

Beijing Liming Wenyi Furniture - LMFU

Headquarters/Main Location

No. 18, Jingsheng South 4th Street, Jinqiao Industrial Base, Maqiao Bridge, Tongzhou District - 101102 Beijing - China

T: +86 10 60598811

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

Email: 273818958@qq.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Upholstered furniture

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 5%

Manufacturing plants: ; Domestic: China

Linshimuye Furniture

Linshimuye Furniture

Headquarters/Main Location

Nanhai District - 528203 Foshan, Guangdong - China

T: +86 757 86907654

Web: <https://www.linshimuye.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; Domestic: 1 China

Liyasi

Shenzhen Fuliuyan Furniture Co Ltd - Liyasi

Headquarters/Main Location

38 SanHe Industrial, Jiangling Village, Pinshan, Longgang - Shenzhen, Guangdong - China

T: +86 755 89936138

Web: <http://www.liyasi.com>

Email: zhangying643@sohu.com

Activity: Manufacturer

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

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; Domestic: 1 China

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

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; Domestic: 1 China

Macalline Tianjin**Red Star Macalline Home Group Co., Ltd.****Group:** Red Star Macalline Group Corporation**Headquarters/Main Location**

200333 Shanghai - China

T: +86 21 51041695 ; 51041696 ; 51041697**Web:** <https://www.chinaredstar.com> ;
<https://shanghai.mmall.com>**Activity:** Retailer**Product Portfolio:** Kitchen Furniture, Upholstered furniture, Bedrooms, Mattresses, Furnishing accessories**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** 15-50 US\$ million**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:** <http://www.manwahholdings.com> ;
<https://www.cheersofa.com>**Email:** manwah@manwahholdings.com**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Mattresses, Filling**Upholstered furniture production** accounts for an estimated 72% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 34%**Manufacturing plants:** 14; ; Foreign: 10 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 (wholesale)****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; MHF-AD@markorhome.com**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Home furniture, Mattresses, RTA - DIY furniture**Upholstered furniture production** accounts for an estimated 30% of total revenues**Total Turnover range:** >250 US\$ million**Manufacturing plants:** 12; Domestic: 8 China; Foreign: 4 Vietnam (3), USA (1)**Max Sun****Max Sun Industrial Development Co. Ltd.****Headquarters/Main Location**No.108, Wanggang Industrial Development Area, Longjiang
Town, Shunde District - 528319 Foshan, Guangdong - China**T:** +86 757 23882268**Web:** <http://www.gdmaxsun.com>**Email:** maxsun@gdmaxsun.com ; service@gdmaxsun.com**Activity:** Manufacturer, Trader**Product Portfolio:** Upholstered furniture, Bedrooms, Beds, Mattresses, Contract**Upholstered furniture production** accounts for an estimated 20% of total revenues**Total Turnover range:** 15-50 US\$ million**Export share on total turnover:** 35%**Medalounger China****Up2date Medalounger China Ltd****Group:** TTb Holding / Medal**Headquarters/Main Location**Weixing Road Tai Gong Ling Village Dalingshan Town -
Dongguan, Guangdong - China**T:** +86 769 827 80813**Web:** <https://medalounger.be>**Activity:** Manufacturer**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:** 51-100**Manufacturing plants:** 1; Domestic: 1 China**Meiyi Furniture****MeiYi Furniture Co., Ltd****Headquarters/Main Location**No.,3Bldg.,Liao Xia Industrial Zone ,Bei Huan Rd. Wang Niu
Dun Town - 523200 Dongguan, Guangdong - China**T:** +86 769 88518936**Web:** <http://www.meiyifurniture.com.cn>**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Occasional**Total Turnover range:** 100-250 US\$ million**Export share on total turnover:** 30%**Manufacturing plants:** 1; Domestic: 1 China

Menoir - Zhihao Furniture

Foshan Zhihao Furniture Co., Ltd. - Menoir

Headquarters/Main Location

No. 25, Sanlian Road, Wanggang, Longjiang Town, Shunde District - 528318 Foshan, Guangdong - China

T: +86 757 23880285

Web: <http://menoircasa.com>

Activity: Manufacturer

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

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: 85%

Manufacturing plants: 1; Domestic: 1 China

Minbo

Mingbo Furniture Manufacturer Co., Ltd. - Minbo

Headquarters/Main Location

NO. 76 Longling North road, Pingxi, Pingdi Town - Longgang, Shenzhen - China

T: +86 755 89942881

Web: <https://www.mingbo-sofa.com>

Email: sales@mingbo-sofa.com

Activity: Manufacturer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms

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

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Export share on total turnover: 50%

Manufacturing plants: 1; Domestic: 1 China

Mindo

Mindo Furniture Group Co., Ltd.

Headquarters/Main Location

No.166, Jiakai RD - Jiaxing, Zhejiang - China

T: +86 573 83996602, 83996625

Web: <https://mindo.com>

Email: mindo@mindo.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Garden and Outdoor

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Mlily

Healthcare Co., Ltd.

Group: Healthcare Co., Ltd.-Mlily

Headquarters/Main Location

No. 999, Gaonan Road, Dingyan Town - 226521 Rugao, Jiangsu - China

T: +86 513 68169482

Web: <http://www.mlily.com>

Email: hkfoam@hkfoam.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Filling

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: 85%

Manufacturing plants: 10; Domestic: 3 China; Foreign: 7 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 Arizona

Monjoyhi

Foshan Mengzhonghai Cabinet Co., Ltd. - Monjoyhi

Headquarters/Main Location

- China

Web: <https://monjoyhi.business.page>

Activity: Manufacturer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms

Upholstered furniture production accounts for an estimated 5% of total revenues

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 30%

Morikawa

Zhejiang Senchuan furniture co.,ltd - Morikawa

Headquarters/Main Location

No.399, Binsheng Road, Sanjia Street, Taizhou Bay New District - Taizhou City, Zhejiang - China

T: +86 576 88127791

Web: <http://www.senchuan.cn>

Email: senchuan@vip.163.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Occasional

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 60%

Muwang

Liuhe Zhaoshi Wood Industry Co., Ltd - Muwang

Headquarters/Main Location

Liuhu St., Liuhe Town - 135300 Liuhe County Tonghua, Jilin - China

Email: mwjjjt@163.com ; 971154662@qq.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses

Total Turnover range: >250 US\$ million

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; Domestic: 3 China

Natuzzi China (Shanghai)

Natuzzi China (Shanghai) Ltd

Group: Natuzzi

Headquarters/Main Location

803, 8/F, Kirin Plaza No. 666 Gubei Road, - 200336 Shanghai - China

T: +86 21 62080101

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

Email: natuzziipaddy@163.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: 90%

Manufacturing plants: 1; Domestic: 1 China

Nice Link

Nice Link Home Furnishing

Headquarters/Main Location

No.1158, Xiuchuan Road, Changan Town - 314408 Haining, Zhejiang - China

T: +86 573 87408399

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Coverings

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 China

Ningbo Mengying Furniture Manufacture

Ningbo Mengying Furniture Manufacture Co., Ltd.

Group: Mengying

Headquarters/Main Location

Yongning Road Intersection, Dongjiao Industrial Park, Tongguang Village, Fengshan Sub-District - 315400 Yuyao, Ningbo - China

T: +86 057462685661

Web: <http://www.meng-ying.com>

Email: sales1@comfort-furniture.com.cn

Activity: Manufacturer

Product Portfolio: Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs

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: 20%

Manufacturing plants: 1; Domestic: 1 China

Odir

Zhejiang Zhiwei Furniture Co., Ltd. - Odir

Headquarters/Main Location

- China

Web: <http://www.odirhome.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 15%

Onlead

Guangzhou Onlead Furniture Co Ltd

Headquarters/Main Location

Industrial Park, n.100 Helong Road, Renhe, Bayun District - 510470 Guangzhou, Guangdong - China

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

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 40%

Manufacturing plants: ; Domestic: China

P&L

Zhongshan Perfect Line Furniture Co., Ltd.

Headquarters/Main Location

No.19 Chengnan 5 Road, South District - Zhong-Shan, Guangdong - China

Web: <http://perfectline.com.cn>

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms

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

Total Turnover range: 50-100 US\$ million

Export share on total turnover: 50%

Pavarini

Shenzhen Huano Furniture - Pavarini

Group: Huano Furniture

Headquarters/Main Location

Changshan Industrial Zone, Pingdi Street, Longgang District - Shenzhen - China

T: +86 400-8888-430

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

Activity: Manufacturer

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

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 30%

PILOT contemporary life

Shenyang Ipresen Furniture - Inspiration Furniture - Pilot

Headquarters/Main Location

- China

Web: <http://www.pilotsofa.com>

Email: info@pilotsofa.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 40%

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; Domestic: 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

Manufacturing plants: 9; Domestic: 9 China

Red Apple

Shenzhen Tiancheng Furniture Co., Ltd. Hong Ping Guo - Red Apple

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; Domestic: 1 China

Royale Home

Royale Home Holdings Limited

Group: Royale Furniture

Headquarters/Main Location

Room 204, 2/F Wing On Plaza, 62 Mody Road, Tsim Sha Tsui
East - Kowloon, Hong Kong - Hong Kong

T: +852 26366648 ; 26366048

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

Email: hkroyal002@hkroyal.com

Activity: Holding, Manufacturer, Retailer

Product Portfolio: Kitchen Furniture, Upholstered furniture,
Dining and Living rooms, Bedrooms, Mattresses, Contract

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: 15%

Manufacturing plants: 5; ; Foreign: 5 China

Salon furniture

Foshan Hongzhenrui Furniture Co., Ltd - Salon furniture

Headquarters/Main Location

- China

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Upholstered furniture production accounts for an estimated
55% of total revenues

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 5%

Saosen

Dongguan Saosen Furniture Co Ltd - Puravia

Headquarters/Main Location

No 304 Furniture Road, Shuanggang Village, Houjie Town -
523950 Dongguan, Guangdong - China

T: +86 769 85921466

Web: <http://www.saosen.com>

Email: saoswn@163.com ; saosen@saosen.com

Activity: Manufacturer

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 20%

Manufacturing plants: ; Domestic: China

Senyuan International Furniture Group

Senyuan International Furniture Group

Group: Yongan Forestry

Headquarters/Main Location

Senyuan Furniture Industrial Park, Houda Road (Dahuan
Village Section), Dalingshan Town - Dongguan, Guangdong -
China

T: +86 755 27428199 ; 27428299 ; 27428399

Web: <http://www.senyuan.com>

Email: EXPORT@SENYUAN.COM

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, Contract

Upholstered furniture production accounts for an estimated
5% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 China

Shenzhen Dafuhao Industrial Development

Shenzhen Dafuhao Industrial Development Co Ltd

Headquarters/Main Location

Bldg. A, Shang Ye ST. Gaosite Ind. City Ping shan, Longgang -
518029 Shenzhen, Guangdong - China

T: +86 755 84638017

Web: <http://www.dfhc.com> ; www.fzd.cn

Email: fab@dfhc.com ; office@dfhc.com

Activity: Manufacturer

Product Portfolio: Home Office, Upholstered furniture, Dining
and Living rooms, Bedrooms

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

Employees range: > 500

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

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; Domestic: 1 China

Sino Furniture

Foshan Sino Furniture Co., Ltd - Sinode

Headquarters/Main Location

Science and Technology Industrial Zone, Sanshui District,
Datang Park A District No. 61-1 - 528 143 Foshan,
Guangdong - China

T: +86 757 87271001

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

Email: sinode@sinodell.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating,
Upholstered furniture, Bedrooms, Tables and Chairs,
Contract, Hospitality furniture

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 10%

Manufacturing plants: ; Domestic: 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.skylinehome.com.cn> ; <http://skl.68659061.com>

Email: 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; Domestic: 2 China

Sofaland (CN)

Foshan Westlive Furniture Co., Ltd. - Sofaland

Headquarters/Main Location

No. 9 Gongye Road, Paisha Industrial Zone - 528319
Longjiang, Shunde, Foshan,, Guangdong - China

T: +86 757 28605019

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

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%

Starway

Starway International Home-living Co., Ltd.

Headquarters/Main Location

No.97 Shiyuan Road, Huangyan Zone - 318020 Taizhou,
Zhejiang - China

T: +86 576 84195888

Web: <http://www.chinaxingwei.com> ;

<http://www.adonischina.com>

Email: starway@chinaxingwei.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 90%

Manufacturing plants: 2; Domestic: 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

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: 50%

Manufacturing plants: 4; Domestic: 4 China

Stylution Int' l (China) Corp

Stylution Int' l (China) Corp.

Group: Stylution

Headquarters/Main Location

Hou-Da Rd., Baihuadong Village., Dalingshan Town -
Dongguan, Guangdong - China

T: +86 769 8335-8888

Web: <http://www.stylutionintl.com>

Email: ac@sleeptherapymatt.com

Activity: Manufacturer, Retailer

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

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Export share on total turnover: 45%

Manufacturing plants: ; Domestic: 4 CN

Sunhoo

Chengdu Sunhoo Co., Ltd.

Headquarters/Main Location

No. 952, Tianpeng Avenue - Pengzhou, Chengdu - China

T: +86 2883 716883 ; 718555

Web: <http://www.sun-hoo.cn>

Email: business@sun-hoo.cn

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Mattresses, Furnishing accessories

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: 10%

Manufacturing plants: 1; Domestic: 1 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@isunon.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: > 500

Export share on total turnover: 20%

Manufacturing plants: 3; Domestic: 3 China; Foreign: 0.
Haining (300,000 square metres), Xiaoshan (100,000 square metres), Dajiangdong Smart Manufacturing Base (300,000 square metres).

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 ; info@futuralimited.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, 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: 80%

Manufacturing plants: 3; Domestic: 1 China; Foreign: 2
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

Email: 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: 89%

Manufacturing plants: 3; Domestic: 3 China

UE Furniture

UE Furniture Co., Ltd. - Yong Yi

Group: UE Furniture

Headquarters/Main Location

1# West Yongyi Rd. Dipu Town, Anji County - 313300 Huzhou, Zhejiang - China

T: +86 572 5119909

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

Email: 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: 4; Domestic: 1 China; Foreign: 3
Vietnam, Romania

Victory**Victory Office System Industrial Co Ltd****Headquarters/Main Location**

No. 19, Fuxiang Road, High-tech Industrial Park, Conghua District - 510410 Guangzhou, Guangdong - China
T: +86 20 37922888

Web: <http://e.victory-cn.com> ; <http://www.victory-cn.com>

Email: victory@victory-cn.com

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Home Office, Office Seating, Upholstered furniture, Occasional, Contract

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 40%

Manufacturing plants: 1; Domestic: 1 China; Foreign: 0.
Guangzhou Industrial Park Conghua Economic Development Zone (100,000 square meters)

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 90%

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 ; international@chinabed.com

Activity: Manufacturer, Retailer

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

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: 10; Domestic: 8 China; Foreign: 2
Vietnam (1), Thailand (1)

Yayihua**Beijing Yayihua Furniture Co., Ltd****Headquarters/Main Location**

No.125 Xiao hong men, Chaoyang District - Beijing - China
T: +86 10 87607376

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

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture, Bedrooms, Occasional

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 60%

YSMS**YSMS Ismonsa (Tianjin) Industrial Development Co., Ltd.****Headquarters/Main Location**

No. 7 Baofu Road, Baodi Energy-saving and Environmental Protection Industrial Zone - Tianjin - China

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

Email: info@ysms.com.cn

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Mattresses

Upholstered furniture production accounts for an estimated 45% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Export share on total turnover: 100%

Zhejiang Morris Fashion Home**Zhejiang Morris Fashion Home**

Group: Morris Holdings

Headquarters/Main Location

115 Shuanglian Road - 314400 Haining, Zhejiang - China
T: +86 573 7267039 ; 87267361

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: 96%

Manufacturing plants: 1; Domestic: 1 China

Zibo Dahuanjiu Tannery**Zibo huantai dahuanjiu tannery co., ltd.**

Group: Polygrace

Headquarters/Main Location

No. 186, zhangbei road, suo town, Huantai county - Zibo, Shandong - China

T: +86 05 338181605

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Semi-finished parts

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Zoy Furniture

ZOY Home Furnishing Corporation

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

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: 96%

Manufacturing plants: 1; Domestic: 1 China

ZuoYou Furniture

ZuoYou Furniture Co., Ltd. (Shenzen)

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

Activity: Manufacturer, Retailer

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

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: 20%

Manufacturing plants: 5; Domestic: 5 China; Foreign: 0. In

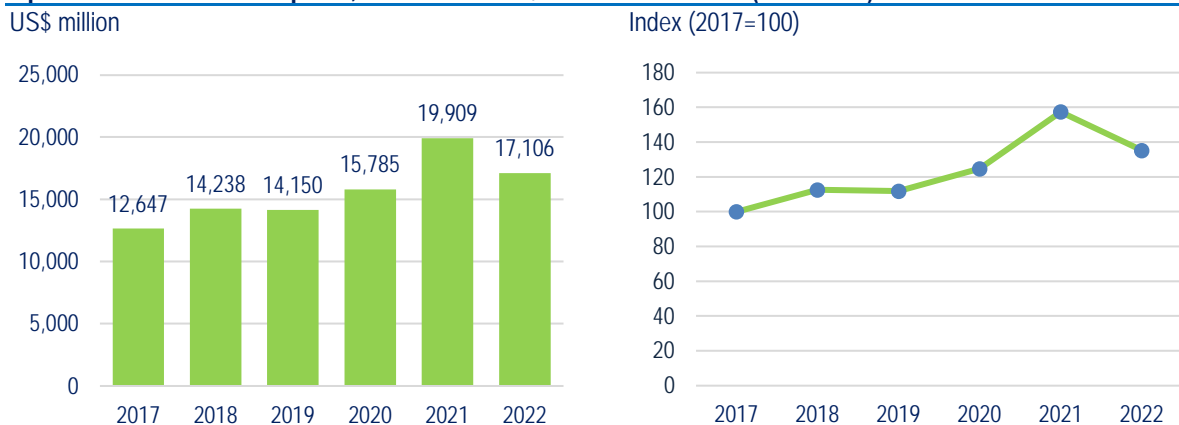
2021, Zuoyou Furniture invested about 2 billion yuan in

Nankang to build upholstered furniture manufacturing factory.

3.1.4 China. Upholstered furniture exports

Figure 3.3 - China.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

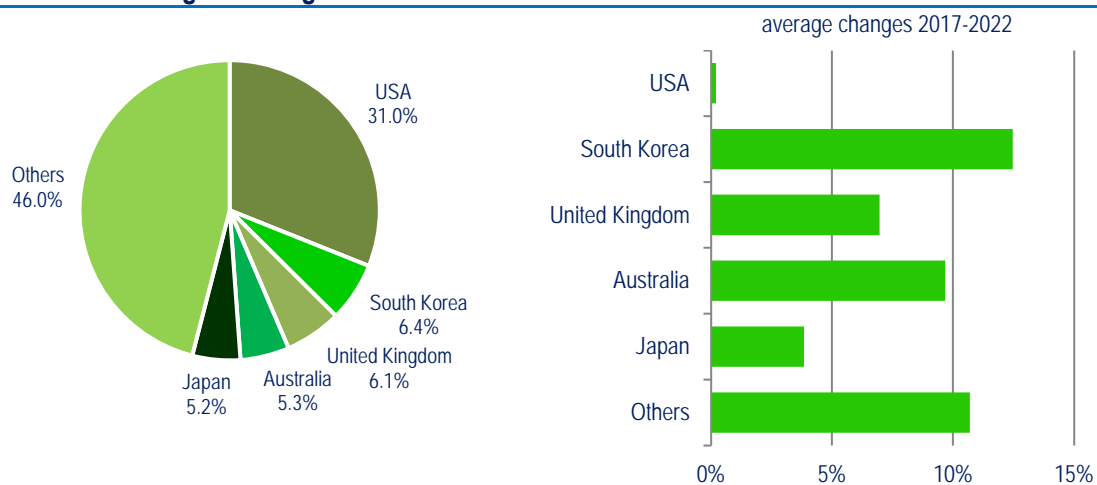


Source: CSIL processing of official data

Figure 3.4 - China.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.5 - China.

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
USA	5253.7	5876.9	4631.8	4752.9	6520.8	5309.2	41.5	31.0	-18.6	0.2
South Korea	608.8	658.3	686.2	1033.8	1128.7	1095.3	4.8	6.4	-3.0	12.5
United Kingdom	749.6	779.3	938.9	1044.6	1387.4	1049.9	5.9	6.1	-24.3	7.0
Australia	566.1	636.8	622.7	814.5	953.5	898.3	4.5	5.3	-5.8	9.7
Japan	734.1	754.7	724.6	827.1	889.0	886.3	5.8	5.2	-0.3	3.8
Canada	527.0	587.8	627.1	662.0	785.8	690.4	4.2	4.0	-12.1	5.6
Germany	426.5	481.4	573.9	639.7	844.3	644.0	3.4	3.8	-23.7	8.6
France	391.6	449.2	480.3	482.4	634.3	522.4	3.1	3.1	-17.6	5.9
Netherlands	268.7	326.9	436.4	515.7	696.4	503.3	2.1	2.9	-27.7	13.4
Malaysia	135.5	158.7	254.5	298.0	351.1	385.4	1.1	2.3	9.8	23.2
top 10	9661.8	10710.3	9976.3	11070.8	14191.2	11984.5	76.4	70.1	-15.5	4.4
others	2984.8	3426.2	4138.4	4710.4	5718.2	5121.1	23.6	29.9	-10.4	11.4
Americas	6138.5	6907.5	5686.8	5784.9	7956.4	6492.9	48.5	38.0	-18.4	1.1
- North America	5866.0	6575.6	5371.1	5516.8	7467.5	6152.3	46.4	36.0	-17.6	1.0
- Central-South America	272.5	331.9	315.7	268.1	488.9	340.6	2.2	2.0	-30.3	4.6
Asia and Pacific	2857.9	3210.6	3547.2	4567.6	4908.7	5202.7	22.6	30.4	6.0	12.7
Europe	2793.8	3117.1	3708.1	4089.5	5408.3	4040.0	22.1	23.6	-25.3	7.7
- European Union (27)	1924.7	2196.6	2611.2	2852.0	3811.3	2854.9	15.2	16.7	-25.1	8.2
- UK, CH, NO, IS	801.8	832.9	991.6	1096.3	1453.4	1099.6	6.3	6.4	-24.3	6.5
- Other Europe	67.3	87.6	105.3	141.2	143.6	85.4	0.5	0.5	-40.5	4.9
Middle East	605.9	580.0	762.3	884.7	1120.4	872.4	4.8	5.1	-22.1	7.6
Africa	250.5	321.2	410.3	454.4	515.5	497.3	2.0	2.9	-3.5	14.7
Other Countries	0.0	0.1	0.0	0.0	0.0	0.2	0.0	0.0	n.s.	n.c.
World Total	12646.6	14136.5	14114.7	15781.2	19909.4	17105.6	100.0	100.0	-14.1	6.2

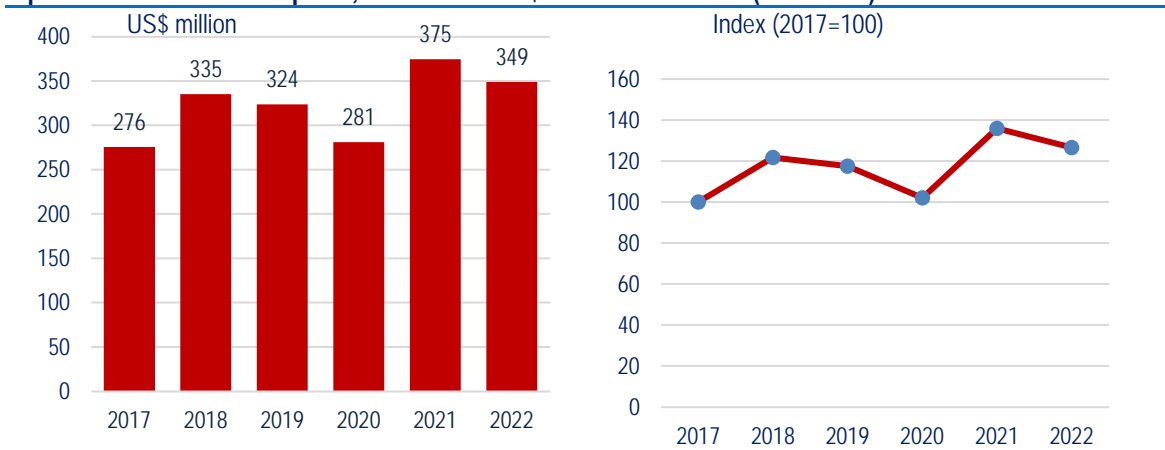
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
 UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.1.5 China. Upholstered furniture imports

Figure 3.5 - China.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

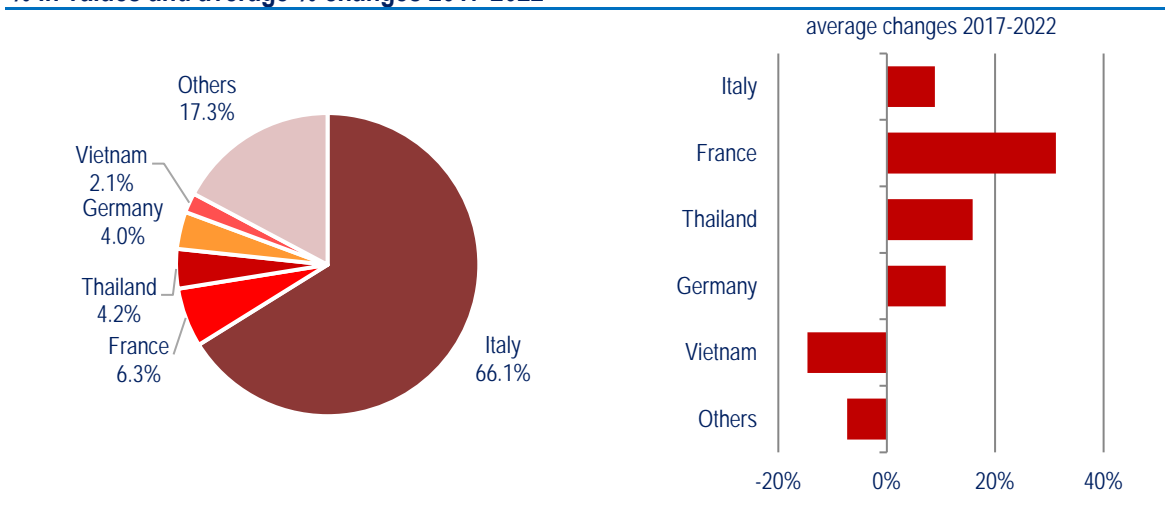


Source: CSIL processing of official data

Figure 3.6 - China.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.6 - China.

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
Italy	150.6	183.8	186.3	173.8	249.5	230.7	54.6	66.1	-7.5	8.9
France	5.6	6.3	8.7	9.4	16.2	22.0	2.0	6.3	35.7	31.2
Thailand	7.1	11.8	18.6	14.3	20.6	14.8	2.6	4.2	-28.3	15.8
Germany	8.2	9.5	10.5	10.9	14.1	13.8	3.0	4.0	-2.0	10.9
Vietnam	16.1	21.1	19.7	12.8	9.0	7.3	5.9	2.1	-19.1	-14.6
Norway	1.7	5.1	4.7	4.8	6.8	7.1	0.6	2.0	4.9	33.5
Denmark	2.1	2.6	2.6	2.1	3.6	5.1	0.8	1.5	43.5	19.0
Japan	4.5	5.6	5.2	4.3	4.6	4.9	1.6	1.4	8.1	2.0
USA	21.5	20.8	8.3	4.2	3.6	4.7	7.8	1.4	32.7	-26.1
Taiwan	4.4	4.7	7.5	6.9	5.5	4.4	1.6	1.3	-19.8	0.0
top 10	221.9	271.3	272.1	243.4	333.5	315.0	80.5	90.3	-5.6	7.3
others	53.7	63.8	51.6	37.5	41.1	33.9	19.5	9.7	-17.5	-8.8
Americas	34.8	37.4	16.3	11.6	9.6	8.8	12.6	2.5	-8.2	-24.0
- North America	34.7	37.4	16.3	11.5	9.5	8.6	12.6	2.5	-8.6	-24.2
- Central-South America	0.1	0.0	0.1	0.1	0.1	0.2	0.0	0.0	16.8	7.9
Asia and Pacific	52.1	72.2	74.1	53.1	56.7	45.3	18.9	13.0	-20.1	-2.8
Europe	188.6	225.1	233.2	216.2	308.2	294.7	68.4	84.5	-4.4	9.3
- European Union (27)	182.4	215.5	223.1	208.0	297.7	284.4	66.2	81.5	-4.5	9.3
- UK, CH, NO, IS	4.7	7.9	8.2	7.1	9.7	10.0	1.7	2.9	3.0	16.2
- Other Europe	1.4	1.7	1.9	1.1	0.8	0.3	0.5	0.1	n.s.	-28.2
Middle East	0.1	0.3	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	-30.2
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-37.2	-25.8
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-45.8	n.s.
World Total	275.6	335.1	323.7	281.0	374.6	348.9	100.0	100.0	-6.9	4.8

Source: CSIL processing of official data

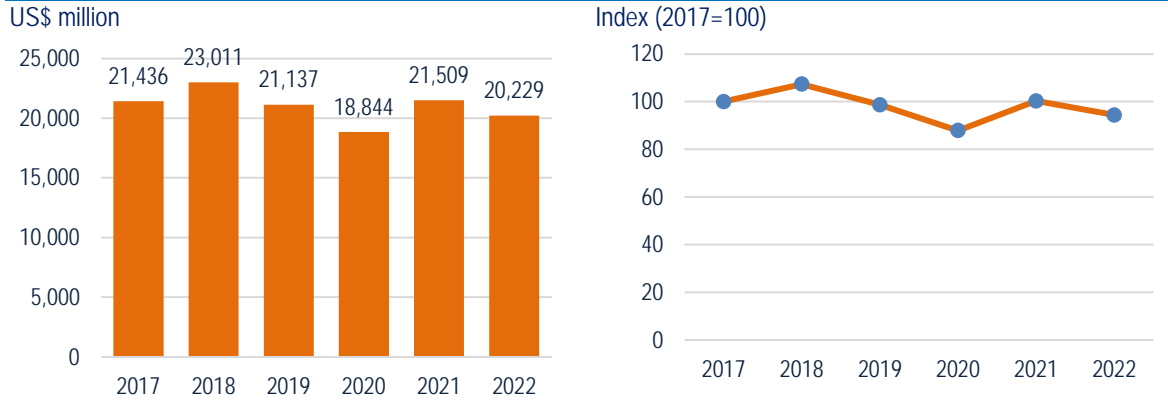
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.1.6 China. Upholstered furniture consumption

Figure 3.7 - China.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.7 - China.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

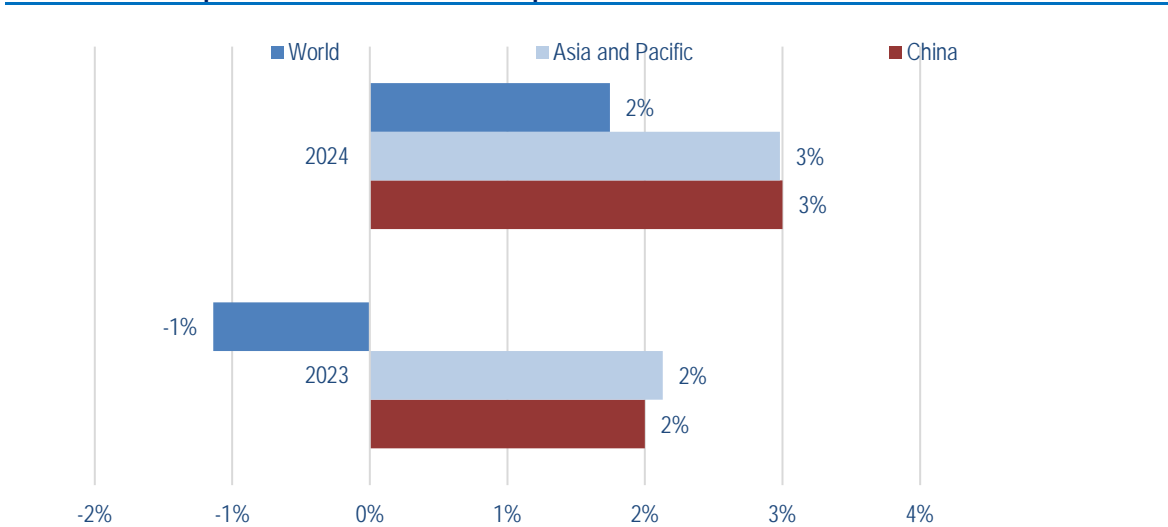
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
China	1%	1%	2%	1%	2%	2%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.8 - China.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

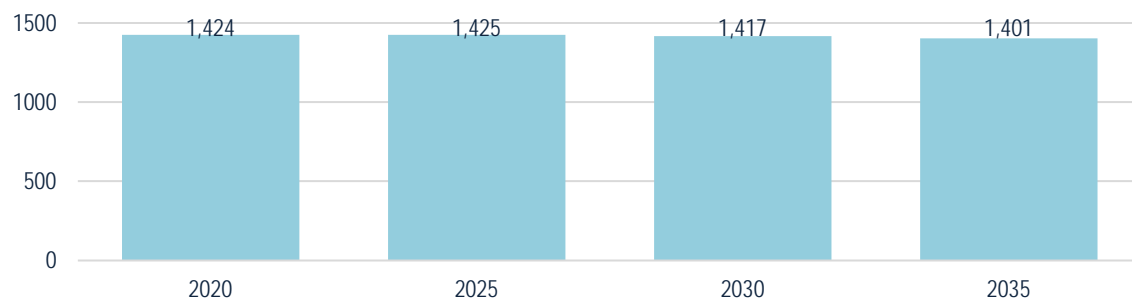


Source: CSIL

3.1.7 China. Population forecasts

Figure 3.9 - China.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.8 - China.

Population. Number of households and share of urban population

Total households	Million	494
Urban Population	% of total	63

Source: UN, World Bank

Last available year

Table 3.9 - China.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Shanghai	27,058	32,869	21%
Beijing	20,463	24,282	19%
Chongqing	15,872	19,649	24%
Tianjin	13,589	15,745	16%
Guangzhou, Guangdong	13,302	16,024	20%
Shenzhen	12,357	14,537	18%
Chengdu	9,136	10,728	17%
Nanjing, Jiangsu	8,847	11,011	24%
Wuhan	8,365	9,611	15%
Xi'an, Shaanxi	8,001	9,984	25%
Hangzhou	7,642	9,260	21%
Dongguan	7,408	8,279	12%
Foshan	7,327	8,350	14%
Shenyang	7,220	8,569	19%
Suzhou, Jiangsu	7,070	9,389	33%

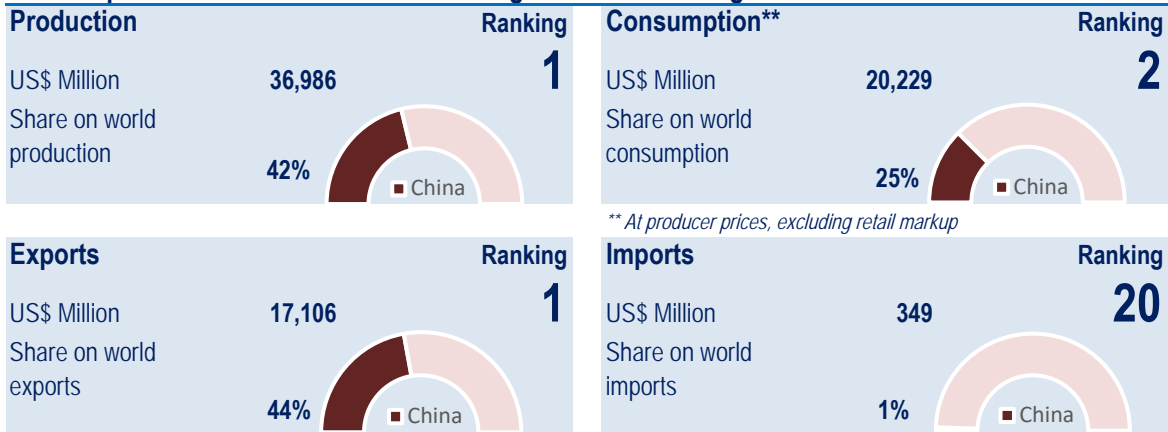
Source: UN

* Urban Agglomeration with 7 million inhabitants or more in 2020

3.1.8 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 ²	9563	4
Population	Million	1424	1
Urban Population	% of total population	63	54
Total GNP	US\$ billion	16785	2
Per capita GNP	US\$	11880	47
Household Consumption Exp.	US\$ billion	6805	2
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	27063	1
Per capita GNP at PPP	US\$	19160	54

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.2. The upholstered furniture industry in United States

Table 3.11 - United States.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	10,641	10,805	11,883	12,171	12,342	12,714	11,522	11,359	12,836	14,762
Exports	US\$ million	732	760	757	717	708	700	675	603	765	922
Imports	US\$ million	4,585	5,044	5,809	6,207	6,974	7,591	7,025	7,083	9,784	9,636
Consumption*	US\$ million	14,494	15,088	16,935	17,661	18,608	19,605	17,871	17,839	21,855	23,476
Production	% ch. -US\$		2%	10%	2%	1%	3%	-9%	-1%	13%	15%
Exports	% ch. -US\$		4%	0%	-5%	-1%	-1%	-4%	-11%	27%	20%
Imports	% ch. -US\$		10%	15%	7%	12%	9%	-7%	1%	38%	-2%
Consumption*	% ch. -US\$		4%	12%	4%	5%	5%	-9%	0%	23%	7%
export/production	%	7%	7%	6%	6%	6%	6%	6%	5%	6%	6%
import/consumption	%	32%	33%	34%	35%	37%	39%	39%	40%	45%	41%
Production	USD million	10,641	10,805	11,883	12,171	12,342	12,714	11,522	11,359	12,836	14,762
Exports	USD million	732	760	757	717	708	700	675	603	765	922
Imports	USD million	4,585	5,044	5,809	6,207	6,974	7,591	7,025	7,083	9,784	9,636
Consumption*	USD million	14,494	15,088	16,935	17,661	18,608	19,605	17,871	17,839	21,855	23,476
Production	% ch. - USD		2%	10%	2%	1%	3%	-9%	-1%	13%	15%
Exports	% ch. - USD		4%	0%	-5%	-1%	-1%	-4%	-11%	27%	20%
Imports	% ch. - USD		10%	15%	7%	12%	9%	-7%	1%	38%	-2%
Consumption*	% ch. - USD		4%	12%	4%	5%	5%	-9%	0%	23%	7%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, US Census Bureau, AFMA, BIFMA

Table 3.12 - United States.

Exchange rates, 2013-2022

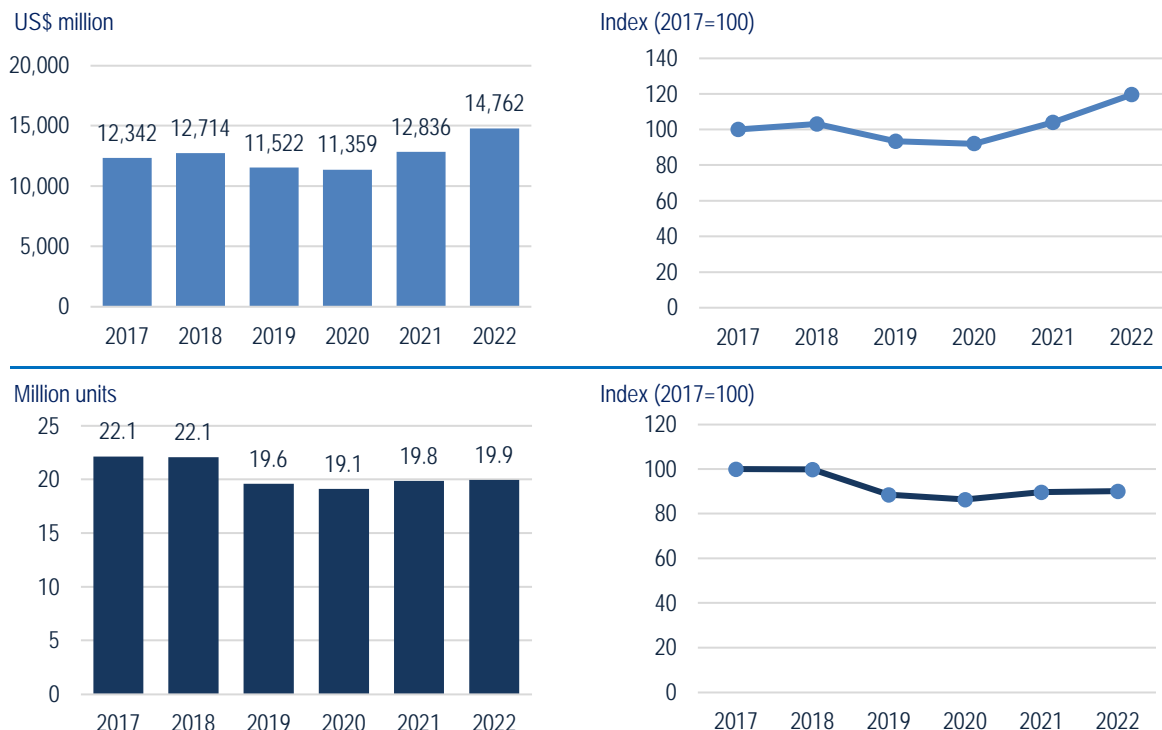
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
USD per EUR	1.33	1.33	1.11	1.11	1.13	1.18	1.12	1.14	1.18	1.05

Source: US Federal Reserve

3.2.1 United States. Upholstered furniture production

Figure 3.11 - United States.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.13 - United States.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

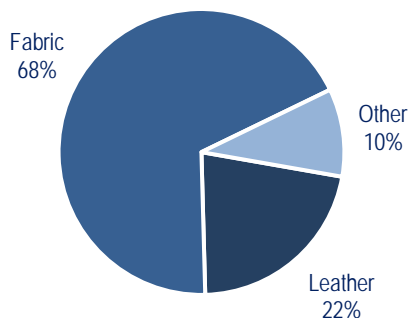
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
United States	6%	6%	6%	5%	6%	6%
North America	12%	11%	13%	11%	13%	14%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.12 - United States.

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



Source: CSIL

Last available year

3.2.2 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	5170.0	50	10340.0
La-Z-Boy (wholesale sales)	1378.6	78	1768.8
Lovesac	585.1	90	651.5
Flexsteel	446.3	82	544.3
Jackson Furniture	365.0	100	365.0
Southern Furniture	356.0	100	356.0
HM Richards	330.0	100	330.0
Lexington Home Brands	304.0	38	795.0
Klaussner	295.0	85	347.0
American Leather Holdings	263.3	75	351.0
Ethan Allen (wholesale sales)	262.6	54	483.8
United Furniture / Simmons Upholstery	245.3	75	327.1
Best Home Furnishings	245.0	100	245.0
Bassett Furniture Inds. (wholesale sales)	243.1	75	324.6
Hooker Furniture	233.2	40	583.1
Peak Living (formerly American Furniture Mfg)	200.0	100	200.0
Franklin Corporation	190.0	100	190.0
RHF Century Furniture	171.5	70	245.0
Hughes Furniture (Serta Upholstery)	171.0	95	180.0
Behold Home	153.0	100	153.0
Sherrill Furniture	143.7	63	228.1
HomeStretch	140.0	100	140.0
Brown Jordan International	133.0	38	350.0
Albany Industries	121.6	95	128.0
Mitchell Gold + Bob Williams	102.0	85	120.0
Rowe Fine Furniture	100.0	100	100.0
Smith Brothers of Berne	100.0	100	100.0
Craftmaster Furniture	100.0	100	100.0
Bernhardt	85.5	45	190.0
Stickley	76.5	45	170.0
OFS Brands	70.1	19	375.0
Fairfield Chair Company	67.5	90	75.0
Kimball International	66.6	10	665.9
Norwalk Custom Order Furniture	54.0	100	54.0
Vanguard Furniture	54.0	60	90.0

Source: CSIL estimates Note: Data refer to the last available year, typically 2022 or 2021.

United Furniture / Simmon Upholstery includes Lane furniture industries from 2017.

American Leather Holdings 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

3.2.3 United States. Major Upholstered furniture manufacturers

A. Rudin

A. Rudin, Inc.

Headquarters/Main Location

6062 Alcoa Ave - Vernon, CA, 90058 - USA

T: +1 323 589 5547

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Occasional

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

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 USA (Los Angeles, CA)

Abbyson Living

Abbyson Living

Headquarters/Main Location

Suite 102 West Agoura Road - Calabasas, CA, 26500 - USA

T: +1 888 4574442

Web: <http://www.abbyson.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Garden and Outdoor

Total Turnover range: 50-100 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Foreign: 1 China (Shanghai)

Acme Furniture

Acme Furniture Industry Inc.

Headquarters/Main Location

18895 E Arenth 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: >250 US\$ million

Employees range: 51-100

Export share on total turnover: 8%

Manufacturing plants: Foreign: China, Malaysia

Affordable Furniture

Affordable Furniture Mfg. Co., Inc.

Headquarters/Main Location

6496 Redland Sarepta Rd - Houlka, MS, 38850 - USA

T: +1 662 568 7981

Web: <http://www.affordablefurniture.ms>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs

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

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 USA (Houlka, MS)

Aico/Amini Innovation Corporation

Aico/Amini Innovation Corporation

Headquarters/Main Location

8725 Rex Road - Pico Rivera, CA, 90660 - USA

T: +1 562 2222500

Web: <https://www.amini.com> ; <http://www.aosaico.com>

Email: info@amini.com

Activity: Manufacturer, Designer

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

Total Turnover range: 0-5 US\$ million

Employees range: 21-50

Manufacturing plants: 2; Domestic: 0 ; Foreign: 2 China

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

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: 4; Domestic: USA (New Albany, Pontotoc, MS; Tampa, FL; Galax, VA)

Allermuir (US)

Allermuir

Group: Senator

Headquarters/Main Location

4111 N. Jerome Road - Maumee, OH, 43537 - USA

T: +1 419 887 5806

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

Email: sales@allermuir-usa.com

Activity: Manufacturer

Product Portfolio: Home Office, Office Seating, Upholstered furniture, Tables and Chairs, Contract

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: ; Domestic: United States

American Leather Holdings

American Leather Inc

Group: American Leather

Headquarters/Main Location

4501 Mountain Creek Parkway - Dallas, TX, 75236 - USA

T: +1 972 2969599

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

Email: 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

Manufacturing plants: 1; Domestic: 1 USA

Arcadia Chair

Arcadia Chair Corporation

Group: Arcadia/Encore

Headquarters/Main Location

5692 Fresca Drive - La Palma, CA, 90623 - USA

T: +1 714 5628200

Web: <http://www.arcadiacontract.com>

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Upholstered furniture, Contract, Hospitality furniture, Other

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 12%

Manufacturing plants: ; Domestic: United States

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: 17; Domestic: 13 USA; Foreign: 4 Vietnam (3), China (1)

Bassett Furniture Inds. (wholesale sales)

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 75% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 2%

Manufacturing plants: 6; Domestic: 6 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.

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

Manufacturing plants: 3; Domestic: 3 USA (Miss)

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: Office Furniture, 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: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 10%

Manufacturing plants: 8; Domestic: 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; Domestic: 6 USA (Cannelton, Ferdinand, Jasper, Paoli, IN)

BLU DOT

Blu Dot Design & Manufacturing, Inc

Headquarters/Main Location

3306 5th St. N.E. - Minneapolis, MN, 55418 - USA

T: +1 612 7821844

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

Email: service@bludot.com

Activity: Manufacturer, Retailer

Product Portfolio: Home Office, Office Seating, Upholstered furniture, Dining and Living rooms, Tables and Chairs, Garden and Outdoor, Mattresses

Total Turnover range: 100-250 US\$ million

Employees range: 100-250

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; Domestic: 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: >250 US\$ million

Employees range: > 500

Export share on total turnover: 1%

Manufacturing plants: 7; Domestic: 5 USA; Foreign: 2 Mexico, Costa Rica. It also sources products from China, Thailand, Indonesia, and Vietnam

Bush Industries

Bush Industries Inc

Group: Bush Industries Group

Headquarters/Main Location

1 Mason Drive - Jamestown, NY, 14702-0460 - USA

T: +1 716 6652000

Web: <https://bushfurniture.com>

Email: consumerservice@bushindustries.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Home Office, Occasional, Home furniture, RTA - DIY furniture, Contract

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Manufacturing plants: ; Domestic: United States

Caracole

Caracole

Group: Markor

Headquarters/Main Location

4200 Tudor Ln - Greensboro, NC, 27410 - USA

T: +1 800-468-8730

Web: <https://caracole.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Occasional

Total Turnover range: 50-100 US\$ million

Employees range: 21-50

Carlton

Carlton Manufacturing INC

Headquarters/Main Location

1101 SW 37th Ave. - Ocala, FL, 34474 - USA

T: +1 352 2371286

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Garden and Outdoor

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Classic Leather Inc

Classic Leather Inc

Group: Classic Leather

Headquarters/Main Location

203 Simpson Street - Conover, NC, 28613 - USA

T: +1 828 3282046

Web: <https://classic-leather.com>

Email: clinfo@classic-leather.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: 251-500

Manufacturing plants: 1; Domestic: 1 USA (Hickory, NC)

Comfort Industries INC

Comfort Industries INC

Headquarters/Main Location

12266 Rooks Rd - City of Industry, - USA

Web: <http://www.comfortind.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

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

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; Domestic: 1 USA (Missouri); Foreign: 1 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

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

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.cmfurniture.com>

Email: 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

Manufacturing plants: 5; Domestic: 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

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; Domestic: 1 USA

EJ Lauren

EJ Lauren LLC

Headquarters/Main Location

9400 Hall Rd - Downey, - USA

Web: <http://www.ejlauren.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Eleanor Rigby Leather

GTR Leather Company - Eleanor Rigby Home

Headquarters/Main Location

4660 La Jolla Village Dr. Suite 100 - San Diego, CA, 92122 - USA

T: +1 619 488 2949

Web: <http://www.gtrleather.com> ; <https://eleanorrigbyhome.com>

Email: info@gtrleather.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Occasional, Contract, Coverings

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; Domestic: 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 54% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 6%

Manufacturing plants: 10; Domestic: 7 USA; Foreign: 3 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

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 ; 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; Domestic: USA (Lenoir, NC)

Flexsteel

Flexsteel Industries Inc

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 82% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 5%

Manufacturing plants: 4; Domestic: 1 USA; Foreign: 3 Mexico. Flexsteel owns a manufacturing facility in Georgia and leases three facilities in Juarez, Mexico.

Four Hands

FOUR HANDS

Headquarters/Main Location

2090 Woodward St. - Austin, TX, 78744 - USA
T: +1 866 6549433

Web: <https://fourhands.com>

Email: info@fourhands.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Garden and Outdoor

Total Turnover range: 100-250 US\$ million

Employees range: 100-250

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; Domestic: 3 (Houston, MS)

Fusion Designs

Fusion Designs Inc

Headquarters/Main Location

1610 Little Raven St. - Denver, CO, 80202 - USA
Web: <https://fusiondesign.us>

Activity: Trader

Product Portfolio: Furniture, Office Furniture, Dining and Living rooms, Bedrooms

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Haworth (US)

Haworth Inc

Group: Haworth

Headquarters/Main Location

1 Haworth Center - Holland, MI, 49423 - USA
T: +1 616 3933000

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

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Home Office, Office Seating, Upholstered furniture, Dining and Living rooms, Garden and Outdoor, Contract, Flooring, Other

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 20%

Manufacturing plants: 17; Domestic: USA; Foreign: Canada, China, France, Germany, India, Portugal, and Spain

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

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: 251-500

Export share on total turnover: 10%

Manufacturing plants: 1; Domestic: 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

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: 51-100

Manufacturing plants: 1; Domestic: 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

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; Domestic: 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

Manufacturing plants: 5; Domestic: 5 USA; Foreign: 0. USA 10 (Randleman, Asheboro, NC)

Huntington House

Huntington House

Headquarters/Main Location

PO Box 6231 - Hickory, NC, 28603-6231 - USA

T: +1 828 4954400

Web: <https://huntingtonhouse.com>

Email: info@huntingtonhouse.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; Domestic: 1 USA (North Carolina)

Interlude Home

Interlude Home Inc

Headquarters/Main Location

25 Trefoil Dr. - Trumbull, CT, 06611 - USA

T: +1 203 4457617

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

Email: info@interludehome.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Occasional, Home furniture, Furnishing accessories

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

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 USA

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

Manufacturing plants: 8; Domestic: USA

Jonathan Louis International

Jonathan Louis International

Headquarters/Main Location

544 West 130th Street - Gardena, CA, 90248 - USA

T: +1 323 7703330

Web: <http://www.jonathanlouis.net>

Email: info@jonathanlouis.net

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Occasional

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

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 5%

Manufacturing plants: 1; Domestic: 1 USA (California)

Kaasco INC

Kaasco INC

Headquarters/Main Location

13000 Beverly Park Rd. Suite A - Mukilteo, Washington, 98275 - USA

T: +1 425 743-1886

Web: <https://kaastailored.com>

Email: info@kaastailored.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Kimball International

Kimball International Inc

Group: Kimball International

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: 2%

Manufacturing plants: 9; Domestic: 8 USA (6 in Indiana, 2 in Kentucky); Foreign: 1 Mexico (1). 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: <http://www.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

Klaussner

Klaussner Furniture Industries

Group: Klaussner Corp

Headquarters/Main Location

Drawer 220, 405 Lewallen Road - Asheboro, NC, 27205 - USA

T: +1 336 6256175

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

Email: info@klaussner.com

Activity: Manufacturer, Retailer

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

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: 2%

Manufacturing plants: 3; Domestic: 3 USA (Asheboro, Candor, NC); Foreign: 0. Klaussner manufacturers over 70% of its products domestically.

Knoll Group

Knoll Inc

Group: MillerKnoll

Headquarters/Main Location

1235 Water Street - East Greenville, PA, 18041 - USA

T: +1 215 679 7991

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

Email: info@knoll.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Acoustic Solutions, Upholstered furniture, Dining and Living rooms, Garden and Outdoor, Contract, Coverings, Textiles, Other

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 18%

Manufacturing plants: 11; Domestic: USA; Foreign: Canada, Italy

Krueger International

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; Domestic: 5 USA (5); Foreign: 1 Canada (1). 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

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; Domestic: 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 78% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 11%

Manufacturing plants: 11; Domestic: 5 USA; Foreign: 6 Mexico (5), UK (1). The company has also a manufacturing joint venture in Thailand.

Leathercraft

Leathercraft Inc

Headquarters/Main Location

PO Box 639 - Conover, NC, 28613 - USA

T: +1 828 3223305

Web: <https://www.leathercraft-furniture.com>

Email: cw@leathercraft-furniture.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Contract, Hospitality 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; Domestic: 1 USA (Conover, NC)

LeatherWorks Design Studio

LeatherWorks Design Studio LLC

Headquarters/Main Location

3708 Hazel Lane - Greensboro, NC, 27408-3122 - USA

Activity: Manufacturer, Designer

Product Portfolio: Upholstered furniture, Coverings

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 100%

Manufacturing plants: 3; Domestic: 0 ; Foreign: 3 Vietnam

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

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

Manufacturing plants: 4; Domestic: 4 USA (North Carolina)

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

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; Domestic: 2 USA (Lexington and Hickory, NC)

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: corporate@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

Manufacturing plants: 0; Domestic: 0 ; Foreign: 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.

Martin Bratrud

Martin Bratrud Inc

Headquarters/Main Location

1224 W 132nd St - Gardena, CA, 90247 - USA

Web: <https://martinbratrud.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Contract

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

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 USA

Massoud Custom Furniture

Massoud Custom Furniture

Headquarters/Main Location

8351 Moberly Lane - Dallas, TX, 75227 - USA

T: +1 214 388-8655

Web: <https://www.massoudfurniture.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: 100-250

Manufacturing plants: 1; Domestic: 1 USA

Mayo Furniture

MAYO Mfg Corporation

Headquarters/Main Location

4101 Terry - Texrhana, TX, 75599 - USA

T: +1 903 8380518

Web: <http://www.mayofurniture.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

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

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; Domestic: 1 USA

Michael Thomas

Michael Thomas Furniture Co Inc

Headquarters/Main Location

100 East Newberry Avenue, PO Box 1275 - Liberty, NC, 27298 - USA

T: +1 910 6223075

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

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; Domestic: 1 USA

Mitchell Gold + Bob Williams

Mitchell Gold + Bob Williams

Headquarters/Main Location

6736 Millersville Road - Taylorsville, NC, 28681 - USA

T: +1 828 6329200

Web: <http://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; Domestic: USA (Taylorsville, NC)

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@marshfieldfurniture.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

Manufacturing plants: 1; Domestic: 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: 50-100 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 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: 10; Domestic: 10 USA

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

Manufacturing plants: 1; Domestic: 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

Manufacturing plants: 1; Domestic: 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. - Ecu, 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; Domestic: 2 USA

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: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 10%

Manufacturing plants: 10; Domestic: 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; Domestic: 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.sammoores.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; Domestic: 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; Domestic: 5 USA (Hickory, Morganton, Newton and Conover, NC)

Skyline Furniture Manufacturing INC

Skyline Furniture Manufacturing INC

Headquarters/Main Location

401 N Williams St - Thornton, - USA

Web: <https://skylinefurnituremfg.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

Total Turnover range: 50-100 US\$ million

Employees range: > 500

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

Manufacturing plants: 2; Domestic: 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

Manufacturing plants: 9; Domestic: 9 USA (Pontotoc, Baldwin, Ecru, New Albany, MS); Foreign: 0. 5 plants are operated by Southern Motion and 4 plants are operated by Fusion.

Southfield

Southfield Ltd.

Headquarters/Main Location

2224 Shore St - High Point, NC, 27263 - USA

T: +1 336 434 6220

Web: <https://www.southfieldfurniture.net>

Email: info@southfieldfurniture.net

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Contract, Hospitality furniture

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; Domestic: 1 USA (North Carolina)

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; Domestic: 2 USA; Foreign: 1 Vietnam

Summer Classics

Summer Classics, Inc.

Headquarters/Main Location

111 Hinds St - Pelham, AL, 35124 - USA

T: +1 205 620 6660

Web: <http://www.summerclassicsstores.com>

Email: INQUIRY@SUMMERCLASSICS.COM

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Garden and Outdoor, Furnishing accessories

Total Turnover range: >250 US\$ million

Employees range: 251-500

Temple

Temple Inc

Headquarters/Main Location

102 South 7th Avenue Extension - Maiden, NC, 28650 - USA

T: +1 828 4288031

Web: <https://www.templefurniture.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

Manufacturing plants: 1; Domestic: 1 USA (North Carolina)

United Furniture / Simmons Upholstery

United Furniture - Simmons Upholstery

Group: United Furniture Inds

Headquarters/Main Location

PO Box 308, Hwy 41 East - Okolona, MS, 38860 - USA

T: +1 662 4475504

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

Email: retailerservices@lanefurniture.com ;

ufisales@unitedfurnitureindustries.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture

Upholstered furniture production accounts for an estimated 75% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Manufacturing plants: 12; Domestic: 12 USA

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

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: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 10%

Manufacturing plants: 6; Domestic: USA (Conover, 3 in NC; Hillsville, VA)

Wesley Hall Furniture

Wesley Hall Furniture

Headquarters/Main Location

PO Box 2586 - Hickory, NC, 28603 - USA

T: +1 828 3247466

Web: <http://www.wesleyhall.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

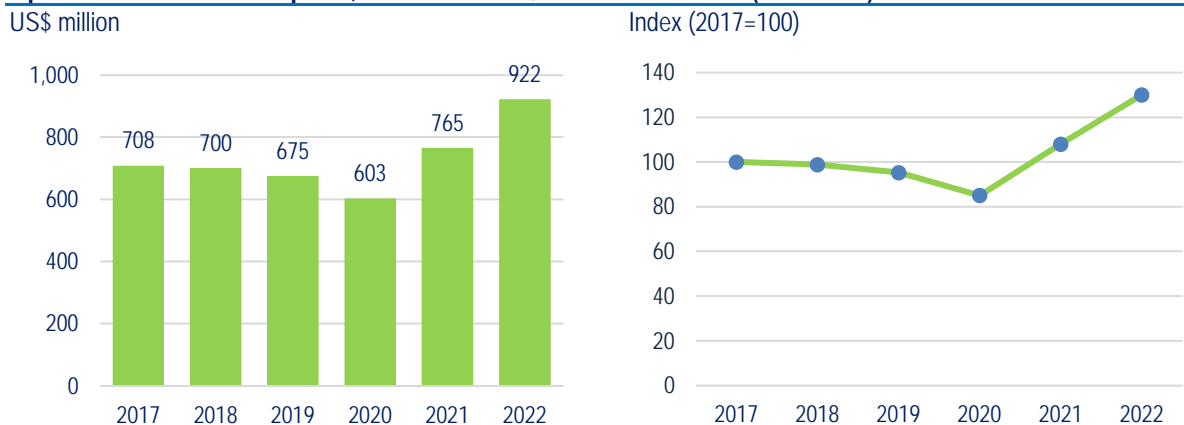
Export share on total turnover: 20%

Manufacturing plants: 1; Domestic: 1 USA (North Carolina)

3.2.4 United States. Upholstered furniture exports

Figure 3.13 - United States.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

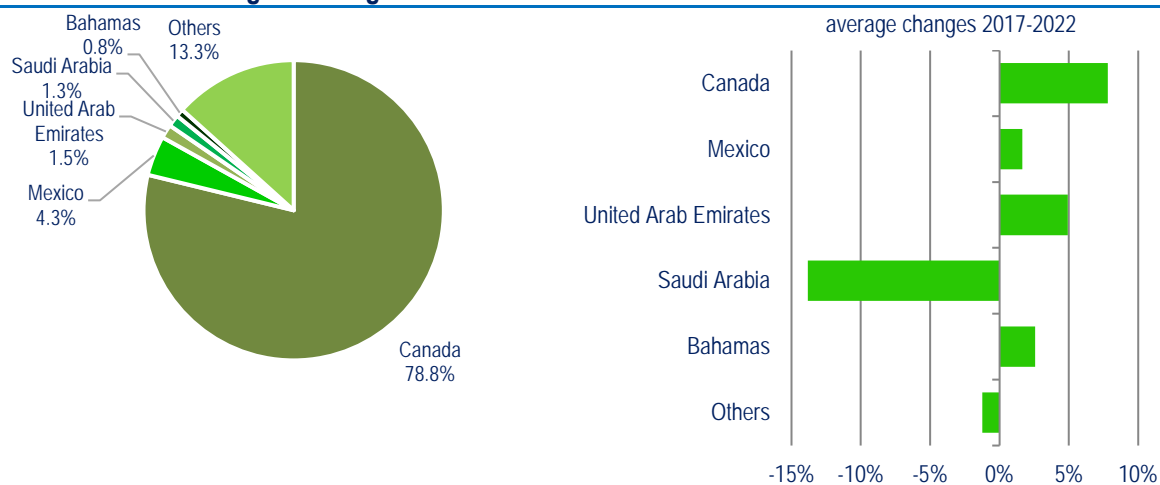


Source: CSIL processing of official data

Figure 3.14 - United States.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.15 - United States.

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
Canada	498.9	481.8	489.9	448.5	604.4	726.4	70.4	78.8	20.2	7.8
Mexico	36.3	43.7	35.8	35.6	34.7	39.4	5.1	4.3	13.8	1.7
United Arab Emirates	10.8	8.7	12.0	7.6	8.9	13.7	1.5	1.5	54.7	4.9
Saudi Arabia	25.0	26.0	20.4	17.3	13.6	11.9	3.5	1.3	-12.3	-13.8
Bahamas	6.7	8.3	3.3	2.1	6.8	7.6	0.9	0.8	12.1	2.6
South Korea	7.4	6.0	6.0	6.1	6.2	7.5	1.0	0.8	22.0	0.3
Australia	7.2	5.8	5.2	5.2	5.2	7.5	1.0	0.8	43.3	0.8
Brazil	4.2	3.0	3.8	2.5	3.6	7.3	0.6	0.8	n.s.	11.6
United Kingdom	11.0	14.6	13.9	4.1	5.3	6.3	1.6	0.7	20.3	-10.4
China	11.7	11.7	7.7	5.6	6.0	6.2	1.7	0.7	4.0	-12.0
top 10	619.3	609.5	597.8	534.6	694.6	833.9	87.4	90.5	20.1	6.1
others	89.1	91.0	77.5	67.9	70.6	87.9	12.6	9.5	24.5	-0.3
Americas	576.9	567.5	555.7	505.5	680.3	820.1	81.4	89.0	20.5	7.3
- North America	535.2	525.5	525.6	484.2	639.1	765.8	75.5	83.1	19.8	7.4
- Central-South America	41.7	42.0	30.1	21.3	41.2	54.3	5.9	5.9	31.8	5.4
Asia and Pacific	45.3	40.0	36.9	31.8	30.4	36.1	6.4	3.9	18.8	-4.4
Europe	26.8	43.1	33.1	17.7	18.0	22.8	3.8	2.5	26.7	-3.2
- European Union (27)	11.2	24.2	15.7	11.3	10.2	14.1	1.6	1.5	38.7	4.7
- UK, CH, NO, IS	11.8	16.2	14.9	4.6	5.8	7.5	1.7	0.8	30.0	-8.8
- Other Europe	3.7	2.7	2.4	1.8	2.0	1.2	0.5	0.1	-42.3	-20.5
Middle East	58.0	48.1	47.5	45.4	34.0	40.2	8.2	4.4	18.0	-7.1
Africa	1.5	1.9	2.2	2.1	2.5	2.6	0.2	0.3	5.3	11.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.c.	n.c.
World Total	708.4	700.5	675.4	602.5	765.2	921.9	100.0	100.0	20.5	5.4

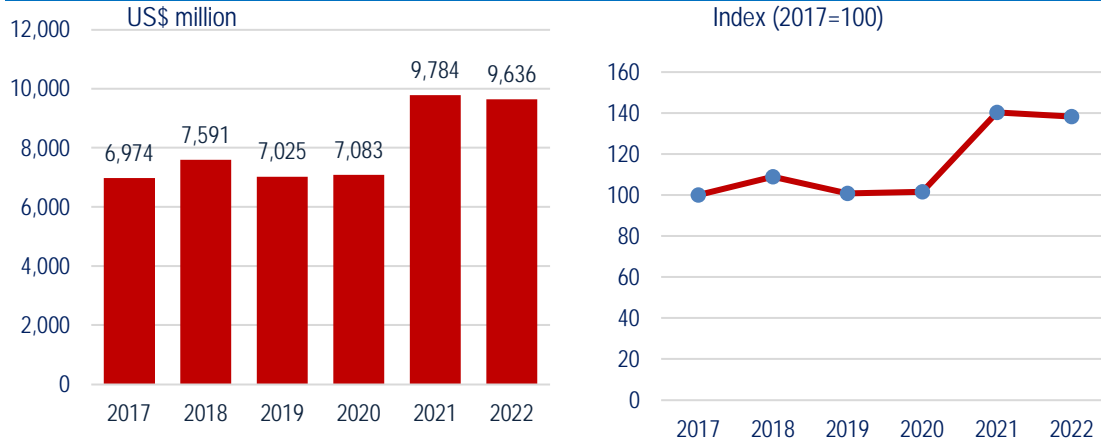
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
 UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.2.5 United States. Upholstered furniture imports

Figure 3.15 - United States.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

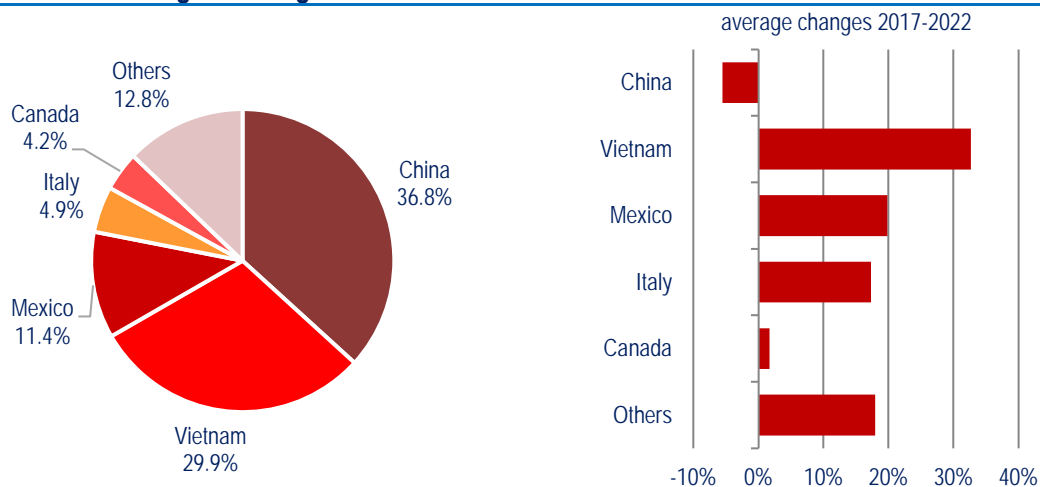


Source: CSIL processing of official data

Figure 3.16 - United States.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.16 - United States.

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	4705.7	5090.3	3688.5	3027.2	3910.3	3543.9	67.5	36.8	-9.4	-5.5
Vietnam	700.8	856.8	1545.1	2327.1	3252.1	2883.0	10.0	29.9	-11.3	32.7
Mexico	444.0	484.4	514.0	485.3	847.4	1096.6	6.4	11.4	29.4	19.8
Italy	213.0	231.6	252.8	244.1	376.4	473.2	3.1	4.9	25.7	17.3
Canada	369.0	368.1	372.6	295.6	338.9	401.8	5.3	4.2	18.6	1.7
Cambodia	7.7	20.4	87.0	105.4	191.6	198.5	0.1	2.1	3.6	91.7
Malaysia	73.1	71.3	99.9	152.2	166.3	195.6	1.0	2.0	17.6	21.8
Thailand	9.7	12.6	22.4	81.7	148.7	174.8	0.1	1.8	17.6	78.4
Indonesia	51.7	56.2	65.8	73.5	96.5	122.2	0.7	1.3	26.7	18.7
India	17.5	22.7	23.4	24.1	39.6	50.9	0.3	0.5	28.8	23.9
top 10	6592.1	7214.5	6671.4	6816.2	9367.7	9140.5	94.5	94.9	-2.4	6.8
others	382.2	376.9	353.3	266.5	416.4	496.0	5.5	5.1	19.1	5.3
Americas	834.5	878.7	919.4	804.9	1223.4	1540.7	12.0	16.0	25.9	13.0
- North America	813.1	852.6	886.6	780.9	1186.3	1498.4	11.7	15.5	26.3	13.0
- Central-South America	21.4	26.1	32.8	24.0	37.1	42.3	0.3	0.4	14.0	14.6
Asia and Pacific	5644.6	6192.5	5585.2	5832.8	7855.8	7219.8	80.9	74.9	-8.1	5.0
Europe	491.3	516.3	516.6	441.1	699.8	868.8	7.0	9.0	24.1	12.1
- European Union (27)	402.9	431.9	453.4	389.5	590.6	751.1	5.8	7.8	27.2	13.3
- UK, CH, NO, IS	67.2	61.8	37.0	23.2	52.4	59.1	1.0	0.6	12.8	-2.6
- Other Europe	21.2	22.5	26.2	28.4	56.9	58.6	0.3	0.6	3.1	22.6
Middle East	1.2	0.7	0.7	1.2	1.4	2.0	0.0	0.0	47.4	11.6
Africa	2.8	3.3	2.7	2.8	3.6	5.1	0.0	0.1	39.7	12.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	6974.4	7591.4	7024.7	7082.8	9784.0	9636.5	100.0	100.0	-1.5	6.7

Source: CSIL processing of official data

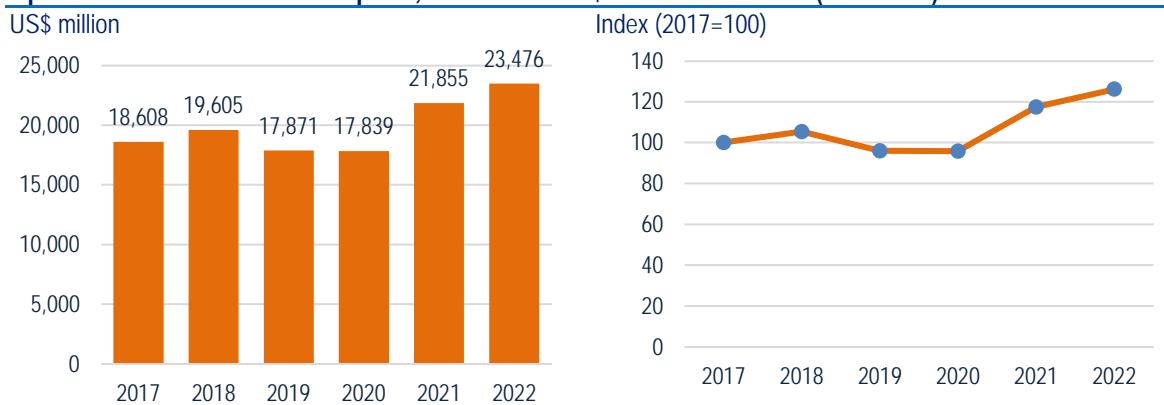
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.2.6 United States. Upholstered furniture consumption

Figure 3.17 - United States.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.17 - United States.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

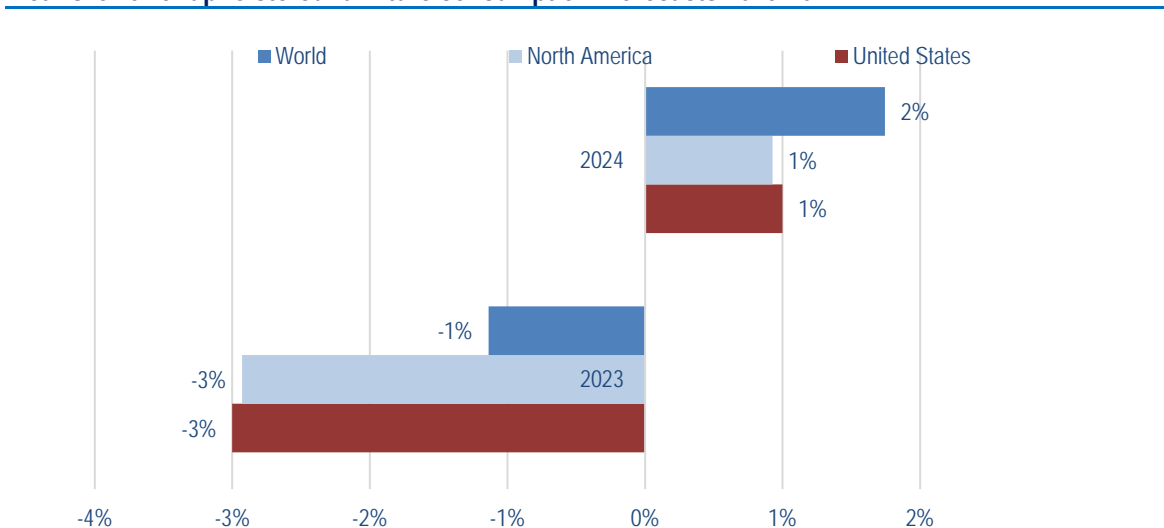
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
United States	37%	39%	39%	40%	45%	41%
North America	41%	42%	43%	43%	48%	44%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.18 - United States.

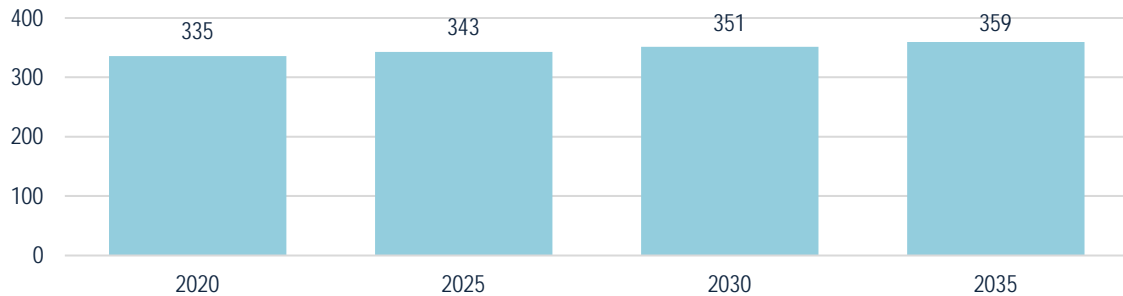
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.2.7 United States. Population forecasts

Figure 3.19 - United States.
Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
New York-Newark	18,804	19,958	6%
Los Angeles-Long Beach-Santa Ana	12,447	13,209	6%
Chicago	8,865	9,424	6%
Houston	6,371	7,254	14%
Dallas-Fort Worth	6,301	7,073	12%
Miami	6,122	6,664	9%
Atlanta	5,803	6,602	14%
Philadelphia	5,717	6,114	7%
Washington, D.C.	5,322	5,868	10%
Phoenix-Mesa	4,511	5,081	13%
Boston	4,309	4,581	6%
Detroit	3,548	3,679	4%
Seattle	3,433	3,747	9%
San Francisco-Oakland	3,314	3,501	6%

Source: UN

* Urban Agglomeration with 3 million inhabitants or more in 2020

3.2.8 United States. Comparison with the global upholstered furniture sector

Figure 3.20 - United States.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.20 - United States.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	9832	3
Population	Million	335	3
Urban Population	% of total population	83	26
Total GNP	US\$ billion	23540	1
Per capita GNP	US\$	70930	4
Household Consumption Exp.	US\$ billion	15903	1
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	23393	2
Per capita GNP at PPP	US\$	70480	8

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.3. The upholstered furniture industry in Vietnam

Table 3.21 - Vietnam.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	549	735	810	1,034	1,383	1,655	2,504	3,485	4,978	4,612
Exports	US\$ million	482	647	726	942	1,284	1,565	2,429	3,415	4,878	4,537
Imports	US\$ million	76	54	64	48	57	92	140	163	136	221
Consumption*	US\$ million	143	142	147	140	156	183	215	232	236	296
Production	% ch. -US\$		34%	10%	28%	34%	20%	51%	39%	43%	-7%
Exports	% ch. -US\$		34%	12%	30%	36%	22%	55%	41%	43%	-7%
Imports	% ch. -US\$		-29%	18%	-24%	18%	63%	52%	16%	-16%	62%
Consumption*	% ch. -US\$		-1%	4%	-5%	11%	18%	18%	8%	2%	25%
export/production	%	88%	88%	90%	91%	93%	95%	97%	98%	98%	98%
import/consumption	%	53%	38%	43%	35%	36%	50%	65%	70%	58%	75%
Production	VND billion	11,540	15,572	17,753	23,115	31,411	38,107	58,170	80,962	114,174	107,965
Exports	VND billion	10,133	13,707	15,919	21,067	29,164	36,021	56,425	79,343	111,891	106,214
Imports	VND billion	1,602	1,147	1,395	1,079	1,290	2,127	3,253	3,777	3,128	5,174
Consumption*	VND billion	3,008	3,012	3,229	3,127	3,537	4,213	4,998	5,396	5,412	6,926
Production	% ch. - VND		35%	14%	30%	36%	21%	53%	39%	41%	-5%
Exports	% ch. - VND		35%	16%	32%	38%	24%	57%	41%	41%	-5%
Imports	% ch. - VND		-28%	22%	-23%	19%	65%	53%	16%	-17%	65%
Consumption*	% ch. - VND		0%	7%	-3%	13%	19%	19%	8%	0%	28%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Vietnamese Trade Information Centre

Table 3.22 - Vietnam.

Exchange rates, 2013-2022

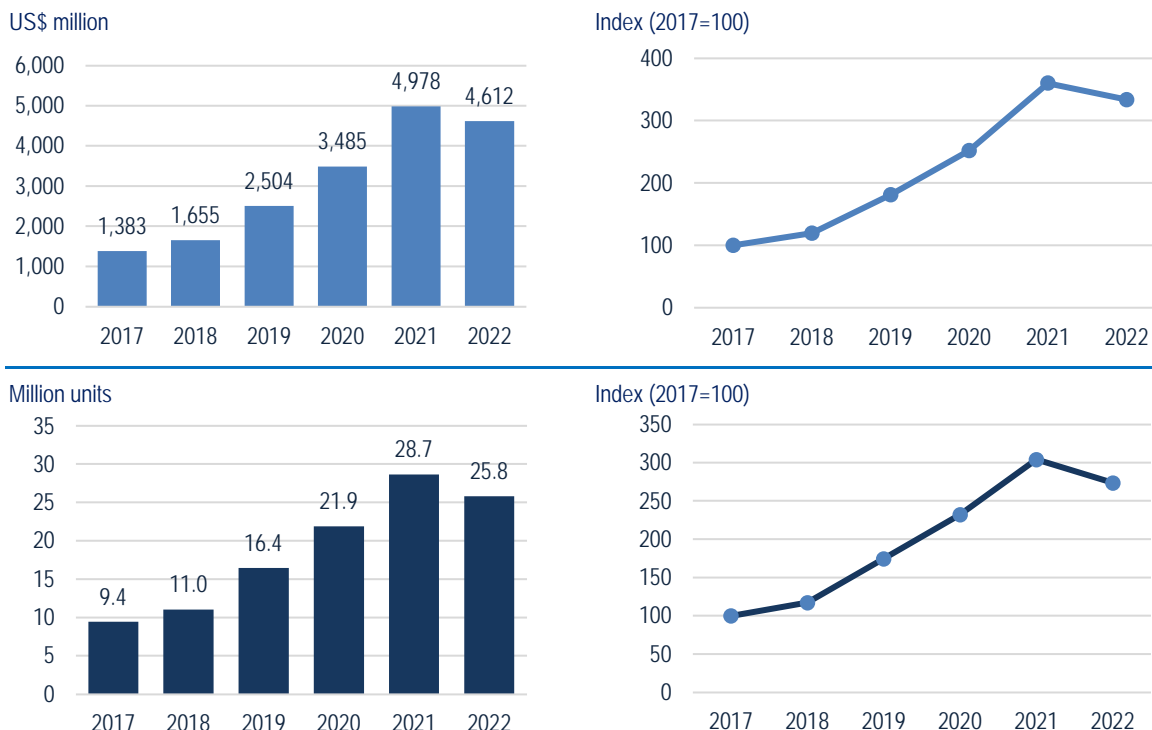
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
VND per US\$	21025.4	21195.3	21922.4	22365.5	22715.0	23022.0	23228.0	23233.0	22936.0	23411.0
VND per EUR	27923.8	28183.4	24325.1	24763.0	25670.2	27205.1	26001.4	26508.9	27133.3	24661.1

Source: US Federal Reserve

3.3.1 Vietnam. Upholstered furniture production

Figure 3.21 - Vietnam.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.23 - Vietnam.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

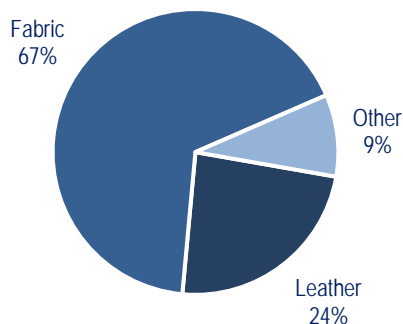
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Vietnam	93%	95%	97%	98%	98%	98%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.22 - Vietnam.

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



Source: CSIL

Last available year

3.3.2 Vietnam. Major Upholstered furniture manufacturers

Table 3.24 Vietnam. Major upholstered furniture manufacturers by turnover

Company	Upholstered furniture turnover (Million US\$)	% share of upholstered furniture in company's turnover	Total turnover (Million US\$)
Timberland (Man Wah Holdings Ltd)	313.7	100	313.7
Motomotion Vietnam (HHC Corp)	194.6	100	194.6
Wanek Furniture (Ashley Furniture Ind. Inc)	178.1	30	593.8
Lehoo Vietnam (Lehoo)	90.0	100	90.0
Tan Hoang Gia Trading	43.9	100	43.9
Vietnam Hang Phong Furniture	34.6	100	34.6
Grand Art Furniture	32.3	100	32.3
Nitori Furniture Vietnam (Nitori Holding)	30.5	10	305.0
Master Sofa International (Maximus - Maestro)	28.7	100	28.7
Rochdale (Rochdale Spears)	26.9	25	107.8
Truong Thanh Furniture	21.4	25	85.5
IMG (Vietnam) (Ekomes QM Holding AS)	21.2	100	21.2
Casarredo Manufacturing (Casarredo)	13.3	100	13.3
Carezza (VN) (Carezza)	12.0	100	12.0
Wendelbo (Wendelbo)	11.2	70	16.0
Livax (Livax JP (Baba Kagu))	9.8	100	9.8
Arreda (Fukui)	9.7	100	9.7
Vietnam Polygrace Furniture (Polygrace)	8.2	100	8.2
Delancey Street Furniture Vietnam	6.9	100	6.9
AA Corporation Construction Architecture	6.7	20	33.6
Usofa	5.4	100	5.4
Prosper	5.0	20	24.9
Quynh VY	3.9	100	3.9
Ho Nai	3.3	15	21.7
Jang In Furniture (Jangin Furniture)	3.2	50	6.4

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.3.3 Vietnam. Major Upholstered furniture manufacturers

AA Corporation Construction Architecture

AA Corporation Construction JSC

Headquarters/Main Location

Bitexco Financial Tower, Floor 43A, 02 Hai Trieu, Ben Nghe

Ward - District 1, Ho Chi Minh City - Vietnam

T: +84 8 28 6287 5111; 8468826 ; 8468827 ; 37442728

Web: <http://www.aacorporation.com>

Email: info@aacorporation.com

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Contract, Semi-finished parts, Filling

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: 60%

Manufacturing plants: 4; Domestic: 3 Vietnam; Foreign: 1 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

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 (VN)

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: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 100%

Manufacturing plants: 4; Domestic: 4 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

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; Domestic: 1 Vietnam; Foreign: 1 Malaysia

Dafi Company

Dafi Company Co., Ltd

Group: Carl Hansen

Headquarters/Main Location

Tan Vinh Hiep Hamlet, - Tan Uyen District, Binh Duong Province - Vietnam

T: +84 650 363 1108 ; 650 363 1109

Activity: Manufacturer

Product Portfolio: Garden and Outdoor, Contract

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Vietnam

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; Domestic: 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; Domestic: 1 Vietnam

Happy Smart Furnishings

Happy Smart Furnishings (Vietnam) Company Limited

Group: Oumazing International Furniture Pte Ltd

Headquarters/Main Location

Street No.9, Tam Phuoc Industrial Zone, - Bien Hoa City, Dong Nai Province - Vietnam

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

Email: info@happyfurniturevn.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Home furniture

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 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; Domestic: 1 Vietnam

Hoa Phat Furniture

The One Furniture Trading And Manufacturing JSC (formerly Hoa Phat Furniture)

Headquarters/Main Location

Pho Noi 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; Domestic: 1 Vietnam

IMG (Vietnam)

IMG (Vietnam) Co., Ltd

Group: Ekornes 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; Domestic: 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; Domestic: 1 Vietnam

Key Bay Furniture

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: <https://www.botaifurniture.com>

Email: yuki@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; Domestic: 1 China; Foreign: 1 Vietnam

KNF

Khai Nguyen Co. Ltd

Headquarters/Main Location

249/8B Dong Chieu Hamlet, Tan Dong Hiep Commune - Di An District, Binh Duong Province - Vietnam

T: +84 274 3728576

Web: <http://www.khainguyenfurniture.com/index>

Email: tuong2007@gmail.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor

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

Total Turnover range: 0-5 US\$ million

Employees range: 100-250

Export share on total turnover: 90%

Manufacturing plants: 2; Domestic: 2 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@kodald.com ; tresat@kodald.com ; haiyin.tang@kodald.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; Domestic: 1 Vietnam; Foreign: 1 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: 0-5 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 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: contact_us@kymdan.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: ; Domestic: 1 VN

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; Domestic: 2 Vietnam

Lehoo Vietnam

Loi Hao Viet Nam Produce Trade Co.,Ltd. - Lehoo

Group: Lehoo

Headquarters/Main Location

Thua Dat No 836, To Ban Do No 41, Khu Pho Binh Chanh,
Ward Khanh Binh, Thi Commune Tan Uyen - Thuan An, 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; Domestic: 3 Vietnam; Foreign: 1
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 ; 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; Domestic: 1 Vietnam

Livingup

Livingup Company Ltd

Headquarters/Main Location

46/9D Bui Thi Lung, Ap Thoi Tu 2, Commune Thoi Tam Thon -
District Hoc Mon, Ho Chi Minh City - Vietnam

T: +84 903 630598

Web: <https://livingupfurniture.com>

Email: info@livingupfurniture.com ;
livingupfurniture@gmail.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and
Chairs

Upholstered furniture production accounts for an estimated
99% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 21-50

Export share on total turnover: 85%

Manufacturing plants: 1; Domestic: 1 Vietnam

Master Sofa International

Master Sofa Internatioal

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: <http://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; Domestic: 2 Vietnam; Foreign: 1
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 ; baolong@mifaco.com.vn

Activity: Manufacturer

Product Portfolio: 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; Domestic: 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: 15-50 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 HCMC - Vietnam

T: +84 93 737 80 81

Web: <https://modoliving.vn>

Email: 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; Domestic: 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; Domestic: 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

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

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; Domestic: 3 Vietnam; Foreign: 0. 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

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; Domestic: 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://quynhvy.net>

Email: qhqv@quynhvy.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: 100-250

Export share on total turnover: 95%

Manufacturing plants: 2; Domestic: 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

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; Domestic: 1 Vietnam

Rk Resources

Rk Resources

Group: Latitude Tree Holdings Bhd

Headquarters/Main Location

Hamlet 5 Lai Uyen Village - Ben Cat, Binh Duong Province - Vietnam

T: +84 650 3534 556, 3534 558

Web: <http://www.lattree.com>

Email: joseph@rkresources.com.vn

Activity: Manufacturer

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

Employees range: > 500

Export share on total turnover: 100%

Manufacturing plants: 1; Domestic: 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

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; Domestic: 2 Vietnam

Savimex

Savimex Corporation

Group: Eland

Headquarters/Main Location

No. 162 HT17, Hiep Thanh Ward, District 12 - Ho Chi Minh - Vietnam

T: +84 28 73008007

Web: <http://savimex.com.vn>; <https://moho.com.vn>

Email: 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; Domestic: 12 Vietnam; Foreign: 0.

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 City, 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; Domestic: 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, Filling

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; Domestic: 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://tanthanhgroup.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; Domestic: 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; Domestic: 1 Vietnam

Toan Phu Furniture

Toan Phu Furniture Co., Ltd.

Headquarters/Main Location

367 Ngo Gia Tu Str., Ward 3, Dist. 10 - Ho Chi Minh - Vietnam

T: +84 8 9911895

Web: <https://toanphu.vn>

Email: sale@toanphu.vn

Activity: Manufacturer

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

Total Turnover range: 0-5 US\$ million

Manufacturing plants: 1; Domestic: 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: <http://www.truongthanh.com>

Email: sales@truongthanh.com ; 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; Domestic: 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: 5-15 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; Domestic: 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; Domestic: 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

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; Domestic: 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

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; Domestic: 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

Employees range: > 500

Manufacturing plants: 2; Domestic: 1 Vietnam; Foreign: 1 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

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

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Garden and Outdoor

Total Turnover range: 15-50 US\$ million

Employees range: > 500

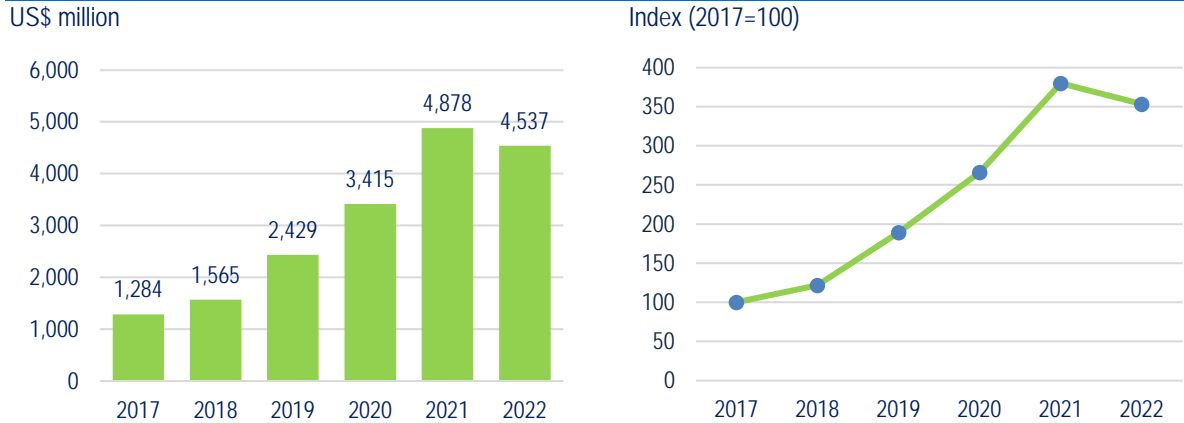
Export share on total turnover: 30%

Manufacturing plants: ; Domestic: Vietnam

3.3.4 Vietnam. Upholstered furniture exports

Figure 3.23 - Vietnam.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

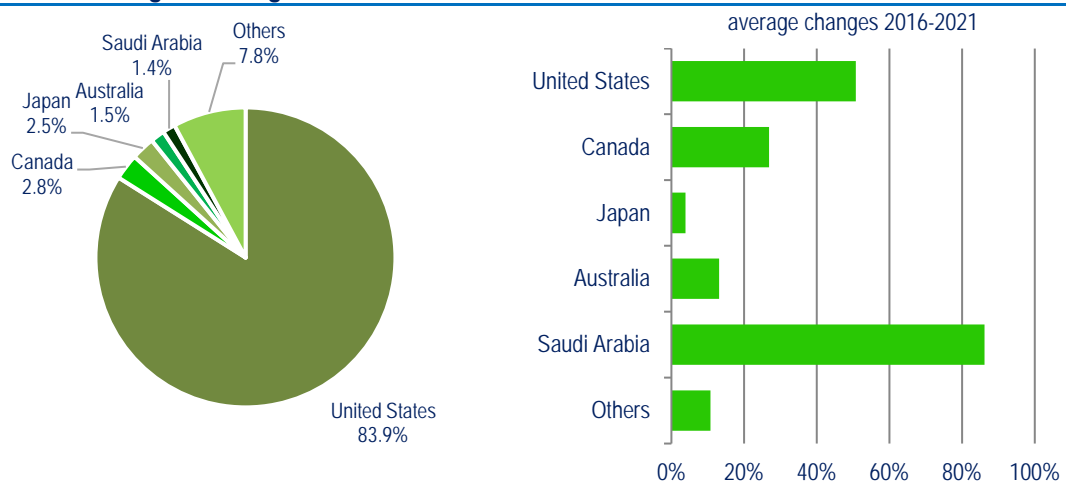


Source: CSIL processing of official data

Figure 3.24 - Vietnam.

Upholstered furniture exports by country of destination, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.25 - Vietnam.

Upholstered furniture exports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
United States	526.0	816.6	1006.2	1821.9	2769.7	4094.5	55.8	83.9	47.8	50.7
Canada	41.6	59.2	72.7	90.2	115.1	136.6	4.4	2.8	18.7	26.9
Japan	102.2	110.0	112.7	130.1	128.5	123.6	10.8	2.5	-3.8	3.9
Australia	39.9	46.9	66.7	57.8	63.3	73.9	4.2	1.5	16.6	13.1
Saudi Arabia	3.0	8.7	18.1	29.8	44.8	67.5	0.3	1.4	50.6	86.2
Germany	21.9	23.9	23.8	28.0	37.8	53.0	2.3	1.1	40.2	19.3
France	51.4	52.7	58.9	52.5	45.1	47.9	5.5	1.0	6.2	-1.4
South Korea	18.8	20.6	21.2	26.6	30.4	32.0	2.0	0.7	5.1	11.2
United Kingdom	35.3	17.5	22.2	22.3	24.6	25.5	3.7	0.5	3.3	-6.3
Denmark	7.3	12.0	13.4	14.6	16.7	23.3	0.8	0.5	39.9	26.0
top 10	847.5	1168.0	1416.0	2273.8	3276.1	4677.8	90.0	95.9	42.8	40.7
others	94.5	115.9	148.7	155.4	139.0	200.6	10.0	4.1	44.3	16.3
Americas	579.6	891.0	1099.4	1938.4	2906.6	4270.0	61.5	87.5	46.9	49.1
- North America	573.4	883.0	1087.7	1922.6	2894.6	4249.0	60.9	87.1	46.8	49.3
- Central-South America	6.2	8.1	11.7	15.9	12.0	21.0	0.7	0.4	74.2	27.4
Asia and Pacific	194.6	219.6	254.2	270.5	267.0	286.5	20.7	5.9	7.3	8.0
Europe	157.6	153.5	175.9	174.7	181.9	231.3	16.7	4.7	27.2	8.0
- European Union (27)	108.1	119.8	133.6	134.9	139.7	181.1	11.5	3.7	29.6	10.9
- UK, CH, NO, IS	46.6	29.6	37.8	35.0	36.6	43.2	4.9	0.9	17.9	-1.5
- Other Europe	3.0	4.1	4.6	4.7	5.7	7.1	0.3	0.1	25.9	19.1
Middle East	9.3	17.9	31.7	42.0	57.0	86.8	1.0	1.8	52.2	56.4
Africa	0.8	1.8	3.4	3.6	2.5	3.7	0.1	0.1	48.8	35.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	942.0	1283.9	1564.6	2429.2	3415.1	4878.4	100.0	100.0	42.8	38.9

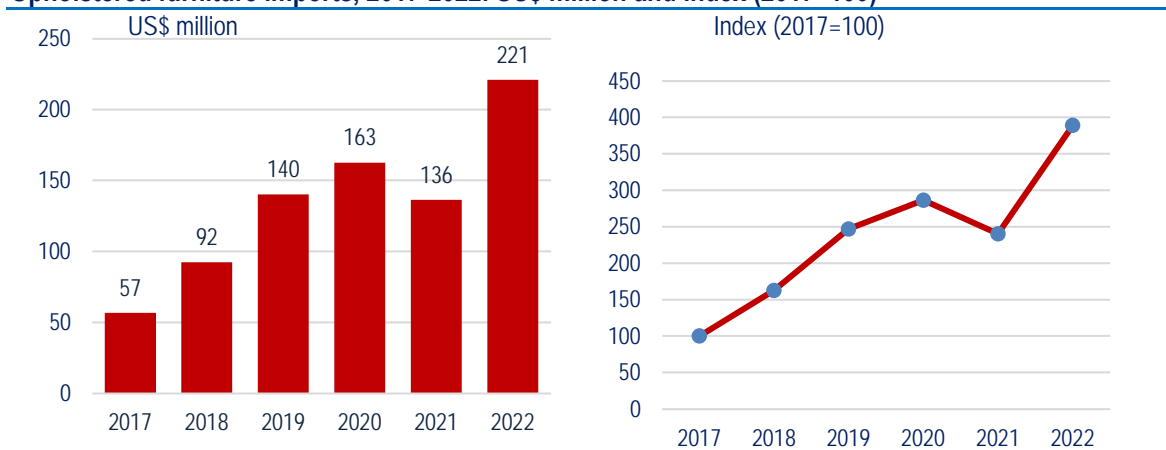
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
 UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.3.5 Vietnam. Upholstered furniture imports

Figure 3.25 - Vietnam.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

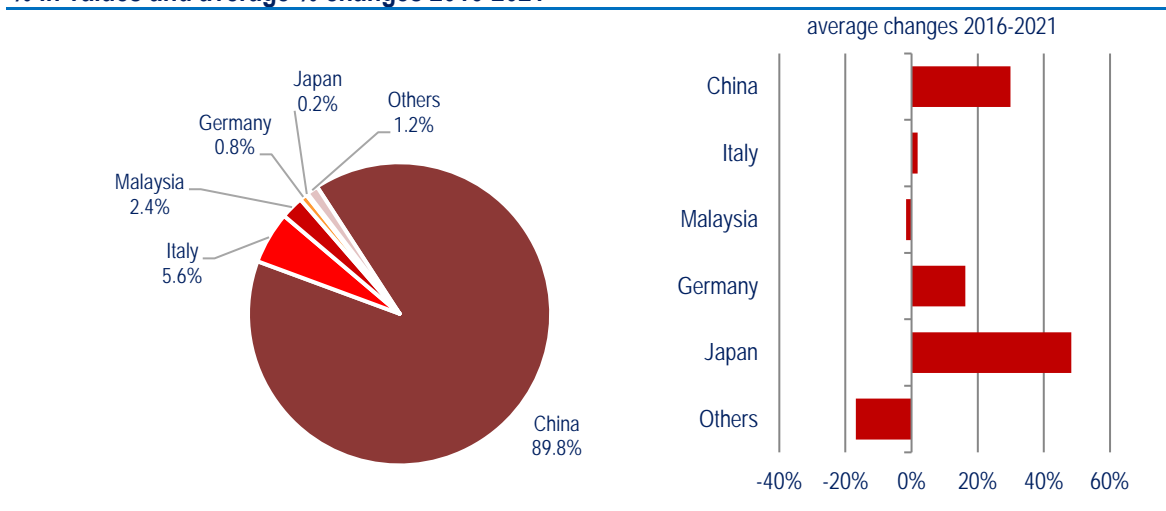


Source: CSIL processing of official data

Figure 3.26 - Vietnam.

Upholstered furniture imports by country of origin, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.26 - Vietnam.

Upholstered furniture imports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
China	33.0	39.5	70.9	117.4	147.8	122.5	68.5	89.8	-17.1	30.0
Italy	6.9	5.7	6.1	7.9	5.2	7.6	14.3	5.6	44.8	1.9
Malaysia	3.6	4.4	7.0	6.2	4.3	3.3	7.4	2.4	-23.3	-1.6
Germany	0.5	0.8	0.6	0.7	0.7	1.0	1.0	0.8	53.8	16.3
Japan	0.0	0.1	0.1	0.1	0.1	0.3	0.1	0.2	n.s.	48.3
Portugal	0.0	0.0	0.0	0.1	0.2	0.2	0.0	0.2	2.7	n.c.
Thailand	0.6	0.6	0.4	0.3	0.3	0.2	1.2	0.2	-14.9	-16.2
United States	0.5	0.5	0.5	0.3	0.7	0.2	1.1	0.2	n.s.	-14.9
United Kingdom	0.3	0.1	0.7	0.0	0.4	0.1	0.6	0.1	n.s.	-15.9
Lao PDR	0.1	2.5	4.0	3.5	1.2	0.1	0.2	0.1	n.s.	3.6
top 10	45.5	54.2	90.2	136.5	160.8	135.7	94.4	99.5	-15.7	24.4
others	2.7	2.6	2.2	3.5	1.7	0.7	5.6	0.5	n.s.	-23.4
Americas	0.5	0.5	0.5	0.3	0.8	0.2	1.1	0.2	n.s.	-13.9
- North America	0.5	0.5	0.5	0.3	0.8	0.2	1.1	0.2	n.s.	-15.0
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Asia and Pacific	38.8	48.6	83.8	129.5	154.1	126.7	80.3	92.9	-17.7	26.7
Europe	8.9	7.5	8.0	10.3	7.7	9.4	18.5	6.9	21.7	1.0
- European Union (27)	8.2	7.3	7.1	10.2	7.0	9.2	17.0	6.7	30.4	2.3
- UK, CH, NO, IS	0.7	0.2	0.8	0.0	0.7	0.2	1.5	0.1	n.s.	-21.9
- Other Europe	0.1	0.0	0.1	0.0	0.0	0.0	0.1	0.0	n.s.	-32.0
Middle East	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.0	n.s.	n.s.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	48.3	56.8	92.4	140.1	162.6	136.4	100.0	100.0	-16.1	23.1

Source: CSIL processing of official data

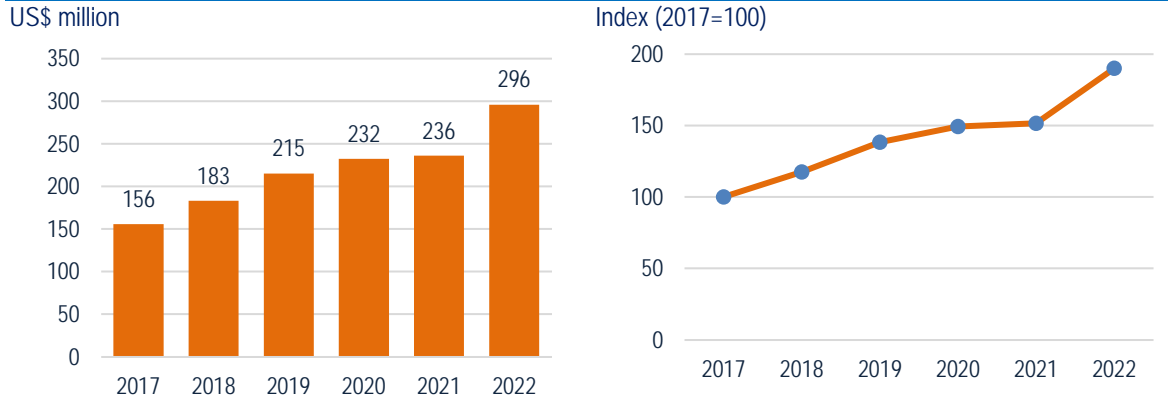
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.3.6 Vietnam. Upholstered furniture consumption

Figure 3.27 - Vietnam.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.27 - Vietnam.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

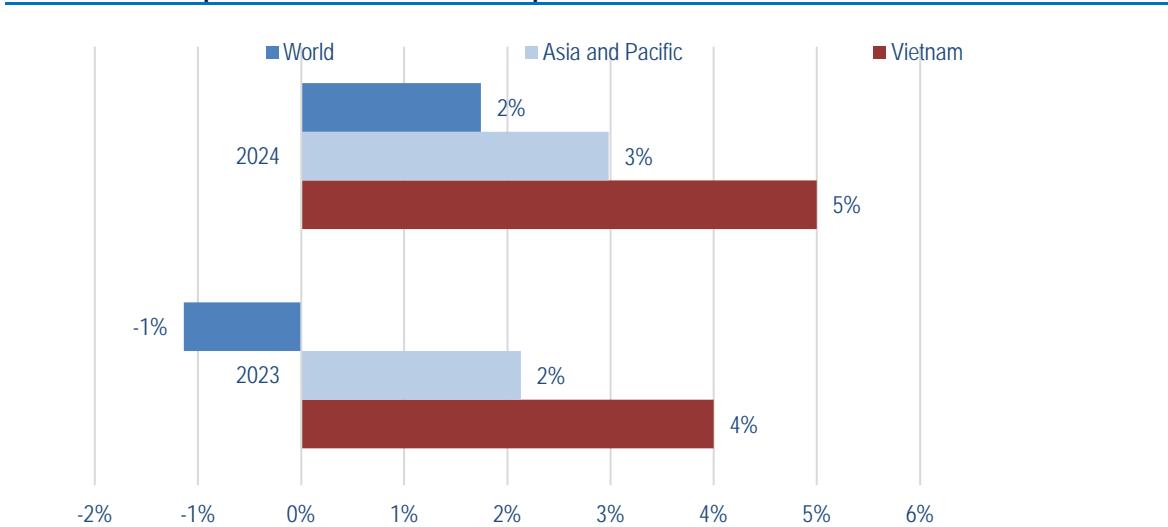
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Vietnam	36%	50%	65%	70%	58%	75%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.28 - Vietnam.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

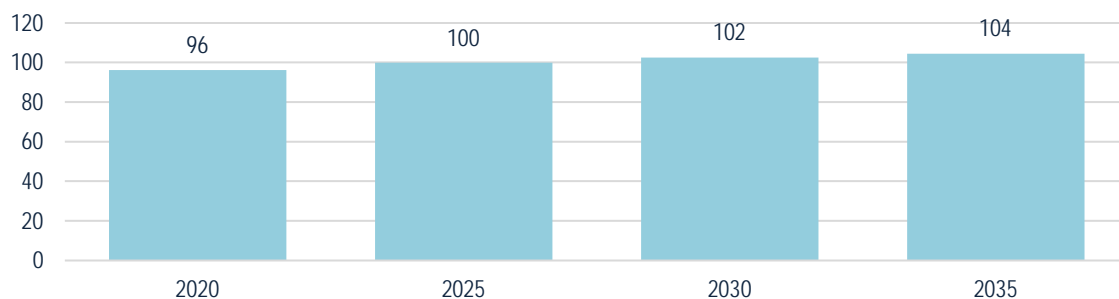


Source: CSIL

3.3.7 Vietnam. Population forecasts

Figure 3.29 - Vietnam.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.28 - Vietnam.

Population. Number of households and share of urban population

Total households	Million	27
Urban Population	% of total	38

Source: UN, World Bank

Last available year

Table 3.29 - Vietnam.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Ho Chi Minh (Ho Chi Minh City)	8,602	11,054	29%
Hà Nội	4,678	6,362	36%
Can Tho	1,618	2,294	42%
Hai Phòng	1,300	1,698	31%
Da Nang	1,125	1,449	29%
Bien Hoa	1,013	1,327	31%
Vungtau	418	540	29%
Thu Dau Mot	413	597	44%
Hue	400	501	25%
Nha Trang	329	394	20%
Long Xuyen	321	401	25%

Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.3.8 Vietnam. Comparison with the global upholstered furniture sector

Figure 3.30 - Vietnam.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.30 - Vietnam.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	331	29
Population	Million	97	11
Urban Population	% of total population	38	69
Total GNP	US\$ billion	350	38
Per capita GNP	US\$	3590	66
Household Consumption Exp.	US\$ billion	203	35
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	1080	24
Per capita GNP at PPP	US\$	11080	66

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.4. The upholstered furniture industry in Poland

Table 3.31 - Poland.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	3,145	3,432	3,123	3,226	3,537	3,865	3,717	3,656	4,472	4,101
Exports	US\$ million	2,545	2,860	2,654	2,795	3,091	3,401	3,321	3,365	4,254	3,863
Imports	US\$ million	86	122	107	134	163	192	219	259	416	329
Consumption*	US\$ million	686	694	576	565	609	655	615	550	634	568
Production	% ch. -US\$		9%	-9%	3%	10%	9%	-4%	-2%	22%	-8%
Exports	% ch. -US\$		12%	-7%	5%	11%	10%	-2%	1%	26%	-9%
Imports	% ch. -US\$		42%	-12%	25%	22%	17%	14%	18%	61%	-21%
Consumption*	% ch. -US\$		1%	-17%	-2%	8%	8%	-6%	-11%	15%	-10%
export/production	%	81%	83%	85%	87%	87%	88%	89%	92%	95%	94%
import/consumption	%	13%	18%	19%	24%	27%	29%	36%	47%	66%	58%
Production	PLN million	9,944	10,829	11,782	12,724	13,361	13,965	14,272	14,241	17,274	18,305
Exports	PLN million	8,047	9,023	10,014	11,024	11,676	12,289	12,750	13,109	16,434	17,241
Imports	PLN million	272	385	406	528	616	692	840	1,009	1,608	1,470
Consumption*	PLN million	2,170	2,191	2,174	2,229	2,301	2,368	2,362	2,141	2,448	2,534
Production	% ch. - PLN		9%	9%	8%	5%	5%	2%	0%	21%	6%
Exports	% ch. - PLN		12%	11%	10%	6%	5%	4%	3%	25%	5%
Imports	% ch. - PLN		41%	5%	30%	17%	12%	21%	20%	59%	-9%
Consumption*	% ch. - PLN		1%	-1%	3%	3%	3%	0%	-9%	14%	3%

* Apparent consumption = Production – Exports + Imports

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

Table 3.32 - Poland.

Exchange rates, 2013-2022

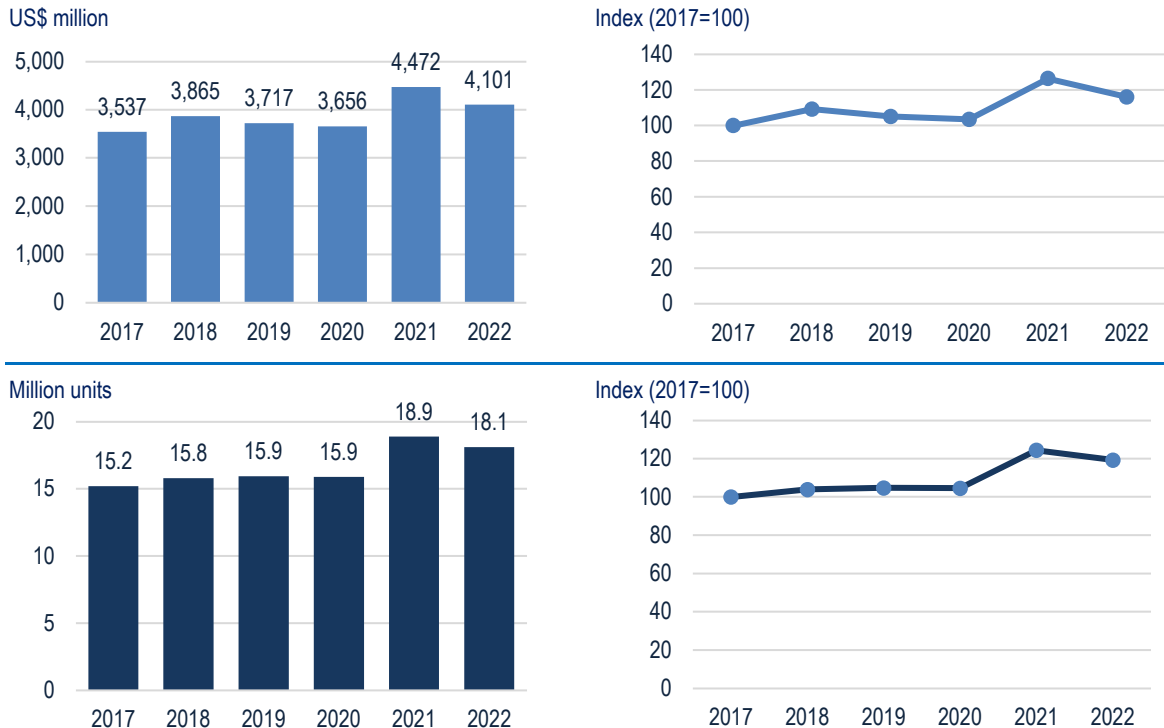
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
PLN per US\$	3.16	3.16	3.77	3.94	3.78	3.61	3.84	3.90	3.86	4.46
PLN per EUR	4.20	4.20	4.19	4.37	4.27	4.27	4.30	4.44	4.57	4.70

Source: US Federal Reserve

3.4.1 Poland. Upholstered furniture production

Figure 3.31 - Poland.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.33 - Poland.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

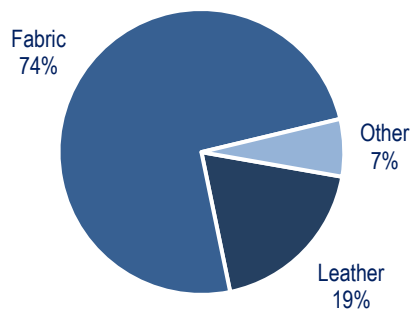
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Poland	87%	88%	89%	92%	95%	94%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.32 - Poland.

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



Source: CSIL

Last available year

3.4.2 Poland. Major Upholstered furniture manufacturers

Table 3.34 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)	364.5	100	364.5
Adriana	226.8	100	226.8
Steinpol Meble (Cotta Collection)	213.4	100	213.4
SITS (LLG Lars Larsen Group)	157.7	95	166.0
DFM	146.7	100	146.7
Euroline (EuroComfort Group)	116.3	100	116.3
Jobon (Jockenhöfer)	113.3	100	113.3
Gabi Group	107.8	80	134.8
Polinova Polska (PBV Polipol)	104.4	100	104.4
Europol-Meble (PBV Polipol)	104.1	100	104.1
BRW Black Red White (BRW)	86.2	20	431.2
Benix	79.8	100	79.8
Tappol (3C Holding)	75.8	100	75.8
Ghg (Home Group / Man Wah)	72.7	100	72.7
Janipol Meble (PBV Polipol)	71.8	100	71.8
Polipol Meble (PBV Polipol)	68.3	100	68.3
Trio Line Polska (Leggett&Platt/ Trio Line)	67.5	80	84.4
Wersal	66.8	60	111.4
AZ. Iwaniczy	66.1	100	66.1
Leopol Meble (PBV Polipol)	64.3	100	64.3
Kler	62.8	96	65.4
Nova Polska (Nova Via Gmbh)	54.8	100	54.8
Cotta Polsterwerke (Cotta Collection)	54.6	100	54.6
Rom (Aida)	54.0	100	54.0
Etap Sofa (IMS Group)	49.5	100	49.5
Matex	45.1	100	45.1
Nova Mazur Design (Nova Via Gmbh)	43.9	100	43.9
Restyl	42.4	100	42.4
Gala Collezione	41.6	100	41.6
Nowy Styl Group	38.6	10	385.5
Primavera Furniture	34.5	80	43.1
Libro	33.7	95	35.5
Meblo Expo	32.9	100	32.9
Poldem Group	32.4	100	32.4
Intertrend (Aquinos)	31.9	100	31.9

Source: CSIL estimates. Note: Data refer to the last available year, typically 2022 or 2021.

3.4.3 Poland. Major Upholstered furniture manufacturers

Adriana

Adriana Furniture Sp. z 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

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; Domestic: 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

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; Domestic: 1 Poland

BEJOT

Bejot

Headquarters/Main Location

ul. Wybickiego 2A, Manieczki - 63-112 Brodnica, Kujawsko-Pomorskie - Poland

T: +48 61 2812225

Web: <https://www.bejot.eu>

Email: export@bejot.eu ; biuro@bejot.eu

Activity: Manufacturer, Trader

Product Portfolio: Office Seating, Upholstered furniture, Contract

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 50%

Manufacturing plants: ; Domestic: 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

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: > 500

Export share on total turnover: 60%

Manufacturing plants: 2; Domestic: 2 Poland

Bog - Fran

Bog-Fran Sp. Z o.o. Sp.K. - Liveo

Headquarters/Main Location

Osiedle Borki 5 - 36-130 Ranizow, Podkarpackie - Poland

T: +48 17 2285065 ; 2261298

Web: <http://liveomeble.pl>

Email: biuro@liveomeble.pl ; bogfran@bogfran.pl

Activity: Manufacturer, Trader

Product Portfolio: Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Mattresses, RTA - DIY furniture

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

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 ; 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; Domestic: 6 Poland; Foreign: 5 Ukraine, Belarus

Burhéns**Burhéns Sp. Z O.O.****Group:** Burhéns**Headquarters/Main Location**

Ul. Topolowa 47 - 83-304 Przodkowo, Pomorskie - Poland

T: +48 58 6851273**Web:** <http://www.burhens.com>**Email:** info@burhens.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; Domestic: 1 Poland**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; Domestic: 1 Poland; Foreign: 2 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:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 99%**Manufacturing plants:** 2; Domestic: 2 Poland**Des Sofa****DES Sofa Line Sp. z o.o.****Headquarters/Main Location**

Ul. Opolska 40 - 46-380 Myślina - Poland

T: +48 343537150**Web:** <https://www.des.pl>**Email:** marketing@des.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:** 100-250**DFM****DFM Sp. Z O.O. Meble****Group:** DFM**Headquarters/Main Location**

ul. Olsztyńska 21 - 11040 Dobrze 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; Domestic: 3 Poland**Dutch Trade****Dutch Trade Sp. Z o.o.****Headquarters/Main Location**

Platanowa 36 - 63-100 Psarskie - Poland

T: +48 612814000**Email:** dutchtrade@dutchtrade.pl**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture**Total Turnover range:** 5-15 US\$ million**Employees range:** 100-250**Eltap****ELTAP Sp. z o.o. Sp.k****Headquarters/Main Location**

Mroczeń 203 - 63-604 Mroczeń - Poland

T: +48 62 7912900**Web:** <https://eltap.pl>**Email:** office@eltap.com**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds, Mattresses, Semi-finished parts**Upholstered furniture production** accounts for an estimated 80% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Domestic: 1 Poland

Etap 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.etalp-sofa.pl> ; www.newlook-sofa.pl

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; Domestic: 2 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: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 95%

Manufacturing plants: 2; Domestic: 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: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Poland

Fabryka Mebli 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 ; 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; Domestic: 1 Poland

Feniks Meble

Feniks Zakład Produkcji Mebli Sp. Z O.O.

Headquarters/Main Location

Wolny Dwór 48 - 83-250 Skarszewy - Poland

T: +48 585600330/31

Web: <http://feniks-meble.pl>

Email: sekretariat@feniks-meble.pl

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; Domestic: 1 Poland

Forrester

Forrester Meble sp.j.

Headquarters/Main Location

Lesna 9 - 62-023 Borowiec - Poland

T: +48 4961 8501855

Web: <https://www.forrestermeble.com.pl>

Email: office@forrestermeble.com.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Forte

Fabryki Mebli Forte S.A.

Group: Forte

Headquarters/Main Location

ul. Biała 1 - 07300 Ostrow Mazowiecka, Mazowieckie - Poland
T: +48 29 6442222

Web: <https://company.forte.com.pl>

Email: forte@forte.com.pl

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Home Office, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Children's rooms, RTA - DIY furniture

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 79%

Manufacturing plants: 5; Domestic: 5 Poland; Foreign: 0. 4 furniture manufacturing plants +1 chipboard plant in 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: gabi@gabi.home.pl ; gabi@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; Domestic: 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; Domestic: 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: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 100%

Manufacturing plants: 2; Domestic: 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 20% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

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

Idźczak Meble

Firma Produkcyjno-Handlowo-Uslugowa Idźczak-Meble

Headquarters/Main Location

Kępińska 5 - 63-645 Łęka Opatowska - Poland
T: +48 48 62 7912128

Web: <https://idzczakmeble.pl>

Email: sklep@idzczakmeble.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Home furniture, Mattresses

Employees range: 100-250

Intertrend

Intertrend Polska Sp. Z O.O.

Group: Aquinos

Headquarters/Main Location

ul. Działkowców 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. z o.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; Domestic: 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: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 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; Domestic: 2 Poland

Lech Pol

Lech-Pol Hotele i Restauracje Sp. Z O.O.

Headquarters/Main Location

Szosa kępińska 1 - 56-500 Syców, Dolnośląskie - Poland

T: +48 62 7869310

Web: <https://www.l-design.pl>

Email: info@lech-pol.wroc.pl

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: 100-250

Manufacturing plants: 1; Domestic: 1 Poland

Lenart

Dig-Net Sp. z o.o. sp.k. - Lenart

Headquarters/Main Location

Mroczeń 65A - 63-611 Mroczeń - Poland

T: +48 62 7912950

Web: <https://lenartmeble.pl>

Activity: Manufacturer

Product Portfolio: Dining and Living rooms, Bedrooms, Children's rooms

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Leopol Meble

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

Group: PBV Polipol

Headquarters/Main Location

Średzka 2 - 63-100 Zbuzewo, 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; Domestic: 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; Domestic: 4 Poland

M & K Foam

M&K Foam GmbH Sp. Z O.O.

Headquarters/Main Location

Torunska 267 - 62-600 Kolo, Wielkopolskie - Poland

T: +48 +48 63 2616018

Web: <http://www.mkfoam.pl>

Email: mkfoam@mkfoam.pl

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: 251-500

Manufacturing plants: ; Domestic: 1 PL

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; Domestic: 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; Domestic: 2 Poland

Matex

Matex Sp. Z O.O.

Headquarters/Main Location

Starczanowo 4 - 62-330 Staniszewo, Wielkopolskie - Poland

T: +48 61 4373 300

Web: <http://www.matex-polstermoebel.com.pl>

Email: 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; Domestic: 1 Poland

Meblar

Fabryka Mebli Meblar

Headquarters/Main Location

Baranów ul 63 Budka - 63-600 Kępno - Poland

T: +48 62 7818295

Web: <https://www.meblar.com.pl>

Email: biuro@meblar.com.pl

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: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Poland

Meble - Laski

Meble - Laski Sp. Z O.O.

Group: Grupa Meblowa HK

Headquarters/Main Location

Kępińska 21 - 63-620 Laski - Poland

T: +48 62 7829257

Web: <http://www.meble-laski.com.pl>

Email: Meble-laski@meble-laski.com.pl

Activity: Manufacturer

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Meble Dolmar

P.P.H.U. Dolmar Spółka Z Ograniczoną

Odpowiedzialnością S.K

Headquarters/Main Location

Baranów, Donaborów 62 - 63-600 Kępno - Poland

T: +48 62 7912850 - 52

Web: <http://www.dolmar.pl>

Email: biuro@dolmar.pl

Activity: Manufacturer

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

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; Domestic: 1 Poland

Meble Marzenie Sp. Jawna

Meble Marzenie Sp. Jawna

Headquarters/Main Location

Opatów, ul. Bolesławiecka 14a - 63-645 Łęka Opatowska - Poland

Web: <http://www.meble-marzenie.pl>; <https://comfoteo.eu>

Email: biuro@meble-marzenie.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: ; Domestic: 1 PL

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 ; 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: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Poland

Meble Wajnert

Wajnert Meble sp.z.o.o.

Headquarters/Main Location

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

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

Web: <https://www.wajnert.pl>

Email: bok@wajnert.com.pl ; 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; Domestic: 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

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; Domestic: 1 Poland

Meblo Expo

Beskidzkie Fabryki Mebli Sp. Z O.O. (Meblo-Expo - Befame)

Group: 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://www.mebloexpo.pl> ; <https://befame.com>

Email: meble@mebloexpo.pl ; 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

Manufacturing plants: 1; Domestic: 1 Poland

Meblomak

Meblomak Sp. z o.o.

Headquarters/Main Location

Szkutnikow 2 Str. - 84-230 Rumia - Poland

T: +48 58 7713470

Web: <http://www.meblomak.com.pl>

Email: info@meblomak.pl

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; Domestic: 1 Poland

Meblosiek

Fabryka Mebli Meblosiek Sp. Z O.O.

Headquarters/Main Location

Kolonia Osiek 29 A - 98-405 Galewice, Lodzkie - Poland

T: +48 62 7832250

Web: <http://www.meblosiek.com.pl>

Email: meblosiek@meblosiek.com.pl

Activity: Manufacturer

Product Portfolio: Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 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: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Poland

MTI Furninova Polska

MTI-Furninova Polska Sp. z o.o.

Group: Stommen Group

Headquarters/Main Location

ul. Bolesława Chrobrego 3 - 11-400 Ketrzyn, 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; Domestic: 1 Poland

Nova Mazur Design

Nova Mazur Design Sp. Z O.O.

Group: Nova Via Gmbh

Headquarters/Main Location

Inwestycyjna 3 - 11-200 Bartoszyce, Warminsko-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; Domestic: 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: 50-100 US\$ million

Employees range: 251-500

Manufacturing plants: 2; Domestic: 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: 89%

Manufacturing plants: 6; Domestic: Poland; Foreign: Germany, Switzerland, France and Hungary

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; Domestic: 1 Poland

Olta - Comfort Mobil

Olta Sp. Z O.O.

Group: Komfort Meble

Headquarters/Main Location

Ignatki 40/6 - 16-001 kleosin - Poland

Web: <http://www.olta.com.pl>

Email: biuro@olta.com.pl

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: 40%

Manufacturing plants: 1; Domestic: 1 Poland

Piaski

Piaski Fabryka Mebli

Group: Grupa Meblowa HK

Headquarters/Main Location

Piaski 63A - 63-645 Łęka Opatowska - Poland

T: +48 62 78 141 12

Web: <https://www.piaski.com.pl>

Email: piaski@piaski.com.pl

Activity: Manufacturer, Retailer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, RTA - DIY furniture

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 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

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; Domestic: 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

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; Domestic: 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

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; Domestic: 1 Poland

Polmex

Ff Polmex Sp. Z O.O.

Headquarters/Main Location

Proszówka 75C - 59-620 Gryfów Śląski - Poland

T: +48 75 7812034

Web: <http://www.ffpolmex.pl>

Email: ffpolmex@home.pl

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; Domestic: 1 Poland

Primavera Furniture

Primavera Furniture Sp. Z O.O.

Headquarters/Main Location

Barczewski Dwór 7 - 11010 Barczewo, Warminsko-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; Domestic: 1 Poland

Profim

Flokk Sp. zoo (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

Activity: Manufacturer, Retailer

Product Portfolio: Office Seating, Upholstered furniture, Occasional, Contract

Upholstered furniture production accounts for an estimated 15% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 70%

Manufacturing plants: 1; Domestic: 1 Poland

Puszman**PPHU Puszman-Meble Magdalena Puszman-Kornak****Headquarters/Main Location**

Oleśnicka 2A - 56-500 Syców, Dolnośląskie - Poland

T: +48 62 7852121

Web: <https://puszman.com>Email: info@puszman.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; Domestic: 1 Poland

Restyl**Restyl Sp. Z O.O.****Headquarters/Main Location**

Pawła 43 - 41-708 Ruda, Śląskie - Poland

T: +48 32 2482071

Web: <http://www.restyl.pl>Email: 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; Domestic: 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

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

Manufacturing plants: 1; Domestic: 1 Poland

Sagan**Sagan Fm Sp. Z O.O. Sp.K.****Headquarters/Main Location**

ul. Poznańska 6 - 63-600 Kępno - Poland

T: +48 62 7826440

Web: <http://www.sagan-meble.com.pl>Email: biuro@sagan-meble.com.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

SITS**SITS Sp. Z O.O.**

Group: LLG Lars Larsen Group

Headquarters/Main Location

ul. Wł. Gen. Sikorskiego 60 - 87-300 Brodnica, Kujawsko-

Pomorskie - Poland

T: +48 56 4930700

Web: <https://www.sits.eu> ; <https://www.sitsindustry.pl>Email: sits@sits.eu

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; Domestic: 2 Poland

Sla. Wia Fabryka Mebli**Sla. Wia Fabryka Mebli Sp. Z o.o.**

Group: Gala

Headquarters/Main Location

Budowlana 6 - 89-500 Tuchola - Poland

T: +48 523345095

Web: <https://www.galameble.com> ; <https://www.sweetsit.pl>Email: info@sweetsit.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Spin**Fabryka Mebli SPIN - Roman Łażny i Jerzy Łażny sp.j.****Headquarters/Main Location**

Mnichowo 31 - 62-200 Gniezno - Poland

T: +48 614284531

Web: <https://www.spin.gniezno.pl>Email: spin@spin.gniezno.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

Export share on total turnover: 99%

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

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; Domestic: 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

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; Domestic: 1 Poland

Stolar

Meble Stolar Sp. z o.o. sp.k.

Headquarters/Main Location

Jankowy 83c - 63-600 Kępno - Poland

T: +48 62 7826900

Web: <http://www.stolar.com.pl>

Email: stolar@post.pl ; adamski@stolar.com.pl

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, Beds, Occasional

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Szynaka Meble Group

Szynaka Meble Sp. zoo

Group: Szynaka Meble

Headquarters/Main Location

ul. Dworcowa 20 - 14260 Lubawa, Warmińsko-Mazurskie - Poland

T: +48 89 6452128

Web: <https://www.szynaka.pl>

Email: info@szynaka.pl

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Home Office, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Home furniture, RTA - DIY furniture, Contract

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 50%

Manufacturing plants: 8; Domestic: 8 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

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; Domestic: 1 Poland

Taranko

Fabrika Mebli Taranko

Headquarters/Main Location

ul. Przemysłowa 21B

- 14-300 Morąg

- Poland

T: +48 89 757 3750

Web: <https://mebletaranko.pl>

Email: biuro@mebletaranko.pl

Activity: Manufacturer

Product Portfolio: Dining and Living rooms, Bedrooms, Contract

Total Turnover range: 15-50 US\$ million

Employees range: 250

Trio Line Polska

Trio Line Polska Sp. Z O.O.

Group: Leggett&Platt/ Trio Line

Headquarters/Main Location

Mosinska 10 - 62-060 Steszew, Wielkopolskie - Poland

T: +48 61 8195480 ; +48 61 8134070

Web: <https://lpworkfurniture.com/divisions/trio-line>

Email: 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; Domestic: 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

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: 0-20

Manufacturing plants: 1; Domestic: 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; Domestic: 1 Poland

Watex

Watex Sp. Z O.O.

Headquarters/Main Location

ul. Pelczycka 3a - 74-320 Barlinek - Poland

T: +48 95 7463617

Web: <https://watex.pl>

Email: biuro@watex.pl

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: 1; Domestic: 1 Poland

Wersal

Fabryka mebli Wer-sal Kaczorowscy sp.j. - Wersal

Headquarters/Main Location

Jankowy 1A - 63-604 Baranów - 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 60% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 90%

Manufacturing plants: 3; Domestic: 3 Poland

Wintech

Wintech Production Group Sp. Z O.O.

Headquarters/Main Location

Ul Leczycka 54 - 62660 Dąbie - Poland

T: +48 63 2610406

Web: <https://wintech.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

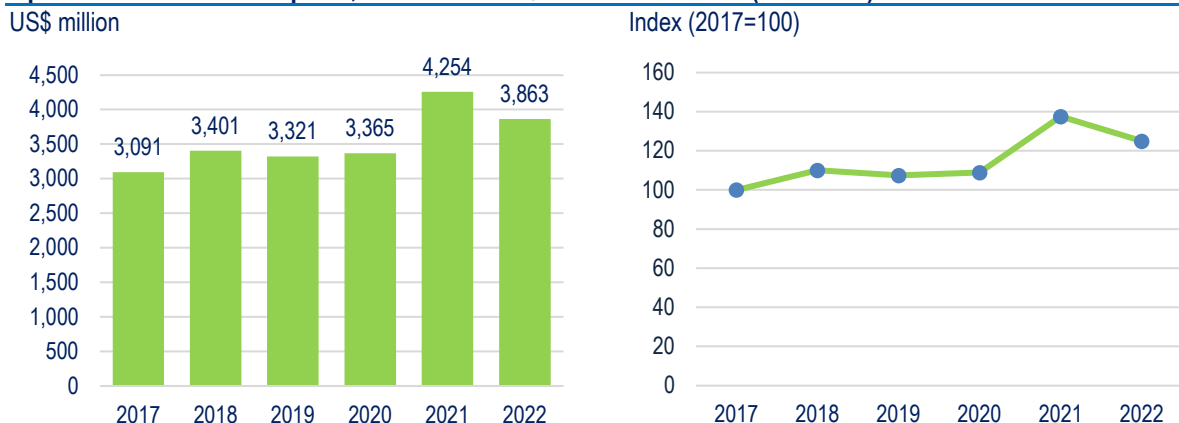
Export share on total turnover: 90%

Manufacturing plants: 1; Domestic: 1 Poland

3.4.4 Poland. Upholstered furniture exports

Figure 3.33 - Poland.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

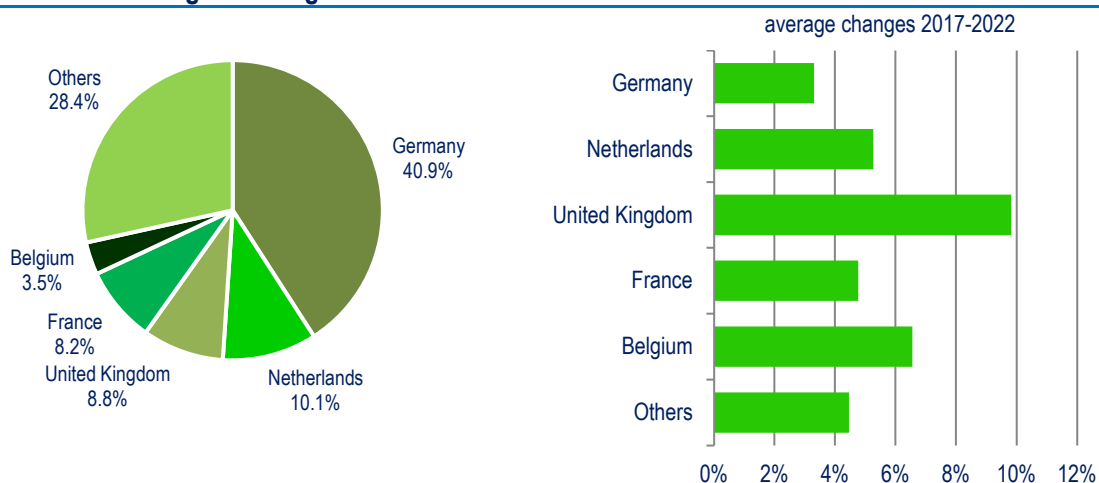


Source: CSIL processing of official data

Figure 3.34 - Poland.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.35 - Poland.

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
Germany	1342.3	1479.3	1440.2	1485.9	1762.9	1579.9	43.4	40.9	-10.4	3.3
Netherlands	303.0	322.3	336.5	366.1	436.2	391.6	9.8	10.1	-10.2	5.3
United Kingdom	213.5	239.6	245.9	242.1	385.8	341.2	6.9	8.8	-11.6	9.8
France	250.3	269.5	272.0	251.2	353.6	315.9	8.1	8.2	-10.7	4.8
Belgium	98.7	113.4	106.1	102.3	142.2	135.5	3.2	3.5	-4.7	6.6
Czech Republic	102.8	110.4	112.4	115.6	143.4	133.9	3.3	3.5	-6.7	5.4
Sweden	132.8	139.6	121.9	112.4	131.4	130.6	4.3	3.4	-0.6	-0.3
Austria	93.8	99.1	98.2	112.9	135.0	116.3	3.0	3.0	-13.8	4.4
Denmark	89.3	99.5	96.0	89.4	118.3	114.7	2.9	3.0	-3.0	5.1
Switzerland	64.9	75.3	76.6	86.4	113.3	99.3	2.1	2.6	-12.4	8.9
top 10	2691.4	2948.0	2905.8	2964.3	3722.2	3358.9	87.1	86.9	-9.8	4.5
others	399.8	453.0	414.8	401.2	532.2	504.2	12.9	13.1	-5.3	4.7
Americas	65.7	63.0	39.9	27.2	46.8	53.7	2.1	1.4	14.7	-4.0
- North America	65.2	62.0	39.1	26.9	46.2	52.9	2.1	1.4	14.5	-4.1
- Central-South America	0.4	1.0	0.8	0.4	0.6	0.8	0.0	0.0	36.1	12.4
Asia and Pacific	18.2	16.2	16.7	13.0	11.9	8.4	0.6	0.2	-29.6	-14.4
Europe	2979.6	3296.1	3240.8	3299.5	4162.4	3768.3	96.4	97.5	-9.5	4.8
- European Union (27)	2632.3	2909.2	2852.2	2902.0	3576.0	3252.7	85.2	84.2	-9.0	4.3
- UK, CH, NO, IS	323.6	359.6	361.7	366.1	541.5	481.6	10.5	12.5	-11.1	8.3
- Other Europe	23.7	27.3	27.0	31.4	44.9	34.0	0.8	0.9	-24.1	7.5
Middle East	23.2	21.1	18.8	19.3	27.1	26.2	0.7	0.7	-3.3	2.5
Africa	2.7	3.1	3.1	5.0	4.1	4.2	0.1	0.1	2.8	9.5
Other Countries	1.8	1.6	1.2	1.4	2.1	2.2	0.1	0.1	3.6	4.3
World Total	3091.1	3401.0	3320.6	3365.4	4254.4	3863.0	100.0	100.0	-9.2	4.6

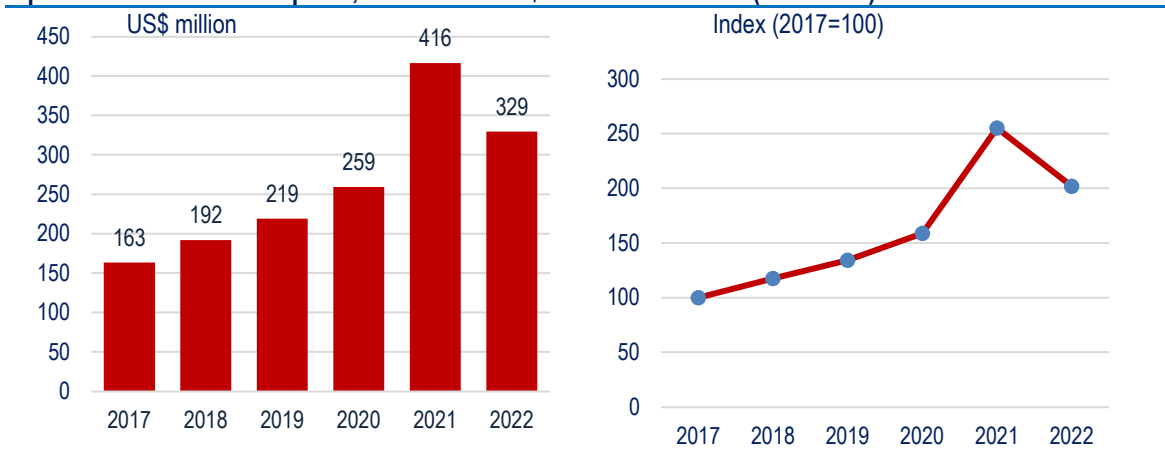
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.4.5 Poland. Upholstered furniture imports

Figure 3.35 - Poland.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

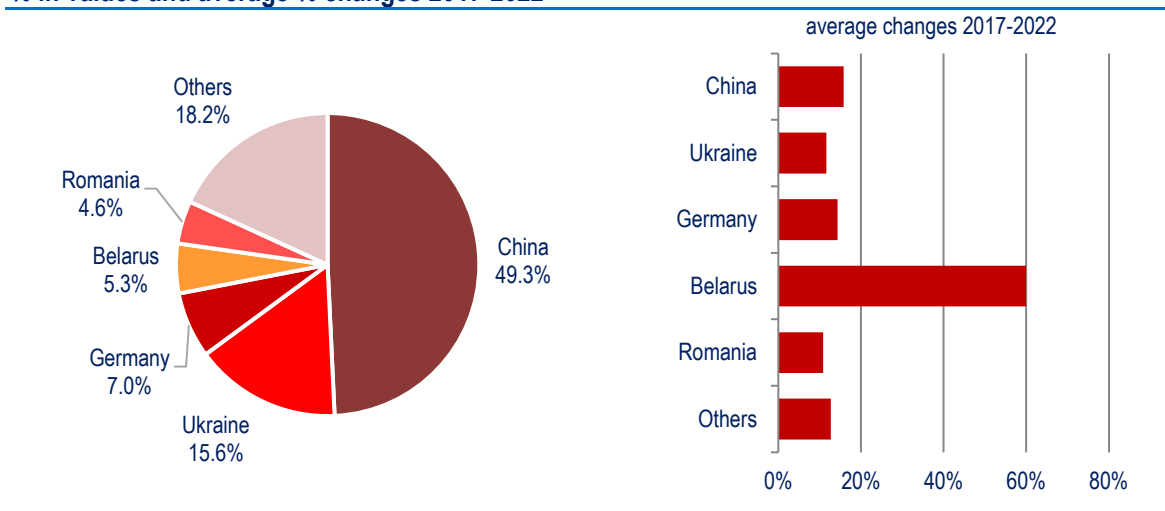


Source: CSIL processing of official data

Figure 3.36 - Poland.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.36 - Poland.

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	78.0	89.0	111.0	126.0	215.8	162.3	47.8	49.3	-24.8	15.8
Ukraine	29.7	35.0	39.1	45.4	60.8	51.5	18.2	15.6	-15.2	11.7
Germany	11.9	24.8	20.3	23.3	32.6	23.1	7.3	7.0	-29.1	14.3
Belarus	1.7	3.4	7.9	10.8	24.4	17.4	1.0	5.3	-28.5	60.0
Romania	9.0	7.8	7.7	9.3	14.1	15.1	5.5	4.6	7.2	10.8
Italy	6.1	6.9	4.8	4.4	8.2	7.8	3.7	2.4	-5.0	5.1
Denmark	4.6	5.0	6.2	7.0	9.1	7.5	2.8	2.3	-18.1	10.0
Lithuania	0.5	0.4	0.8	6.4	12.7	7.1	0.3	2.2	-44.2	72.9
Sweden	3.2	3.0	4.1	5.6	7.0	7.0	1.9	2.1	-0.2	17.0
Czech Republic	1.1	1.9	2.1	2.8	3.3	5.2	0.7	1.6	57.2	35.7
top 10	145.6	177.2	203.9	240.9	388.0	304.0	89.3	92.3	-21.7	15.9
others	17.5	14.4	15.0	18.2	28.3	25.3	10.7	7.7	-10.5	7.7
Americas	0.4	0.2	0.1	0.1	0.1	0.2	0.2	0.1	n.s.	-8.9
- North America	0.4	0.2	0.1	0.1	0.1	0.2	0.2	0.1	n.s.	-8.9
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
Asia and Pacific	81.3	92.4	114.4	129.3	222.7	168.2	49.8	51.1	-24.5	15.7
Europe	81.3	98.7	104.1	129.5	193.1	160.5	49.9	48.7	-16.9	14.6
- European Union (27)	47.5	57.0	53.0	68.2	101.8	85.3	29.1	25.9	-16.2	12.4
- UK, CH, NO, IS	0.8	0.9	0.7	1.1	0.8	0.4	0.5	0.1	-43.7	-10.5
- Other Europe	33.1	40.8	50.5	60.2	90.6	74.8	20.3	22.7	-17.4	17.7
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	9.6
Africa	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-7.9
Other Countries	0.1	0.2	0.2	0.3	0.3	0.3	0.0	0.1	-13.5	34.4
World Total	163.1	191.6	218.9	259.1	416.3	329.3	100.0	100.0	-20.9	15.1

Source: CSIL processing of official data

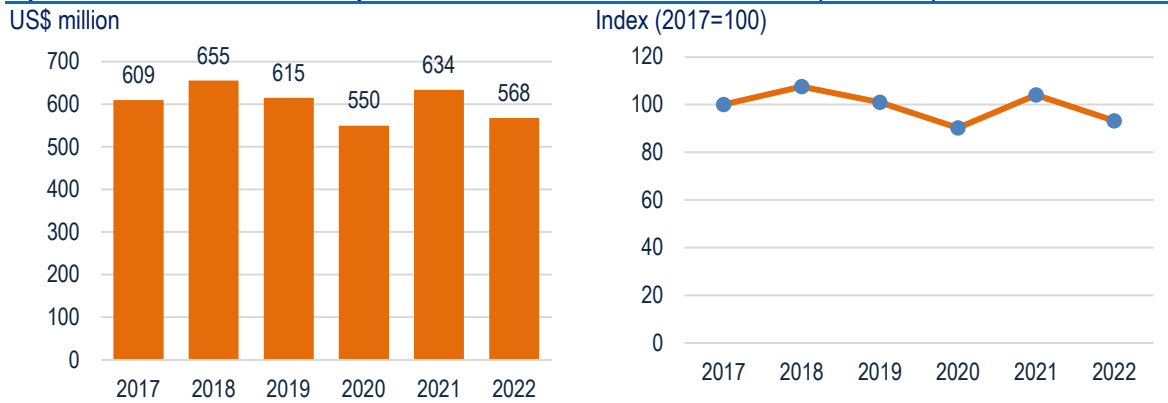
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.4.6 Poland. Upholstered furniture consumption

Figure 3.37 - Poland.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.37 - Poland.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

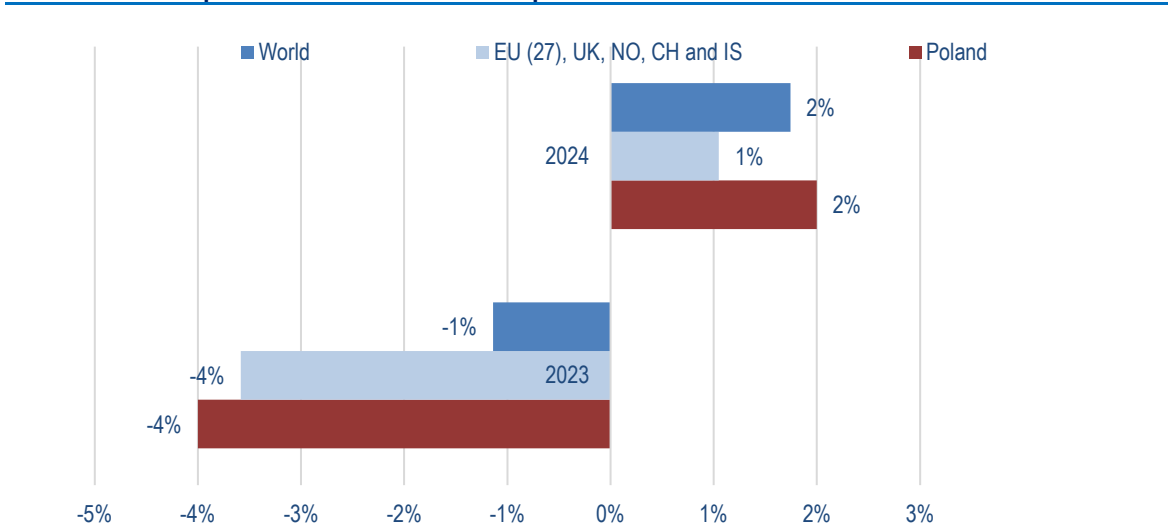
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Poland	27%	29%	36%	47%	66%	58%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.38 - Poland.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

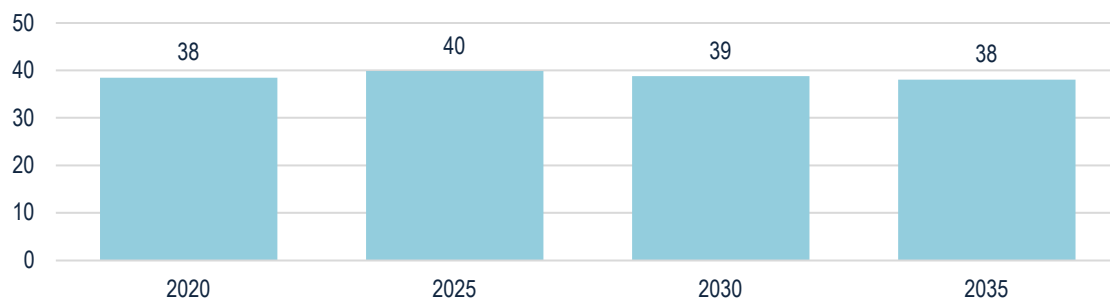


Source: CSIL

3.4.7 Poland. Population forecasts

Figure 3.39 - Poland.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.38 - 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 3.39 - Poland.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Warszawa (Warsaw)	1,783	1,800	1%
Kraków (Cracow)	769	769	0%
Łódź	677	625	-8%
Wrocław	641	642	0%
Poznań	531	506	-5%
Gdańsk	465	465	0%
Szczecin	401	392	-2%
Bydgoszcz	348	330	-5%
Lublin	335	319	-5%

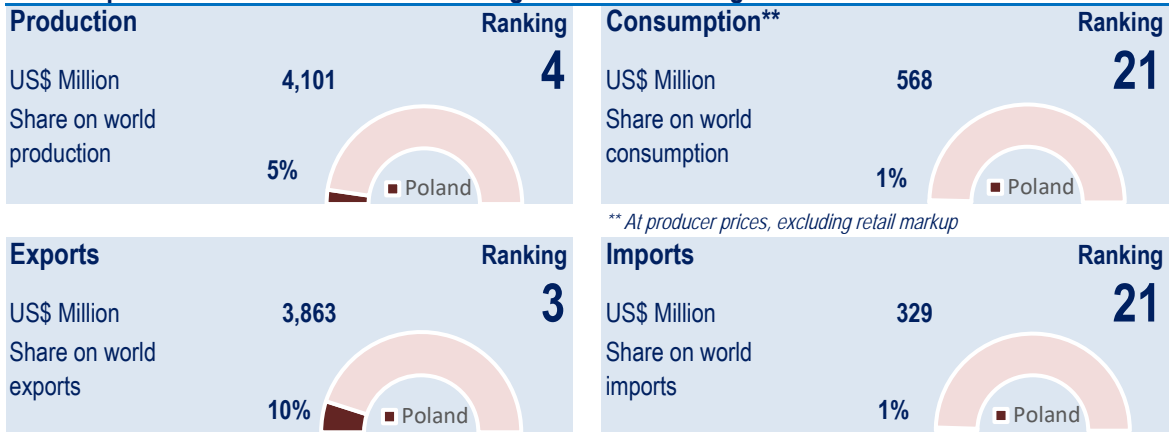
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.4.8 Poland. Comparison with the global upholstered furniture sector

Figure 3.40 - Poland.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.40 - Poland.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	313	31
Population	Million	38	26
Urban Population	% of total population	60	55
Total GNP	US\$ billion	636	22
Per capita GNP	US\$	16850	44
Household Consumption Exp.	US\$ billion	383	20
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	1372	20
Per capita GNP at PPP	US\$	36340	37

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.5. The upholstered furniture industry in Italy

Table 3.41 - Italy.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	2,825	2,939	2,580	2,659	2,796	2,967	2,830	2,693	3,502	3,586
Exports	US\$ million	1,929	2,083	1,863	1,944	2,022	2,121	2,033	1,903	2,631	2,702
Imports	US\$ million	348	377	307	332	317	291	303	275	413	383
Consumption*	US\$ million	1,244	1,233	1,025	1,047	1,090	1,137	1,100	1,065	1,284	1,268
Production	% ch. -US\$		4%	-12%	3%	5%	6%	-5%	-5%	30%	2%
Exports	% ch. -US\$		8%	-11%	4%	4%	5%	-4%	-6%	38%	3%
Imports	% ch. -US\$		8%	-19%	8%	-5%	-8%	4%	-9%	50%	-7%
Consumption*	% ch. -US\$		-1%	-17%	2%	4%	4%	-3%	-3%	21%	-1%
export/production	%	68%	71%	72%	73%	72%	71%	72%	71%	75%	75%
import/consumption	%	28%	31%	30%	32%	29%	26%	28%	26%	32%	30%
Production	EUR million	2,127	2,210	2,325	2,402	2,474	2,511	2,529	2,360	2,961	3,405
Exports	EUR million	1,453	1,567	1,679	1,756	1,789	1,795	1,816	1,668	2,224	2,565
Imports	EUR million	262	284	277	300	280	246	271	241	349	363
Consumption*	EUR million	937	927	923	946	965	962	983	934	1,085	1,203
Production	% ch. - EUR		4%	5%	3%	3%	2%	1%	-7%	25%	15%
Exports	% ch. - EUR		8%	7%	5%	2%	0%	1%	-8%	33%	15%
Imports	% ch. - EUR		8%	-2%	8%	-7%	-12%	10%	-11%	45%	4%
Consumption*	% ch. - EUR		-1%	0%	2%	2%	0%	2%	-5%	16%	11%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.42 - Italy.

Exchange rates, 2013-2022

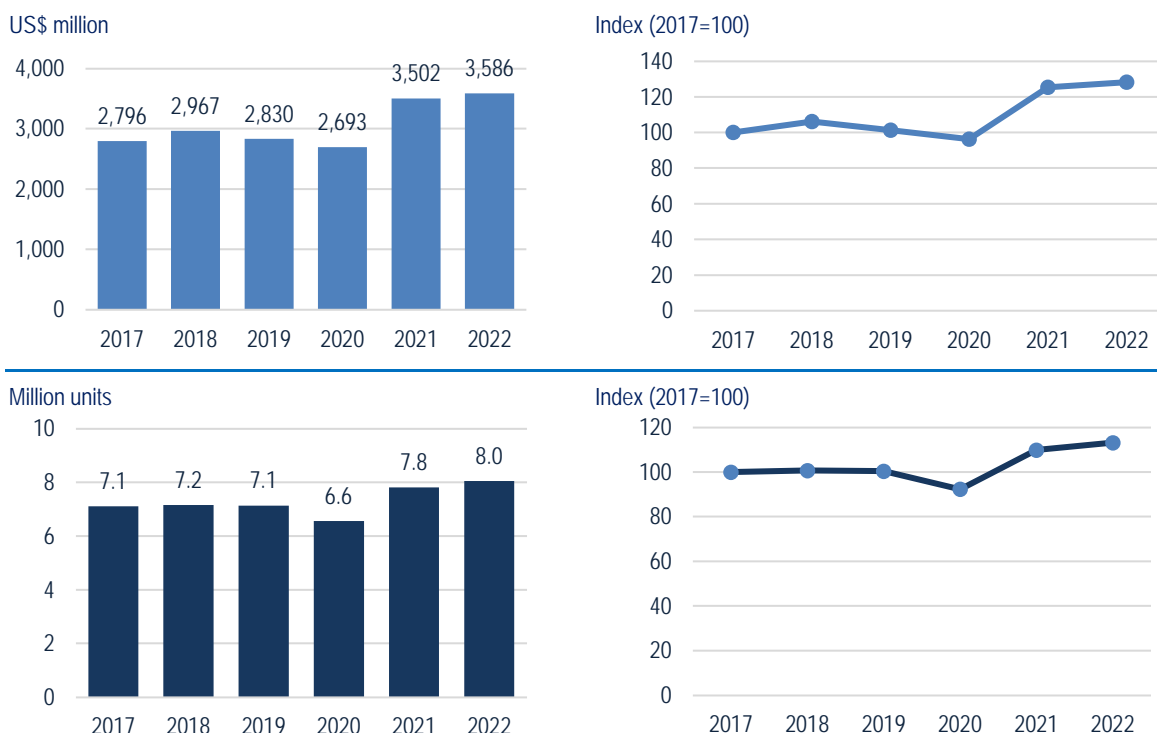
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

3.5.1 Italy. Upholstered furniture production

Figure 3.41 - Italy.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.43 - Italy.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

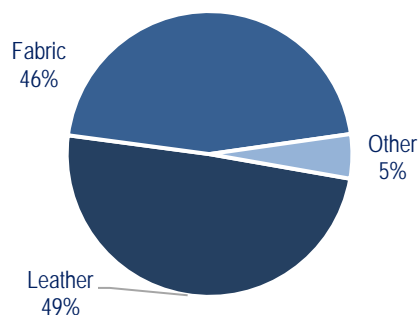
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Italy	72%	71%	72%	71%	75%	75%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.42 - Italy.

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



Source: CSIL

Last available year

3.5.2 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\$)
Poltronesofà	610.0	100	610.0
Natuzzi Group	420.1	85	493.5
Lifestyle Design	273.0	35	780.0
Minotti	145.4	60	242.3
IDB (Italian Design Brands)	143.2	51	280.7
ATL Group	138.0	100	138.0
B&B Group (Design Holding)	108.6	36	299.2
Soft Line (Mimosa Holding)	101.1	100	101.1
Poliform	80.2	28	286.5
Flexform	74.5	70	106.5
Miti (Akanto)	66.2	100	66.2
Tre P	54.8	100	54.8
Chateau D'Ax	51.4	65	79.0
Edra	49.6	90	55.1
Giuliani Arredamenti	45.0	100	45.0
Polo Group	43.0	100	43.0
WeDo Holding	41.9	17	252.8
Calia Trade	41.7	99	42.1
egoitaliano	40.7	100	40.7
Creation Italia (DiGiò Leather Sofas)	39.4	100	39.4
Samoa	38.3	80	47.9
LeComfort (Calligaris / Ditre)	37.0	100	37.0
Baxter	36.0	40	90.0
Nicoletti Trade	35.9	100	35.9
Sardone	30.2	100	30.2
Innova Divani	29.5	100	29.5
News (Amura)	28.4	90	31.6
Molteni Gruppo	27.9	6	484.6
Moroso	26.5	90	29.5
Estro Milano	24.0	95	25.3
Living Divani	22.9	72	31.8
Vitarela	22.8	100	22.8
Ditre Italia (Calligaris / Ditre)	22.6	65	34.8
ADM Home - Marinelli Home	22.1	100	22.1
G 3	21.8	100	21.8

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

Lifestyle Design includes: Poltrona Frau Group 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)

IDB includes also Gamma Arredamenti, Flexalighting North America and Cubo Design, which acquisition was concluded in January 2023

3.5.3 Italy. 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; Domestic: 1 Italy

Airnova

Leader Srl - Airnova

Headquarters/Main Location

Via Puccini, 32/2 - 33040 Campolongo Tapogliano UD - Italy

T: +39 0431 999893

Web: <https://www.airnovadesign.it>

Email: info@airnovadesign.it

Activity: Manufacturer

Product Portfolio: Tables and Chairs, Upholstered Furniture, 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: 80%

Manufacturing plants: 2; Domestic: 2 Italy

Alberta Pacific

Alberta Pacific Furniture Srl

Headquarters/Main Location

via Toniolo 41, Z.I. - 31028 Vazzola TV - Italy

T: +39 0438 440440

Web: <https://www.alberta.it>

Email: contact@albertasalotti.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Contract,

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

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 95%

Manufacturing plants: 2; Domestic: 2 Italy

Alf Uno

Alf Uno SpA (Alf DaFré - Alf Italia - Valdesign)

Group: Alf Group

Headquarters/Main Location

Via San Pio X, 17 - 31010 Francenigo di Gaiarine TV - Italy

T: +39 0438 997111

Web: <https://www.alfdafre.it>

Email: alf@alf.it

Activity: Manufacturer

Product Portfolio: Bedroom Furniture, Upholstered Furniture, Dining and Living Rooms, Tables and Chairs, Kitchen Furniture Units, Cabinets, Occasional Furniture, Contract,

Upholstered furniture production accounts for an estimated 5% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: 251-500

Export share on total turnover: 66%

Manufacturing plants: 1; Domestic: 1 Italy

Altoni Leather

Altoni Leather Italy Srl

Headquarters/Main Location

Via Martin Luther King, 8/10 - 70022 Altamura BA - Italy

T: +39 080 3149777

Web: <https://altonileather.it>

Email: info@altonileather.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture,

Upholstered furniture production accounts for an estimated 40% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Italy

Antonio Lupi Design spa

Antonio Lupi Design spa

Headquarters/Main Location

Via Mazzini 73/75 loc. Stabbia - 50050 Cerreto Guidi FI - Italy

T: +39 0571 586881

Web: <https://www.antoniolupi.it>

Email: lupi@antoniolupi.it

Activity: Manufacturer

Product Portfolio: Bathroom Furniture, Upholstered Furniture, Contract,

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

AR

AERRE ITALIA – A.R. srl

Headquarters/Main Location

Via Galileo Galilei, 15 - 47014 Meldola FC - Italy

T: +39 0543 481529

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

Email: info@aerreitalia.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

Employees range: 21-50

Export share on total turnover: 78%

Manufacturing plants: 1; Domestic: 1 Italy

Arketipo

Arketipo SpA

Headquarters/Main Location

Via Garibaldi, 84-86 - 50041 Calenzano FI - Italy

T: +39 055 8876248

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

Email: info@arketipo.com

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Tables and Chairs,

Upholstered furniture production accounts for an estimated 88% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 63%

Manufacturing plants: 1; Domestic: 1 Italy

ATL Group

ATL Group SpA

Headquarters/Main Location

Via Bisaura, 15 - 48018 Faenza RA - Italy

T: +39 0546 380107

Web: <http://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; Domestic: 3 Italy

Aurora

Aurora Srl

Headquarters/Main Location

Via Gramadora 2-4 - 47122 Forlì - Italy

T: +39 0543 551421

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

Email: info@aurorasofa.com

Activity: Manufacturer

Product Portfolio: Upholstered Furniture,

Upholstered furniture production accounts for an estimated 40% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Export share on total turnover: 10%

Manufacturing plants: 1; Domestic: 1 Italy

B&B Group

B&B Italia SpA

Group: Design Holding

Headquarters/Main Location

Strada Provinciale 32 - 22060 Novedrate 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; Domestic: 3 Italy

Bardi

Bardi Trade srl

Headquarters/Main Location

Via Nicolodi 10/C - 51038 Quarrata PT - Italy

T: +39 0573 707101

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

Email: info@bardispa.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; Domestic: 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 40% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 77%

Manufacturing plants: 1; Domestic: 1 Italy

Berto Salotti

FBS Berto Salotti

Headquarters/Main Location

Via Consorziale dei Boschi, 21 - 20821 Meda MB - Italy

T: +39 0362 333082

Web: <https://www.bertosalotti.it>

Email: info@bertosalotti.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Mattresses, Upholstered Beds,

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: 21%

Manufacturing plants: 1; Domestic: 1 Italy

Bonaldo

Bonaldo SpA

Group: Gruppo Bonaldo

Headquarters/Main Location

Via Straelle 3 - 35010 Villanova di Camposampie PD - Italy

T: +39 049 9299011

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

Email: bonaldo@bonaldo.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Tables and Chairs, Beds, Occasional Furniture, Home Office, Contract,

Upholstered furniture production accounts for an estimated 40% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Export share on total turnover: 60%

Manufacturing plants: 2; Domestic: 2 Italy

Brianform

Brianform

Group: Brianform

Headquarters/Main Location

Via dei Gigli 24 - 20815 Cogliate MB - Italy

T: +39 02 966601

Web: <http://www.brianform.it>

Email: sales@brianform.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Low, Coffee Tables, Tables Nets, Side Tables, Decorative/Residential Lighting, Contract,

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

Total Turnover range: 5-15 US\$ million

Employees range: 0-20

Export share on total turnover: 95%

Manufacturing plants: 1; Domestic: 1 Italy

Busnelli Group

Busnelli Gruppo Industriale SpA - Wedo Holding

Group: We.Do Holding

Headquarters/Main Location

Viale dell'Industria 12 - 20832 Desio MB - Italy

T: +39 036 21545119

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

Email: info@busnelli.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

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.caliaitalia.com>

Email: marketing@caliaitalia.com

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Contract,

Upholstered furniture production accounts for an estimated 99% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 80%

Manufacturing plants: 2; Domestic: 2 Italy

Calligaris

Calligaris SpA

Group: Calligaris / Ditre

Headquarters/Main Location

Viale Trieste, 12 - 33044 Manzano UD - Italy

T: +39 0432 748211

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

Email: 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 12% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 68%

Manufacturing plants: 6; Domestic: 3 Italy; Foreign: 3 Romania, Serbia, Croatia

Cassina

Cassina SpA

Group: Haworth Italy Holding

Headquarters/Main Location

Via Busnelli 1 - 20821 Meda MB - Italy

T: +39 0362 3721

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

Email: hrcassina@cassina.it ; 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: 251-500

Export share on total turnover: 80%

Manufacturing plants: 2; Domestic: 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

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: 50-100 US\$ million

Employees range: 51-100

Export share on total turnover: 80%

Cierre

Cierre Imbottiti- All Time Leather Srl

Headquarters/Main Location

Via Giovanni Ansaldo, 2 - 47122 Villa Selva, Forlì FC - Italy

T: +39 0543 785911

Web: <https://cierreimbottiti.it>

Email: 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; Domestic: 1 Italy

Colombini

Colombini Group SpA

Group: Colombini / Bontempi

Headquarters/Main Location

Strada Ca' Valentino, 124 - 47891 Rovereta di Falciano RSM - Italy

T: +39 0549 975611 - 943573

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

Email: info@colombinigroup.com

Activity: Manufacturer, Retailer

Product Portfolio: Dining and Living Rooms, Bedroom Furniture, Children Furniture, Tables and Chairs, Occasional Furniture, Hall Furniture, Kitchen Furniture Units, Cabinets, Upholstered Furniture, Office Furniture, Contract,

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: 15%

Manufacturing plants: 5; Domestic: 4 Italy; Foreign: 1 China

Corium Italia

Corium Italia S.r.l.

Group: Yihua / HTL

Headquarters/Main Location

Via Viaccia, 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.incantoitalia.com>

Email: 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; Domestic: 1 Italy

Cubo Rosso

Form Design Srl - Cuborosso

Headquarters/Main Location

Via Isacco Newton, 1 P.i.p. - zona Artigianale - 70024 Gravina in Puglia BA - Italy

T: +39 080 3255861

Web: <https://cuborosso.com>

Email: info@cuborosso.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

Manufacturing plants: 1; Domestic: 1 Italy

De Padova

De Padova

Group: Boffi

Headquarters/Main Location

Strada Padana Superiore, 280A - 20090 Vimodrone MI - Italy
T: +39 02 2743971

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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered Furniture, Dining and Living Rooms,

Upholstered furniture production accounts for an estimated 49% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 70%

Manufacturing plants: 1; Domestic: 1 Italy

Design Holding

Design Holding

Group: Design Holding

Headquarters/Main Location

Via Alessandro Manzoni 38 - 20121 Milano - Italy

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

Activity: Manufacturer

Product Portfolio: Furniture, Kitchen Furniture Units, Cabinets, Bathroom Furniture, Upholstered Furniture, Dining and Living Rooms, Lighting Fixtures, Contract,

Total Turnover range: >250 US\$ million

Employees range: > 500

Manufacturing plants: 10; Domestic: 9 Italy; Foreign: 1 Denmark

Dienne Salotti

Dienne Salotti srl

Headquarters/Main Location

Via del Tabacco 56 - 70022 Altamura BA - Italy

Web: <https://diennesalotti.it>

Email: info@diennesalotti.it

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: 60%

Manufacturing plants: 1; Domestic: 1 Italy

Ditre Italia

Ditre Italia Srl

Group: Calligaris / Ditre

Headquarters/Main Location

Via del Lavoro 21 - 31016 Cordignano TV - Italy

T: +39 0438 9999

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

Email: info@ditreitalia.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Dining and Living Rooms,

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: 46%

Manufacturing plants: 2; Domestic: 1 Italy; Foreign: 1 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

Activity: 0

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

Doimo Salotti

Doimo Salotti Srl

Group: We.Do Holding

Headquarters/Main Location

Via Montegrappa, 90 - 31010 Mosnigo di Moriago TV - Italy

T: +39 0438 890511

Web: <https://www.doimosalotti.it>

Email: info@doimosalotti.it

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; Domestic: 1 Italy

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

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; Domestic: 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

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; Domestic: 1 Italy

Emu Group spa

Emu Group spa

Headquarters/Main Location

Via della Resistenza Z.I. Schiavo - 06055 Marsciano PG - Italy

T: +39 075 874021

Web: <https://www.emu.it>

Email: info@emu.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Tables and Chairs, Garden and Outdoor, Contract,

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Estel Group

Estel SpA

Group: Estel

Headquarters/Main Location

Via Santa Rosa, 70 - 36016 Thiene VI - Italy

T: +39 0445 389611

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

Email: estel@estel.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Home Office, Upholstered Furniture, Bedroom Furniture, Tables and Chairs, Dining and Living Rooms, Occasional Furniture, Contract, Acoustic Solutions

Upholstered furniture production accounts for an estimated 7% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 35%

Manufacturing plants: 1; Domestic: 1 Italy

Estro Milano

Estro Milano - Innova D&P srl

Headquarters/Main Location

Viale Sarca 336/F Edificio 16 – Scala F - 20126 Milano - Italy
T: +39 02 45071633

Web: <http://www.estromilano.com>

Email: 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; Domestic: 1 Italy

F&T Salotti

NFT Nuove Forme Tecnologiche Srl - F&T Salotti - Parma divani

Headquarters/Main Location

Via Provinciale, 10 - 43038 Sala Baganza PR - Italy
T: +39 0521 836452

Web: <https://www.parmadivani.it>

Email: shop@parmadivani.it

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: 98%

Manufacturing plants: 1; Domestic: 1 Italy

Felis

Felis srl

Headquarters/Main Location

Via P. Zorutti, 22 - 33077 Fontanafredda PN - Italy
T: +39 0438 737052

Web: <https://www.felis.it>

Email: info@felis.it

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: 21-50

Manufacturing plants: 1; Domestic: 1 Italy

Flexform (IT)

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

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; Domestic: 1 Italy

Formitalia Furniture Group

Formitalia Group Spa

Headquarters/Main Location

Via Corticella 5/7/9, Località Valenzatico - 51039 Quarrata PT - Italy

T: +39 0573 790066

Web: <https://formitalia.it>

Email: info@formitalia.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Office Furniture, Dining and Living Rooms,

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

Total Turnover range: 5-15 US\$ million

Employees range: 0-20

Export share on total turnover: 90%

Manufacturing plants: 2; Domestic: 2 Italy

Franco Ferri

Franco Ferri Italia

Headquarters/Main Location

Via Ceraso 1 - 70022 Altamura BA - Italy
T: +39 080 3165511

Web: <https://francoferri.it>

Email: info@francoferri.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Contract,

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

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Manufacturing plants: 1; Domestic: 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

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; Domestic: 1 Italy

Gamma Arredamenti International

Gamma Arredamenti International SpA

Group: IDB (Italian Design Brands Spa)

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; Domestic: 1 Italy

Gervasoni

Gervasoni SpA

Group: IDB (Italian Design Brands Spa)

Headquarters/Main Location

Viale del Lavoro 88 - 33050 Pavia di Udine UD - Italy

T: +39 0432 656611

Web: <https://www.gervasoni1882.it>

Email: info@gervasoni1882.com

Activity: Manufacturer

Product Portfolio: Garden and Outdoor, Upholstered Furniture, Household Furniture, Contract,

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

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Export share on total turnover: 81%

Manufacturing plants: 2; Domestic: 2 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

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Beds, Tables and Chairs, Occasional Furniture, Kitchen Furniture Units, Cabinets, 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; Domestic: 2 Italy

Giuliani Arredamenti

Giuliani Arredamenti Srl

Headquarters/Main Location

Via Gramadora 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: 21-50

Manufacturing plants: 1; Domestic: 1 Italy

Gorini

Gorini Srl Poltrone e Divani

Headquarters/Main Location

Via Luigi Galvani, 40 - 47122 Forlì FC - Italy

T: +39 0543 724704

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

Email: info@gorinidivani.it

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: 98%

Manufacturing plants: 1; Domestic: 1 Italy

IDB (Italian Design Brands)

Italian Design Brands S.P.A.

Group: IDB (Italian Design Brands Spa)

Headquarters/Main Location

Cso Venezia, 2 - 20121 Milano MI - Italy

T: +39 02 83975225

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

Email: info@italiandesignbrands.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; Domestic: 10 Italy

IDP

IDP srl Industria Divani e Poltrone

Group: Chateau D'Ax

Headquarters/Main Location

Via dei Gigli 24 - 20815 Cogliate MB - Italy

T: +39 02 966601

Web: <http://www.idpitalia.it>

Email: info@idpitalia.it

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: 0-20

Export share on total turnover: 100%

Manufacturing plants: 3; Domestic: 1 Italy; Foreign: 2 Qatar, UAE

Il Benessere

Il Benessere Srl

Headquarters/Main Location

Via Bernale, 37,39/41 - 47122 Forlì FC - Italy

T: +39 0543 774346

Web: <https://poltroneilbenessere.it>

Email: info@poltroneilbenessere.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Mattresses,

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; Domestic: 1 Italy

Innova

Innova SRL

Headquarters/Main Location

Via Meucci 17 - 35011 Campodarsego PD - Italy

T: +39 329 6964903

Web: <https://innovaimbottiti.com>

Email: commerciale@innovaimbottiti.com

Activity: 0

Product Portfolio: Upholstered Furniture, Dining and Living Rooms, Contract,

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

Total Turnover range: 5-15 US\$ million

Employees range: 0-20

Export share on total turnover: 70%

Innova Divani

Innova D&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: <http://www.innovadivani.it>

Email: 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; Domestic: 1 Italy

Lago

Lago SpA

Headquarters/Main Location

Via dell'Artigianato II, 21 - 35010 Villa del Conte PD - Italy

T: +39 049 5994299

Web: <https://www.lago.it>

Email: info@lago.it

Activity: Manufacturer, Retailer

Product Portfolio: Dining and Living Rooms, Bedroom Furniture, Kitchen Furniture Units, Cabinets, Bathroom Furniture, Children Furniture, Home Office, Upholstered Furniture, Contract,

Upholstered furniture production accounts for an estimated 5% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 30%

Manufacturing plants: 1; Domestic: 1 Italy

Lapalma

Lapalma Srl

Headquarters/Main Location

Via Majorana, 26 - 35010 Cadoneghe PV - Italy

T: +39 049 702788

Web: <https://www.lapalma.it>

Email: info@lapalma.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Garden and Outdoor, Tables and Chairs, Contract,

Upholstered furniture production accounts for an estimated 40% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Export share on total turnover: 90%

Manufacturing plants: 1; Domestic: 1 Italy

LeComfort

LeComfort srl

Group: Calligaris / Ditre

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: ; ; Foreign: Romania, Serbia

LEMA

Lema SpA

Group: Lema

Headquarters/Main Location

S/S Briantea 342 - 22040 Alzate Brianza CO - Italy

T: +39 031 630990

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

Email: lema@lemamobili.com

Activity: Manufacturer

Product Portfolio: Dining and Living Rooms, Bedroom Furniture, Children Furniture, Tables and Chairs, Occasional Furniture, Office Furniture, Upholstered Furniture, Contract,

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Manufacturing plants: 2; Domestic: 2 Italy

Lifestyle Design

Haworth Italy Holdings SRL

Group: Haworth

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 35% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 77%

Manufacturing plants: 7; Domestic: 6 Italy; Foreign: 1 USA

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, 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: 86%

Manufacturing plants: 1; Domestic: 1 Italy

Loiudice D

Loiudice D

Headquarters/Main Location

Via Gravina, 215 Zona Industriale - 70022 Altamura BA - Italy

T: +39 080 311.75.15

Web: <https://loiudiced.it>

Email: info@loiudiced.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Beds,

Upholstered furniture production accounts for an estimated 98% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 99%

Manufacturing plants: 1; Domestic: 1 Italy

Longhi

Longhi SpA

Headquarters/Main Location

via Indipendenza, 143 - 20821 Meda MB - Italy

T: +39 0362 341074

Web: <https://www.longhi.it>

Email: longhi@longhi.it

Activity: Manufacturer

Product Portfolio: Occasional Furniture, Upholstered Furniture, Tables and Chairs, Wardrobes, Bookcase, Shelves, Wall to Wall Units, Beds,

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: 75%

Manufacturing plants: 1; Domestic: 1 Italy

Luxury Living Group

Luxury Living Group

Group: Haworth Italy Holding

Headquarters/Main Location

Palazzo Orsi Mangelli, Corso Diaz 43-45 - 47121 Forlì 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; Domestic: 1 Italy

Max Divani

Max Divani Srl

Headquarters/Main Location

Largo Epitaffio, 1 - 70022 Altamura BA - Italy

T: +39 080 9266200

Web: <https://maxdivani.it>

Email: info@maxdivani.it

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: 85%

Manufacturing plants: 1; Domestic: 1 Italy

MDF

MDF ITALIA Srl

Headquarters/Main Location

Via Fratelli Cervi, 4A - 22066 Mariano Comense CO - Italy

T: +39 031 7570301

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

Email: info@mdfitalia.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Dining and Living Rooms Sets, Tables, Chairs, Office Furniture, Contract,

Upholstered furniture production accounts for an estimated 25% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 80%

Manufacturing plants: 1; Domestic: 1 Italy

Meridiani

Meridiani Srl

Group: IDB (Italian Design Brands Spa)

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: 87%

Manufacturing plants: 1; Domestic: 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; Domestic: 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; Domestic: 1 Italy

Molteni Gruppo

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; Domestic: 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 90% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 80%

Manufacturing plants: 1; Domestic: 1 Italy

Natuzzi Group

Natuzzi SpA

Group: Natuzzi

Headquarters/Main Location

Via Iazzitiello 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 85% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 87%

Manufacturing plants: 10; Domestic: 6 Italy; Foreign: 4

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.

New Trend Concepts

New Trend Concepts by Country Life srl

Headquarters/Main Location

Via Selva, 101 - 70022 Altamura BA - Italy

T: +39 080 3140194

Web: <https://www.newtrendconcepts.it>

Email: info@newtrenddesign.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Upholstered Beds,

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: 100%

Manufacturing plants: 1; Domestic: 1 Italy

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 90% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 90%

Manufacturing plants: 1; Domestic: 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; Domestic: 1 Italy

Nicoline Salotti

Nicoline Salotti Srl

Headquarters/Main Location

C.da Parchi Calia s.n. Z.I. - 70022 Altamura BA - Italy

T: +39 080 3101487

Web: <https://www.nicoline.it>

Email: info@nicoline.it

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: 30%

Manufacturing plants: 1; Domestic: 1 Italy

Novamobili spa

Novamobili spa

Group: Battistella

Headquarters/Main Location

Via Pascoli 14 - 31053 Pieve di Soligo TV - Italy

T: +39 0438 9868

Web: <https://www.novamobili.it>

Email: novamobili@novamobili.it

Activity: Manufacturer

Product Portfolio: Dining and Living Rooms, Bedroom Furniture, Children Furniture, Upholstered Furniture,

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Oniro Group

Oniro Group Srl

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 55% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Export share on total turnover: 95%

Manufacturing plants: 1; Domestic: 1 Italy

Paola Lenti

Paola Lenti srl

Headquarters/Main Location

Via Po, 100/a - 20821 Meda MB - Italy

T: +39 0362 344587

Web: <https://www.paolalenti.it>

Email: contract@paolalenti.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Tables and Chairs, Beds, Garden and Outdoor, Contract, Umbrellas

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Pianca spa

Pianca spa

Headquarters/Main Location

Via dei Cappellari 20 - 31018 Gaiarine TV - Italy

T: +39 0434 756911

Web: <http://www.pianca.com>

Email: info@pianca.com

Activity: Manufacturer

Product Portfolio: Household Furniture, Upholstered Furniture, Contract,

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

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 45%

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; Domestic: 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; Domestic: 1 Italy

Poltrona Frau

Poltrona Frau SpA

Group: Haworth Italy Holding

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 60% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: 251-500

Export share on total turnover: 69%

Poltrone&Sofa

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.

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.

Reporter

Reporter Srl

Headquarters/Main Location

Via F.lli Lumière 16 - 47122 Forlì FC - Italy

T: +39 0543 783118

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; Domestic: 1 Italy

Rossini

Rossini Srl

Headquarters/Main Location

Via Enzo Ferrari s.n. - Z.I. La Martella - 75100 Matera MT - Italy

T: +39 0835 302 872

Web: <https://www.rossinisofas.it>

Email: info@rossinisofas.it

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: 1; Domestic: 1 Italy

Rubelli

Rubelli spa

Headquarters/Main Location

Via della Pila, 47 - 30175 Marghera VE - Italy

T: +39 041 2584411

Web: <http://www.rubelli.com>

Email: info@rubelli.com

Activity: Manufacturer

Product Portfolio: Covering Materials, Upholstered Furniture, Occasional Furniture, Curtains,

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

S.M.C. Italia

S.M.C. Italia Srl

Headquarters/Main Location

Via Gran Sasso, 6 - 20823 Lentate sul Seveso MB - Italy

T: +39 0362 560 566

Web: <https://familybedding.it>

Email: info@familybedding.it

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; Domestic: 1 Italy

Saba Italia

Saba Italia Srl

Group: IDB (Italian Design Brands Spa)

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

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: 21-50

Manufacturing plants: 1; Domestic: 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.samoativani.com>

Email: info@samoativani.com

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Upholstered Beds,

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Italy

Saporiti

Saporiti Italia SpA

Headquarters/Main Location

Via Marconi, 23 - 21010 Besenzone VA - Italy

T: +39 0331 273333

Web: <http://www.saporiti.com>

Email: info@saporiti.com

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Bookcase, Shelves, Wall to Wall Units, Beds, Tables and Chairs, Office Seating, Desks, Contract,

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

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 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: 21-50

Export share on total turnover: 10%

Manufacturing plants: 3; Domestic: 3 Italy

Seven Salotti-Arflex**Seven Salotti SpA - Arflex**

Group: Gruppo Seven Italia

Headquarters/Main Location

Via Pizzo Scalino, 1 - 20833 Giussano MB - Italy

T: +39 0362 853043

Web: <https://www.arflex.it>Email: info@sevensalotti.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Tables and Chairs, Garden and Outdoor, Contract,

Upholstered furniture production accounts for an estimated 92% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 0-20

Export share on total turnover: 88%

Manufacturing plants: 1; Domestic: 1 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: 100-250 US\$ million

Employees range: 251-500

Export share on total turnover: 100%

Manufacturing plants: 3; Domestic: 3 Italy

Spazio Relax**Spazio Relax****Headquarters/Main Location**

Via dell'Agricoltura, Zona Paip 2 - 75100 Matera MT - Italy

T: +39 0835 256477

Web: <https://www.spaziorelaxitalia.it>Email: info@spaziorelaxitalia.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; Domestic: 1 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

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; Domestic: 1 Italy

Varaschin**Varaschin SpA****Headquarters/Main Location**

via Cervano 20 Loc. Formeniga - 31029 Vittorio Veneto TV - Italy

T: +39 0438 5645

Web: <https://varaschin.it>Email: varaschin@varaschin.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Dining and Living Rooms, Bedroom Furniture, Tables and Chairs, Occasional Furniture, Garden and Outdoor, Contract,

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

Total Turnover range: 15-50 US\$ million

Employees range: 21-50

Export share on total turnover: 60%

Manufacturing plants: 1; Domestic: 1 Italy

Versace Home**Gianni Versace spa****Headquarters/Main Location**

Via Borgospesso 15/A - 20121 Milano MI - Italy

T: +39 02 00620850

Web: <http://www.versacehome.it>Email: info.home@versace.it

Activity: Manufacturer

Product Portfolio: Household Furniture, Upholstered Furniture, Lighting Fixtures, Home Textiles, Tableware,**Upholstered furniture production** accounts for an estimated 60% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 0-20**Export share on total turnover:** 95%**Visionnaire****IPE Srl - Visionnaire****Headquarters/Main Location**

Via Mattei, 1 - 40069 Zola Predosa BO - Italy

T: +39 051 6186322

Web: <https://www.visionnaire-home.com>Email: ipe@ipe.it ; commerciale@ipe.it

Activity: Manufacturer

Product Portfolio: Upholstered Furniture, Home Office, Bedroom Furniture, Bathroom Furniture, Office Furniture, Contract,**Upholstered furniture production** accounts for an estimated 24% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** 51-100**Export share on total turnover:** 94%**Manufacturing plants:** 1; Domestic: 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

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; Domestic: 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

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:** 45%**Manufacturing plants:** 9; Domestic: 8 Italy; Foreign: 1 Serbia**Zanotta****Zanotta SpA****Group:** Haworth Italy Holding**Headquarters/Main Location**

Via Vittorio Veneto 57 - 20834 Nova Milanese MB - Italy

T: +39 0362 4981

Web: <https://www.zanotta.it>

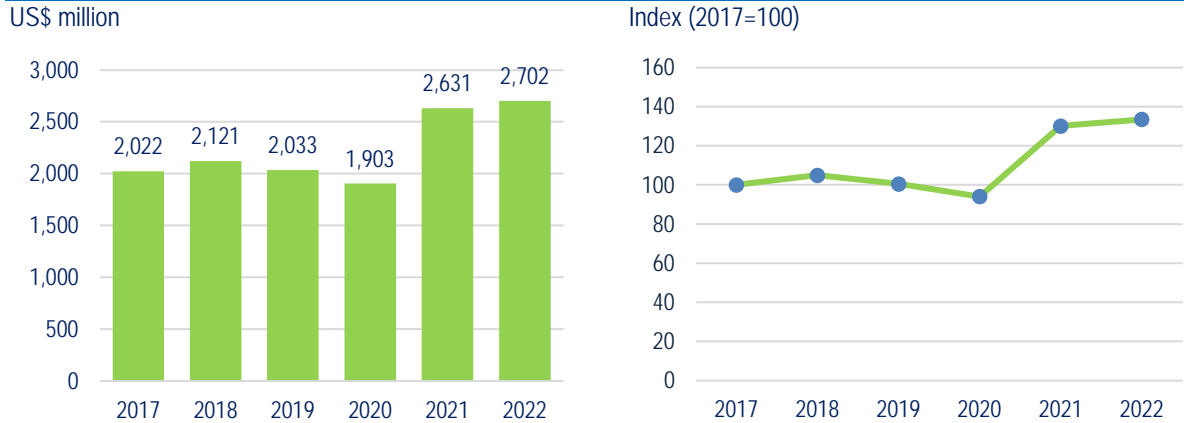
Activity: Manufacturer

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; Domestic: 1 Italy

3.5.4 Italy. Upholstered furniture exports

Figure 3.43 - Italy.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

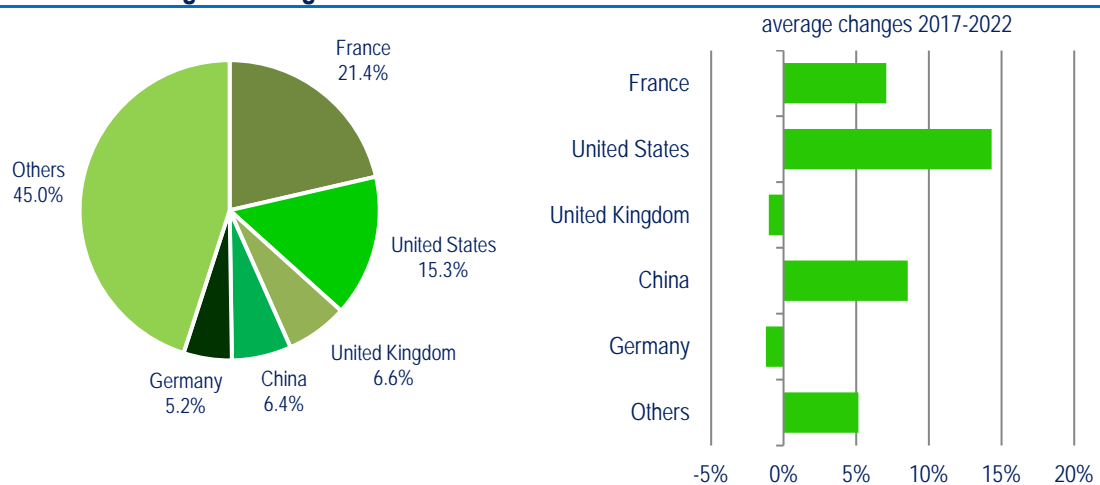


Source: CSIL processing of official data

Figure 3.44 - Italy.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.45 - Italy.

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
France	410.8	419.2	410.0	420.4	560.9	578.2	20.3	21.4	3.1	7.1
United States	211.5	217.9	238.2	222.5	376.3	413.2	10.5	15.3	9.8	14.3
United Kingdom	189.1	194.4	163.8	129.8	176.2	179.6	9.4	6.6	1.9	-1.0
China	115.0	138.6	133.9	142.4	198.3	173.3	5.7	6.4	-12.6	8.5
Germany	149.0	143.8	132.7	126.8	156.4	140.2	7.4	5.2	-10.3	-1.2
Switzerland	84.3	86.4	89.6	87.3	113.1	117.7	4.2	4.4	4.1	6.9
Belgium	78.9	81.1	74.1	72.7	97.6	87.6	3.9	3.2	-10.2	2.1
Canada	27.5	30.0	31.3	26.7	49.7	58.4	1.4	2.2	17.6	16.2
Spain	47.5	52.9	48.3	40.3	56.3	55.1	2.3	2.0	-2.2	3.0
Netherlands	41.3	43.6	39.8	39.9	52.0	50.5	2.0	1.9	-3.0	4.1
top 10	1355.0	1408.0	1361.8	1308.7	1836.7	1853.8	67.0	68.6	0.9	6.5
others	666.9	713.1	671.6	594.2	794.3	847.7	33.0	31.4	6.7	4.9
Americas	268.2	279.3	303.4	274.1	461.1	512.4	13.3	19.0	11.1	13.8
- North America	253.5	263.9	285.7	261.1	439.9	490.6	12.5	18.2	11.5	14.1
- Central-South America	14.7	15.5	17.8	13.0	21.1	21.8	0.7	0.8	3.0	8.2
Asia and Pacific	297.0	333.4	318.4	313.3	421.0	422.3	14.7	15.6	0.3	7.3
Europe	1286.0	1342.3	1262.5	1186.3	1554.3	1535.7	63.6	56.8	-1.2	3.6
- European Union (27)	908.8	951.7	905.9	875.6	1147.6	1141.3	44.9	42.2	-0.5	4.7
- UK, CH, NO, IS	281.6	288.7	263.0	223.6	300.2	305.6	13.9	11.3	1.8	1.6
- Other Europe	95.6	101.8	93.6	87.1	106.4	88.8	4.7	3.3	-16.6	-1.5
Middle East	138.0	127.5	113.0	97.8	145.5	180.4	6.8	6.7	24.0	5.5
Africa	32.5	39.4	39.0	32.8	51.4	52.6	1.6	1.9	2.4	10.2
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	2021.9	2121.1	2033.4	1902.9	2631.0	2701.6	100.0	100.0	2.7	6.0

Source: CSIL processing of official data

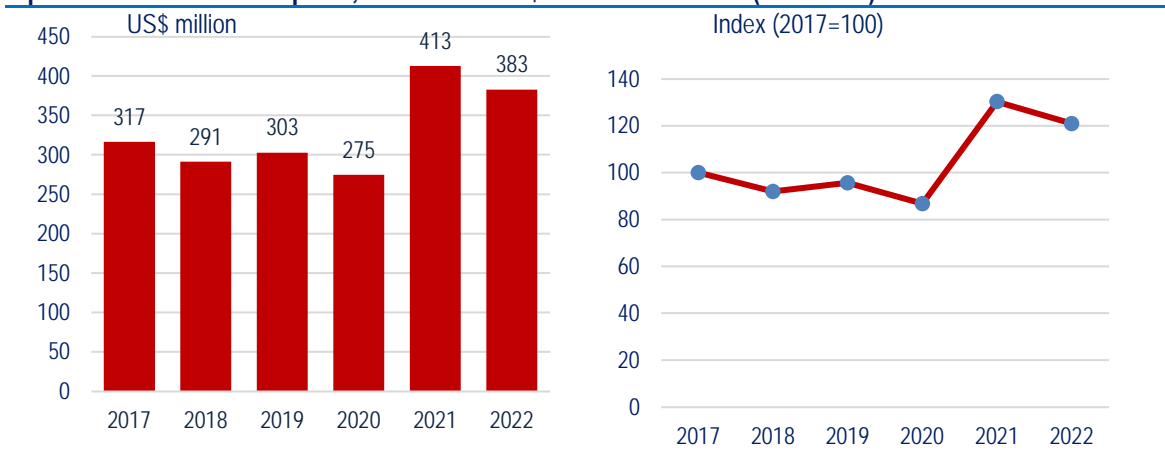
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.5.5 Italy. Upholstered furniture imports

Figure 3.45 - Italy.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

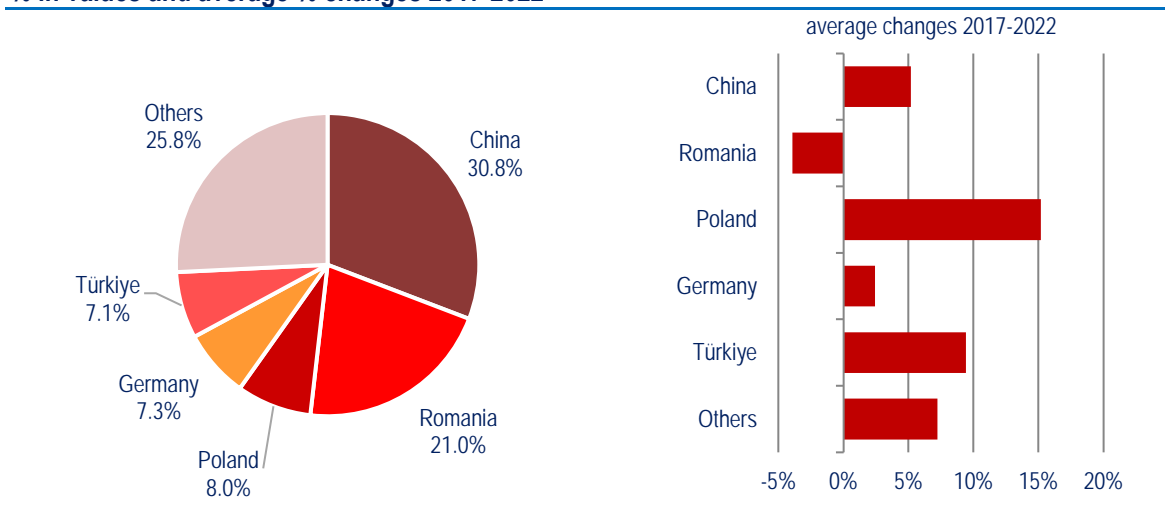


Source: CSIL processing of official data

Figure 3.46 - Italy.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.46 - Italy.

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	91.6	96.6	104.0	89.5	146.7	118.0	28.9	30.8	-19.6	5.2
Romania	98.3	66.8	53.2	60.6	99.6	80.5	31.1	21.0	-19.2	-3.9
Poland	15.0	15.6	16.3	12.7	19.9	30.5	4.8	8.0	53.4	15.2
Germany	24.7	26.8	27.5	22.6	32.2	27.9	7.8	7.3	-13.4	2.4
Türkiye	17.4	20.4	24.8	24.5	30.9	27.2	5.5	7.1	-11.8	9.4
Serbia	7.8	7.7	6.3	5.8	8.5	17.6	2.5	4.6	n.s.	17.7
France	5.9	4.8	6.1	8.8	11.2	12.0	1.9	3.1	6.4	15.2
Spain	2.2	1.7	8.0	6.1	7.2	11.4	0.7	3.0	58.6	39.4
Croatia	4.3	3.3	1.8	3.7	7.7	9.2	1.4	2.4	19.0	16.5
Bulgaria	3.4	5.2	7.7	5.3	7.2	7.8	1.1	2.0	8.3	18.5
top 10	270.5	248.9	255.7	239.5	371.2	342.2	85.4	89.4	-7.8	4.8
others	46.1	42.2	47.1	35.3	41.4	40.6	14.6	10.6	-1.9	-2.5
Americas	3.0	3.7	1.1	1.4	0.9	1.1	1.0	0.3	13.1	-18.9
- North America	2.8	3.6	1.0	1.4	0.9	1.0	0.9	0.2	11.9	-19.5
- Central-South America	0.2	0.1	0.1	0.0	0.1	0.1	0.1	0.0	25.7	-13.1
Asia and Pacific	98.8	102.6	108.3	94.1	151.4	126.6	31.2	33.1	-16.4	5.1
Europe	214.1	183.8	192.6	178.8	259.6	254.7	67.6	66.5	-1.9	3.5
- European Union (27)	178.8	143.7	146.0	133.3	207.3	196.1	56.5	51.2	-5.4	1.9
- UK, CH, NO, IS	2.7	3.6	3.9	4.1	4.5	4.6	0.9	1.2	2.3	11.0
- Other Europe	32.6	36.5	42.7	41.4	47.8	54.0	10.3	14.1	12.9	10.6
Middle East	0.1	0.3	0.2	0.1	0.4	0.1	0.0	0.0	n.s.	-1.1
Africa	0.5	0.7	0.6	0.3	0.3	0.3	0.1	0.1	-2.8	-8.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-18.8	n.c.
World Total	316.6	291.1	302.8	274.8	412.6	382.8	100.0	100.0	-7.2	3.9

Source: CSIL processing of official data

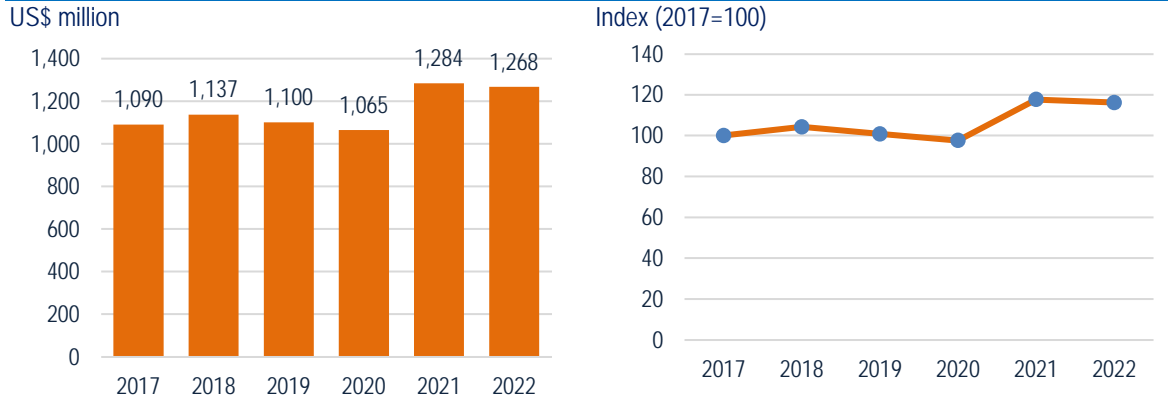
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.5.6 Italy. Upholstered furniture consumption

Figure 3.47 - Italy.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.47 - Italy.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

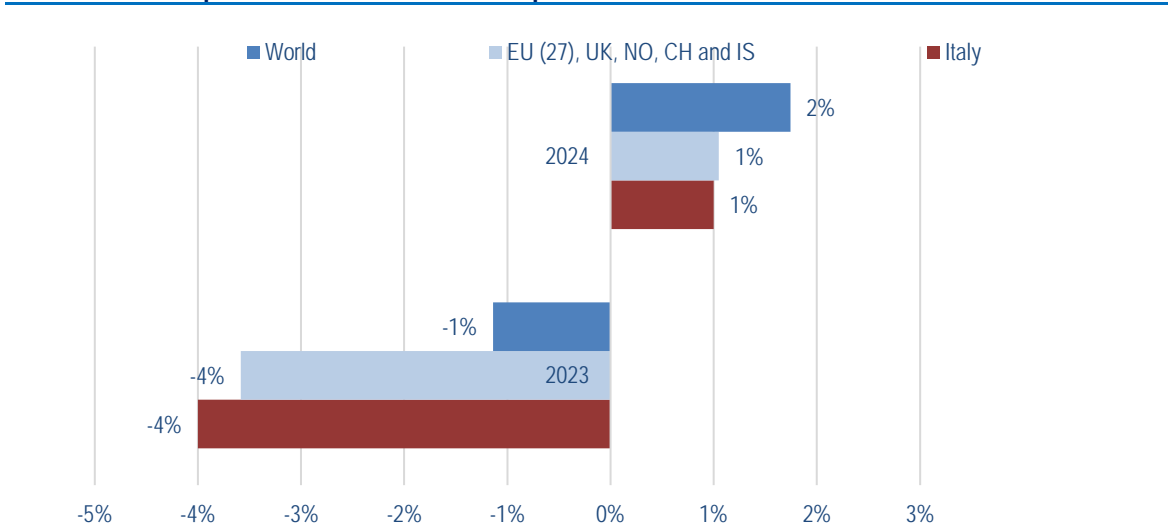
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Italy	29%	26%	28%	26%	32%	30%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.48 - Italy.

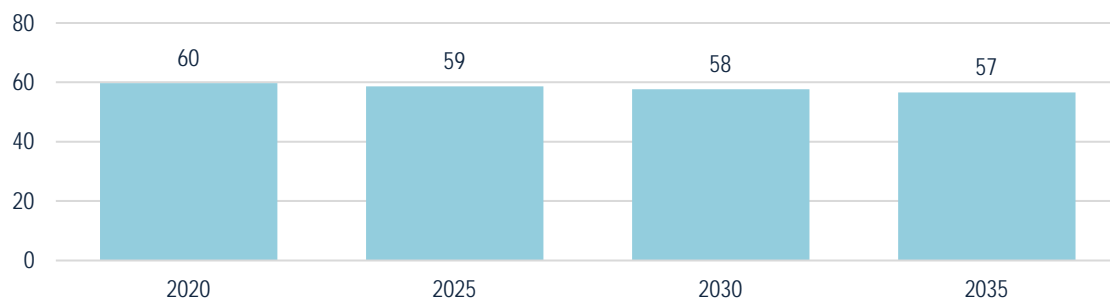
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.5.7 Italy. Population forecasts

Figure 3.49 - Italy.
Population. Million inhabitants, 2020-2035



Source: UN

Table 3.48 - Italy.
Population. Number of households and share of urban population

Total households	Million	26
Urban Population	% of total	71

Source: UN, World Bank

Last available year

Table 3.49 - Italy.
Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Roma (Rome)	4,257	4,413	4%
Milano (Milan)	3,140	3,209	2%
Napoli (Naples)	2,187	2,207	1%
Torino (Turin)	1,792	1,834	2%
Bergamo	892	939	5%
Palermo	851	861	1%
Bologna	806	831	3%
Firenze (Florence)	708	723	2%
Padova	684	711	4%
Genova (Genoa)	680	681	0%
Venezia	637	652	2%
Verona	630	654	4%
Bari	622	633	2%
Catania	586	596	2%

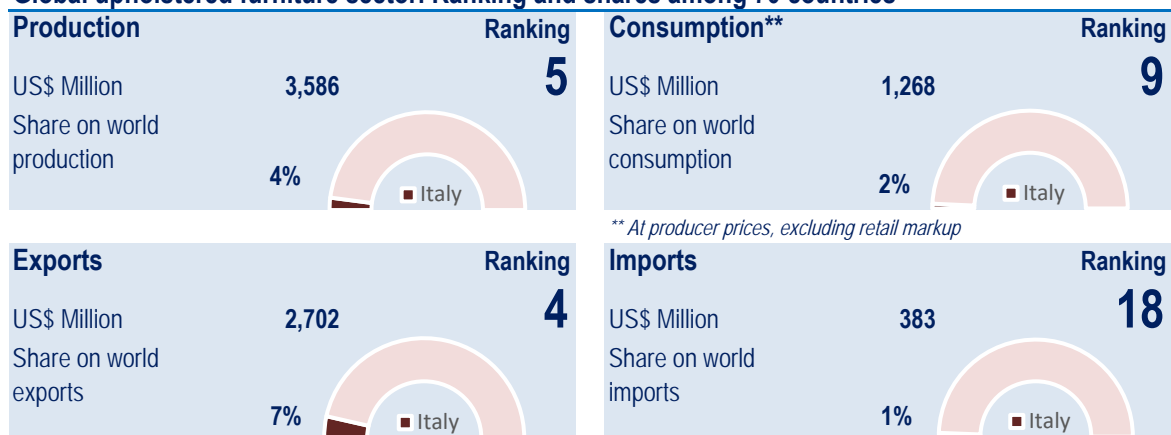
Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.5.8 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 ²	301	33
Population	Million	59	18
Urban Population	% of total population	71	44
Total GNP	US\$ billion	2127	8
Per capita GNP	US\$	35990	24
Household Consumption Exp.	US\$ billion	1218	8
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	2775	11
Per capita GNP at PPP	US\$	46940	24

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.6. The upholstered furniture industry in India

Table 3.51 - India.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	1,787	1,784	1,914	2,056	2,329	2,443	2,589	2,360	2,759	3,071
Exports	US\$ million	29	35	41	41	49	60	69	58	93	111
Imports	US\$ million	190	157	159	132	149	162	216	198	255	327
Consumption*	US\$ million	1,948	1,906	2,032	2,147	2,429	2,544	2,737	2,500	2,920	3,286
Production	% ch. -US\$		0%	7%	7%	13%	5%	6%	-9%	17%	11%
Exports	% ch. -US\$		20%	18%	0%	19%	23%	14%	-16%	62%	19%
Imports	% ch. -US\$		-17%	1%	-17%	13%	8%	34%	-8%	29%	28%
Consumption*	% ch. -US\$		-2%	7%	6%	13%	5%	8%	-9%	17%	13%
export/production	%	2%	2%	2%	2%	2%	2%	3%	2%	3%	4%
import/consumption	%	10%	8%	8%	6%	6%	6%	8%	8%	9%	10%
Production	INR million	104,527	108,811	122,709	138,060	151,541	167,008	182,247	174,957	203,956	241,281
Exports	INR million	1,705	2,133	2,634	2,766	3,187	4,108	4,828	4,275	6,908	8,736
Imports	INR million	11,133	9,584	10,211	8,888	9,708	11,047	15,223	14,702	18,874	25,703
Consumption*	INR million	113,955	116,262	130,287	144,181	158,062	173,946	192,642	185,384	215,923	258,248
Production	% ch. - INR		4%	13%	13%	10%	10%	9%	-4%	17%	18%
Exports	% ch. - INR		25%	23%	5%	15%	29%	18%	-11%	62%	26%
Imports	% ch. - INR		-14%	7%	-13%	9%	14%	38%	-3%	28%	36%
Consumption*	% ch. - INR		2%	12%	11%	10%	10%	11%	-4%	16%	20%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL

Table 3.52 - India.

Exchange rates, 2013-2022

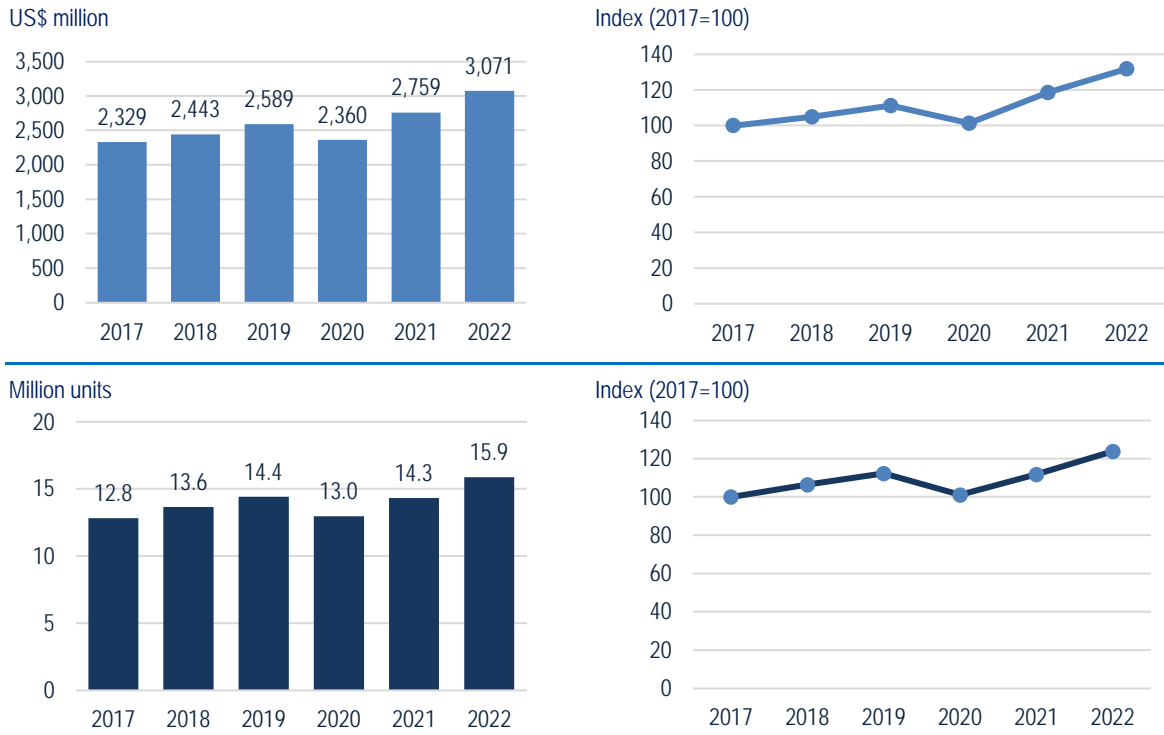
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
INR per US\$	58.50	61.00	64.11	67.16	65.07	68.37	70.38	74.14	73.94	78.58
INR per EUR	77.69	81.11	71.14	74.36	73.54	80.79	78.78	84.59	87.47	82.78

Source: US Federal Reserve

3.6.1 India. Upholstered furniture production

Figure 3.51 - India.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.53 - India.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

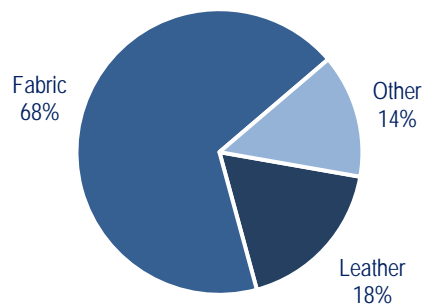
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
India	2%	2%	3%	2%	3%	4%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.52 - India.

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



Source: CSIL

Last available year

3.6.2 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\$)
Urban Living	60.0	100	60.0
Godrej Interio	44.0	10	439.8
Nilkamal Plastic	37.0	10	369.7
Stanley Lifestyles	32.1	80	40.2
Damro Furniture	16.5	50	33.1
Durian	13.4	42	31.8
Recliners India	8.3	90	9.3
Flexi Seating Systems	6.2	84	7.4
Bab Leather	4.6	65	7.1
Mayuri International	3.8	75	5.0
Furniture Quotient	3.5	50	7.0
Kurlon	2.6	2	107.5
Little Nap Designs	2.4	100	2.4
Usha Furniture	2.0	20	9.8
HOF (IN)	1.7	30	5.7

Source: CSIL estimates Note: Data refer to the last available year, typically 2022 or 2021.
Recently HTL International and Master Sofa established production facilities in India.

3.6.3 India. 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

Archana Systems

Archana Systems

Headquarters/Main Location:

Old No.09, New No.31, Thiruvalluvar Salai, Kaikankupam,
Valasaravakkam - 600087 Chennai, Tamil Nadu - India

T: +91 44 24848005

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

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

Total Turnover range: 0-5 US\$ million

Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 India

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; Domestic: 3 India; Foreign: 2
Malaysia

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; Domestic: 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

Manufacturing plants: 1; Domestic: 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

Employees range: 21-50

Manufacturing plants: 6; Domestic: 6 India

Flexi Seating Systems

Flexi Seating Systems Pvt Ltd

Headquarters/Main Location

129, Matheswartala 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

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

Manufacturing plants: 1; Domestic: 1 India

Furnitech Seating System

Furnitech Seating System

Headquarters/Main Location

63/2, Shivrai Nagar. Near V.I.T. Hostel, Katraj Road - 411048
Pune, Maharashtra - India

T: +91 95 60563564

Web: <https://www.furnitech.in>

Email: care@furnitech.in

Activity: Manufacturer, Retailer, Wholesaler

Product Portfolio: Upholstered furniture

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

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 India

Furniture Point

Furniture Point

Headquarters/Main Location

81, Furniture Block, Kirti Nagar - 110015 New Delhi, Delhi -
India

T: +91 11 49052276

Web: <http://www.furniturepoint.net>

Email: info@furniturepoint.net

Activity: Retailer

Product Portfolio: Home Office, Kitchen Furniture,
Upholstered furniture, Home furniture

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

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 India

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

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; Domestic: 1 India

FurnWorld Furniture

FurnWorld Furniture

Headquarters/Main Location

No. 332-A, Chitra Towers, Arcot Road, Kodambakkam - 600024 Chennai, Tamil Nadu - India

T: +91 44 24806687

Web: <http://www.furnworld.net>

Email: furnworldsari@gmail.com

Activity: Manufacturer, Retailer

Product Portfolio: Office Furniture, Kitchen Furniture, 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: > 500

Godrej Interio

Godrej & Boyce Mfg. Co., Ltd.

Group: Godrej

Headquarters/Main Location

Pirojshanagar, Vikhroli - 400079 Mumbai, Maharashtra - India

T: +91 22 67965656 ; 67965959

Web: <https://www.godrejinterio.com> ;

<https://www.godrejandboyce.com>

Email: 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, Contract, Semi-finished parts, 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; Domestic: 7 India

HOF (IN)

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

Activity: Manufacturer, Retailer

Product Portfolio: Office Seating, Upholstered furniture

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

Total Turnover range: 5-15 US\$ million

Manufacturing plants: 2; Domestic: 2 India

HTL India

NEW Century Sofa India Private Limited

Group: Yihua / HTL

Headquarters/Main Location

Indospace Oragadam II, No.165, Bldg No.B400 & B600 Venpakkam Village, Panruti Post - 603109 Chennai, Kanchipuram - India

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Kurlon

Kurlon Enterprise Limited

Group: Manipal

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, Filling

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; Domestic: 12 India

Lifestyle Furniture

Lifestyle Furniture

Headquarters/Main Location

600014 Chennai, Tamil Nadu - India

T: +91 9698564708

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Mattresses, Contract

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

Total Turnover range: 0-5 US\$ million

Employees range: > 500

Little Nap Designs

Little Nap Designs Pvt. Ltd.

Headquarters/Main Location

#844, M.G.Road Ghitori - 110030 New Delhi, Delhi - India
T: +91 96 67797066

Web: <https://www.littlenap.in>

Email: enquiry@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; Domestic: 1 India

Livspace

LHome Interior Designs E-Commerce Private Limited

Headquarters/Main Location: 3rd Floor, Aurbis Business

Parks Pvt Ltd, Survey No. 58, 7, Outer Ring Rd,
Devarabisanahalli, Bellandur - 560103 Bengaluru, Karnataka
T: +91 91 48 484 666

Web: <https://www.livspace.com> ; Email: care@livspace.com

Activity: Manufacturer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Bedrooms

Total Turnover range: 15-50 US\$ million

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: <http://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; Domestic: 1 Malaysia; Foreign: 2 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

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; Domestic: 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: service@modfurnindia.com

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; Domestic: 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

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

Manufacturing plants: 1; Domestic: 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>

Email: 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, Filling

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

Total Turnover range: >250 US\$ million

Employees range: > 500

Manufacturing plants: 4; Domestic: 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

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: 100-250

Export share on total turnover: 1%

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

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: 3; Domestic: 3 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

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: mail@sogno.com

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

Manufacturing plants: 1; Domestic: 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: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 2; Domestic: 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; Domestic: 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; Domestic: 1 India

Urban Living

Furniture Kraft International Pvt. Ltd - Urban Living

Headquarters/Main Location

217/218, 2nd Floor, Vasani Udyog Bhavan, Sun Mill Compound - 400 013 Lower Parel, Mumbai - India

Web: <https://urbanliving.co>

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: 30%

Manufacturing plants: 1; Domestic: 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.ushafurniture.com> ; <https://www.usha.in>

Email: 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; Domestic: 1 India

Varsha's Hi Rich Furniture

Varsha's Hi Rich Furniture

Headquarters/Main Location

172/C, 5th Cross, Big Bazar, Old Geetanjali Theater, Link Road, Malleswaram - 560003 Bangalore, Karnataka - India

T: +91 98 86825678

Web: <http://varshashirichfurniture.in>

Email: varshashirichfurniture@rocketmail.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Contract

Employees range: > 500

Vishwakarma Furniture Works

Vishwakarma Furniture Works

Headquarters/Main Location

A-144 W.H.S. Timber Block, Kirti Nagar - 110015 New Delhi, Delhi - India

T: +91 11 25104886

Web: <http://www.vishwakarma-interiors.com>

Email: vishwakarmafurniturew@gmail.com

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Bedrooms, Tables and Chairs, Contract

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

Total Turnover range: 0-5 US\$ million

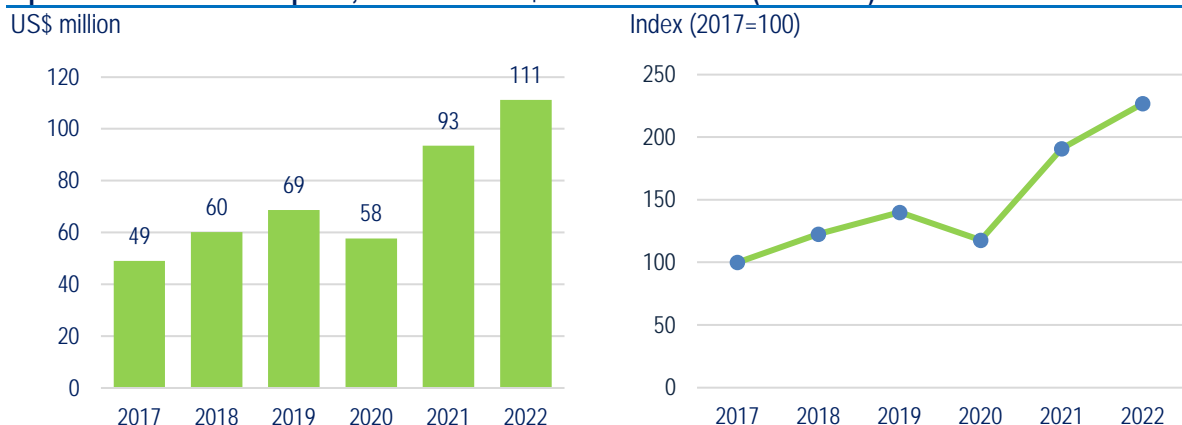
Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 India

3.6.4 India. Upholstered furniture exports

Figure 3.53 - India.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

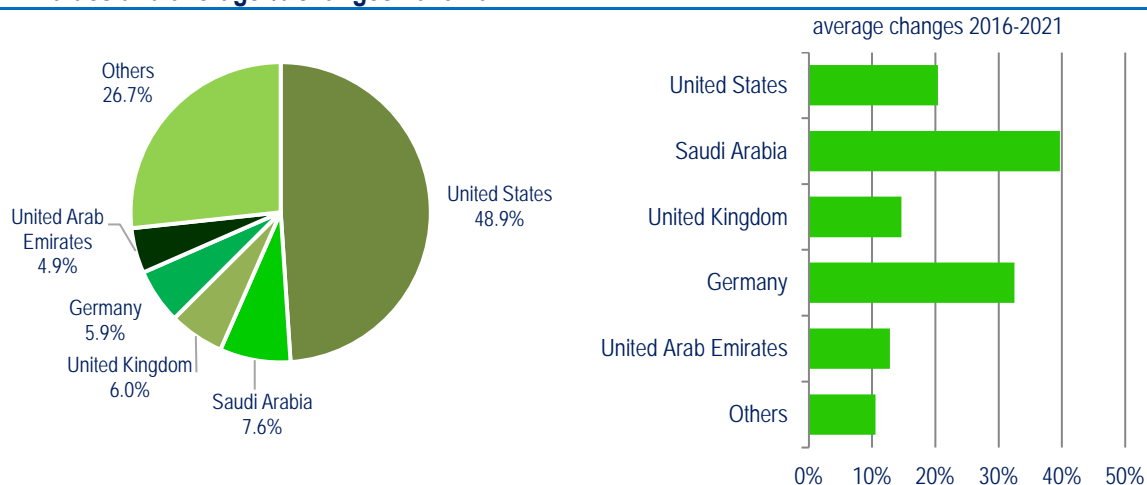


Source: CSIL processing of official data

Figure 3.54 - India.

Upholstered furniture exports by country of destination, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.55 - India.
Upholstered furniture exports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
United States	18.1	19.4	25.5	26.5	27.2	45.7	43.9	48.9	67.9	20.4
Saudi Arabia	1.3	1.7	3.4	7.9	7.1	7.1	3.3	7.6	-0.2	39.7
United Kingdom	2.8	3.6	4.2	3.5	2.8	5.6	6.8	6.0	n.s.	14.6
Germany	1.3	1.9	2.0	1.8	2.9	5.5	3.3	5.9	92.5	32.5
United Arab Emirates	2.5	3.1	3.1	4.9	1.5	4.6	6.1	4.9	n.s.	12.8
Canada	1.9	2.2	2.5	2.5	2.5	4.4	4.6	4.7	78.4	18.4
France	3.8	3.4	3.7	3.9	2.7	3.6	9.3	3.8	33.8	-1.5
Netherlands	1.1	2.2	2.5	3.0	2.1	2.4	2.8	2.6	17.5	16.1
Australia	1.5	1.9	2.3	1.5	1.0	1.7	3.7	1.8	64.5	2.4
Kuwait	0.1	0.2	0.3	0.4	0.7	1.3	0.3	1.3	86.7	63.4
top 10	34.5	39.6	49.5	56.0	50.3	81.8	83.9	87.5	62.5	18.8
others	6.6	9.4	10.6	12.6	7.3	11.6	16.1	12.5	58.8	11.9
Americas	20.6	22.4	29.0	30.4	30.7	51.2	50.1	54.9	67.0	19.9
- North America	20.2	21.9	28.3	29.4	30.2	50.6	49.0	54.2	67.6	20.2
- Central-South America	0.4	0.5	0.7	1.0	0.5	0.7	1.1	0.7	31.6	7.8
Asia and Pacific	2.8	3.9	4.7	5.9	2.1	3.7	6.8	3.9	76.6	5.5
Europe	12.8	15.4	17.8	17.1	14.1	23.3	31.0	24.9	64.5	12.7
- European Union (27)	8.6	9.8	11.3	11.7	9.8	15.8	20.8	16.9	61.2	13.0
- UK, CH, NO, IS	3.6	4.6	5.6	4.8	3.8	6.9	8.7	7.4	81.3	14.1
- Other Europe	0.6	1.0	0.9	0.6	0.5	0.5	1.5	0.5	0.6	-3.3
Middle East	4.7	6.5	8.2	14.5	10.2	14.6	11.4	15.6	42.3	25.3
Africa	0.3	0.7	0.4	0.7	0.5	0.7	0.7	0.7	31.5	21.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	41.2	49.0	60.1	68.6	57.7	93.4	100.0	100.0	62.0	17.8

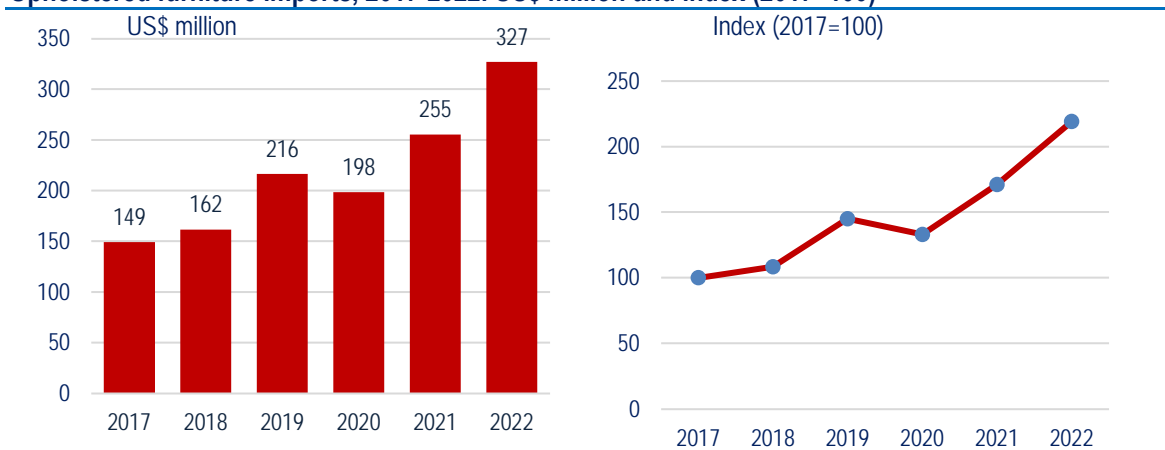
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.6.5 India. Upholstered furniture imports

Figure 3.55 - India.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

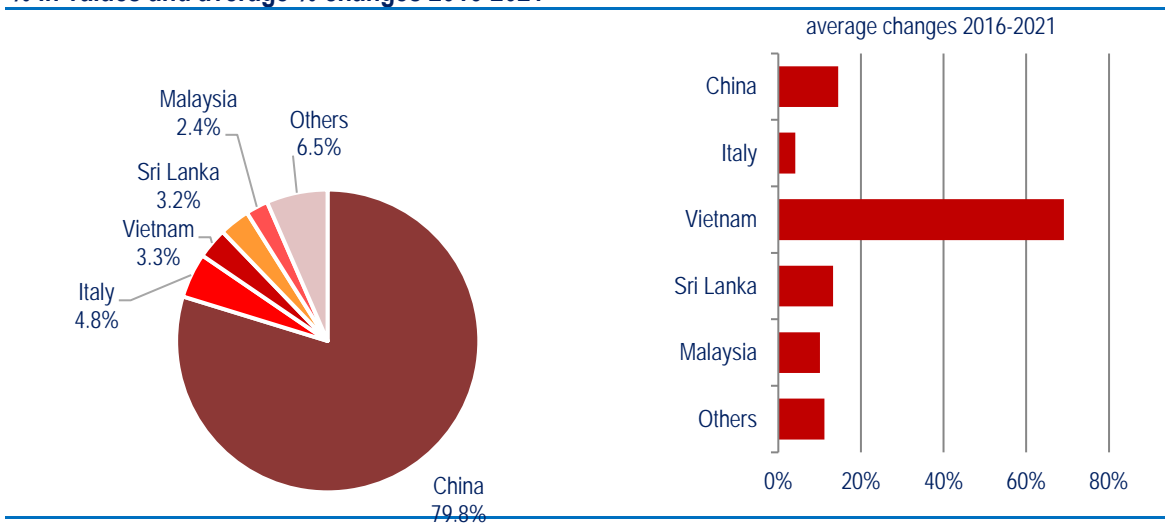


Source: CSIL processing of official data

Figure 3.56 - India.

Upholstered furniture imports by country of origin, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.56 - India.

Upholstered furniture imports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
China	103.6	116.1	128.6	171.7	163.1	203.6	78.3	79.8	24.8	14.5
Italy	10.0	10.3	11.5	12.0	8.1	12.2	7.6	4.8	51.0	4.1
Vietnam	0.6	1.7	0.9	1.2	2.6	8.4	0.5	3.3	n.s.	69.1
Sri Lanka	4.4	4.5	0.0	7.0	5.4	8.2	3.4	3.2	53.1	13.2
Malaysia	3.8	4.6	6.2	7.6	5.1	6.2	2.9	2.4	20.6	10.0
Türkiye	0.6	1.5	2.2	3.3	3.0	4.8	0.5	1.9	60.5	49.7
Germany	1.5	1.1	1.4	1.1	1.6	2.1	1.2	0.8	29.0	6.4
United Arab Emirates	0.9	1.9	1.4	2.0	1.5	1.8	0.7	0.7	17.5	14.1
United Kingdom	0.6	1.0	1.3	2.2	2.2	1.5	0.5	0.6	-33.8	17.6
Thailand	0.6	0.5	0.8	1.0	0.8	1.3	0.5	0.5	71.4	15.7
top 10	126.9	143.4	154.3	209.0	193.4	250.0	95.9	97.9	29.3	14.5
others	5.5	5.8	7.2	6.3	4.9	5.3	4.1	2.1	8.0	-0.7
Americas	1.9	1.4	2.0	1.6	2.0	1.2	1.4	0.5	-40.3	-9.0
- North America	1.9	1.4	2.0	1.6	2.0	1.2	1.4	0.5	-40.5	-9.0
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-15.3
Asia and Pacific	113.8	128.5	137.3	189.4	177.5	228.2	86.0	89.4	28.6	14.9
Europe	15.7	17.4	20.8	22.3	17.3	23.9	11.9	9.4	37.9	8.7
- European Union (27)	14.3	14.7	17.3	16.5	12.0	17.5	10.8	6.8	45.7	4.1
- UK, CH, NO, IS	0.8	1.2	1.4	2.5	2.4	1.6	0.6	0.6	-31.1	15.0
- Other Europe	0.6	1.5	2.2	3.3	3.0	4.8	0.5	1.9	60.7	49.2
Middle East	0.9	1.9	1.4	2.0	1.6	2.1	0.7	0.8	32.2	17.5
Africa	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	132.3	149.2	161.6	215.3	198.3	255.3	100.0	100.0	28.7	14.0

Source: CSIL processing of official data

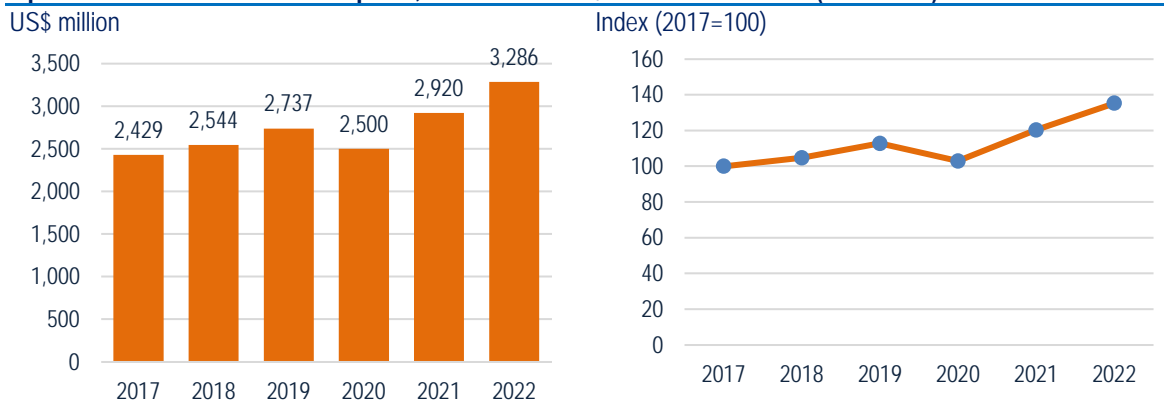
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.6.6 India. Upholstered furniture consumption

Figure 3.57 - India.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.57 - India.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

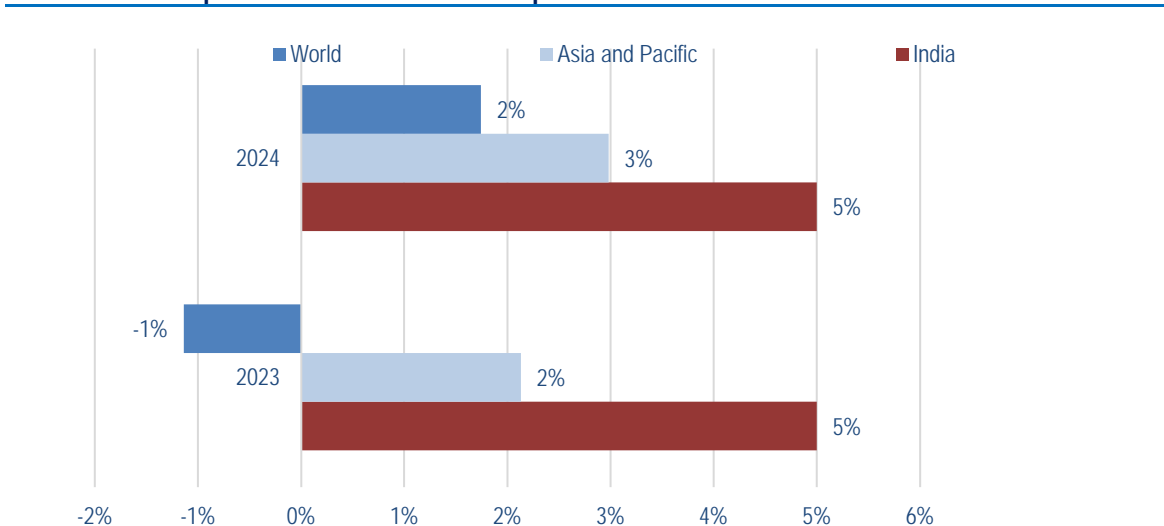
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
India	6%	6%	8%	8%	9%	10%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.58 - India.

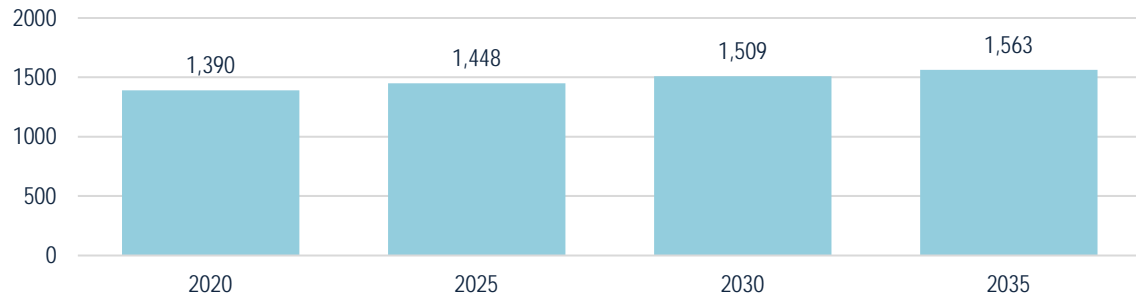
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.6.7 India. Population forecasts

Figure 3.59 - India.
Population. Million inhabitants, 2020-2035



Source: UN

Table 3.58 - India.
Population. Number of households and share of urban population

Total households	Million	302
Urban Population	% of total	35

Source: UN, World Bank

Last available year

Table 3.59 - India.
Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Delhi	30,291	38,939	29%
Mumbai (Bombay)	20,411	24,572	20%
Kolkata (Calcutta)	14,850	17,584	18%
Bangalore	12,327	16,227	32%
Chennai (Madras)	10,971	13,814	26%
Hyderabad	10,004	12,714	27%
Ahmadabad	8,059	10,148	26%
Surat	7,185	9,711	35%
Pune (Poona)	6,629	8,442	27%
Jaipur	3,909	4,943	26%
Lucknow	3,677	4,628	26%
Kozhikode (Calicut)	3,555	4,993	40%
Malappuram	3,391	4,976	47%
Kanpur	3,124	3,715	19%
Kochi (Cochin)	3,082	4,064	32%
Thrissur	3,068	4,221	38%
Indore	3,017	3,918	30%

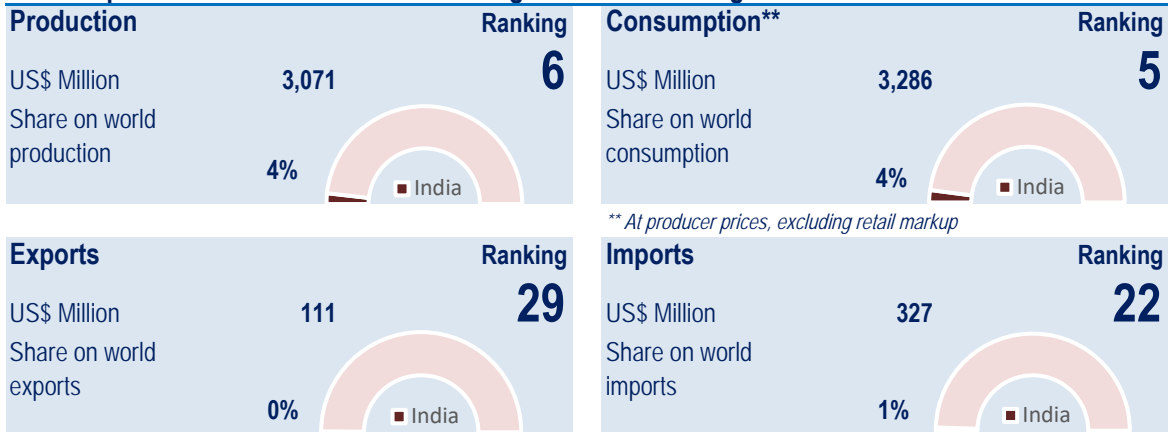
Source: UN

* Urban Agglomeration with 3 million inhabitants or more in 2020

3.6.8 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

Table 3.60 - India.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	3287	7
Population	Million	1408	2
Urban Population	% of total population	35	70
Total GNP	US\$ billion	3023	5
Per capita GNP	US\$	2150	70
Household Consumption Exp.	US\$ billion	1892	6
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	10035	3
Per capita GNP at PPP	US\$	7130	69

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.7. The upholstered furniture industry in United Kingdom

Table 3.61 - United Kingdom.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	1,994	2,236	2,169	2,020	1,984	2,028	1,925	1,683	2,166	2,122
Exports	US\$ million	112	117	116	148	165	179	174	136	124	174
Imports	US\$ million	1,106	1,155	1,179	1,154	1,134	1,186	1,284	1,203	1,808	2,071
Consumption*	US\$ million	2,989	3,274	3,232	3,026	2,953	3,035	3,035	2,749	3,850	4,019
Production	% ch. -US\$		12%	-3%	-7%	-2%	2%	-5%	-13%	29%	-2%
Exports	% ch. -US\$		4%	0%	28%	12%	8%	-3%	-21%	-9%	41%
Imports	% ch. -US\$		4%	2%	-2%	-2%	5%	8%	-6%	50%	15%
Consumption*	% ch. -US\$		10%	-1%	-6%	-2%	3%	0%	-9%	40%	4%
export/production	%	6%	5%	5%	7%	8%	9%	9%	8%	6%	8%
import/consumption	%	37%	35%	36%	38%	38%	39%	42%	44%	47%	52%
Production	GBP million	1,275	1,357	1,419	1,490	1,539	1,518	1,508	1,312	1,574	1,715
Exports	GBP million	71	71	76	109	128	134	136	106	90	141
Imports	GBP million	707	700	771	852	880	887	1,006	938	1,313	1,674
Consumption*	GBP million	1,911	1,986	2,114	2,232	2,291	2,271	2,377	2,143	2,797	3,249
Production	% ch. - GBP		6%	5%	5%	3%	-1%	-1%	-13%	20%	9%
Exports	% ch. - GBP		-1%	8%	44%	17%	5%	1%	-22%	-15%	56%
Imports	% ch. - GBP		-1%	10%	10%	3%	1%	13%	-7%	40%	27%
Consumption*	% ch. - GBP		4%	6%	6%	3%	-1%	5%	-10%	31%	16%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.62 - United Kingdom.

Exchange rates, 2013-2022

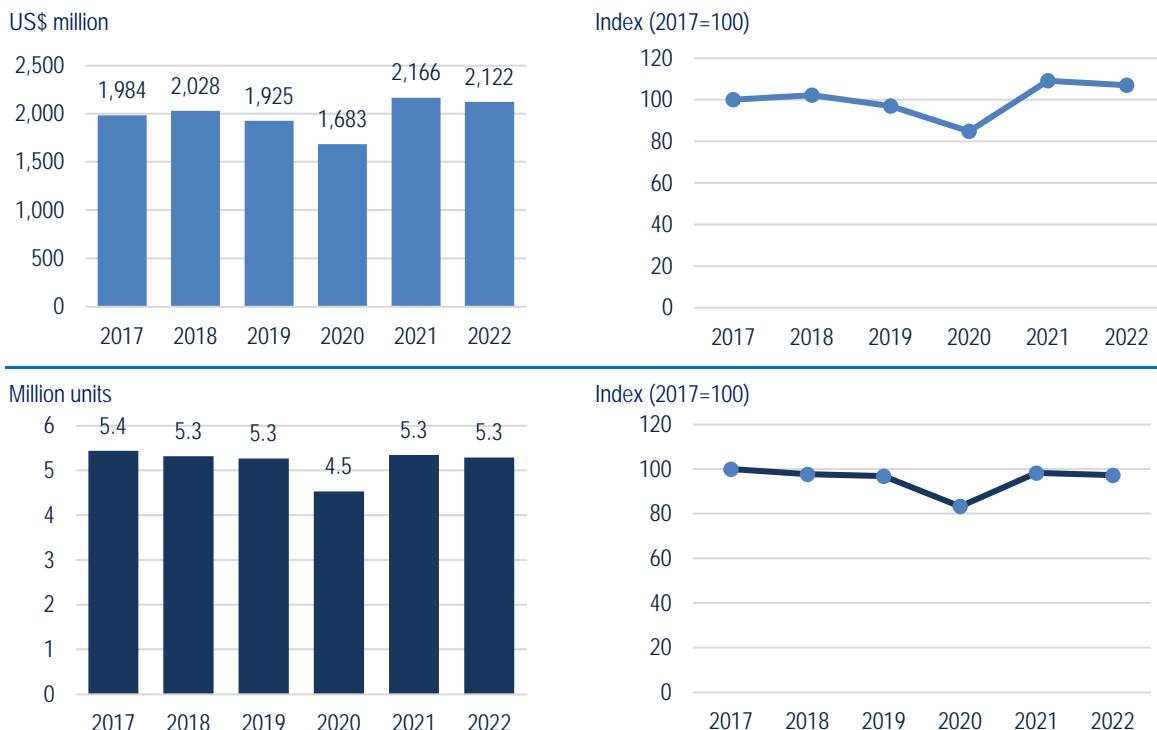
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
GBP per US\$	0.64	0.61	0.65	0.74	0.78	0.75	0.78	0.78	0.73	0.81
GBP per EUR	0.85	0.81	0.73	0.82	0.88	0.88	0.88	0.89	0.86	0.85

Source: US Federal Reserve

3.7.1 United Kingdom. Upholstered furniture production

Figure 3.61 - United Kingdom.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.63 - United Kingdom.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

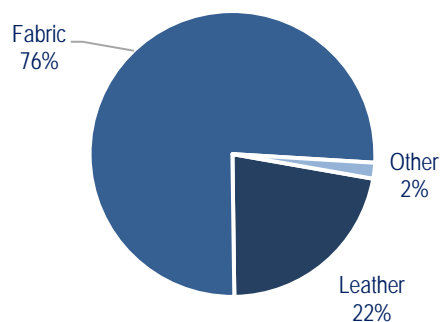
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
United Kingdom	8%	9%	9%	8%	6%	8%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.62 - United Kingdom.

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



Source: CSIL

Last available year

3.7.2 United Kingdom. Major Upholstered furniture manufacturers

Table 3.64 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	201.8	100	201.8
Belfield Furnishings	110.0	47	233.6
Sofabrand International	106.2	100	106.2
Whitemeadow Furniture	70.7	85	83.2
Buoyant Upholstery (Helium Sofa Group)	69.7	100	69.7
Lebus Upholstery	58.6	98	59.8
Ashley Manor (TCM Furniture)	49.3	100	49.3
Alstons Upholstery (TCM Furniture)	44.5	100	44.5
Sherborne Upholstery	32.5	100	32.5
Ashwood Designs	31.5	100	31.5
La-Z-Boy Manufacturing UK (Furnico)	27.1	100	27.1
Hsl High Seat	24.0	100	24.0
ACL 2002	17.4	100	17.4
Wyvern Furniture	13.9	100	13.9
The Chesterfield Company	9.0	100	9.0
Ercol	9.0	32	28.2
Sweet Dreams (Nelson)	8.4	40	20.9
Peter Guild (F&M Steed)	8.3	100	8.3
Airsprung Group	7.0	18	39.1
The Sofa & Chair (Larkbury Group)	6.6	40	16.4
Furmanac Bedding Company	5.3	40	13.2
Furniture Productions (Knightsbridge)	5.1	40	12.6
Renray Healthcare Limited (Getinge Groupe)	4.5	20	22.3
Wade Family	4.1	40	10.2
Lyndon Design (Boss Design)	3.0	100	3.0

Source: CSIL estimates. Note: Data refer to the last available year, typically 2022 or 2021.

3.7.3 United Kingdom. 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

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; Domestic: 1 UK

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; Domestic: 3 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: 3%

Manufacturing plants: 1; Domestic: 1 UK

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 ; 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: 2%

Manufacturing plants: 1; Domestic: 1 UK

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

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: 76%

Manufacturing plants: 1; Domestic: 1 UK

Belfield Furnishings

Belfield Furnishings 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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Filling, 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; Domestic: 10 UK; Foreign: 1
Romania

Boss Design

Boss Design Ltd

Group: Boss Design

Headquarters/Main Location

Boss Drive - Dudley, West Midlands, DY2 8SZ - United Kingdom

T: +44 1384 455570

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

Email: sales@bossdesign.com

Activity: Manufacturer

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

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: 26%

Manufacturing plants: ; Domestic: United Kingdom; Foreign: United States

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

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: 4%

Manufacturing plants: 2; Domestic: 2 UK

Collins & Hayes

Collins & Hayes Ltd

Group: Sofa Brands Int

Headquarters/Main Location

1 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

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; Domestic: 1 UK

DAMS

DAMS Furniture Ltd

Group: DAMS int

Headquarters/Main Location

Charley Wood Road, Knowsley Industrial Park North - Knowsley, Merseyside, L33 7SG - United Kingdom

T: +44 151 5487111

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

Email: sales@dams.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Home Office, Office Seating, Upholstered furniture, Occasional, Contract

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 10%

Manufacturing plants: ; Domestic: 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

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: 5; Domestic: 5 UK; Foreign: 0. Through its 5 factories in the UK, DFS produces 20% of the furniture it sells.

DFS Furniture

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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, 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: 2%

Manufacturing plants: 5; Domestic: 5 UK; Foreign: 0. Through its 5 factories in the UK, DFS produces 20% of the furniture it sells.

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

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; Domestic: 1 UK

Ercol

Ercol Furniture Ltd

Headquarters/Main Location

Summerleys Road - Princes Risborough, Buckinghamshire, HP27 9PX - United Kingdom

T: +44 1844 271800

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

Email: info@lercolani.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; Domestic: 1 United Kingdom; Foreign: 2 Poland, Spain

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

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; Domestic: 1 UK

Furniture Productions

Knightsbridge Furniture Productions Ltd

Group: Knightsbridge

Headquarters/Main Location

191 Thornton Road, Bradford, West Yorkshire - Bradford, BD1 2JT - United Kingdom

T: +44 1274 731442

Web: <http://www.knightsbridge-furniture.co.uk>

Email: 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; Domestic: 1 UK

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

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: 1%

Manufacturing plants: 1; Domestic: 1 UK

Gresham

Gresham Office Furniture

Headquarters/Main Location

Platinum Park, Lynstock Way - Horwich Bolton, Lancashire, BL6 4SA - United Kingdom

T: +44 1204 664422

Web: <https://gof.co.uk>

Email: info@gof.co.uk

Activity: Manufacturer

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 1%

Manufacturing plants: ; Domestic: 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

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; Domestic: 0 UK; Foreign: 3 China, Mexico, Poland

Helium Sofa Group

Helium Sofa Group Limited

Group: Helium Sofa Group

Headquarters/Main Location

Oak Bank Mill, Hallam Road - Nelson, Lancashire, BB9 8AJ - United Kingdom

Email: info@buoyant-upholstery.co.uk

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

Total Turnover range: 50-100 US\$ million

Employees range: > 500

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

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

Manufacturing plants: 1; Domestic: 1 UK

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

Manufacturing plants: 2; Domestic: 2 UK

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: 5%

Manufacturing plants: 1; Domestic: 1 UK

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: <http://www.lyndon.co.uk>

Email: 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; Domestic: 1 UK

Meridian Upholstery

Meridian Upholstery Ltd - Meridian Contract Furniture

Headquarters/Main Location

35A Northfield Way Aycliffe Business Park - Newton Aycliffe,
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

Manufacturing plants: 1; Domestic: 1 UK

MillerKnoll (UK)

Herman Miller Ltd - MillerKnoll

Group: MillerKnoll

Headquarters/Main Location

1 Portal Road - Melksham, Wiltshire, SN12 6GN - United
Kingdom

T: +44 1225 794000

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

Email: info_uk@hermanmiller.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Home Office, Office
Seating, Acoustic Solutions, Upholstered furniture, Contract

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 40%

Manufacturing plants: ; Domestic: United Kingdom; Foreign:
Denmark

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

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: 5%

Manufacturing plants: 1; Domestic: 1 UK

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

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 Healthcare Limited

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

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

Senator Group

Senator International Limited

Group: Senator

Headquarters/Main Location

Syke Side Drive, Altham Business Park - Accrington,
Lancashire, BB5 5YE - United Kingdom

T: +44 1282 725000

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

Email: sales@senatorinternational.co.uk ;
marketing@thesenatourgroup.com ; sales@senator.co.uk ;
contact@senator.co.uk

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Home Office, Office
Seating, Acoustic Solutions, Upholstered furniture, Contract

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 25%

Manufacturing plants: 3; Domestic: 2 UK; Foreign: 1 USA. UK:
Altham Business Park (production of wooden desks and office
cabinets); Huncoat, (2 factories in same plant for production
of chairs)

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: 4%

Manufacturing plants: 1; Domestic: 1 UK

Sofabrand 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.sofabrand.com>

Email: enquiries@sofabrand.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; Domestic: 3 UK

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; Domestic: 1 UK

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; Domestic: 3 United Kingdom;

Foreign: 1 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: 25%

Manufacturing plants: 1; Domestic: 1 UK

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

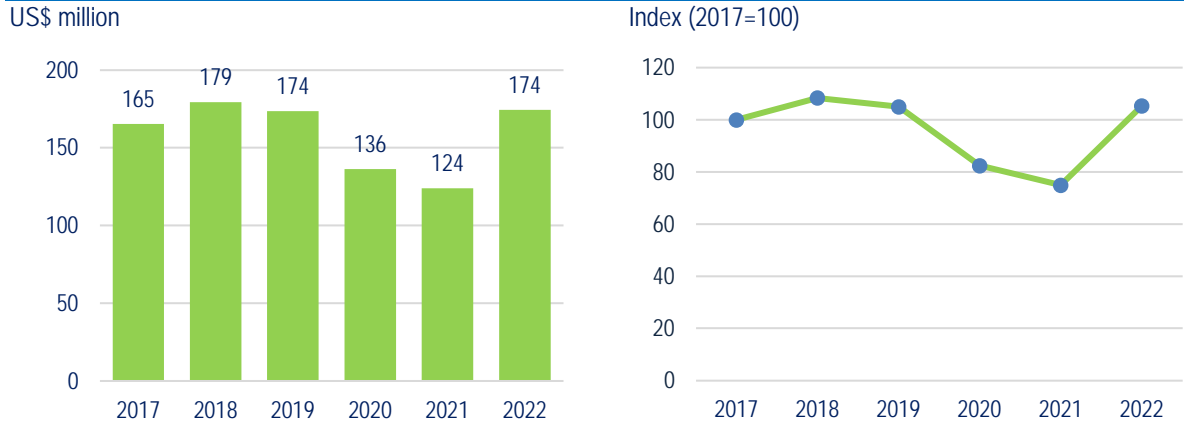
Manufacturing plants: 1; Domestic: 1 UK

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; Domestic: 1 UK**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; Domestic: 1 UK**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:** 100-250 US\$ million**Employees range:** > 500**Export share on total turnover:** 1%**Manufacturing plants:** 6; Domestic: 5 United Kingdom;
Foreign: 1 Romania (1)**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**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Beds**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:** 3%**Manufacturing plants:** 6; Domestic: 6 UK**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**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; Domestic: 1 UK

3.7.4 United Kingdom. Upholstered furniture exports

Figure 3.63 - United Kingdom.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

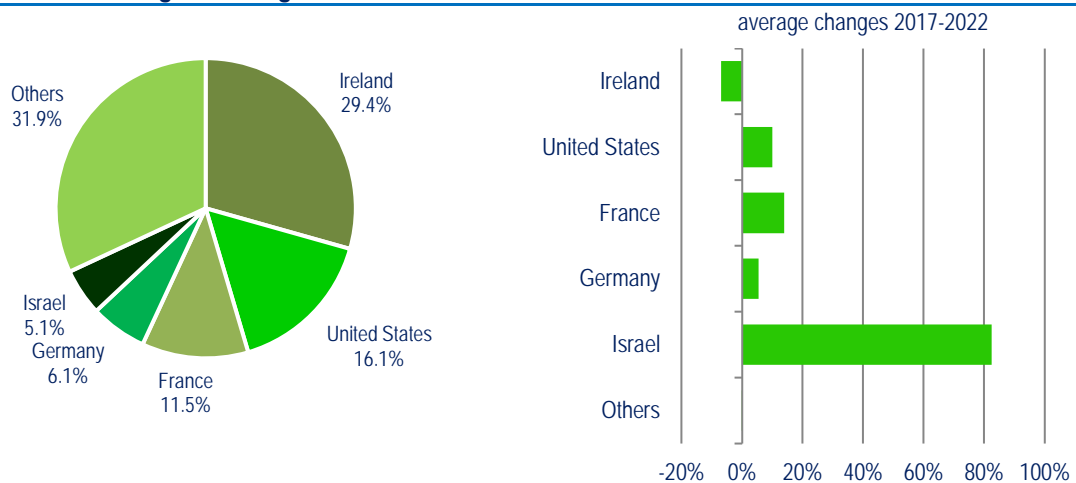


Source: CSIL processing of official data

Figure 3.64 - United Kingdom.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.65 - United Kingdom.
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
Ireland	73.0	79.5	73.3	62.8	38.1	51.1	44.1	29.4	34.3	-6.9
United States	17.3	15.9	19.6	11.8	13.2	28.0	10.5	16.1	n.s.	10.1
France	10.4	12.1	9.2	6.4	13.6	20.0	6.3	11.5	47.2	14.0
Germany	8.1	9.4	8.7	7.3	11.4	10.6	4.9	6.1	-7.4	5.5
Israel	0.4	0.2	0.3	0.2	0.3	8.8	0.3	5.1	n.s.	82.5
Netherlands	11.2	14.6	15.5	10.8	6.9	6.7	6.8	3.8	-3.0	-9.9
Hong Kong	1.3	1.4	1.5	1.1	0.6	5.7	0.8	3.3	n.s.	33.9
Switzerland	1.6	2.4	2.5	2.3	4.6	4.0	1.0	2.3	-12.9	19.4
Australia	2.3	2.2	3.5	2.2	3.7	3.1	1.4	1.8	-15.7	5.8
United Arab Emirates	5.8	3.4	2.9	1.7	2.1	3.0	3.5	1.7	42.6	-12.5
top 10	131.5	141.1	137.0	106.6	94.5	141.0	79.6	80.9	49.3	1.4
others	33.8	38.2	36.6	29.7	29.5	33.2	20.4	19.1	12.6	-0.3
Americas	19.7	19.1	21.6	13.7	15.2	30.3	11.9	17.4	99.2	9.0
- North America	19.0	17.4	20.7	12.8	14.3	29.8	11.5	17.1	n.s.	9.4
- Central-South America	0.7	1.6	0.9	0.9	0.9	0.5	0.5	0.3	-44.0	-6.7
Asia and Pacific	10.0	10.9	12.7	9.8	9.7	14.3	6.1	8.2	47.9	7.4
Europe	122.5	140.0	129.5	105.6	92.4	112.8	74.1	64.7	22.0	-1.6
- European Union (27)	118.2	134.1	123.8	101.6	85.1	106.3	71.5	61.0	25.0	-2.1
- UK, CH, NO, IS	3.1	4.2	4.3	3.3	5.7	5.2	1.8	3.0	-9.5	11.0
- Other Europe	1.3	1.8	1.5	0.7	1.7	1.3	0.8	0.7	-25.1	-0.2
Middle East	9.7	7.4	7.3	5.8	5.4	15.6	5.9	9.0	n.s.	10.0
Africa	3.3	1.8	2.4	1.1	1.1	1.2	2.0	0.7	4.7	-18.3
Other Countries	0.0	0.0	0.0	0.3	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	165.3	179.2	173.6	136.3	123.9	174.2	100.0	100.0	40.6	1.1

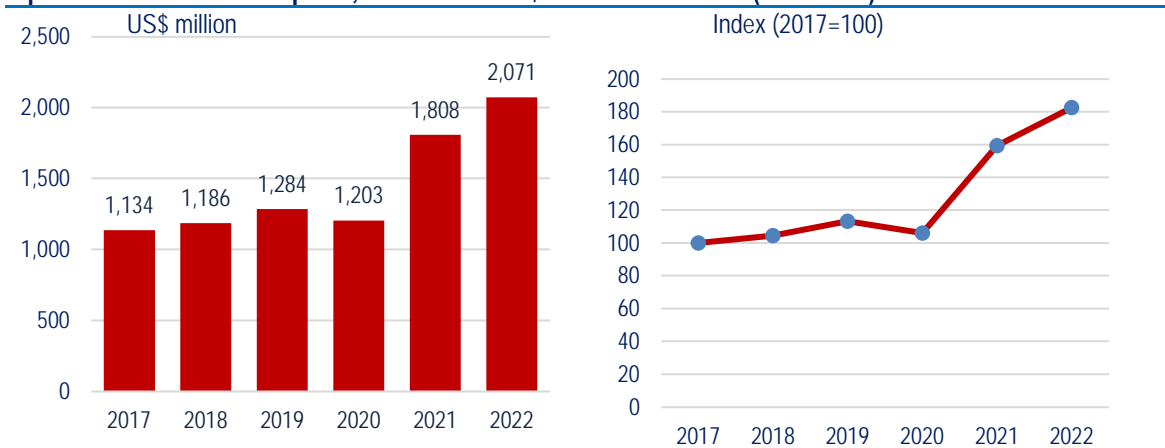
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.7.5 United Kingdom. Upholstered furniture imports

Figure 3.65 - United Kingdom.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

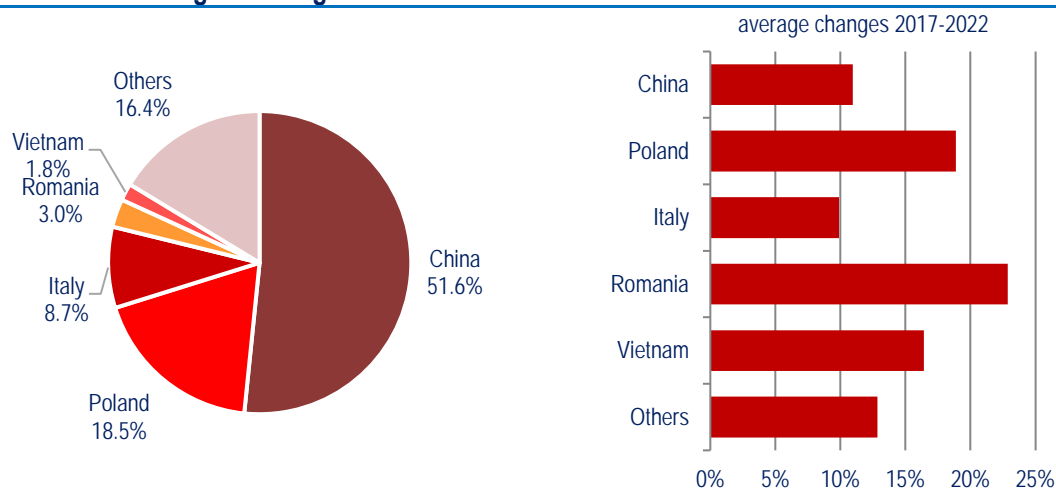


Source: CSIL processing of official data

Figure 3.66 - United Kingdom.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.66 - United Kingdom.

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	635.8	648.4	745.4	701.2	1126.3	1068.9	56.0	51.6	-5.1	10.9
Poland	161.7	193.9	212.0	207.6	312.0	384.1	14.3	18.5	23.1	18.9
Italy	111.9	134.7	101.7	78.7	108.7	179.4	9.9	8.7	65.1	9.9
Romania	22.2	11.5	12.1	9.0	10.1	62.1	2.0	3.0	n.s.	22.9
Vietnam	17.6	22.2	22.3	24.6	25.6	37.7	1.6	1.8	47.3	16.4
Portugal	2.5	2.6	3.7	2.5	8.0	35.1	0.2	1.7	n.s.	69.6
Germany	24.5	26.4	30.0	26.7	18.2	33.5	2.2	1.6	83.6	6.4
Lithuania	1.6	1.4	1.6	1.6	7.9	26.6	0.1	1.3	n.s.	76.0
Malaysia	30.9	27.2	30.9	20.3	28.2	24.3	2.7	1.2	-13.8	-4.7
Spain	3.7	2.6	2.0	5.7	11.7	23.5	0.3	1.1	n.s.	45.0
top 10	1012.4	1070.9	1161.7	1077.8	1656.8	1875.1	89.2	90.5	13.2	13.1
others	122.0	115.0	122.4	125.2	150.7	195.9	10.8	9.5	30.0	9.9
Americas	13.4	12.7	15.8	8.3	6.2	7.5	1.2	0.4	21.1	-10.9
- North America	13.1	12.2	15.2	8.0	5.7	7.2	1.2	0.3	25.9	-11.2
- Central-South America	0.3	0.4	0.6	0.4	0.5	0.3	0.0	0.0	-36.0	-2.2
Asia and Pacific	727.3	736.2	838.3	787.3	1227.4	1183.6	64.1	57.1	-3.6	10.2
Europe	391.9	433.3	426.1	403.6	571.7	878.5	34.5	42.4	53.7	17.5
- European Union (27)	380.9	418.0	399.6	374.4	525.0	812.8	33.6	39.2	54.8	16.4
- UK, CH, NO, IS	4.2	8.4	16.4	17.5	19.7	24.6	0.4	1.2	24.6	42.2
- Other Europe	6.8	6.9	10.1	11.7	27.0	41.1	0.6	2.0	52.2	43.3
Middle East	1.2	2.7	2.8	2.5	1.1	0.5	0.1	0.0	n.s.	-16.6
Africa	0.6	1.1	1.2	1.3	1.2	1.0	0.1	0.0	-15.1	11.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	1134.4	1185.9	1284.1	1203.0	1807.5	2071.0	100.0	100.0	14.6	12.8

Source: CSIL processing of official data

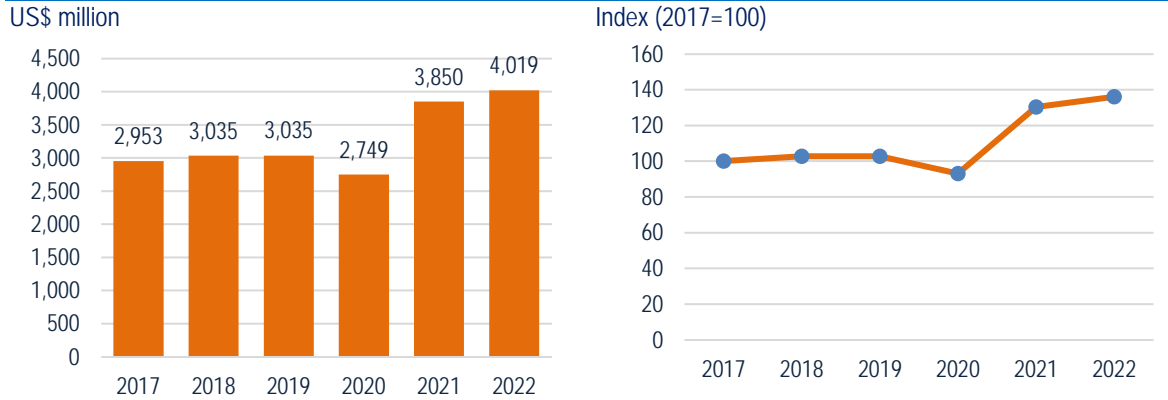
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.7.6 United Kingdom. Upholstered furniture consumption

Figure 3.67 - United Kingdom.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.67 - United Kingdom.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

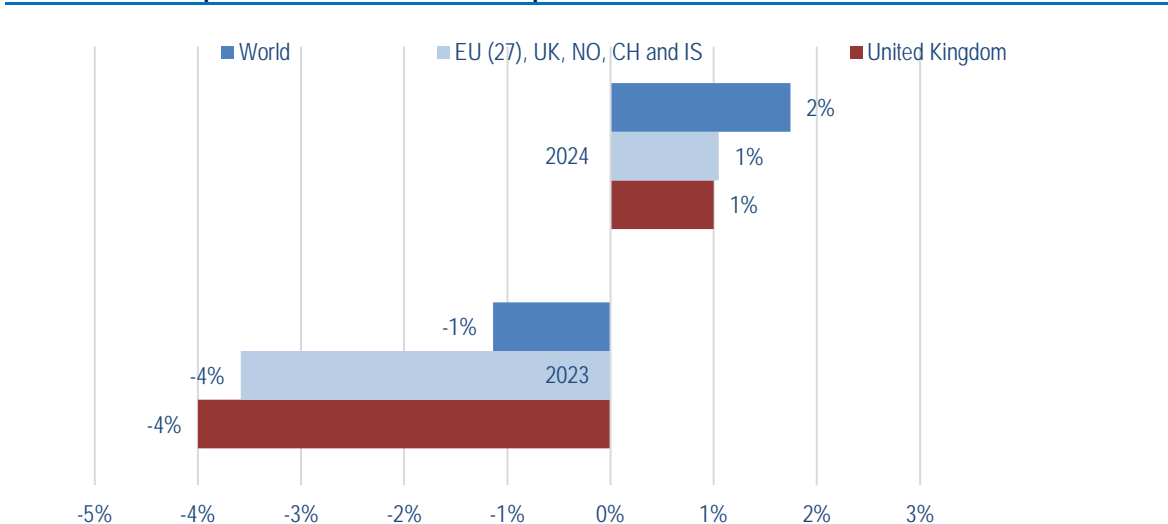
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
United Kingdom	38%	39%	42%	44%	47%	52%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.68 - United Kingdom.

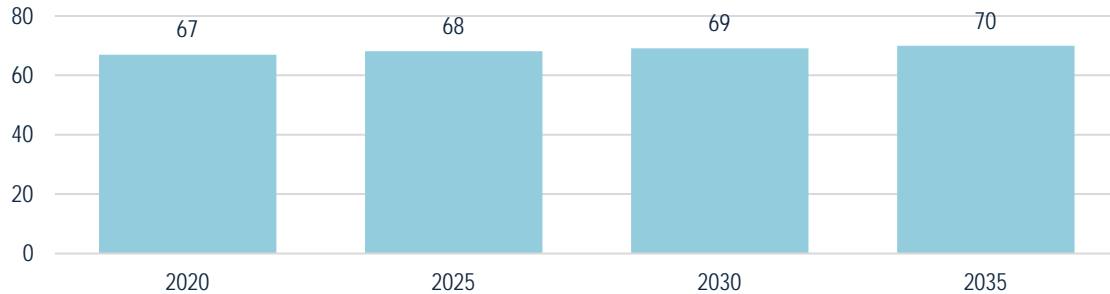
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.7.7 United Kingdom. Population forecasts

Figure 3.69 - United Kingdom.
Population. Million inhabitants, 2020-2035



Source: UN

Table 3.68 - United Kingdom.
Population. Number of households and share of urban population

Total households	Million	28.1
Urban Population	% of total	84

Source: UN, World Bank

Last available year

Table 3.69 - United Kingdom.
Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
London	9,304	10,228	10%
Manchester	2,730	2,934	7%
Birmingham (West Midlands)	2,607	2,802	7%
West Yorkshire	1,889	2,026	7%
Glasgow	1,673	1,778	6%
Southampton/Portsmouth (South)	928	1,002	8%
Liverpool	902	961	7%
Newcastle upon Tyne	809	863	7%
Nottingham	788	849	8%
Sheffield	730	784	7%
Bristol	686	747	9%
Belfast	631	675	7%
Brighton-Worthing-Littlehampton	607	656	8%
Leicester	552	596	8%
Edinburgh	537	585	9%
Bournemouth/Poole	506	546	8%
Cardiff	478	513	7%
Coventry-Bedworth	426	473	11%

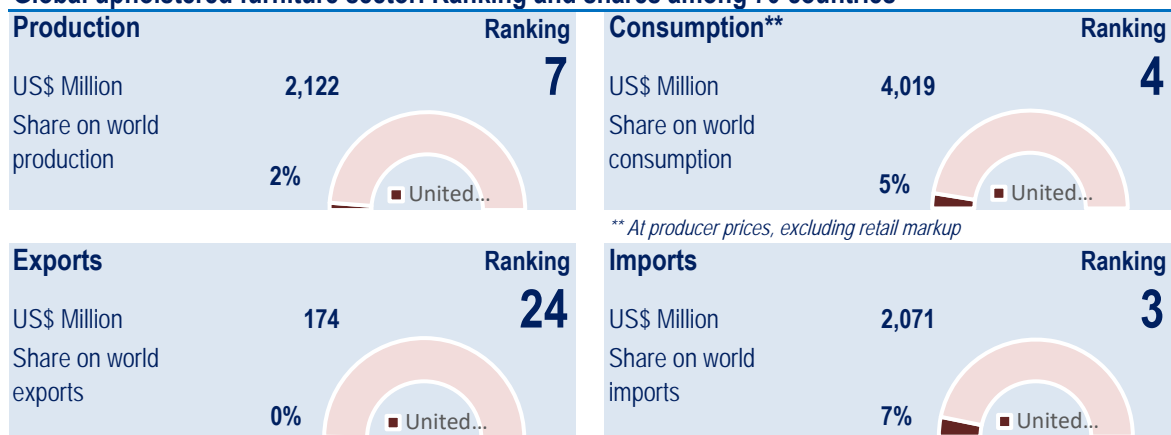
Source: UN

* Urban Agglomeration with 400 thousand inhabitants or more in 2020

3.7.8 United Kingdom. Comparison with the global upholstered furniture sector

Figure 3.70 - United Kingdom.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.70 - United Kingdom.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	244	36
Population	Million	67	16
Urban Population	% of total population	84	24
Total GNP	US\$ billion	2995	6
Per capita GNP	US\$	44480	20
Household Consumption Exp.	US\$ billion	1893	5
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	3406	9
Per capita GNP at PPP	US\$	50600	22

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.8. The upholstered furniture industry in Germany

Table 3.71 - Germany.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	2,445	2,505	2,145	2,119	2,119	2,101	1,992	1,990	2,257	2,120
Exports	US\$ million	854	882	800	791	814	842	796	781	934	840
Imports	US\$ million	2,060	2,298	2,048	2,226	2,331	2,448	2,393	2,591	3,286	2,992
Consumption*	US\$ million	3,651	3,921	3,393	3,554	3,636	3,707	3,588	3,799	4,609	4,273
Production	% ch. -US\$		2%	-14%	-1%	0%	-1%	-5%	0%	13%	-6%
Exports	% ch. -US\$		3%	-9%	-1%	3%	3%	-5%	-2%	20%	-10%
Imports	% ch. -US\$		12%	-11%	9%	5%	5%	-2%	8%	27%	-9%
Consumption*	% ch. -US\$		7%	-13%	5%	2%	2%	-3%	6%	21%	-7%
export/production	%	35%	35%	37%	37%	38%	40%	40%	39%	41%	40%
import/consumption	%	56%	59%	60%	63%	64%	66%	67%	68%	71%	70%
Production	EUR million	1,841	1,884	1,933	1,913	1,875	1,778	1,779	1,744	1,908	2,013
Exports	EUR million	643	663	721	714	720	712	711	685	789	797
Imports	EUR million	1,551	1,728	1,846	2,010	2,063	2,071	2,137	2,271	2,778	2,840
Consumption*	EUR million	2,749	2,949	3,058	3,210	3,217	3,137	3,206	3,330	3,896	4,056
Production	% ch. - EUR		2%	3%	-1%	-2%	-5%	0%	-2%	9%	5%
Exports	% ch. - EUR		3%	9%	-1%	1%	-1%	0%	-4%	15%	1%
Imports	% ch. - EUR		11%	7%	9%	3%	0%	3%	6%	22%	2%
Consumption*	% ch. - EUR		7%	4%	5%	0%	-3%	2%	4%	17%	4%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, Verband der Deutschen Möbelindustrie e.V.

Table 3.72 - Germany.

Exchange rates, 2013-2022

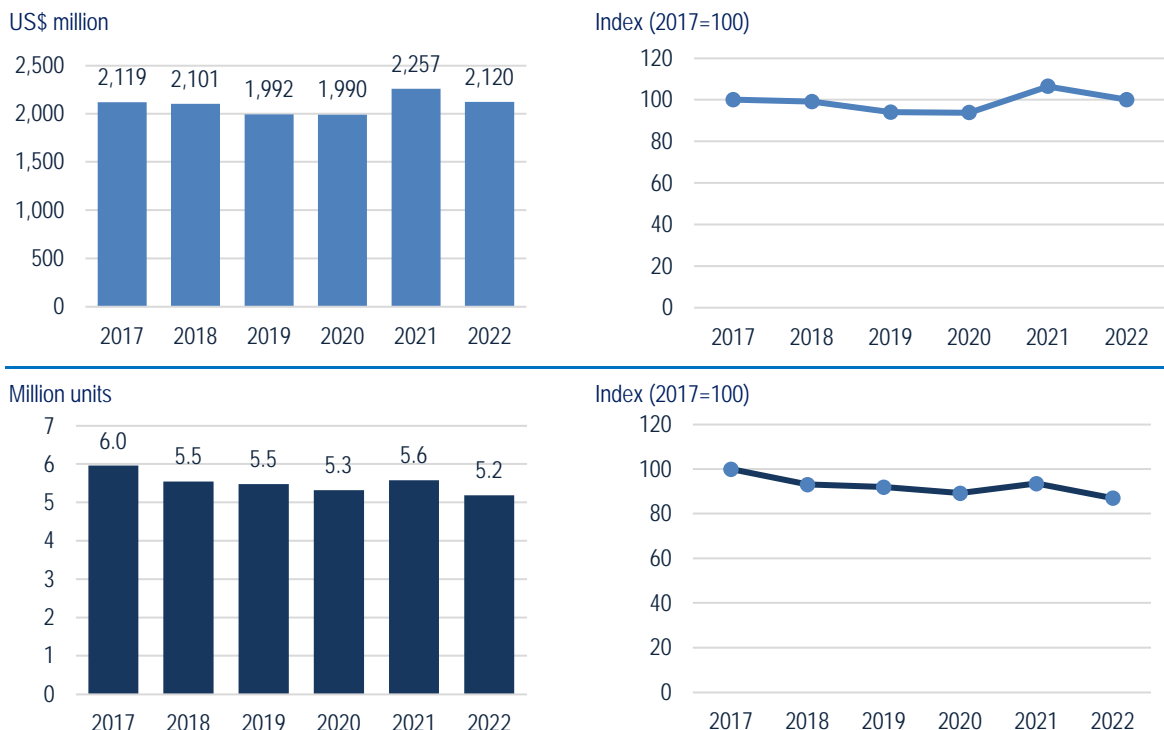
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

3.8.1 Germany. Upholstered furniture production

Figure 3.71 - Germany.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.73 - Germany.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

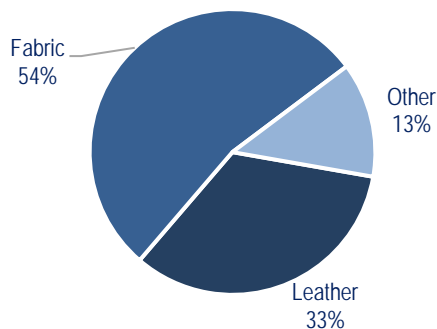
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Germany	38%	40%	40%	39%	41%	40%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.72 - Germany.

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



Source: CSIL

Last available year

3.8.2 Germany. Major Upholstered furniture manufacturers

Table 3.74 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	599.4	100	599.4
Himolla Group (Welle Holding)	301.4	98	307.6
3C Gruppe (Carina, Candy)	197.0	100	197.0
EuroComfort Holding	174.6	40	436.4
Willi Schillig Group	135.0	100	135.0
Rolf Benz (Kuka)	85.5	85	100.6
Koinor Polstermöbel	67.2	75	89.5
Cor Sitzmöbel	50.0	95	52.7
Walter Knoll	47.8	65	73.5
Dietsch	39.2	100	39.2
Brunner	34.5	30	115.1
Arco	29.4	100	29.4
Brühl + Sippold	28.6	90	31.7
Erpo (BWK GmbH)	27.4	100	27.4
Ponsel	23.7	100	23.7
Domo Collection	22.9	100	22.9
K+W (Welle Holding)	22.6	40	56.5
BW Bielefelder (Jab Anstoetz)	18.0	70	25.7
Bretz	15.5	95	16.3
Dauphin	13.7	10	136.9
Max Winzer	10.2	100	10.2
Gruber Polstermöbel	8.3	100	8.3
Signet	8.0	80	10.1
Nolte Polstermöbel	7.8	100	7.8
Wemafa Polstermöbel	5.5	100	5.5

Source: CSIL estimates. Note: Data refer to the last available year, typically 2022 or 2021.

3.8.3 Germany. 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>

Email: 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; Domestic: 1 Germany; Foreign: 2 Poland (1), Slovakia (1)

Arco

Arco Polstermöbel GmbH & Co KG

Headquarters/Main Location

Sonnefelder Str. 12 - 96279 Weidhausen - Germany

T: +49 9562 7870

Web: <https://arco-gesund-sitzen.de>

Email: info@arcogesundsitzen.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

Manufacturing plants: 2; Domestic: 2 Germany

Bretz

Bretz Wohnräume GmbH

Headquarters/Main Location

Alexander-Bretz-Strasse. 2 - 55457 Gensingen - Germany

T: +49 6727 8950

Web: <https://bretz.com>

Email: 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: 33%

Manufacturing plants: 1; Domestic: 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>

Email: 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; Domestic: 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>

Email: 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; Domestic: 1 Germany

BW Bielefelder

BW Bielefelder Werkstätten

Group: Jab Anstoetz

Headquarters/Main Location

Potsdamer straÙe 180 - 33719 Bielefeld - Germany

T: +49 521 924270

Web: <https://bielefelder-werkstaetten.jab.de>

Email: info@jab.de ; bw-kontakt@jab.de

Activity: Manufacturer

Product Portfolio: Upholstered furniture, 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: 27%

Manufacturing plants: 1; Domestic: 1 Germany

Cor Sitzmöbel

Cor Sitzmöbel Helmut Lübke GmbH & Co

Headquarters/Main Location

Nonenstraße 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: 22%

Manufacturing plants: 1; Domestic: 1 Germany

Dauphin

Dauphin HumanDesign® Group GmbH & Co KG

Group: Dauphin

Headquarters/Main Location

Espanstrasse 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: 31%

Manufacturing plants: 5; Domestic: Germany; Foreign: Switzerland, USA, South Africa

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; Domestic: 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; Foreign: 1 Poland

Erpo

Erpo Möbelwerk GmbH

Group: BWK 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; Domestic: 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 15% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 48%

Manufacturing plants: 10; Domestic: Germany; Foreign: Poland, Lithuania, France

F + S Polstermöbel

F + S Polstermöbel GmbH

Headquarters/Main Location

Am Brand 2 - 96279 Weidhausen - Germany

T: +49 9562 9829-0

Web: <http://www.fs-polstermoebel.de>

Email: kontakt@fs-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: 100-250

Manufacturing plants: 1; Domestic: 1 Germany

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; Domestic: 1 Germany

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; Domestic: 1 Germany

Himolla Group

Himolla Polstermöbel GmbH

Group: Welle Holding

Headquarters/Main Location

Landshuster 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 98% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 31%

Manufacturing plants: 5; Domestic: 1 Germany; Foreign: 4 Hungary (2), Poland (1), Slovakia (1)

Hülsta-Werke

Hülsta-Werke Hüls GmbH & Co KG

Group: Hüls AG

Headquarters/Main Location

Karl-Hüls-Strasse 1 - 48703 Stadthoehn, Borken - Germany

T: +49 2563 861220 ; 861278 ; 860

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

Email: huelsta@huelsta.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, 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; Domestic: 2 Germany

Kare Design Reiter + Schönhofer OHG

Kare Design Reiter + Schönhofer 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

Activity: Manufacturer, Retailer, Design studio

Product Portfolio: Kitchen 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

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

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; Domestic: 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

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; Domestic: 1 Germany; Foreign: 0. Karben 90,000 square metres

Kuelkens & Sohn

Kuelkens & Sohn GMBH & CO. KG

Headquarters/Main Location

Am Gardenkamp 10 - 44227 Dortmund- Barop - Germany

T: +49 231 75718

Web: <https://kuelkens-gmbh.de>

Email: 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; Domestic: 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

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; Domestic: 1 Germany

Nolte Polstermöbel

Nolte Polstermöbel GmbH

Headquarters/Main Location

Industriestraße 17-21 - 32139 Spenge - Germany

T: +49 5225 85050

Web: <https://www.nolte-polstermoebel.de>

Email: 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; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

Employees range: 100-250

Export share on total turnover: 4%

Manufacturing plants: 1; Domestic: 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 100% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 16%

Manufacturing plants: 8; Domestic: 0 ; Foreign: 8 Poland (6), Romania (1), Belarus (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; Domestic: 1 Germany

Rolf Benz

Rolf Benz AG & Co KG

Group: Kuka

Headquarters/Main Location

Haitebacher 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; Domestic: 2 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; Domestic: 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: 55%

Manufacturing plants: 2; Domestic: 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; Domestic: 1 Germany

Wemafa Polstermöbel

Wemafa Polstermöbel GmbH & Co KG

Headquarters/Main Location

Oeppings Brink 18 - 32278 Kirchlegern - 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; Domestic: 2 Germany

Willi Schillig Group

Willi Schillig Postelmöbelwerke GmbH & Co KG

Group: Willi Schillig

Headquarters/Main Location

Am Weinberg 20-22 Postfach 1220 - 96237 Ebersdorf-

Frohnach, 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

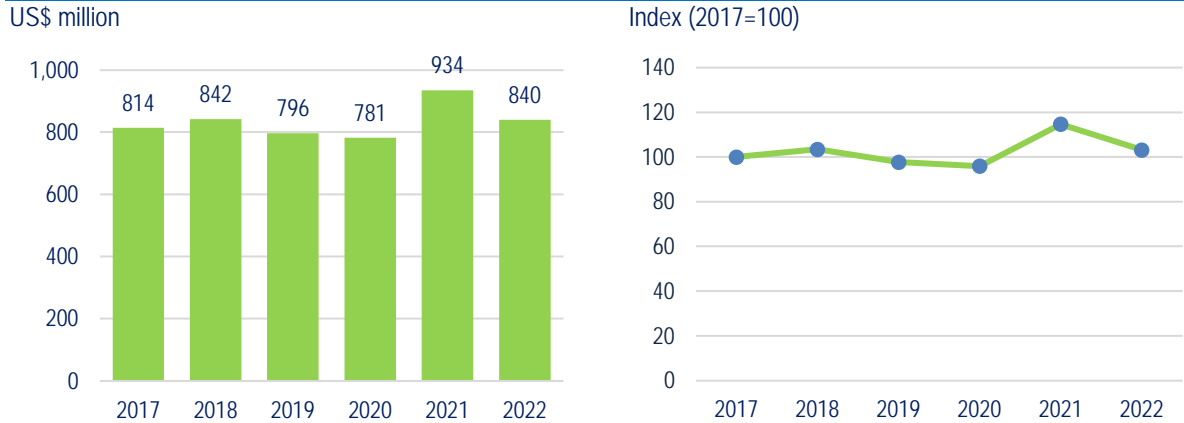
Export share on total turnover: 39%

Manufacturing plants: 5; Domestic: 1 Germany; Foreign: 4 Czech Republic, Hungary, Lithuania, Belarus

3.8.4 Germany. Upholstered furniture exports

Figure 3.73 - Germany.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

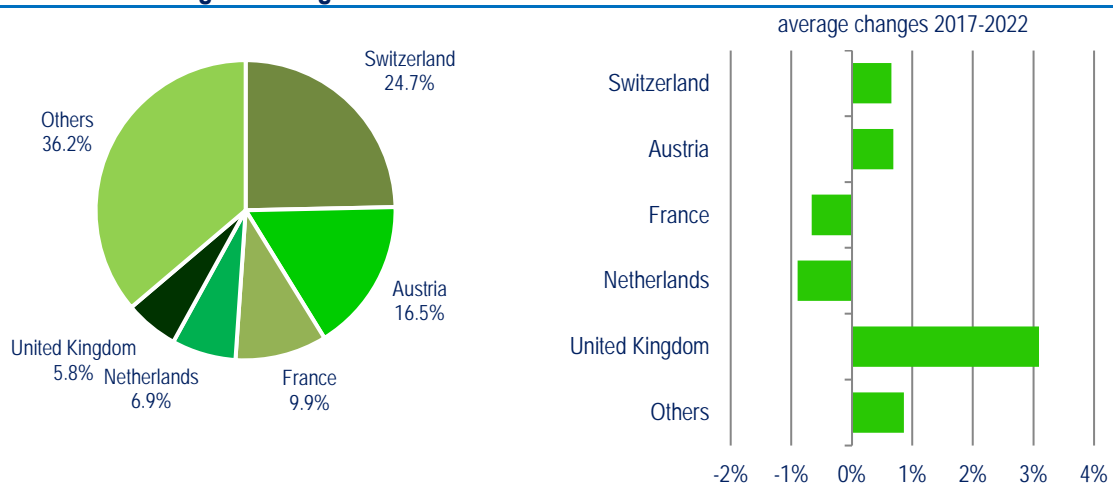


Source: CSIL processing of official data

Figure 3.74 - Germany.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.75 - Germany.
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
Switzerland	200.4	192.1	183.5	191.7	203.3	207.1	24.6	24.7	1.9	0.7
Austria	134.1	135.4	133.2	132.5	164.1	138.8	16.5	16.5	-15.4	0.7
France	85.8	89.0	85.4	84.3	100.4	83.0	10.5	9.9	-17.3	-0.7
Netherlands	60.8	65.6	58.5	60.0	67.0	58.1	7.5	6.9	-13.2	-0.9
United Kingdom	41.7	42.6	37.7	30.7	43.5	48.6	5.1	5.8	11.8	3.1
Belgium	37.9	39.6	37.7	34.7	43.6	33.4	4.7	4.0	-23.4	-2.5
Italy	19.1	24.6	24.9	27.6	36.1	28.7	2.3	3.4	-20.4	8.5
United States	16.9	22.4	20.5	16.9	24.6	22.0	2.1	2.6	-10.3	5.4
Poland	16.3	13.3	18.1	20.0	26.4	20.7	2.0	2.5	-21.5	4.9
Spain	15.3	18.9	15.8	13.7	19.7	17.4	1.9	2.1	-11.5	2.6
top 10	628.4	643.6	615.4	612.2	728.4	657.8	77.2	78.4	-9.7	0.9
others	185.7	198.1	180.5	169.3	205.5	181.7	22.8	21.6	-11.6	-0.4
Americas	28.7	37.7	31.8	24.5	32.3	27.2	3.5	3.2	-15.7	-1.1
- North America	25.4	33.3	28.8	22.5	29.9	25.4	3.1	3.0	-15.2	0.0
- Central-South America	3.3	4.4	3.0	2.1	2.3	1.8	0.4	0.2	-22.0	-11.5
Asia and Pacific	48.9	51.3	47.3	47.8	56.5	51.0	6.0	6.1	-9.9	0.8
Europe	716.9	733.6	701.6	693.2	823.8	744.5	88.1	88.7	-9.6	0.8
- European Union (27)	452.6	476.6	458.8	453.6	555.4	470.7	55.6	56.1	-15.3	0.8
- UK, CH, NO, IS	249.6	243.7	229.5	228.2	254.8	263.4	30.7	31.4	3.4	1.1
- Other Europe	14.7	13.3	13.3	11.4	13.6	10.4	1.8	1.2	-23.5	-6.6
Middle East	12.0	12.5	8.4	10.8	13.1	10.5	1.5	1.3	-19.6	-2.5
Africa	7.2	7.1	6.3	5.2	8.5	6.3	0.9	0.7	-26.0	-2.8
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	814.1	841.7	795.9	781.5	933.9	839.5	100.0	100.0	-10.1	0.6

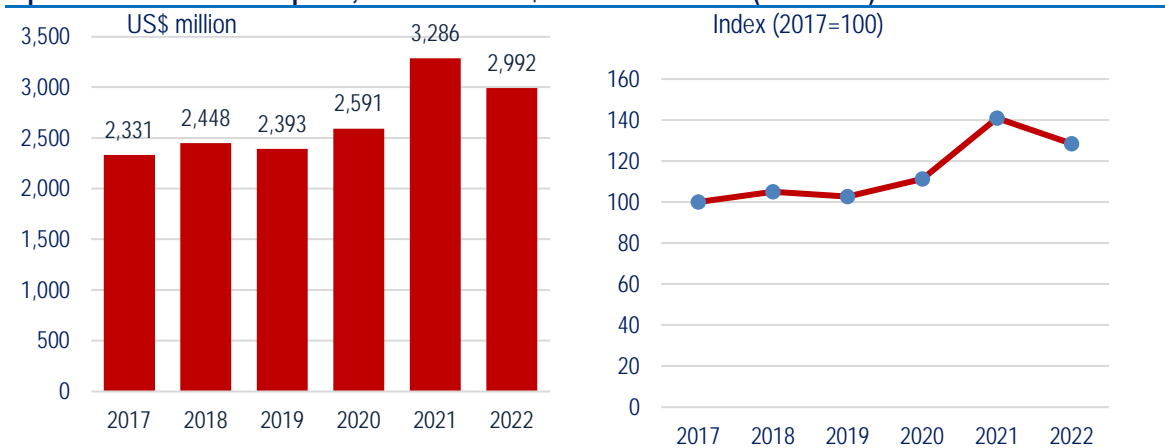
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.8.5 Germany. Upholstered furniture imports

Figure 3.75 - Germany.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

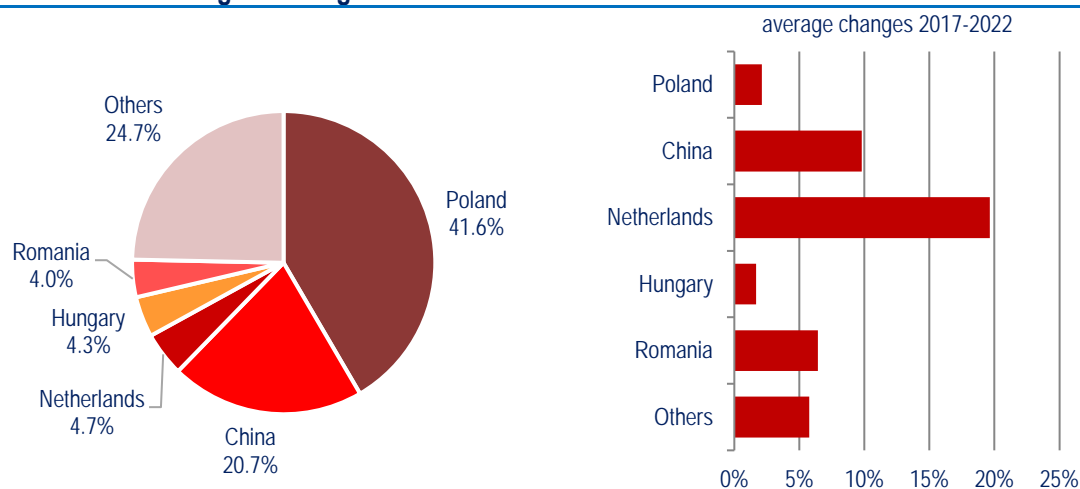


Source: CSIL processing of official data

Figure 3.76 - Germany.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.76 - Germany.
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
Poland	1120.6	1197.5	1087.1	1158.4	1393.1	1244.6	48.1	41.6	-10.7	2.1
China	387.8	408.0	421.4	450.5	652.3	618.6	16.6	20.7	-5.2	9.8
Netherlands	57.7	70.3	99.2	127.2	153.3	141.5	2.5	4.7	-7.7	19.6
Hungary	118.9	116.0	114.2	114.8	133.0	129.2	5.1	4.3	-2.9	1.7
Romania	87.3	93.3	103.8	108.4	127.3	119.2	3.7	4.0	-6.4	6.4
Slovakia	84.1	95.8	78.8	74.9	100.3	90.9	3.6	3.0	-9.4	1.6
Türkiye	36.7	36.2	39.8	49.2	68.2	86.0	1.6	2.9	26.1	18.6
Denmark	46.4	48.2	53.8	71.6	92.8	75.4	2.0	2.5	-18.8	10.2
Italy	73.3	71.0	65.3	70.6	78.3	66.4	3.1	2.2	-15.2	-2.0
Bosnia Herzegovina	36.8	40.5	34.3	35.6	41.9	50.4	1.6	1.7	20.4	6.5
top 10	2049.8	2176.7	2097.9	2261.2	2840.3	2622.1	87.9	87.6	-7.7	5.0
others	281.2	270.9	294.7	329.7	445.5	369.8	12.1	12.4	-17.0	5.6
Americas	1.9	4.9	2.8	1.6	1.9	2.1	0.1	0.1	10.2	1.1
- North America	1.8	4.8	2.2	1.3	1.8	1.9	0.1	0.1	4.3	0.5
- Central-South America	0.1	0.1	0.5	0.4	0.1	0.2	0.0	0.0	n.s.	9.7
Asia and Pacific	431.5	450.9	464.6	504.3	733.4	706.0	18.5	23.6	-3.7	10.4
Europe	1896.6	1991.0	1923.1	2084.5	2549.5	2282.1	81.4	76.3	-10.5	3.8
- European Union (27)	1727.3	1829.7	1744.2	1886.1	2278.8	2031.0	74.1	67.9	-10.9	3.3
- UK, CH, NO, IS	82.4	64.1	76.8	68.1	82.1	68.2	3.5	2.3	-16.9	-3.7
- Other Europe	86.9	97.2	102.0	130.3	188.6	183.0	3.7	6.1	-3.0	16.0
Middle East	0.1	0.1	0.1	0.2	0.2	0.2	0.0	0.0	-33.2	21.8
Africa	0.9	1.2	3.6	0.2	0.8	1.6	0.0	0.1	86.2	12.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	2331.0	2447.6	2392.5	2590.9	3285.8	2991.9	100.0	100.0	-8.9	5.1

Source: CSIL processing of official data

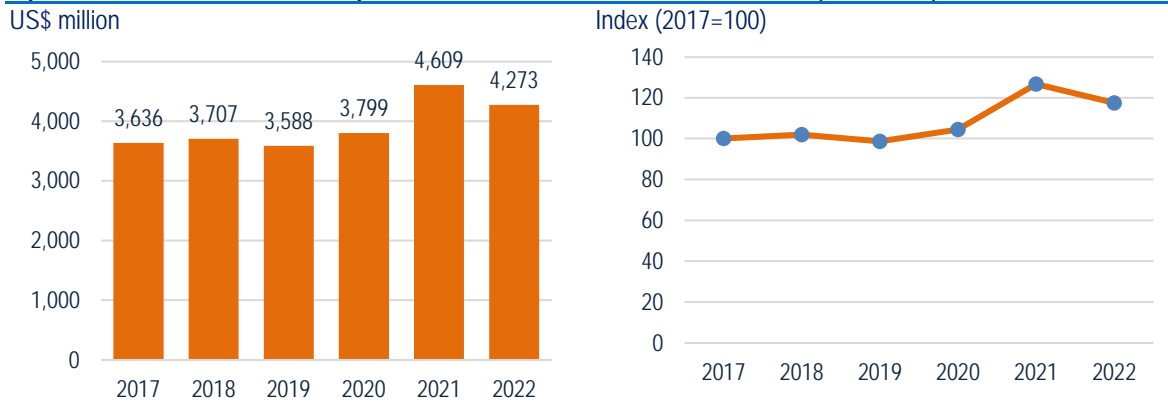
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.8.6 Germany. Upholstered furniture consumption

Figure 3.77 - Germany.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.77 - Germany.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

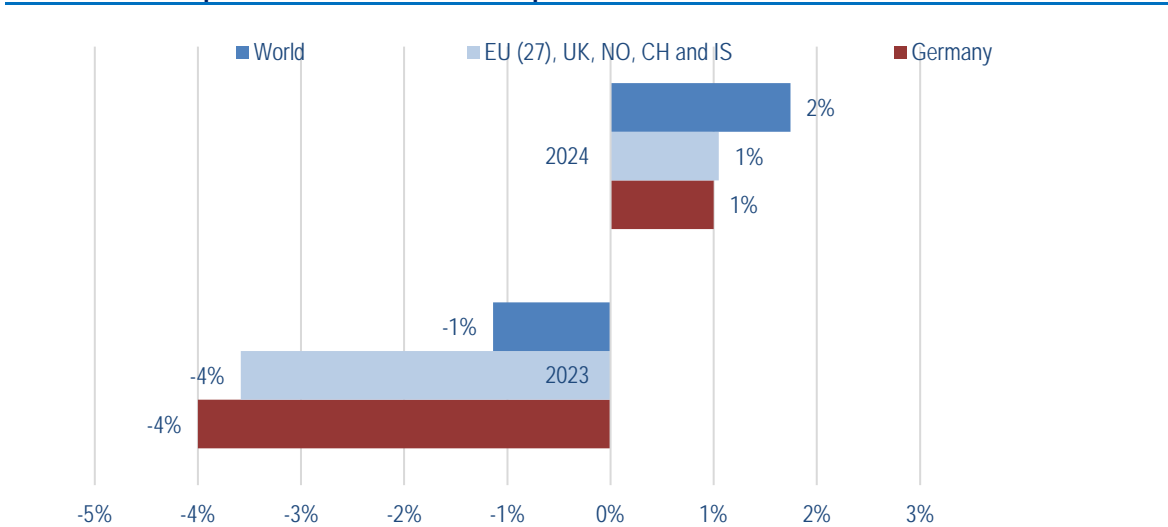
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Germany	64%	66%	67%	68%	71%	70%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.78 - Germany.

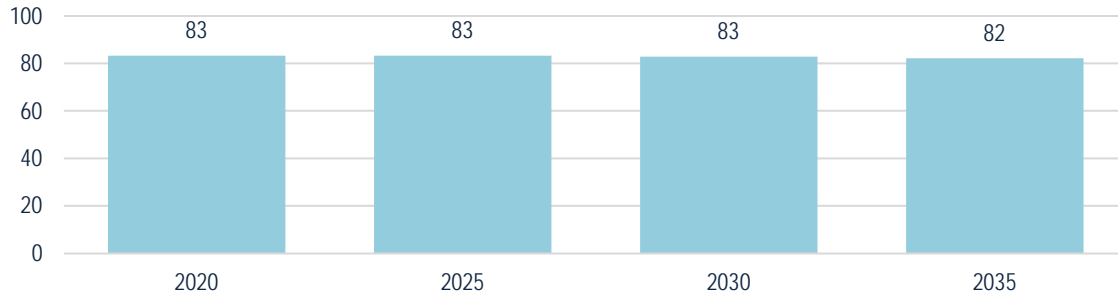
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.8.7 Germany. Population forecasts

Figure 3.79 - Germany.
Population. Million inhabitants, 2020-2035



Source: UN

Table 3.78 - 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 3.79 - Germany.
Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Berlin	3,562	3,606	1%
Hamburg	1,790	1,799	0%
München (Munich)	1,538	1,610	5%
Köln (Cologne)	1,119	1,167	4%
Frankfurt am Main	777	814	5%
Stuttgart	633	642	1%
Duesseldorf	632	649	3%
Leipzig	591	616	4%
Dortmund	590	594	1%
Essen	582	584	0%
Dresden	575	601	5%
Bremen	565	573	1%
Hannover	537	543	1%
Duisburg	515	535	4%
Nuremberg	512	515	1%

Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.8.8 Germany. Comparison with the global upholstered furniture sector

Figure 3.80 - Germany.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.80 - Germany.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	357	27
Population	Million	83	13
Urban Population	% of total population	78	36
Total GNP	US\$ billion	4298	4
Per capita GNP	US\$	51660	15
Household Consumption Exp.	US\$ billion	2098	4
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	4996	5
Per capita GNP at PPP	US\$	60050	13

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.9. The upholstered furniture industry in Mexico

Table 3.81 - Mexico.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	549	528	514	510	541	565	593	498	846	1,093
Exports	US\$ million	306	351	414	424	469	505	534	468	811	1,054
Imports	US\$ million	162	176	188	170	168	199	208	161	236	252
Consumption*	US\$ million	404	353	287	257	240	260	267	190	271	291
Production	% ch. -US\$		-4%	-3%	-1%	6%	4%	5%	-16%	70%	29%
Exports	% ch. -US\$		14%	18%	2%	11%	8%	6%	-12%	73%	30%
Imports	% ch. -US\$		8%	7%	-9%	-2%	19%	5%	-23%	47%	7%
Consumption*	% ch. -US\$		-13%	-19%	-11%	-6%	8%	3%	-29%	43%	8%
export/production	%	56%	66%	81%	83%	87%	89%	90%	94%	96%	96%
import/consumption	%	40%	50%	65%	66%	70%	77%	78%	85%	87%	86%
Production	MXN million	6,999	7,026	8,157	9,521	10,223	10,864	11,407	10,723	17,156	22,002
Exports	MXN million	3,910	4,667	6,573	7,911	8,856	9,696	10,280	10,090	16,443	21,207
Imports	MXN million	2,069	2,335	2,978	3,181	3,167	3,819	4,003	3,460	4,779	5,066
Consumption*	MXN million	5,158	4,694	4,562	4,790	4,534	4,987	5,130	4,092	5,493	5,861
Production	% ch. - MXN		0%	16%	17%	7%	6%	5%	-6%	60%	28%
Exports	% ch. - MXN		19%	41%	20%	12%	9%	6%	-2%	63%	29%
Imports	% ch. - MXN		13%	28%	7%	0%	21%	5%	-14%	38%	6%
Consumption*	% ch. - MXN		-9%	-3%	5%	-5%	10%	3%	-20%	34%	7%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Inegi

Table 3.82 - Mexico.

Exchange rates, 2013-2022

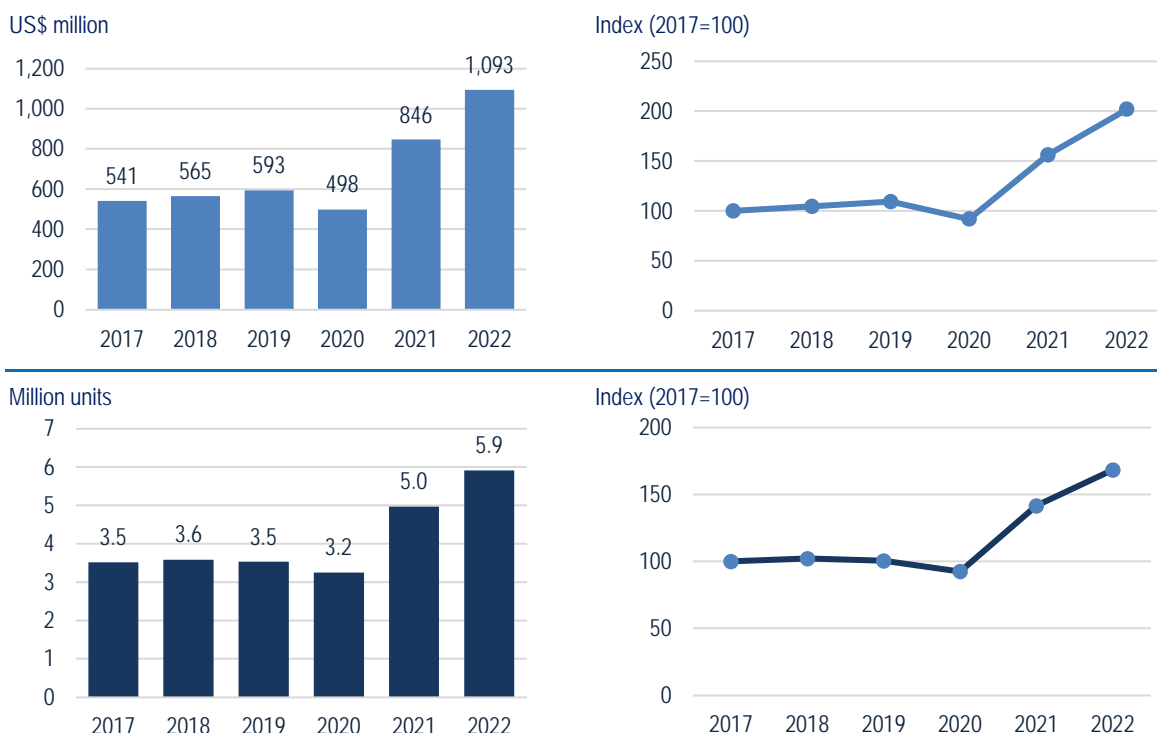
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MXN per US\$	12.76	13.30	15.87	18.67	18.88	19.22	19.25	21.55	20.28	20.12
MXN per EUR	16.94	17.69	17.61	20.67	21.34	22.71	21.55	24.58	24.00	21.20

Source: US Federal Reserve

3.9.1 Mexico. Upholstered furniture production

Figure 3.81 - Mexico.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.83 - Mexico.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

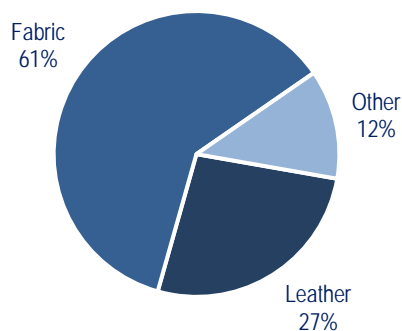
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
Mexico	87%	89%	90%	94%	96%	96%
North America	12%	11%	13%	11%	13%	14%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.82 - Mexico.

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



Source: CSIL

Last available year

3.9.2 Mexico. Major Upholstered furniture manufacturers

Table 3.84 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\$)
Kuka Mexico (Kuka)	116	100	116
Asturin	35	100	35
La-Z-Boy Muebles (La-Z-Boy)	35	100	35
Muebles B & San	32	90	35
Muebles Liz	30	100	30
Muebles Boal	27	100	27
Nero Lupo	25	100	25
Muebles Meiza International	15	100	15
Muebles Krill	12	100	12
Ikano Industry Mexico (Ikano)	5	15	32.6

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

Other leading companies which turnover data were not available include: Palliser de Mexico, Zarkin, Ethan Allen Mexico, and Man Wah. At the beginning of 2022, Man Wah Holdings established factory in Mexico with a planned production capacity of 1,000-1,500 containers/month.

3.9.3 Mexico. 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 ; acor@acor.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

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

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Mexico

Anffer

Diseños de muebles Anffer

Headquarters/Main Location

Carlos B. Zetina No. 23, Parque Industrial Xalostoc - 55348
Ecatepec - Mexico

T: +52 56990770

Web: <https://anffer.com.mx>

Email: ventasvip@salasanffer.com.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Manufacturing plants: 1; Domestic: 1 Mexico

Artema

Artema

Headquarters/Main Location

Iturbide No. 174 - 45645 Tlajomulco de Zuñiga, JAL - Mexico

T: +52 36862407

Web: <http://artema.mx>

Email: artema01@prodigy.net.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Manufacturing plants: 1; Domestic: 1 Mexico

Asturin

Asturin S.A.

Headquarters/Main Location

Rio Zapotlan 1817 - 448670 Guadalajara, JAL - Mexico

T: +52 33 36353365

Web: <http://asturinmuebles.com.mx>

Email: asturin@prodigy.net.mx

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: 21-50

Manufacturing plants: 1; Domestic: 1 Mexico

Distinción Muebles

Distinción Muebles S.A. de C.V.

Headquarters/Main Location

Blv. Díaz Ordaz 300 Bodega 2, Centro - 36500 Irapuato, Guanajuato - Mexico

T: +52 462 627 7914; 627 2603

Web: <http://www.distincion.com.mx>

Email: irapuato@distincion.com.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Mexico

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 47376057

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

Total Turnover range: 0-5 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 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

Manufacturing plants: 1; Domestic: 1 Mexico

Ethan Allen Silao

Ethan Allen Silao

Group: Ethan Allen

Headquarters/Main Location

Carretera Silao-Romita Kilómetro 4 - 36280 La Aldea, Silao - Mexico

T: +52 472 723 1000

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: > 500

Export share on total turnover: 100%

Manufacturing plants: 1; Domestic: 1 Mexico

Grupo Mueblero Sillas&Chairs

Grupo Mueblero Sillas&Chairs

Headquarters/Main Location

López Cotilla 68 - Santa Paula, JAL - Mexico

T: +52 33 3690 0145

Web: <http://sillasandchairs.com>

Email: sales01@sillasandchairs.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 Mexico

Grupo Terciopelería

Grupo Terciopelería - Dimex, Terna

Headquarters/Main Location

Lote 11 Mz 2 s/n - Col. Jardín Industrial - 56530 Ixtapaluca, Edo. de México - Mexico

T: +52 597 204 77 / 78

Web: <http://www.terna.com.mx>

Email: servicios@terna.com.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Coverings

Employees range: 251-500

Manufacturing plants: 2; Domestic: 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 Ramor Arzipe, Coahuila - Mexico

T: +52 84 41037666

Web: <https://group.ikano>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Filling

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Mexico

Industrias Freg

Industrias Freg S.A. de C.V.

Headquarters/Main Location

Av. Obreros de Cananea 2300 - 45180 Zapopan, JAL - Mexico

T: +52 33 38119515

Web: <https://www.freg.com.mx>

Email: ventas@industriasfreg.com; contacto@freg.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Garden and Outdoor, Contract

Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 Mexico

Inmujal

Inmujal - Grupo Industrial Moblero

Headquarters/Main Location

Mariano Otero No. 2955 - 45230 Zapopan, JAL - Mexico

Web: <http://inmujal.com.mx>

Email: ventas@inmujal.com.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

Manufacturing plants: 1; Domestic: 1 Mexico

Kuka Mexico

Kuka Home

Group: Kuka

Headquarters/Main Location

Monterrey, NL - Mexico

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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Mattresses

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

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 2; Domestic: 2 Mexico; Foreign: 0. 2 (of which 1 under construction)

La-Z-Boy Muebles

La-Z-Boy Muebles, S De RI De Cv

Group: La-Z-Boy

Headquarters/Main Location

Lopez Portillo - 25900 Ramos Arizpe, Coahuila - 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: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 3; Domestic: 3 Mexico

Leathertrend de Mexico

Leathertrend de Mexico - NuMobilia - Muebles Norte

Group: Robinson & Robinson Inc

Headquarters/Main Location

Av. De Los Cabos No. 147800 - Tijuana, Baja California - Mexico

T: +52 664 6228262

Web: <http://www.numobilia.com>

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Mexico

Man Wah Furniture Mexico

Man Wah Furniture Mexico SA DE CV.

Group: Man Wah Holdings Ltd

Headquarters/Main Location

Palomas 601B, Parque Industrial Hofusan - 65500 Salinas Victoria - Mexico

T: +52 2903 3965

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: > 500

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Occasional

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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 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: 15%

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Home 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; Domestic: 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

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: 15%

Manufacturing plants: 2; Domestic: 2 Mexico

Muebles Meiza International

Muebles Meiza Internacional S.A. de C.V.

Headquarters/Main Location: Camino a San Juanico 255, La Angostura - 78117 San Luis, SLP - Mexico

T: +52 44 8306 0000

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

Manufacturing plants: 1; Domestic: 1 Mexico

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

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture

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

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Mexico

Natural Leather

Natural Leather

Headquarters/Main Location

9 Poniente 114 - 72810 San Andrés de Cholula, Puebla - Mexico

T: +52 222 1782219

Web: <https://www.naturalleather.mx>

Email: contacto@naturalleather.mx

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Mexico

Nero Lupo

Nero Lupo

Headquarters/Main Location

Carr. Federal Atlixco Km 5.5 Emiliano Zapata - 72810 San Andrés de Cholula, Puebla - 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 100% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: 2; Domestic: 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 ; mueblesolga@yahoo.com.mx

Activity: Manufacturer

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

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

Total Turnover range: 15-50 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 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

Employees range: > 500

Export share on total turnover: 80%

Manufacturing plants: 3; Domestic: 3 Mexico

Sabtex Home

Sabtex Home

Group: Sabtex

Headquarters/Main Location

San Pablo 6, Centro - 06090 Ciudad de México, DF - Mexico

T: +52 55 32765710

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

Email: paul@sabtexhome.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds

Manufacturing plants: 1; Domestic: 1 Mexico

Sitwell

Sitwell

Headquarters/Main Location

Km. 22 Carr. A Uman - 97390 Merida, Yucatan - Mexico

T: +52 933 1625

Web: <http://www.sitwell.com.mx>

Email: ventas@sitwell.com.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: 0-20

Manufacturing plants: 1; Domestic: 1 Mexico

Spatiamob

Spatiamob

Headquarters/Main Location

5 de Mayo n29 - 45600 Santa Anita, JAL - Mexico

T: +52 33 31093209

Web: <http://www.spatiamob.com>

Email: contacto@spatiamob.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

Manufacturing plants: 1; Domestic: 1 Mexico

Zarkin

Zarkin

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

Employees range: > 500

Manufacturing plants: 2; Domestic: 2 Mexico

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

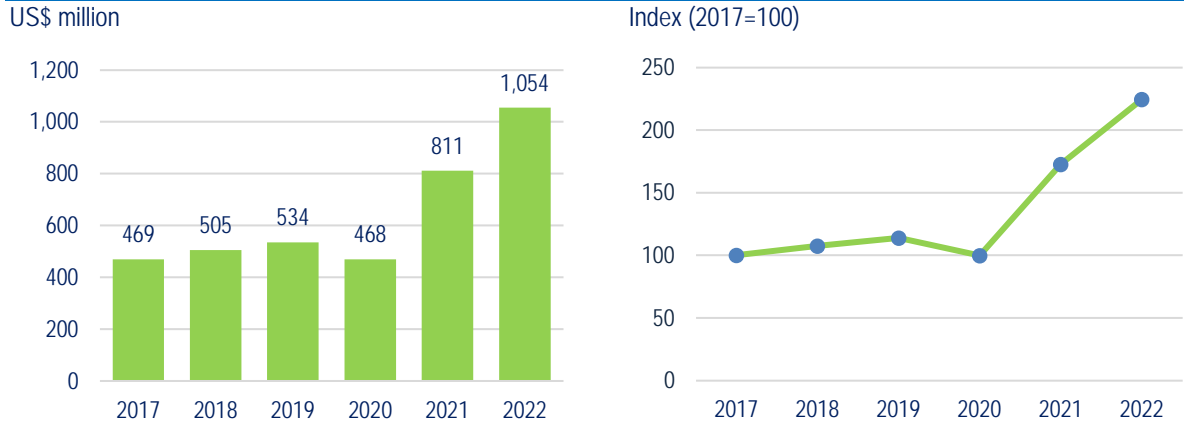
Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Mexico

3.9.4 Mexico. Upholstered furniture exports

Figure 3.83 - Mexico.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

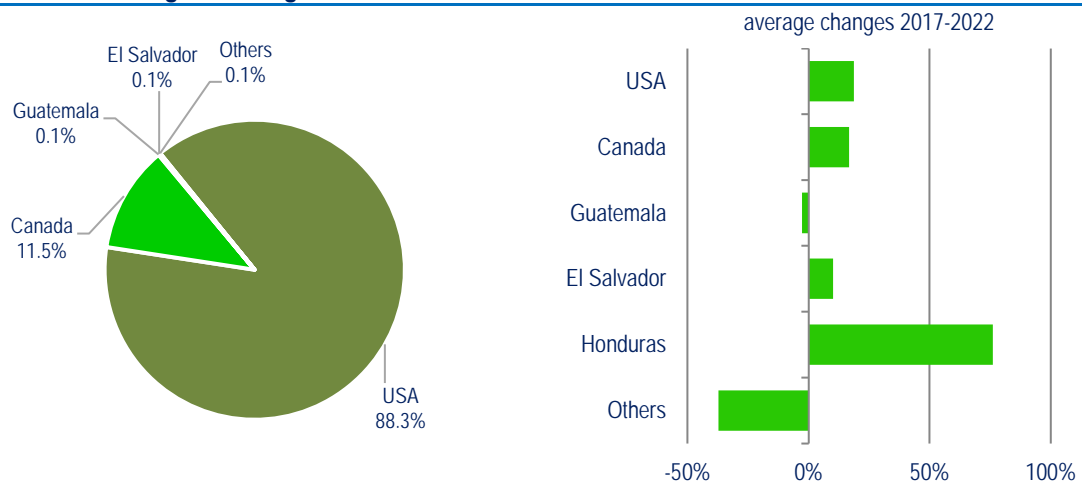


Source: CSIL processing of official data

Figure 3.84 - Mexico.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.85 - Mexico.

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
USA	393.0	418.3	449.8	401.7	699.1	930.3	85.8	88.3	33.1	18.8
Canada	55.7	67.0	75.5	62.6	109.7	121.0	12.2	11.5	10.3	16.8
Guatemala	1.0	0.6	0.5	0.3	0.5	0.8	0.2	0.1	56.5	-2.6
El Salvador	0.4	0.6	0.8	0.5	0.8	0.7	0.1	0.1	-4.2	10.2
Honduras	0.0	0.4	0.8	0.3	0.0	0.4	0.0	0.0	n.s.	76.1
Costa Rica	1.2	1.1	0.9	0.6	0.1	0.3	0.3	0.0	n.s.	-22.5
China	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.c.	n.c.
Panama	1.5	0.6	0.5	0.2	0.0	0.1	0.3	0.0	n.c.	-39.7
Dominican Rep.	0.4	0.3	0.3	0.4	0.0	0.1	0.1	0.0	n.s.	-27.4
Peru	0.3	0.1	1.3	0.1	0.0	0.1	0.1	0.0	n.c.	-26.8
top 10	453.4	488.9	530.3	466.7	810.2	1053.9	99.0	100.0	30.1	18.4
others	4.8	3.5	3.8	1.6	0.4	0.1	1.0	0.0	n.s.	n.s.
Americas	456.7	490.9	533.3	467.7	810.4	1053.8	99.7	100.0	30.0	18.2
- North America	448.7	485.3	525.3	464.4	808.8	1051.2	97.9	99.7	30.0	18.6
- Central-South America	8.1	5.6	8.0	3.3	1.6	2.6	1.8	0.2	60.5	-20.3
Asia and Pacific	0.2	0.7	0.0	0.0	0.0	0.1	0.0	0.0	n.c.	-2.5
Europe	1.3	0.7	0.8	0.6	0.2	0.0	0.3	0.0	n.s.	n.s.
- European Union (27)	0.2	0.6	0.7	0.6	0.2	0.0	0.0	0.0	n.s.	n.s.
- UK, CH, NO, IS	1.1	0.1	0.1	0.0	0.0	0.0	0.2	0.0	n.c.	n.s.
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Middle East	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	458.2	492.4	534.1	468.3	810.6	1054.0	100.0	100.0	30.0	18.1

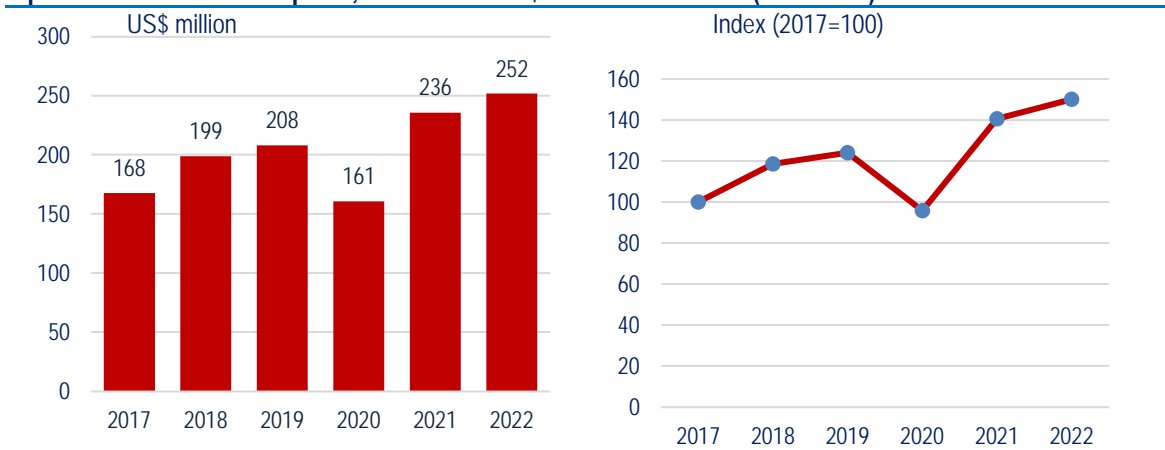
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
 UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.9.5 Mexico. Upholstered furniture imports

Figure 3.85 - Mexico.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

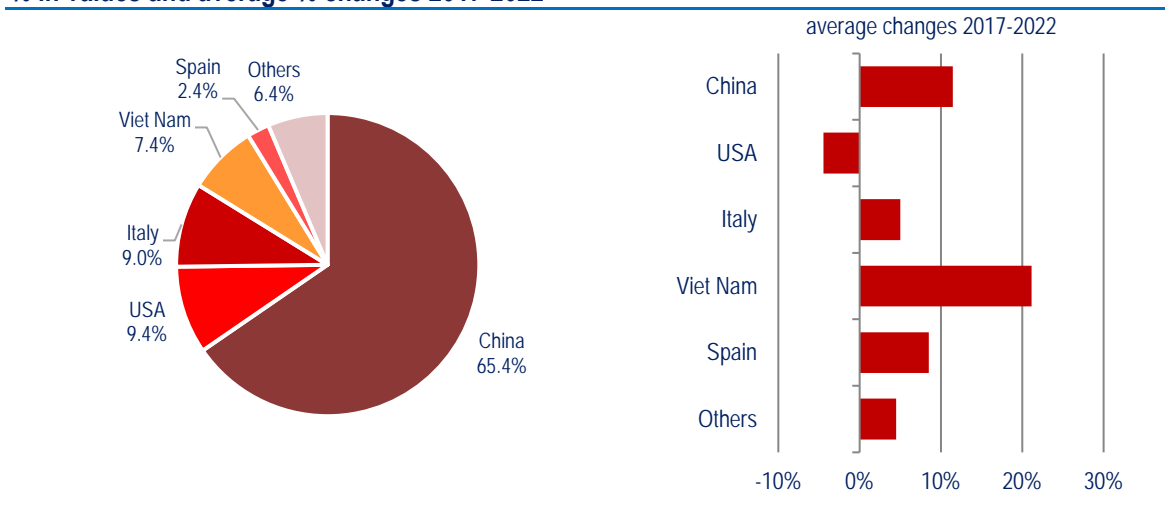


Source: CSIL processing of official data

Figure 3.86 - Mexico.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.86 - Mexico.

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	95.7	114.2	129.0	102.8	166.0	164.7	57.3	65.4	-0.8	11.5
USA	29.6	33.7	29.2	17.6	22.0	23.6	17.7	9.4	7.2	-4.4
Italy	17.8	18.3	17.0	14.3	15.8	22.7	10.6	9.0	44.1	5.0
Viet Nam	7.2	8.7	10.5	9.7	17.8	18.7	4.3	7.4	5.0	21.2
Spain	4.0	6.7	5.9	4.5	3.3	6.0	2.4	2.4	80.1	8.5
Indonesia	1.2	1.8	3.0	2.0	2.6	4.0	0.7	1.6	51.8	26.6
Malaysia	1.5	2.0	1.8	2.2	1.9	3.0	0.9	1.2	56.6	15.1
Taiwan	1.0	0.9	0.6	0.7	0.8	1.9	0.6	0.8	n.s.	14.3
Canada	1.4	2.5	2.2	0.9	1.2	1.5	0.9	0.6	27.1	0.6
Germany	0.9	0.9	1.0	0.6	0.7	1.1	0.6	0.4	44.9	2.6
top 10	160.2	189.8	200.0	155.2	232.2	247.1	95.9	98.2	6.4	9.1
others	6.8	8.5	8.0	5.4	3.4	4.6	4.1	1.8	36.3	-7.5
Americas	31.7	36.8	32.2	18.9	23.6	25.8	19.0	10.2	9.4	-4.1
- North America	31.0	36.2	31.3	18.5	23.2	25.1	18.6	10.0	8.2	-4.2
- Central-South America	0.7	0.6	0.9	0.4	0.4	0.7	0.4	0.3	80.3	0.4
Asia and Pacific	109.0	130.3	146.7	118.8	190.2	193.4	65.2	76.8	1.7	12.2
Europe	26.4	31.3	29.1	23.0	21.9	32.6	15.8	12.9	49.1	4.3
- European Union (27)	25.6	30.2	28.1	22.3	21.4	32.2	15.3	12.8	50.3	4.7
- UK, CH, NO, IS	0.3	0.6	0.6	0.3	0.2	0.3	0.2	0.1	4.2	-2.7
- Other Europe	0.5	0.5	0.5	0.4	0.2	0.2	0.3	0.1	-17.0	-17.7
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	167.1	198.3	208.0	160.6	235.6	251.8	100.0	100.0	6.9	8.5

Source: CSIL processing of official data

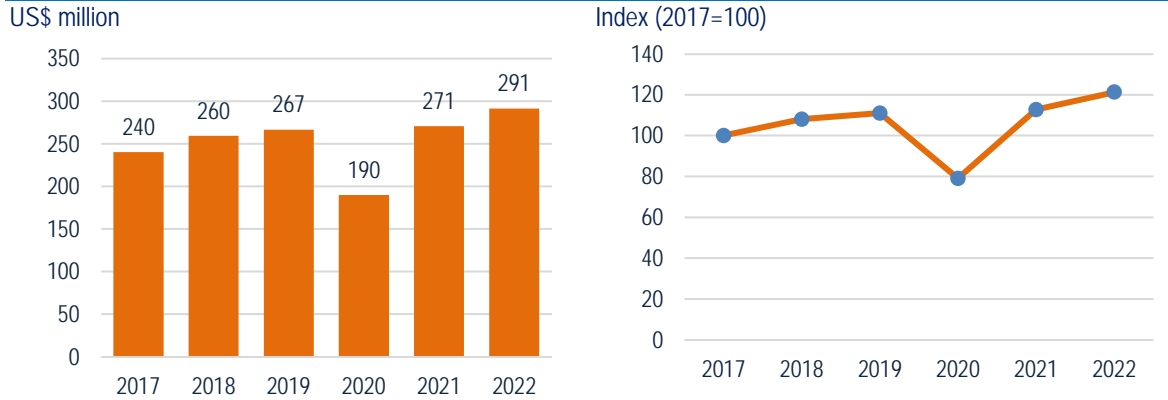
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.9.6 Mexico. Upholstered furniture consumption

Figure 3.87 - Mexico.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.87 - Mexico.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

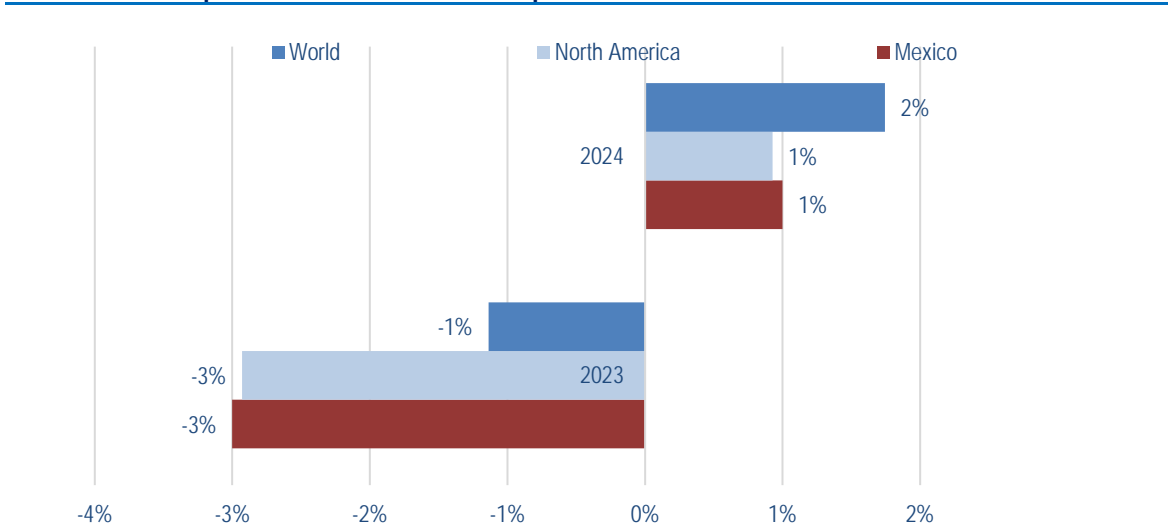
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
Mexico	70%	77%	78%	85%	87%	86%
North America	41%	42%	43%	43%	48%	44%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.88 - Mexico.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

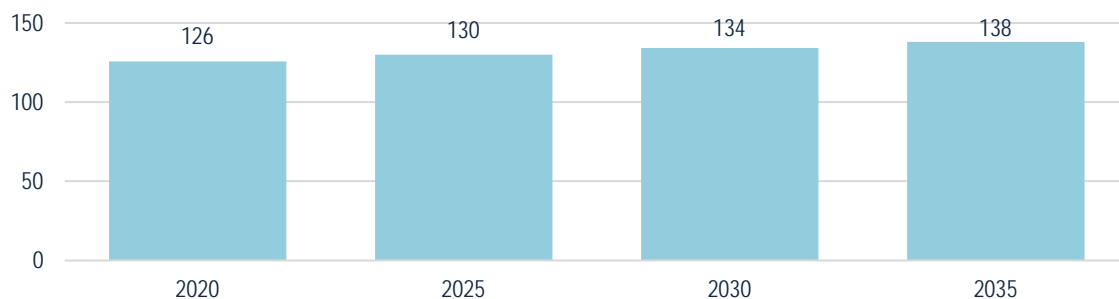


Source: CSIL

3.9.7 Mexico. Population forecasts

Figure 3.89 - Mexico.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.88 - 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 3.89 - Mexico.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Ciudad de México (Mexico City)	21,782	24,111	11%
Guadalajara	5,179	5,943	15%
Monterrey	4,874	5,621	15%
Puebla	3,195	3,669	15%
Toluca de Lerdo	2,467	2,909	18%
Tijuana	2,140	2,491	16%
León de los Aldamas	1,825	2,075	14%
La Laguna	1,615	2,013	25%
Ciudad Juárez	1,519	1,730	14%
Querétaro	1,339	1,558	16%
San Luis Potosí	1,217	1,396	15%
Mérida	1,161	1,342	16%
Mexicali	1,121	1,296	16%
Aguascalientes	1,106	1,276	15%
Cuernavaca	1,075	1,232	15%

Source: UN

* Urban Agglomeration with 1 million inhabitants or more in 2020

3.9.8 Mexico. Comparison with the global upholstered furniture sector

Figure 3.90 - Mexico.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.90 - Mexico.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	1964	12
Population	Million	127	7
Urban Population	% of total population	81	32
Total GNP	US\$ billion	1215	15
Per capita GNP	US\$	9590	53
Household Consumption Exp.	US\$ billion	838	12
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	2415	14
Per capita GNP at PPP	US\$	19060	55

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.10. The upholstered furniture industry in Türkiye

Table 3.91 - Türkiye.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	848	857	804	768	834	777	829	801	1,010	1,064
Exports	US\$ million	311	328	301	305	339	383	476	484	660	710
Imports	US\$ million	144	148	131	55	53	46	41	46	53	60
Consumption*	US\$ million	681	677	635	518	547	440	394	363	403	415
Production	% ch. -US\$		1%	-6%	-4%	9%	-7%	7%	-3%	26%	5%
Exports	% ch. -US\$		6%	-8%	1%	11%	13%	24%	2%	37%	7%
Imports	% ch. -US\$		3%	-11%	-58%	-4%	-12%	-12%	12%	16%	13%
Consumption*	% ch. -US\$		-1%	-6%	-18%	6%	-20%	-11%	-8%	11%	3%
export/production	%	37%	38%	37%	40%	41%	49%	57%	60%	65%	67%
import/consumption	%	21%	22%	21%	11%	10%	11%	10%	13%	13%	15%
Production	TRY million	1,617	1,875	2,194	2,323	3,042	3,772	4,708	5,634	9,015	17,679
Exports	TRY million	592	718	821	922	1,238	1,862	2,704	3,400	5,893	11,790
Imports	TRY million	274	325	358	165	192	225	233	321	474	999
Consumption*	TRY million	1,299	1,482	1,732	1,566	1,997	2,136	2,237	2,555	3,596	6,888
Production	% ch. - TRY		16%	17%	6%	31%	24%	25%	20%	60%	96%
Exports	% ch. - TRY		21%	14%	12%	34%	50%	45%	26%	73%	100%
Imports	% ch. - TRY		19%	10%	-54%	16%	17%	3%	38%	48%	111%
Consumption*	% ch. - TRY		14%	17%	-10%	28%	7%	5%	14%	41%	92%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

Table 3.92 - Türkiye.

Exchange rates, 2013-2022

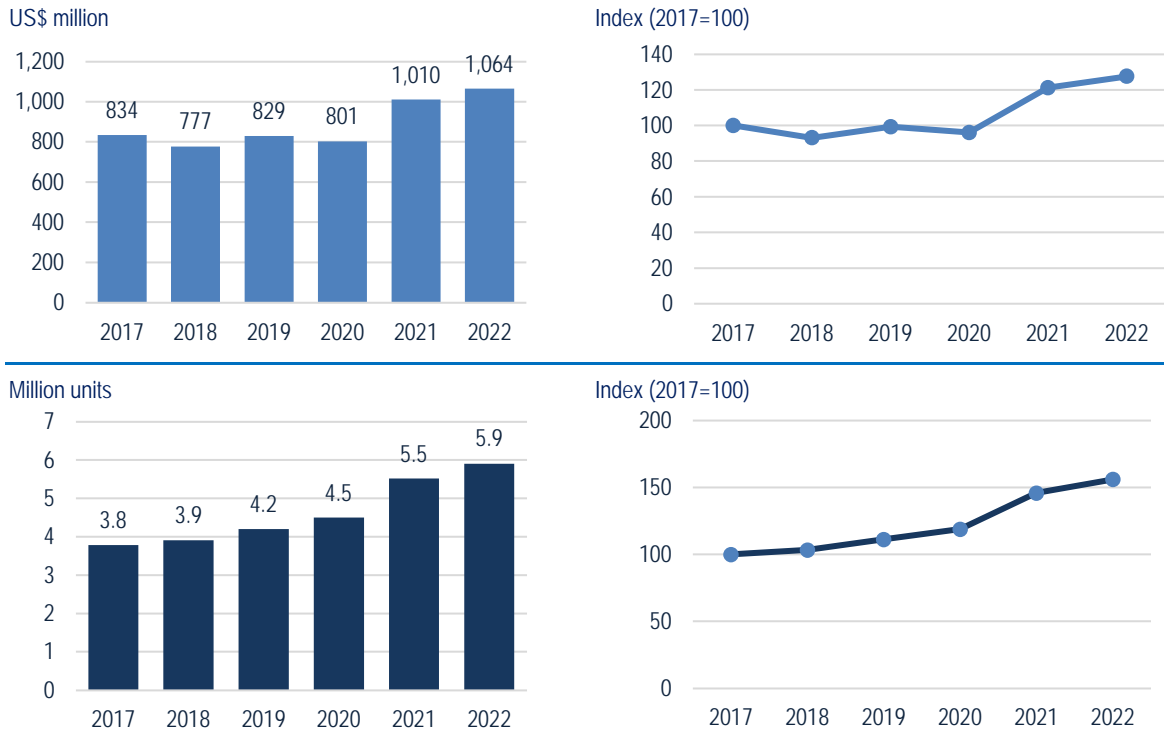
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TRY per US\$	1.91	2.19	2.73	3.02	3.65	4.85	5.68	7.03	8.92	16.61
TRY per EUR	2.53	2.91	3.03	3.35	4.12	5.74	6.36	8.02	10.56	17.50

Source: US Federal Reserve

3.10.1 Türkiye. Upholstered furniture production

Figure 3.91 - Türkiye.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.93 - Türkiye.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

Comparison with Central-East Europe outside the EU and Russia and World

	2017	2018	2019	2020	2021	2022
Türkiye	41%	49%	57%	60%	65%	67%
Central-East Europe outside the EU and Russia	38%	43%	48%	52%	56%	57%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.10.2 Türkiye. Major Upholstered furniture manufacturers

Table 3.94 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\$)
Yatas Yatak	107.2	36	297.9
Istikbal Mobilya (Erciyes Anadolu Holding)	103.3	40	258.4
Bellona (Erciyes Anadolu Holding)	58.3	30	194.4
Doğtaş Kelebek	53.5	47	113.8
Mondi (Erciyes Anadolu Holding)	45.4	50	90.8
Ipek	31.1	50	62.1
Konfor	29.8	35	85.0
Lema Mobilya	16.8	50	33.6
Ladin Mobilya	14.7	80	18.4
Alfemo Mobilya	13.4	40	33.6
Aldora Mobilya	11.6	35	33.1
Kilim	11.2	56	20.0
Weltew Mobilya	10.0	35	28.6
Lazzoni Mobilya	10.0	50	20.0
Boldera Mobilya	8.9	100	8.9
Livello Home Collection	6.4	35	18.4
Beyza Mobilya	6.1	60	10.2
Merinos Mobilya	5.0	50	10.0
Tuna Celik	4.7	50	9.5
Casa	4.5	50	9.0
Koleksiyon	4.4	8	54.6
Fuga Mobilya	4.4	40	10.9
Arno Home	3.4	40	8.4
ABC Mobilya	2.5	10	25.0
Mobi Mobilya	1.1	20	5.3

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.10.3 Turkey. Major Upholstered furniture manufacturers

ABC Mobilya

Taşkıranlar Hali Pazarlama Mobilya İnşaat San. Ve Tic. A.Ş.

Group: Taşkıranlar Group

Headquarters/Main Location

Kamil Tunca Bulvarı, 99 - İzmir - Turkey

T: +90 232 4585656

Web: <https://abcbedding.com.tr>

<https://www.skybedd.com> ; <https://www.magazinmobilya.com.tr>

Email: info@abcbedding.com.tr

Activity: Holding, Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Furnishing accessories

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 - Turkey

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; Domestic: 2 Turkey

Alfemo Mobilya

Alfemo Mobilya Sanayi ve Ticaret AŞ - Yatpa Dayanikli Tüketim Malları Sanayi Ve Ticaret A S

Headquarters/Main Location

Celal Umur cad. No:10 - 35860 Torbalı, İzmir - Turkey

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 40% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Turkey

Arno Home

Şemsioğlu Mobilya San ve Tic. Ltd. Şti.

Headquarters/Main Location

29 Ekim mah Bayraktar sok no 24 Yazibasi - 35830 Torbalı, İzmir - Turkey

T: +90 232 853 75 75

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

Email: halit@arno.com.tr

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses

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: 40%

Manufacturing plants: 1; Domestic: 1 Turkey

Bellona

Bellona Mobilya Sanayi ve Ticaret A.Ş.

Group: Erciyes Anadolu Holding

Headquarters/Main Location

Türkali mah. Yeniyol sok. No: 5 - 38070 Besiktas, İstanbul - Turkey

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 30% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 30%

Manufacturing plants: 3; Domestic: 3 Turkey

Beyza Mobilya

Beyza Mobilya Dayanikli Tüketim Maddeleri Gıda Madencilik İnşaat Petrol Ürün San Tic A S

Headquarters/Main Location

O.S.B. 6.Cadde No:31 - Melikgazi, Kayseri - Turkey

T: +90 352 321 19 74

Web: <http://www.beyza.com>

Email: 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; Domestic: 1 Turkey

Boldera Mobilya

Öztur Mobilya Kanepe Tekstil Yatak Ağac Ürünleri Çelik Eşya Sanayi Ve Ticaret Ltd Sti - Öztan Furniture Boldera

Headquarters/Main Location

1. O.S.B., 43. Cadde, 10 - Kayseri - Turkey
T: +90 352 3220555

Web: <http://boldera.com.tr>

Email: 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; Domestic: 1 Turkey

Bürosit

Bürosit Büro Dananımları Sanayi ve Ticaret SA

Group: ER Metal

Headquarters/Main Location

Dermitas Organize Sanay Bölgesi - 16369 Bursa - Turkey
T: +90 224 2802000

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

Email: info@burosit.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Contract

Total Turnover range: 5-15 US\$ million

Export share on total turnover: 10%

Manufacturing plants: ; Domestic: Turkey

Burotime

Tosunogullari Mobilya Sanayi ve Ticaret AŞ - Burotime

Headquarters/Main Location

Konya O.S.B. Evrenköy Cad. 5 - 42100 Konya - Turkey
T: +90 332 2390017

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

Email: info@burotime.com.tr

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Upholstered furniture

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 30%

Manufacturing plants: ; Domestic: Turkey

Cardin Concept

Cardin Concept

Headquarters/Main Location

O.S.B. 20. Cadde No / 10 - Eskişehir - Turkey
T: +90 222 236 22 82

Web: <http://www.cardin.com.tr>

Email: info@cardin.com.tr

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional

Total Turnover range: 5-15 US\$ million

Casa

Casa Fabrika

Headquarters/Main Location

Çankırı Bulvarı 103 - 06750 Akyurt, Ankara - Turkey
T: +90 312 8475080

Web: <http://www.casa.com.tr>

Email: 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: 5-15 US\$ million

Manufacturing plants: 2; Domestic: 2 Turkey

Casella

Kasella Büro Sistemleri San. ve Tic. Ltd. Sti. - Casella

Headquarters/Main Location

Haraççı Merkez Mahallesi, Hadımköy Yolu Cd No: 11 - 34281
Arnavutköy, İstanbul - Turkey

T: +90 212 6832040

Web: <https://www.casella.com.tr>

Email: info@casella.com.tr

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Office Seating, Upholstered furniture, Occasional

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: ; Domestic: Turkey

Doğtaş Kelebek

Doganlar Mobilya Grubu İmalat Sanayi ve Ticaret AS

Group: Doğtaş Kelebek

Headquarters/Main Location

Ruzgarlıbahçe Mh. Kavak Sk. No: 31/1 Smart Plaza B Block
Kat: 6 - Kavacık, Beykoz-İstanbul - Turkey

T: +90 216 4250002

Web: <https://www.dogtas.com> ;

<https://www.doganlarmobilyagrubu.com> ;

<https://www.ruumstore.com>

Email: info@dogtas.com.tr ; 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 47% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 12%

Manufacturing plants: 2; Domestic: 2 Turkey

Erciyes Anadolu Holding (ex Boydak)

Erciyes Anadolu Holding

Group: Erciyes Anadolu Holding

Headquarters/Main Location

OSB. 6. Cad. No. 35 - 38070 Kayseri - Turkey

T: +90 352 207 18 00

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

Email: boydak@boydakholding.com.tr

Activity: Manufacturer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Home furniture, Garden and Outdoor, Mattresses, Chemicals, Textiles

Total Turnover range: >250 US\$ million

Employees range: > 500

Export share on total turnover: 24%

Manufacturing plants: 9; Domestic: 7 Turkey; Foreign: 2 Russia, Ukraine. 5 for furniture production

Ersa

Ersa Mobilya Sanayi ve Ticaret A. Ş.

Group: Ersa

Headquarters/Main Location

Ord.Prof.Dr. Fahrettin Kerim Gökay Cad No: 60 Altunizade, Üsküdar - 34660 İstanbul - Turkey

T: +90 216 415 59 11

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

Email: info@ersamobilya.com ; info@ersaoffice.com

Activity: Manufacturer

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

Total Turnover range: 15-50 US\$ million

Export share on total turnover: 24%

Manufacturing plants: ; Domestic: Turkey

Flekssit

Flekssit Office

Headquarters/Main Location

OSB 8. Cadde No:44 - Melikgazi, Kaiseri - Turkey

T: +90 352 321 16 27 - 28

Web: <https://www.flekssit.com.tr>

Email: info@flekssit.com.tr ; flekssit@flekssit.com.tr

Activity: Manufacturer

Product Portfolio: Office Furniture, Office Seating, Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 25%

Manufacturing plants: ; Domestic: Turkey

Font Sofa

Adam Mobilya - Font Sofa

Headquarters/Main Location

Ahi Evran OSB Dist. Anadolu St. No 27 - 06950 Sincan , Ankara - Turkey

T: +90 312 267 5666

Web: <http://fontsofa.com>

Email: export@fontsofa.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Employees range: 51-100

Export share on total turnover: 90%

Manufacturing plants: 1; Domestic: 1 Turkey

Fuga Mobilya

Fuga Agac Isleme Sanayi Anonim Sirketi

Headquarters/Main Location

Modoko 7. Sokak No: 40, Yukari Dudullu Mahallesi - 34775 Umraniye, İstanbul - Turkey

T: +90 216 3642082

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

Email: 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; Domestic: 2 Turkey

Ipek

Ipek Mobilya AŞ

Group: Ipek Mobilya

Headquarters/Main Location

OSB 43. Cad. No:35 - 38100 Kayseri - Turkey

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 50% of total revenues

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Export share on total turnover: 32%

Manufacturing plants: 1; Domestic: 1 Turkey

Istikbal Mobilya**Istikbal Mobilya Sanayi ve Ticaret AS****Group:** Erciyes Anadolu Holding**Headquarters/Main Location**

OSB 8. Cad. No 60 - 38070 Kayseri - Turkey

T: +90 352 3220101**Web:** <https://www.istikbal.com.tr>**Email:** info@boydakexport.com**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Upholstered furniture, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, 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:** 30%**Manufacturing plants:** 3; Domestic: 3 Turkey**Kilim****Kilim Mobilya Kanepe Sanayi ve Ticaret AŞ****Group:** Kilim**Headquarters/Main Location**

1. OSB Böl.43 Cadde No.27 - 38070 Melikgazi, Kayseri - Turkey

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:** Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses**Upholstered furniture production** accounts for an estimated 56% of total revenues**Total Turnover range:** 15-50 US\$ million**Employees range:** > 500**Export share on total turnover:** 52%**Manufacturing plants:** 4; Domestic: 4 Turkey**Kimsan -Solenne****Solenne Office Furniture & Project****Headquarters/Main Location**

Çınar Mahallesi Çankırı Bulvarı No: 100 - 06750 Akyurt, Ankara - Turkey

T: +90 312 847 55 11**Web:** <https://www.solenne.com.tr>**Email:** solenne@solenne.com.tr**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Office Seating, Upholstered furniture, Garden and Outdoor, Contract**Total Turnover range:** 5-15 US\$ million**Employees range:** 51-100**Export share on total turnover:** 40%**Manufacturing plants:** ; Domestic: Turkey**Koleksiyon****Koleksiyon Contract & Office Mobilya Sanayi ve Ticaret AŞ****Headquarters/Main Location**

Cumhuriyet Mah. Bağlar Cad. No:35 - 34457 Sarıyer, İstanbul - Turkey

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:** ; Domestic: Turkey**Konfor****Konfor Dayanıklı Tüketim Malları Mobilya Deri Tekstil Turizm San. Ve Tic. A.Ş.****Headquarters/Main Location**

Çamlık Cad. No:46 - 35414 Sarnıç, İzmir - Turkey

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 35% of total revenues**Total Turnover range:** 50-100 US\$ million**Employees range:** > 500**Export share on total turnover:** 35%**Manufacturing plants:** 3; Domestic: 3 Turkey**Ladin Mobilya****Ladin Kanepe Mobilya Sanayi ve Tic. Ltd. Şti****Headquarters/Main Location**

O.S.B. Fatih Sultan Mehme Bulvarı No: 241 - 38070 Melikgazi, Kayseri - Turkey

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:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Domestic: 1 Turkey

Lazzoni Mobilya**Lazzoni Mobilya Insaat Turizm Sanayi Ve Ticaret Ltd Sti****Headquarters/Main Location**

Balikhisar Mevkii - 38070 Ankara - Turkey

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: 46%

Manufacturing plants: 1; Domestic: 1 Turkey

Lema Mobilya**Lema Mobilya Tekstil İnşaat Sanayi****Headquarters/Main Location**

Yeni Sanayi Orhangazi Caddesi, 54-5 - 16400 Bursa - Turkey

T: +90 224 7113130

Web: <https://www.saloni.com.tr>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: 4; Domestic: 4 Turkey

Livello Home Collection**Livello Home Collection****Headquarters/Main Location**

O.S.B. 1. Cadde No: 27 - Inegol, Bursa - Turkey

T: +90 224 723 43 40

Web: <http://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; Domestic: 1 Turkey

Merinos Mobilya**Merinos Mobilya****Headquarters/Main Location**

Merkez Mah. 29 Ekim Cad. No:21 - Yenibosna, İstanbul - Turkey

T: +90 212 654 69 50

Web: <http://www.merinos.com.tr>Email: info@merinos.com.tr

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, Mattresses, 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; Domestic: 1 Turkey

Mobi Mobilya - Mobi Furniture & Interior Co Ltd**Mobi Furniture & Interior Co Ltd - Mobi Mobilya****Headquarters/Main Location**

Yalova Yolu 14 Km Sanayi Cad. No: 4 - 16335 Ovaakça, Bursa - Turkey

T: +90 224 5126048 ; 5126049 ; 5126050

Web: <https://mobi.com.tr>Email: 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 20% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Export share on total turnover: 60%

Manufacturing plants: 1; Domestic: 1 Turkey

Mondi**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 - Turkey

T: +90 352 3220681

Web: <https://www.mondi.com.tr>Email: mondi@mondi.com.tr

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Children's rooms, Occasional, Home furniture, Mattresses

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

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Export share on total turnover: 6%

Manufacturing plants: 1; Domestic: 1 Turkey

Nurus

Nurus Nurettin Usta Proje Dek Mob Ve Paz İth İhr Ve Nak AŞ

Group: Nurus

Headquarters/Main Location

Büyükdere Cad. Karakol Sok. No:2 - 34330 Levent, İstanbul - Turkey

T: +90 312 8440040

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

Email: nurus@nurus.com.tr

Activity: Manufacturer, Trader

Product Portfolio: Office Furniture, Acoustic Solutions, Upholstered furniture, Contract

Total Turnover range: 50-100 US\$ million

Export share on total turnover: 31%

Manufacturing plants: ; Domestic: Turkey

Rendi Mobilya

Yaprak Orman Urunleri Sanayi Ve Ticaret Ltd Sti

Headquarters/Main Location

O.S.B. 2. Cad. - Bursa - Turkey

T: +90 224 714 84 14

Web: <http://www.rendimobilya.com>

Email: Info@Rendimobilya.Com

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Furnishing accessories

Employees range: 100-250

Tuna Celik

Tuna Celik Esya Sanayi ve Ticaret AŞ

Group: Tuna-Girsberger

Headquarters/Main Location: Bağlarbaşı Kısıklı cad. No:20 - 34692 Altunizade, İstanbul - Turkey

T: +90 212 4013535

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

Email: 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: 5-15 US\$ million

Manufacturing plants: 1; Domestic: 1 Turkey

Vanessa

Karmen Oturma Grupları San. Ve Tic. Ltd. Şti.

Headquarters/Main Location

Bursa Karayolu 13. Km İnegöl - İnegöl, Bursa - Turkey

T: +90 224 7313362

Web: <http://www.vanessa.com.tr>

Email: vanessa@vanessa.com.tr

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Occasional, Ironmongery and Hardware Items

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Vettore Mobilya

Aksan Mobilya Pazarlama Ve Sanayi Ticaret A Ş

Headquarters/Main Location

Kavaklı Mahallesi Selanik Cad. No: 25 - 34596 Silivri , İstanbul - Turkey

T: +90 212 723 79 55

Web: <https://www.vettore.com.tr>

Email: musterihizmetleri@vettore.com.tr ; 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

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Turkey

Weltew Mobilya

Meltem Modüler Mobilya Koltuk San. ve Tic. A.Ş

Group: Altinyonga

Headquarters/Main Location

Yenice Köy Mh. Ova Cd. No:27 - 16410 İnegöl, Bursa - Turkey

T: +90 444 93 90

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

Email: 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: 15-50 US\$ million

Employees range: > 500

Export share on total turnover: 40%

Manufacturing plants: 1; Domestic: 1 Turkey

Yatas Yatak (production)

Yatas Yatak ve Yorgan San. Tic. AS

Group: Yatas

Headquarters/Main Location

41A, Kartal Caddesi, Cumhuriyet Mahallesi - 34876 Kartal , İstanbul - Turkey

T: +90 216 4440987

Web: <https://www.yatasbedding.com.tr>

Email: yatas@yatas.com.tr

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Textiles

Upholstered furniture production accounts for an estimated 36% of total revenues

Total Turnover range: >250 US\$ million

Employees range: > 500

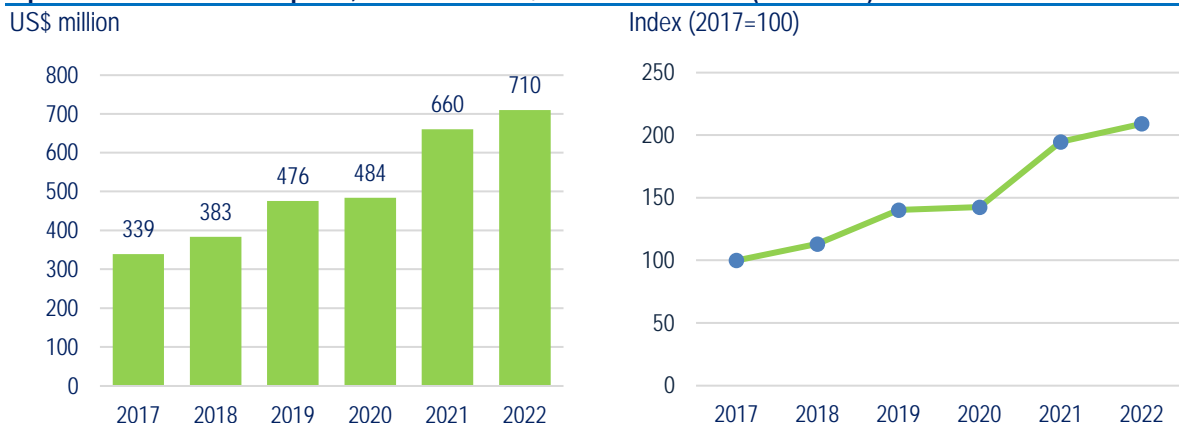
Export share on total turnover: 17%

Manufacturing plants: 3; Domestic: 3 Turkey

3.10.4 Türkiye. Upholstered furniture exports

Figure 3.92 - Türkiye.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

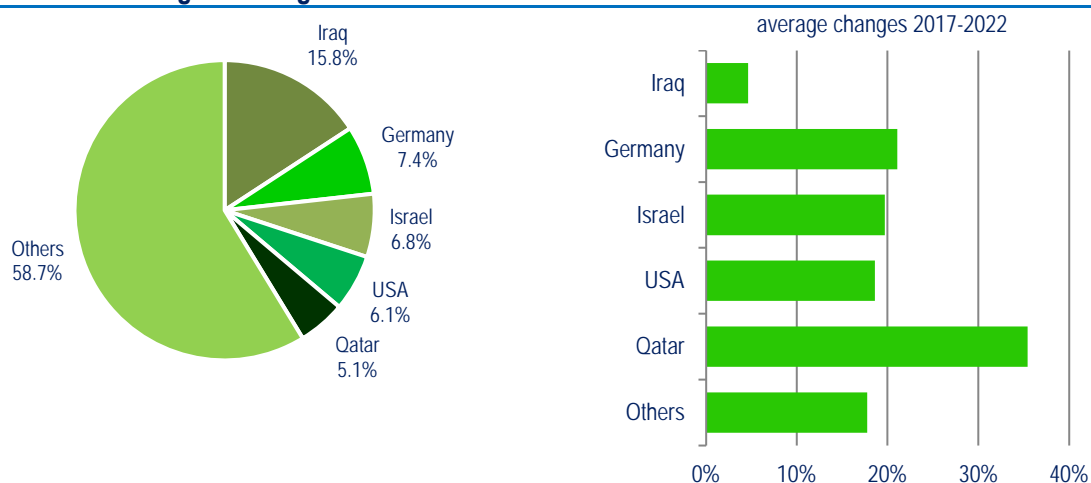


Source: CSIL processing of official data

Figure 3.93 - Türkiye.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.95 - Türkiye.

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
Iraq	89.4	95.0	113.0	100.0	125.2	112.2	26.3	15.8	-10.4	4.6
Germany	20.2	23.2	33.8	40.5	2.7	52.6	6.0	7.4	n.s.	21.1
Israel	19.7	27.6	33.2	35.9	3.0	48.3	5.8	6.8	n.s.	19.7
USA	18.5	16.7	20.2	24.9	47.1	43.5	5.5	6.1	-7.7	18.6
Qatar	8.0	11.6	16.8	15.2	21.9	36.2	2.3	5.1	65.8	35.4
France	9.7	11.6	12.7	16.1	19.2	28.7	2.9	4.0	49.5	24.1
United Arab Emirates	10.9	14.3	19.0	18.0	24.5	27.1	3.2	3.8	10.8	20.0
Italy	16.0	19.6	23.1	22.9	28.0	22.8	4.7	3.2	-18.5	7.4
Libya	5.8	10.8	23.9	14.6	18.8	20.6	1.7	2.9	9.3	28.8
Netherlands	5.9	7.1	7.2	8.3	12.9	17.3	1.7	2.4	33.6	24.0
top 10	204.1	237.5	302.9	296.5	303.3	409.3	60.1	57.7	34.9	14.9
others	135.6	146.8	173.1	187.1	357.1	300.4	39.9	42.3	-15.9	17.2
Americas	19.7	17.6	22.2	27.6	55.0	55.6	5.8	7.8	1.1	23.0
- North America	19.1	17.2	21.5	26.5	53.2	52.8	5.6	7.4	-0.7	22.5
- Central-South America	0.6	0.4	0.7	1.1	1.8	2.8	0.2	0.4	53.7	35.5
Asia and Pacific	23.3	26.3	32.1	32.2	46.1	55.0	6.9	7.7	19.1	18.8
Europe	95.4	114.3	140.1	163.2	235.6	262.6	28.1	37.0	11.5	22.4
- European Union (27)	82.7	97.1	117.5	135.9	184.1	200.8	24.4	28.3	9.1	19.4
- UK, CH, NO, IS	5.9	6.2	7.1	10.0	19.6	23.0	1.7	3.2	17.6	31.5
- Other Europe	6.8	11.0	15.5	17.2	31.9	38.8	2.0	5.5	21.7	41.6
Middle East	179.9	197.5	234.5	218.4	254.5	262.1	53.0	36.9	3.0	7.8
Africa	21.3	28.4	47.1	42.1	69.0	74.4	6.3	10.5	7.8	28.4
Other Countries	0.1	0.1	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	-5.9
World Total	339.7	384.3	476.0	483.6	660.4	709.7	100.0	100.0	7.5	15.9

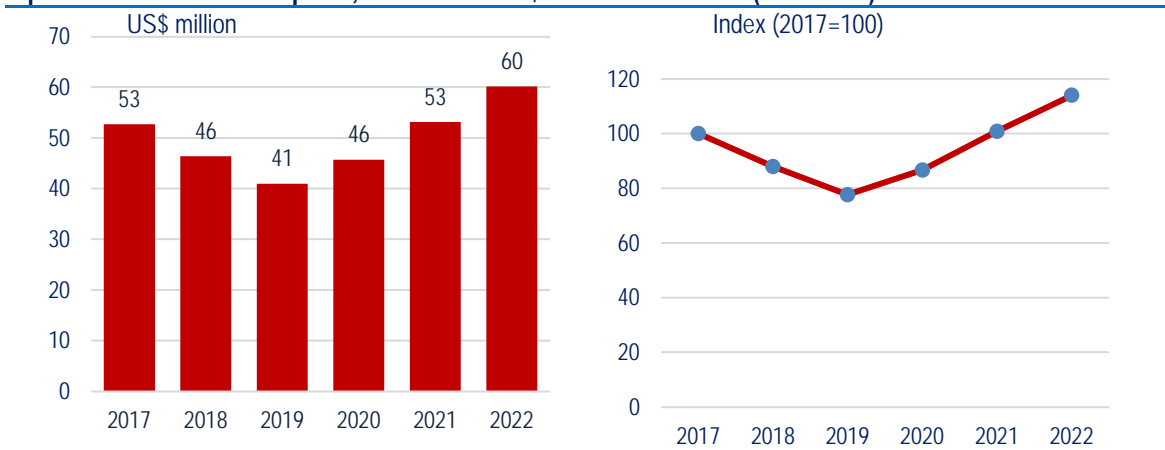
Source: CSIL processing of official data

n.a.: not available n.c.: not calculable n.s.: not significant
UK, CH, NO, IS: United Kingdom, Switzerland, Norway, Iceland

3.10.5 Türkiye. Upholstered furniture imports

Figure 3.94 - Türkiye.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

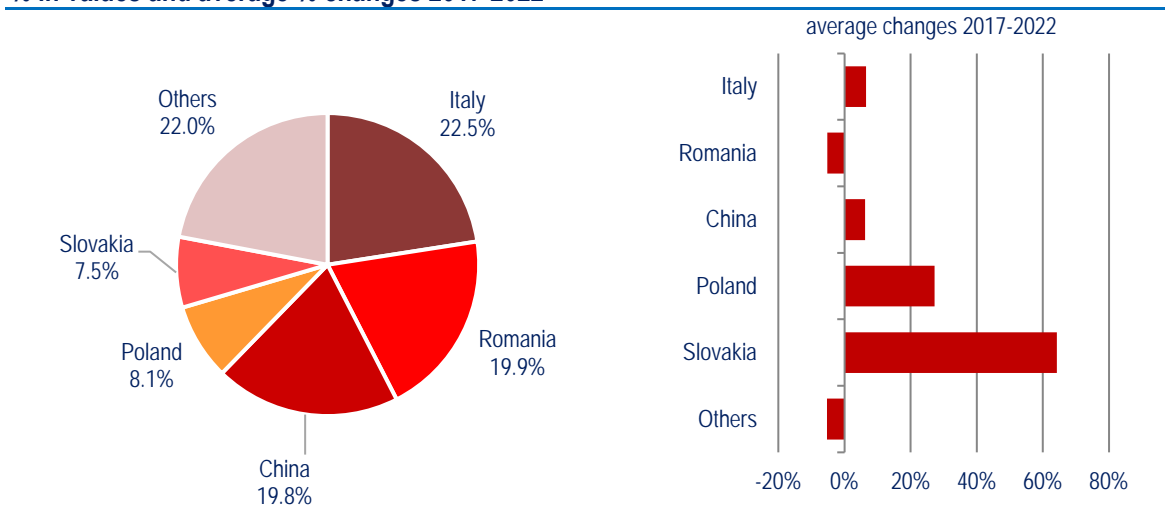


Source: CSIL processing of official data

Figure 3.95 - Türkiye.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.96 - Türkiye.

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
Italy	9.9	9.4	7.0	8.0	11.0	13.6	18.5	22.5	23.5	6.5
Romania	15.6	11.2	11.5	11.6	12.0	12.0	29.1	19.9	-0.3	-5.1
China	8.8	11.2	8.1	9.5	12.0	11.9	16.5	19.8	-0.7	6.2
Poland	1.5	1.4	1.5	1.4	2.3	4.9	2.7	8.1	n.s.	27.3
Slovakia	0.4	0.3	0.3	3.9	0.0	4.5	0.7	7.5	n.s.	64.2
Vietnam	1.5	2.0	1.3	1.5	0.9	1.9	2.9	3.1	n.s.	4.2
Indonesia	0.9	1.0	0.7	0.7	1.1	1.7	1.6	2.8	51.5	14.4
Malaysia	2.2	1.9	1.4	1.0	0.8	1.1	4.1	1.9	36.9	-12.5
Czech Rep.	3.5	2.5	2.2	0.3	0.6	1.0	6.6	1.7	75.1	-22.3
Germany	1.1	1.1	0.8	0.7	0.4	1.0	2.1	1.6	n.s.	-2.9
top 10	45.4	42.0	34.9	38.5	41.1	53.6	84.9	89.1	30.5	3.3
others	8.1	5.5	6.0	7.2	12.1	6.6	15.1	10.9	-45.7	-4.1
Americas	1.7	1.0	0.5	0.8	1.1	1.0	3.2	1.6	-6.4	-10.6
- North America	1.7	1.0	0.5	0.8	1.0	0.9	3.2	1.6	-6.6	-11.3
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.8	n.c.
Asia and Pacific	14.2	16.5	12.2	13.3	16.8	17.1	26.4	28.4	1.8	3.8
Europe	37.1	29.8	27.8	31.5	35.0	41.8	69.2	69.5	19.3	2.4
- European Union (27)	36.0	28.7	26.5	30.5	33.8	40.7	67.3	67.6	20.4	2.4
- UK, CH, NO, IS	0.7	0.6	1.0	0.8	0.9	0.7	1.2	1.1	-22.1	0.4
- Other Europe	0.4	0.5	0.4	0.2	0.4	0.5	0.7	0.8	15.4	4.7
Middle East	0.3	0.1	0.1	0.0	0.2	0.1	0.5	0.2	-29.7	-16.2
Africa	0.3	0.2	0.4	0.1	0.1	0.2	0.6	0.3	27.0	-13.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	53.5	47.5	41.0	45.7	53.2	60.1	100.0	100.0	13.1	2.4

Source: CSIL processing of official data

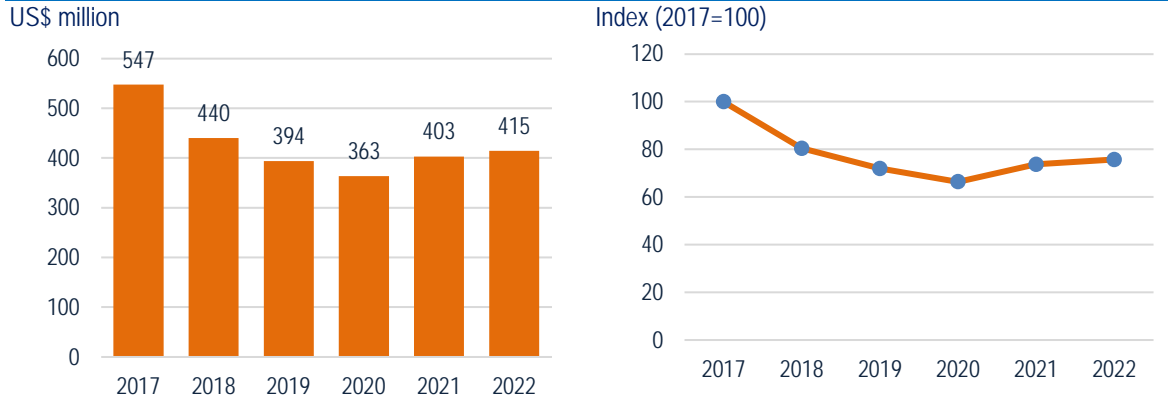
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.10.6 Türkiye. Upholstered furniture consumption

Figure 3.96 - Türkiye.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.97 - Türkiye.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

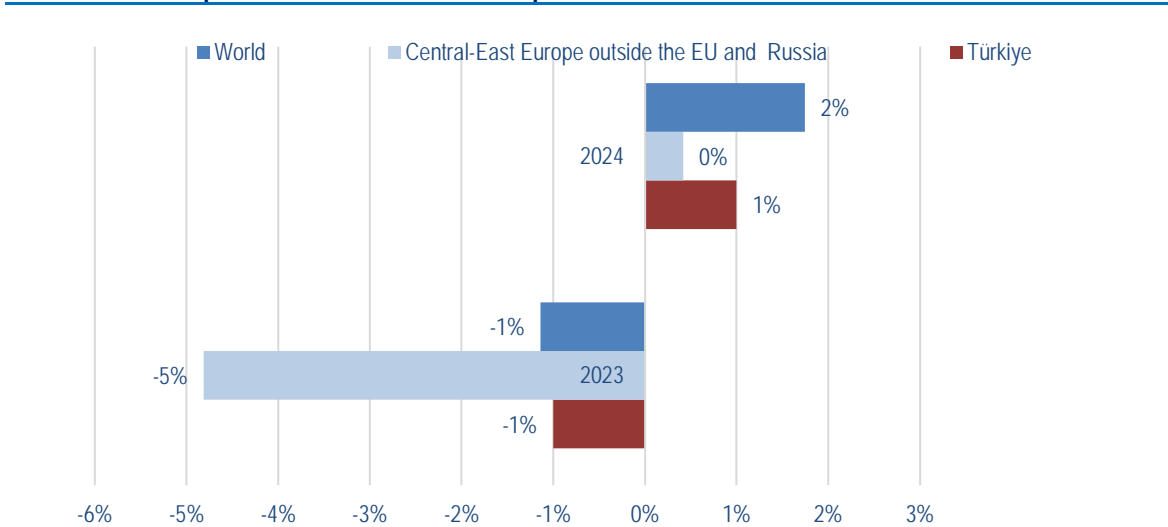
Comparison with Central-East Europe outside the EU and Russia and World

	2017	2018	2019	2020	2021	2022
Türkiye	10%	11%	10%	13%	13%	15%
Central-East Europe outside the EU and Russia	24%	27%	28%	32%	34%	30%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.97 - Türkiye.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

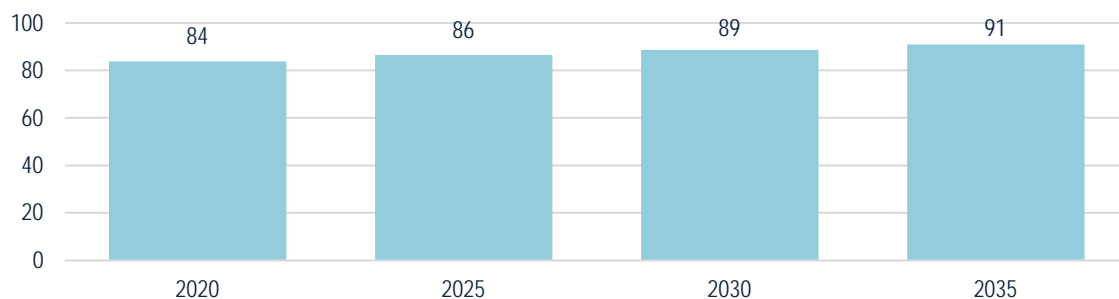


Source: CSIL

3.10.7 Türkiye. Population forecasts

Figure 3.98 - Türkiye.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.98 - Türkiye.

Population. Number of households and share of urban population

Total households	Million	25
Urban Population	% of total	77

Source: UN, World Bank

Last available year

Table 3.99 - Türkiye.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Istanbul	15,190	17,124	13%
Ankara	5,118	5,869	15%
Izmir	2,993	3,316	11%
Bursa	1,986	2,263	14%
Adana	1,771	1,976	12%
Gaziantep	1,704	1,967	15%
Konya	1,328	1,535	16%
Antalya	1,254	1,481	18%
Diyarbakir	1,039	1,193	15%
Mersin	1,016	1,162	14%
Kayseri	974	1,093	12%
Eskisehir	784	912	16%
Gebze	745	903	21%
Denizli	645	755	17%
Samsun	643	764	19%

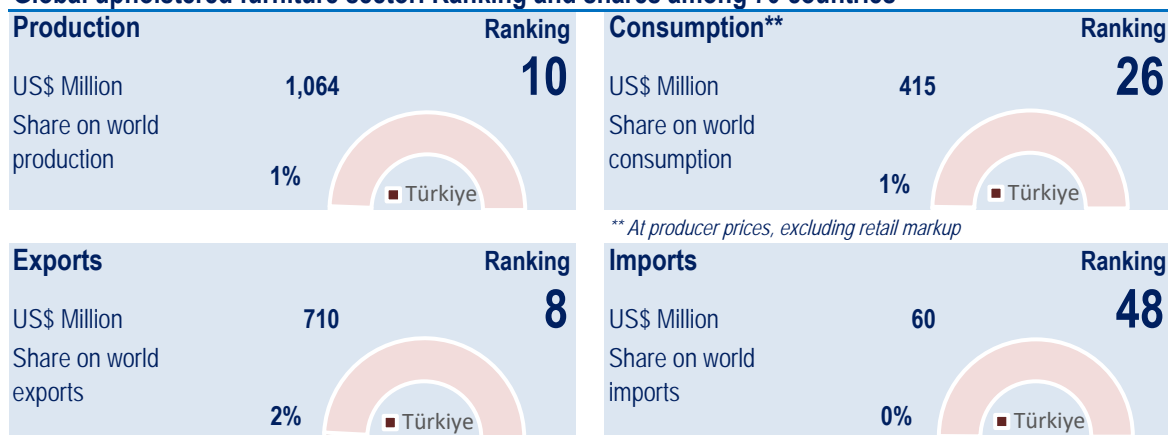
Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.10.8 Türkiye. Comparison with the global upholstered furniture sector

Figure 3.99 - Türkiye.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.100 - Türkiye.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	784	17
Population	Million	85	12
Urban Population	% of total population	77	37
Total GNP	US\$ billion	840	18
Per capita GNP	US\$	9900	52
Household Consumption Exp.	US\$ billion	453	17
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	2544	12
Per capita GNP at PPP	US\$	30000	47

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.11. The upholstered furniture industry in Romania

Table 3.101 - Romania.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	654	837	700	756	757	718	694	647	819	799
Exports	US\$ million	537	719	605	640	622	583	553	502	668	659
Imports	US\$ million	29	31	32	41	51	67	74	83	121	117
Consumption*	US\$ million	146	148	127	157	186	202	216	228	271	258
Production	% ch. -US\$		28%	-16%	8%	0%	-5%	-3%	-7%	26%	-2%
Exports	% ch. -US\$		34%	-16%	6%	-3%	-6%	-5%	-9%	33%	-1%
Imports	% ch. -US\$		4%	5%	30%	24%	30%	11%	12%	46%	-3%
Consumption*	% ch. -US\$		1%	-14%	24%	18%	9%	7%	6%	19%	-5%
export/production	%	82%	86%	86%	85%	82%	81%	80%	78%	82%	82%
import/consumption	%	20%	21%	25%	26%	28%	33%	34%	36%	45%	45%
Production	ROL million	2,178	2,803	2,807	3,067	3,067	2,834	2,943	2,746	3,409	3,752
Exports	ROL million	1,789	2,410	2,426	2,597	2,521	2,300	2,343	2,131	2,783	3,092
Imports	ROL million	98	102	128	168	208	263	315	351	504	549
Consumption*	ROL million	487	496	509	638	754	796	915	967	1,130	1,209
Production	% ch. - ROL		29%	0%	9%	0%	-8%	4%	-7%	24%	10%
Exports	% ch. - ROL		35%	1%	7%	-3%	-9%	2%	-9%	31%	11%
Imports	% ch. - ROL		5%	25%	31%	24%	26%	20%	12%	43%	9%
Consumption*	% ch. - ROL		2%	3%	25%	18%	6%	15%	6%	17%	7%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Ministry of Industry and Resources

Table 3.102 - Romania.

Exchange rates, 2013-2022

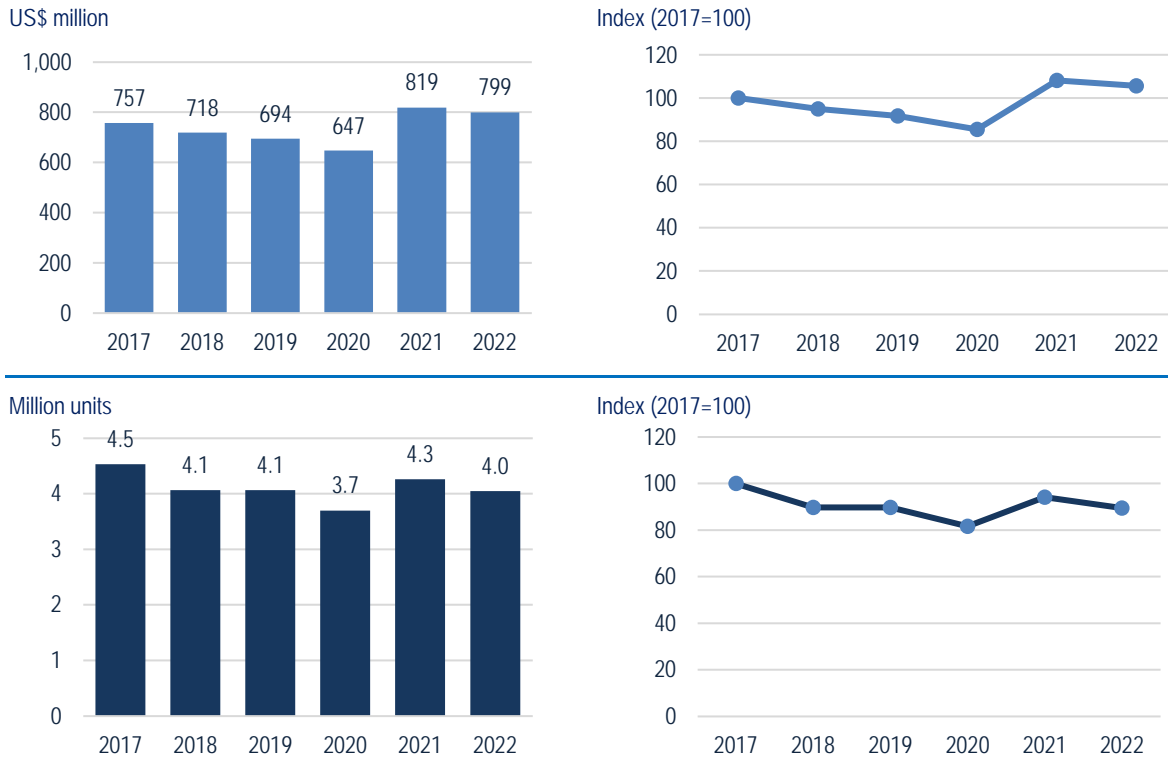
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
ROL per US\$	3.33	3.35	4.01	4.06	4.05	3.94	4.24	4.24	4.16	4.69
ROL per EUR	4.42	4.45	4.45	4.49	4.58	4.66	4.75	4.84	4.93	4.94

Source: US Federal Reserve

3.11.1 Romania. Upholstered furniture production

Figure 3.100 - Romania.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.103 - Romania.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

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

	2017	2018	2019	2020	2021	2022
Romania	82%	81%	80%	78%	82%	82%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.11.2 Romania. Major Upholstered furniture manufacturers

Table 3.104 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	266.1	60	443.5
Pgs Sofa (Alpagroup)	80.8	95	85.0
Italsofa Romania (Natuzzi)	72.8	100	72.8
ADA Fabricia (ADA)	50.1	100	50.1
Cotta International (Cotta Collection)	47.9	100	47.9
Polipol Mobila (PBV Polipol)	44.7	100	44.7
Taparo	42.5	60	70.9
Minimaxx Sofa (Cotta Collection)	34.0	100	34.0
Top Design Furniture (Collection AB)	30.1	100	30.1
Casa Rusu	25.8	70	36.9
Ditre International (Calligaris / Ditre)	25.5	100	25.5
Italrom Leather	25.4	100	25.4
Bellinea	17.3	100	17.3
Lemet	15.3	27	56.7
MGA Sofa	13.1	100	13.1
Future (De Toekomst Meubelfabriek)	12.9	100	12.9
Dolce sofa	12.3	100	12.3
Laguna Serv (Mobilia Laguna)	12.2	60	20.3
Saltex Mob	9.8	70	14.1
Pure Home collections	7.9	25	31.6
IMT	7.8	100	7.8
Mobila Dalin	6.3	50	12.7
Mobexpert Office (Mobexpert Group)	6.2	16	38.6
Prestige Mob	6.2	60	10.3
Staer	6.1	20	30.7

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.11.3 Romania. 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: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 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; Domestic: 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; Domestic: 1 Romania**Aramis Invest****Aramis Invest srl****Headquarters/Main Location:**

Str. Sperantei 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, Retailer**Product Portfolio:** Upholstered furniture, Mattresses, Filling**Upholstered furniture production** accounts for an estimated 57% of total revenues**Total Turnover range:** >250 US\$ million**Employees range:** > 500**Export share on total turnover:** 90%**Manufacturing plants:** 2; Domestic: 2 Romania**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; Domestic: 1 Romania**Bradul Maneciu****Bradul Maneciu Srl****Headquarters/Main Location:** Maneciu Pamanteni, nr.1280 - 107362 Maneciu Pamanteni, Prahova - Romania**T:** +40 244 296122**Web:** <http://www.bradul-maneciu.ro>**Email:** mobilabradul@gmail.com**Activity:** Manufacturer**Product Portfolio:** Office Furniture, Kitchen Furniture, Upholstered furniture, Home furniture**Total Turnover range:** 0-5 US\$ million**Employees range:** 51-100**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:** > 500**Manufacturing plants:** 3; Domestic: 3 Romania**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**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:** 95%**Manufacturing plants:** 2; Domestic: 2 Romania**Ditre International****Ditre International Srl****Group:** Calligaris / Ditre**Headquarters/Main Location**

Zona Industriala Arad Vest NR. 3 - 310205 Arad, Arad - Romania

T: +40 257 216610**Email:** 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; Domestic: 1 Romania; Foreign: 1 Serbia

Dolce sofa

Dolce sofa Srl

Headquarters/Main Location

Str. Nicolae Titulescu Nr 75 - 336200 Vulcan, Hunedoara - Romania

Web: <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; Domestic: 1 Romania

Elvila

Sc Elvila Sa

Group: Elvila

Headquarters/Main Location

Str. Siriului nr.74-76, Sector 1 - 014353 Bucurest - Romania

T: +40 372 131820 ; 131844

Web: <https://www.elvila.ro>

Email: 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; Domestic: 3 Romania

Eurocomfil

Eurocomfil Invest Srl

Group: Taparo

Headquarters/Main Location

Tiblesului, 108 - 435600 Targu Lapus - 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: 5-15 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 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; Domestic: 1 Romania

IMT

IMT Industria Mobili Tappezzati

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: 51-100

Manufacturing plants: 1; Domestic: 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; Domestic: 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@italsofaromania.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; Domestic: 1 Romania

Laguna Euromob

Laguna Euromob 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

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

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: 251-500

Manufacturing plants: 2; Domestic: 2 Romania

Larix Mobila

Larix Mobila Srl

Headquarters/Main Location

str. Gurghiuului, nr. 69 - 545300 Reghin, Mures - Romania

T: +40 265 513772 ; 511990 ; 511992

Web: <http://www.larixmobila.ro>

Email: 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; Domestic: 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

Activity: Manufacturer, Retailer

Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Home furniture, Mattresses

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; Domestic: 1 Romania

MGA Sofa

Mobilier General Arad Srl - MGA Sofa

Headquarters/Main Location

Strada Bicz, Nr. 6A - 310134 Arad, Arad - Romania

T: +40 257 288177

Web: <http://mgasofa.ro>

Email: 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; Domestic: 1 Romania

Minimaxx Sofa

Minimaxx Sofa Srl

Group: Cotta Collection

Headquarters/Main Location

Ciutariiei 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: 251-500

Manufacturing plants: 1; Domestic: 1 Romania

Mobexpert Office

Retail Concept & Design SRL - Mobexpert

Group: Mobexpert Group

Headquarters/Main Location

Soseaua fabrica de Glucoza 21 - 020331 Bucurest - Romania

T: +40 21 2421040

Web: <https://mobexpert.ro>

Email: 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; Domestic: 8 Romania

Mobila Dalin

Mobila Dalin

Headquarters/Main Location

122 Apalinei St. - 545300 Reghin, Mures - Romania

T: +40 725 510 233; 799 499 250

Web: <https://www.mobiladalin.ro>

Email: dalin@mobildalin.ro

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

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

Total Turnover range: 5-15 US\$ million

Employees range: 251-500

Export share on total turnover: 25%

Manufacturing plants: 1; Domestic: 1 Romania

Pgs Sofa

Pgs Sofa & Co Srl

Group: Alpagroup

Headquarters/Main Location

Socea Borsului 23/A, et.2 - 410605 Oradea, Bihor - Romania

T: +40 259407850

Email: 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; Domestic: 3 Romania

Polipol Mobila

Polipol Mobila Srl

Group: PBV Polipol

Headquarters/Main Location

Str. Principală, Nr.631 - 447135 Foiene, Satu Mare - Romania

T: +40 261 807 600

Web: <https://www.polipolmobila.ro>

Email: 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; Domestic: 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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Mattresses

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; Domestic: 1 Romania

Pure Home collections**Pure Home Collections****Headquarters/Main Location**

Str. Careiului 164 - 440187 Satu Mare, Satu Mare - Romania
T: +40 0261-8397

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

Email: 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; Domestic: 1 Romania; Foreign: 1 Ukraine

Quadra Invest**SC Quadra Invest SA****Headquarters/Main Location**

Șos. Găești, nr. 1 - 130087 Târgoviște, Dâmbovița - Romania
T: +40 245 217616

Web: <https://www.fain.eu>

Email: 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; Domestic: 1 Romania

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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Mattresses

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; Domestic: 1 Romania

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

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; Domestic: 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

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; Domestic: 4 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

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

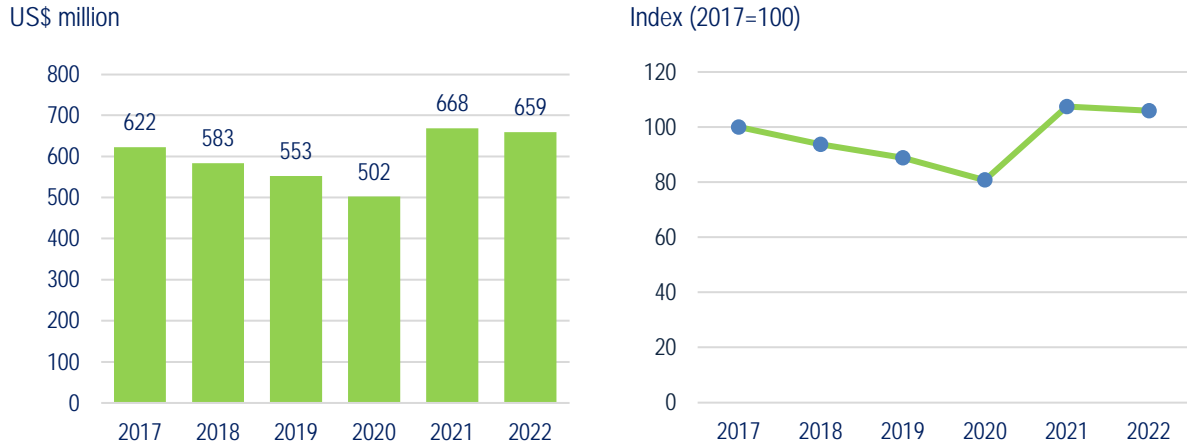
Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Romania

3.11.4 Romania. Upholstered furniture exports

Figure 3.101 - Romania.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

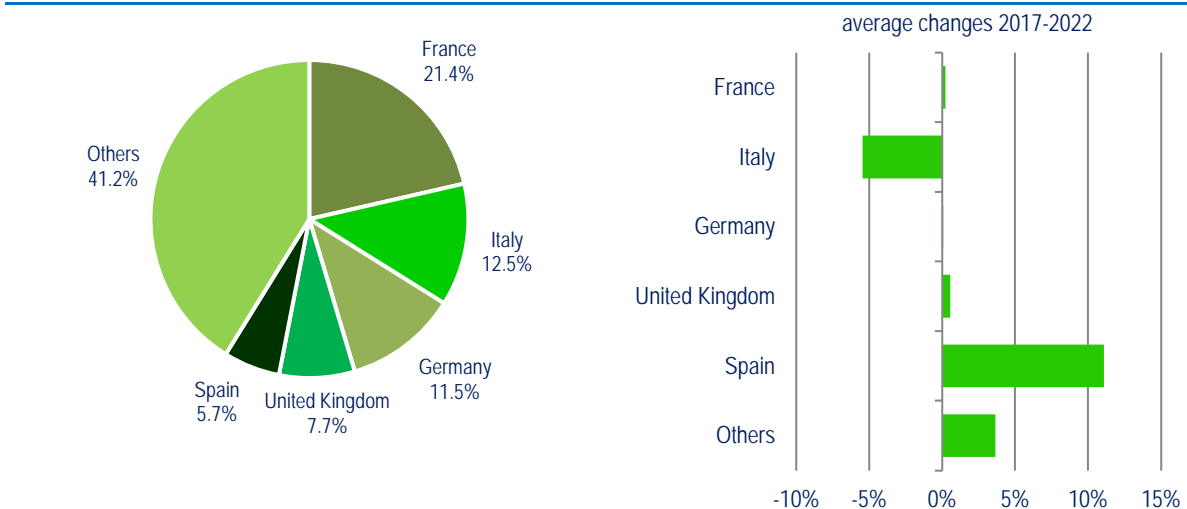


Source: CSIL processing of official data

Figure 3.102 - Romania.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.105 - Romania.

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
France	139.5	137.5	141.2	121.6	156.0	141.1	22.4	21.4	-9.6	0.2
Italy	109.0	82.4	75.9	65.8	90.9	82.3	17.5	12.5	-9.5	-5.5
Germany	75.5	81.2	65.9	63.2	77.8	75.8	12.1	11.5	-2.5	0.1
United Kingdom	49.2	48.6	42.4	40.7	48.5	50.5	7.9	7.7	4.3	0.6
Spain	22.3	27.1	22.8	18.2	34.7	37.8	3.6	5.7	9.0	11.1
Netherlands	28.3	27.4	22.1	24.8	28.0	29.6	4.5	4.5	5.5	0.9
Austria	34.7	35.5	31.8	30.5	34.7	29.2	5.6	4.4	-15.6	-3.4
Belgium	25.9	24.5	22.0	20.8	29.0	26.9	4.2	4.1	-7.2	0.8
United States	13.5	9.1	10.2	9.2	16.6	21.6	2.2	3.3	30.2	9.9
Poland	9.4	9.0	15.8	14.3	22.8	20.4	1.5	3.1	-10.6	16.6
top 10	507.3	482.4	450.3	409.1	538.9	515.2	81.5	78.2	-4.4	0.3
others	115.0	100.7	102.3	93.2	129.5	143.6	18.5	21.8	10.9	4.6
Americas	18.9	11.4	11.9	9.8	19.1	26.7	3.0	4.1	39.7	7.1
- North America	18.9	11.2	11.8	9.8	18.7	25.9	3.0	3.9	38.5	6.5
- Central-South America	0.0	0.1	0.0	0.0	0.4	0.8	0.0	0.1	99.8	n.c.
Asia and Pacific	1.7	1.2	1.8	1.4	1.5	1.4	0.3	0.2	-5.9	-3.1
Europe	559.5	538.4	511.2	471.0	617.2	607.1	89.9	92.2	-1.6	1.6
- European Union (27)	491.8	472.9	452.3	414.5	547.9	536.1	79.0	81.4	-2.2	1.7
- UK, CH, NO, IS	58.0	55.9	49.4	46.4	57.7	58.1	9.3	8.8	0.7	0.1
- Other Europe	9.7	9.6	9.5	10.1	11.6	13.0	1.6	2.0	12.0	6.0
Middle East	41.0	31.2	26.7	19.0	27.3	21.5	6.6	3.3	-21.4	-12.1
Africa	1.2	1.3	1.1	1.1	3.4	2.4	0.2	0.4	-30.9	14.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	622.3	583.1	552.6	502.3	668.4	658.8	100.0	100.0	-1.4	1.1

Source: CSIL processing of official data

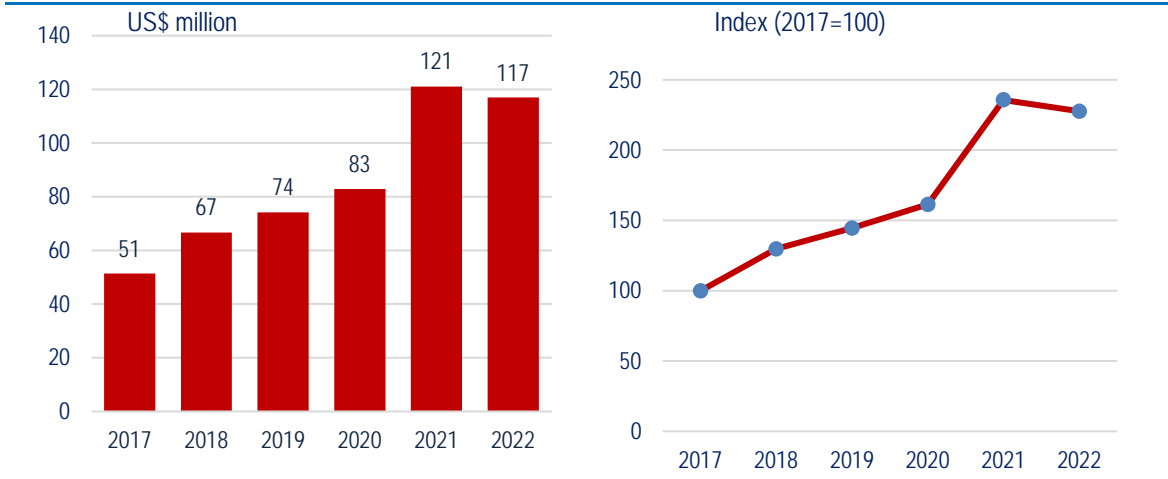
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.11.5 Romania. Upholstered furniture imports

Figure 3.103 - Romania.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

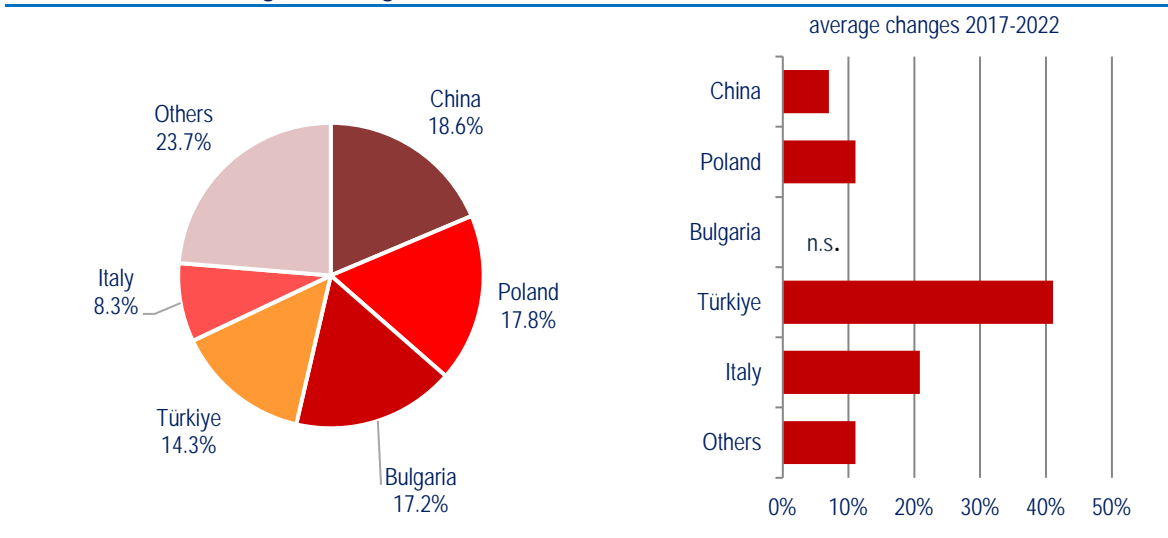


Source: CSIL processing of official data

Figure 3.104 - Romania.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.106 - Romania.

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	15.5	16.8	19.3	21.9	33.0	21.8	30.1	18.6	-33.9	7.1
Poland	12.3	16.6	17.7	15.8	20.6	20.8	24.0	17.8	0.9	11.1
Bulgaria	0.4	0.6	4.2	11.2	18.4	20.1	0.8	17.2	9.2	n.s.
Türkiye	3.0	3.6	5.2	7.7	12.3	16.8	5.8	14.3	36.3	41.1
Italy	3.8	5.5	6.1	5.5	9.6	9.7	7.3	8.3	1.6	20.9
Ukraine	1.4	2.1	2.0	2.0	3.9	4.6	2.7	3.9	19.6	27.4
Germany	1.4	3.4	2.6	2.3	3.0	3.8	2.7	3.2	25.6	22.1
Moldova	1.5	2.0	1.7	1.6	2.2	1.9	2.9	1.6	-14.2	4.6
Serbia	1.3	2.7	2.3	1.2	1.4	1.4	2.5	1.2	-1.8	1.9
Netherlands	0.5	0.9	1.3	1.9	1.5	1.3	1.0	1.1	-11.2	20.6
top 10	41.0	54.1	62.4	71.1	105.9	102.2	79.9	87.4	-3.5	20.0
others	10.3	12.6	11.8	11.8	15.2	14.8	20.1	12.6	-3.0	7.4
Americas	0.0	0.1	0.1	0.1	0.3	0.6	0.0	0.5	n.s.	95.9
- North America	0.0	0.1	0.1	0.1	0.3	0.6	0.0	0.5	n.s.	95.9
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Asia and Pacific	17.6	20.1	22.5	24.7	36.3	23.2	34.3	19.8	-36.0	5.6
Europe	33.6	46.4	51.4	57.8	84.2	92.8	65.4	79.4	10.2	22.5
- European Union (27)	24.8	34.3	38.5	44.0	61.5	65.8	48.3	56.2	7.0	21.5
- UK, CH, NO, IS	0.3	0.2	0.6	0.3	0.4	0.5	0.5	0.4	31.7	14.2
- Other Europe	8.5	11.9	12.3	13.5	22.3	26.5	16.6	22.7	18.8	25.5
Middle East	0.0	0.1	0.1	0.0	0.1	0.1	0.1	0.1	-6.7	28.7
Africa	0.1	0.1	0.1	0.2	0.2	0.2	0.1	0.2	-6.1	20.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	-15.5
World Total	51.4	66.7	74.2	82.9	121.1	117.0	100.0	100.0	-3.4	17.9

Source: CSIL processing of official data

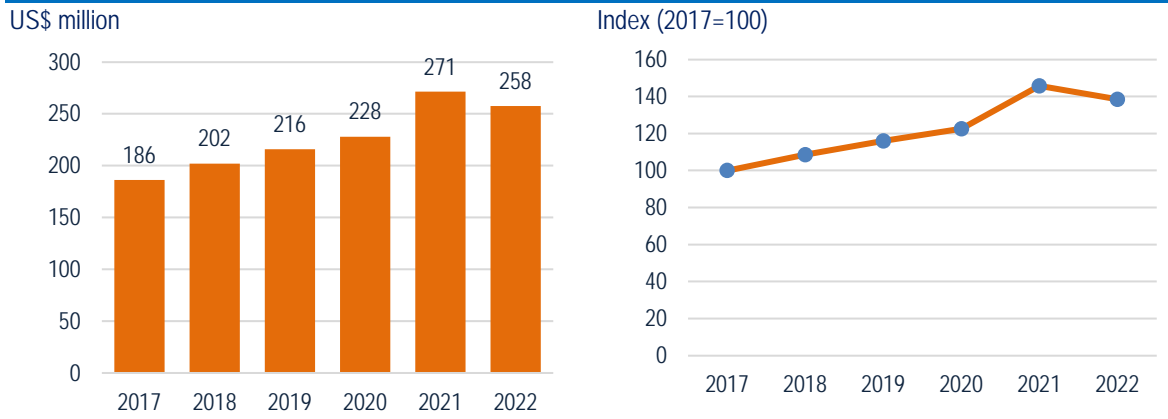
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.11.6 Romania. Upholstered furniture consumption

Figure 3.105 - Romania.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.107 - Romania.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

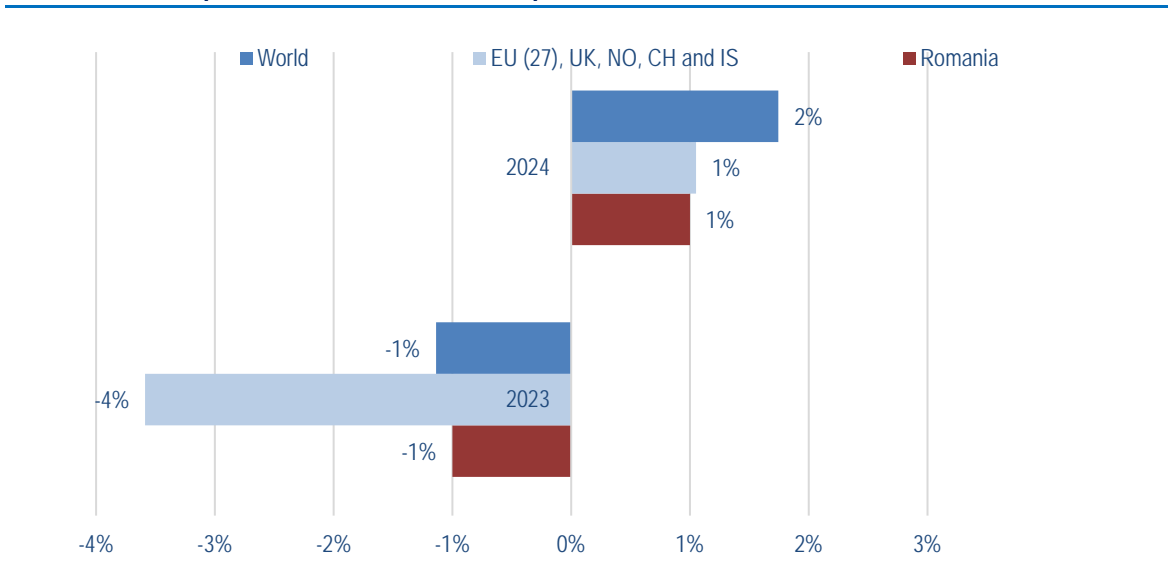
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Romania	28%	33%	34%	36%	45%	45%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.106 - Romania.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

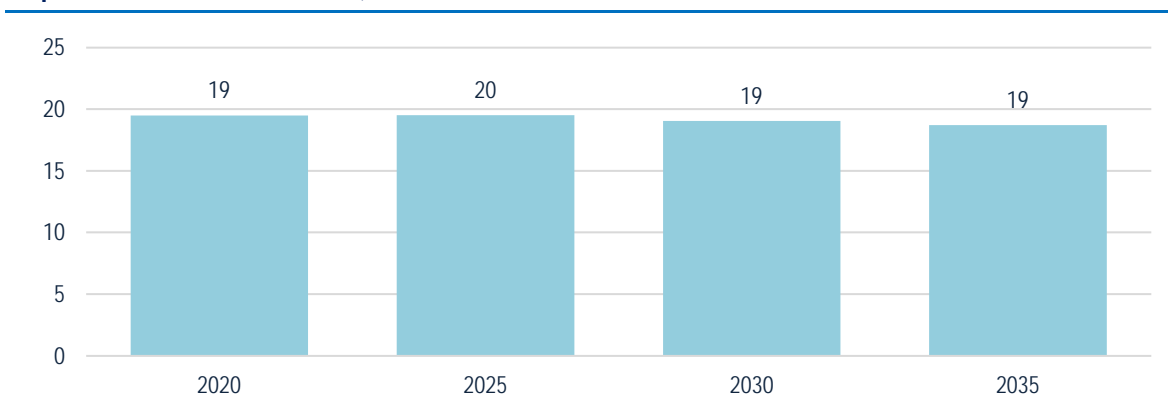


Source: CSIL

3.11.7 Romania. Population forecasts

Figure 3.107 - Romania.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.108 - 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 3.109 - Romania.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Bucuresti (Bucharest)	1,803	1,741	-3%
Iasi	317	316	0%
Cluj-Napoca	308	309	0%
Timisoara	307	307	0%

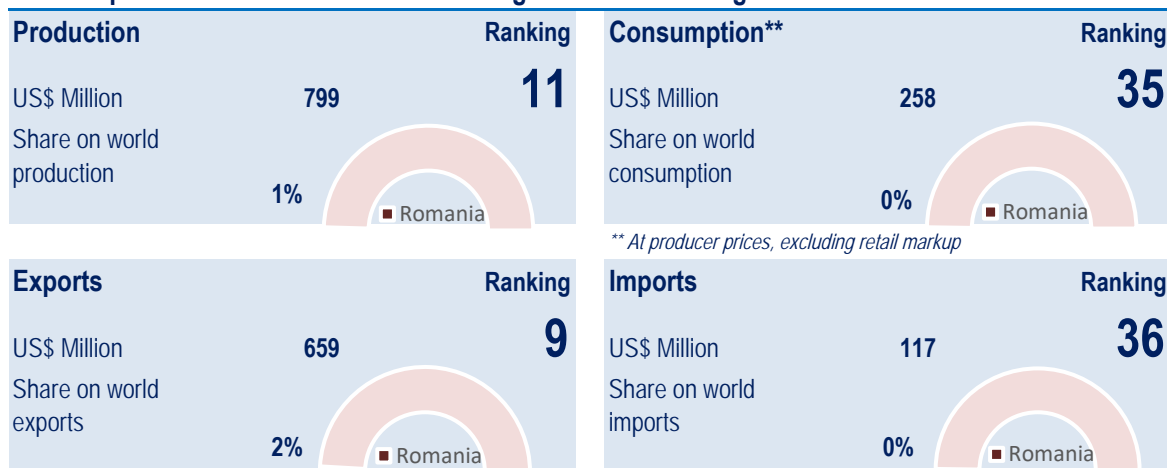
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.11.8 Romania. Comparison with the global upholstered furniture sector

Figure 3.108 - Romania.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.110 - Romania.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	238	38
Population	Million	19	34
Urban Population	% of total population	54	63
Total GNP	US\$ billion	271	43
Per capita GNP	US\$	14160	46
Household Consumption Exp.	US\$ billion	177	39
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	679	31
Per capita GNP at PPP	US\$	35500	40

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.12. The upholstered furniture industry in Canada

Table 3.111 - Canada.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	514	466	493	536	606	603	613	567	698	791
Exports	US\$ million	301	296	333	386	383	384	392	312	359	422
Imports	US\$ million	1,085	1,084	1,030	1,000	1,105	1,113	1,123	1,016	1,298	1,443
Consumption*	US\$ million	1,298	1,254	1,190	1,151	1,328	1,331	1,344	1,271	1,637	1,811
Production	% ch. -US\$		-9%	6%	9%	13%	-1%	2%	-8%	23%	13%
Exports	% ch. -US\$		-2%	12%	16%	-1%	0%	2%	-20%	15%	18%
Imports	% ch. -US\$		0%	-5%	-3%	10%	1%	1%	-10%	28%	11%
Consumption*	% ch. -US\$		-3%	-5%	-3%	15%	0%	1%	-5%	29%	11%
export/production	%	59%	64%	67%	72%	63%	64%	64%	55%	51%	53%
import/consumption	%	84%	86%	87%	87%	83%	84%	84%	80%	79%	80%
Production	CAD million	529	515	631	710	786	781	813	761	875	1,030
Exports	CAD million	310	327	426	511	497	498	520	419	450	550
Imports	CAD million	1,118	1,197	1,317	1,325	1,435	1,442	1,490	1,364	1,627	1,877
Consumption*	CAD million	1,337	1,385	1,522	1,525	1,724	1,725	1,783	1,706	2,052	2,357
Production	% ch. - CAD		-3%	23%	13%	11%	-1%	4%	-6%	15%	18%
Exports	% ch. - CAD		6%	30%	20%	-3%	0%	5%	-19%	7%	22%
Imports	% ch. - CAD		7%	10%	1%	8%	0%	3%	-8%	19%	15%
Consumption*	% ch. - CAD		4%	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 3.112 - Canada.

Exchange rates, 2013-2022

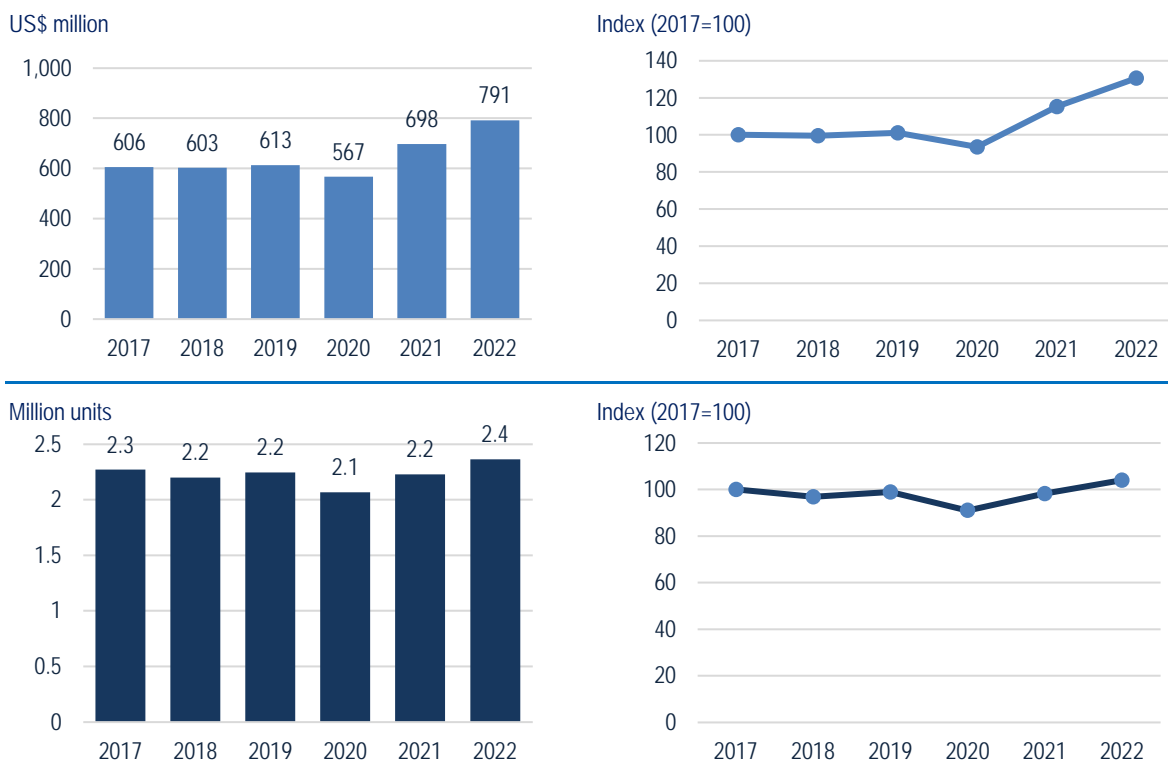
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
CAD per US\$	1.03	1.10	1.28	1.32	1.30	1.30	1.33	1.34	1.25	1.30
CAD per EUR	1.37	1.47	1.42	1.47	1.47	1.53	1.49	1.53	1.48	1.37

Source: US Federal Reserve

3.12.1 Canada. Upholstered furniture production

Figure 3.109 - Canada.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.113 - Canada.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

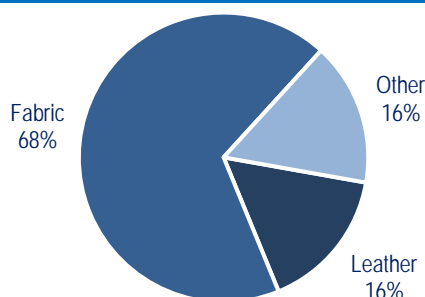
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
Canada	63%	64%	64%	55%	51%	53%
North America	12%	11%	13%	11%	13%	14%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.110 - Canada.

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



Source: CSIL

Last available year

3.12.2 Canada. Major Upholstered furniture manufacturers

Table 3.114 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	166.0	100	166.0
El Ran International	80.0	100	80.0
Jaymar Furniture	24.1	100	24.1
Dutailier	16.2	90	18.0
Superstyle Furniture (Decor Rest)	12.3	100	12.3
Magnussen Home Furnishings	9.0	30	30.0
Romano	7.5	100	7.5
Alphavic	7.5	100	7.5
Edgewood Furniture	7.5	100	7.5
Sleeping/Crown Design	2.8	20	14.0

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.12.3 Canada. Major Upholstered furniture manufacturers

Alphavic

Alphavic

Headquarters/Main Location

32 Rue De l'Artisan C.P. 780 - Victoriaville, PQ, G6P7W7 - Canada

T: +1 819 7583739

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

Email: ventes@alphavicfurniture.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; Domestic: 1 Canada

Boss Leather

Canada's Boss Leather Furniture

Headquarters/Main Location

, - Canada

T: +1 905 951-8884

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Occasional, Lighting

Campio Furniture

Campio Furniture Ltd

Headquarters/Main Location

256 Aviva Park Drive - Woodbridge, ON, L4L 9C7 - Canada

T: +1 905 8506636

Web: <https://www.campio-group.com>

Email: vince@campio-group.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; Domestic: 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

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; Domestic: Canada; Foreign: 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 ; 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; Domestic: 2 Canada

Dynamic Furniture Corp

Dynamic Furniture Corp

Headquarters/Main Location

5300-61st. Ave SE - Calgary, AB, T2C 4N1 - Canada

T: +1 403 2363220

Web: <http://www.dynamicfurniture.com>

Email: info@dynamicfurniture.com

Activity: Manufacturer

Product Portfolio: Bedrooms, Occasional

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

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 ; 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; Domestic: 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; Domestic: 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

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; Domestic: 1 Canada

Enrack

Enrack Systems Inc.

Headquarters/Main Location

170 Ambassador Drive, Unit 3 - Mississauga, ON, L5T 2H9 - Canada

T: +1 905 7958588

Web: <http://www.enrack.com>

Email: info@enrack.com

Activity: Manufacturer

Product Portfolio: Office Furniture, Contract

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

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; Domestic: 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

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; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Canada

Lind Furniture

Lind Furniture (Canada) Ltd

Headquarters/Main Location

2797 Thamesgate Drive - Mississauga, ON, L4T 1G5 - Canada

T: +1 905 8503666

Web: <http://www.lindfurniturecanada.com>

Email: info@lind-furniture.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; Domestic: 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; Domestic: 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

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; Domestic: 2 Canada; Foreign: 3 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

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; Domestic: 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

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; Domestic: 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: <http://www.southshorefurniture.com>

Email: info@southshorefurniture.com

Activity: Manufacturer

Product Portfolio: Home Office, 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; Domestic: 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: <http://www.superstylefurniture.com>

Email: info@superstyle-furniture.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; Domestic: 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@tekion.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%

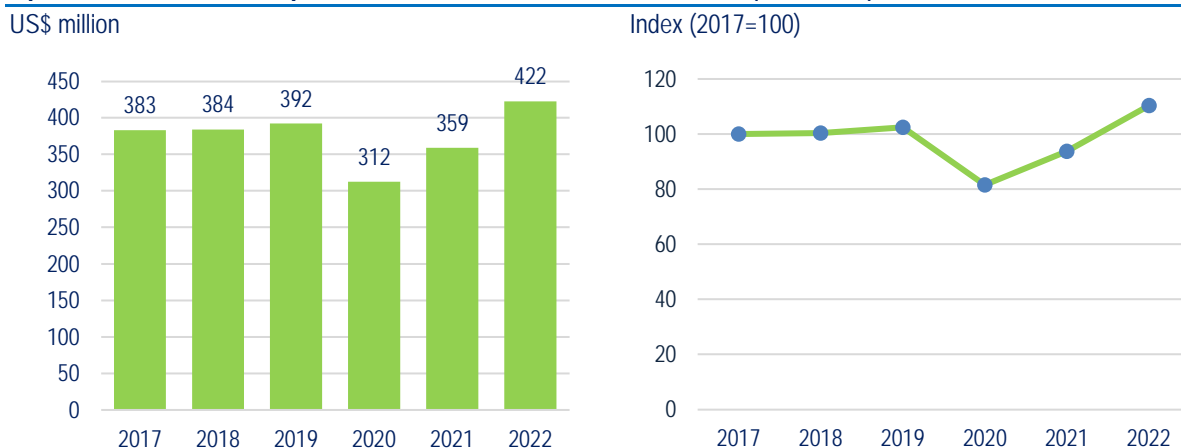
Manufacturing plants: 17; Domestic: Canada; Foreign:

Malaysia, USA. Calgary, Alberta; Concord, Markham and Toronto, Ontario; Montmagny, St. Vallier; and St. Romuald, Quebec. USA: Clayton, North Carolina and Malaysia

3.12.4 Canada. Upholstered furniture exports

Figure 3.111 - Canada.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

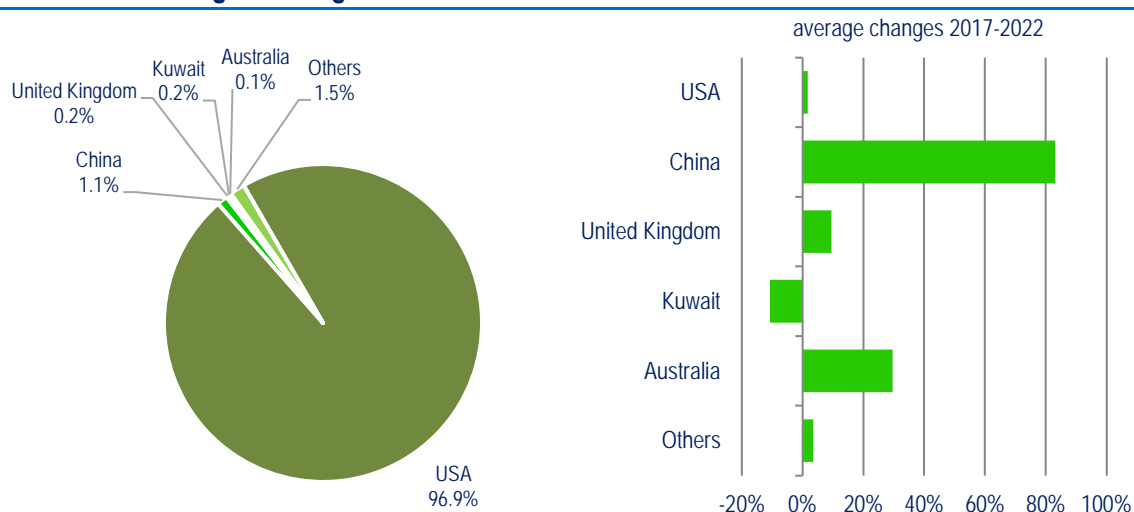


Source: CSIL processing of official data

Figure 3.112 - Canada.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.115 - Canada.

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
USA	375.4	374.9	380.2	301.8	347.1	409.2	98.0	96.9	17.9	1.7
China	0.2	0.1	0.2	0.4	2.9	4.5	0.1	1.1	56.2	83.2
United Kingdom	0.7	1.6	2.1	2.6	1.2	1.0	0.2	0.2	-10.2	9.5
Kuwait	1.2	0.5	0.1	0.0	0.0	0.7	0.3	0.2	n.s.	-10.8
Australia	0.2	0.3	0.3	0.5	0.7	0.6	0.0	0.1	-15.1	29.6
Qatar	0.4	0.1	0.5	0.1	0.7	0.6	0.1	0.1	-7.9	7.1
South Korea	0.1	0.0	1.7	0.6	1.0	0.5	0.0	0.1	-48.8	44.9
Finland	0.0	0.0	0.5	0.2	0.2	0.5	0.0	0.1	93.3	76.5
United Arab Emirates	0.4	0.5	0.4	0.4	0.5	0.5	0.1	0.1	-2.5	1.8
Spain	0.2	0.2	0.7	0.4	0.6	0.4	0.1	0.1	-39.2	11.3
top 10	378.9	378.2	386.7	307.2	355.0	418.6	98.9	99.1	17.9	2.0
others	4.2	5.8	5.3	5.0	3.9	3.9	1.1	0.9	-0.9	-1.2
Americas	376.7	376.7	381.5	302.9	348.7	410.5	98.3	97.2	17.7	1.7
- North America	375.6	375.1	380.3	301.9	347.2	409.3	98.0	96.9	17.9	1.7
- Central-South America	1.2	1.6	1.2	0.9	1.4	1.2	0.3	0.3	-17.0	0.6
Asia and Pacific	1.6	1.4	2.8	2.8	5.5	6.6	0.4	1.6	18.8	33.4
Europe	2.0	4.0	6.2	5.2	2.9	3.4	0.5	0.8	15.4	10.8
- European Union (27)	1.3	2.3	3.9	2.1	1.5	1.8	0.3	0.4	20.9	6.3
- UK, CH, NO, IS	0.7	1.7	2.1	2.7	1.2	1.4	0.2	0.3	15.8	14.6
- Other Europe	0.0	0.0	0.2	0.4	0.3	0.2	0.0	0.1	-14.4	54.8
Middle East	2.6	1.9	1.5	1.3	1.7	2.0	0.7	0.5	17.6	-4.6
Africa	0.2	0.0	0.1	0.1	0.0	0.0	0.0	0.0	n.s.	-40.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	0.0
World Total	383.0	384.0	392.0	312.2	358.9	422.5	100.0	100.0	17.7	2.0

Source: CSIL processing of official data

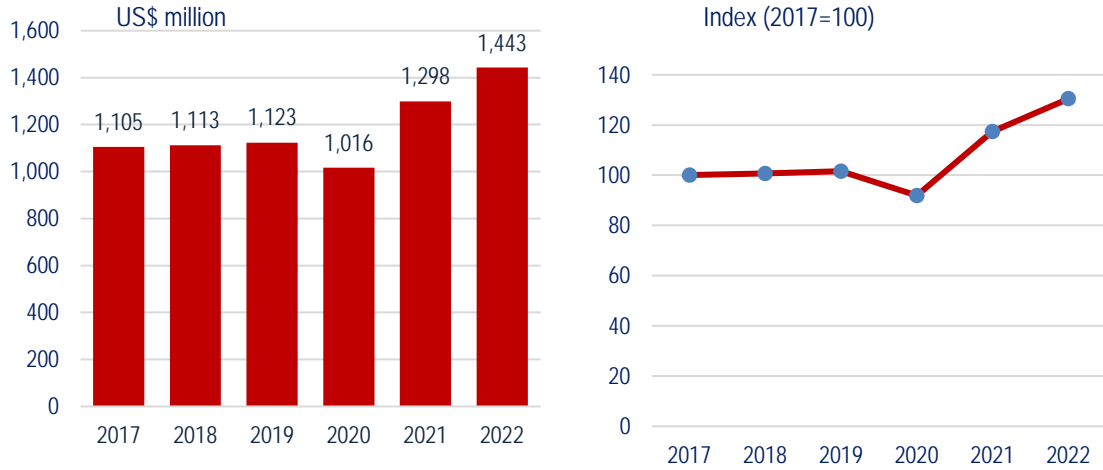
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.12.5 Canada. Upholstered furniture imports

Figure 3.113 - Canada.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

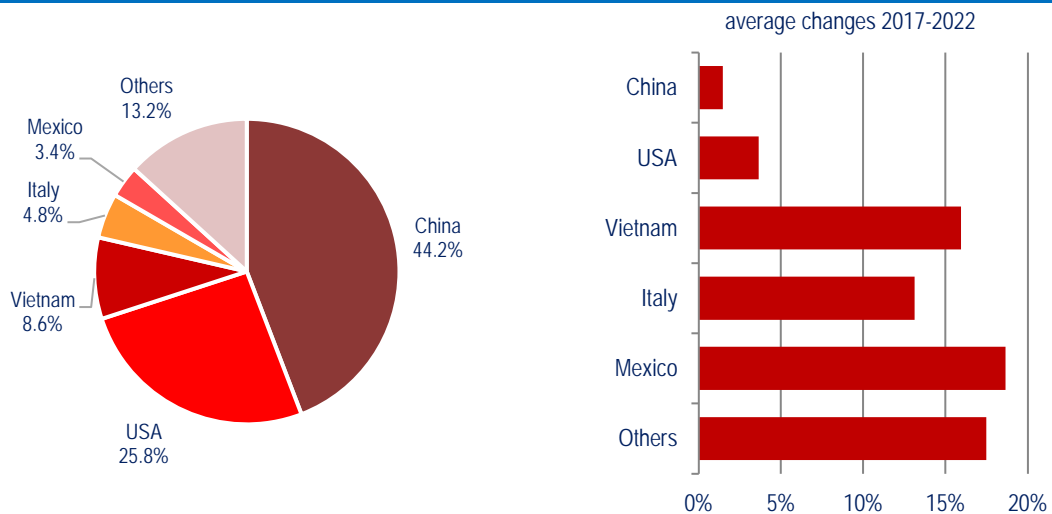


Source: CSIL processing of official data

Figure 3.114 - Canada.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.116 - Canada.

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	592.6	607.6	617.5	563.8	688.2	637.5	53.6	44.2	-7.4	1.5
USA	311.3	283.8	261.1	205.9	268.3	372.4	28.1	25.8	38.8	3.6
Vietnam	59.2	72.8	90.3	115.1	136.6	124.0	5.3	8.6	-9.2	15.9
Italy	37.1	36.1	38.7	32.6	53.6	68.7	3.3	4.8	28.1	13.1
Mexico	20.8	19.3	24.6	16.4	26.0	48.9	1.9	3.4	88.2	18.6
Thailand	3.4	4.0	6.7	7.7	14.9	28.4	0.3	2.0	90.2	53.3
Malaysia	12.3	11.2	11.7	11.5	13.4	28.1	1.1	2.0	n.s.	18.0
Cambodia	4.0	10.7	3.5	2.7	8.3	25.1	0.4	1.7	n.s.	44.4
Poland	14.4	14.1	8.5	7.4	12.2	16.6	1.3	1.2	36.5	2.9
Türkiye	1.0	0.8	1.4	1.7	5.4	10.6	0.1	0.7	96.9	61.8
top 10	1056.0	1060.3	1064.2	964.8	1226.9	1360.3	95.4	94.3	10.9	5.2
others	50.4	52.6	58.2	52.0	71.3	82.3	4.6	5.7	15.4	10.3
Americas	332.8	304.6	288.3	225.2	297.1	424.3	30.1	29.4	42.8	5.0
- North America	332.3	303.0	286.1	223.1	294.9	422.3	30.0	29.3	43.2	4.9
- Central-South America	0.4	1.5	2.2	2.1	2.2	2.0	0.0	0.1	-10.3	35.3
Asia and Pacific	683.7	719.4	747.4	723.6	890.1	868.5	61.8	60.2	-2.4	4.9
Europe	89.0	88.2	86.3	67.6	110.5	149.2	8.0	10.3	35.0	10.9
- European Union (27)	77.4	75.5	73.9	57.7	92.3	122.9	7.0	8.5	33.1	9.7
- UK, CH, NO, IS	9.2	9.7	8.6	7.1	11.3	13.4	0.8	0.9	18.5	7.8
- Other Europe	2.5	3.1	3.7	2.8	6.9	13.0	0.2	0.9	87.6	38.8
Middle East	0.6	0.2	0.1	0.1	0.2	0.3	0.1	0.0	37.5	-15.0
Africa	0.3	0.3	0.2	0.2	0.3	0.3	0.0	0.0	-1.3	1.2
Other Countries	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	1106.3	1112.9	1122.3	1016.8	1298.3	1442.6	100.0	100.0	11.1	5.5

Source: CSIL processing of official data

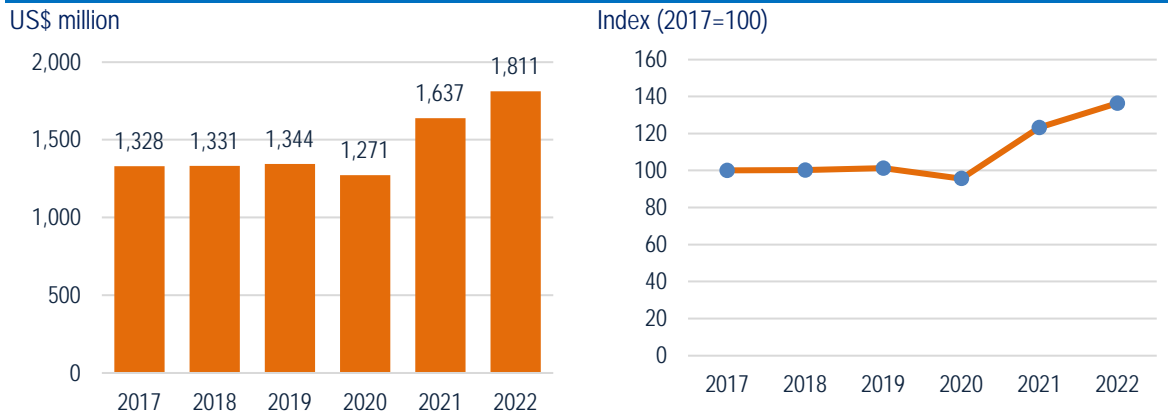
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.12.6 Canada. Upholstered furniture consumption

Figure 3.115 - Canada.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.117 - Canada.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

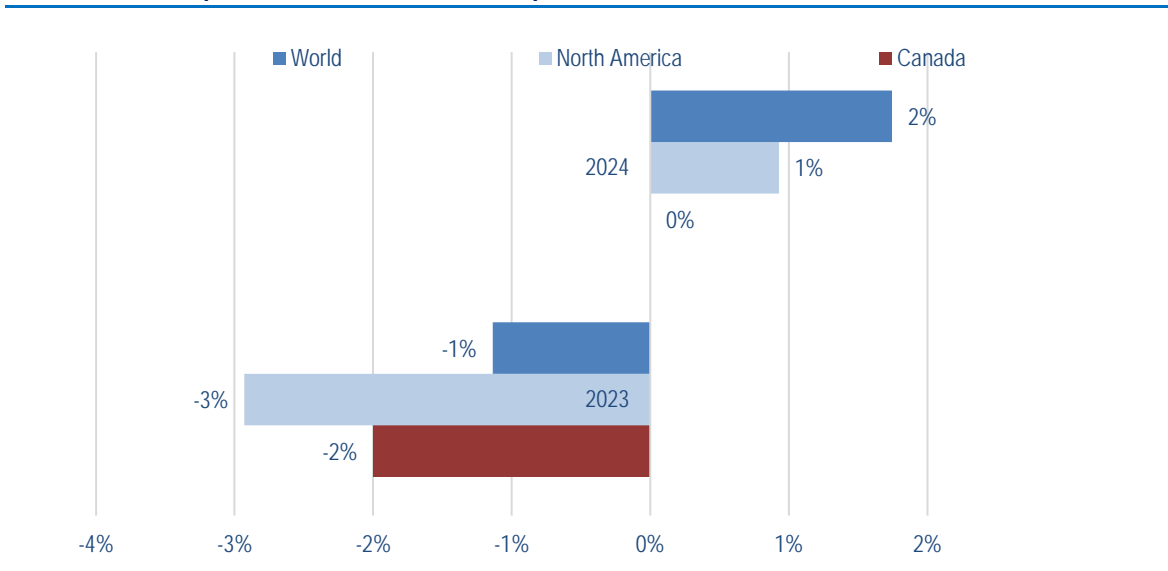
Comparison with North America and World

	2017	2018	2019	2020	2021	2022
Canada	83%	84%	84%	80%	79%	80%
North America	41%	42%	43%	43%	48%	44%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.116 - Canada.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

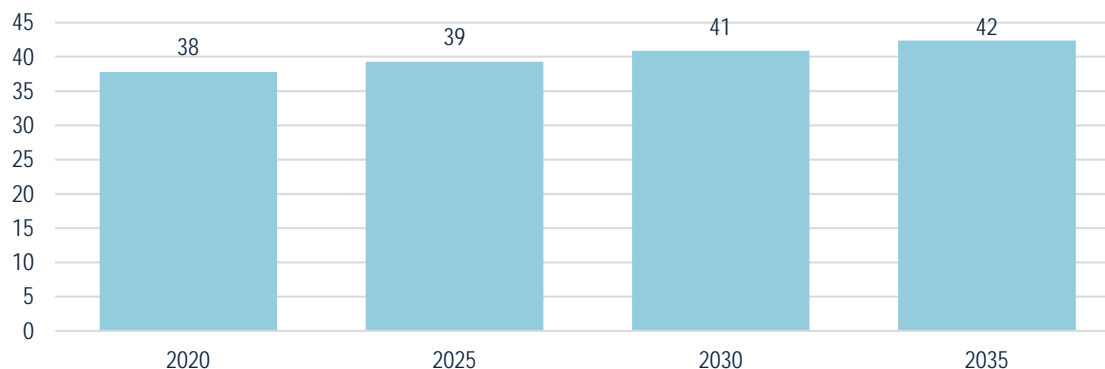


Source: CSIL

3.12.7 Canada. Population forecasts

Figure 3.117 - Canada.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.118 - Canada.

Population. Number of households and share of urban population

Total households	Million	16
Urban Population	% of total	82

Source: UN, World Bank

Last available year

Table 3.119 - Canada.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Toronto	6,197	6,793	10%
Montréal	4,221	4,573	8%
Vancouver	2,581	2,834	10%
Calgary	1,547	1,779	15%
Edmonton	1,461	1,673	15%
Ottawa-Gatineau	1,393	1,535	10%
Québec	826	897	9%
Winnipeg	817	898	10%
Hamilton	767	828	8%
Kitchener-Cambridge-Waterloo	562	629	12%
London	508	550	8%
St. Catharines-Niagara	416	449	8%
Halifax	413	445	8%
Oshawa	398	438	10%
Victoria	386	424	10%
Windsor	336	362	8%
Saskatoon	325	370	14%

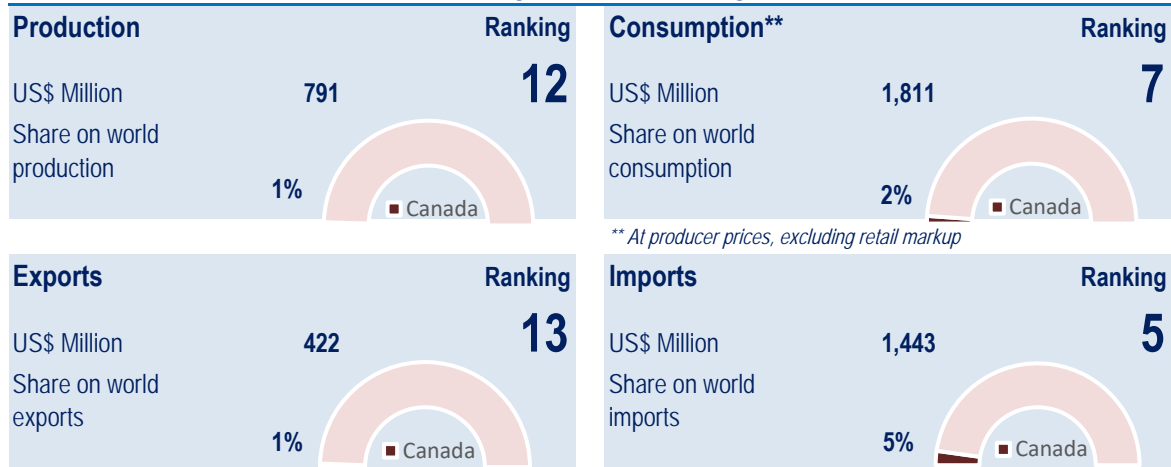
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.12.8 Canada. Comparison with the global upholstered furniture sector

Figure 3.118 - Canada.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.120 - Canada.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	9985	2
Population	Million	38	25
Urban Population	% of total population	82	28
Total GNP	US\$ billion	1848	9
Per capita GNP	US\$	48310	18
Household Consumption Exp.	US\$ billion	1084	9
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	2001	15
Per capita GNP at PPP	US\$	52310	20

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.13. The upholstered furniture industry in Brazil

Table 3.121 - Brazil.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	1,465	1,362	902	866	981	891	864	684	849	789
Exports	US\$ million	22	23	22	29	32	39	47	42	72	78
Imports	US\$ million	31	30	30	17	21	26	30	21	29	26
Consumption*	US\$ million	1,475	1,369	910	854	969	878	847	663	806	738
Production	% ch. -US\$		-7%	-34%	-4%	13%	-9%	-3%	-21%	24%	-7%
Exports	% ch. -US\$		4%	-3%	30%	12%	21%	19%	-10%	73%	7%
Imports	% ch. -US\$		-5%	1%	-43%	21%	24%	15%	-30%	42%	-11%
Consumption*	% ch. -US\$		-7%	-34%	-6%	13%	-9%	-4%	-22%	22%	-8%
export/production	%	2%	2%	2%	3%	3%	4%	5%	6%	9%	10%
import/consumption	%	2%	2%	3%	2%	2%	3%	3%	3%	4%	4%
Production	BRL million	3,161	3,203	3,010	3,018	3,130	3,253	3,407	3,529	4,580	4,072
Exports	BRL million	48	54	74	101	104	143	184	216	390	400
Imports	BRL million	68	70	101	59	66	94	117	107	159	135
Consumption*	BRL million	3,181	3,219	3,037	2,976	3,093	3,204	3,340	3,420	4,349	3,807
Production	% ch. - BRL		1%	-6%	0%	4%	4%	5%	4%	30%	-11%
Exports	% ch. - BRL		13%	38%	36%	3%	38%	29%	17%	81%	3%
Imports	% ch. - BRL		4%	43%	-41%	11%	42%	24%	-8%	49%	-15%
Consumption*	% ch. - BRL		1%	-6%	-2%	4%	4%	4%	2%	27%	-12%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Abimovel

Table 3.122 - Brazil.

Exchange rates, 2013-2022

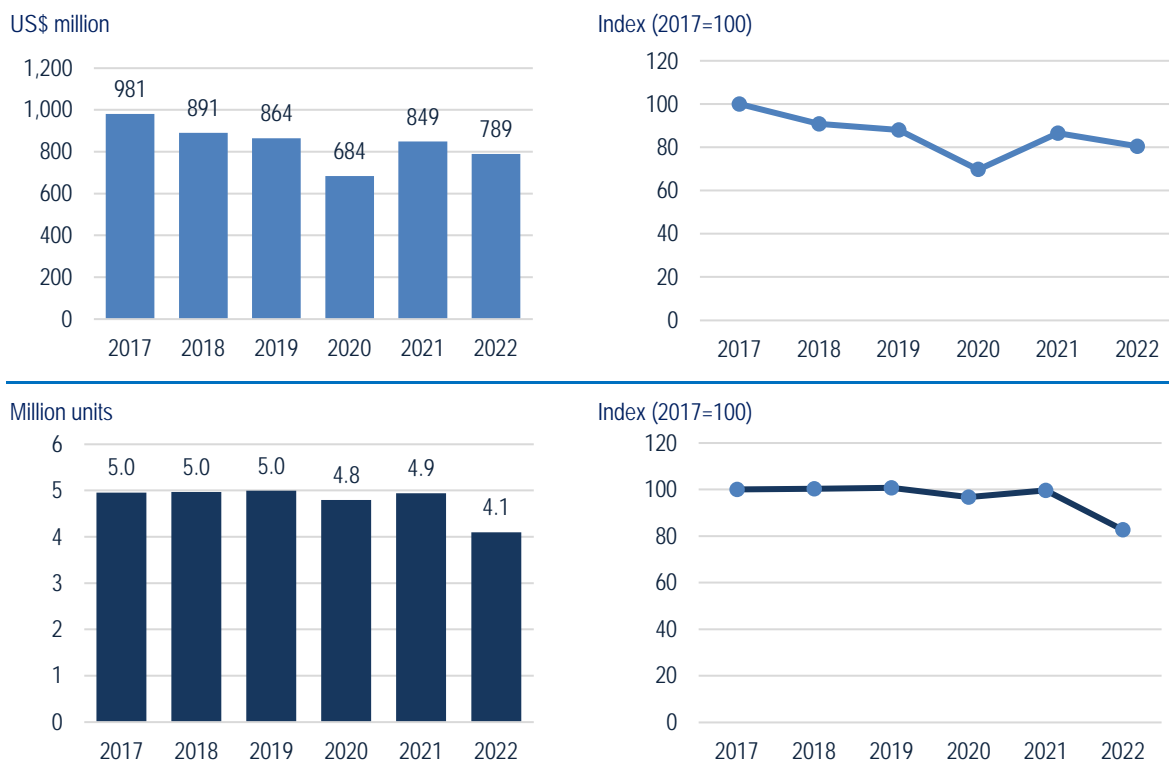
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
BRL per US\$	2.16	2.35	3.34	3.48	3.19	3.65	3.94	5.16	5.40	5.16
BRL per EUR	2.86	3.13	3.70	3.86	3.61	4.31	4.41	5.89	6.38	5.44

Source: US Federal Reserve

3.13.1 Brazil. Upholstered furniture production

Figure 3.119 - Brazil.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.123 - Brazil.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

Comparison with South America and World

	2017	2018	2019	2020	2021	2022
Brazil	3%	4%	5%	6%	9%	10%
South America	4%	5%	6%	6%	7%	8%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.13.2 Brazil. Major Upholstered furniture manufacturers

Table 3.124 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	68.6	98	70
Herval Industria de Moveis, Colchões e Espumas	55.6	30	185
Grupo Minuano	45.4	98	46
Linoforte	37.1	100	37
Castor	31.5	20	158
Líder Interiores	26.6	50	53
Mannes	23.4	60	39
Plenitude Design	23.3	100	23
Umafex	23.2	50	46
Anjos do Brasil	18.5	40	46
Italsofa (Natuzzi)	17.7	100	18
Century Estofados	16.3	80	20
Rondomóveis	13.3	60	22
Sierra	11.6	30	39
Matrix	9.3	100	9
Simbal	8.2	55	15
Viero Móveis	7.4	20	37
Mundo Moveis	6.3	100	6
Moveis Estrela (ME Gonçalves)	6.0	48	13
Artefama	5.7	20	28

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.13.3 Brazil. Major Upholstered furniture manufacturers

Abarca Móveis

Abarca Móveis Ltda

Headquarters/Main Location

Rua Jose de Oliveira Gomes 567 - 08561-300 Poa, SP - Brazil

T: +55 12 39124956

Web: <https://www.abarcamoveis.com.br>

Email: at.varejo@abarcamoveis.com.br

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture

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

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Brazil

Anjos do Brasil

Anjos Colchões e Sofás - D'Angelis

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>

Email: colchoes@anjos.ind.br

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Mattresses

Upholstered furniture production accounts for an estimated 40% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 4; Domestic: 4 Brazil

Art Brazil

ART Brazil Furniture Industry

Headquarters/Main Location

Av. José Marão Filho 10946, Polo Comercial e Industrial -
15502-045 Votuporanga, SP - Brazil

T: +55 17 34215226

Web: <http://artbrasilstofados.com.br>

Email: artbrasil@artbrasilstofados.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs

Total Turnover range: 5-15 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 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; Domestic: 1 Brazil

Artecouro

Artecouro - Industria e Comercio de Moveis Ltda

Headquarters/Main Location

Rua Capitão de Coroa 250 Pq. Industrial II - 86703-296
Arapongas, PR - Brazil

T: +55 43 32745640

Web: <https://www.artecourosotas.com.br>

Email: artecouro@artecourosotas.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: 21-50

Export share on total turnover: 40%

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer, Retailer

Product Portfolio: Furniture, Upholstered furniture, Home
furniture

Total Turnover range: 50-100 US\$ million

Employees range: 0-20

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; Domestic: 3 Brazil

Bell'Arte

Bell'Arte Indústria de Estofados Ltda

Headquarters/Main Location

Rua Willy Gunther, 150 - Bairro Rio Cerro I - 89261-010
Jaraguá do Sul, SC - Brazil

T: +55 47 3274-1600

Web: <https://www.bellarte.com.br>

Email: bellarte@bellarte.com.br; marketing3@bellarte.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and
Chairs, Garden and Outdoor, Mattresses

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

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Brazil

Breton

Fefer Industria, Exportação e comercio de moveis Ltda - Breton

Headquarters/Main Location

AL. GABRIEL MONTEIRO DA SILVA 820, JARDIM PAULISTA
- 01442-000 Sao Paulo, SP - Brazil

T: +55 11 3089.6770

Web: <https://www.breton.com.br>

Activity: Manufacturer, Retailer

Product Portfolio: Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Garden and Outdoor, Contract

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 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, Filling

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

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 3; Domestic: 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 ; 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; Domestic: 2 Brazil

Denken Design

Denken Industria de Estofados e Servicos Ltda

Headquarters/Main Location

Av. Theobaldo Schmatz, 959 | Distrito Industrial Machado - 89870-000 Pinhalzinho, SC - Brazil

T: +55 49 33661703

Web: <http://www.denkendesign.com.br>

Email: contato@denkendesign.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds

Total Turnover range: 0-5 US\$ million

Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 Brazil

Di Qualitá Estofados

Di Qualitá Moveis Ltda

Group: Fortezza

Headquarters/Main Location

Rua Olimpio Dal Magro, nº 104 - 89970-000 Anchieta, SC - Brazil

T: +55 49 36530746; 999289315

Web: <https://diquailita.com.br>

Email: diquailita@diquailita.com.br ; vendas@diquailita.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses

Upholstered furniture production accounts for an estimated 59% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Brazil

Dorigon

Estofados Dorigon Ltda

Headquarters/Main Location

Rs 427 - Km 01, 360 - 95180-000 Farroupilha, RS - Brazil

T: +55 54 2611300

Web: <http://www.dorigon.com.br>

Email: comercial@dorigon.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 0-5 US\$ million

Employees range: 21-50

Enele

Enele Estofados E Móveis

Headquarters/Main Location

Rodovia Acesso Sul, 985 | Área Industrial - 89990-000 São Lourenço do Oeste, SC - Brazil

T: +55 49 33448999

Web: <https://enele.com.br>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 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

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; Domestic: 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

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; Domestic: 1 Brazil

Estofama

Estofama Indústria de Estofados e Colchões

Headquarters/Main Location

Rua Orlando Zardo, 400 - Centro - 89590-000 Arroio Trinta, SC - Brazil
T: +55 49 3535-1211

Web: <https://www.estofama.com.br>

Email: estofama@estofama.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Brazil

Estofart

Estofart Estofados

Headquarters/Main Location

Rua. Ângelo Sperandio, Nº 1400 B. Mangueira Rural - 36500-000 Ubá, MG - Brazil
T: +55 32 35316551

Web: <https://www.estofartminas.com.br>

Email: supervisao@estofartminas.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

Manufacturing plants: 1; Domestic: 1 Brazil

Feeling

Feeling Estofados Ltd

Headquarters/Main Location

R. Frida Piske Kruger, 601 - Barra do Rio Cerro - 89261-010 Jaraguá do Sul, SC - Brazil
T: +55 47 33769300

Web: <https://feelingestofados.com.br>

Email: comercial@feelingestofados.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Mattresses

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

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Brazil

Formato

Nova Formato Estofados Ind. E Com. Ltda

Group: Edmil

Headquarters/Main Location

Av Cap Joao Alves Pereira 440 - 37110-000 Eloi Mendes, MG - Brazil
T: +55 35 3264-1403

Web: <https://www.lojasedmil.com.br>

Activity: Manufacturer, Retailer

Product Portfolio: Furniture, Upholstered furniture, Mattresses, Filling

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Brazil

Gazin Industria de Colchoes

Gazin Ind. de Colchões

Group: Gazin

Headquarters/Main Location

BR-287 - 96930-000 Candelária, RS - Brazil

T: +55 44 36638200

Web: <http://www.colchoesgazin.com.br>

Email: colchoesgazin@gazin.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Mattresses, Pillows

Total Turnover range: 50-100 US\$ million

Employees range: 251-500

Manufacturing plants: ; Domestic: 7 BR: Douradina, Vilhena-RO, Candelária-RS, Feira de Santana-BA, Itaitinga- CE e Jaciara-MT

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; Domestic: 2 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.minuanoodecor.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; Domestic: 1 Brazil

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; Domestic: 2 Brazil

Herval Industria de Moveis, Colchões e Espumas

Herval Industria de Moveis, Colchões e Espumas

Group: Herval

Headquarters/Main Location

Rodovia 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, Filling

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: Yes

Manufacturing plants: 3; Domestic: 3 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

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; Domestic: 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: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 1 Brazil

KF Estofados

Kf Estofados Ltda

Headquarters/Main Location

Rua São Paulo, nº 1104, Bairro Borgo - 95705-542 Bento

Gonçalves, RS - Brazil

T: +55 54 34543687

Web: <http://www.kfestofados.com.br>

Email: kfestofados@kfestofados.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: 21-50

Manufacturing plants: 1; Domestic: 1 Brazil

Klassik Estofados

Klassik Estofados

Headquarters/Main Location

R. Ver. Cibeles, 58, Planalto - 95180-000 Farroupilha, RS - Brazil

T: +55 54 32683955

Web: <https://www.estofadosklassik.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: 0-20

Manufacturing plants: 1; Domestic: 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

Activity: Manufacturer, Trader

Product Portfolio: Upholstered furniture, Contract

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 Brazil

Lara Moveis

Lara Moveis

Headquarters/Main Location

Rodovia Ubá - Guidoval, KM, 5 - 36500-000 Ubá, MG - Brazil

T: +55 32 35395200

Web: <https://www.laramoveis.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: 0-20

Manufacturing plants: 1; Domestic: 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

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; Domestic: 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

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; Domestic: 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

Activity: Manufacturer

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

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

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Export share on total turnover: Yes

Manufacturing plants: 1; Domestic: 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: 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: ; Domestic: Brazil

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

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; Domestic: 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

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; Domestic: 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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Mattresses, Filling

Total Turnover range: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 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; Domestic: 3 Brazil

Móveis James

Móveis James Ltda

Headquarters/Main Location

Rua Padre Henrique Muller 534 - 89290-000 Sao Bento Do Sul, SC - Brazil

T: +55 47 36341300 ; 6341300 ; 6340070 ; 6341299

Web: <https://www.moveisjames.com.br>

Email: vendas@moveisjames.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Home furniture

Total Turnover range: 0-5 US\$ million

Employees range: 100-250

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; Domestic: 1 Brazil

Paropas

Industria e Comercio Copas S/A (Paropas)

Headquarters/Main Location

Rua Giovanni 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, Filling

Total Turnover range: 15-50 US\$ million

Employees range: 51-100

Manufacturing plants: ; Domestic: 1 BR

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: 15-50 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Brazil

Pollus

Pollus Ind Com De Moveis Ltda

Headquarters/Main Location

Av. Nasser Marão 4387 - Pq Indl I - 15503-005 Votuporanga, SP - Brazil

T: +55 17 34261234

Web: <https://www.pollusmoveis.com.br>

Email: pollus@pollusmoveis.com.br

Activity: Manufacturer

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

Total Turnover range: 0-5 US\$ million

Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Brazil

Probel

Probel

Group: Grupo Pelmex

Headquarters/Main Location

Rodovia 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: ; Domestic: 3 BR

Recliners

Recliners Industrial Ltda

Headquarters/Main Location

Estrada Juliano Belline, n 445 - Piracicaba, SP - Brazil

T: +55 19 30524642

Web: <https://www.recliners.com.br>

Email: atendimento@recliners.com.br ;

vendas@recliners.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: 0-20

Manufacturing plants: 1; Domestic: 1 Brazil

Rondomóveis

Rondomóveis Estofados e Colchões

Headquarters/Main Location

Rua Ver. Eugênio José da Silva, 200 - São Geraldo, MG - Brazil

T: +55 32-3556-3300

Web: <https://rondomoveis.com.br>

Email: vendas2@rondomoveis.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Mattresses, Filling

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; Domestic: 1 Brazil

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: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 1; Domestic: 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, Filling
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; Domestic: 1 Brazil

Socimol

Socimol Ind Colchoes e Móveis Ltda

Group: Grupo Claudino

Headquarters/Main Location

av Pedro Freitas, 4000 - 64018-410 São Pedro, Teresina, PI - Brazil

T: +55 86 218-5199

Web: <http://colchaoonix.com.br>

Email: socsleepcenter@socimol.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Occasional, Mattresses, Contract, Filling

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Export share on total turnover: Yes

Manufacturing plants: ; Domestic: 2 BR

Solar

Industria e Comercio de Estofados Solar Ltd

Group: Gralha Azul

Headquarters/Main Location

Rodovia 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; Domestic: 1 Brazil

Sulandês

Estofados Sulandês

Headquarters/Main Location

RS 122, km 58 - 95180-000 Farroupilha, RS - Brazil

T: +55 54 31618300

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

Email: atendimento@sulandes.com.br ;

vendas@sulandes.com.br

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Takei

Takei Ind Moveleira Ltda

Headquarters/Main Location

Rodovia João Lunardelli (PR-170), Km 34,5, - Prado Ferreira, PR - Brazil

T: +55 43 3244-1500

Web: <https://takei.com.br>

Email: contato@takei.com.br

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: 100-250

Manufacturing plants: 1; Domestic: 1 Brazil

Tessuti

Tessuti Estofados Importacao E Exportacao Eireli

Headquarters/Main Location

Rua Curitiba, Nº 2781 - 87140 Paçandu, PR - Brazil

T: +55 44 32449028

Web: <http://www.tessutiestofados.com.br>

Email: contato@tessutiestofados.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: 0-20

Manufacturing plants: 1; Domestic: 1 Brazil

Umafex

Estofados Umafex 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: Upholstered furniture, Mattresses, Filling

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

Total Turnover range: 15-50 US\$ million

Employees range: > 500

Manufacturing plants: 2; Domestic: 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

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

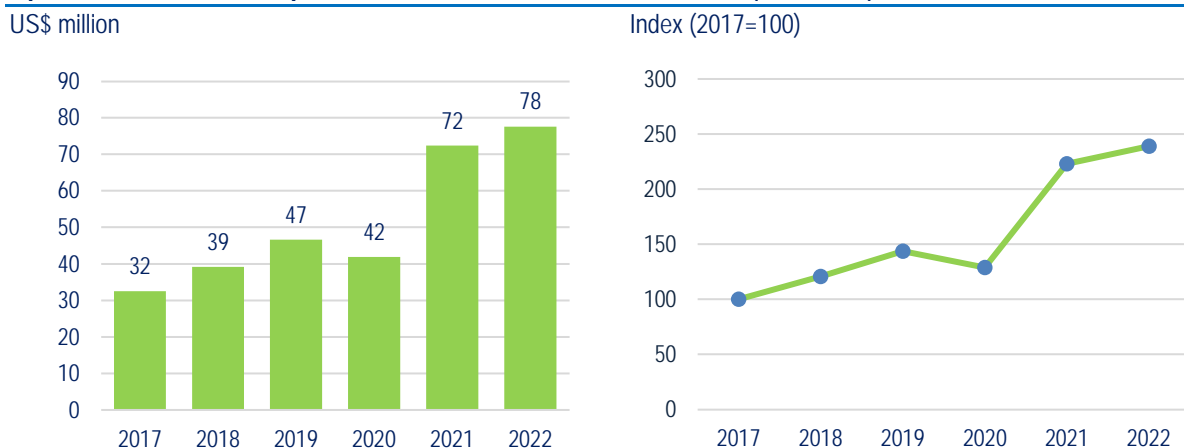
Employees range: 251-500

Manufacturing plants: 1; Domestic: 1 Brazil

3.13.4 Brazil. Upholstered furniture exports

Figure 3.120 - Brazil.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

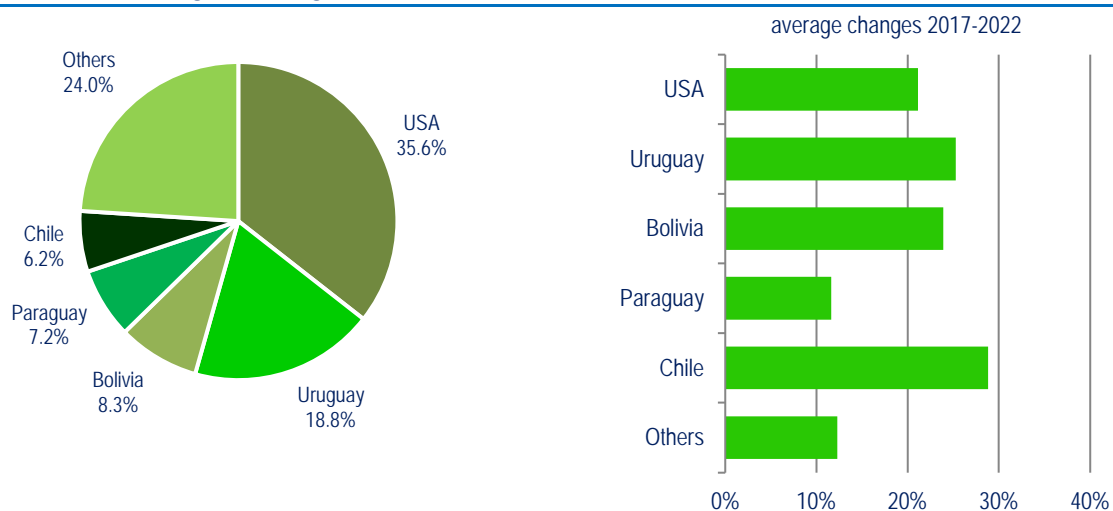


Source: CSIL processing of official data

Figure 3.121 - Brazil.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.125 - Brazil.

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
USA	10.6	12.2	16.4	14.4	25.5	27.6	32.6	35.6	8.5	21.1
Uruguay	4.7	7.4	8.8	8.0	12.4	14.6	14.5	18.8	17.3	25.3
Bolivia	2.2	2.3	2.3	2.1	4.4	6.5	6.8	8.3	45.5	23.9
Paraguay	3.2	3.6	3.2	3.2	4.5	5.6	9.9	7.2	24.2	11.6
Chile	1.3	1.6	1.3	1.3	6.3	4.8	4.1	6.2	-23.8	28.8
Panama	0.7	1.0	1.3	0.7	2.1	2.4	2.1	3.0	13.2	28.7
Dominican Rep.	0.6	0.8	0.7	0.6	1.8	2.3	1.7	2.9	28.9	32.2
Peru	0.7	1.2	1.0	0.6	1.2	1.6	2.3	2.1	36.8	17.1
Argentina	1.9	1.8	1.8	1.2	1.0	1.4	5.9	1.8	39.6	-6.2
Ecuador	0.2	0.4	0.7	0.9	1.5	1.1	0.6	1.5	-26.3	43.7
top 10	26.1	32.2	37.6	33.0	60.6	67.8	80.5	87.3	11.8	21.0
others	6.3	6.9	9.0	8.9	11.7	9.8	19.5	12.7	-16.2	9.2
Americas	27.3	33.7	40.3	35.3	64.3	72.3	83.9	93.1	12.4	21.5
- North America	11.1	12.8	17.6	15.4	26.5	28.7	34.1	36.9	8.2	20.9
- Central-South America	16.2	20.9	22.7	19.9	37.8	43.6	49.8	56.2	15.4	21.9
Asia and Pacific	0.5	0.4	0.4	0.5	0.6	0.8	1.5	1.0	22.7	9.7
Europe	4.0	4.4	4.4	5.4	6.0	2.3	12.3	3.0	n.s.	-10.2
- European Union (27)	3.9	4.2	4.1	5.2	5.8	1.9	12.1	2.5	n.s.	-13.2
- UK, CH, NO, IS	0.0	0.2	0.3	0.2	0.2	0.4	0.1	0.5	n.s.	49.7
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	98.1
Middle East	0.2	0.1	0.2	0.2	0.3	0.6	0.7	0.7	63.2	19.0
Africa	0.5	0.6	1.3	0.5	1.1	1.7	1.6	2.1	44.7	26.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	32.5	39.1	46.6	41.9	72.4	77.6	100.0	100.0	7.2	19.0

Source: CSIL processing of official data

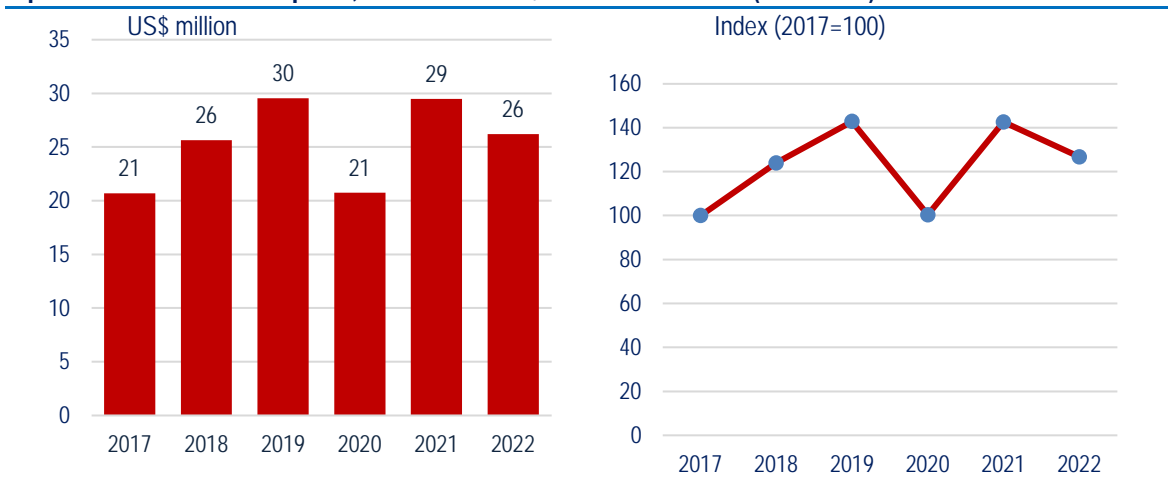
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.13.5 Brazil. Upholstered furniture imports

Figure 3.122 - Brazil.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

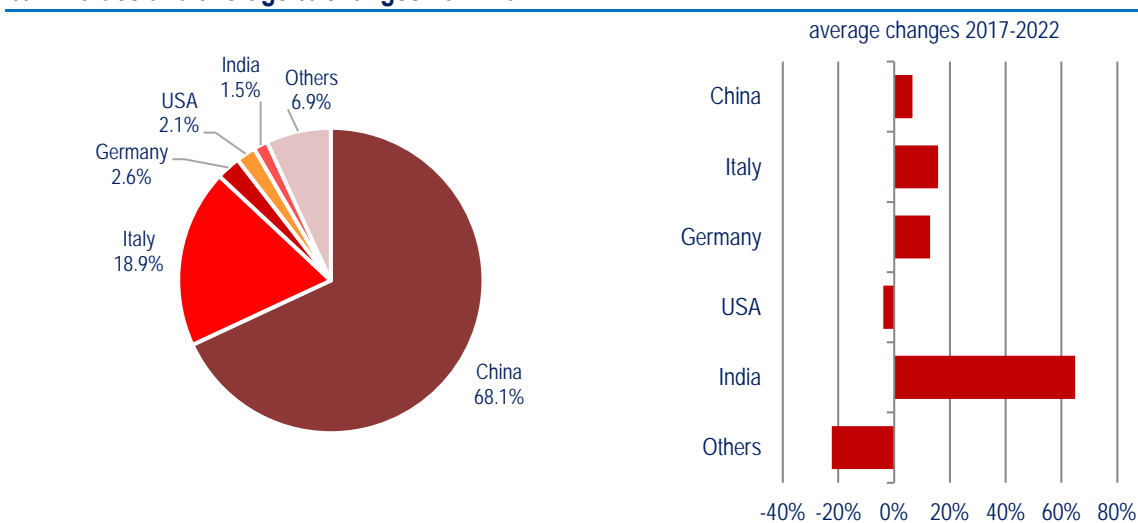


Source: CSIL processing of official data

Figure 3.123 - Brazil.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.126 - Brazil.

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	13.0	17.0	18.0	14.0	22.4	17.8	56.9	68.1	-20.5	6.6
Italy	2.4	3.2	4.3	3.8	4.5	5.0	10.4	18.9	9.8	15.8
Germany	0.4	0.4	0.4	0.4	0.5	0.7	1.6	2.6	28.3	12.9
USA	0.7	1.1	0.9	0.4	0.4	0.5	2.9	2.1	53.7	-3.9
India	0.0	0.0	0.1	0.0	0.1	0.4	0.1	1.5	n.s.	64.9
Indonesia	0.0	0.1	0.0	0.1	0.1	0.2	0.2	0.8	n.s.	40.4
Norway	0.1	0.0	0.0	0.0	0.0	0.2	0.4	0.8	n.s.	15.1
Denmark	0.1	0.1	0.1	0.1	0.1	0.2	0.3	0.7	34.6	19.3
France	0.1	0.1	0.1	0.0	0.1	0.2	0.3	0.7	42.7	18.7
Hong Kong, China	0.2	0.8	0.4	0.2	0.2	0.2	0.9	0.6	-2.5	-4.7
top 10	16.9	22.9	24.4	19.0	28.4	25.3	74.2	96.7	-10.8	8.4
others	5.9	5.1	5.2	1.8	1.1	0.9	25.8	3.3	-20.2	-31.8
Americas	3.1	2.4	3.7	1.1	0.4	0.6	13.4	2.3	50.8	-27.6
- North America	1.8	1.4	2.3	0.5	0.4	0.6	7.9	2.3	49.9	-19.9
- Central-South America	1.3	1.0	1.3	0.6	0.0	0.0	5.5	0.1	82.5	n.s.
Asia and Pacific	15.1	19.8	19.4	14.7	23.0	18.9	66.0	71.9	-17.9	4.6
Europe	4.5	5.6	6.3	4.9	6.1	6.7	19.8	25.5	10.4	8.1
- European Union (27)	3.5	4.8	5.5	4.6	5.8	6.3	15.5	24.1	8.3	12.3
- UK, CH, NO, IS	1.0	0.9	0.8	0.3	0.2	0.3	4.2	1.3	58.7	-18.7
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	n.s.	3.3
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Africa	0.2	0.1	0.1	0.1	0.1	0.1	0.7	0.3	15.2	-16.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	22.8	28.0	29.5	20.7	29.5	26.2	100.0	100.0	-11.1	2.8

Source: CSIL processing of official data

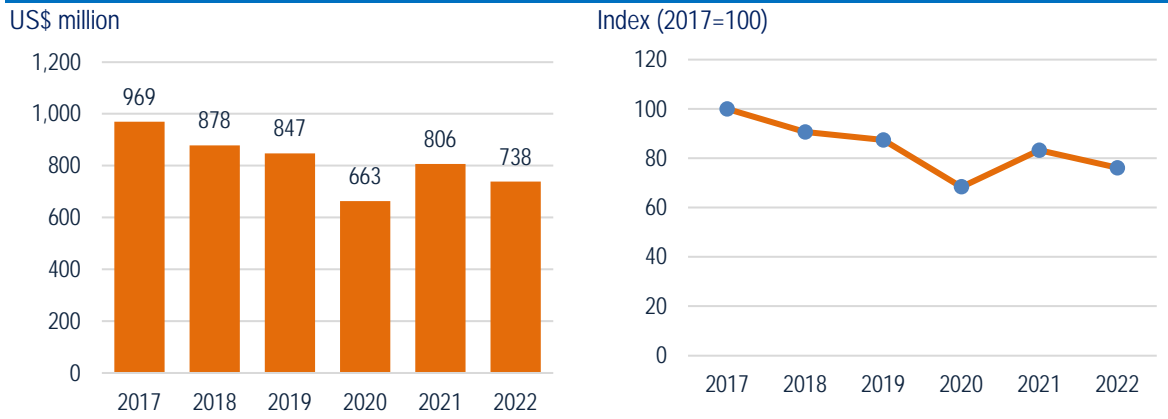
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.13.6 Brazil. Upholstered furniture consumption

Figure 3.124 - Brazil.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.127 - Brazil.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

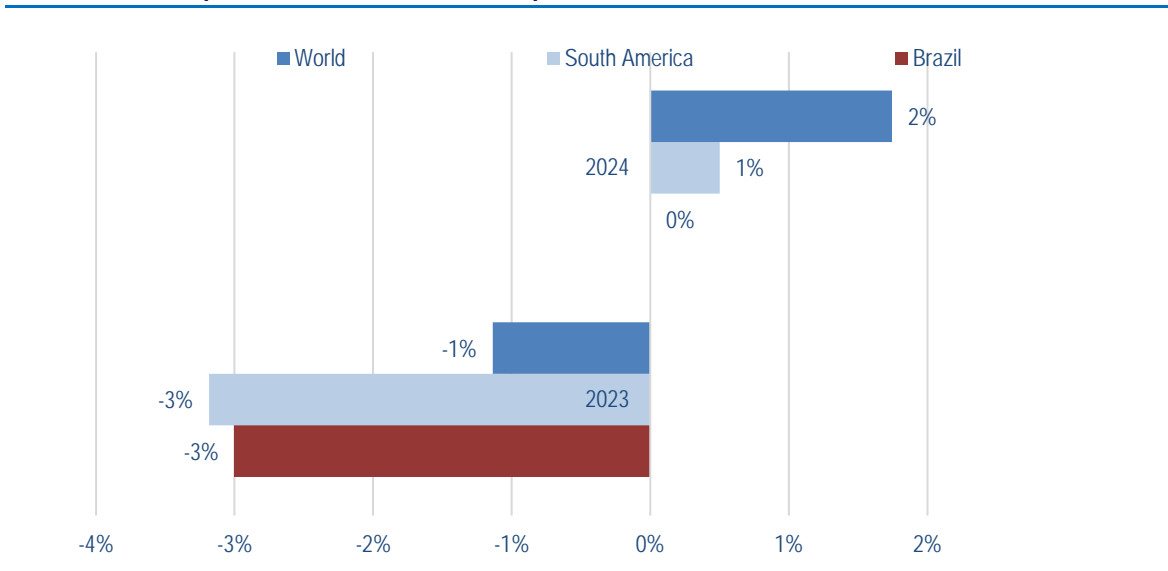
Comparison with South America and World

	2017	2018	2019	2020	2021	2022
Brazil	2%	3%	3%	3%	4%	4%
South America	11%	15%	14%	13%	19%	18%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.125 - Brazil.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

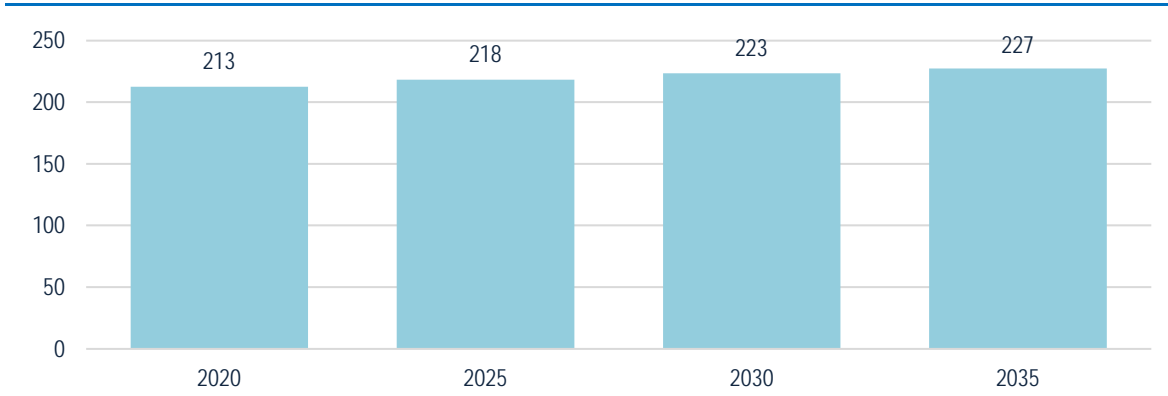


Source: CSIL

3.13.7 Brazil. Population forecasts

Figure 3.126 - Brazil.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.128 - Brazil.

Population. Number of households and share of urban population

Total households	Million	79
Urban Population	% of total	87

Source: UN, World Bank

Last available year

Table 3.129 - Brazil.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
São Paulo	22,043	23,824	8%
Rio de Janeiro	13,458	14,408	7%
Belo Horizonte	6,084	6,583	8%
Brasília	4,646	5,199	12%
Porto Alegre	4,137	4,416	7%
Recife	4,127	4,509	9%
Fortaleza	4,073	4,446	9%
Salvador	3,839	4,181	9%
Curitiba	3,679	4,040	10%
Campinas	3,301	3,627	10%
Goiânia	2,690	3,056	14%
Belém	2,334	2,546	9%
Manaus	2,261	2,537	12%
Grande Vitória	2,076	2,311	11%

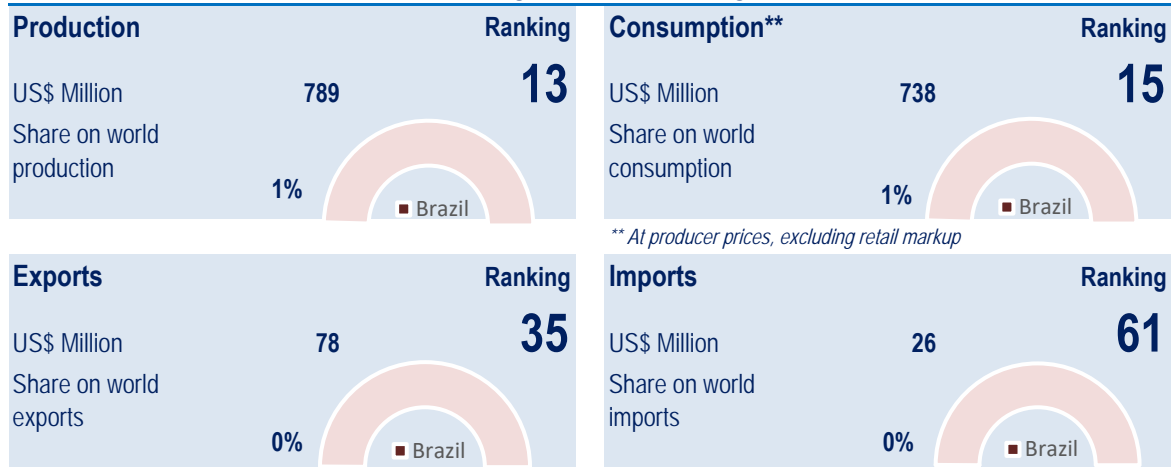
Source: UN

* Urban Agglomeration with 2 million inhabitants or more in 2020

3.13.8 Brazil. Comparison with the global upholstered furniture sector

Figure 3.127 - Brazil.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.130 - Brazil.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	8516	5
Population	Million	214	5
Urban Population	% of total population	87	17
Total GNP	US\$ billion	1659	12
Per capita GNP	US\$	7740	56
Household Consumption Exp.	US\$ billion	981	10
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	3343	10
Per capita GNP at PPP	US\$	15600	59

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.14. The upholstered furniture industry in Spain

Table 3.131 - Spain.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	551	624	555	591	633	682	665	617	768	756
Exports	US\$ million	157	199	176	195	210	237	244	197	259	263
Imports	US\$ million	230	252	212	233	257	292	288	257	399	403
Consumption*	US\$ million	624	677	592	629	679	736	709	677	907	895
Production	% ch. -US\$		13%	-11%	6%	7%	8%	-2%	-7%	24%	-2%
Exports	% ch. -US\$		26%	-11%	11%	8%	13%	3%	-19%	31%	2%
Imports	% ch. -US\$		9%	-16%	10%	10%	14%	-2%	-11%	55%	1%
Consumption*	% ch. -US\$		8%	-13%	6%	8%	8%	-4%	-5%	34%	-1%
export/production	%	29%	32%	32%	33%	33%	35%	37%	32%	34%	35%
import/consumption	%	37%	37%	36%	37%	38%	40%	41%	38%	44%	45%
Production	EUR million	415	469	501	533	560	577	594	541	649	717
Exports	EUR million	119	149	159	176	186	201	218	173	219	250
Imports	EUR million	173	190	191	210	227	247	257	225	337	382
Consumption*	EUR million	470	509	533	568	601	623	634	593	767	850
Production	% ch. - EUR		13%	7%	7%	5%	3%	3%	-9%	20%	11%
Exports	% ch. - EUR		26%	6%	11%	6%	8%	8%	-21%	27%	14%
Imports	% ch. - EUR		9%	1%	10%	8%	9%	4%	-12%	49%	13%
Consumption*	% ch. - EUR		8%	5%	6%	6%	4%	2%	-6%	29%	11%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.132 - Spain.

Exchange rates, 2013-2022

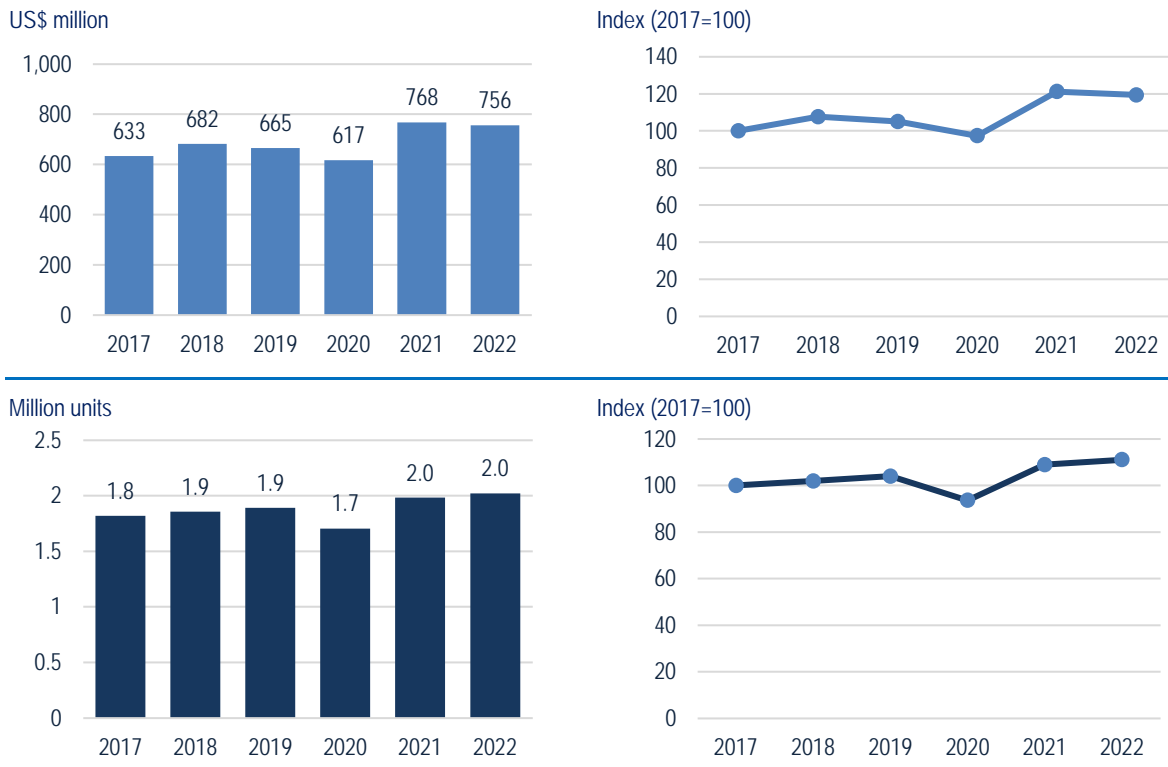
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

3.14.1 Spain. Upholstered furniture production

Figure 3.128 - Spain.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.133 - Spain.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

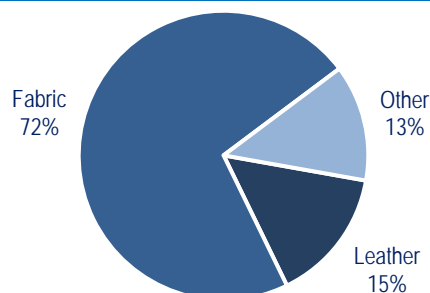
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Spain	33%	35%	37%	32%	34%	35%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.129 - Spain.

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



Source: CSIL

Last available year

3.14.2 Spain. Major Upholstered furniture manufacturers

Table 3.134 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	33.7	80	42.1
Acomodel	26.0	100	26.0
Pedro Ortiz	25.4	100	25.4
Inclass	22.1	60	36.9
Mobel Yecla Tapizados	21.9	100	21.9
Kettal Group	21.8	30	72.6
Mopal Tapizados	17.2	100	17.2
Andreu World	16.2	70	23.2
Divani Star	13.4	100	13.4
Losbu	11.9	100	11.9
Sancal	10.9	90	12.1
Tapizados J Mayo	9.4	100	9.4
Koo International	9.1	100	9.1
Navarro	8.4	99	8.5
Mayor Tapizados	8.1	100	8.1
Gamamobel	8.0	95	8.4
Movireb (Grupo Somg)	7.7	100	7.7
Suinta	7.5	100	7.5
Muñoz Robles	7.0	100	7.0
O'luxen	6.6	100	6.6
Moradillo	6.1	100	6.1
Ta' Joma	5.9	100	5.9
Tayber Tapizados	5.0	100	5.0
Ecus	5.0	25	20.0
Tapizados Mydel	4.6	95	4.9

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.14.3 Spain. 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

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; Domestic: 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.andreuworld.com>

Email: aworld@andreuworld.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; Domestic: 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@fracjumar.com**Activity:** Manufacturer**Product Portfolio:** Upholstered furniture, Tables and Chairs, Contract**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**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; 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; Domestic: 1 Spain**Colección Alexandra****Colección Alexandra Intl. S.L.****Headquarters/Main Location**

C/ del Coure, s/n, Parque Empresarial Carabona, Apdo. 220 -

12530 Burriana, Castellón - Spain

T: +34 964 513451**Web:** <http://www.coleccionalexandra.com>**Email:** design@coleccionalexandra.com**Activity:** Manufacturer**Product Portfolio:** Furniture, Upholstered furniture, Tables and Chairs**Total Turnover range:** 5-15 US\$ million**Employees range:** 21-50**Colors Sofas****Leire Tapizados, S.L.U. -****Headquarters/Main Location:** Pol. Ind. Urbayecla II - C/

Tejeras 54 - 30510 Yecla, Murcia - Spain

T: +34 868818134**Web:** <https://colorssofas.com>**Email:** info@colorssofas.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; Domestic: 1 Spain**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:** <http://www.casadesus.net>**Email:** info@casadesus.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:** 21-50**Manufacturing plants:** 1; Domestic: 1 Spain**Dina Tapizados****Dina Tapizados S.A.****Headquarters/Main Location**

Avda. Juan Carlos I, n°2 - Pol.Ind. La Herrada - Apdo. 92 -

30510 Yecla, Murcia - Spain

T: +34 968 751185 ; 718041 ; 751219**Web:** <https://dinatapizados.com>**Email:** dina@dinatapizados.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; Domestic: 1 Spain**Divani Star****Divani Star SI****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**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; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract

Upholstered furniture production accounts for an estimated 25% of total revenues

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Export share on total turnover: 40%

Manufacturing plants: 1; Domestic: 1 Spain

Emedos Diseño

Emedos Diseño, S.L.

Headquarters/Main Location

P. I La Herrada. C/ Infanta Cristina, Parcela C-18 - 30510 Yecla, Murcia - Spain

T: +34 968 752352

Web: <http://www.emedos.com>

Email: emedos@emedos.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; Domestic: 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

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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Garden and Outdoor, Contract

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; Domestic: 2 Spain

Formas

Formas Tapizados

Headquarters/Main Location

Ctra. Santomera-Alquerias 37, Apdo. Correos 83 - 30140 Santomera, Murcia - Spain

T: +34 968 865300

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

Email: comercial@tapizadosformas.com ;

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; Domestic: 1 Spain

Future Comfort

Future Comfort Tapizados Sociedad Limitada

Headquarters/Main Location

Ctra. Fuente Álamo, Km. 1 - 30510 Yecla, Murcia - Spain
T: +34 968 797287

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

Email: 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; Domestic: 1 Spain

Gamamobel

Global Sofas SL - Gamamobel

Headquarters/Main Location

Cmno. de la Vereda s/n - 46469 Beniparrell, Valencia - Spain
T: +34 96 1212121

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

Email: 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: 60%

Manufacturing plants: 1; Domestic: 1 Spain

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.gandiabrasco.com>

Email: info@gandiabrasco.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

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

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; Domestic: 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

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; Domestic: 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

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: 0-20

Export share on total turnover: 20%

Manufacturing plants: 1; Domestic: 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

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: 100-250

Export share on total turnover: 91%

Manufacturing plants: 1; Domestic: 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

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; Domestic: 1 Spain

Losbu

Losbu SI

Headquarters/Main Location

Pol. Ind. Las Teresas, C/ Miguel Servet, S/N - N^o 3 Y 5 - 30510

Yecla, Murcia - Spain

T: +34 968 75 24 56

Web: <http://www.losbu.com>

Email: losbu@losbu.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; Domestic: 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

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; Domestic: 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

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; Domestic: 1 Spain

Mobel Yecla Tapizados

Mobel Yecla Tapizados SI

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 ; 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: 8%

Manufacturing plants: 1; Domestic: 1 Spain

Mopal Tapizados

Mopal Tapizados SL

Headquarters/Main Location

Calle Dr. Pedro Pons 5 - 30510 Poligono Industrial Las Teresas, Murcia - Spain

T: +34 968 750 393

Web: <http://mopaltapizados.com>

Email: 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; Domestic: 1 Spain

Moradillo

Tapizados Moradillo, S.A.

Headquarters/Main Location

C/La Toca, 7 Poligono La Toca - 28947 Fuenlabrada, Madrid - Spain

T: +34 91 6422215

Web: <https://moradillo.com>

Email: 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; Domestic: 1 Spain

Movireb

Movireb Confort Sociedad Limitada

Group: Grupo Somg

Headquarters/Main Location

Pol. Ind. La Campiña. C/castilla Leon, 6 - 41400 Ecija, Sevilla - Spain

Web: <http://www.gruposomg.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; Domestic: 1 Spain

MRP Muebles Riera Pascual

MRP Muebles Riera Pascual SL

Headquarters/Main Location

Fusters, 41. Poligono 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: 21-50

Muebles Boom

Arcaín 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 ; 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 Munoz Robles SI

Headquarters/Main Location

Camino Brazal de la Mota, 4 - 30580 Murcia - Spain

T: +34 968 870056

Web: <https://munozrobles.com>

Email: 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: 1; Domestic: 1 Spain

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

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; Domestic: 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 ; info@huklagermany.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; Domestic: 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

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: 25%

Manufacturing plants: 1; Domestic: 1 Spain

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

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; Domestic: 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 90% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 51-100

Export share on total turnover: 70%

Manufacturing plants: 2; Domestic: 2 Spain

Stua

Stua SA

Headquarters/Main Location

Polígono 26 Bidebitarte - 20115 Astigarraga, Guipúzcoa - Spain

T: +34 943 556323 ; 330188

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

Email: stua@stua.com

Activity: Manufacturer, Editor/Designer

Product Portfolio: Office Furniture, Upholstered furniture, Tables and Chairs, Occasional, Contract

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

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 75%

Manufacturing plants: 2; Domestic: 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

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; Domestic: 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

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; Domestic: 1 Spain

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

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: 10%

Manufacturing plants: 1; Domestic: 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

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; Domestic: 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.tapizadospam.com>

Email: info@tapizadospam.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: 21-50

Manufacturing plants: 1; Domestic: 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

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; Domestic: 1 Spain

TM Sillerias

TM Sillerias SI

Group: Grupo TM

Headquarters/Main Location

Ctra. Villena, Km 5, RM-425, Apdo. 418 - 30510 Yecla, Murcia - Spain

T: +34 968 753136

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

Email: 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: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 20%

Manufacturing plants: 1; Domestic: 1 Spain

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; export@viccarbe.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Tables and Chairs, Garden and Outdoor, Contract

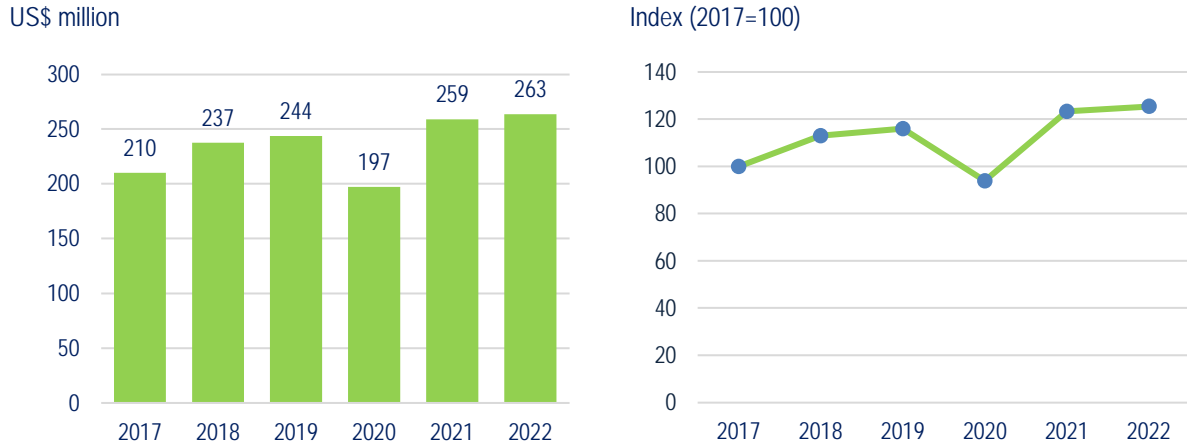
Total Turnover range: 15-50 US\$ million

Employees range: 51-100

3.14.4 Spain. Upholstered furniture exports

Figure 3.130 - Spain.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

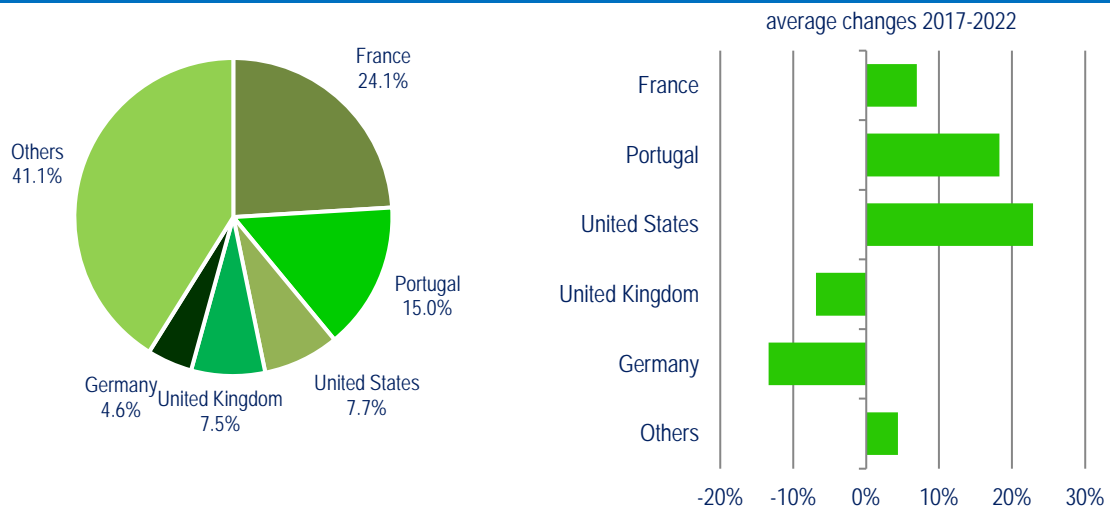


Source: CSIL processing of official data

Figure 3.131 - Spain.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.135 - Spain.

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
France	45.2	45.7	53.1	49.6	61.2	63.4	21.5	24.1	3.5	7.0
Portugal	17.0	19.8	24.1	24.5	37.6	39.4	8.1	15.0	4.9	18.3
United States	7.3	17.6	17.0	12.0	19.2	20.4	3.5	7.7	6.5	22.9
United Kingdom	28.3	35.3	33.8	20.8	18.1	19.8	13.5	7.5	9.5	-6.9
Germany	24.8	14.9	12.2	11.4	16.7	12.1	11.8	4.6	-27.6	-13.4
Italy	9.0	13.1	12.3	6.3	9.0	10.2	4.3	3.9	13.0	2.6
Morocco	3.2	2.7	4.7	3.5	6.1	8.5	1.5	3.2	37.8	21.6
Belgium	5.2	5.7	6.0	5.9	6.8	7.1	2.5	2.7	5.6	6.5
Saudi Arabia	3.3	4.4	4.3	3.7	3.7	6.4	1.5	2.4	71.6	14.6
Netherlands	3.1	3.8	4.3	3.7	9.8	6.0	1.5	2.3	-38.1	14.5
top 10	146.3	163.0	171.8	141.2	188.2	193.4	69.7	73.4	2.7	5.7
others	63.7	74.4	71.7	55.9	70.7	70.0	30.3	26.6	-1.0	1.9
Americas	17.0	29.6	28.8	18.7	29.4	33.0	8.1	12.5	12.2	14.2
- North America	10.4	21.8	21.9	15.0	23.1	25.5	5.0	9.7	10.4	19.7
- Central-South America	6.6	7.8	6.9	3.7	6.3	7.5	3.1	2.8	19.2	2.5
Asia and Pacific	10.5	10.8	14.1	8.5	11.0	10.5	5.0	4.0	-4.2	-0.1
Europe	160.5	171.2	176.6	150.1	193.0	189.6	76.4	72.0	-1.8	3.4
- European Union (27)	122.8	121.7	131.8	118.7	164.1	160.0	58.5	60.7	-2.5	5.4
- UK, CH, NO, IS	32.8	41.3	39.5	25.7	23.3	24.8	15.6	9.4	6.1	-5.5
- Other Europe	4.9	8.1	5.3	5.7	5.6	4.8	2.3	1.8	-13.9	-0.2
Middle East	14.3	17.8	13.6	11.5	14.3	15.5	6.8	5.9	8.2	1.5
Africa	7.7	7.6	10.3	8.3	10.8	14.4	3.7	5.5	32.6	13.4
Other Countries	0.0	0.3	0.1	0.0	0.4	0.5	0.0	0.2	16.8	n.s.
World Total	210.1	237.4	243.5	197.2	258.9	263.4	100.0	100.0	1.7	4.6

Source: CSIL processing of official data

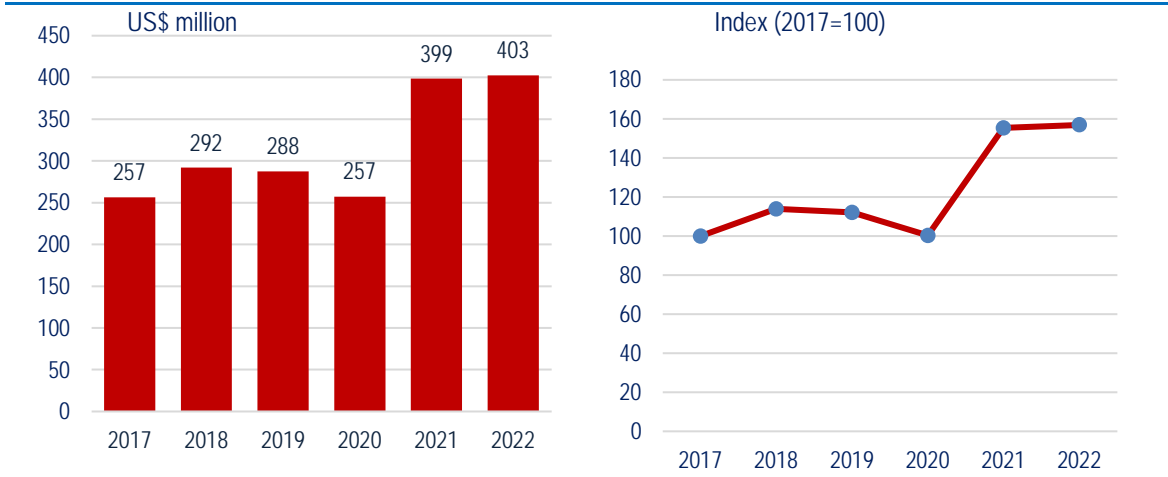
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.14.5 Spain. Upholstered furniture imports

Figure 3.132 - Spain.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

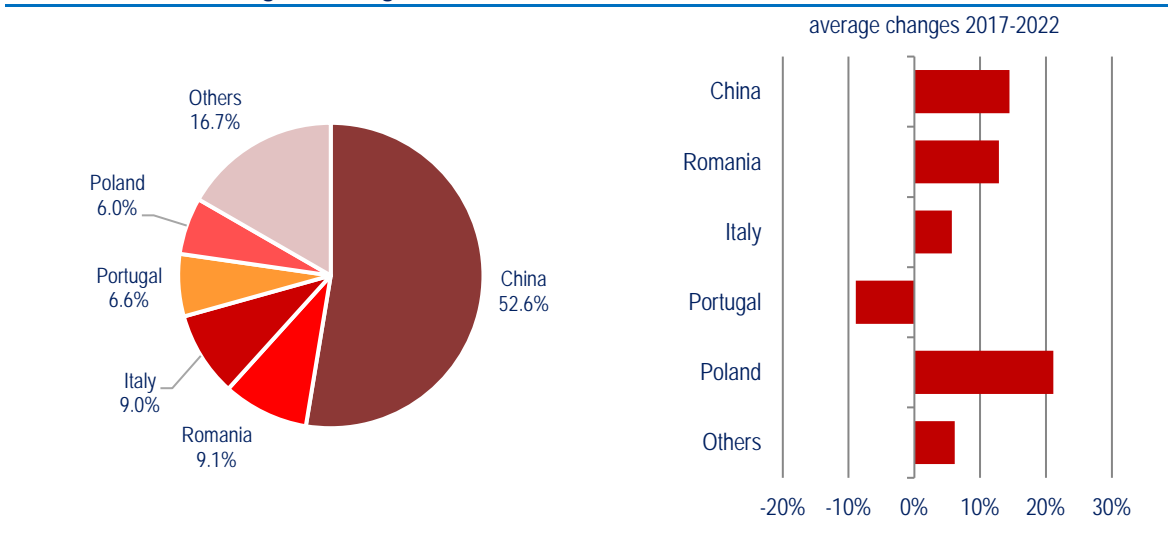


Source: CSIL processing of official data

Figure 3.133 - Spain.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.136 - Spain.

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	107.8	120.2	126.8	128.2	216.7	211.8	42.0	52.6	-2.3	14.5
Romania	19.9	26.5	22.4	18.8	33.3	36.6	7.8	9.1	9.7	12.9
Italy	27.4	31.7	29.4	23.3	33.6	36.2	10.7	9.0	7.8	5.7
Portugal	42.4	49.2	48.2	34.9	31.8	26.6	16.5	6.6	-16.2	-8.9
Poland	9.3	10.5	10.4	8.2	19.7	24.3	3.6	6.0	23.3	21.1
Denmark	4.5	4.2	3.4	3.5	6.7	11.8	1.8	2.9	77.2	21.0
Vietnam	7.6	9.5	5.6	6.7	10.0	11.2	3.0	2.8	11.8	8.0
Germany	9.4	8.2	8.4	8.0	11.6	10.0	3.7	2.5	-13.4	1.4
France	6.8	6.8	7.6	4.9	4.5	5.6	2.6	1.4	23.4	-3.8
Türkiye	2.2	1.8	1.9	1.9	3.5	4.6	0.8	1.1	31.1	16.3
top 10	237.2	268.6	264.0	238.3	371.3	378.7	92.5	94.1	2.0	9.8
others	19.3	23.4	23.5	19.0	27.2	23.9	7.5	5.9	-12.1	4.4
Americas	0.5	4.5	3.2	1.1	1.4	0.7	0.2	0.2	n.s.	5.3
- North America	0.4	4.5	3.2	1.1	1.4	0.7	0.1	0.2	n.s.	12.6
- Central-South America	0.2	0.1	0.1	0.0	0.1	0.0	0.1	0.0	-36.9	-27.9
Asia and Pacific	119.0	134.3	137.8	138.4	235.4	228.8	46.4	56.8	-2.8	14.0
Europe	136.8	153.0	146.3	117.7	161.7	173.0	53.3	43.0	7.0	4.8
- European Union (27)	127.0	144.1	136.7	109.7	152.0	162.3	49.5	40.3	6.8	5.0
- UK, CH, NO, IS	3.6	4.4	4.4	2.6	1.0	1.5	1.4	0.4	41.7	-16.4
- Other Europe	6.2	4.6	5.3	5.4	8.7	9.2	2.4	2.3	6.6	8.4
Middle East	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-49.8
Africa	0.1	0.1	0.1	0.0	0.0	0.1	0.0	0.0	n.s.	-0.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	256.5	292.0	287.5	257.3	398.5	402.6	100.0	100.0	1.0	9.4

Source: CSIL processing of official data

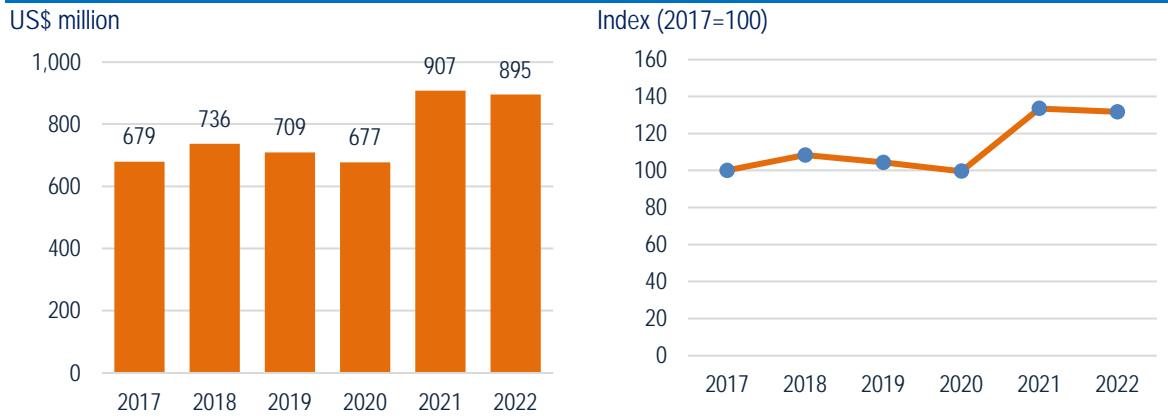
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.14.6 Spain. Upholstered furniture consumption

Figure 3.134 - Spain.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.137 - Spain.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

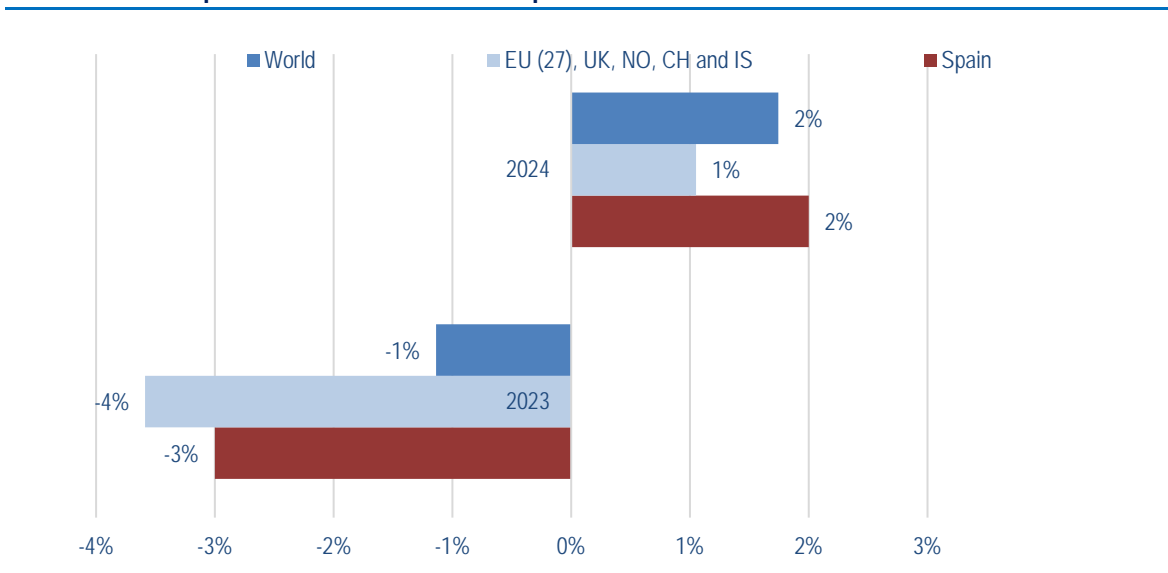
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Spain	38%	40%	41%	38%	44%	45%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.135 - Spain.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

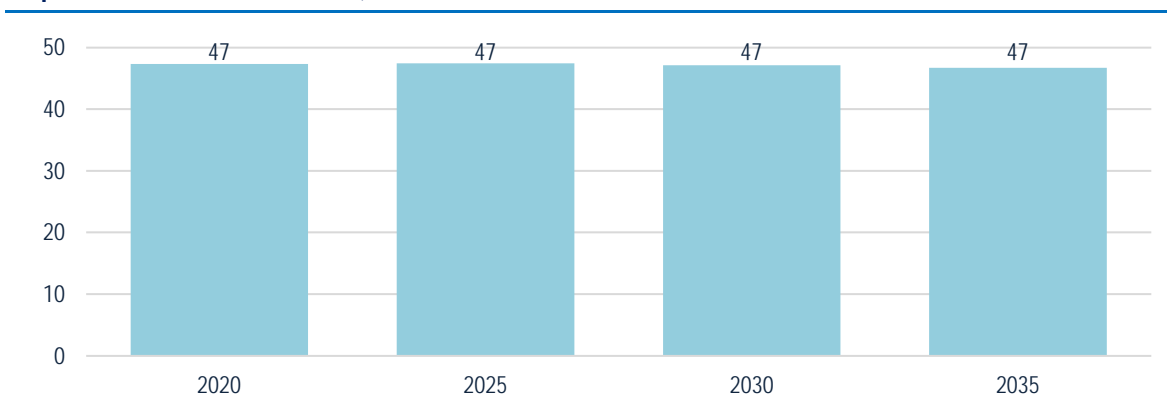


Source: CSIL

3.14.7 Spain. Population forecasts

Figure 3.136 - Spain.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.138 - 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 3.139 - Spain.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Madrid	6,618	6,907	4%
Barcelona	5,586	5,812	4%
Valencia	834	850	2%
Zaragoza	731	752	3%
Sevilla	704	707	0%
Malaga	590	601	2%
Murcia	500	525	5%
Palma	467	494	6%
Las Palmas Gran Canaria	402	410	2%
Alicante	370	386	4%
Bilbao	350	349	0%
Cordoba	344	350	2%
Vigo	307	311	1%
Valladolid	305	303	-1%

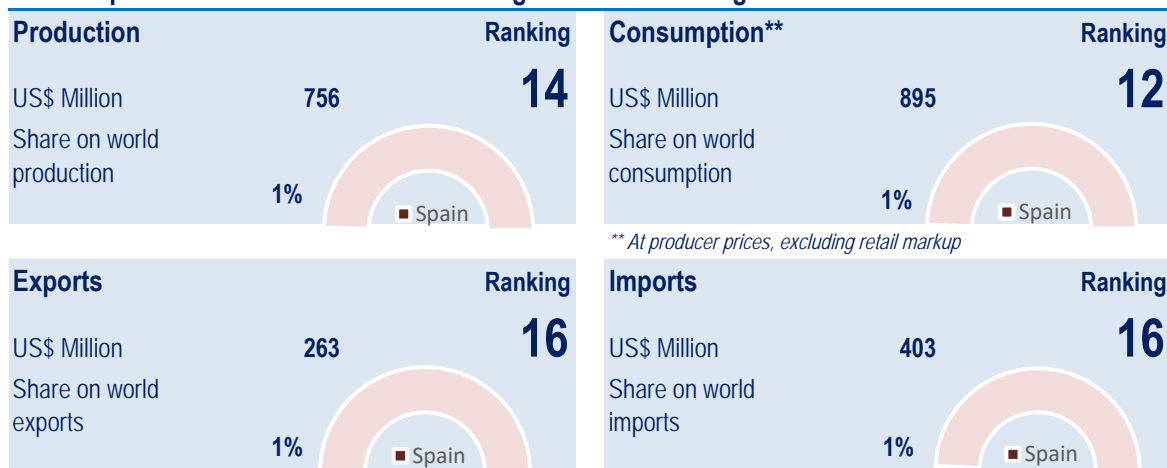
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.14.8 Spain. Comparison with the global upholstered furniture sector

Figure 3.137 - Spain.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.140 - Spain.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	506	22
Population	Million	47	21
Urban Population	% of total population	81	31
Total GNP	US\$ billion	1408	14
Per capita GNP	US\$	29690	29
Household Consumption Exp.	US\$ billion	803	14
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	1935	16
Per capita GNP at PPP	US\$	40810	35

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.15. The upholstered furniture industry in Australia

Table 3.141 - Australia.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	767	698	602	634	681	655	615	604	695	687
Exports	US\$ million	3	4	7	6	8	7	14	11	11	10
Imports	US\$ million	707	743	698	686	728	868	771	838	1,060	1,124
Consumption*	US\$ million	1,471	1,437	1,293	1,315	1,401	1,517	1,372	1,431	1,743	1,802
Production	% ch. -US\$		-9%	-14%	5%	7%	-4%	-6%	-2%	15%	-1%
Exports	% ch. -US\$		18%	89%	-23%	47%	-11%	93%	-23%	1%	-13%
Imports	% ch. -US\$		5%	-6%	-2%	6%	19%	-11%	9%	27%	6%
Consumption*	% ch. -US\$		-2%	-10%	2%	7%	8%	-10%	4%	22%	3%
export/production	%	0%	1%	1%	1%	1%	1%	2%	2%	2%	1%
import/consumption	%	48%	52%	54%	52%	52%	57%	56%	59%	61%	62%
Production	AUD million	792	773	800	852	888	876	885	876	924	989
Exports	AUD million	3	4	10	8	11	10	20	16	15	14
Imports	AUD million	730	822	928	922	949	1,161	1,109	1,214	1,410	1,618
Consumption*	AUD million	1,519	1,591	1,718	1,767	1,826	2,027	1,973	2,074	2,320	2,593
Production	% ch. - AUD		-2%	3%	7%	4%	-1%	1%	-1%	5%	7%
Exports	% ch. - AUD		27%	127%	-22%	43%	-9%	108%	-23%	-8%	-6%
Imports	% ch. - AUD		13%	13%	-1%	3%	22%	-4%	9%	16%	15%
Consumption*	% ch. - AUD		5%	8%	3%	3%	11%	-3%	5%	12%	12%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.142 - Australia.

Exchange rates, 2013-2022

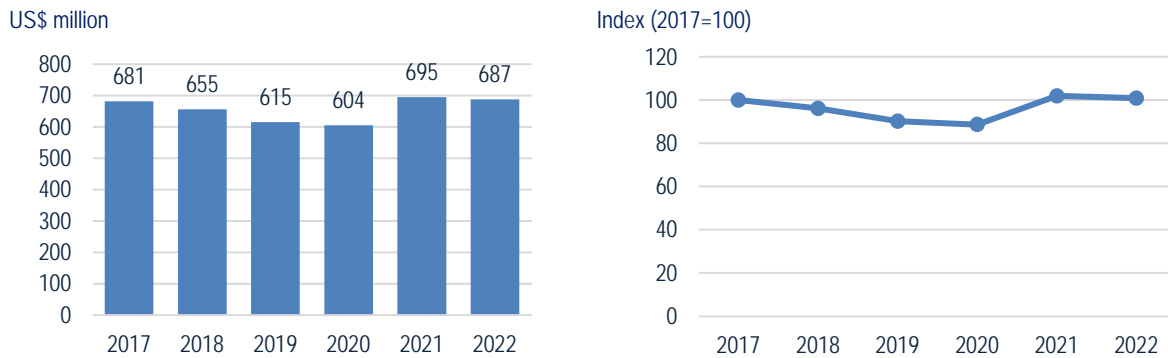
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
AUD per US\$	1.03	1.11	1.33	1.34	1.30	1.34	1.44	1.45	1.33	1.44
AUD per EUR	1.37	1.47	1.48	1.49	1.47	1.58	1.61	1.65	1.57	1.52

Source: US Federal Reserve

3.15.1 Australia. Upholstered furniture production

Figure 3.138 - Australia.

Production of upholstered furniture, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.143 - Australia.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Australia	1%	1%	2%	2%	2%	1%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.15.2 Australia. Major Upholstered furniture manufacturers

Table 3.144 Australia. Major upholstered furniture manufacturers by turnover

Company	Total turnover (Million US\$)
Greenlit Brands (Steinhoff)	798.5
King Living	197.9
Schiavello Manufacturing (Schiavello)	47.7
Lounge Innovation	22.6
Lanfranco Furniture (Oscar Group)	22.6
Jardan Australia	22.0
Moran Furniture	19.0
Garstone Furniture	7.0
Boss Sofas	6.0
Gascoigne Leather	3.8

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.15.3 Australia. 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; Domestic: 1 Australia

Arthur G

Arthur G

Headquarters/Main Location

1 Stafford St - Huntingdale, VIC, 3166 - Australia

T: +61 03 95434633

Web: <https://www.arthurg.com.au>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Australia

Bazzato Furniture

Bazzato Furniture

Headquarters/Main Location

Unit B2 11-15 Moxon Road - Punchbowl, NSW, 2196 - Australia

T: +61 02 9709 2028

Email: headoffice@bazzatofurniture.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 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; Domestic: 1 Australia

Furniture By Design

FBD Furniture By Design

Headquarters/Main Location

5/86 Gow Street - Padstow, NSW, 2211 - Australia

T: +61 02 9657-8922

Web: <http://www.furniturebydesign.com.au>

Email: sales@furniturebydesign.com.au

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs, Contract

Total Turnover range: 0-5 US\$ million

Employees range: 51-100

Manufacturing plants: 1; Domestic: 1 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

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; Domestic: 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; Domestic: 1 Australia

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: ; Domestic: 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

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; Domestic: Australia; Foreign: New Zealand

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

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Bedrooms, Occasional

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 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

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; Domestic: 1 Australia; Foreign: 2 China, Thailand

Lanfranco Furniture

Lanfranco Furniture

Group: Oscar Group

Headquarters/Main Location

20 McGowan Street - Pooraka, SA, 5095 - Australia

Web: <https://www.lanfranco.com.au>

Email: sales@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; Domestic: 1 Australia

Lounge Innovation

Lounge Innovation

Headquarters/Main Location

3 Yelland Way - Bassendean, WA, 6054 - Australia

T: +61 08 9377 0700

Web: <http://www.loungeinnovation.com.au>

Email: info@loungeinnovation.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; Domestic: 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

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; Domestic: 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; Foreign: 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

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; Domestic: 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 Australia, from Australian-owned and grown suppliers, being one of the largest customers of companies such as Blue Scope Steel, Laminex, Capral Aluminium and Dulux

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

Activity: Manufacturer

Product Portfolio: Office Seating, Upholstered furniture, Tables and Chairs, Furnishing accessories, Contract

Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Australia

Workspace

Workspace Australia

Headquarters/Main Location

54 Jose Street - Melrose Park, SA, 5039 - Australia

T: +61 08 8374 8900

Web: <http://www.workspace.com.au>

Email: sa.enquiries@workspace.com.au

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

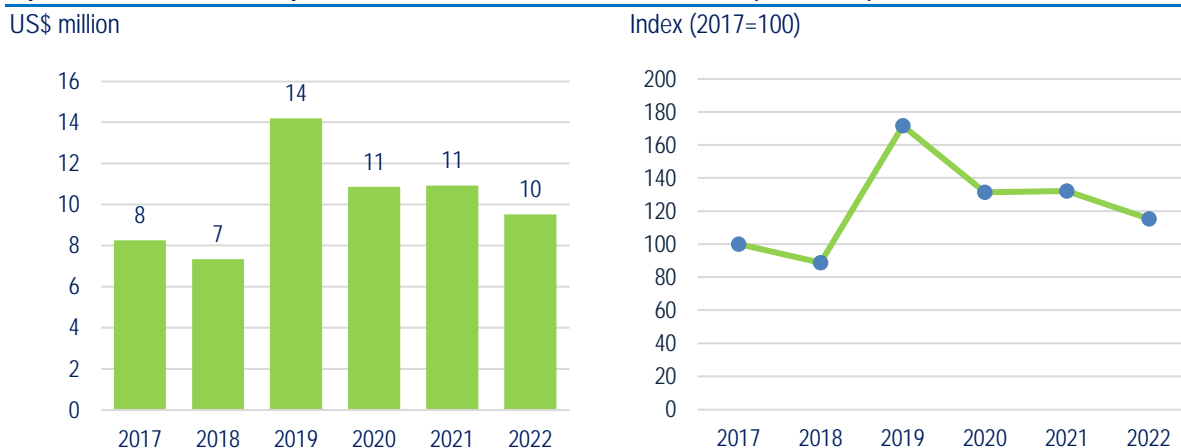
Export share on total turnover: 10%

Manufacturing plants: Domestic: Australia

3.15.4 Australia. Upholstered furniture exports

Figure 3.139 - Australia.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

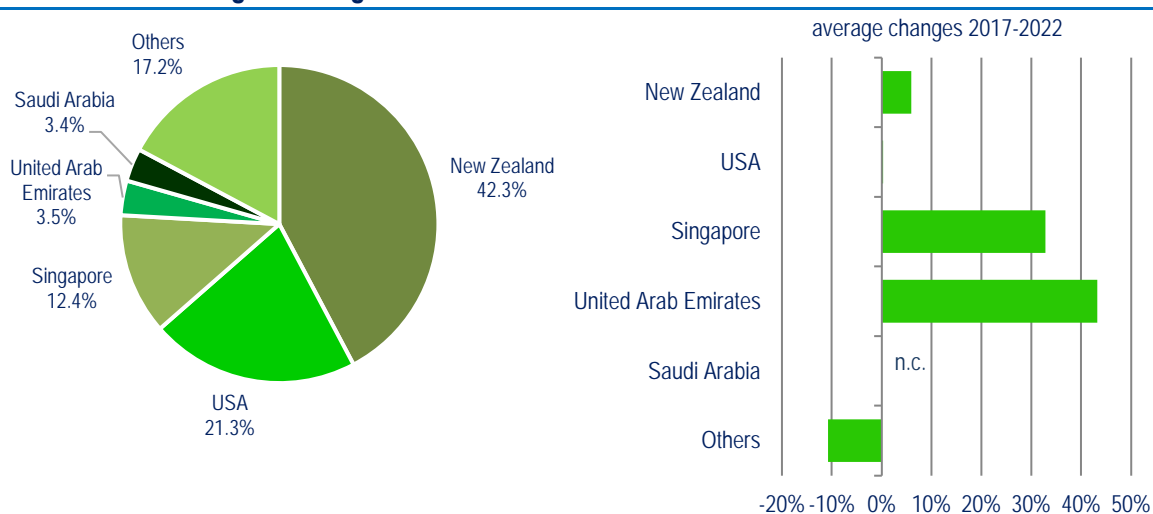


Source: CSIL processing of official data

Figure 3.140 - Australia.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.145 - Australia.

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
New Zealand	3.0	2.2	3.4	1.7	2.3	4.0	36.6	42.3	75.1	5.9
USA	2.0	2.0	7.2	7.0	4.7	2.0	24.2	21.3	n.s.	0.3
Singapore	0.3	0.3	0.4	0.4	0.7	1.2	3.5	12.4	66.5	32.8
United Arab Emirates	0.1	0.5	0.4	0.4	0.3	0.3	0.7	3.5	17.4	43.3
Saudi Arabia	0.0	0.0	0.2	0.0	0.4	0.3	0.0	3.4	-16.9	n.c.
Finland	0.0	0.0	0.0	0.0	0.0	0.3	0.0	2.9	n.c.	n.c.
Papua New Guinea	0.2	0.2	0.3	0.1	0.1	0.2	2.4	1.8	n.s.	-2.6
Vietnam	0.1	0.0	0.1	0.0	0.0	0.1	1.0	1.5	n.c.	11.1
Hong Kong, China	0.2	0.2	0.1	0.2	0.1	0.1	2.4	1.5	99.2	-6.8
Belgium	0.0	0.0	0.0	0.0	0.1	0.1	0.0	1.4	-8.4	n.s.
top 10	5.8	5.5	12.0	9.9	8.6	8.7	70.7	91.9	1.6	8.5
others	2.4	1.9	2.0	1.0	2.3	0.8	29.3	8.1	n.s.	-20.3
Americas	2.0	2.1	7.2	7.0	4.7	2.1	24.6	21.6	n.s.	0.3
- North America	2.0	2.1	7.2	7.0	4.7	2.1	24.4	21.6	n.s.	0.4
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.s.	n.s.
Asia and Pacific	4.8	3.9	5.5	3.1	3.8	6.2	58.2	65.0	63.1	5.3
Europe	1.0	0.6	0.5	0.2	1.5	0.6	12.5	5.9	n.s.	-11.4
- European Union (27)	0.7	0.3	0.3	0.1	1.4	0.5	8.1	5.3	n.s.	-5.4
- UK, CH, NO, IS	0.4	0.4	0.2	0.1	0.1	0.1	4.3	0.5	n.s.	-31.9
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Middle East	0.4	0.6	0.6	0.4	0.9	0.7	4.5	7.2	-23.0	13.4
Africa	0.0	0.1	0.1	0.0	0.0	0.0	0.2	0.3	-29.0	13.8
Other Countries	0.0	0.0	0.1	0.0	0.0	0.0	0.2	0.0	n.s.	n.s.
World Total	8.2	7.3	14.1	10.8	10.9	9.5	100.0	100.0	-12.8	2.9

Source: CSIL processing of official data

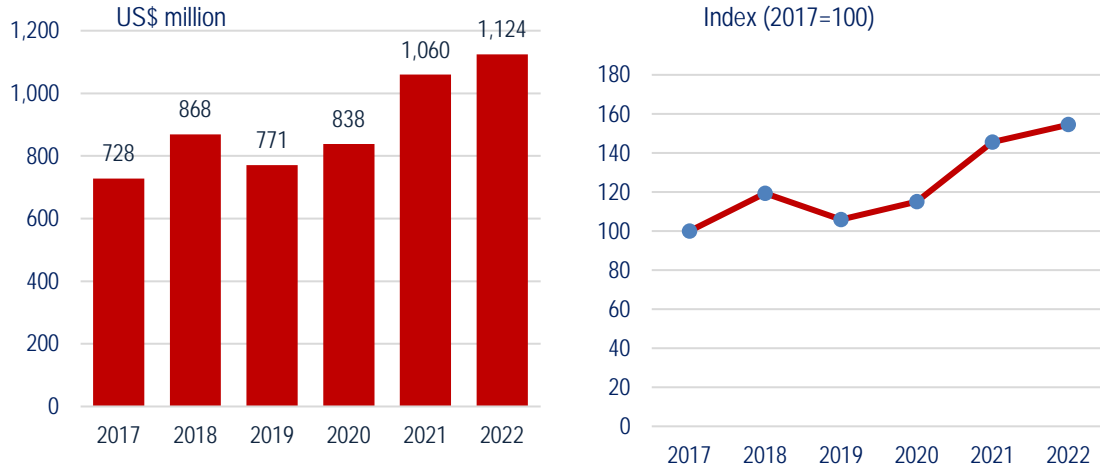
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.15.5 Australia. Upholstered furniture imports

Figure 3.141 - Australia.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

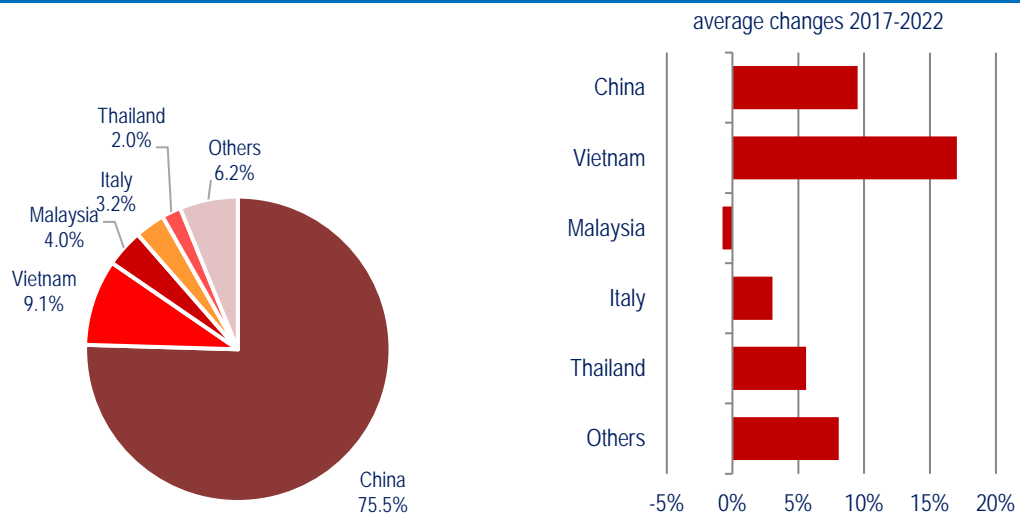


Source: CSIL processing of official data

Figure 3.142 - Australia.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.146 - Australia.

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	538.8	653.7	582.2	640.2	841.6	848.8	74.1	75.5	0.9	9.5
Vietnam	46.7	66.7	57.9	62.9	73.9	102.6	6.4	9.1	38.9	17.0
Malaysia	46.5	50.8	42.0	37.1	31.9	44.8	6.4	4.0	40.4	-0.7
Italy	31.0	28.8	25.3	25.5	31.1	36.0	4.3	3.2	15.8	3.0
Thailand	17.4	19.2	17.3	17.5	21.1	22.8	2.4	2.0	8.2	5.6
Indonesia	5.8	6.4	6.7	7.7	9.8	13.9	0.8	1.2	42.4	18.9
USA	7.5	7.1	7.9	6.7	6.7	9.3	1.0	0.8	38.3	4.3
Poland	2.6	2.5	2.3	2.4	3.8	4.0	0.4	0.4	6.0	9.0
Norway	2.2	1.7	1.0	2.2	3.2	3.7	0.3	0.3	13.5	10.7
Germany	2.8	3.1	3.6	2.6	4.3	3.6	0.4	0.3	-16.6	5.5
top 10	701.4	840.0	746.3	804.9	1027.4	1089.5	96.4	96.9	6.0	9.2
others	26.1	28.9	25.2	25.5	32.4	35.0	3.6	3.1	8.1	6.0
Americas	9.6	8.8	10.8	7.8	7.9	11.6	1.3	1.0	46.6	3.9
- North America	8.7	8.0	10.0	7.6	7.4	10.4	1.2	0.9	39.6	3.6
- Central-South America	0.9	0.7	0.8	0.3	0.5	1.3	0.1	0.1	n.s.	6.8
Asia and Pacific	663.0	803.9	711.7	771.3	986.7	1040.3	91.1	92.5	5.4	9.4
Europe	53.7	55.3	48.3	50.8	64.3	71.7	7.4	6.4	11.6	5.9
- European Union (27)	48.5	49.3	44.0	44.8	54.0	61.5	6.7	5.5	13.8	4.9
- UK, CH, NO, IS	4.5	5.1	3.5	5.1	7.6	7.2	0.6	0.6	-5.5	9.7
- Other Europe	0.7	0.8	0.8	1.0	2.6	3.0	0.1	0.3	14.5	33.8
Middle East	0.2	0.3	0.3	0.2	0.3	0.3	0.0	0.0	14.7	10.6
Africa	1.0	0.7	0.4	0.3	0.5	0.6	0.1	0.0	2.8	-11.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.
World Total	727.5	868.9	771.5	830.4	1059.7	1124.5	100.0	100.0	6.1	9.1

Source: CSIL processing of official data

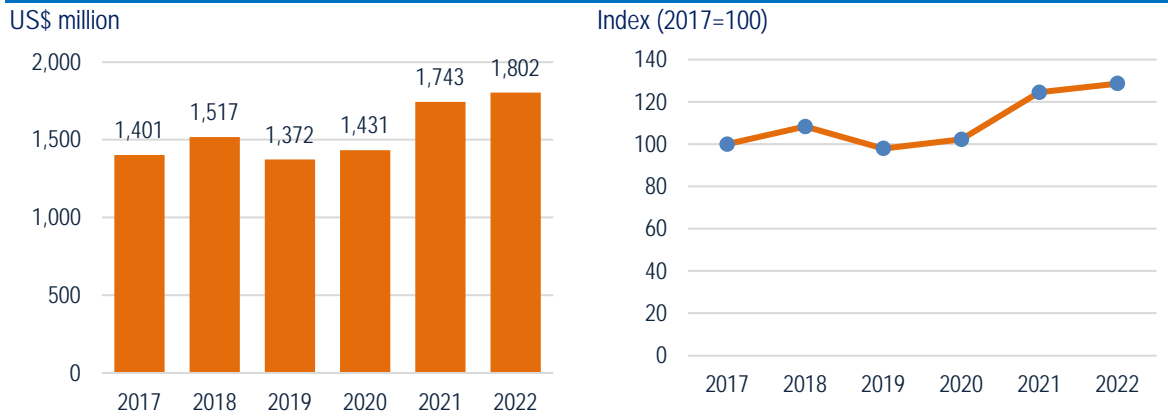
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.15.6 Australia. Upholstered furniture consumption

Figure 3.143 - Australia.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.147 - Australia.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

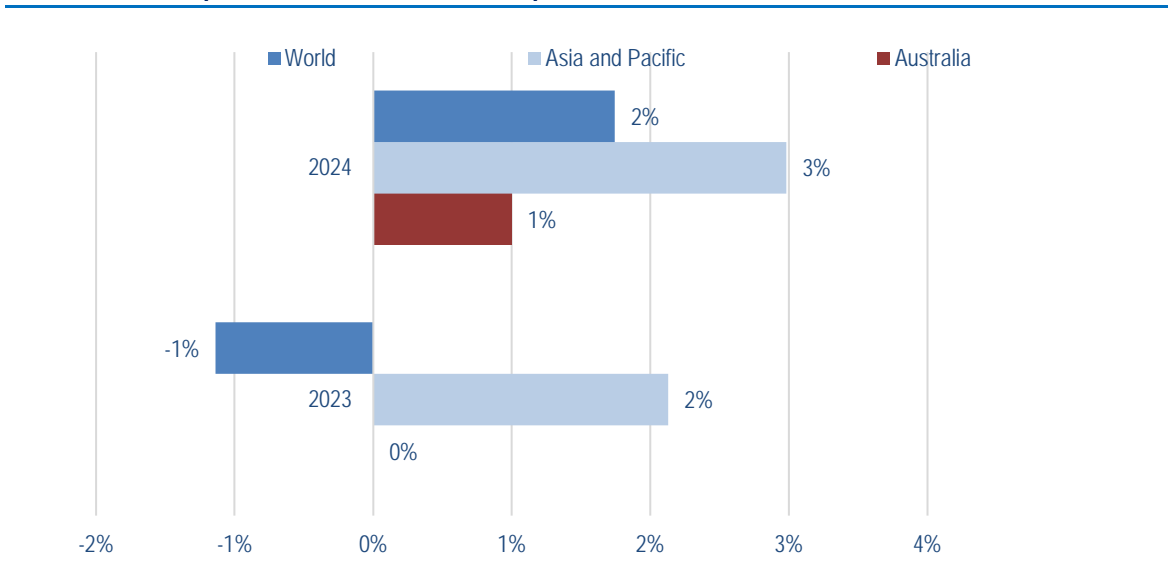
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Australia	52%	57%	56%	59%	61%	62%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.144 - Australia.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

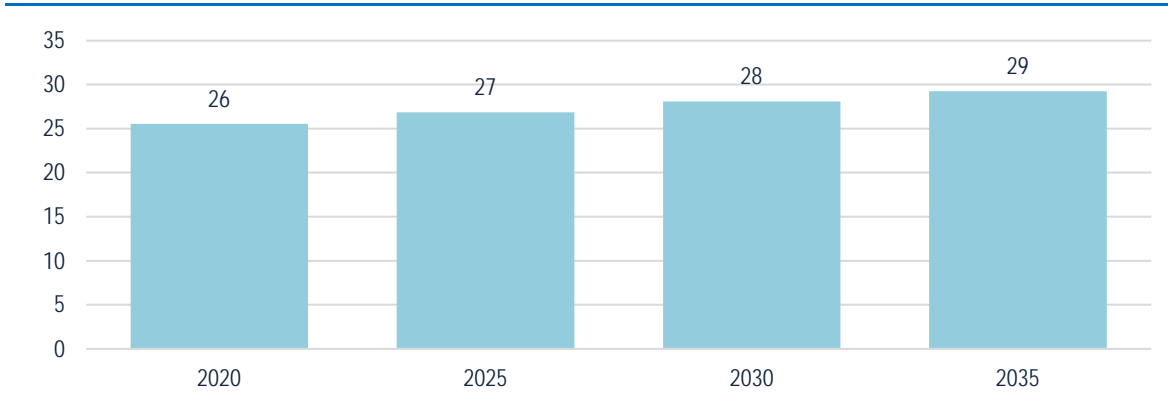


Source: CSIL

3.15.7 Australia. Population forecasts

Figure 3.145 - Australia.

Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
Melbourne	4,968	5,736	15%
Sydney	4,926	5,566	13%
Brisbane	2,406	2,724	13%
Perth	2,042	2,299	13%
Adelaide	1,336	1,472	10%
Gold Coast-Tweed Head	699	799	14%
Canberra	457	511	12%
Newcastle-Maitland	450	496	10%
Sunshine Coast	347	400	15%
Central Coast	335	367	9%
Wollongong	305	337	10%

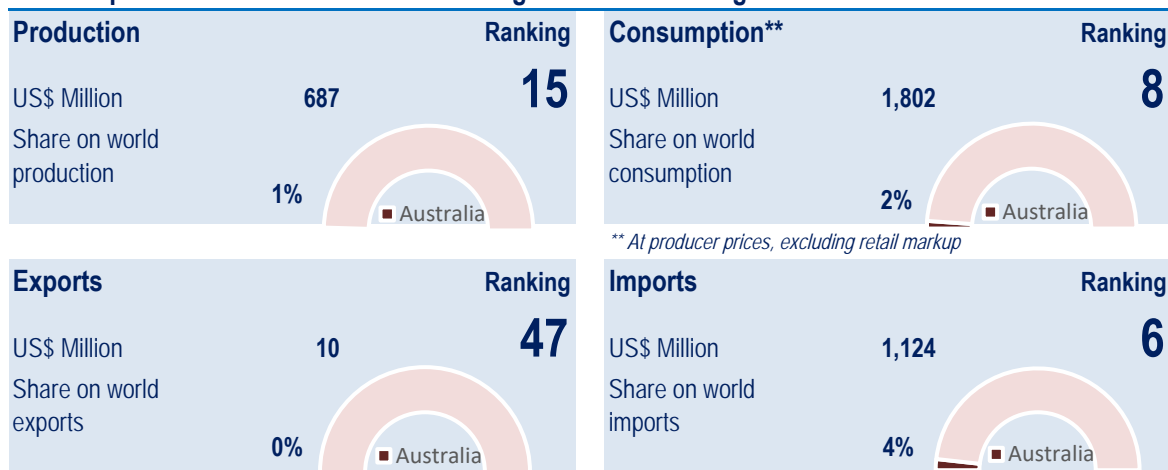
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.15.8 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

Table 3.150 - Australia.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	7741	6
Population	Million	26	31
Urban Population	% of total population	86	21
Total GNP	US\$ billion	1468	13
Per capita GNP	US\$	57170	10
Household Consumption Exp.	US\$ billion	787	15
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	1421	18
Per capita GNP at PPP	US\$	55330	19

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.16. The upholstered furniture industry in France

Table 3.151 - France.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	809	650	534	537	571	574	543	518	617	571
Exports	US\$ million	194	152	148	157	173	195	196	175	226	232
Imports	US\$ million	1,238	1,387	1,198	1,325	1,369	1,508	1,509	1,429	1,946	1,958
Consumption*	US\$ million	1,854	1,885	1,583	1,705	1,768	1,887	1,856	1,772	2,337	2,297
Production	% ch. -US\$		-20%	-18%	1%	6%	1%	-5%	-5%	19%	-7%
Exports	% ch. -US\$		-22%	-2%	6%	10%	13%	0%	-11%	29%	2%
Imports	% ch. -US\$		12%	-14%	11%	3%	10%	0%	-5%	36%	1%
Consumption*	% ch. -US\$		2%	-16%	8%	4%	7%	-2%	-5%	32%	-2%
export/production	%	24%	23%	28%	29%	30%	34%	36%	34%	37%	41%
import/consumption	%	67%	74%	76%	78%	77%	80%	81%	81%	83%	85%
Production	EUR million	609	489	481	485	505	486	485	454	522	542
Exports	EUR million	146	114	134	142	153	165	175	154	191	220
Imports	EUR million	932	1,043	1,079	1,197	1,212	1,276	1,348	1,253	1,645	1,859
Consumption*	EUR million	1,396	1,418	1,427	1,540	1,564	1,596	1,658	1,553	1,975	2,181
Production	% ch. - EUR		-20%	-2%	1%	4%	-4%	0%	-6%	15%	4%
Exports	% ch. - EUR		-22%	17%	6%	8%	8%	6%	-12%	25%	15%
Imports	% ch. - EUR		12%	3%	11%	1%	5%	6%	-7%	31%	13%
Consumption*	% ch. - EUR		2%	1%	8%	2%	2%	4%	-6%	27%	10%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.152 - France.

Exchange rates, 2013-2022

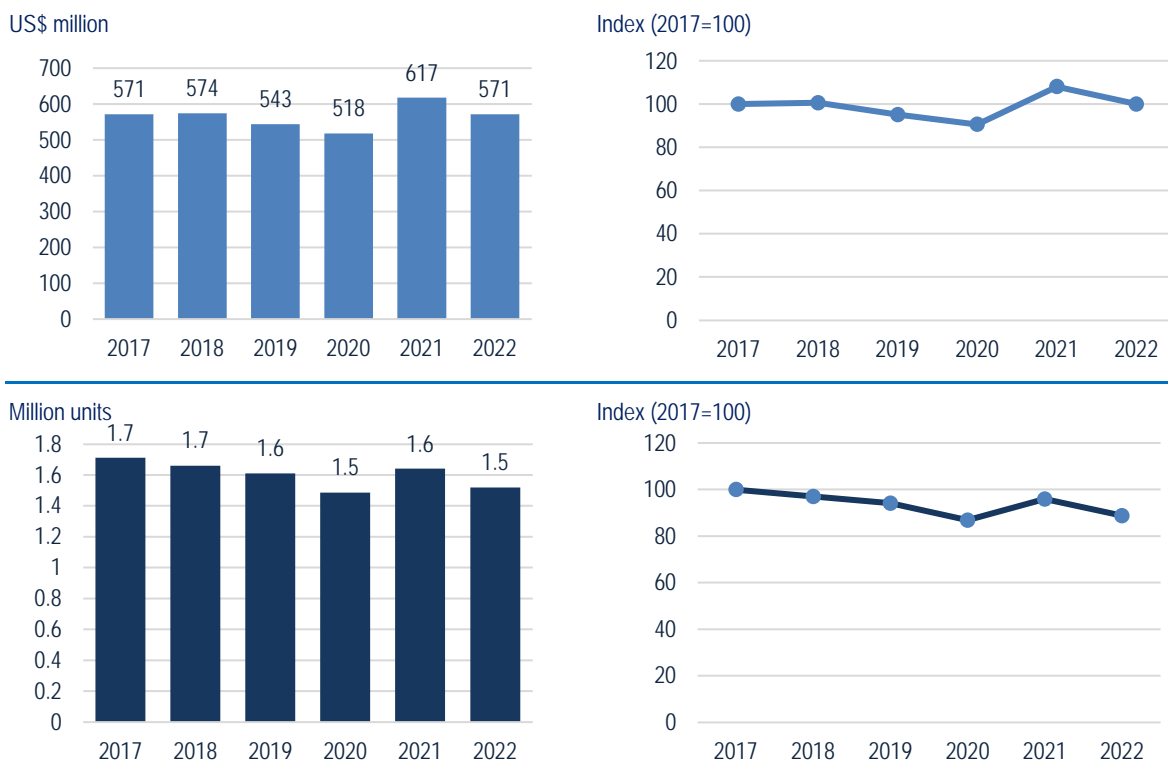
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

3.16.1 France. Upholstered furniture production

Figure 3.147 - France.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.153 - France.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

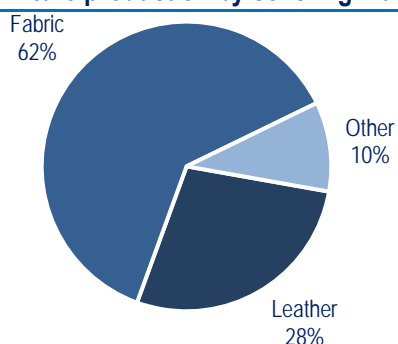
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
France	30%	34%	36%	34%	37%	41%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.148 - France.

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



Source: CSIL

Last available year

3.16.2 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 (direct sales)	258.3	60	430.4
Roset Group	94.1	68	138.4
Pole Position (Aquinos)	38.8	100	38.8
ADOVA	28.1	15	187.2
Mousse du Nord (Home Spirit)	17.3	100	17.3
Gruhier Group (Aquinos)	16.1	100	16.1
Collinet	14.4	100	14.4
Duvivier Canapés	9.5	80	11.8
Variation	8.7	100	8.7
Diva France (Market Maker)	8.1	100	8.1
Maestri	5.4	100	5.4
Decour	4.8	100	4.8
Hugues Chevalier (BC Bertrand)	4.6	50	9.1
B. Marly	4.4	100	4.4
Pierre Laval	4.4	50	8.7

Source: CSIL estimates. Note: Data refer to the last available year, typically 2022 or 2021.

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

3.16.3 France. 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

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: 20%

Manufacturing plants: 5; Domestic: 2 France; Foreign: 3 UK, Poland, Tunisia

B. Marly

Sa B Marly

Headquarters/Main Location

Z.I. Verte, Rue de la Guerlande - 71880 Chatenoy Le Royal - France

T: +33 3 85971818

Web: <http://www.bmarly.fr>

Email: 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; Domestic: 1 France

Collinet

Collinet Sièges

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

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

Export share on total turnover: 20%

Manufacturing plants: 1; Domestic: 1 France

D'Argentat

D'Argentat

Headquarters/Main Location

Route de Chastang - 19400 Argentat - France

T: +33 5 55281342

Web: <http://www.dargentat.fr>

Email: dargentat@wanadoo.fr

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Contract

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

Decour

Decour Societe Anonyme De Decoration

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; Domestic: 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://divasaloon.fr>

Email: 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; Domestic: France; Foreign: 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

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; Domestic: 2 France

Gruhier Group

JP Gruhier Sa

Group: Aquinos

Headquarters/Main Location

4 Terres de Soulangy - 89700 Tonnerre - France

T: +33 3 86553855

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

Email: 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; Domestic: 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

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; Foreign: 1 Italy

Ligne Roset

Roset Sas

Group: Roset Group

Headquarters/Main Location

BP 9 - 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; Domestic: 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; Domestic: 1 France

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

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: 3; Domestic: 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

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; Domestic: 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; Domestic: 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

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: 0; Domestic: 0 ; Foreign: 0. 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

BP 9 - 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; Domestic: 5 France

Sifas

Sifas

Headquarters/Main Location

chemin des Campelières 1056 - 06250 Espace Azur, Mougins - France

T: +33 4 93458800

Web: <https://www.sifas.fr>

Email: info@sifas.fr ; distribution3@sifas.fr

Activity: Trader

Product Portfolio: Upholstered furniture, Tables and Chairs, Garden and Outdoor, Contract

Total Turnover range: 5-15 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

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; Domestic: 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

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; Domestic: 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

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%

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

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; Domestic: 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>

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract

Total Turnover range: 15-50 US\$ million

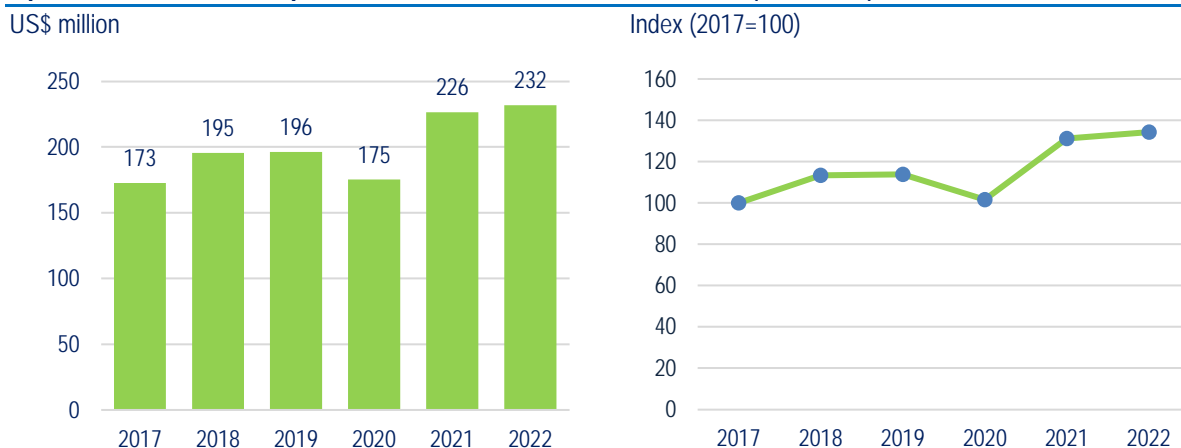
Employees range: 21-50

Manufacturing plants: ; Domestic: 3 FR

3.16.4 France. Upholstered furniture exports

Figure 3.149 - France.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

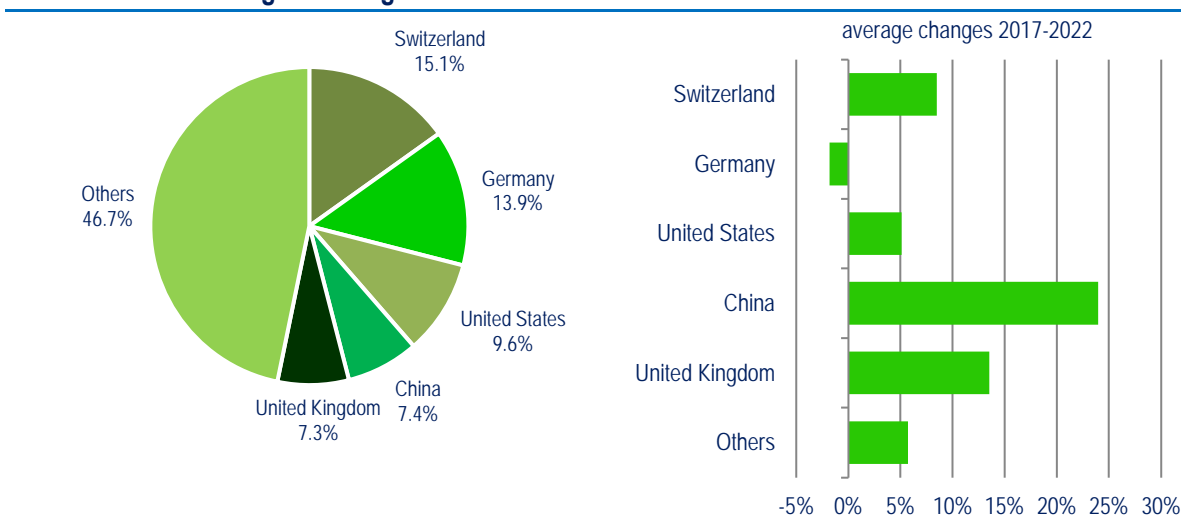


Source: CSIL processing of official data

Figure 3.150 - France.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.155 - France.

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
Switzerland	23.3	28.4	28.6	28.8	37.2	35.1	13.5	15.1	-5.7	8.5
Germany	35.2	42.7	37.9	30.1	36.3	32.1	20.4	13.9	-11.7	-1.8
United States	17.4	14.9	15.6	13.1	16.1	22.3	10.1	9.6	38.9	5.1
China	5.8	6.5	6.6	5.9	11.6	17.0	3.4	7.4	47.1	24.0
United Kingdom	8.9	9.1	7.6	6.0	13.5	16.8	5.2	7.3	25.0	13.5
Italy	9.1	8.3	10.6	12.7	16.2	16.6	5.3	7.2	2.2	12.7
Spain	9.2	10.4	13.3	12.1	16.2	13.9	5.3	6.0	-14.3	8.7
Belgium	12.3	13.0	14.0	13.5	16.7	13.5	7.1	5.8	-19.2	1.9
Netherlands	6.0	9.2	8.0	6.8	8.4	9.1	3.5	3.9	8.5	8.5
Portugal	1.7	2.4	2.7	2.7	3.6	5.1	1.0	2.2	42.7	23.8
top 10	129.0	144.8	145.0	131.7	175.7	181.5	74.7	78.3	3.3	7.1
others	43.6	50.7	51.2	43.5	50.6	50.2	25.3	21.7	-0.8	2.8
Americas	20.4	17.6	18.4	15.7	18.3	25.0	11.8	10.8	36.9	4.2
- North America	19.3	16.4	17.7	14.8	17.6	24.8	11.2	10.7	40.7	5.2
- Central-South America	1.1	1.2	0.7	0.9	0.7	0.3	0.6	0.1	n.s.	-24.0
Asia and Pacific	16.6	22.0	21.9	16.7	25.6	30.7	9.6	13.3	19.9	13.1
Europe	120.1	139.1	139.9	128.1	167.5	157.7	69.6	68.1	-5.9	5.6
- European Union (27)	85.6	99.6	100.9	91.4	114.6	103.3	49.6	44.6	-9.9	3.8
- UK, CH, NO, IS	32.7	37.8	36.7	34.9	51.0	52.2	19.0	22.5	2.3	9.8
- Other Europe	1.8	1.7	2.3	1.8	1.8	2.1	1.0	0.9	14.9	3.6
Middle East	6.8	7.4	7.2	7.9	5.6	8.4	4.0	3.6	49.5	4.0
Africa	8.5	9.1	8.4	6.6	8.4	9.7	4.9	4.2	15.8	2.7
Other Countries	0.2	0.2	0.4	0.3	0.9	0.1	0.1	0.1	n.s.	-3.9
World Total	172.6	195.5	196.2	175.2	226.3	231.7	100.0	100.0	2.4	6.1

Source: CSIL processing of official data

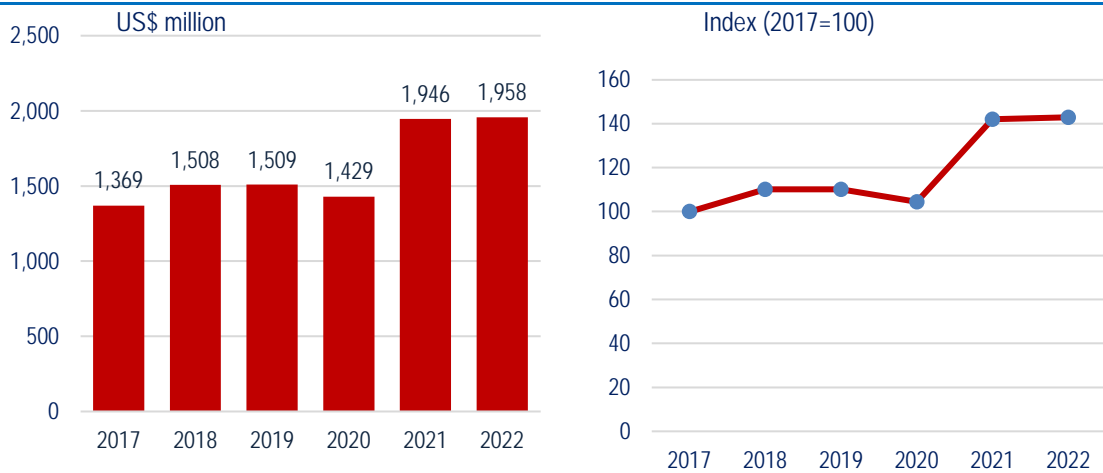
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.16.5 France. Upholstered furniture imports

Figure 3.151 - France.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

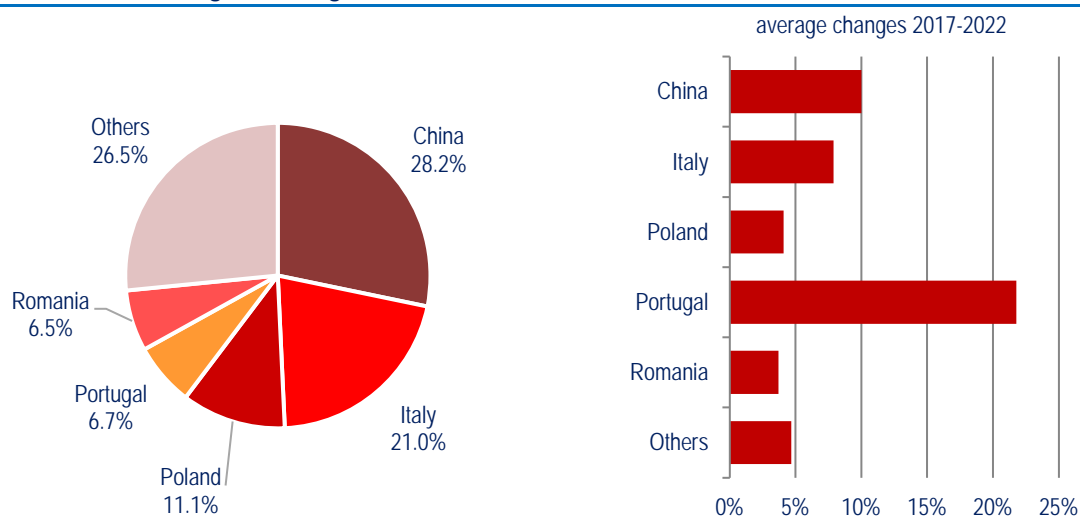


Source: CSIL processing of official data

Figure 3.152 - France.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.156 - France.

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	343.2	398.6	397.6	389.4	552.2	553.0	25.1	28.2	0.1	10.0
Italy	281.4	294.1	303.3	306.0	418.1	411.6	20.6	21.0	-1.6	7.9
Poland	176.9	197.4	189.5	165.8	234.9	216.4	12.9	11.1	-7.9	4.1
Portugal	48.6	70.5	69.6	70.9	96.2	130.2	3.5	6.7	35.4	21.8
Romania	105.8	114.9	125.4	102.5	130.3	127.0	7.7	6.5	-2.5	3.7
Belgium	89.7	92.3	96.6	93.1	140.3	120.4	6.5	6.1	-14.2	6.1
Germany	99.6	84.6	92.4	84.4	100.6	102.2	7.3	5.2	1.6	0.5
Vietnam	52.2	57.7	51.9	45.0	48.0	65.2	3.8	3.3	35.8	4.5
Denmark	27.8	34.9	31.2	29.1	41.9	40.5	2.0	2.1	-3.4	7.8
Spain	34.5	36.4	35.6	29.6	40.0	33.5	2.5	1.7	-16.2	-0.6
top 10	1259.7	1381.5	1393.2	1315.9	1802.5	1800.0	92.0	91.9	-0.1	7.4
others	109.7	126.6	115.7	113.5	143.4	157.9	8.0	8.1	10.1	7.5
Americas	5.8	7.0	6.8	5.2	5.5	7.3	0.4	0.4	33.1	4.6
- North America	5.2	6.5	6.5	4.7	5.2	6.3	0.4	0.3	22.0	3.9
- Central-South America	0.6	0.5	0.4	0.5	0.3	1.0	0.0	0.1	n.s.	10.3
Asia and Pacific	409.9	469.6	463.2	446.7	614.7	633.6	29.9	32.4	3.1	9.1
Europe	951.7	1030.3	1038.2	976.8	1323.4	1315.5	69.5	67.2	-0.6	6.7
- European Union (27)	928.2	1005.5	1013.9	955.5	1288.8	1270.3	67.8	64.9	-1.4	6.5
- UK, CH, NO, IS	11.8	11.7	9.8	8.5	15.7	24.0	0.9	1.2	52.7	15.3
- Other Europe	11.8	13.1	14.5	12.7	18.9	21.2	0.9	1.1	12.0	12.4
Middle East	0.4	0.2	0.1	0.1	0.6	0.6	0.0	0.0	-12.8	8.2
Africa	1.4	1.0	0.5	0.4	1.5	0.6	0.1	0.0	n.s.	-14.4
Other Countries	0.1	0.0	0.0	0.1	0.2	0.2	0.0	0.0	27.6	15.6
World Total	1369.4	1508.1	1508.9	1429.4	1945.9	1957.8	100.0	100.0	0.6	7.4

Source: CSIL processing of official data

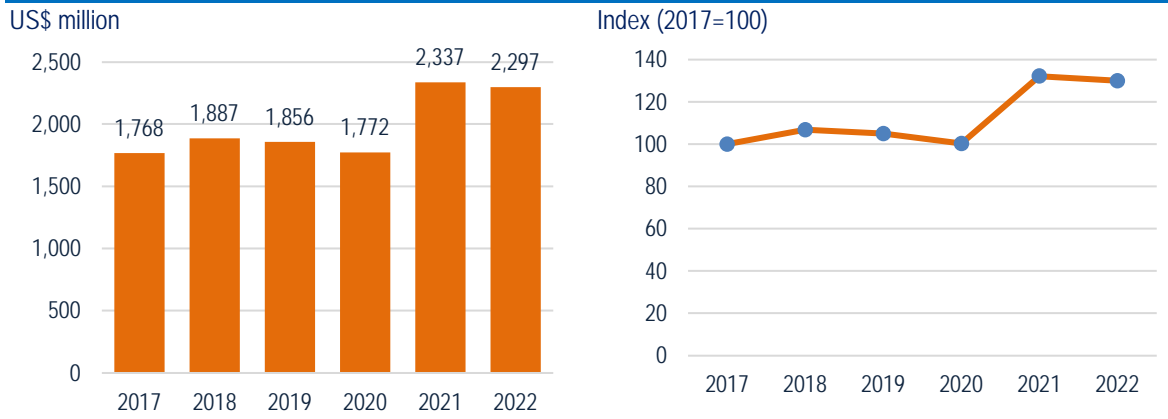
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.16.6 France. Upholstered furniture consumption

Figure 3.153 - France.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.157 - France.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

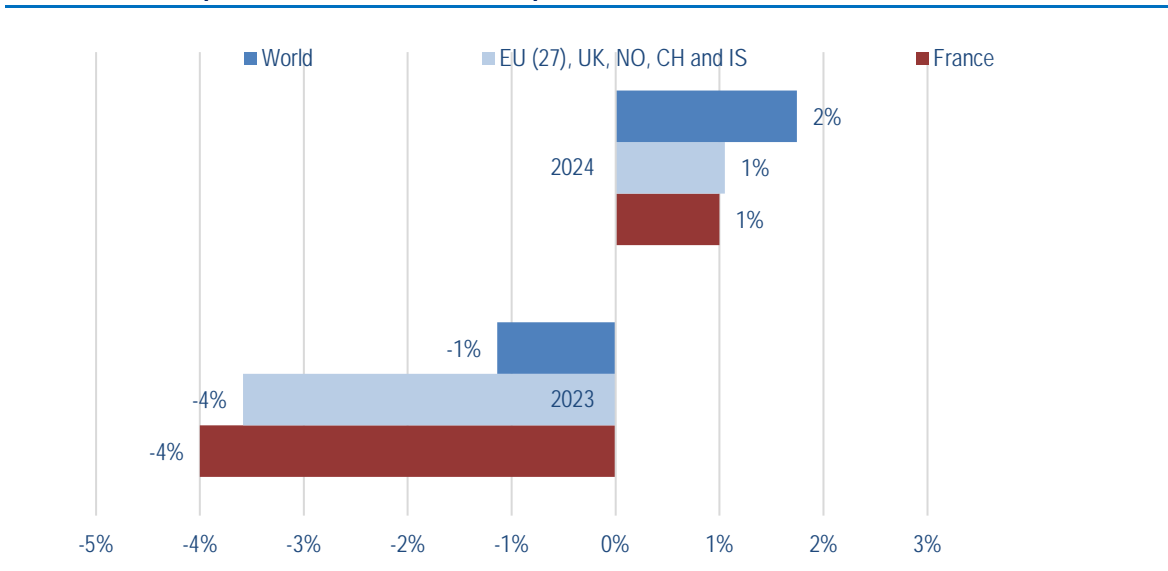
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
France	77%	80%	81%	81%	83%	85%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.154 - France.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

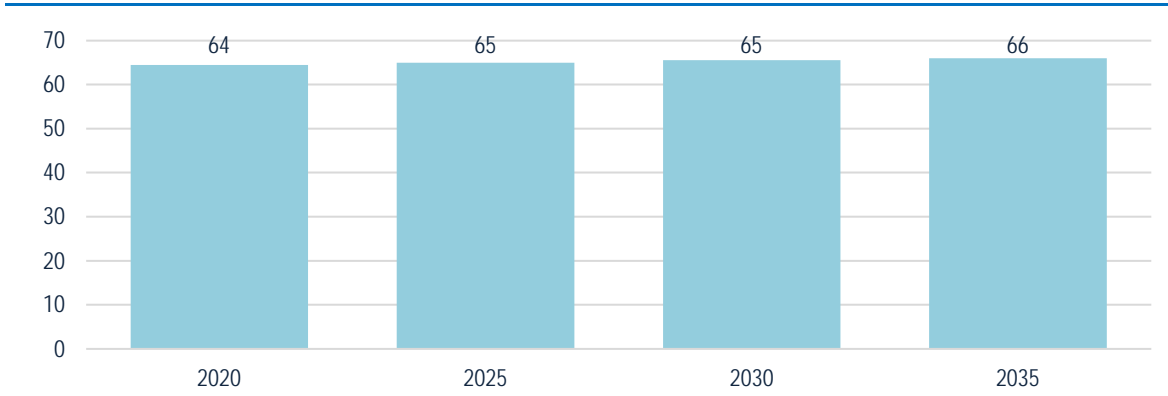


Source: CSIL

3.16.7 France. Population forecasts

Figure 3.155 - France.

Population. Million inhabitants, 2020-2035



Source: UN

Table 3.158 - France.

Population. Number of households and share of urban population

Total households	Million	31
Urban Population	% of total	81

Source: UN, World Bank

Last available year

Table 3.159 - France.

Resident population in main cities* and projected growth

Cities	Population (thousand)		% changes 2020-2030
	2020	2030	
Paris	11,017	11,710	6%
Lyon	1,719	1,847	7%
Marseille-Aix-en-Provence	1,608	1,695	5%
Lille	1,063	1,126	6%
Toulouse	1,024	1,119	9%
Bordeaux	969	1,054	9%
Nice-Cannes	942	984	4%
Nantes	678	737	9%
Toulon	579	611	6%
Grenoble	528	561	6%
Douai-Lens	501	521	4%
Strasbourg	475	506	6%
Rouen	470	493	5%
Avignon	470	499	6%
Montpellier	462	504	9%

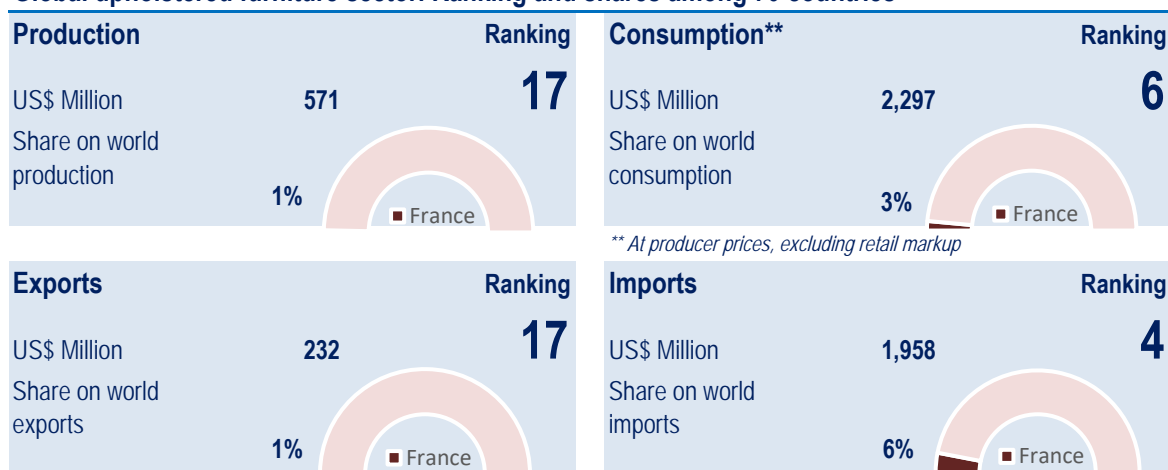
Source: UN

* Urban Agglomeration with 400 thousand inhabitants or more in 2020

3.16.8 France. Comparison with the global upholstered furniture sector

Figure 3.156 - France.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.160 - France.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	549	20
Population	Million	68	15
Urban Population	% of total population	81	30
Total GNP	US\$ billion	2992	7
Per capita GNP	US\$	44160	21
Household Consumption Exp.	US\$ billion	1558	7
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	3532	7
Per capita GNP at PPP	US\$	52140	21

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.17. The upholstered furniture industry in Lithuania

Table 3.161 - Lithuania.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	310	346	310	340	383	442	443	461	591	523
Exports	US\$ million	283	318	282	313	358	414	419	436	560	485
Imports	US\$ million	21	37	30	33	39	45	55	61	72	63
Consumption*	US\$ million	48	64	57	60	64	72	79	85	103	101
Production	% ch. -US\$		11%	-10%	10%	13%	15%	0%	4%	28%	-11%
Exports	% ch. -US\$		13%	-11%	11%	14%	16%	1%	4%	28%	-13%
Imports	% ch. -US\$		75%	-20%	11%	18%	16%	21%	11%	18%	-12%
Consumption*	% ch. -US\$		32%	-11%	5%	7%	13%	9%	9%	21%	-2%
export/production	%	91%	92%	91%	92%	93%	94%	95%	95%	95%	93%
import/consumption	%	43%	57%	52%	55%	60%	62%	70%	71%	70%	62%
Production	EUR million	234	260	279	307	339	374	396	404	499	497
Exports	EUR million	213	240	254	283	317	351	375	382	473	461
Imports	EUR million	16	28	27	30	34	38	49	53	61	60
Consumption*	EUR million	37	48	51	54	57	61	70	75	87	96
Production	% ch. - EUR		11%	7%	10%	11%	10%	6%	2%	24%	-1%
Exports	% ch. - EUR		12%	6%	11%	12%	11%	7%	2%	24%	-3%
Imports	% ch. - EUR		75%	-4%	11%	16%	11%	28%	9%	14%	-1%
Consumption*	% ch. - EUR		32%	7%	5%	5%	8%	15%	7%	16%	11%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Lietuvos Mediena

Table 3.162 - Lithuania.

Exchange rates, 2013-2022

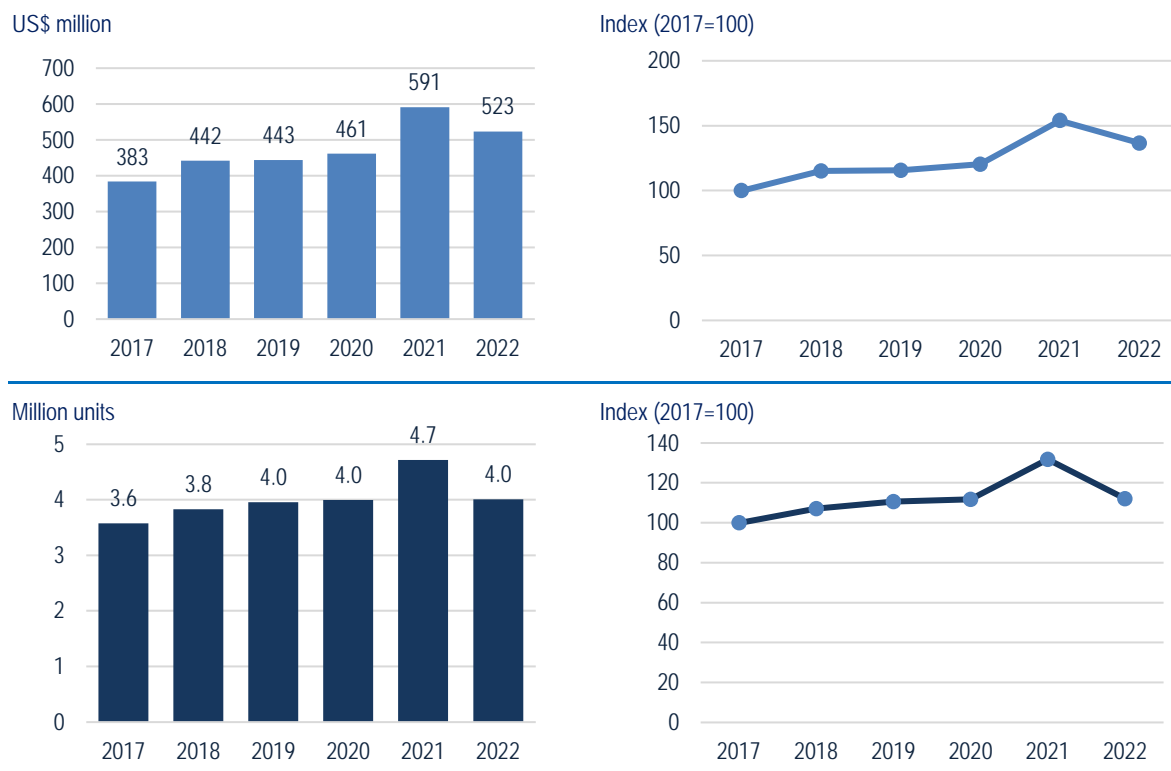
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

3.17.1 Lithuania. Upholstered furniture production

Figure 3.157 - Lithuania.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.163 - Lithuania.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

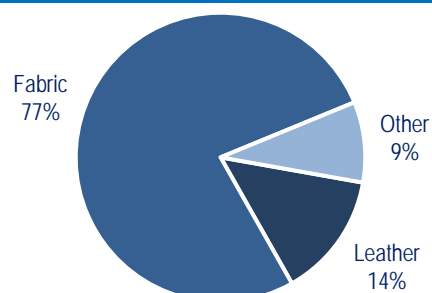
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Lithuania	93%	94%	95%	95%	95%	93%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

Figure 3.158 - Lithuania.

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



Source: CSIL

Last available year

3.17.2 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)	77.4	100	77.4
Scapa Baltic (Scapa Inter)	66.8	100	66.8
Dominari (Domimax Holding LTD)	63.0	50	125.9
Vilmers (JSC Neaustima)	37.8	100	37.8
Lyra group	26.3	100	26.3
Kauno Baldai (SBA group)	22.5	93	24.2
Kensa (Nos Orna Holding AB)	21.6	65	33.2
Jakobsen Home	20.6	100	20.6
Home Group (Home Group / Man Wah)	19.4	97	19.9
BalticSofa (Baldai Partners)	17.1	80	21.4
IMG Lithuania (Ekonorm Holding AS)	12.4	100	12.4
Fleming Baldai (Home Group / Man Wah)	12.0	97	12.3
S-Form	11.2	100	11.2
Hovden (Hovden Møbel AS)	10.4	90	11.6
Grafu Baldai	9.3	70	13.2
Erelita	8.7	90	9.7
Mingridas (Hilding Anders)	8.5	90	9.4
Narbutas	8.2	5	150.6
Hjellegjerde Baltija (Interstil Holding)	7.8	100	7.8
Zbiga	6.2	40	15.4

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.17.3 Lithuania. Major Upholstered furniture manufacturers

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; Domestic: 4 Lithuania

Dominari

Dominari, Uab

Group: Domimax Holding LTD

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

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

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Manufacturing plants: 3; Domestic: 3 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; Domestic: 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; Domestic: 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; Domestic: 1 Lithuania

Grafu Baldai

Grafu Baldai, Uab

Headquarters/Main Location

Ezero 31 - 80109 Kairiai, Siauliu 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, Mattresses

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; Domestic: 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; Domestic: 1 Lithuania; Foreign: 1 Thailand

Home Group (LT)

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; Domestic: 2 Lithuania

Hovden

Hovden, Uab

Group: Hovden Møbel AS

Headquarters/Main Location

Sauliu 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; Domestic: 1 Lithuania

IMG Lithuania

IMG Lithuania Uab

Group: Ekornes QM Holding AS

Headquarters/Main Location

Lvovo g. 89 A-27, LT-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; Domestic: 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: 251-500

Manufacturing plants: 1; Domestic: 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; Domestic: 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; Domestic: 1 Lithuania

Lauksva

UAB Lauksva

Headquarters/Main Location

P.Vaičiūčio 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 90% of total revenues

Total Turnover range: 0-5 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Lithuania

LTP Furniture

LTP Texdan UAB - Furniture

Group: LTP Group

Headquarters/Main Location

Dauksiu 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

Lyra group

Lyra group Ltd.

Group: Lyra

Headquarters/Main Location

Montuotojų g. 9, - 89101 Mažeikiai, Telšiai - 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; Domestic: 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 ; production@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; Domestic: 1 Lithuania

Mingridas

Uab Mingridas

Group: Hilding Anders

Headquarters/Main Location

Ukmerges 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; Domestic: 1 Lithuania

Narbutas

Narbutas International UAB

Headquarters/Main Location

Ukmergės 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; Domestic: 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

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: > 500

Export share on total turnover: 100%

Manufacturing plants: 4; Domestic: 4 Lithuania

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, Filling

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; Domestic: 1 Lithuania

Sintuva

Sintuva, UAB

Group: JSC Neaustima

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; Domestic: 1 Lithuania

Sk Design

Sk Design, Uab

Headquarters/Main Location

Svencionių 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: 5-15 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Lithuania

Softlines

Softlines, Uab

Headquarters/Main Location

J. Basanavičiaus G. 69 - 76160 Siauliai 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; Domestic: 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: 251-500

Manufacturing plants: 1; Domestic: 1 Lithuania

Theca Furniture

Theca Furniture, Uab

Group: LLG Lars Larsen Group

Headquarters/Main Location

Taikos pr. 145 - 51140 Kaunas, Kauno apskritis - Lithuania

T: +370 65 042541

Web: <http://www.flexlux.com>; 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; Domestic: 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, Filling, 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; Domestic: 1 Lithuania

Vilmers

Vilmers UAB

Group: JSC Neaustima

Headquarters/Main Location

Pramonės 15 - 78137 Šiauliai, Šiaulių - Lithuania

T: +370 41 545134 ; 596003

Web: <https://vilmers.com>

Email: info@vilmers.no ; info@litsofa.lt

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; Domestic: 1 Lithuania

Zbiga

Zbiga, Uab

Headquarters/Main Location

Beržų str. 2b - 14266 Riešės, Vilnius - Lithuania

T: +370 5 2469138

Web: <https://www.magresbaldai.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

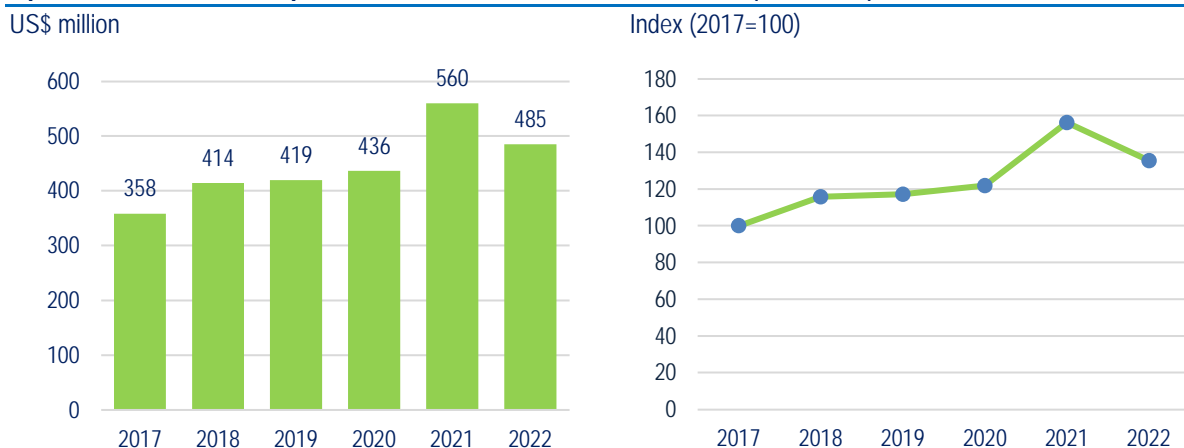
Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 Lithuania

3.17.4 Lithuania. Upholstered furniture exports

Figure 3.159 - Lithuania.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

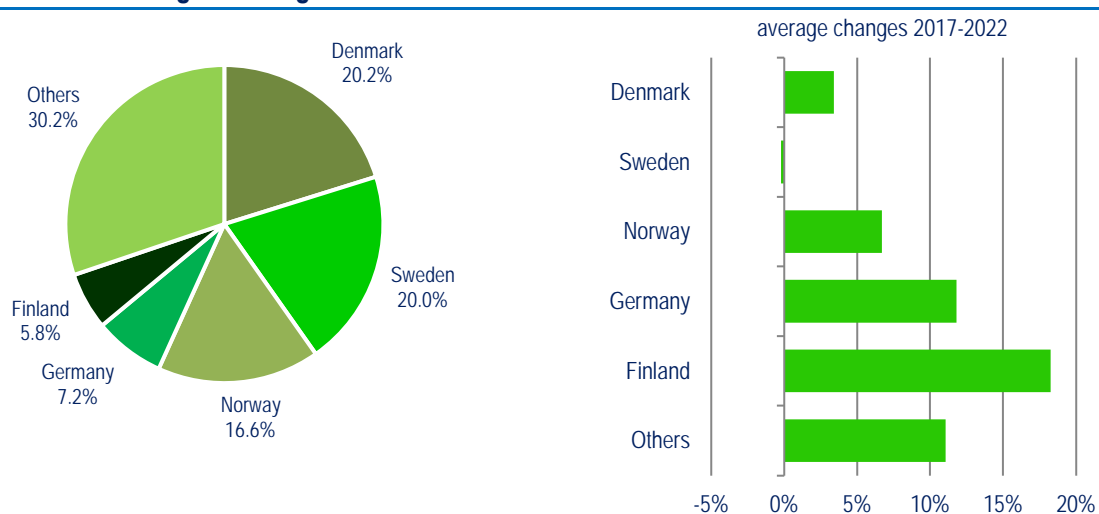


Source: CSIL processing of official data

Figure 3.160 - Lithuania.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.165 - Lithuania.

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
Denmark	82.8	86.8	87.3	93.0	117.6	97.9	23.1	20.2	-16.7	3.4
Sweden	98.4	112.6	104.6	103.6	127.7	97.2	27.5	20.0	-23.8	-0.2
Norway	58.1	65.5	68.1	74.6	89.3	80.4	16.2	16.6	-9.9	6.7
Germany	20.0	24.1	23.0	23.8	33.9	34.9	5.6	7.2	3.0	11.8
Finland	12.2	15.8	18.7	23.1	30.0	28.2	3.4	5.8	-5.8	18.3
France	14.0	19.9	19.2	15.0	18.5	22.2	3.9	4.6	19.6	9.6
United Kingdom	4.6	6.3	5.9	4.2	16.3	21.7	1.3	4.5	33.1	36.3
Netherlands	18.3	20.5	23.7	24.1	33.6	16.7	5.1	3.4	n.s.	-1.7
Poland	1.2	2.4	6.8	14.5	20.8	15.2	0.3	3.1	-26.8	67.6
Russia	13.8	16.4	16.2	15.0	13.0	10.9	3.8	2.3	-15.9	-4.5
top 10	323.3	370.2	373.5	391.0	500.6	425.4	90.3	87.7	-15.0	5.6
others	34.8	44.1	46.0	45.3	59.0	59.8	9.7	12.3	1.3	11.4
Americas	1.7	2.8	3.3	3.1	4.5	5.1	0.5	1.1	12.6	24.1
- North America	1.7	2.8	3.3	2.9	4.3	4.9	0.5	1.0	13.1	23.3
- Central-South America	0.0	0.0	0.0	0.2	0.2	0.2	0.0	0.0	1.7	58.4
Asia and Pacific	4.0	4.0	3.7	4.7	5.6	9.0	1.1	1.9	62.3	17.8
Europe	350.4	405.1	410.2	425.5	545.4	468.0	97.8	96.5	-14.2	6.0
- European Union (27)	262.5	304.8	304.3	317.3	411.1	342.1	73.3	70.5	-16.8	5.4
- UK, CH, NO, IS	72.8	82.1	85.9	90.8	119.0	113.4	20.3	23.4	-4.7	9.3
- Other Europe	15.1	18.2	20.0	17.4	15.3	12.5	4.2	2.6	-18.5	-3.7
Middle East	1.9	2.3	2.1	2.8	3.8	2.8	0.5	0.6	-26.2	7.9
Africa	0.1	0.1	0.2	0.2	0.4	0.1	0.0	0.0	n.s.	5.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	358.1	414.4	419.5	436.4	559.6	485.2	100.0	100.0	-13.3	6.3

Source: CSIL processing of official data

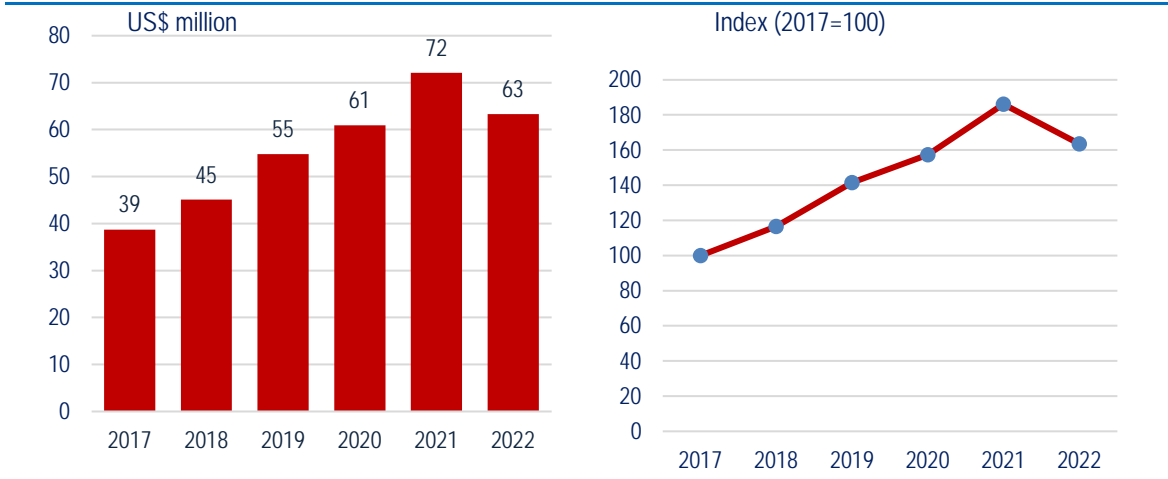
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.17.5 Lithuania. Upholstered furniture imports

Figure 3.161 - Lithuania.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

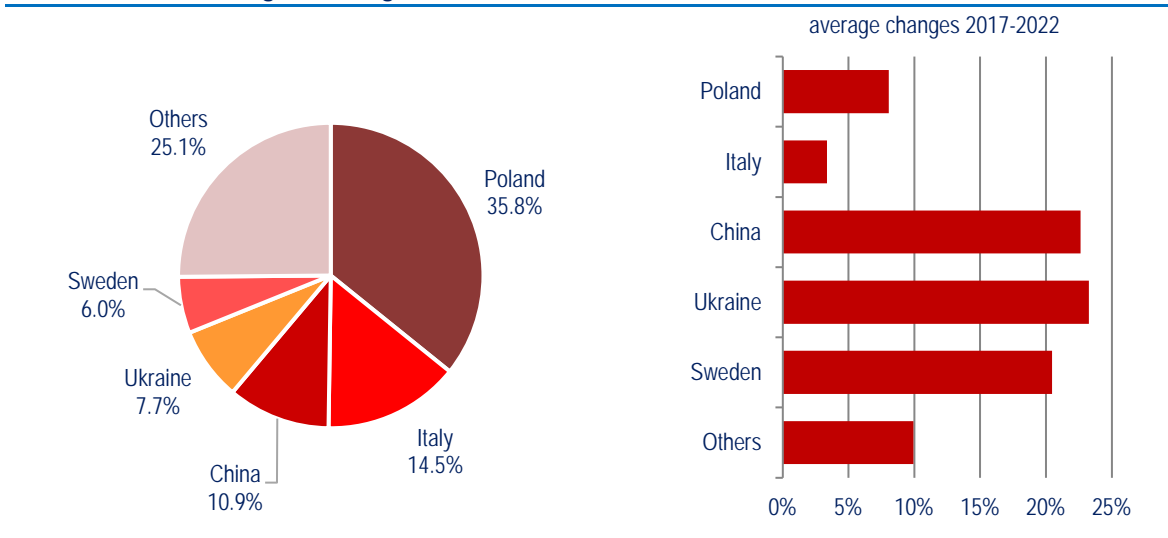


Source: CSIL processing of official data

Figure 3.162 - Lithuania.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.166 - Lithuania.

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
Poland	15.4	18.8	19.6	20.8	25.9	22.6	39.7	35.8	-12.6	8.1
Italy	7.7	6.3	6.8	7.9	6.4	9.1	20.0	14.5	42.9	3.4
China	2.5	2.9	4.7	5.8	9.9	6.9	6.4	10.9	-30.5	22.6
Ukraine	1.7	3.6	6.4	6.8	7.4	4.9	4.4	7.7	-33.8	23.3
Sweden	1.5	1.3	1.8	1.5	3.1	3.8	3.9	6.0	21.9	20.5
Latvia	1.7	1.6	2.1	2.2	2.2	2.8	4.4	4.5	31.9	10.7
Belarus	0.4	0.6	1.1	1.6	3.2	2.0	0.9	3.1	-38.5	41.2
Denmark	0.5	0.4	0.5	1.5	2.3	1.4	1.4	2.3	-38.7	21.9
Estonia	0.8	0.8	1.9	2.0	1.6	1.3	2.0	2.0	-20.6	10.8
Germany	0.6	1.0	1.0	1.2	1.5	1.2	1.5	1.9	-21.4	15.6
top 10	32.7	37.3	45.9	51.2	63.6	56.1	84.6	88.6	-11.8	11.4
others	6.0	7.8	8.9	9.7	8.5	7.2	15.4	11.4	-15.7	3.8
Americas	0.2	0.4	0.4	0.1	0.0	0.3	0.4	0.4	n.s.	11.4
- North America	0.2	0.4	0.4	0.1	0.0	0.3	0.4	0.4	n.s.	11.4
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Asia and Pacific	2.7	3.3	6.9	10.5	13.0	7.6	7.0	12.0	-41.1	22.9
Europe	35.8	41.3	47.4	50.3	59.1	55.4	92.5	87.5	-6.3	9.1
- European Union (27)	32.5	34.2	38.1	40.1	46.7	46.9	83.9	74.2	0.6	7.6
- UK, CH, NO, IS	1.0	2.5	1.1	0.5	0.3	0.4	2.5	0.6	25.7	-17.3
- Other Europe	2.4	4.7	8.2	9.6	12.1	8.1	6.1	12.7	-33.5	27.8
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.c.	-39.0
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	38.7	45.1	54.8	60.9	72.1	63.3	100.0	100.0	-12.2	10.3

Source: CSIL processing of official data

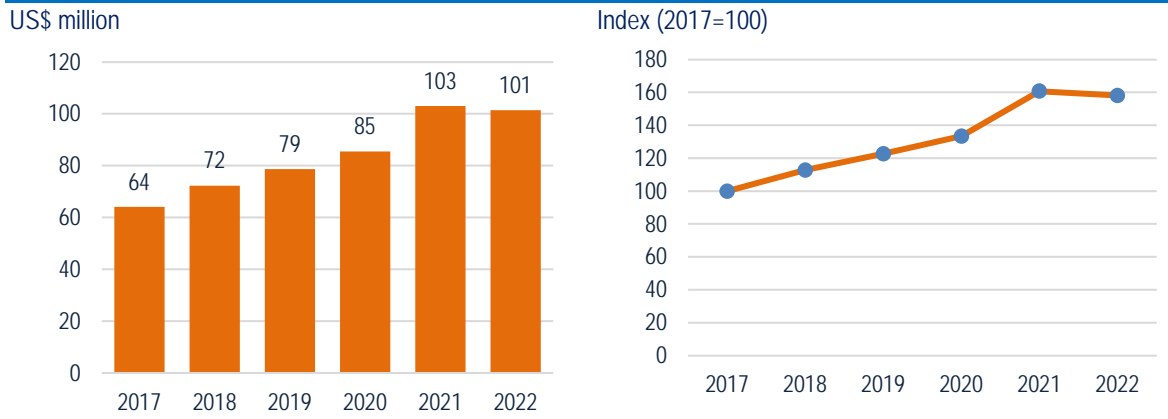
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.17.6 Lithuania. Upholstered furniture consumption

Figure 3.163 - Lithuania.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.167 - Lithuania.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

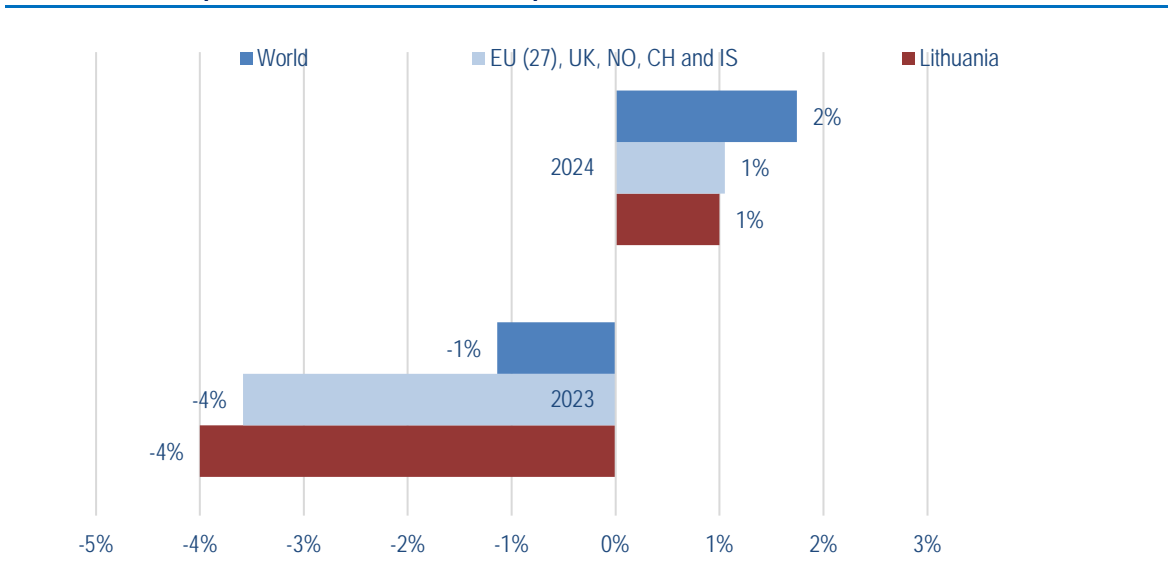
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Lithuania	60%	62%	70%	71%	70%	62%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.164 - Lithuania.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

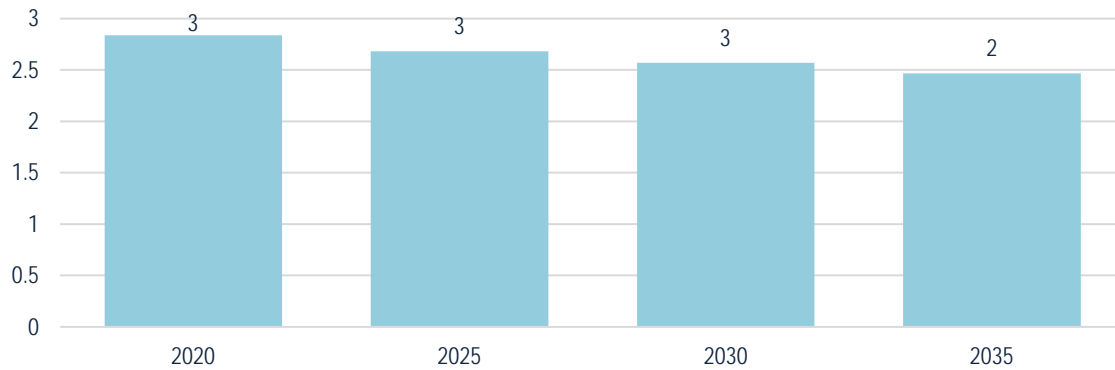


Source: CSIL

3.17.7 Lithuania. Population forecasts

Figure 3.165 - Lithuania.

Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
Vilnius	539	541	0%

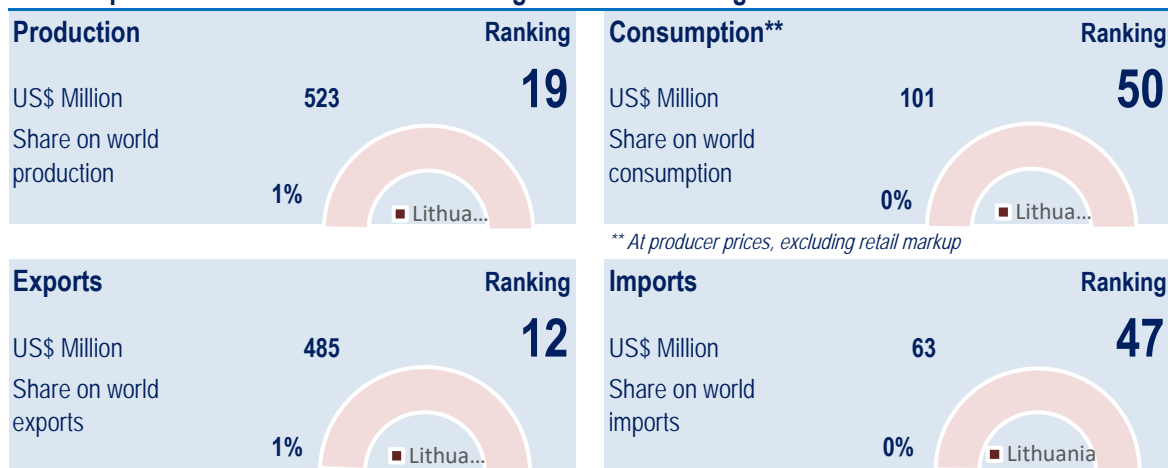
Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.17.8 Lithuania. Comparison with the global upholstered furniture sector

Figure 3.166 - Lithuania.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.170 - Lithuania.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	65	50
Population	Million	3	62
Urban Population	% of total population	68	48
Total GNP	US\$ billion	61	60
Per capita GNP	US\$	21740	36
Household Consumption Exp.	US\$ billion	39	61
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	117	61
Per capita GNP at PPP	US\$	41760	34

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.18. The upholstered furniture industry in Sweden

Table 3.171 - Sweden.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	525	517	454	463	477	482	461	451	532	507
Exports	US\$ million	179	179	172	179	189	208	215	208	247	229
Imports	US\$ million	316	336	295	308	334	373	361	359	479	406
Consumption*	US\$ million	662	675	577	593	622	647	607	602	765	685
Production	% ch. -US\$		-1%	-12%	2%	3%	1%	-4%	-2%	18%	-5%
Exports	% ch. -US\$		0%	-4%	4%	6%	10%	3%	-3%	19%	-7%
Imports	% ch. -US\$		6%	-12%	4%	8%	12%	-3%	-1%	33%	-15%
Consumption*	% ch. -US\$		2%	-15%	3%	5%	4%	-6%	-1%	27%	-11%
export/production	%	34%	35%	38%	39%	40%	43%	47%	46%	46%	45%
import/consumption	%	48%	50%	51%	52%	54%	58%	59%	60%	63%	59%
Production	SEK million	3,416	3,547	3,831	3,964	4,079	4,189	4,357	4,153	4,568	5,130
Exports	SEK million	1,165	1,225	1,452	1,528	1,614	1,806	2,030	1,914	2,116	2,314
Imports	SEK million	2,059	2,306	2,485	2,633	2,850	3,244	3,417	3,310	4,113	4,111
Consumption*	SEK million	4,310	4,628	4,864	5,070	5,315	5,627	5,744	5,549	6,566	6,928
Production	% ch. - SEK		4%	8%	3%	3%	3%	4%	-5%	10%	12%
Exports	% ch. - SEK		5%	19%	5%	6%	12%	12%	-6%	11%	9%
Imports	% ch. - SEK		12%	8%	6%	8%	14%	5%	-3%	24%	0%
Consumption*	% ch. - SEK		7%	5%	4%	5%	6%	2%	-3%	18%	6%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, Statistics Sweden

Table 3.172 - Sweden.

Exchange rates, 2013-2022

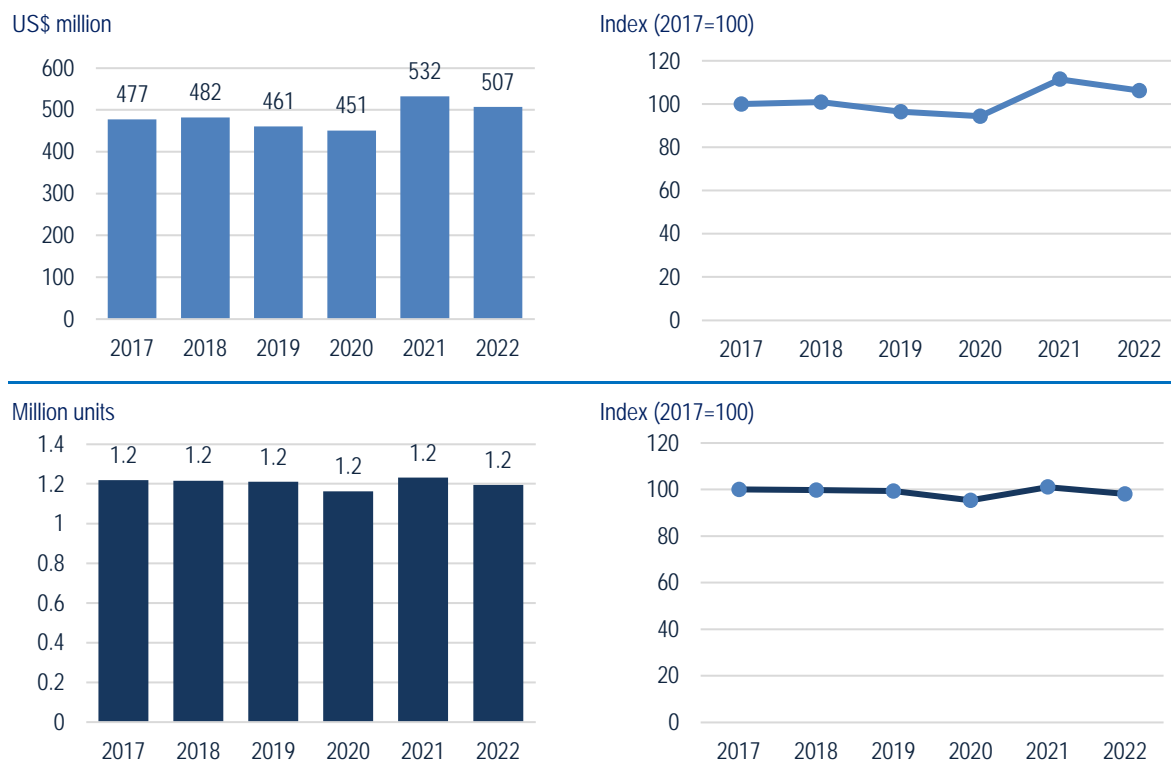
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEK per US\$	6.51	6.86	8.44	8.55	8.54	8.69	9.46	9.22	8.58	10.12
SEK per EUR	8.65	9.12	9.36	9.47	9.65	10.27	10.59	10.52	10.15	10.66

Source: US Federal Reserve

3.18.1 Sweden. Upholstered furniture production

Figure 3.167 - Sweden.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.173 - Sweden.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

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

	2017	2018	2019	2020	2021	2022
Sweden	40%	43%	47%	46%	46%	45%
EU (27), UK, NO, CH and IS	60%	61%	62%	63%	65%	65%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.18.2 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\$)
Stommen Group	139.1	75	186.4
Scapa Inter	58.1	70	83.0
Swedese	14.9	60	24.8
Bröderna Anderssons	13.0	100	13.0
Fogia	11.1	65	17.1
Offecct (Flokk)	7.2	70	10.3
Materia (Kinnarps)	6.2	30	20.8
Blå Station	5.7	60	9.4
Lammhults	5.3	40	13.3
Skipper Furniture AB (Nelo)	5.3	100	5.3

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.18.3 Sweden. Major Upholstered furniture manufacturers

Above Möbel

Above Möbel AB

Headquarters/Main Location

Hantverksgatan 13 - 282 31 Tyinge - Sweden

T: +46 451 37020

Web: <http://www.abovemobel.se>

Email: 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

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 60% of total revenues

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Export share on total turnover: 75%

Manufacturing plants: 1; Domestic: 1 Sweden

Bröderna Anderssons

Bröderna Anderssons Industrier i Ekenässjön AB

Headquarters/Main Location

Vetlandavägen 8 - 57450 Ekenässjön, Småland med öarna - Sweden

T: +46 383 34600

Web: <https://brodernaanderssons.se>

Email: 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; Domestic: 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

Activity: Manufacturer

Product Portfolio: Furniture, Upholstered furniture

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

Total Turnover range: 50-100 US\$ million

Employees range: 21-50

Export share on total turnover: 50%

Manufacturing plants: 1; Domestic: 1 Sweden

Duxiana

Dux Industrier AB

Group: Dux Industrier AB

Headquarters/Main Location

Strandindaregatan 8, Box 1002 - 23125 Trelleborg - Sweden

T: +46 410 58700

Web: <https://www.dux.se>

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Occasional, Mattresses, Contract, Hospitality furniture

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Export share on total turnover: Yes

Manufacturing plants: ; Domestic: 1 SE

Englesson Group

Englesson Förvaltning AB

Group: Englesson

Headquarters/Main Location

Östbergavägen 16 - 182 62 Djursholm - Sweden

T: +46 8 7530780

Web: <https://www.englesson.se>

Email: info@englesson.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Bedrooms, 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: ; Domestic: 0 SE; Foreign: produce in pl e lt

Fogia (SE)

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>

Email: 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; Foreign: 1 Poland

Furninova

Furninova AB

Group: Stommen Group

Headquarters/Main Location

Box 28 - 280 20 Bjärnum, Sydsverige - Sweden

T: +46 451 775600

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

Email: 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: 44%

Manufacturing plants: 1; Foreign: 1 Poland

Gärsnäs

Gärsnäs AB

Headquarters/Main Location

Box 26 - 27203 Garsnas - Sweden

T: +46 414 53000

Web: <http://www.garsnas.se>

Email: 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>

Email: 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

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: ; Domestic: Sweden

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

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: ; Domestic: 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; Domestic: 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

Vaxjovägen 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; Domestic: 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; Domestic: 1 Sweden

Möbelform i Glimåkra

Möbelform i Glimåkra AB

Headquarters/Main Location

Knorravägen 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

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; Foreign: 1 Poland

Roos

K.A. Roos Möbler & Inredningar AB

Headquarters/Main Location

Kulla Gunnarstorp - 255 91 Helsingborg - Sweden

T: +46 42 150125

Web: <https://www.karoos.se>

Email: info@karoos.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

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

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; Domestic: 1 Sweden; Foreign: 4 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

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

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

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, Skåne - Sweden

T: +46 451 775600

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

Email: 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; Domestic: Sweden; Foreign: 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

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: 51-100

Export share on total turnover: 30%

Manufacturing plants: 2; Domestic: 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

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

Viskadalens

Viskadalens Möbler AB

Headquarters/Main Location

Backagårdsg 1 - 511 57 Kinna - Sweden

T: +46 320 16055

Web: <http://www.viskadalensmobler.se>

Email: info@viskadalensmobler.se

Activity: Manufacturer

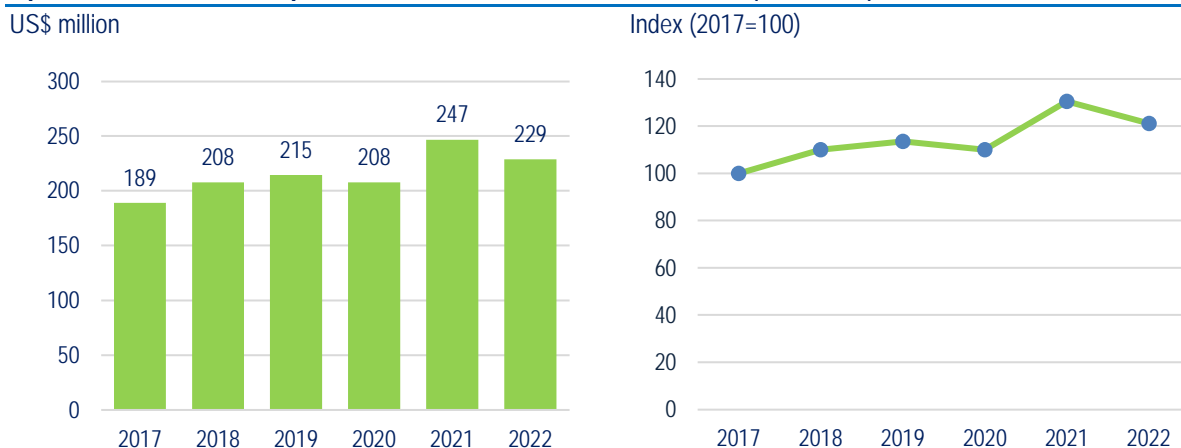
Product Portfolio: Upholstered furniture, Contract

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

3.18.4 Sweden. Upholstered furniture exports

Figure 3.168 - Sweden.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

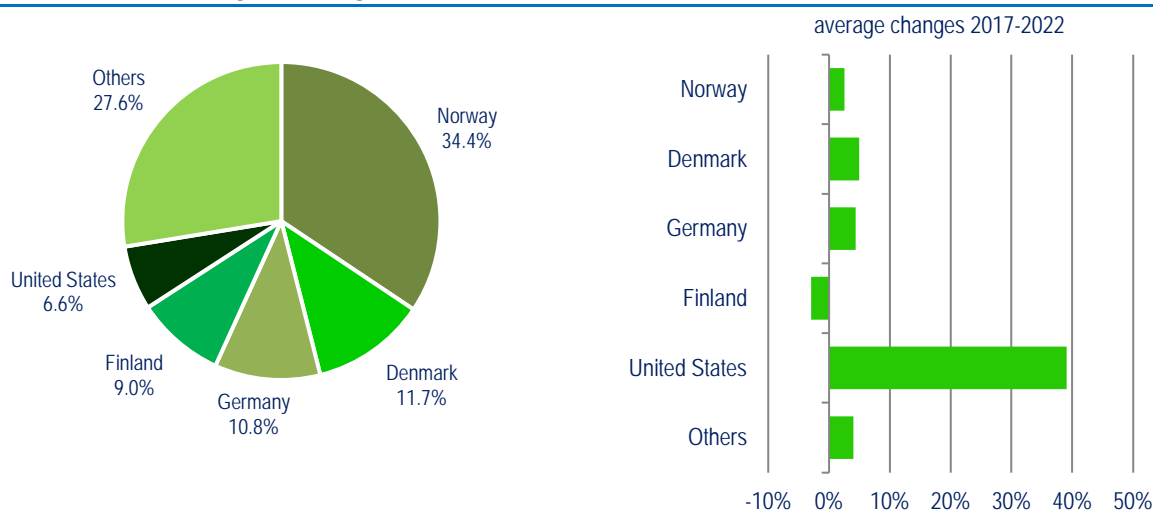


Source: CSIL processing of official data

Figure 3.169 - Sweden.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.175 - Sweden.

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
Norway	69.4	75.4	74.4	70.9	85.9	78.6	36.8	34.4	-8.4	2.5
Denmark	20.9	21.8	21.9	23.1	32.4	26.7	11.1	11.7	-17.6	5.0
Germany	19.9	20.9	22.3	21.8	23.5	24.6	10.5	10.8	4.6	4.4
Finland	24.0	27.9	28.7	24.7	23.0	20.7	12.7	9.0	-10.3	-2.9
United States	2.9	5.6	9.1	10.9	12.4	15.0	1.5	6.6	21.3	39.1
France	13.1	14.6	14.0	11.5	13.8	13.8	6.9	6.1	0.3	1.1
United Kingdom	5.0	6.2	6.9	6.5	9.2	9.2	2.6	4.0	-0.2	13.1
Poland	3.3	2.8	3.0	3.2	4.8	4.6	1.7	2.0	-5.5	6.6
Netherlands	3.9	4.7	4.6	3.9	4.5	4.0	2.1	1.7	-11.4	0.2
Spain	2.7	3.2	3.7	3.8	4.4	3.5	1.4	1.6	-19.2	5.5
top 10	165.1	183.1	188.5	180.3	213.9	200.7	87.4	87.8	-6.2	4.0
others	23.8	24.7	26.0	27.3	32.7	28.0	12.6	12.2	-14.4	3.3
Americas	3.3	5.9	9.4	11.3	12.9	16.0	1.7	7.0	24.2	37.1
- North America	3.0	5.7	9.4	11.0	12.7	15.5	1.6	6.8	22.5	38.5
- Central-South America	0.3	0.2	0.1	0.2	0.2	0.5	0.1	0.2	n.s.	11.8
Asia and Pacific	4.3	4.8	5.0	6.7	7.4	5.1	2.3	2.2	-30.7	3.8
Europe	179.1	195.5	197.1	187.1	222.5	204.6	94.8	89.5	-8.1	2.7
- European Union (27)	97.3	106.5	109.9	103.0	118.7	110.5	51.5	48.3	-6.9	2.6
- UK, CH, NO, IS	80.6	87.7	86.3	82.4	102.3	92.9	42.7	40.6	-9.2	2.9
- Other Europe	1.1	1.3	1.0	1.7	1.5	1.2	0.6	0.5	-22.3	0.8
Middle East	1.7	0.9	1.9	1.2	1.9	1.9	0.9	0.8	0.0	1.6
Africa	0.6	0.7	1.1	1.5	2.4	1.2	0.3	0.5	n.s.	15.2
Other Countries	0.0	0.0	0.0	0.0	-0.5	-0.1	0.0	0.0	n.s.	n.s.
World Total	188.9	207.8	214.5	207.7	246.6	228.7	100.0	100.0	-7.3	3.9

Source: CSIL processing of official data

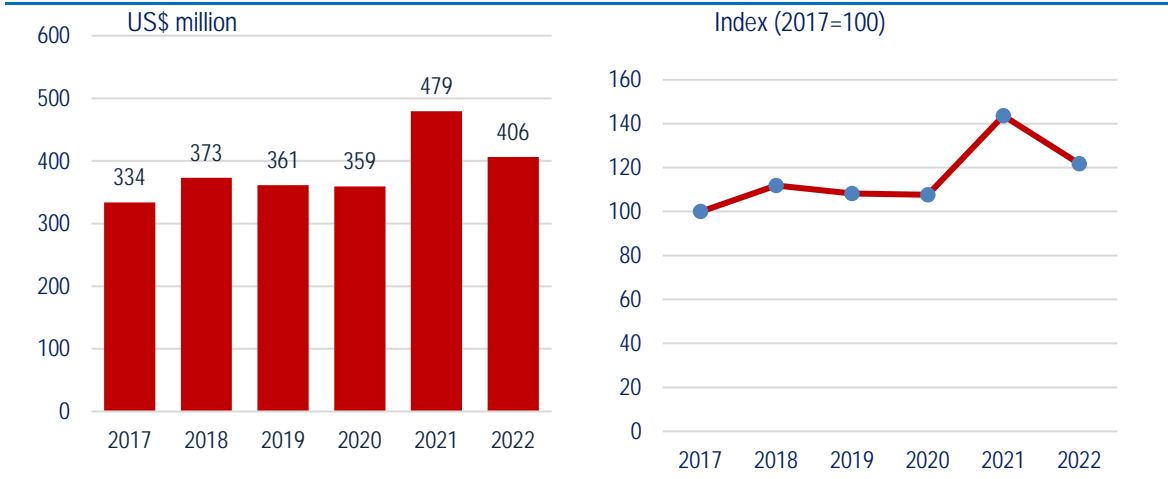
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.18.5 Sweden. Upholstered furniture imports

Figure 3.170 - Sweden.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

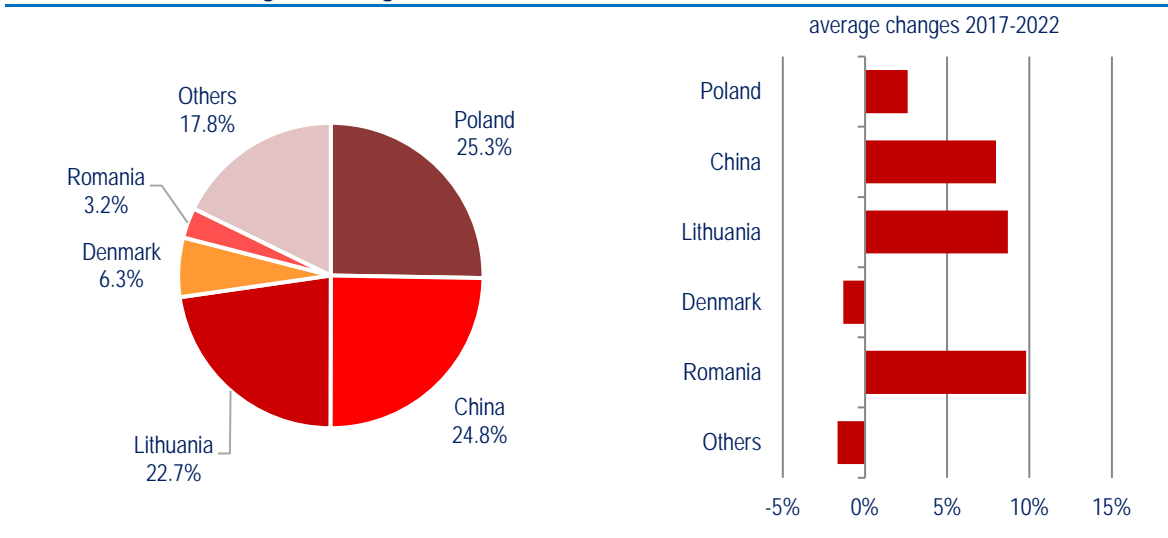


Source: CSIL processing of official data

Figure 3.171 - Sweden.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.176 - Sweden.

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
Poland	90.3	103.3	98.2	95.4	111.6	102.6	27.1	25.3	-8.1	2.6
China	68.6	78.5	84.5	79.4	120.2	100.8	20.6	24.8	-16.2	8.0
Lithuania	60.8	67.5	54.2	61.7	113.7	92.2	18.2	22.7	-18.9	8.7
Denmark	27.3	30.5	27.7	27.0	32.5	25.6	8.2	6.3	-21.3	-1.3
Romania	8.1	6.1	5.7	7.5	8.9	13.0	2.4	3.2	45.7	9.8
Bosnia Herzegovina	1.9	1.8	4.4	5.7	6.9	8.8	0.6	2.2	27.8	36.5
Vietnam	2.1	2.0	5.2	2.7	3.9	6.8	0.6	1.7	75.4	26.7
Norway	10.2	9.5	9.2	7.1	8.2	6.4	3.0	1.6	-21.6	-8.8
Türkiye	1.6	1.8	2.2	4.1	7.5	6.2	0.5	1.5	-17.4	31.3
Italy	7.6	7.8	7.2	5.4	6.6	5.6	2.3	1.4	-14.7	-5.8
top 10	278.4	308.7	298.4	296.0	420.0	367.9	83.4	90.6	-12.4	5.7
others	55.2	64.4	62.7	63.2	59.4	38.4	16.6	9.4	-35.3	-7.0
Americas	0.4	0.4	0.6	0.1	0.7	0.5	0.1	0.1	-23.2	7.1
- North America	0.3	0.4	0.4	0.1	0.5	0.5	0.1	0.1	11.2	9.0
- Central-South America	0.0	0.0	0.2	0.0	0.2	0.0	0.0	0.0	n.s.	-32.1
Asia and Pacific	76.3	85.6	94.7	87.3	132.5	117.7	22.9	29.0	-11.1	9.1
Europe	256.6	287.0	265.8	271.7	346.1	288.0	76.9	70.9	-16.8	2.3
- European Union (27)	235.5	268.3	245.3	250.6	299.4	259.2	70.6	63.8	-13.4	1.9
- UK, CH, NO, IS	10.8	9.8	9.6	7.4	9.1	7.9	3.2	2.0	-12.8	-5.9
- Other Europe	10.4	8.9	10.9	13.8	37.6	20.9	3.1	5.1	-44.5	15.0
Middle East	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-33.2
Africa	0.3	0.1	0.0	0.0	0.1	0.0	0.1	0.0	n.s.	n.s.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	333.6	373.1	361.2	359.2	479.3	406.3	100.0	100.0	-15.2	4.0

Source: CSIL processing of official data

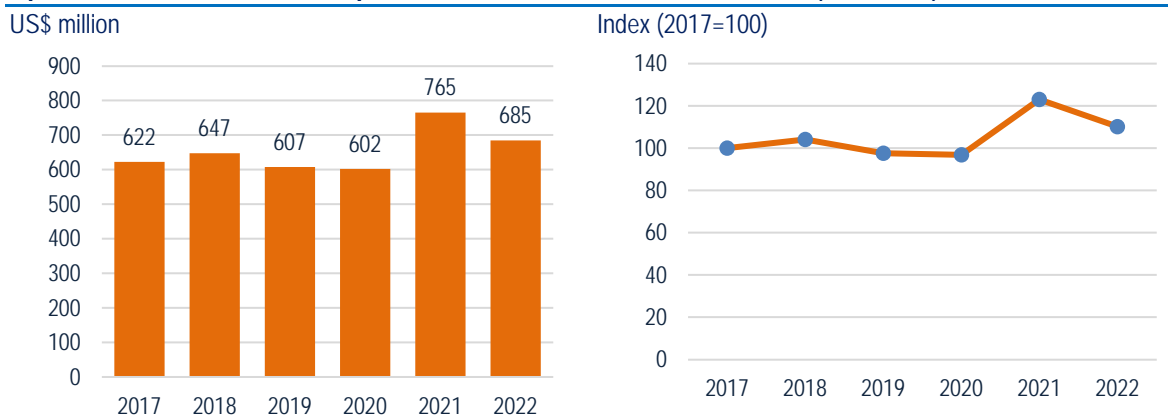
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.18.6 Sweden. Upholstered furniture consumption

Figure 3.172 - Sweden.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.177 - Sweden.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

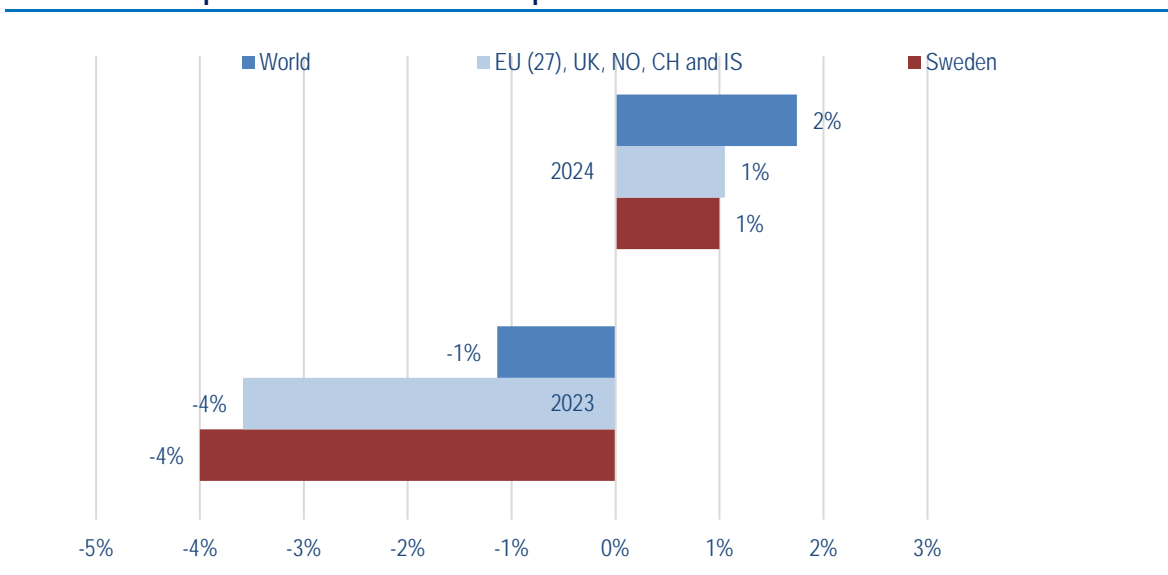
Comparison with EU (27), UK, NO, CH and IS and World

	2017	2018	2019	2020	2021	2022
Sweden	54%	58%	59%	60%	63%	59%
EU (27), UK, NO, CH and IS	59%	60%	62%	64%	68%	68%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.173 - Sweden.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

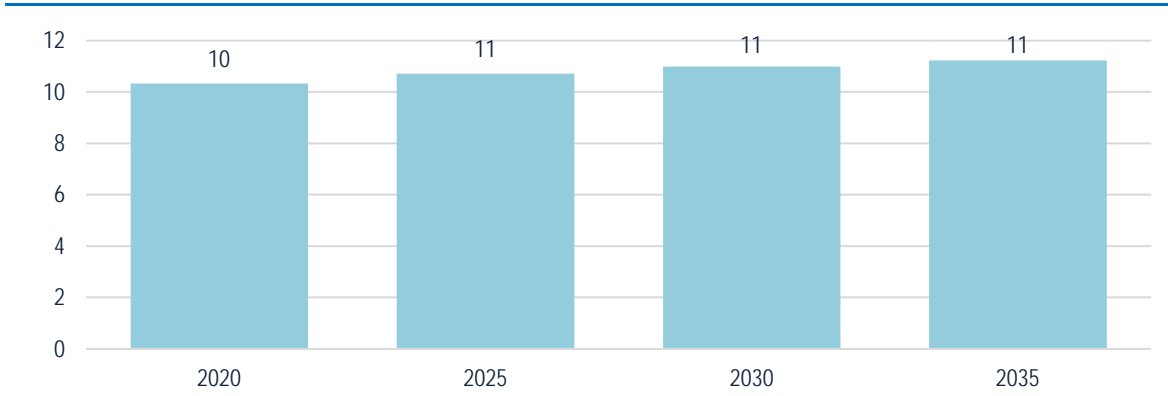


Source: CSIL

3.18.7 Sweden. Population forecasts

Figure 3.174 - Sweden.

Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
Stockholm	1,633	1,814	11%
Göteborg	611	671	10%
Malmö	322	354	10%

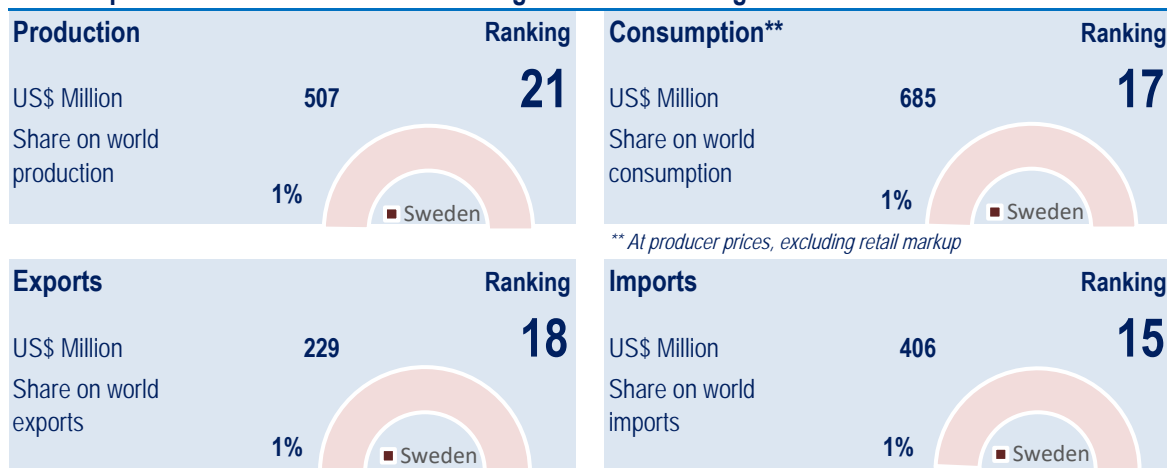
Source: UN

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

3.18.8 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 ²	447	23
Population	Million	10	40
Urban Population	% of total population	88	15
Total GNP	US\$ billion	620	23
Per capita GNP	US\$	59540	9
Household Consumption Exp.	US\$ billion	279	27
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	635	34
Per capita GNP at PPP	US\$	61000	11

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.19. The upholstered furniture industry in South Korea

Table 3.181 - South Korea.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	413	453	451	444	457	452	445	454	496	444
Exports	US\$ million	6	6	7	8	9	8	9	3	3	3
Imports	US\$ million	149	193	244	263	291	308	336	407	438	389
Consumption*	US\$ million	556	640	689	699	739	751	773	857	932	830
Production	% ch. -US\$		10%	0%	-2%	3%	-1%	-1%	2%	9%	-10%
Exports	% ch. -US\$		5%	5%	17%	8%	-1%	8%	-63%	-24%	21%
Imports	% ch. -US\$		30%	27%	8%	10%	6%	9%	21%	8%	-11%
Consumption*	% ch. -US\$		15%	8%	1%	6%	2%	3%	11%	9%	-11%
export/production	%	1%	1%	1%	2%	2%	2%	2%	1%	1%	1%
import/consumption	%	27%	30%	35%	38%	39%	41%	44%	47%	47%	47%
Production	KRW billion	452	477	510	515	516	497	519	536	568	574
Exports	KRW billion	7	7	8	9	10	9	11	4	3	4
Imports	KRW billion	163	203	276	305	328	338	392	480	501	502
Consumption*	KRW billion	609	673	779	811	835	826	901	1,012	1,067	1,072
Production	% ch. - KRW		5%	7%	1%	0%	-4%	4%	3%	6%	1%
Exports	% ch. - KRW		1%	13%	20%	6%	-4%	15%	-62%	-26%	37%
Imports	% ch. - KRW		25%	36%	10%	8%	3%	16%	22%	4%	0%
Consumption*	% ch. - KRW		11%	16%	4%	3%	-1%	9%	12%	5%	1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, Korea Furniture Association

Table 3.182 - South Korea.

Exchange rates, 2013-2022

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
KRW per US\$	1094.67	1052.29	1130.96	1159.34	1129.04	1099.29	1165.80	1180.56	1144.89	1291.78
KRW per EUR	1453.83	1399.23	1254.91	1283.62	1275.93	1299.03	1305.00	1347.02	1354.41	1360.76

Source: US Federal Reserve

3.19.1 South Korea. Upholstered furniture production

Figure 3.176 - South Korea.

Production of upholstered furniture, 2017-2022. US\$ million and index (2017=100)

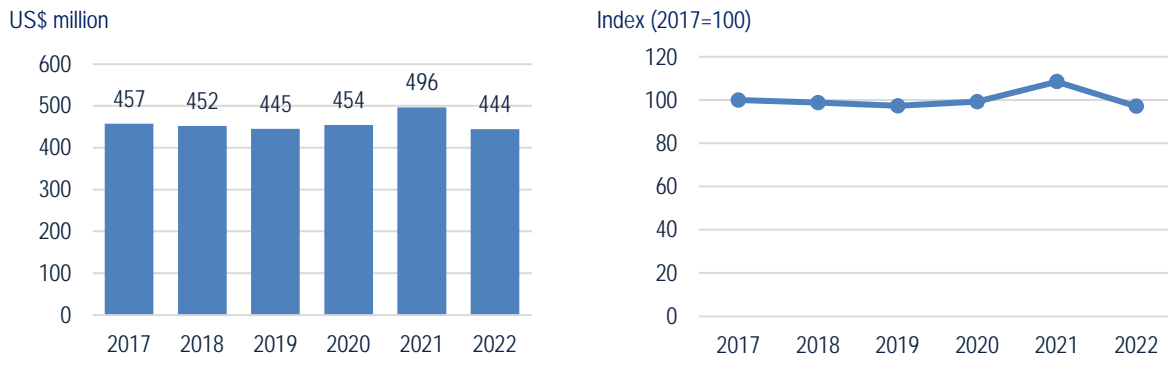


Table 3.183 - South Korea.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
South Korea	2%	2%	2%	1%	1%	1%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.19.2 South Korea. Major Upholstered furniture manufacturers

Table 3.184 South Korea. Major upholstered furniture manufacturers by turnover

Company	Total turnover (Million US\$)
Livart	1157.9
Hanssem Interior	530.2
Fursys	289.0
Enex	159.4
Emons Furniture	122.2
Jakomo	95.8
Amosains	48.1
Dauning	43.2
Jangin Furniture	20.5
Samick Furniture	15.8
Innocent Furniture	10.2
KTA Group	5.4

Source: CSIL estimates

Note: Data refer to the last available year, typically 2022 or 2021.

3.19.3 South Korea. 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

Activity: Manufacturer

Product Portfolio: Office Furniture, Upholstered furniture, Contract

Total Turnover range: 15-50 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 South Korea

Arfu-South Korea

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

Manufacturing plants: 1; Domestic: 1 South Korea

Borneo International

BIF Borneo International Furniture Co Ltd

Headquarters/Main Location

246-1 Kojan-dong - 405-310 Namdong-gu, Incheon - Korea South

T: +82 32 4337971 ; 4337987

Web: <https://bifshop.co.kr>

Activity: Manufacturer

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

Total Turnover range: 0-5 US\$ million

Employees range: 100-250

Export share on total turnover: 30%

Manufacturing plants: 1; Domestic: 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: <http://www.dauningmall.co.kr>

Email: 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; Domestic: 1 South Korea; Foreign: 1 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

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; Domestic: 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 ; 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

Manufacturing plants: 4; Domestic: 2 South Korea; Foreign: 2 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

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: 50%

Manufacturing plants: 4; Domestic: 4 South Korea; Foreign: 0.

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 (Sidiz production plant: 600,000 office chairs per year).

Hanssem Interior

Interior Co.,Ltd

Group: Hanssem

Headquarters/Main Location

665 Seongkok-dong, Danwon-gu - 425-836 AhnSahn-Si, Gyeonggi-do - Korea South

Web: <https://interior.biz> ; <https://www.hanssem.com>

Email: sgk@hanssem.com

Activity: Trader

Product Portfolio: 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

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; Domestic: 1 South Korea

Jakomo

Jaekyung Furniture Co.,Ltd - Jakomo

Headquarters/Main Location

Yangji-ro 290beon-gil Onam-eup - 12036 Namyangju - Korea South

T: +82 315278611

Web: <https://www.jakomo.co.kr>

Activity: Manufacturer, Retailer

Product Portfolio: Upholstered furniture, Dining and Living rooms, Tables and Chairs, Garden and Outdoor, Semi-finished parts

Total Turnover range: 50-100 US\$ million

Employees range: 100-250

Manufacturing plants: 1; Domestic: 1 South Korea

Jangin Furniture**Jangin Furniture****Group:** Jangin 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.jangin.com>**Activity:** Manufacturer, Retailer**Product Portfolio:** Upholstered furniture, Bedrooms, Tables and Chairs**Total Turnover range:** 15-50 US\$ million**Employees range:** 100-250**Manufacturing plants:** 1; Foreign: 1 Vietnam**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 S.
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; Domestic: 1 South Korea**Oak Mountain****Oak Mountain****Group:** Oak Mountain**Headquarters/Main Location**3 Jungji-ro, Seo-gu, - Incheon - Korea South
T: +82 032 5832415**Web:** <http://www.oakmtn.net>**Email:** oakmountain@naver.com**Activity:** Manufacturer**Product Portfolio:** Furniture, Dining and Living rooms, Bedrooms, Tables and Chairs**Livart****Hyunday 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; Domestic: 6 South Korea; Foreign: 1 Vietnam**Samick Furniture****Samick Furniture Co Ltd****Headquarters/Main Location**180-103 Kajwa-dong - So-gu, Incheon - Korea South
T: +82 32 5760331**Web:** <http://samickgagu.com>**Email:** syp0118@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; Domestic: 2 South Korea; Foreign: 1 China**Zinus Group****Zinus Co. , Ltd.****Group:** Zinus**Headquarters/Main Location**

10, Yatap-Ro 81Beon-Gil Bundang - 13497 Seongnam-si, Gyeonggi-do - Korea South

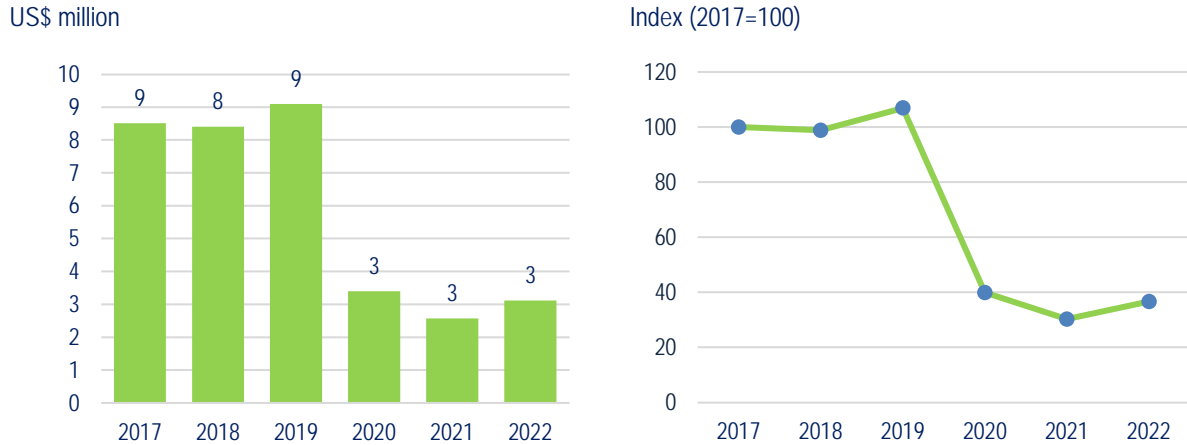
T: +82 031 6221706

Web: <https://www.zinus.co.kr>**Email:** customer-korea@zinus.com ; sales@zinus.com**Activity:** Manufacturer, Retailer**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:** 97%**Manufacturing plants:** 6; ; Foreign: 6 China (3), Indonesia, Vietnam, USA

3.19.4 South Korea. Upholstered furniture exports

Figure 3.177 - South Korea.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

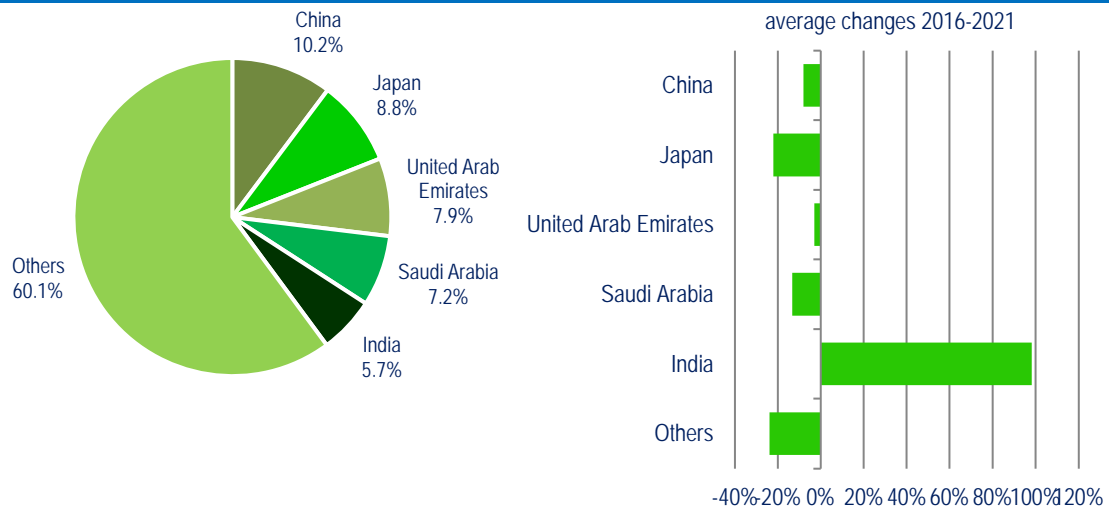


Source: CSIL processing of official data

Figure 3.178 - South Korea.

Upholstered furniture exports by country of destination, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.185 - South Korea.

Upholstered furniture exports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
China	0.4	0.6	0.7	0.9	0.3	0.3	5.1	10.2	-11.4	-8.0
Japan	0.8	1.2	0.5	0.6	0.3	0.2	9.9	8.8	-16.4	-22.0
United Arab Emirates	0.2	0.3	0.3	0.2	0.1	0.2	3.0	7.9	52.8	-2.9
Saudi Arabia	0.4	1.0	0.6	0.4	0.4	0.2	4.8	7.2	n.s.	-13.2
India	0.0	0.1	0.2	0.1	0.1	0.1	0.1	5.7	n.s.	98.2
USA	0.6	0.8	2.3	1.6	0.5	0.1	8.1	5.3	n.s.	-26.5
Hong Kong, China	0.0	0.0	0.1	0.1	0.1	0.1	0.6	4.9	n.s.	21.5
Russia	0.7	0.0	0.3	0.7	0.1	0.1	8.5	4.7	51.6	-29.1
Vietnam	1.1	1.2	1.1	1.3	0.2	0.1	14.1	4.4	n.s.	-36.7
Philippines	0.1	0.0	0.1	0.1	0.1	0.1	1.0	4.0	38.9	6.0
top 10	4.3	5.4	6.2	6.2	2.1	1.6	55.2	63.1	-24.3	-17.8
others	3.5	3.1	2.2	2.9	1.2	0.9	44.8	36.9	-24.0	-23.1
Americas	1.1	1.5	2.7	2.1	0.8	0.3	13.7	12.3	n.s.	-21.7
- North America	0.8	1.1	2.4	1.7	0.6	0.2	10.2	8.8	n.s.	-22.2
- Central-South America	0.3	0.4	0.3	0.4	0.2	0.1	3.5	3.4	n.s.	-20.2
Asia and Pacific	4.7	4.7	3.7	4.3	1.6	1.5	60.5	57.1	-5.2	-20.9
Europe	1.0	0.4	0.6	1.0	0.2	0.2	12.2	8.8	8.7	-25.0
- European Union (27)	0.1	0.3	0.1	0.2	0.1	0.1	1.7	3.6	21.5	-6.4
- UK, CH, NO, IS	0.1	0.1	0.1	0.0	0.0	0.0	1.6	0.1	-17.8	n.s.
- Other Europe	0.7	0.1	0.3	0.8	0.1	0.1	8.9	5.1	1.8	-28.4
Middle East	0.8	1.6	1.3	0.8	0.8	0.5	10.6	20.2	-32.9	-8.9
Africa	0.2	0.3	0.1	0.9	0.0	0.0	3.1	1.4	19.9	-31.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	n.c.	28.5
World Total	7.9	8.5	8.4	9.1	3.4	2.6	100.0	100.0	-24.2	-20.0

Source: CSIL processing of official data

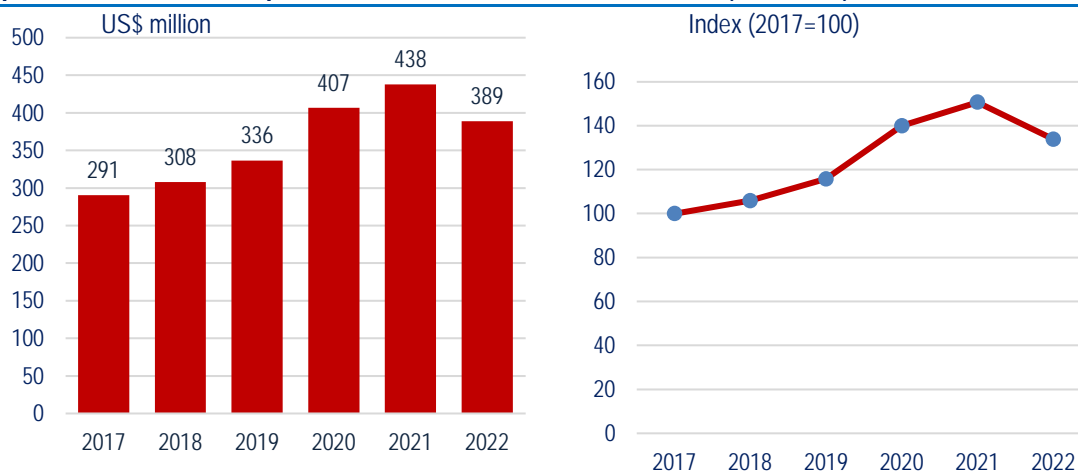
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.19.5 South Korea. Upholstered furniture imports

Figure 3.179 - South Korea.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

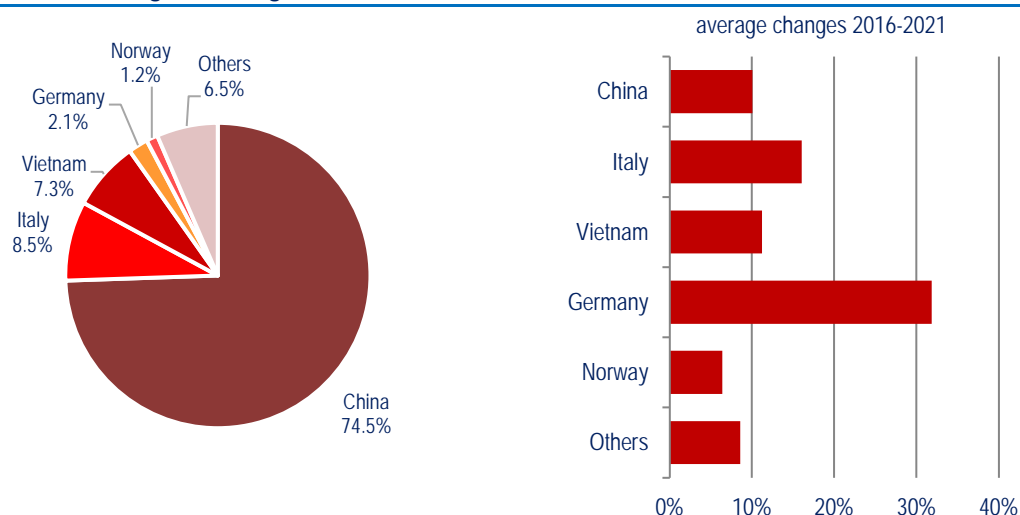


Source: CSIL processing of official data

Figure 3.180 - South Korea.

Upholstered furniture imports by country of origin, 2021.

% in values and average % changes 2016-2021



Source: CSIL processing of official data

Table 3.186 - South Korea.

Upholstered furniture imports, by country and by geographical area, 2016-2021.

	US\$ Million						% share		% annual changes	
	2016	2017	2018	2019	2020	2021	2016	2021	2021/20	aver 16-21
China	201.8	228.7	242.5	264.5	319.5	326.1	76.7	74.5	2.1	10.1
Italy	17.6	17.5	20.6	20.1	23.7	37.0	6.7	8.5	56.1	16.1
Vietnam	18.8	20.6	21.2	26.6	30.4	32.0	7.1	7.3	5.1	11.2
Germany	2.3	2.2	2.4	3.2	5.4	9.1	0.9	2.1	69.1	31.9
Norway	3.8	3.5	3.8	3.3	4.3	5.2	1.5	1.2	20.3	6.4
Thailand	1.1	0.8	1.2	1.3	3.3	4.9	0.4	1.1	45.8	34.8
Denmark	0.5	0.7	0.8	1.0	2.9	4.1	0.2	0.9	41.3	49.4
France	0.9	1.1	1.6	1.3	2.0	3.0	0.3	0.7	47.2	28.3
USA	1.5	1.3	1.2	1.6	1.7	2.5	0.6	0.6	51.6	11.4
Poland	1.5	2.1	2.8	3.4	2.6	2.0	0.6	0.5	-20.9	6.4
top 10	249.8	278.5	298.0	326.3	395.8	426.0	94.9	97.3	7.6	11.3
others	13.4	12.1	9.8	10.2	10.9	12.0	5.1	2.7	10.3	-2.2
Americas	1.6	1.5	1.5	2.8	2.7	3.7	0.6	0.8	35.6	17.9
- North America	1.6	1.5	1.4	2.6	2.6	3.6	0.6	0.8	38.5	17.4
- Central-South America	0.0	0.0	0.1	0.2	0.1	0.1	0.0	0.0	-15.7	40.7
Asia and Pacific	233.2	258.6	272.0	297.9	359.8	367.6	88.6	83.9	2.2	9.5
Europe	28.3	30.5	34.4	35.8	44.2	66.7	10.8	15.2	50.8	18.7
- European Union (27)	24.1	26.4	30.0	31.7	39.3	59.8	9.1	13.6	52.0	20.0
- UK, CH, NO, IS	4.2	4.1	4.4	4.0	4.8	6.9	1.6	1.6	44.3	10.5
- Other Europe	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0	n.s.	-10.0
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	36.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	263.2	290.5	307.9	336.5	406.7	438.0	100.0	100.0	7.7	10.7

Source: CSIL processing of official data

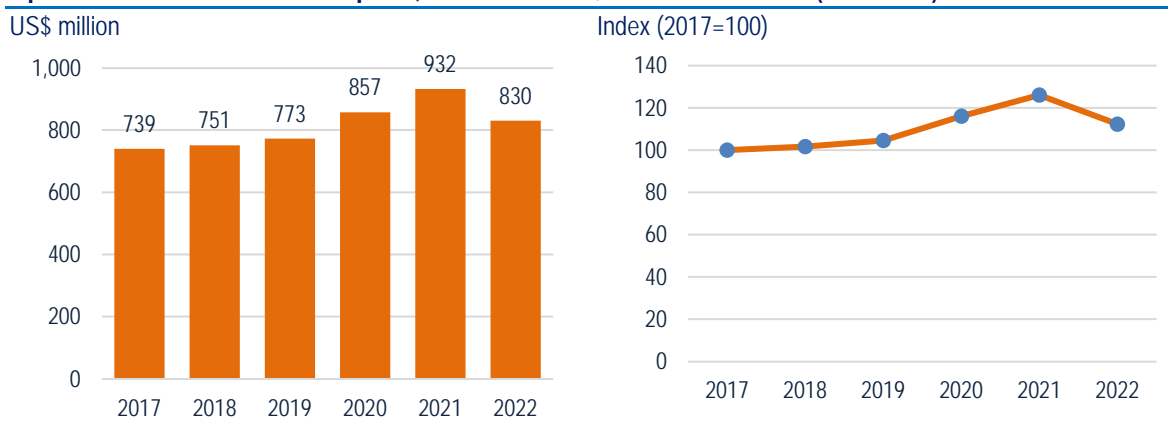
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.19.6 South Korea. Upholstered furniture consumption

Figure 3.181 - South Korea.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.187 - South Korea.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

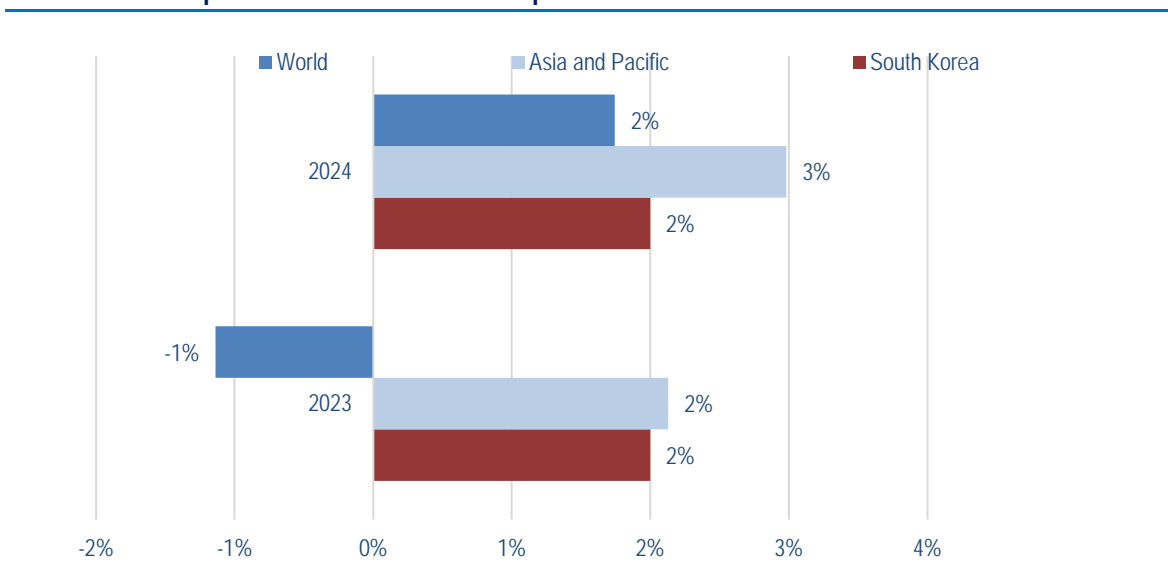
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
South Korea	39%	41%	44%	47%	47%	47%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.182 - South Korea.

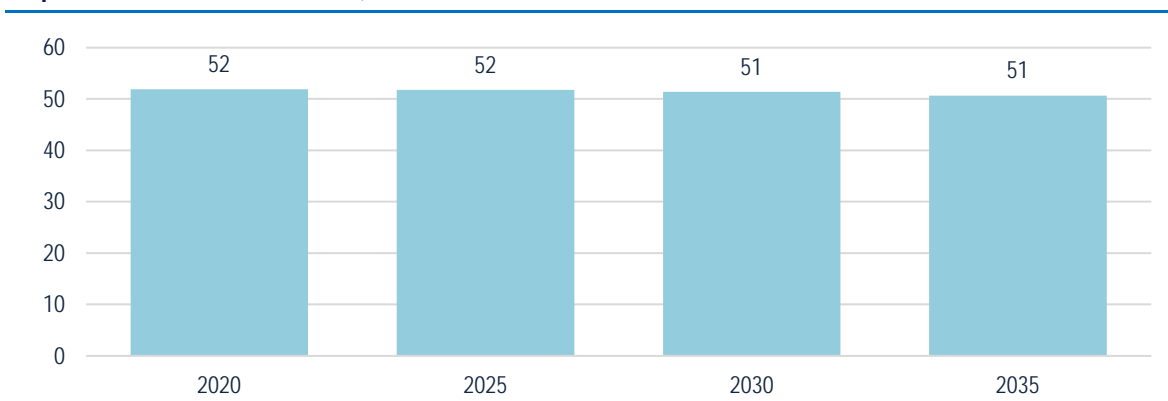
Real Growth of upholstered furniture consumption. Forecasts 2023-2024



Source: CSIL

3.19.7 South Korea. Population forecasts

Figure 3.183 - South Korea.
Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
Seoul	9,963	10,163	2%
Busan	3,465	3,532	2%
Incheon	2,801	2,923	4%
Daegu	2,199	2,205	0%
Daejeon	1,566	1,610	3%
Gwangju	1,522	1,559	2%
Suwon	1,311	1,420	8%
Yongin	1,083	1,186	9%
Goyang	1,069	1,145	7%
Changwon	1,056	1,070	1%
Seongnam	944	955	1%
Ulsan	910	929	2%
Bucheon	832	837	1%
Ansan	761	783	3%
Cheongju	717	745	4%
Cheonan	680	728	7%
Jeonju	663	677	2%
Anyang	568	565	0%

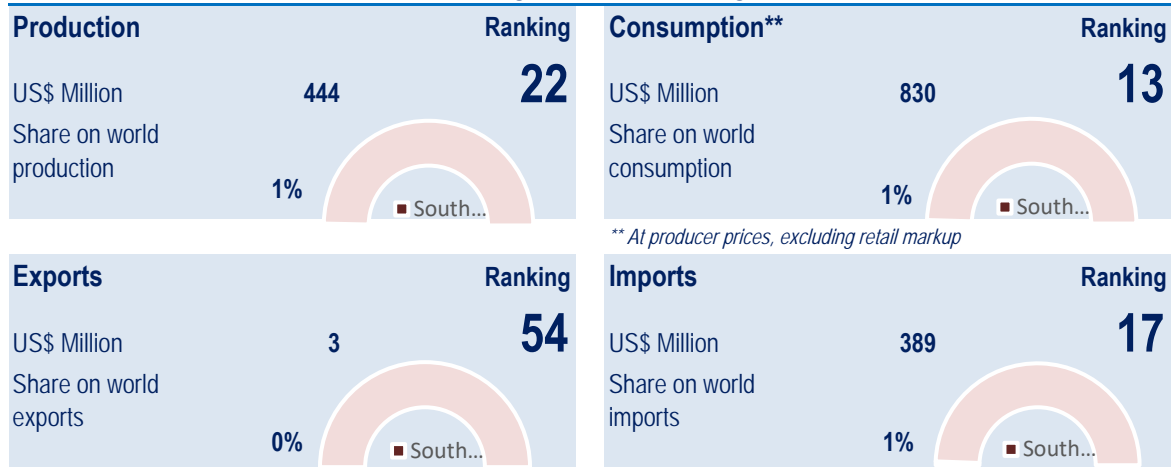
Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.19.8 South Korea. Comparison with the global upholstered furniture sector

Figure 3.184 - South Korea.

Global upholstered furniture sector. Ranking and shares among 70 countries



Sources: CSIL

Ranking among 70 countries, last available year

Table 3.190 - South Korea.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	100	42
Population	Million	52	19
Urban Population	% of total population	81	29
Total GNP	US\$ billion	1817	10
Per capita GNP	US\$	35110	25
Household Consumption Exp.	US\$ billion	836	13
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	2453	13
Per capita GNP at PPP	US\$	47400	23

Source: World Bank, last available year

*Ranking among 70 countries, last available year

3.20. The upholstered furniture industry in Japan

Table 3.191 - Japan.

The Upholstered furniture sector: production, consumption and international trade, 2013-2022

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Production	US\$ million	212	213	169	184	168	167	179	166	177	157
Exports	US\$ million	8	10	10	14	15	16	16	15	20	20
Imports	US\$ million	927	926	860	893	915	935	977	952	998	1,005
Consumption*	US\$ million	1,131	1,129	1,019	1,063	1,068	1,086	1,139	1,103	1,155	1,142
Production	% ch. -US\$		1%	-21%	9%	-9%	0%	7%	-7%	6%	-11%
Exports	% ch. -US\$		24%	-5%	42%	8%	10%	-3%	-6%	37%	0%
Imports	% ch. -US\$		0%	-7%	4%	2%	2%	4%	-3%	5%	1%
Consumption*	% ch. -US\$		0%	-10%	4%	0%	2%	5%	-3%	5%	-1%
export/production	%	4%	5%	6%	7%	9%	10%	9%	9%	11%	13%
import/consumption	%	82%	82%	84%	84%	86%	86%	86%	86%	86%	88%
Production	JPY million	20,717	22,567	20,424	20,019	18,818	18,442	19,467	17,770	19,451	20,664
Exports	JPY million	804	1,081	1,173	1,495	1,666	1,804	1,719	1,578	2,224	2,658
Imports	JPY million	90,443	97,889	104,097	97,023	102,594	103,218	106,464	101,635	109,628	132,138
Consumption*	JPY million	110,356	119,375	123,348	115,548	119,746	119,855	124,212	117,827	126,854	150,144
Production	% ch. - JPY		9%	-9%	-2%	-6%	-2%	6%	-9%	9%	6%
Exports	% ch. - JPY		34%	9%	27%	11%	8%	-5%	-8%	41%	19%
Imports	% ch. - JPY		8%	6%	-7%	6%	1%	3%	-5%	8%	21%
Consumption*	% ch. - JPY		8%	3%	-6%	4%	0%	4%	-5%	8%	18%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Ministry of Finance, Ministry of Economy, Trade and Industry

Table 3.192 - Japan.

Exchange rates, 2013-2022

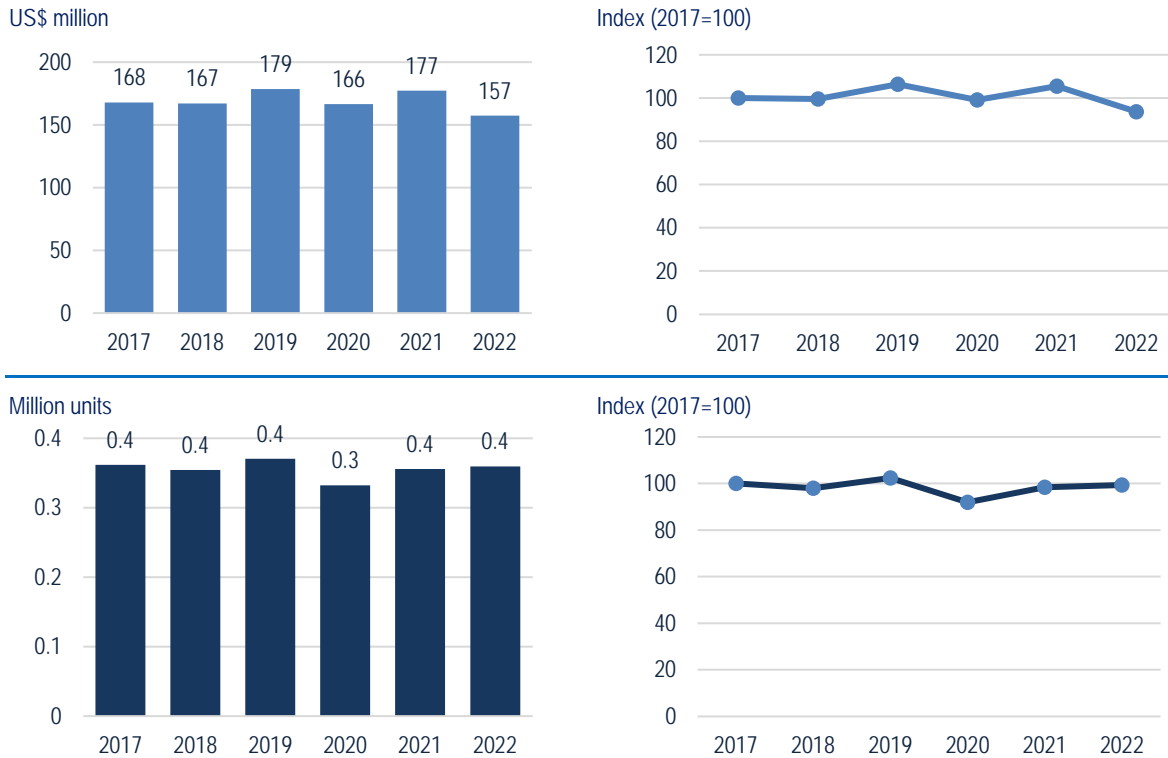
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
JPY per US\$	97.60	105.74	121.05	108.66	112.10	110.40	109.02	106.78	109.84	131.46
JPY per EUR	129.62	140.60	134.32	120.31	126.68	130.46	122.04	121.84	129.94	138.48

Source: US Federal Reserve

3.20.1 Japan. Upholstered furniture production

Figure 3.185 - Japan.

Production of upholstered furniture, 2017-2022. US\$ million, million units and index (2017=100)



Source: CSIL

Table 3.193 - Japan.

Exports/Production ratio (%) of upholstered furniture, 2017-2022.

Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Japan	9%	10%	9%	9%	11%	13%
Asia and Pacific	36%	37%	40%	46%	49%	47%
World	35%	36%	37%	39%	43%	46%

Source: CSIL

3.20.2 Japan. Major Upholstered furniture manufacturers

Table 3.194 Japan. Major upholstered furniture manufacturers by turnover

Company	Total turnover (Million US\$)
Nitori	5873.4
Okamura	2086.1
France Bed Holdings	495.2
Simmons (Nifco)	270.7
Karimoku Furniture	244.2
Oliver Corporation	192.1
Dream Bed	86.1
Hida	42.2
Matsuda Furniture	35.4
Fuji Furniture	35.1
Hukla Japan	33.2
Babakagu	30.0
Conde House	24.5
Maruni	24.3
Maruichi	18.6
Ritzwell	12.3
Nissin Furniture	7.5
Ad Core	6.0
Terasoh	2.8
Miyazaki Chair	2.5

Source: CSIL estimates. Note: Data refer to the last available year, typically 2022 or 2021.

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.

3.20.3 Japan. 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Beds, Tables and Chairs

Total Turnover range: 5-15 US\$ million

Employees range: 0-20

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; Domestic: 1 Japan; Foreign: 1 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; Domestic: 1 Japan

Dream Bed

Dreambed Co Ltd

Headquarters/Main Location

3-12-39 Koishonmachi, Nishi-ku - 733-0812 Hiroshima - Japan

T: +81 82 2714201

Web: <https://dreambed.jp>

Email: info@dream-ark.co.jp

Activity: Manufacturer, Retailer, Importer

Product Portfolio: Home Office, Upholstered furniture, Beds, Mattresses, Contract, Textiles

Total Turnover range: 50-100 US\$ million

Employees range: > 500

Manufacturing plants: 4; Domestic: 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; Domestic: 8 JP; Foreign: 1 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; Domestic: 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; Domestic: 0 ; Foreign: 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; Domestic: 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; Domestic: 1 Japan; Foreign: 1 China

Karimoku Furniture

Karimoku Furniture Inc

Group: Karimoku Group

Headquarters/Main Location

108 Kaieicho, Fujie, Higashiuracho - 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 30% of total revenues

Total Turnover range: 100-250 US\$ million

Employees range: > 500

Export share on total turnover: 3%

Manufacturing plants: 11; Domestic: 10 Japan; Foreign: 1 Malaysia

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; Domestic: 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; Domestic: 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 ; 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; Domestic: 1 Japan

Matsuda Furniture

Matsuda Furniture Inc.

Headquarters/Main Location

839-3 Mimar - 831-0026 Okawa, Fukuoka - Japan

T: +81 0944 87-2292

Web: <http://www.matsudakagu.co.jp>

Email: 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; Domestic: 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.miyazakiisu.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; Domestic: 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs

Total Turnover range: 0-5 US\$ million

Employees range: 0-20

Manufacturing plants: 1; Domestic: 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

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; Domestic: 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; Domestic: 1 Japan; Foreign: 5 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: 12; Domestic: 8 Japan; Foreign: 4 Thailand, China

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

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; Domestic: 1 Japan

Ritzwell

Ritzwell & 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

Activity: Manufacturer

Product Portfolio: Upholstered furniture, Tables and Chairs

Total Turnover range: 5-15 US\$ million

Employees range: 21-50

Manufacturing plants: 1; Domestic: 1 Japan

Simmons (JP)

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

Activity: Manufacturer, Retailer, Importer

Product Portfolio: Upholstered furniture, Bedrooms, Mattresses, Contract

Total Turnover range: >250 US\$ million

Employees range: 251-500

Export share on total turnover: Yes

Manufacturing plants: 1; Domestic: 1 Japan

Terasoh

Terasoh Co Ltd

Group: Yihua / HTL

Headquarters/Main Location

759 Tsubata-machi Katabata - 92903 Kahoku-gun, Ishikawa - Japan

T: +81 762 887111

Web: <http://terasoh.com>

Email: shurikobo@terasoh.com

Activity: Manufacturer

Product Portfolio: Upholstered furniture

Total Turnover range: 0-5 US\$ million

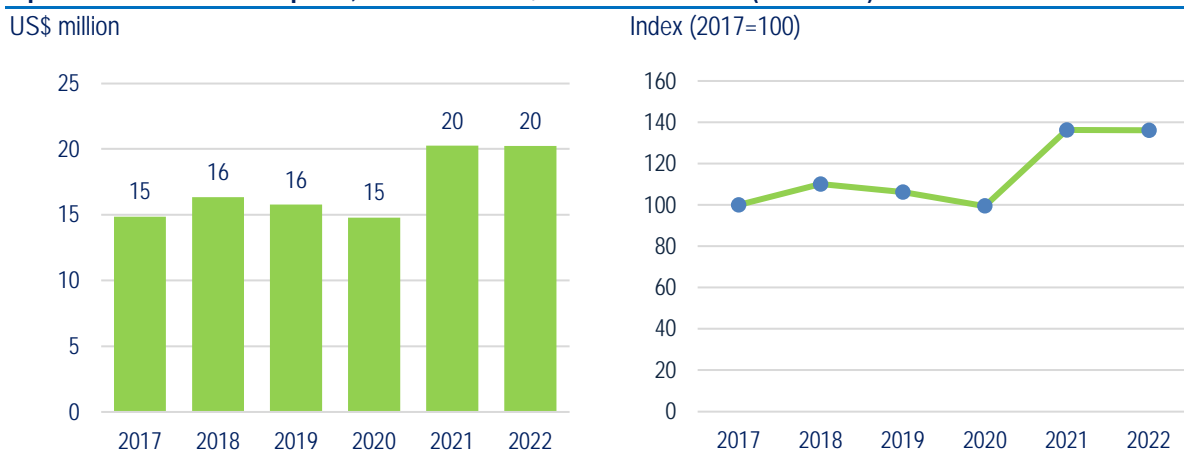
Employees range: 0-20

Manufacturing plants: 1; Domestic: 1 Japan

3.20.4 Japan. Upholstered furniture exports

Figure 3.186 - Japan.

Upholstered furniture exports, 2017-2022. US\$ million and index (2017=100)

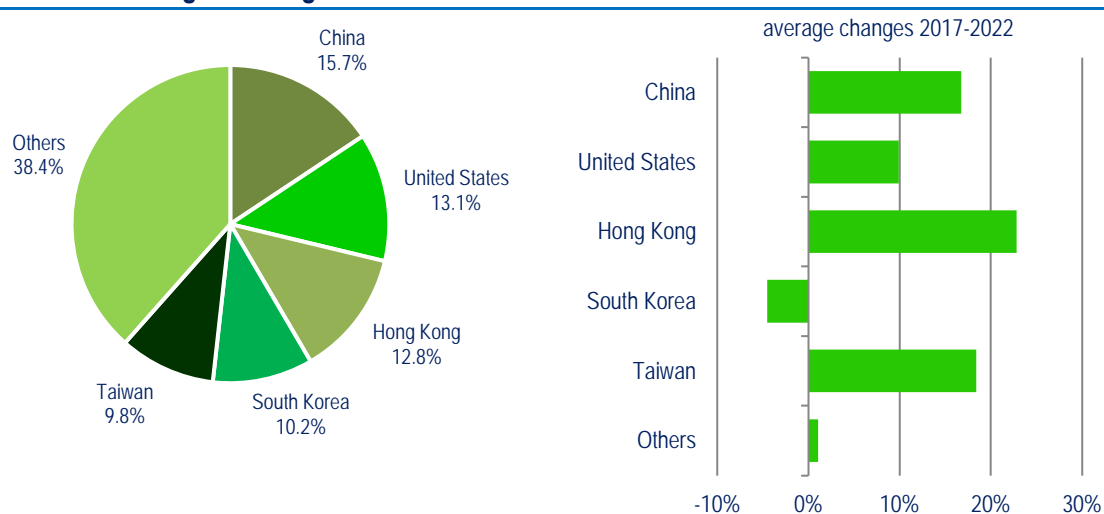


Source: CSIL processing of official data

Figure 3.187 - Japan.

Upholstered furniture exports by country of destination, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.195 - Japan.

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
China	1.5	2.2	2.3	2.2	2.6	3.2	9.8	15.7	21.6	16.8
United States	1.6	1.5	2.5	1.3	1.9	2.6	11.1	13.1	37.3	9.9
Hong Kong	0.9	1.7	1.9	2.6	3.0	2.6	6.2	12.8	-14.8	22.8
South Korea	2.6	2.5	1.7	1.9	2.0	2.1	17.5	10.2	4.2	-4.5
Taiwan	0.8	1.1	1.2	1.4	2.0	2.0	5.7	9.8	0.6	18.4
Belgium	0.5	0.8	0.6	0.9	1.6	1.1	3.1	5.4	-31.3	18.3
Netherlands	0.6	0.9	0.9	0.8	1.1	1.1	3.8	5.3	1.4	13.8
Singapore	1.3	1.2	1.1	1.0	1.0	1.0	8.7	4.7	0.0	-5.8
Denmark	1.0	0.6	0.7	0.3	1.5	0.9	6.7	4.7	-35.8	-1.1
Australia	0.6	0.7	0.5	0.4	0.4	0.4	4.3	2.2	12.1	-6.8
top 10	11.4	13.1	13.4	12.8	17.0	17.0	76.9	83.9	-0.2	8.2
others	3.4	3.2	2.4	2.0	3.3	3.3	23.1	16.1	0.0	-1.0
Americas	2.0	1.8	2.7	1.4	2.1	2.9	13.7	14.5	39.2	7.6
- North America	2.0	1.7	2.7	1.4	2.1	2.9	13.5	14.5	39.8	7.8
- Central-South America	0.0	0.1	0.0	0.0	0.0	0.0	0.2	0.0	n.s.	n.s.
Asia and Pacific	9.8	11.1	9.7	10.5	12.4	12.8	65.8	63.3	3.4	5.5
Europe	2.8	3.1	3.0	2.5	5.1	4.0	19.0	19.6	-22.6	7.0
- European Union (27)	2.6	2.9	2.9	2.4	4.8	3.8	17.5	18.6	-22.1	7.7
- UK, CH, NO, IS	0.1	0.2	0.1	0.1	0.3	0.2	0.9	0.9	-24.9	7.4
- Other Europe	0.1	0.1	0.0	0.0	0.0	0.0	0.7	0.1	n.s.	-31.4
Middle East	0.2	0.3	0.3	0.3	0.6	0.4	1.2	2.0	-32.6	18.8
Africa	0.0	0.1	0.0	0.0	0.0	0.1	0.3	0.5	n.s.	21.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	14.9	16.3	15.8	14.8	20.2	20.2	100.0	100.0	-0.2	6.4

Source: CSIL processing of official data

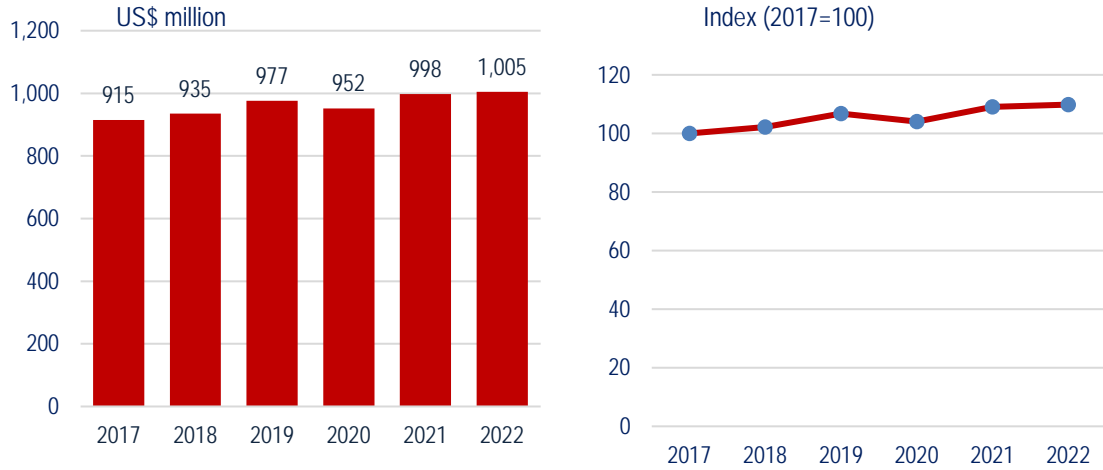
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.20.5 Japan. Upholstered furniture imports

Figure 3.188 - Japan.

Upholstered furniture imports, 2017-2022. US\$ million and index (2017=100)

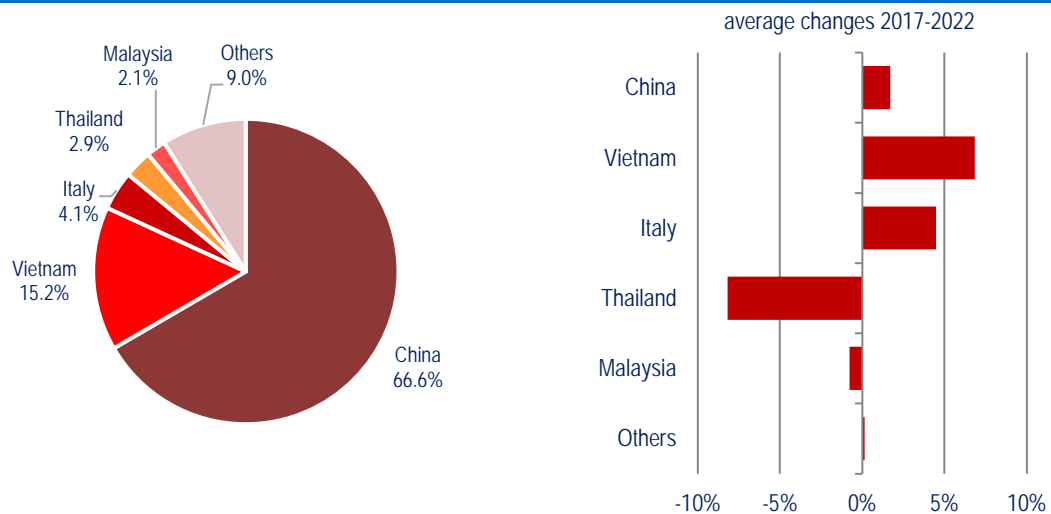


Source: CSIL processing of official data

Figure 3.189 - Japan.

Upholstered furniture imports by country of origin, 2022.

% in values and average % changes 2017-2022



Source: CSIL processing of official data

Table 3.196 - Japan.

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	615.3	633.4	660.3	660.5	713.9	669.9	67.2	66.6	-6.2	1.7
Vietnam	110.0	112.8	130.1	128.5	123.5	153.1	12.0	15.2	24.0	6.8
Italy	33.1	34.0	38.1	31.2	35.5	41.3	3.6	4.1	16.4	4.5
Thailand	45.3	44.6	39.0	31.9	29.1	29.6	5.0	2.9	1.8	-8.2
Malaysia	21.8	23.0	27.7	24.3	16.2	21.0	2.4	2.1	29.0	-0.8
Taiwan	12.3	12.0	12.6	13.8	17.5	17.3	1.3	1.7	-0.9	7.1
Germany	18.7	18.7	15.6	12.0	11.6	16.5	2.0	1.6	42.1	-2.4
Indonesia	10.8	8.7	10.6	10.5	9.8	10.9	1.2	1.1	11.0	0.1
Denmark	6.3	6.7	7.7	7.4	7.4	8.0	0.7	0.8	7.7	4.8
France	4.0	5.0	2.1	3.7	4.2	7.6	0.4	0.8	78.4	13.6
top 10	877.6	899.1	943.7	923.8	968.7	975.1	95.9	97.0	0.7	2.1
others	37.6	35.9	32.8	28.0	29.3	30.1	4.1	3.0	2.6	-4.3
Americas	7.3	6.9	5.6	5.8	4.0	4.3	0.8	0.4	9.6	-9.9
- North America	7.3	6.9	5.4	5.7	3.9	4.1	0.8	0.4	5.1	-10.7
- Central-South America	0.0	0.0	0.1	0.1	0.0	0.2	0.0	0.0	n.s.	60.3
Asia and Pacific	821.7	840.1	884.8	873.5	914.0	904.9	89.8	90.0	-1.0	1.9
Europe	86.2	87.9	86.2	72.5	80.1	95.8	9.4	9.5	19.7	2.1
- European Union (27)	76.7	77.9	74.6	63.6	68.0	83.7	8.4	8.3	23.1	1.8
- UK, CH, NO, IS	8.8	9.5	10.9	8.5	11.3	10.9	1.0	1.1	-3.6	4.4
- Other Europe	0.7	0.5	0.6	0.5	0.7	1.1	0.1	0.1	59.8	10.7
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-12.4
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	84.4	18.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	915.2	934.9	976.6	951.8	998.0	1005.2	100.0	100.0	0.7	1.9

Source: CSIL processing of official data

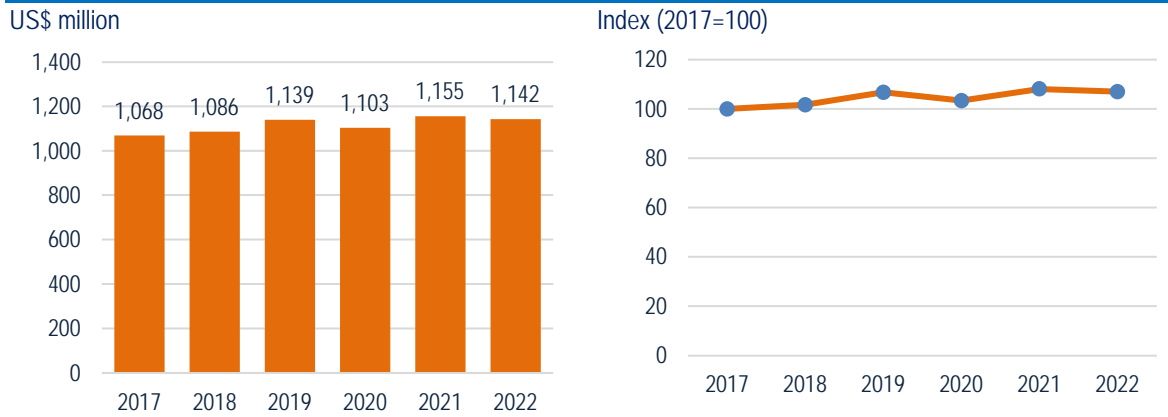
n.a.: not available n.c.: not calculable n.s.: not significant

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

3.20.6 Japan. Upholstered furniture consumption

Figure 3.190 - Japan.

Upholstered furniture consumption, 2017-2022. US\$ million and index (2017=100)



Source: CSIL

Table 3.197 - Japan.

Import/Consumption ratio (%) for upholstered furniture, 2017-2022.

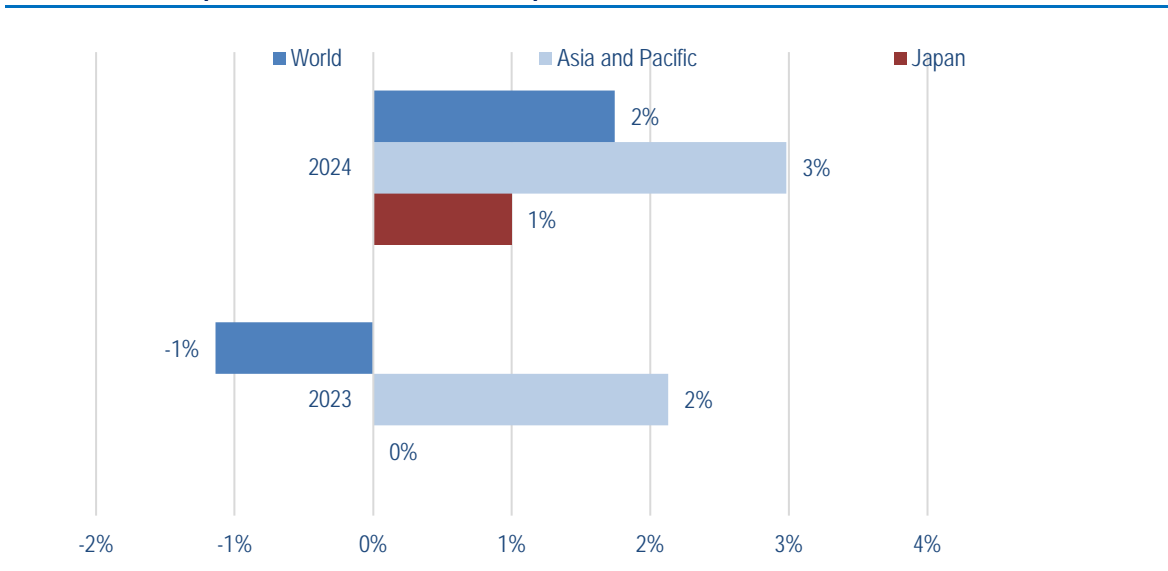
Comparison with Asia and Pacific and World

	2017	2018	2019	2020	2021	2022
Japan	86%	86%	86%	86%	86%	88%
Asia and Pacific	10%	11%	12%	13%	13%	15%
World	31%	32%	33%	34%	36%	39%

Source: CSIL

Figure 3.191 - Japan.

Real Growth of upholstered furniture consumption. Forecasts 2023-2024

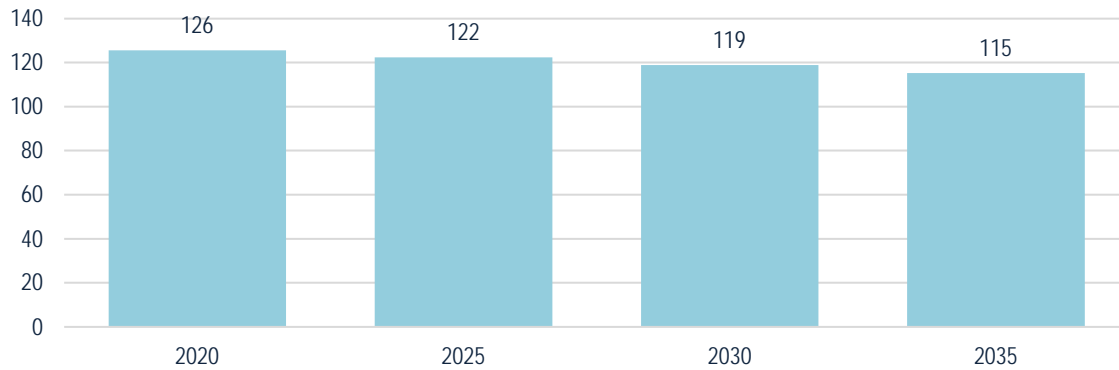


Source: CSIL

3.20.7 Japan. Population forecasts

Figure 3.192 - Japan.

Population. Million inhabitants, 2020-2035



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)		% changes 2020-2030
	2020	2030	
Tokyo	37,393	36,574	-2%
Kinki M.M.A. (Osaka)	19,165	18,658	-3%
Chukyo M.M.A. (Nagoya)	9,552	9,407	-2%
Kitakyushu-Fukuoka M.M.A.	5,529	5,395	-2%
Shizuoka-Hamamatsu M.M.A.	2,922	2,883	-1%
Sapporo	2,670	2,612	-2%
Sendai	2,327	2,301	-1%
Hiroshima	2,083	2,031	-3%
Niigata	804	783	-3%
Kumamoto	743	726	-2%
Okayama	725	709	-2%
Kagoshima	591	566	-4%
Utsunomiya	522	510	-2%
Matsuyama	510	494	-3%

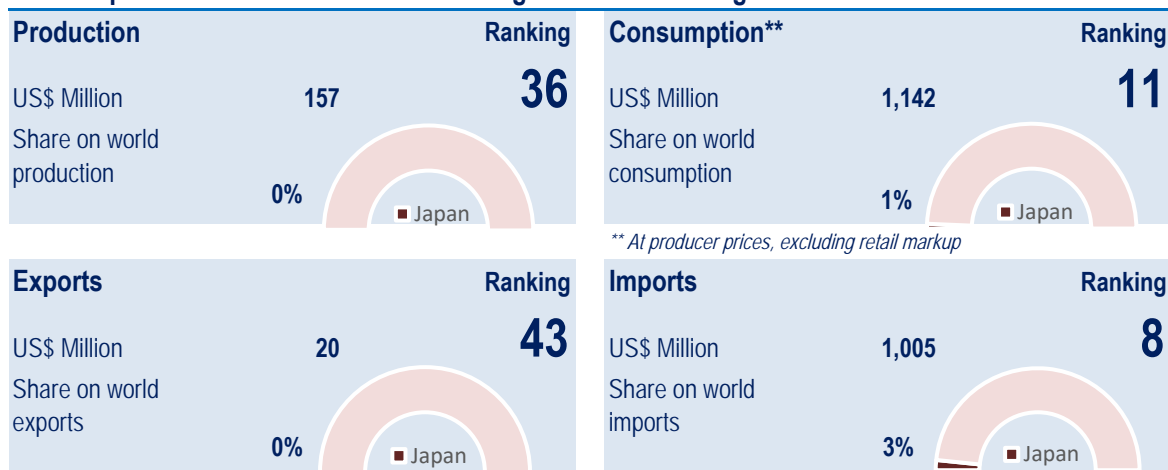
Source: UN

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

3.20.8 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

Table 3.200 - Japan.

Socio-Economic indicators

			Ranking*
Area	000 Km ²	378	26
Population	Million	126	8
Urban Population	% of total population	92	11
Total GNP	US\$ billion	5361	3
Per capita GNP	US\$	42650	22
Household Consumption Exp.	US\$ billion	2660	3
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	5511	4
Per capita GNP at PPP	US\$	43850	30

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	407
Canada	Palliser Furniture	418
China	HHC	408
	Jiangsu Sikexin Furniture - SCIHOMe	413
	Kuka	412
	Man Wah Holdings	416
	Trayton Group	423
France	Roche Bobois	421
Germany	Himolla Group	409
	Polipol	419
India	Godrej Interio	406
Italy	Lifestyle Design	415
	Natuzzi Group	417
	Poltronesofa	420
Liechtenstein	Cotta Collection	399
Norway	Ekornes Group	402
Poland	Adriana	394
	Comforty	398
	DFM	400
	SITS	422
Portugal	Aquinos Group	395
Romania	Aramis Invest	396
Singapore	HTL International	410
Turkey	Erciyes Anadolu Holding (ex Boydak)	403
United Kingdom	DFS	401
USA	Ashley Furniture	397
	Ethan Allen	404
	Flexsteel	405
	Jackson Furniture	411
	La-Z-Boy	414

Adriana

Poland

Headquarters

Adriana Furniture Sp. z o
 ul. Chelmińska 14 - 86-253 Kijewo Królewskie - Poland-
 T: +48 56 6862022 ; 6772100 ; 6867018
<https://adrianafurniture.com>
kontakt@adrianafurniture.com

Activity: Manufacturer, Retailer

Production: Upholstered furniture

Product specialization: Upholstered furniture

Turnover: 227 million USD (2021)

Number of employees: 1061 (2021)

Year of establishment: 1989

Controlled companies, subsidiaries and other related companies

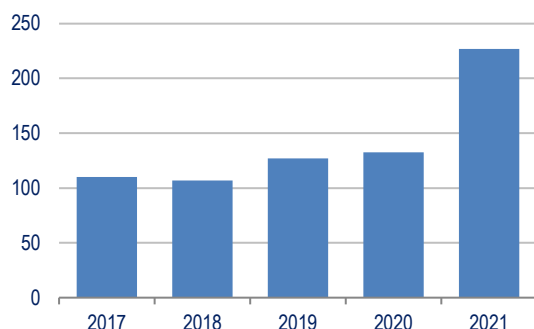
Adriana Factory Sp. Zo.o. - PL
 Adriana Aviation Sp. Zo.o. - PL

Brands

Own Brands: Adriana Furniture

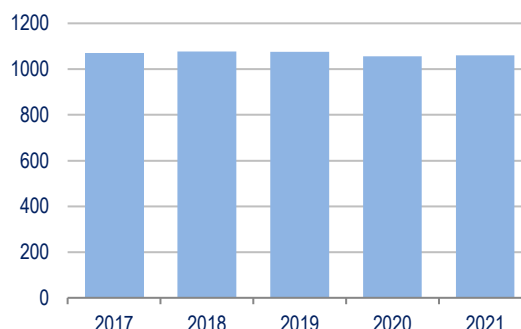
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

Total number of manufacturing plants: 1, Poland.

Sales Breakdown by product

The company specializes in upholstered furniture production (100% of total turnover).

Aquinos Group

Portugal

Headquarters

Aquinos S.A.

Lugar Paul, Aptd. 14 - 3420-260 Sinde, Tábua - Portugal-

T: +351 235 710210

<https://www.aquinosgroup.com>

aquinos@aquinos.pt

Activity: Manufacturer

Production: Upholstered furniture, Mattresses, Semi-finished parts

Product specialization: Soft Furniture

Turnover: 801 million USD (2022)

Number of employees: 5100 (2021)

Year of establishment: 1985

Group: Aquinos

Controlled companies, subsidiaries and other related companies

A Loja DO Gato Preto-Espana SRL - ES

Aquinos Bedding Austria GmbH - AT

Aquinos Bedding Germany GmbH - DE

Aquinos Bedding Netherlands B.V. - NL

Aquinos Bedding Switzerland AG - CH

Aquinos Bedding Belgium BV - BE

Aquinos, S.A. - PT

Aquisave, LDA - PT

Beterc com, S.A. - PT

Blackred, LDA - PT

Clibed, LDA - PT

Eurotabua, S.A. - PT

Finot et CIE - FR

Gofoam - Industria E Transformacao

Espuma, LDA - PT

JP Gruhier SOC - FR

Home Network SAS - FR

Home&Furnitures - FR

INTERTREND Polska Sp. z o.o. - PL

Itaka Mobiliario E Decoracoes, LDA - PT

Loja DO Gato Preto - Artesanato E

Decoracao, S.A. - PT

LYA - Mediacao de Seguros, LDA - PT

Novaqui - Equipamentos E Mobiliario de

Conforto, S.A. - P

Brands

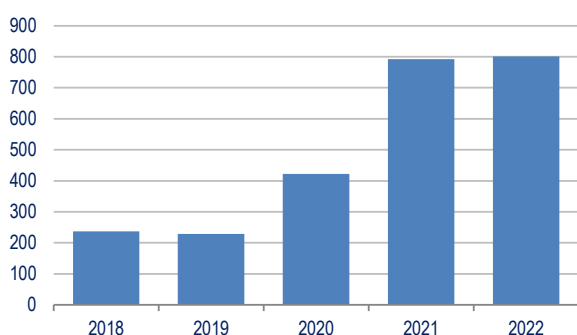
Own Brands: Aquinos, Ednis, Lecalit, Anoeli, Gruhier, Aquinos Bedding (ex-Recticel): Beka, Superba, Schlaraffia, Sembella, Lattoflex, Swissflex, Literie Bultex Matrasen, Geltex

Recent M&A News:

As of April 2022, the Aquinos Group completed the acquisition of Recticel's bedding business, which develops and produces mattresses, slat bases, and box springs under brand names Beka, Lattoflex, Literie Bultex, Schlaraffia, Sembella, Superba, Swissflex, and GELTEX. The acquisition includes nine manufacturing facilities located in Europe.

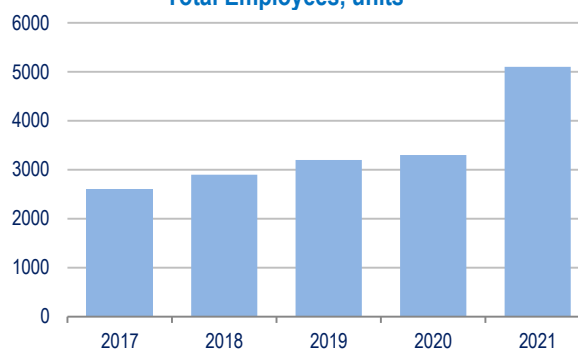
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

Aquinos historically has a strong presence in Portugal and Spain. With the acquisition of Recticel's bedding division, Aquinos expands its footprint in German-speaking markets such as Germany, Austria, and Switzerland, as well as the Benelux region.

Production

Manufacturing plants

Total number of manufacturing plants: 20: Portugal, France, Austria, Germany, Poland, Switzerland, Belgium, the Netherlands, Romania. The 20 plants include those acquired with the purchase of Recticel's bedding division.

Sales Breakdown by product

Upholstered furniture accounts for about 47% of total turnover and mattress for 40%. The remaining share is PU foam.

Aramis Invest

Romania

Headquarters

Aramis Invest srl

Str. Sperantei 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

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Mattresses, Filling

Product specialization: Soft Furniture

Turnover: 443 million USD (2022)

Number of employees: 5600 (2022)

Year of establishment: 1994

Controlled companies, subsidiaries and other related companies

Aramis Feeling SRL - RO

Aramis Invest SRL - RO

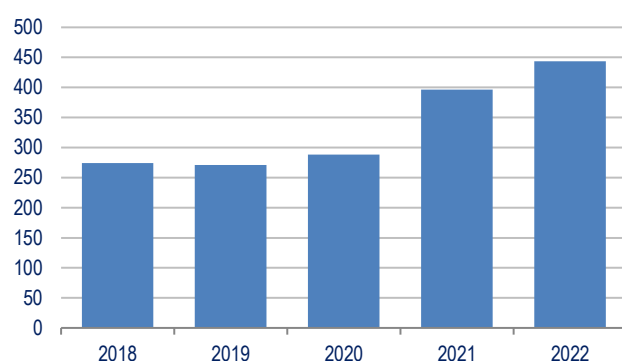
Aramis SRL - RO

Brands

Own Brands: Aramis

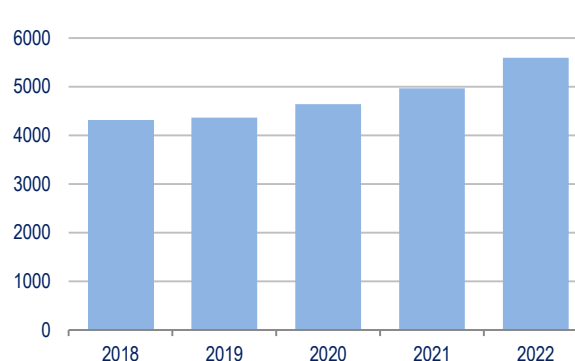
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

About 95% of total turnover is exported. Major export markets include France, Spain, and Italy.

Production

Manufacturing plants

Total number of manufacturing plants: 1, Romania.

Sales Breakdown by product

Upholstered furniture accounts for about 60% of total turnover and mattress for 40%.

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: 10,340 million USD (2022)

Number of employees: 35000 (2022)

Group: Ashley Furniture Ind. Inc

Controlled companies, subsidiaries and other related companies

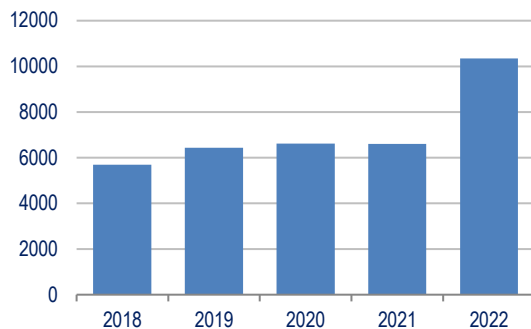
Ashley Distribution Services LTD - US
Ashley Furniture Home Store - US
Ashley Global Retail, LLC - US
Wanek Furniture Co., Ltd - VN
Wanvog Furniture Ltd - CN
Wilson Logistics - US

Brands

Own Brands: Ashley-Sleep, Ashley, Millenium, Sierrasleep

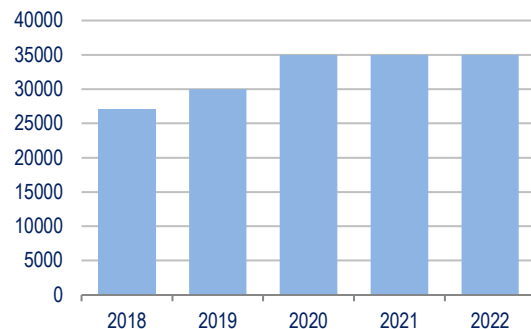
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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 about 5% of total sales.

Production

Manufacturing plants

Total number of manufacturing plants: 18: USA, Vietnam.

Sales Breakdown by product

Ashley is a soft furniture specialist. Upholstered furniture accounts for about half of company's turnover, while mattresses account for 10%.

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

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Garden and Outdoor, Contract

Product specialization: Upholstered furniture

Turnover: 364 million USD (2021)

Number of employees: 2953 (2021)

Year of establishment: 2000

Group: C4D COM40

Controlled companies, subsidiaries and other related companies

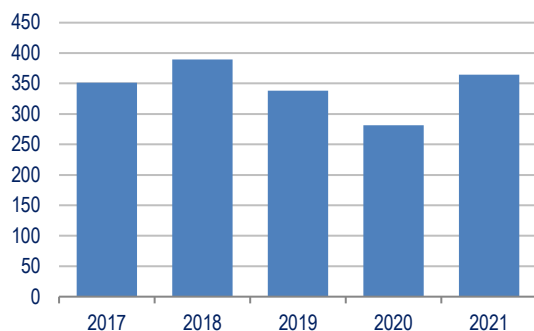
The company is part of the group C4D together with CORRECT - K. Blaszczyk i Wspólnicy Sp.k., a large mattress manufacturer.

Brands

Own Brands: Comforty

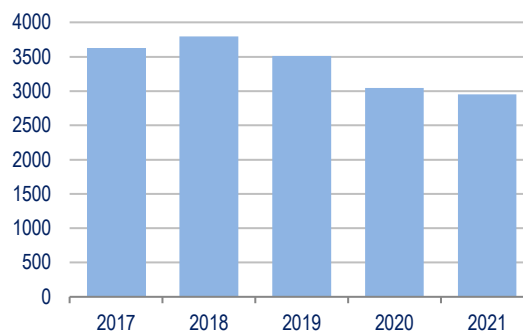
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

Total number of manufacturing plants: 3. Poland: 1. Belarus, USA: 2.

Sales Breakdown by product

The company is an upholstered furniture specialist.

Cotta Collection

Liechtenstein

Headquarters

Cotta Collection Ag

Industriestrasse 4 - 9487 Bendorf, 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

Product specialization: Upholstered furniture

Turnover: 427 million USD (2022)

Number of employees: 4800 (2022)

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

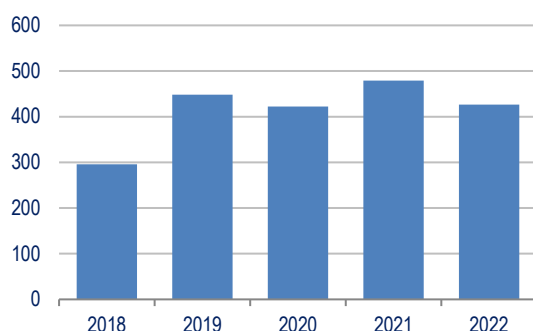
Steinpol Central Services Sp. z o.o. - PL

Brands

Own Brands: Cotta, Designwerk, Minimaxx

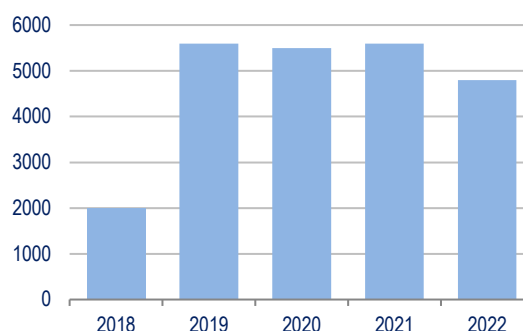
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

Total number of manufacturing plants: 14, located in 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%.

In terms of covering materials, fabric upholstery and artificial leather accounts for 90% of company's upholstered furniture production and the remaining 10% is made by leather.

DFM

Poland

Headquarters

DFM Sp. z O.O. Meble
 ul. Olsztyńska 21 - 11040 Dobrze Miasto - Poland-
 T: +48 89 6153650
<https://www.dfm.pl>
dfm@dfm.com.pl

Year of establishment: 2001

Activity: Manufacturer

Production: Upholstered furniture

Product specialization: Upholstered furniture

Turnover: 147 million USD (2022)

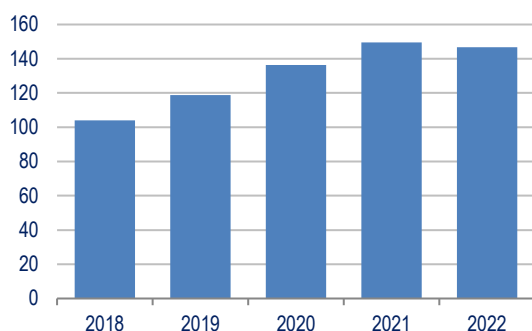
Number of employees: 1332 (2022)

Brands

Own Brands: DFM, LivingRoom

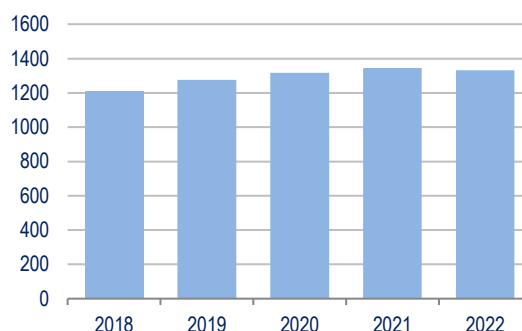
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

Total number of manufacturing plants: 3, Poland.

Sales Breakdown by product

The company produces 100% upholstered furniture.

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

Year of establishment: 1969

Stock Exchange: LON:DFS (London)

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Beds, Contract

Product specialization: Upholstered furniture

Turnover: 1121 million USD (2022)

Number of employees: 1009 (2022) for production. (5048 including sales)

Group: DFS

Controlled companies, subsidiaries and other related companies

Coin Furniture Limited - UK
DFS Furniture Company Limited - UK
DFS Trading Limited - UK
Haydock Furniture Limited - UK
Sofaworks Limited - UK
Sofology Limited - UK
THE Sofa Delivery Company Limited - UK
THE Sofa Manufacturing Company Limited - UK

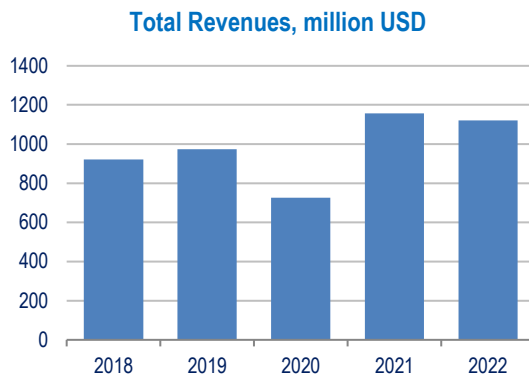
Brands

Own Brands: Dwell, Country Living, French Connection, House Beautiful, Halo Luxe, Joules, Iconica, DFS Vegan

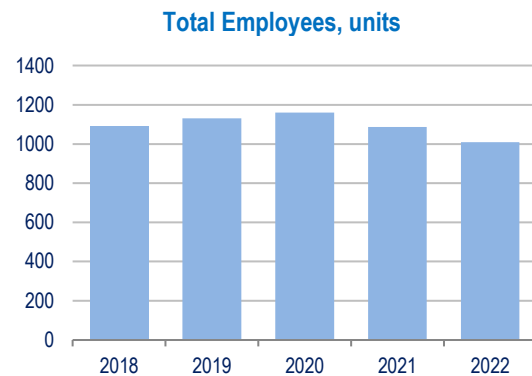
Recent M&A News:

In 2020, the company sold the subsidiary The Sofa Workshop (UK).

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

DFS discontinued its activities in the Netherlands and Spain at the end of the 2022/2021 financial year. The company only exports about 1-2% of total turnover.

Production

Manufacturing plants

Total number of manufacturing plants: 5, UK. Through its 5 factories in the UK, DFS produces 20% of the furniture it sells.

Sales Breakdown by product

DFS produces only upholstered furniture, including upholstered sofas/beds.

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

Product specialization: Upholstered furniture

Turnover: 513 million USD (2022)

Number of employees: 2945 (2022)

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 Iberica SL - ES

IMG Group AS - NO

Ekornes - FR

Ekornes K.K. - JP

IMG (Thailand) CO LTD - TH

Ekornes Asia Pacific Company Limited - TH

Ekornes Lithuania UAB - LT

IMG (Vietnam) Co., LTD - VN

Ekornes Limited - UK

Img Australia Pty. Ltd. - AU

Ekornes Beds AS - NO

Ekornes Moebelvertriebs GmbH - DE

IMG Europe GmbH - DE

Ekornes Beds GmbH - DE

Ekornes Pty Limited - AU

IMG NEW Zealand Limited - NZ

Ekornes China Co, Ltd. - CN

Ekornes Singapore Pte. Ltd. - SG

International Mobel Group USA INC - US

Ekornes Hong Kong Co., Limited - HK

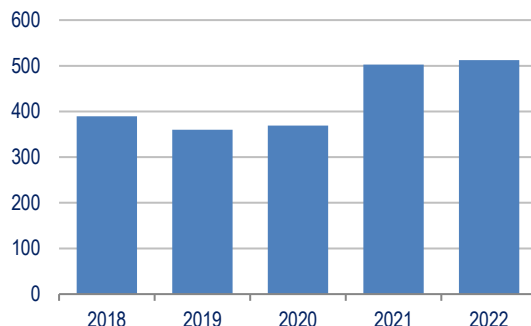
Oy Ekornes Ab - FI

Brands

Own Brands: Svane (mattress), Ekornes, Stressless, IMG (seating)

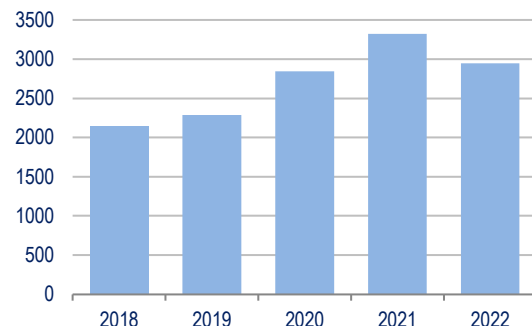
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



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) 38%, Central and Southern Europe 23%, other Nordic countries 4%, Australia 8%, UK and Ireland 7%, Japan 3%, China 3%.

Production

Manufacturing plants

Total number of manufacturing plants: 8, located in Norway (5), 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 (which in turn represents about 92% of total turnover). 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%.

Erciyes Anadolu Holding (ex Boydak)

Turkey

Headquarters

Erciyes Anadolu Holding

OSB. 6. Cad. No. 35 - 38070 Kayseri - Turkey-

T: +90 352 207 18 00

<https://www.erciyesanadolu.com>

boydak@boydakholding.com.tr

Year of establishment: 1957

Activity: Manufacturer

Production: Upholstered furniture, Home furniture, Garden and Outdoor, Mattresses, Chemicals, Textiles

Product specialization: Multiproduct Furniture

Turnover: 2245 million USD (2022)

Number of employees: 12439 (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

Vellteks 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

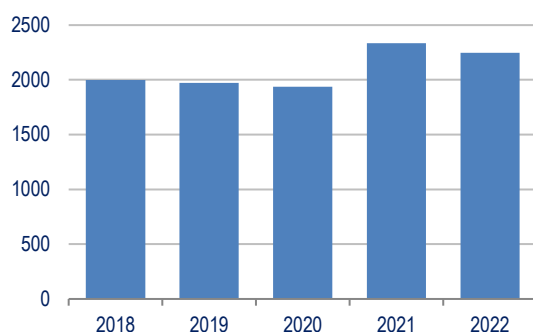
Serko YAY Sanayi VE Ticaret Anonim Sirketi - TR

Brands

Own Brands: Istikbal, Bellona, MondiHome

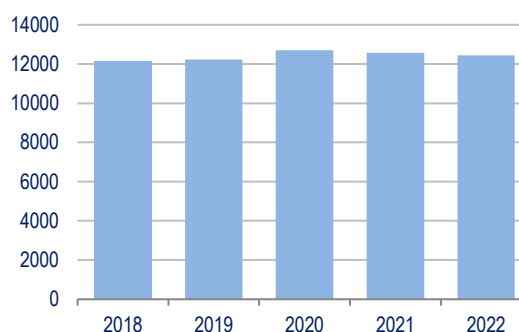
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

About 24% of total turnover is exported to 66 countries. Major export markets include Canada, Belgium, the UK, Greece, Russia, Germany, Spain, Italy and the US.

Production

Manufacturing plants

Total number of manufacturing plants: 9, located in Turkey (7), Russia, and Ukraine. 5 of these plants are for furniture production.

Sales Breakdown by product

Erciyes Holding is one of Turkey's largest manufacturers of mattresses, furniture, mattress ticking, textiles, steel wire, innerspring units, metal tubes and profiles, foam, fibres and energy cables.

Furniture accounts for an estimated 80% of total turnover.

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: 818 million USD (2022)

Number of employees: 4239 (2022)

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,

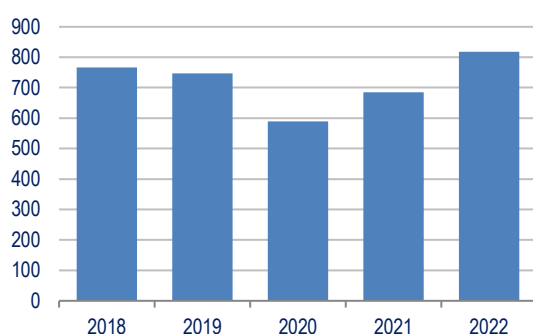
de R.L. de C.V - MX

Brands

Own Brands: Ethan Allen

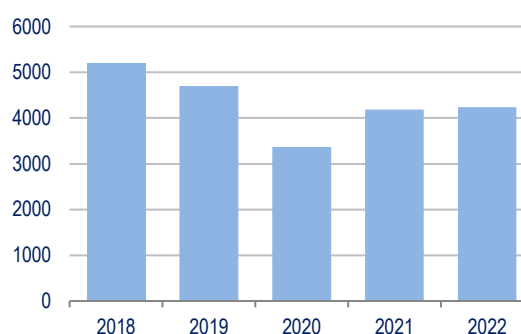
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

In FY22, 4% of the company's total sales came from foreign countries (5% in 2021).

Production

Manufacturing plants

Total number of manufacturing plants: 10, located in the US (7), Mexico (2), and 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 FY22, revenue breakdown by product was as follows: approximately 52% upholstered products, 29% case goods, and the remaining 19% home accents 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: 544 million USD (2022)

Number of employees: 1800 (2022)

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

Brands

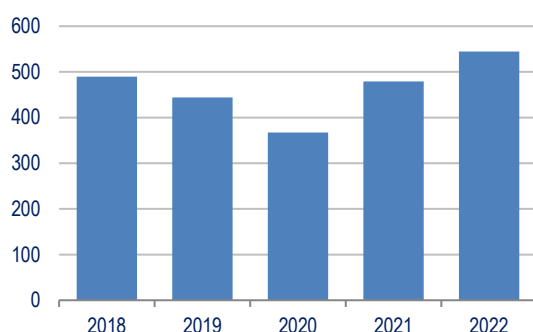
Own Brands: Flexsteel, Home styles, Charisma

Recent M&A News:

In FY21, the company exited the Vehicle Seating and remainder of Hospitality product lines, and subsequently closed manufacturing facilities in Iowa and Mississippi.

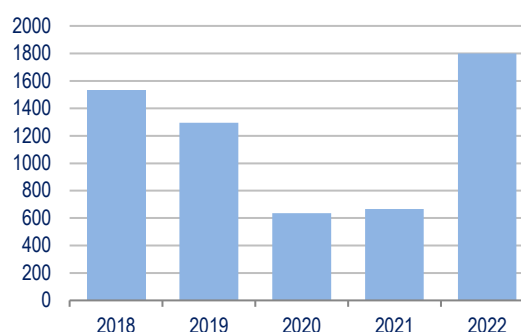
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

The company makes minimal export sales.

Production

Manufacturing plants

Total number of manufacturing plants: 4, located in the US (1) and Mexico (3). Flexsteel owns a manufacturing facility in Georgia and leases three facilities in Juarez, Mexico.

Sales Breakdown by product

About 82% of the company's total sales are accounted for 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.godrejandboyce.com>
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, Contract, Semi-finished parts, Household appliances

Product specialization: Multiproduct Furniture

Turnover: 440 million USD (2021)

Number of employees: 1800 (2020)

Group: Godrej

Controlled companies, subsidiaries and other related companies

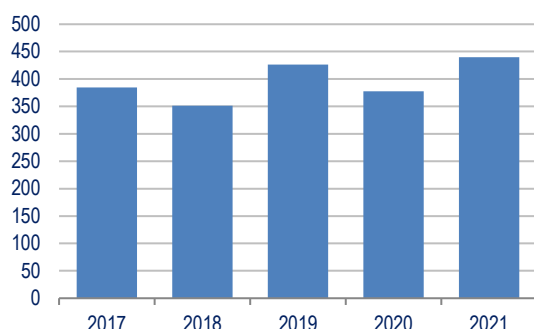
Godrej & Boyce Mfg. Co. Ltd. is part of the Godrej Group, one of India's largest engineering and consumer product groups. Godrej Interio is a Business Unit of Godrej & Boyce Mfg. Co. Ltd., that manufactures and sells furniture.

Brands

Own Brands: Interio, Sleep Comfort

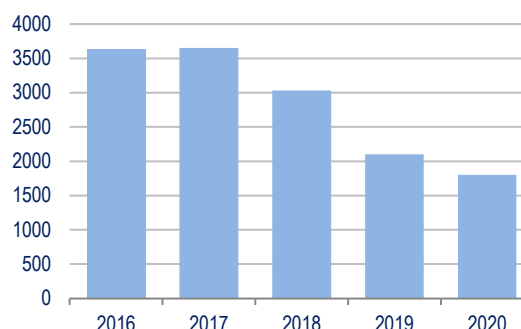
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The company exports to Australia, Caribbean, Canada, UK, France, Africa, UAE & Saudi markets, but India is the Godrej Interio's main market.

Production

Manufacturing plants

Total number of manufacturing plants: 7, India.

Sales Breakdown by product

Furniture revenue breakdown by product is as follows: Mattresses 5%, Upholstered furniture 10%, Kitchen furniture 15%, Dining, living, and bedroom furniture 20%, Office furniture 40%, Contract projects 10%.

Herval

Brazil

Headquarters

Herval Industria de Moveis, Colchões e Espumas

Rodovia Br 116 - Km 223,5 n.º 7070 - 93950-000 Dois Irmãos, RS - Brazil-

T: +55 51 35648300 ; 35648438

<https://www.moveisherval.com.br>

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Beds, Tables and Chairs, Mattresses, Contract, Filling

Product specialization: Soft Furniture

Turnover: 185 million USD (2021)

Number of employees: 1001 (2021)

Year of establishment: 1959

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

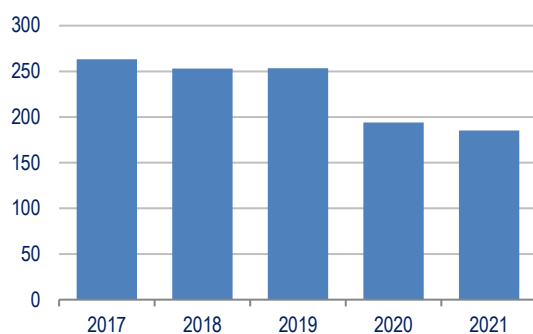
Own Brands: Herval Moveis e Colchoes, H Quimica, Moveis Edez, Uultis, Herval Móveis Corporativos

Recent M&A News:

In 2022 the group finished the expansion (by 66,000 m²) of its furniture and mattress factory in Dois Irmãos.

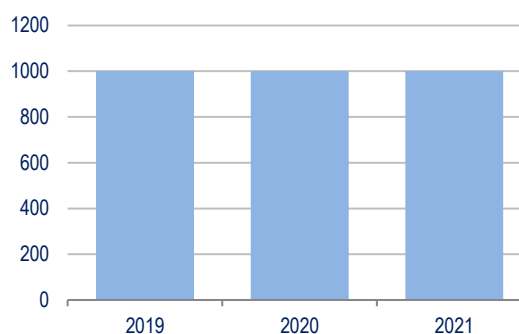
Financial Performance

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

Total number of manufacturing plants: 3, 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", but it also manufactures wooden furniture.

HHC

China

Headquarters

HHC Changzhou Corp.

No. 61 Xingang Road - 213023 Changzhou, Jiangsu - China-
T: +86 0519 8558 2889
<http://www.hhc-group.com.cn>
motoservice@hhcusacorp.com

Year of establishment: 2002

Stock Exchange: SHE:301061 (Shenzen)

Activity: Manufacturer

Production: Upholstered furniture, Beds, Semi-finished parts

Product specialization: Upholstered furniture

Turnover: 217 million USD (2022)

Number of employees: 2738 (2022)

Group: HHC Corp

Controlled companies, subsidiaries and other related companies

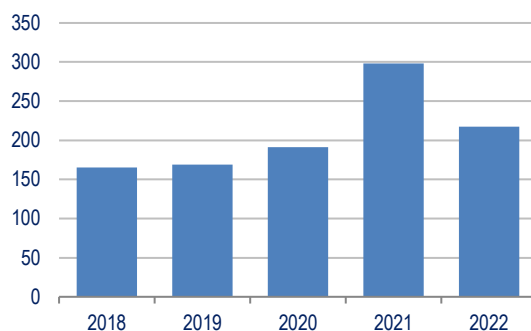
MotoMotion Singapore Private Limited - SG
Motomotion Vietnam Limited Company - VN
HHC USA Corporation - US

Brands

Own Brands: MotoMotion

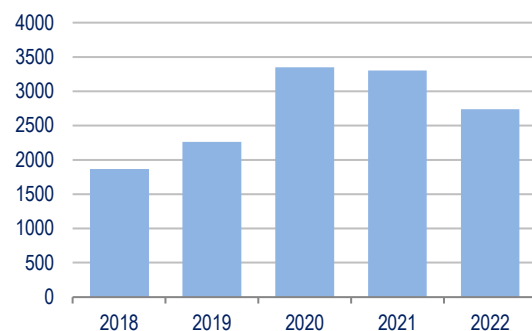
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The domestic market of China only accounts for about 1% of total turnover. The company's core markets are the United States, Canada, Australia and some European countries.

Production

Manufacturing plants

Total number of manufacturing plants: 11, located in China (3) and Vietnam (8). In the second quarter of 2021, HHC's Vietnam's metal manufacturing plant was put into operation.

Sales Breakdown by product

Upholstered furniture accounts for 67% of total turnover. Fully electric, multi-functional, smart sofas and smart beds are the company's core products.

Himolla Group

Germany

Headquarters

Himolla Polstermöbel GmbH

Landshuster Strasse 38 - 84416 Taufkirchen/Vils, Oberbayern - Germany -

T: +49 8084 250

<https://www.himolla.com>info@himolla.com**Activity:** Manufacturer**Production:** Upholstered furniture, Dining and Living rooms, Contract**Product specialization:** Upholstered furniture**Turnover:** 308 million USD (2022)**Number of employees:** 2700 (2022)**Year of establishment:** 1829**Group:** Welle Holding

Controlled companies, subsidiaries and other related companies

Himolla Polstermöbel 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

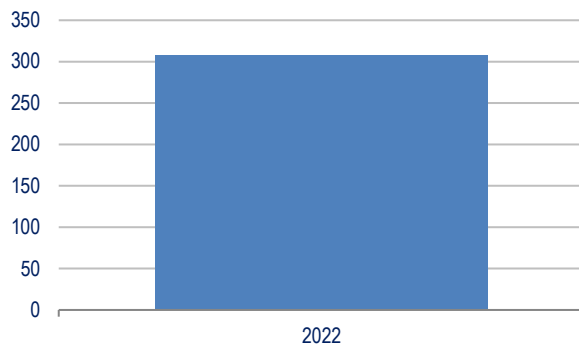
K+W Polstermöbel GmbH & Co. KG - DE

Brands

Own Brands: Himolla, K+W

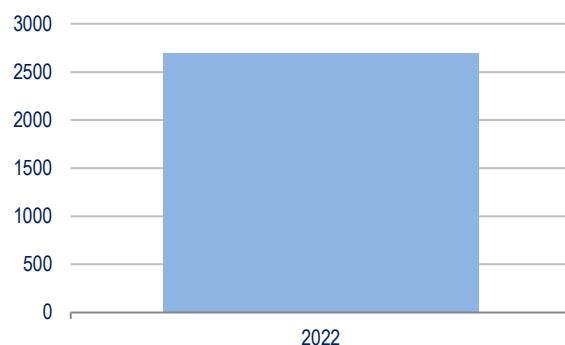
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

Exports account for about 30% of total turnover. Important export markets include the Netherlands, France, and the UK.

Production

Manufacturing plants

Total number of manufacturing plants: 5, located in Germany (1), Hungary (2), Poland (1), and 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

<http://www.htlinternational.com>

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 -

Brands

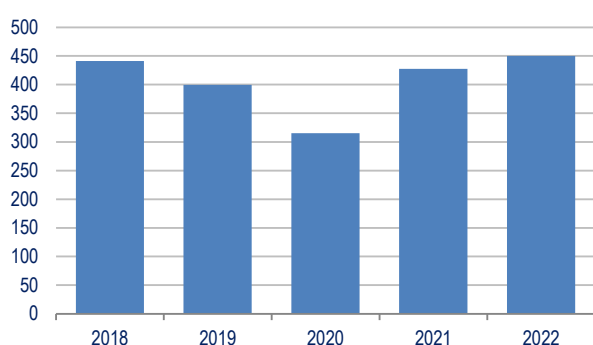
Own Brands: Domicil, Fabbrica, Corium Italia, Relax Studio, Gallery

Recent M&A News:

HTL International Holdings Pte Ltd was placed under interim judicial management in 2020, and in 2021 was sold to Golden Hill Capital Pte.

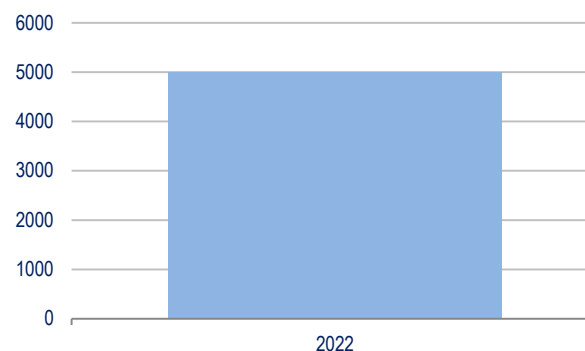
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The company exports about 80% out of its total turnover. South-East Asia, Europe and the US are key markets. The company has wholly-owned sales and marketing offices in the United States, the United Kingdom, Germany, France, Italy, China, Taiwan, South Korea, Japan, Singapore and Australia. HTL also has a presence in Benelux, Scandinavia and the Republic of Ireland through sales agents.

Production

Manufacturing plants

Total number of manufacturing plants: 7, located in China (5), Italy (1) and India (1).

Sales Breakdown by product

Upholstered furniture accounts for an estimated about 90% of the total company's revenues. Leather upholstery is the core segment of total upholstery production (70%). It is estimated that 75% of upholstered furniture production is made up by motion and 25% by stationary upholstered furniture.

Jackson Furniture

USA

Headquarters

Jackson Furniture Industries

370 9th Street SE - Cleveland, TN, 37311 - USA-

T: +1 423 4768544

<https://www.jacksonfurniture.com> ; <https://www.catnapper.com>
sales@jacksonfurniture.com
Activity: Manufacturer

Production: Upholstered furniture

Product specialization: Upholstered furniture

Turnover: 365 million USD (2022)

Number of employees: 2000 (2022)

Year of establishment: 1933

Group: Jackson Furniture

Controlled companies, subsidiaries and other related companies

Cleveland Chair - US

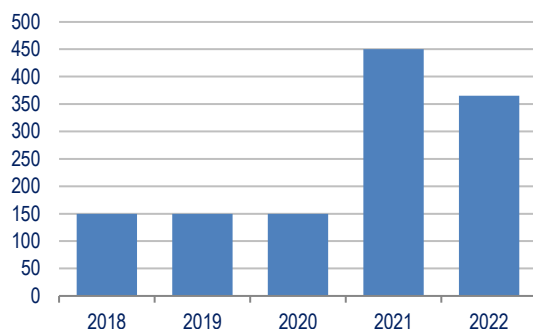
Jackson Manufacturing - US

Brands

Own Brands: Jackson Furniture, Catnapper

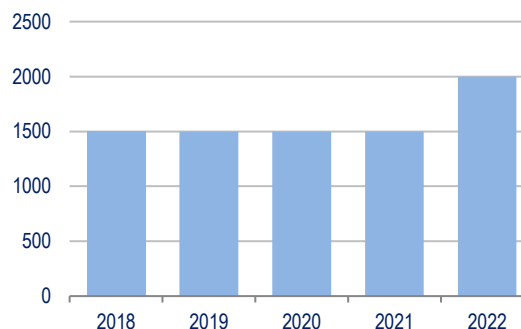
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

Sales are heavily concentrated in the domestic and Canadian markets.

Production

Manufacturing plants

Total number of manufacturing plants: 8, 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.

Kuka

China

Headquarters

Jason Furniture (Hangzhou) Co., Ltd.

The KUKA building, NO.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: 2677 million USD (2022)

Number of employees: 19576 (2022)

Group: Kuka

Controlled companies, subsidiaries and other related companies

Gu jia household (qushui) co., ltd. - CN
Gujia intelligent household jiaxing co., ltd. - CN
Hangzhou gujia craft furniture sales co., ltd. - CN
Hangzhou kuka bedding co., ltd. - CN
Quanzhou delandis industries and trade co., ltd. - CN
Jason furniture (ningbo) co., ltd. - CN
Ku home huanggang co., ltd. - CN
Kuka (HK) Trade Co., Limited - HK
Natuzzi trading (shanghai) co., ltd. - CN

RB Management AG - DE
Rolf Benz AG & Co. KG - DE
Pauchie furniture (shanghai) co., ltd. - CN
Zhejiang kuka merlin furniture co., ltd. - CN
Dongguan premier home furnishing co., ltd. - CN
Gujia Sofa (Vietnam) Co., Ltd. - VN
Hebei kuka bedding co., ltd. - CN
Kuka Home Italia S.R.L. - IT
Premier Furniture of North America, LLC - US
Zhejiang kujia home sales co., ltd. - CN

Zhuang Sheng Furniture (Vietnam) 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 (Malaysia) SDN BHD - MY

Brands

Own Brands: Kuka Home, Kuka Sofa, Rolf Benz

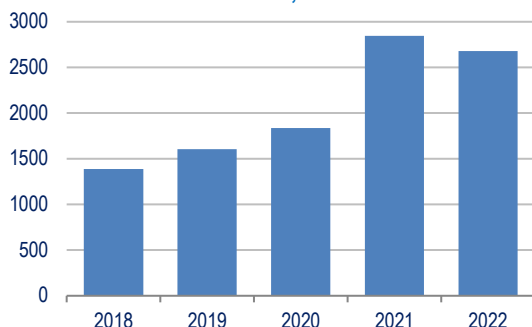
Recent M&A News:

In 2019, Kuka purchased 51% shares of the Chinese mattress manufacturer Shenzhen Hengang Industries (De Landis).

In 2018, Kuka Home bought Rolf Benz from the German Hül's Group.

Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

About 40% of total turnover is exported. Main export markets are: United States, Germany, United Kingdom, United Arab Emirates, Saudi Arabia, Japan, South Africa.

Production

Manufacturing plants

Total number of manufacturing plants: 14, located in China (10), Vietnam (1), and Mexico (3).

Sales Breakdown by product

About half of total turnover is represented by upholstered furniture, 20% by mattresses, and the rest is a combination of office furniture and dining and living room furniture.

Jiangsu Sikexin Furniture - SCIHOME

China

Headquarters

Jiangsu Sikexin Furniture Co., Ltd. - SCIHOME
 No.1 Tiantaishan Road, Beiqiao Furniture Processing Center,
 Xiangcheng District - Suzhou, Jiangsu - China-
 T: +86 512 65997535
<http://www.sikexin.com>
sikexinhr@163.com

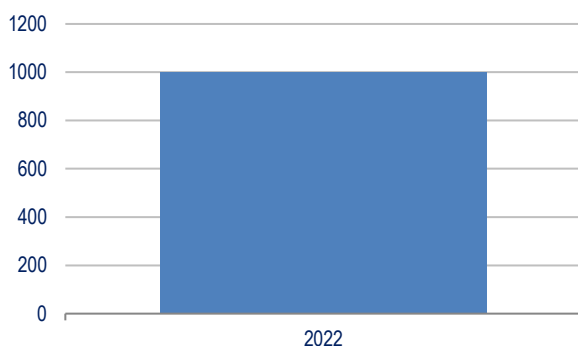
Activity: Manufacturer**Production:** Upholstered furniture, Bedrooms, Beds**Product specialization:** Upholstered furniture**Turnover:** 1000 million USD (2022)**Number of employees:** 400 (2022)**Year of establishment:** 2007

Brands

Own Brands: Sikexin/SciHome

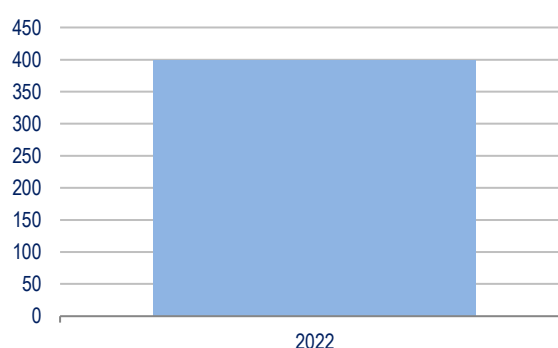
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The domestic market accounts for 30% of total turnover. Important export markets include South Korea, Middle Eastern countries, and Australia.

Production

Manufacturing plants

Total number of 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: 2357 million USD (2022)

Number of employees: 12800 (2022)

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

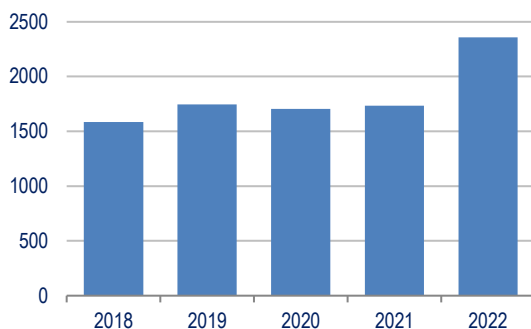
Own Brands: La-Z-Boy, England, KINCAID, Joybird, American Drew, Hammary

Recent M&A News:

In 2021, the company acquired Furnico Furniture Ltd ("Furnico"), an upholstery manufacturing business in the UK, which now produces La-Z-Boy branded product for the La-Z-Boy UK business and operates a wholesale business, selling white label products to UK retailers.

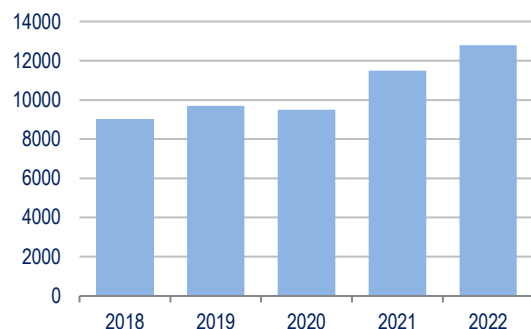
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



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

Total number of manufacturing plants: 11, located in the US (5), Mexico (5), and the 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 accounted for by logistics services and other royalties.

Lifestyle Design

Italy

Headquarters

Haworth Italy Holding SRL

Via Luigi Busnelli, 1 - 20821 Meda - Italy-

T: +39 0733 9091

<https://www.poltronafrau.com>
info@poltronafrau.it
Year of establishment: 2019

Activity: Manufacturer

Production: Office Furniture, Office Seating, Upholstered Furniture, Tables and Chairs, Garden and Outdoor, Furnishing Accessories, Contract

Product specialization: Multiproduct Furniture

Turnover: 780 million USD (2022)

Number of employees: 2160 (2021)

Group: Haworth

Controlled companies, subsidiaries and other related companies

CAP Design S.P.A. - IT

CAP Design U.S.A. Inc. - US

Cassina S.P.A. - IT

Cassina (shanghai) trading co., ltd. - CN

Cassina France Sarl - FR

Cassina Pacific Limited - HK

Ceccotti Collezioni SRL - IT

Club House Italia SPA - IT

Diecidieci Societa' A Responsabilita' Limitata - IT

Interni S.P.A. - IT

Karakter ApS - DK

Luxury Living Group S.R.L. - IT

Luxury Living Hong Kong Trading Co. Limited - HK

Luxury Living China (Beijing) Trading Co.Ltd - CN

Luxury Living France - FR

Poltrona Frau S.P.A. - IT

Poltrona Frau (Asia-Pacific) Pte. Ltd. - SG

Poltrona Frau (UK) Limited - GB

Poltrona Frau Group North America Inc. - US

Poltrona Frau India Private Limited - IN

Poltrona Frau PTE LTD - SG

PF Emirates Interiors LLC - AE

Simon DI Estel SPA - IT

Twenty-Twenty PFG Design SL. - ES

Zhejiang casanova furniture co., ltd. - CN

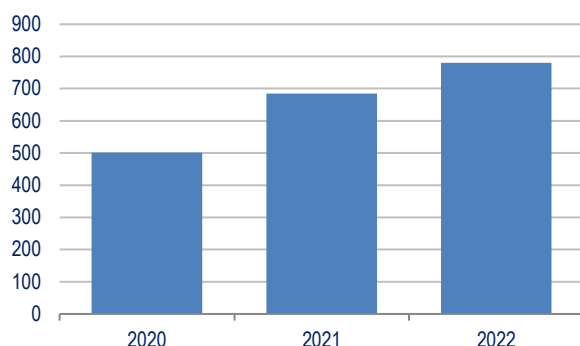
Brands

Own Brands: Poltrona Frau, Cappellini, Cassina, Janus et Cie, Luminaire, Ceccotti Collezioni, Karakter, Interni, Zanotta (from April 2023), Luxury Living Group: Versace Home, Dolce&Gabbana Casa, Trussardi Casa, Luxence, Bentley Home, Bugatti Home

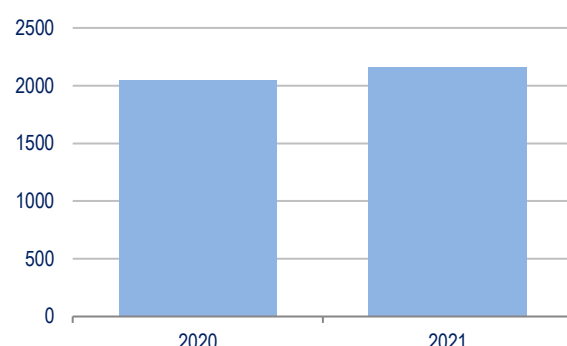
Recent M&A News:

Haworth's Lifestyle Design Group has been formed through the following acquisitions carried out over the last years: Poltrona Frau Group (including Poltrona Frau, Cassina and Cappellini) in 2014, Janus et Cie in 2016, Luminaire (2017), Ceccotti Collezioni (2018), Karakter (2019), Dzine (2019), Luxury Living Group (2020), Interni (2021), Zanotta (April 2023). Poltrona Frau Group was rebranded as Lifestyle Design in 2019.

Financial Performance

Total Revenues, million USD


Source: CSIL estimates

Total Employees, units


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

Total number of manufacturing plants: 7, located in Italy (6) and the 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
http://www.manwahholdings.com ; https://www.cheersofa.com
manwah@manwahholdings.com

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Bedrooms, Beds, Mattresses, Filling

Product specialization: Upholstered furniture

Turnover: 2216 million USD (2022)

Number of employees: 25832 (2022)

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
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

Brands

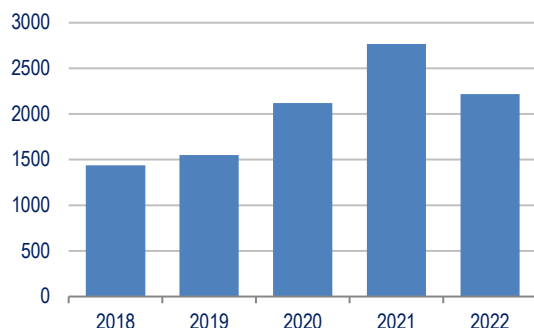
Own Brands: CHEERS, Nicoletti, Morewell

Recent M&A News:

At the end of 2021, Man Wah Holdings acquired a 55% stake in Superb Creation Ltd., the parent company of Futura Leather. In 2020, Man Wah completed the acquisition of a sofa manufacturer in Jiangsu, China.

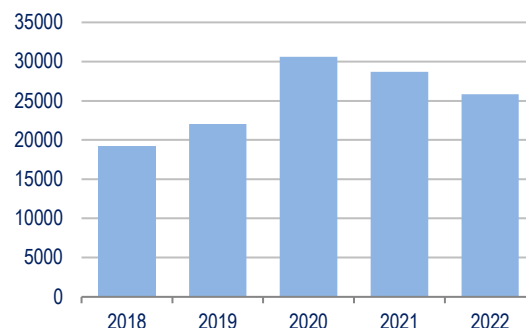
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

The products of the Group are sold in over 60 countries. Revenue breakdown by geographical locations of the customers of the Group is as follows: China (including Hong Kong and Macau) 66%, North America 24%, Europe 7%, Other countries 4%. Other countries include mainly Australia, Singapore, Israel and Indonesia. Home Group business is included in Europe.

Production

Manufacturing plants

Total number of manufacturing plants: 14, located in China (7), Vietnam (1), Mexico (1), Thailand (1), Lithuania (2), Poland (1), and 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 manufacturing facilities, those in Lithuania, Poland, and Ukraine. Man Wah also 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

Italy

Headquarters

Natuzzi SpA

Via Iazzitiello 47 - 70029 Santeramo in Colle BA - Italy-

T: +39 080 8820111

<https://www.natuzzi.com>
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: 494 million USD (2022)

Number of employees: 4053 (2022)

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

Nadmex 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

Brands

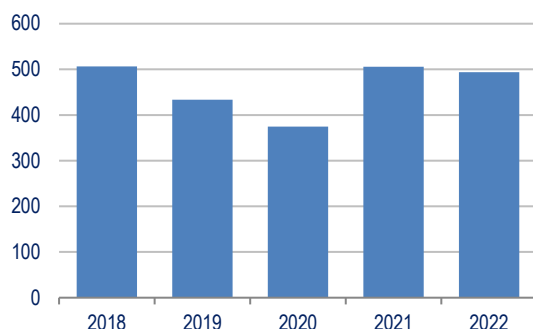
Own Brands: Natuzzi, Italsofa, Editions

Recent M&A News:

In 2021, Natuzzi signed a partnership with Truong Thanh Furniture Corporation ("TTF"), a leading listed company in the furniture sector located in Vietnam, whereby TTF acquired a 20% stake in Natuzzi Singapore. As a result, Natuzzi currently owns 74.4% of Natuzzi Singapore. Also in 2021, Natuzzi and foam specialist The Vita Group entered into an agreement whereby Vita Italy, a wholly owned subsidiary of The Vita Group, acquired IMPE, a wholly owned subsidiary of Natuzzi.

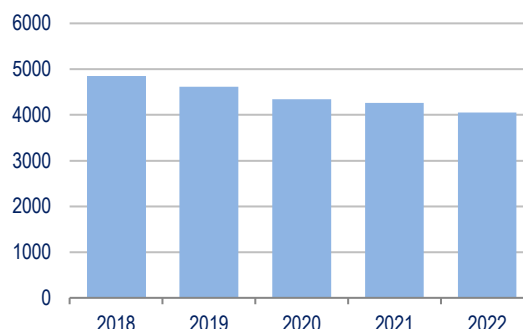
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

About 87% of total turnover is exported. The largest export markets include USA, China, and UK.

Production

Manufacturing plants

Total number of manufacturing plants: 10, located in Italy (6), Romania (1), Brazil (1), and 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.

Sales Breakdown by product

Upholstered furniture accounts for 85% of total turnover. 63% of total upholstered and home furnishing sales 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

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

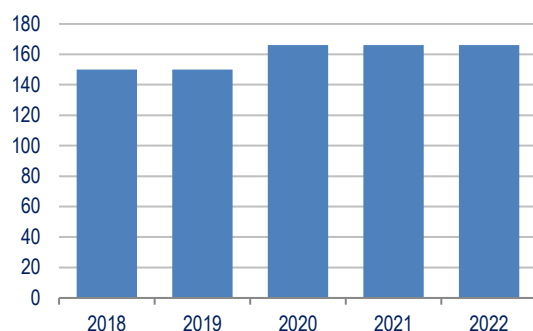
Palliser de Mexico - CA

Brands

Own Brands: Palliser

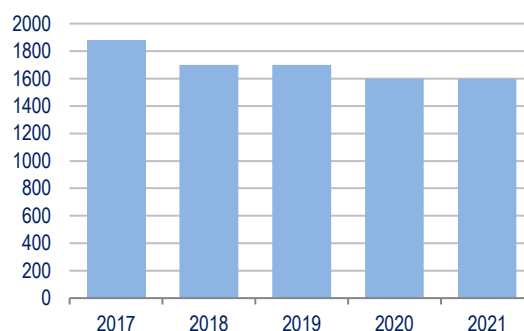
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The company's main markets are Canada and the United States.

Production

Manufacturing plants

Total number of manufacturing plants: 5, located in Canada (2) and Mexico (3).

Sales Breakdown by product

In 2021 the company announced its exit from most of its case goods business for the US 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

Activity: Holding, Manufacturer**Production:** Upholstered furniture, Semi-finished parts**Product specialization:** Upholstered furniture**Turnover:** 599 million USD (2022)**Number of employees:** 8367 (2022)**Year of establishment:** 1990

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

Brands

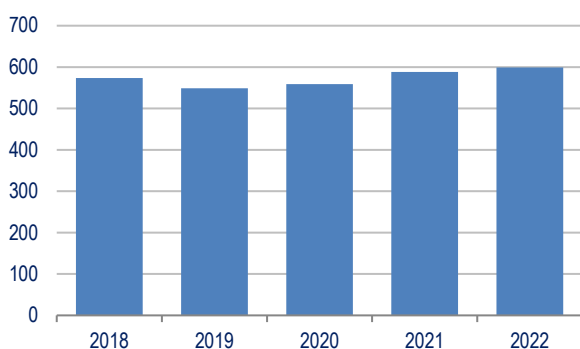
Own Brands: Polipol, Megapol, Polinova, Zehdenick, Hukla

Recent M&A News:

In 2020, the Polipol Group took over all sales and marketing rights to Oschmann Comfort Betten GmbH, Coburg, as part of an asset deal. Oschmann specialized in the development and sale of box spring beds in the middle price segment and its products were manufactured in Poland by sister company Living Furniture Europe Sp. z o.o. (LFE). As part of the deal, Polipol will also take over LFE.

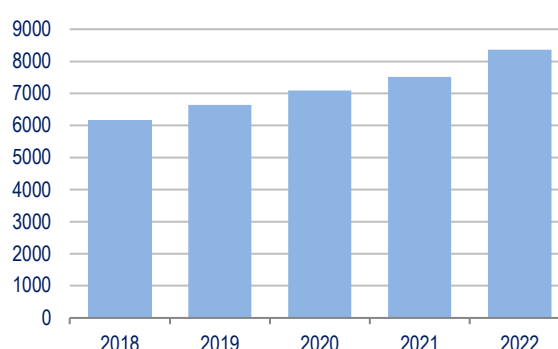
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The company's export share is about 15%, the most important export markets being Austria, Switzerland, and the Benelux region.

Production

Manufacturing plants

Total number of manufacturing plants: 8, located in Poland (6), Romania (1), and Belarus (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

Italy

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: 695 (2021)

Group: Poltrone&Sofa

Controlled companies, subsidiaries and other related companies

Poltronesofa' Belgium - BE

Poltronesofa' France - FR

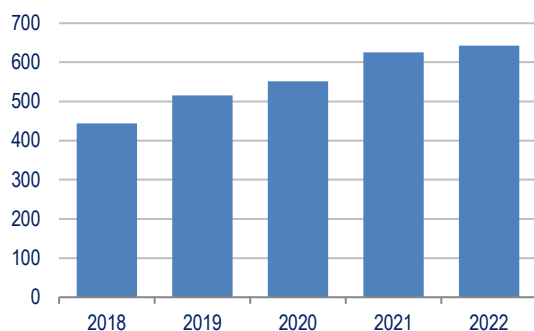
Poltronesofa' Swiss SA - CH

Brands

Own Brands: PoltroneSofà

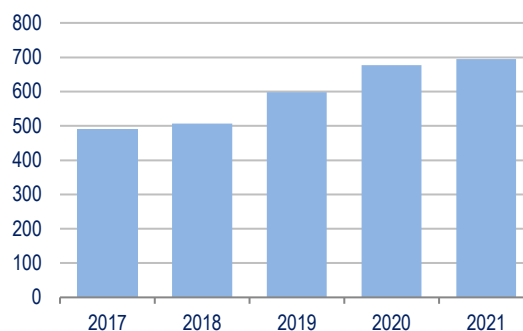
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

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: 430 million USD (2022)

Number of employees: 839 (2022)

Group: Roche Bobois

Controlled companies, subsidiaries and other related companies

Roche Bobois Espana Sa - ES

Roche Bobois USA - US

Roche Bobois Internationa - FR

Bobois D'Aujourd'hui - FR

Coxbury Limited - UK

DMC Roche - FR

Roche Bobois Italia Srl - IT

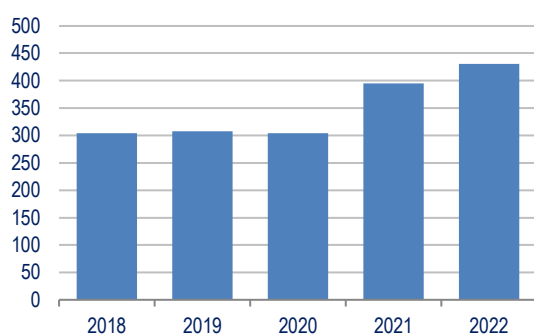
Cuir Center International - FR

Brands

Own Brands: Roche Bobois, Cuir Center

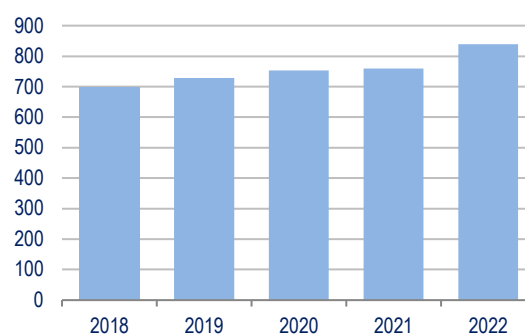
Financial Performance

Total Revenues, million USD



Source: Annual Report

Total Employees, units



Source: Annual Report

Sales Breakdown by geographical area

The domestic market accounted for 41% of consolidated revenues in 2022. The group generates 35% of its turnover from the US and Canada, and 24% from Europe (excluding France).

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 60%, other home furniture and accessories 40%.

SITS

Poland

Headquarters**SITS Sp. z O.O.**

ul. Wł. Gen. Sikorskiego 60 - 87-300 Brodnica, Kujawsko-Pomorskie - Poland-

T: +48 56 4930700

<https://www.sits.eu> ; <https://www.sitsindustry.pl>

sits@sits.eu

Activity: Manufacturer

Production: Upholstered furniture, Occasional, Garden and Outdoor, Contract

Product specialization: Upholstered furniture

Turnover: 166 million USD (2021)

Number of employees: 1111 (2021)

Year of establishment: 1993

Group: LLG Lars Larsen Group

Controlled companies, subsidiaries and other related companies

Aglon Bis Sp. z o.o. -PL

Justus Sp. z o.o. - PL

SITS Industry Sp. z o.o. - PL

Brands

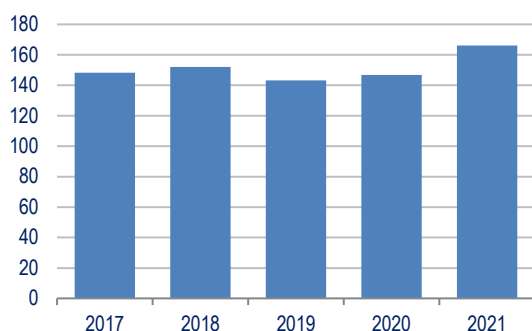
Own Brands: Sits

Recent M&A News:

In August 2022, Sits was acquired by Actona (Lars Larsen Group).

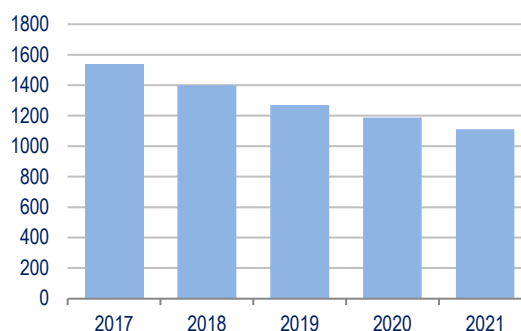
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



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

Total number of manufacturing plants: 2, Poland.

Sales Breakdown by product

The product breakdown is the following: 95% upholstered furniture, 5% other furniture.

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

info@trayton.com

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Contract

Product specialization: Upholstered furniture

Turnover: 143 million USD (2022)

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

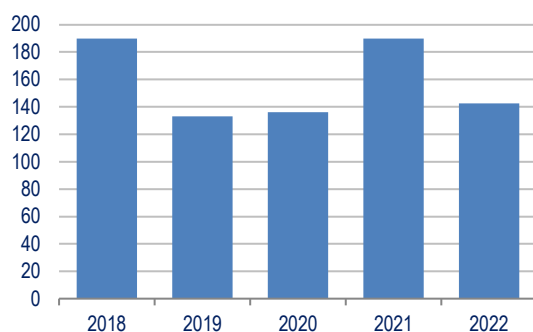
Trayton America Inc. - USA

Brands

Own Brands: Simon Li, Magnolia, Plum Parcel, Leather Republic

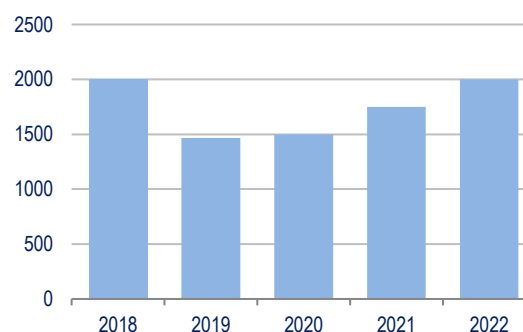
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

About 89% of total turnover is exported. Major export markets include the US, Canada, and Asia Pacific countries.

Production

Manufacturing plants

Total number of manufacturing plants: 3, China.

Sales Breakdown by product

The company produces solely upholstered furniture.

PART V.

COUNTRY TABLES

Table C1 Algeria

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	89	84	67	64	64	64	65	55	51	44	56
Exports	0	0	0	0	0	0	0	0	0	0	68
Imports	13	21	17	19	28	23	21	20	17	15	66
Consumption*	102	105	84	83	91	87	86	74	68	59	58

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	66
Imp/Consumption	12%	20%	20%	23%	30%	27%	25%	26%	25%	26%	60

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
DZD per US\$	79.52	80.55	100.44	109.41	110.88	116.62	119.42	126.73	135.03	142.12	
DZD per EUR	105.60	107.11	111.45	121.14	125.30	137.81	133.67	144.60	159.75	149.71	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					50.0%	United Arab Emir.				84.9%	
Türkiye					11.1%	Niger				7.1%	
Italy					10.3%	France				6.0%	
Spain					10.2%	Senegal				2.0%	
Germany					3.8%						
Malaysia					3.8%						
France					3.4%						
Egypt					1.6%						
Portugal					1.6%						
United Kingdom					1.0%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-2%	2024				
							0%				

Source: CSIL

Table C2 Argentina

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	238	196	210	154	165	121	90	85	94	115	41
Exports	2	2	2	1	1	1	1	0	0	0	64
Imports	15	15	15	21	26	32	17	13	12	10	68
Consumption*	251	209	223	174	191	153	106	98	106	125	46

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	1%	1%	1%	0%	0%	1%	1%	0%	0%	0%	63
Imp/Consumption	6%	7%	7%	12%	14%	21%	16%	13%	12%	8%	66

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
ARS per US\$	5.47	8.12	9.25	14.77	16.55	28.06	48.17	70.60	95.14	130.58	
ARS per EUR	7.27	10.80	10.27	16.35	18.71	33.16	53.92	80.56	112.55	137.55	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					81.3%	United States					69.7%
Brazil					6.4%	Uruguay					30.3%
Italy					4.4%	Guatemala					
Paraguay					1.4%						
Colombia					1.1%						
Belgium					0.8%						
Spain					0.8%						
Lithuania					0.7%						
Taiwan					0.5%						
Chile					0.5%						

Source: CSIL. Data are for the last available year

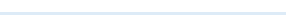
Real growth of upholstered furniture consumption. Forecasts											
						2023					
						2024					

Table C3 Australia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	767	698	602	634	681	655	615	604	695	687	15
Exports	3	4	7	6	8	7	14	11	11	10	47
Imports	707	743	698	686	728	868	771	838	1,060	1,124	6
Consumption*	1,471	1,437	1,293	1,315	1,401	1,517	1,372	1,431	1,743	1,802	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	1%	1%	1%	1%	1%	2%	2%	2%	1%	57
Imp/Consumption	48%	52%	54%	52%	52%	57%	56%	59%	61%	62%	35

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
AUD per US\$	1.03	1.11	1.33	1.34	1.30	1.34	1.44	1.45	1.33	1.44
AUD per EUR	1.37	1.47	1.48	1.49	1.47	1.58	1.61	1.65	1.57	1.52

Source: US Federal Reserve

Main furniture trading partners										
Origin of office furniture imports					Destination of office furniture exports					
China				75.5%	New Zealand					42.3%
Vietnam				9.1%	USA					21.3%
Malaysia				4.0%	Singapore					12.4%
Italy				3.2%	United Arab Emir.					3.5%
Thailand				2.0%	Saudi Arabia					3.4%
Indonesia				1.2%	Finland					2.9%
USA				0.8%	Papua New Guinea					1.8%
Poland				0.4%	Vietnam					1.5%
Norway				0.3%	Hong Kong, China					1.5%
Germany				0.3%	Belgium					1.4%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts										
2023					2024					
0%					1%					

Source: CSIL

Table C4 Austria

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	194	194	157	147	148	160	155	132	147	145	38
Exports	158	161	128	118	125	140	132	112	120	127	26
Imports	422	434	354	362	383	401	404	406	499	466	13
Consumption*	457	467	384	392	406	422	427	426	526	484	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	82%	83%	81%	80%	84%	87%	85%	85%	82%	88%	15
Imp/Consumption	92%	93%	92%	93%	94%	95%	95%	95%	95%	96%	5

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Germany					38.1%	Germany					42.3%
China					15.1%	Slovakia					13.5%
Poland					13.7%	Switzerland					12.4%
Italy					8.5%	Czech Republic					5.6%
Romania					5.0%	Hungary					4.1%
Türkiye					3.0%	Italy					4.0%
Hungary					1.9%	Slovenia					2.4%
Slovakia					1.9%	France					1.7%
Czech Rep.					1.7%	Saudi Arabia					1.5%
Croatia					1.3%	Romania					1.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-4%	1%

Source: CSIL

Table C5 Bahrain

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	12	12	14	12	13	12	12	8	9	9	66
Exports	1	1	1	1	1	0	1	1	1	1	59
Imports	21	28	27	25	28	26	26	26	38	29	60
Consumption*	32	39	40	36	40	38	37	32	46	36	64

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	8%	8%	9%	8%	7%	3%	7%	16%	16%	12%	43
Imp/Consumption	66%	71%	68%	69%	71%	69%	70%	79%	83%	78%	25

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
BHD per US\$	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	
BHD per EUR	0.50	0.50	0.42	0.42	0.42	0.44	0.42	0.43	0.44	0.40	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					50.0%	Saudi Arabia					60.7%
Türkiye					11.4%	United Arab Emir.					29.2%
Italy					9.5%	Australia					2.2%
Viet Nam					5.2%	Oman					1.9%
USA					4.8%	United Kingdom					1.4%
Poland					2.7%	France					1.2%
United Kingdom					2.6%	Egypt					1.0%
Romania					2.1%	Cyprus					0.9%
Malaysia					1.7%	Kuwait					0.7%
United Arab Emir.					1.4%	Lebanon					0.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						3%	2024				
							3%				

Source: CSIL

Table C6 Belgium

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	345	337	285	290	293	300	293	275	331	318	27
Exports	218	219	187	202	207	216	228	215	294	289	15
Imports	456	492	424	417	414	433	438	445	626	567	10
Consumption*	584	610	521	504	500	517	503	505	662	596	18

* Apparent consumption = Production – Exports + Imports
 Sources: CSIL, Eurostat

** Ranking among 70 countries, last available year
 Including Luxembourg

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	63%	65%	66%	70%	71%	72%	78%	78%	89%	91%	14
Imp/Consumption	78%	81%	81%	83%	83%	84%	87%	88%	94%	95%	7

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					25.7%	France					47.7%
Poland					17.4%	Netherlands					18.5%
Netherlands					12.6%	Germany					11.0%
Italy					11.9%	United Kingdom					4.7%
Germany					7.4%	Poland					2.8%
Romania					4.5%	Italy					1.9%
Ukraine					3.3%	United States					1.8%
Denmark					2.5%	Spain					1.7%
France					2.3%	Switzerland					1.3%
Türkiye					2.0%	Sweden					1.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-3%	0%

Source: CSIL

Table C7 Bosnia Herzegovina

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	113	130	125	148	175	208	215	220	266	268	31
Exports	78	94	87	109	128	151	158	165	211	211	21
Imports	11	12	10	12	12	15	17	16	19	20	64
Consumption*	47	48	48	50	58	71	74	71	73	76	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	69%	72%	69%	74%	73%	73%	73%	75%	80%	79%	18
Imp/Consumption	24%	24%	21%	23%	20%	21%	23%	22%	26%	26%	59

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
BAM per US\$	1.47	1.47	1.76	1.77	1.73	1.66	1.75	1.71	1.65	1.86	
BAM per EUR	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					26.3%	Germany					35.7%
Türkiye					21.0%	Croatia					17.1%
China					17.0%	Italy					6.4%
Romania					9.2%	Sweden					5.6%
Italy					6.9%	Netherlands					5.1%
Germany					4.1%	France					4.5%
Croatia					3.2%	Austria					3.6%
Poland					3.1%	Serbia					3.4%
North Macedonia					2.0%	Switzerland					3.3%
Slovenia					1.9%	Slovenia					2.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-2%	2024				
							0%				

Source: CSIL

Table C8 Brazil

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	1,465	1,362	902	866	981	891	864	684	849	789	13
Exports	22	23	22	29	32	39	47	42	72	78	35
Imports	31	30	30	17	21	26	30	21	29	26	61
Consumption*	1,475	1,369	910	854	969	878	847	663	806	738	15

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	2%	2%	2%	3%	3%	4%	5%	6%	9%	10%	45
Imp/Consumption	2%	2%	3%	2%	2%	3%	3%	3%	4%	4%	67

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
BRL per US\$	2.16	2.35	3.34	3.48	3.19	3.65	3.94	5.16	5.40	5.16	
BRL per EUR	2.86	3.13	3.70	3.86	3.61	4.31	4.41	5.89	6.38	5.44	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					68.1%	USA					35.6%
Italy					18.9%	Uruguay					18.8%
Germany					2.6%	Bolivia					8.3%
USA					2.1%	Paraguay					7.2%
India					1.5%	Chile					6.2%
Indonesia					0.8%	Panama					3.0%
Norway					0.8%	Dominican Rep.					2.9%
Denmark					0.7%	Peru					2.1%
France					0.7%	Argentina					1.8%
Hong Kong, China					0.6%	Ecuador					1.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											

Table C9 Bulgaria

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	66	70	51	61	61	60	56	56	82	83	49
Exports	55	58	42	51	51	51	46	51	79	81	34
Imports	19	21	18	20	24	32	40	41	65	76	44
Consumption*	30	33	27	30	34	42	50	46	67	78	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	84%	83%	82%	84%	84%	84%	82%	91%	97%	98%	3
Imp/Consumption	63%	63%	66%	67%	71%	77%	80%	89%	96%	97%	3

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
BGN per US\$	1.47	1.47	1.76	1.77	1.73	1.66	1.75	1.71	1.65	1.86	
BGN per EUR	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					39.3%	Romania					27.3%
Türkiye					13.7%	Greece					19.2%
Poland					9.2%	Italy					12.2%
Italy					7.3%	France					7.3%
Romania					6.5%	United Kingdom					5.1%
Germany					5.5%	Serbia					4.5%
North Macedonia					3.8%	Bosnia Herz.					2.5%
Denmark					3.8%	United States					2.4%
Serbia					3.3%	Georgia					1.7%
Ukraine					2.0%	Denmark					1.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						0%	2024				
							1%				

Source: CSIL

Table C10 Canada

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	514	466	493	536	606	603	613	567	698	791	12
Exports	301	296	333	386	383	384	392	312	359	422	13
Imports	1,085	1,084	1,030	1,000	1,105	1,113	1,123	1,016	1,298	1,443	5
Consumption*	1,298	1,254	1,190	1,151	1,328	1,331	1,344	1,271	1,637	1,811	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	59%	64%	67%	72%	63%	64%	64%	55%	51%	53%	26
Imp/Consumption	84%	86%	87%	87%	83%	84%	84%	80%	79%	80%	24

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CAD per US\$	1.03	1.10	1.28	1.32	1.30	1.30	1.33	1.34	1.25	1.30	
CAD per EUR	1.37	1.47	1.42	1.47	1.47	1.53	1.49	1.53	1.48	1.37	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					44.2%	USA					96.9%
USA					25.8%	China					1.1%
Vietnam					8.6%	United Kingdom					0.2%
Italy					4.8%	Kuwait					0.2%
Mexico					3.4%	Australia					0.1%
Thailand					2.0%	Qatar					0.1%
Malaysia					2.0%	South Korea					0.1%
Cambodia					1.7%	Finland					0.1%
Poland					1.2%	United Arab Emir.					0.1%
Türkiye					0.7%	Spain					0.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											

Table C11 Chile

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	90	75	66	65	72	68	64	57	70	56	55
Exports	2	2	2	2	2	2	2	1	2	2	55
Imports	86	89	77	75	85	112	92	66	163	140	31
Consumption*	173	162	141	138	155	178	154	122	231	194	38

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	3%	3%	4%	4%	3%	3%	3%	2%	4%	4%	53
Imp/Consumption	50%	55%	55%	55%	55%	63%	60%	54%	71%	72%	30

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CLP per US\$	495.47	570.53	654.96	676.24	648.97	641.90	703.25	791.71	760.61	874.01	
CLP per EUR	658.04	758.64	726.74	748.73	733.40	758.53	787.22	903.34	899.80	920.68	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China				78.5%		Bolivia				44.9%	
Vietnam				7.1%		Peru				12.5%	
Brazil				3.9%		Paraguay				7.9%	
Malaysia				3.8%		Argentina				6.9%	
Romania				1.2%		USA				6.7%	
USA				0.9%		Spain				5.7%	
Indonesia				0.5%		Uruguay				4.6%	
Italy				0.5%		Brazil				3.3%	
Spain				0.4%		United Kingdom				1.5%	
Argentina				0.4%		France				1.4%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
											
						2023			2024		
						-3%			1%		

Source: CSIL

Table C12 China

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	28,722	31,026	31,733	31,854	33,807	36,914	34,964	34,348	41,043	36,986	1
Exports	12,802	12,899	12,704	11,910	12,647	14,238	14,150	15,785	19,909	17,106	1
Imports	137	171	173	207	276	335	324	281	375	349	20
Consumption*	16,057	18,298	19,203	20,150	21,436	23,011	21,137	18,844	21,509	20,229	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	45%	42%	40%	37%	37%	39%	40%	46%	49%	46%	29
Imp/Consumption	1%	1%	1%	1%	1%	1%	2%	1%	2%	2%	68

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CNY per US\$	6.15	6.16	6.28	6.64	6.76	6.61	6.91	6.90	6.45	6.73	
CNY per EUR	8.16	8.19	6.97	7.35	7.64	7.81	7.73	7.88	7.63	7.09	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Italy					66.1%	USA					31.0%
France					6.3%	South Korea					6.4%
Thailand					4.2%	United Kingdom					6.1%
Germany					4.0%	Australia					5.3%
Vietnam					2.1%	Japan					5.2%
Norway					2.0%	Canada					4.0%
Denmark					1.5%	Germany					3.8%
Japan					1.4%	France					3.1%
USA					1.4%	Netherlands					2.9%
Taiwan					1.3%	Malaysia					2.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					2024
						2%					

Source: CSIL

Table C13 Colombia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	114	100	74	70	72	75	70	54	62	66	52
Exports	14	12	11	10	11	15	20	10	4	4	51
Imports	40	45	35	27	26	28	27	18	31	24	63
Consumption*	141	133	98	87	87	89	77	62	89	85	51

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	12%	12%	14%	14%	16%	20%	28%	19%	7%	7%	50
Imp/Consumption	28%	34%	35%	31%	30%	32%	35%	30%	35%	28%	58

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
COP per US\$	1869.49	2000.26	2750.01	3051.76	2952.11	2955.98	3283.66	3693.28	3747.89	4260.43	
COP per EUR	2482.87	2659.74	3051.41	3378.91	3336.18	3493.08	3675.73	4214.03	4433.75	4487.94	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China				83.1%		United States				43.9%	
Italy				4.0%		Ecuador				18.0%	
Brazil				3.3%		Panama				12.6%	
Lithuania				1.4%		Chile				8.2%	
United States				1.2%		Poland				3.7%	
Vietnam				1.2%		Germany				2.7%	
Malaysia				1.2%		Venezuela				2.1%	
Türkiye				0.6%		Guatemala				1.9%	
India				0.6%		Uruguay				1.7%	
Hong Kong				0.6%		Aruba				1.7%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						3%					

Source: CSIL

Table C14 Croatia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	108	114	95	102	104	106	110	103	122	111	42
Exports	30	36	30	34	33	33	31	35	48	48	37
Imports	58	64	61	66	76	89	97	90	110	113	37
Consumption*	136	141	126	134	147	162	176	159	185	176	41

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	28%	32%	32%	34%	32%	31%	28%	34%	39%	43%	31
Imp/Consumption	43%	45%	48%	49%	52%	55%	55%	57%	60%	64%	33

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
HRK per US\$	5.71	5.76	6.87	6.81	6.62	6.29	6.63	6.61	6.37	7.17	
HRK per EUR	7.58	7.65	7.62	7.54	7.48	7.43	7.42	7.54	7.53	7.55	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Bosnia Herz.			31.8%			Germany			23.3%		
Poland			16.2%			Austria			23.0%		
Italy			11.2%			Italy			17.8%		
China			8.5%			Belgium			5.5%		
Serbia			8.1%			France			4.3%		
Germany			6.6%			Netherlands			4.1%		
Romania			5.4%			Serbia			2.9%		
Slovenia			3.0%			Slovenia			2.8%		
Türkiye			2.5%			Switzerland			2.2%		
Czech Rep.			1.1%			Bosnia Herz.			1.6%		

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts			
		2023	2024
		-1%	1%

Table C15 Cyprus

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	21	21	18	16	18	19	18	13	13	12	62
Exports	0	0	0	0	0	0	0	0	0	0	65
Imports	9	11	9	11	13	15	15	12	18	18	65
Consumption*	30	33	27	27	31	34	33	25	31	30	67

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	64
Imp/Consumption	30%	35%	35%	41%	41%	45%	46%	47%	57%	59%	36

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Italy					32.0%	Greece				93.8%	
China					24.7%	Portugal				3.7%	
Romania					14.6%	Israel				1.5%	
Greece					8.8%	Slovakia				0.8%	
Taiwan					4.0%	Malta				0.2%	
Poland					2.2%						
Netherlands					2.2%						
Hong Kong					2.1%						
Spain					1.8%						
Malaysia					1.1%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-1%	2024				
							1%				

Source: CSIL

Table C16 Czech Republic

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	310	316	275	304	324	344	335	332	404	393	25
Exports	61	79	52	68	75	57	59	74	92	96	31
Imports	132	153	133	155	159	168	176	187	242	232	25
Consumption*	381	390	356	391	408	454	453	445	554	530	23

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	20%	25%	19%	23%	23%	17%	17%	22%	23%	24%	38
Imp/Consumption	35%	39%	37%	40%	39%	37%	39%	42%	44%	44%	48

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CZK per US\$	19.57	20.76	24.60	24.44	23.37	21.74	22.93	23.20	21.69	23.38	
CZK per EUR	25.98	27.61	27.30	27.06	26.41	25.69	25.67	26.47	25.66	24.63	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					57.9%	Germany					25.7%
Germany					7.9%	Slovakia					17.8%
China					6.3%	Switzerland					12.3%
Slovakia					5.6%	Austria					5.2%
Italy					4.8%	Poland					4.7%
Romania					3.8%	Romania					3.2%
Austria					2.6%	Hungary					3.0%
Netherlands					1.7%	Belgium					2.7%
Denmark					1.7%	United Kingdom					2.7%
Türkiye					1.3%	Sweden					2.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						3%					

Source: CSIL

Table C17 Denmark

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	315	331	298	345	362	406	434	461	561	557	18
Exports	274	312	288	338	338	392	424	453	543	541	11
Imports	345	377	337	325	357	390	404	453	566	562	11
Consumption*	386	395	346	332	382	404	414	460	584	578	19

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	87%	95%	97%	98%	93%	97%	98%	98%	97%	97%	4
Imp/Consumption	89%	95%	97%	98%	94%	97%	98%	98%	97%	97%	4

Sources: CSIL


** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
DKK per US\$	5.62	5.62	6.73	6.73	6.60	6.31	6.67	6.54	6.29	7.08	
DKK per EUR	7.46	7.47	7.46	7.45	7.45	7.46	7.47	7.47	7.44	7.46	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					35.5%	Germany					17.2%
China					22.4%	Netherlands					11.4%
Lithuania					11.8%	Norway					10.2%
Sweden					5.8%	Sweden					8.8%
Vietnam					4.5%	France					8.5%
Slovakia					2.2%	United Kingdom					6.7%
Ukraine					1.9%	United States					6.0%
Norway					1.9%	Switzerland					3.7%
Germany					1.8%	Belgium					3.4%
Latvia					1.8%	Poland					3.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						2024					
						-3%					
						0%					

Source: CSIL

Table C18 Egypt

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	69	77	79	66	49	54	67	65	69	69	51
Exports	0	0	0	0	0	0	0	0	1	0	63
Imports	6	7	12	12	6	7	8	10	13	8	70
Consumption*	75	83	91	78	55	61	75	75	81	77	55

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	1%	0%	1%	0%	0%	0%	0%	1%	1%	60
Imp/Consumption	8%	9%	13%	16%	10%	11%	11%	14%	16%	11%	64

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EGP per US\$	6.88	7.09	7.71	10.05	17.85	17.82	16.82	15.82	15.70	19.22	
EGP per EUR	9.14	9.43	8.55	11.13	20.17	21.06	18.83	18.05	18.57	20.24	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Germany					24.1%	Saudi Arabia					37.5%
Italy					20.5%	Libya					20.3%
United Arab Emir.					15.6%	Netherlands					10.8%
China					11.0%	USA					9.1%
Romania					7.2%	United Arab Emir.					8.3%
France					4.4%	Belgium					6.8%
Poland					4.0%	France					4.8%
Türkiye					3.5%	Jordan					0.8%
Spain					2.6%	Israel					0.5%
Thailand					2.2%	Sudan					0.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-2%	2024				
							1%				

Source: CSIL

Table C19 Estonia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	146	144	132	133	140	147	144	141	169	151	37
Exports	121	122	116	108	117	116	114	108	133	116	28
Imports	31	36	44	31	36	32	31	24	37	34	56
Consumption*	57	58	61	55	59	63	60	57	72	68	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	83%	85%	88%	81%	84%	79%	80%	77%	79%	77%	20
Imp/Consumption	56%	62%	73%	55%	61%	50%	51%	42%	50%	49%	44

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Lithuania					23.3%	Finland					29.8%
Ukraine					11.1%	Norway					17.6%
Poland					10.5%	United States					13.8%
China					10.5%	Sweden					12.4%
Latvia					8.7%	Denmark					10.9%
Finland					6.1%	Netherlands					6.4%
Italy					5.8%	Lithuania					2.4%
Germany					4.1%	Russia					1.5%
Denmark					3.3%	Latvia					1.2%
Russia					2.7%	Germany					1.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						1%					

Source: CSIL

Table C20 Finland

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	137	134	108	111	115	122	116	114	133	129	40
Exports	18	18	13	14	14	15	14	12	15	18	44
Imports	104	101	87	94	109	133	128	126	156	138	32
Consumption*	223	217	183	191	210	240	229	228	273	249	37

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	13%	13%	12%	13%	12%	12%	12%	10%	12%	14%	40
Imp/Consumption	47%	47%	48%	49%	52%	55%	56%	55%	57%	55%	41

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Sweden			20.3%			Sweden			16.3%		
Estonia			18.9%			Denmark			11.1%		
China			15.0%			Russia			9.8%		
Lithuania			13.8%			Estonia			8.4%		
Poland			12.7%			Germany			6.1%		
Denmark			5.2%			Norway			6.0%		
Italy			3.6%			United States			4.7%		
Latvia			1.4%			Kazakhstan			4.3%		
Germany			1.3%			France			4.3%		
Vietnam			1.3%			Lithuania			2.8%		

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-3%	0%

Source: CSIL

Table C21 France

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	809	650	534	537	571	574	543	518	617	571	17
Exports	194	152	148	157	173	195	196	175	226	232	17
Imports	1,238	1,387	1,198	1,325	1,369	1,508	1,509	1,429	1,946	1,958	4
Consumption*	1,854	1,885	1,583	1,705	1,768	1,887	1,856	1,772	2,337	2,297	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	24%	23%	28%	29%	30%	34%	36%	34%	37%	41%	32
Imp/Consumption	67%	74%	76%	78%	77%	80%	81%	81%	83%	85%	18

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					28.2%	Switzerland					15.1%
Italy					21.0%	Germany					13.9%
Poland					11.1%	United States					9.6%
Portugal					6.7%	China					7.4%
Romania					6.5%	United Kingdom					7.3%
Belgium					6.1%	Italy					7.2%
Germany					5.2%	Spain					6.0%
Vietnam					3.3%	Belgium					5.8%
Denmark					2.1%	Netherlands					3.9%
Spain					1.7%	Portugal					2.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-4%	1%

Source: CSIL

Table C22 Germany

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	2,445	2,505	2,145	2,119	2,119	2,101	1,992	1,990	2,257	2,120	8
Exports	854	882	800	791	814	842	796	781	934	840	7
Imports	2,060	2,298	2,048	2,226	2,331	2,448	2,393	2,591	3,286	2,992	2
Consumption*	3,651	3,921	3,393	3,554	3,636	3,707	3,588	3,799	4,609	4,273	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	35%	35%	37%	37%	38%	40%	40%	39%	41%	40%	33
Imp/Consumption	56%	59%	60%	63%	64%	66%	67%	68%	71%	70%	31

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					41.6%	Switzerland					24.7%
China					20.7%	Austria					16.5%
Netherlands					4.7%	France					9.9%
Hungary					4.3%	Netherlands					6.9%
Romania					4.0%	United Kingdom					5.8%
Slovakia					3.0%	Belgium					4.0%
Türkiye					2.9%	Italy					3.4%
Denmark					2.5%	United States					2.6%
Italy					2.2%	Poland					2.5%
Bosnia Herz.					1.7%	Spain					2.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-4%	2024				
							1%				

Source: CSIL

Table C23 Ghana

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	9	9	13	15	15	15	16	15	16	11	65
Exports	0	0	0	0	0	0	0	0	0	0	69
Imports	23	34	54	20	25	25	28	23	30	29	59
Consumption*	32	43	67	35	41	40	44	39	45	40	63

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	67
Imp/Consumption	72%	78%	80%	58%	62%	62%	64%	61%	66%	73%	29

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
GHS per US\$	1.99	2.90	3.72	3.91	4.37	4.68	5.38	5.74	5.92	9.02	
GHS per EUR	2.65	3.86	4.13	4.33	4.94	5.53	6.02	6.55	7.01	9.51	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					76.8%	Senegal				93.4%	
Germany					5.4%	Nigeria				5.4%	
Italy					5.2%	Uganda				0.6%	
Türkiye					3.8%	Benin				0.3%	
Spain					2.1%	South Africa				0.3%	
Malaysia					1.2%						
Belgium					0.7%						
Netherlands					0.7%						
South Africa					0.6%						
United States					0.5%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											

Table C24 Greece

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	17	15	14	14	17	18	18	15	17	17	60
Exports	2	3	5	5	7	10	10	9	13	14	45
Imports	26	32	26	31	31	38	38	37	55	51	52
Consumption*	41	45	35	41	41	46	45	43	59	55	59

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	12%	17%	35%	32%	44%	56%	60%	61%	75%	77%	19
Imp/Consumption	63%	71%	75%	76%	76%	83%	84%	87%	93%	93%	9

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Italy					17.1%	Cyprus					27.7%
Bulgaria					16.4%	Germany					9.6%
China					15.6%	Bulgaria					8.8%
Türkiye					15.1%	France					7.4%
Romania					15.0%	United Arab Emir.					7.2%
Serbia					3.7%	Romania					5.2%
Poland					3.5%	Spain					3.8%
North Macedonia					1.7%	United States					3.1%
Denmark					1.4%	Georgia					2.3%
Spain					1.3%	Italy					2.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
0%						1%					

Source: CSIL

Table C25 Hong Kong, China

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Exports	37	35	28	21	19	24	20	18	23	13	46
Imports	113	110	105	105	115	128	111	105	126	134	33
Consumption*	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
HKD per US\$	7.76	7.75	7.75	7.76	7.79	7.84	7.84	7.76	7.77	7.83	
HKD per EUR	10.30	10.31	8.60	8.59	8.81	9.26	8.77	8.85	9.20	8.25	

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%	USA					13.4%
Taiwan					1.4%	Macao, China					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

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
n.a.						n.a.					

Source: CSIL

Table C26 Hungary

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	279	283	256	261	260	269	254	238	276	263	32
Exports	217	226	203	204	195	193	179	169	188	190	22
Imports	33	40	36	45	52	60	71	69	88	97	40
Consumption*	95	98	89	102	117	135	146	138	175	170	42

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	78%	80%	79%	78%	75%	72%	70%	71%	68%	72%	22
Imp/Consumption	35%	41%	41%	44%	45%	44%	48%	50%	50%	57%	40

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
HUF per US\$	223.61	232.77	279.53	281.51	274.28	270.42	290.68	307.82	303.37	373.20	
HUF per EUR	296.98	309.51	310.17	311.68	309.96	319.56	325.39	351.22	358.88	393.13	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					36.3%	Germany				70.7%	
Germany					16.2%	Austria				7.3%	
China					12.9%	Netherlands				5.9%	
Romania					8.1%	Switzerland				3.2%	
Italy					5.6%	Poland				3.1%	
Slovakia					4.3%	Belgium				2.6%	
Austria					3.3%	United States				1.3%	
Denmark					2.2%	Italy				1.3%	
Türkiye					1.7%	Croatia				1.2%	
Serbia					1.5%	Slovakia				0.8%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						2%					

Source: CSIL

Table C27 Iceland

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	4	5	5	6	7	7	7	5	5	5	68
Exports	0	0	0	0	0	0	0	0	0	0	66
Imports	12	13	15	18	23	24	22	22	30	26	62
Consumption*	17	19	20	24	31	31	28	28	35	31	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	1%	1%	1%	1%	0%	2%	1%	1%	0%	0%	61
Imp/Consumption	73%	72%	75%	74%	76%	77%	76%	81%	85%	84%	20

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
ISK per US\$	122.17	116.70	131.89	120.75	106.72	108.32	122.65	135.38	127.00	135.34	
ISK per EUR	162.25	155.18	146.35	133.70	120.60	128.00	137.29	154.47	150.24	142.57	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					19.1%	Faeroe Isds					66.6%
Poland					17.4%	Canada					18.2%
Lithuania					16.5%	Denmark					9.6%
Italy					10.5%	Greenland					5.4%
Denmark					8.5%	Lithuania					0.3%
Sweden					3.6%						
Germany					3.2%						
Netherlands					2.2%						
Romania					2.1%						
Malaysia					1.7%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						1%	2024				
							2%				

Source: CSIL

Table C28 India

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	1,787	1,784	1,914	2,056	2,329	2,443	2,589	2,360	2,759	3,071	6
Exports	29	35	41	41	49	60	69	58	93	111	29
Imports	190	157	159	132	149	162	216	198	255	327	22
Consumption*	1,948	1,906	2,032	2,147	2,429	2,544	2,737	2,500	2,920	3,286	5

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	2%	2%	2%	2%	2%	2%	3%	2%	3%	4%	54
Imp/Consumption	10%	8%	8%	6%	6%	6%	8%	8%	9%	10%	65

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
INR per US\$	58.50	61.00	64.11	67.16	65.07	68.37	70.38	74.14	73.94	78.58	
INR per EUR	77.69	81.11	71.14	74.36	73.54	80.79	78.78	84.59	87.47	82.78	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					79.8%	United States					48.9%
Italy					4.8%	Saudi Arabia					7.6%
Vietnam					3.3%	United Kingdom					6.0%
Sri Lanka					3.2%	Germany					5.9%
Malaysia					2.4%	United Arab Emir.					4.9%
Türkiye					1.9%	Canada					4.7%
Germany					0.8%	France					3.8%
United Arab Emir.					0.7%	Netherlands					2.6%
United Kingdom					0.6%	Australia					1.8%
Thailand					0.5%	Kuwait					1.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						2024					
						5%					
						5%					

Source: CSIL

Table C29 Indonesia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	192	175	169	172	194	199	245	243	274	275	30
Exports	19	21	23	17	20	31	49	54	77	82	32
Imports	43	45	44	43	53	80	79	61	82	89	42
Consumption*	217	200	190	198	228	248	275	250	280	281	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	10%	12%	14%	10%	10%	16%	20%	22%	28%	30%	36
Imp/Consumption	20%	23%	23%	22%	23%	32%	29%	24%	29%	32%	55

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
IDR per US\$	10422.34	11864.43	13405.44	13301.23	13380.65	14242.19	14145.23	14562.64	14306.99	14853.91	
IDR per EUR	13841.91	15776.13	14874.67	14727.12	15121.47	16830.00	15834.17	16615.97	16925.17	15647.11	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China				84.9%		United States				31.9%	
Vietnam				8.3%		Germany				25.0%	
Italy				2.8%		Netherlands				5.3%	
Malaysia				1.4%		Belgium				4.3%	
Thailand				1.4%		France				4.0%	
Singapore				0.2%		Taiwan				3.7%	
United States				0.2%		Australia				3.0%	
Poland				0.2%		United Kingdom				2.6%	
Sweden				0.1%		Spain				2.3%	
India				0.1%		Singapore				1.6%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
4%						5%					

Source: CSIL

Table C30 Ireland

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	77	77	63	66	65	70	70	65	68	62	53
Exports	8	5	3	4	5	4	4	4	6	6	50
Imports	84	95	95	80	94	116	118	109	188	195	28
Consumption*	153	166	154	142	154	182	184	170	250	252	36

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	10%	6%	5%	6%	7%	6%	5%	6%	9%	9%	47
Imp/Consumption	55%	57%	61%	57%	61%	64%	64%	64%	75%	78%	27

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					60.4%	United Kingdom				89.3%	
United Kingdom					18.6%	United States				3.4%	
Vietnam					3.2%	Germany				2.9%	
Denmark					2.8%	Italy				0.9%	
Italy					2.8%	Canada				0.6%	
Poland					1.9%	France				0.5%	
Germany					1.5%	United Arab Emir.				0.4%	
Türkiye					1.3%	Switzerland				0.1%	
Spain					1.3%	Slovakia				0.1%	
Netherlands					0.8%	Poland				0.1%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-2%						1%					

Source: CSIL

Table C31 Israel

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	233	246	234	251	277	276	279	265	319	334	26
Exports	0	0	0	0	0	0	0	1	1	1	61
Imports	111	128	124	141	161	169	167	184	284	239	24
Consumption*	344	374	358	392	438	444	447	448	601	573	20

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	62
Imp/Consumption	32%	34%	35%	36%	37%	38%	38%	41%	47%	42%	50

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
ILS per US\$	3.61	3.58	3.89	3.84	3.60	3.60	3.56	3.44	3.23	3.36	
ILS per EUR	4.80	4.76	4.31	4.25	4.07	4.25	3.99	3.93	3.82	3.54	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					39.1%	USA					29.1%
Italy					17.5%	Argentina					25.1%
Türkiye					15.5%	Belgium					14.3%
Poland					5.9%	United Arab Emir.					8.0%
Romania					5.5%	Singapore					5.5%
Hong Kong, China					3.5%	Slovenia					4.8%
Portugal					1.3%	Serbia					3.9%
Spain					1.2%	Iceland					3.1%
Vietnam					1.1%	Türkiye					2.1%
Lithuania					1.0%	Australia					1.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
1%						1%					

Source: CSIL

Table C32 Italy

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	2,825	2,939	2,580	2,659	2,796	2,967	2,830	2,693	3,502	3,586	5
Exports	1,929	2,083	1,863	1,944	2,022	2,121	2,033	1,903	2,631	2,702	4
Imports	348	377	307	332	317	291	303	275	413	383	18
Consumption*	1,244	1,233	1,025	1,047	1,090	1,137	1,100	1,065	1,284	1,268	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	68%	71%	72%	73%	72%	71%	72%	71%	75%	75%	21
Imp/Consumption	28%	31%	30%	32%	29%	26%	28%	26%	32%	30%	57

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					30.8%	France					21.4%
Romania					21.0%	United States					15.3%
Poland					8.0%	United Kingdom					6.6%
Germany					7.3%	China					6.4%
Türkiye					7.1%	Germany					5.2%
Serbia					4.6%	Switzerland					4.4%
France					3.1%	Belgium					3.2%
Spain					3.0%	Canada					2.2%
Croatia					2.4%	Spain					2.0%
Bulgaria					2.0%	Netherlands					1.9%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-4%	1%

Source: CSIL

Table C33 Japan

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	212	213	169	184	168	167	179	166	177	157	36
Exports	8	10	10	14	15	16	16	15	20	20	43
Imports	927	926	860	893	915	935	977	952	998	1,005	8
Consumption*	1,131	1,129	1,019	1,063	1,068	1,086	1,139	1,103	1,155	1,142	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	4%	5%	6%	7%	9%	10%	9%	9%	11%	13%	42
Imp/Consumption	82%	82%	84%	84%	86%	86%	86%	86%	86%	88%	13

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
JPY per US\$	97.60	105.74	121.05	108.66	112.10	110.40	109.02	106.78	109.84	131.46	
JPY per EUR	129.62	140.60	134.32	120.31	126.68	130.46	122.04	121.84	129.94	138.48	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					66.6%	China					15.7%
Vietnam					15.2%	United States					13.1%
Italy					4.1%	Hong Kong					12.8%
Thailand					2.9%	South Korea					10.2%
Malaysia					2.1%	Taiwan					9.8%
Taiwan					1.7%	Belgium					5.4%
Germany					1.6%	Netherlands					5.3%
Indonesia					1.1%	Singapore					4.7%
Denmark					0.8%	Denmark					4.7%
France					0.8%	Australia					2.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						0%	2024				
							1%				

Source: CSIL

Table C34 Kazakhstan

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	17	14	10	6	8	8	7	6	8	8	67
Exports	0	0	1	1	0	1	1	0	1	1	60
Imports	85	77	54	42	53	47	48	50	70	74	45
Consumption*	102	91	63	48	60	54	55	56	77	82	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	1%	2%	6%	8%	6%	10%	11%	7%	9%	10%	44
Imp/Consumption	83%	84%	86%	88%	88%	87%	88%	90%	90%	91%	12

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
KZT per US\$	152.18	179.32	223.28	341.87	326.23	345.10	383.07	413.86	426.57	461.55	
KZT per EUR	202.11	238.44	247.75	378.51	368.67	407.80	428.81	472.21	504.63	486.20	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Russia					36.1%	Kyrgyzstan					30.5%
Türkiye					17.4%	Russia					29.0%
Belarus					13.2%	Tajikistan					29.0%
China					10.7%	Türkiye					3.4%
Italy					6.7%	Uzbekistan					3.3%
Germany					2.0%	Poland					3.1%
Lithuania					1.8%	Georgia					0.4%
Spain					1.1%	Ukraine					0.4%
Uzbekistan					1.1%	United States					0.3%
Ukraine					1.1%	Romania					0.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
1%						2%					

Source: CSIL

Table C35 Kuwait

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	12	12	11	12	11	12	12	9	11	12	64
Exports	2	1	1	2	2	3	3	3	5	6	49
Imports	61	73	90	66	75	75	74	67	128	105	39
Consumption*	71	84	99	76	84	84	83	73	134	110	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	17%	11%	12%	15%	15%	22%	28%	31%	44%	54%	25
Imp/Consumption	86%	87%	91%	86%	89%	89%	89%	91%	95%	95%	8

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
KWD per US\$	0.28	0.28	0.30	0.30	0.30	0.30	0.30	0.30	0.31	0.30	0.31
KWD per EUR	0.38	0.38	0.33	0.33	0.34	0.36	0.34	0.34	0.35	0.36	0.32

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					54.8%	Saudi Arabia					53.1%
Italy					10.0%	Iraq					21.5%
USA					6.8%	Qatar					18.2%
Viet Nam					4.7%	United Arab Emir.					5.4%
Spain					3.7%	Jordan					1.4%
Türkiye					3.2%	Bahrain					0.3%
Germany					3.0%	Egypt					0.1%
Romania					2.9%	United Kingdom					0.1%
Poland					2.2%						
United Arab Emir.					1.4%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						1%	2024				
							2%				

Source: CSIL

Table C36 Latvia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	10	11	10	11	14	16	18	19	28	33	58
Exports	8	8	5	8	12	13	15	17	27	32	40
Imports	20	23	19	18	25	25	28	28	32	31	58
Consumption*	22	27	23	22	27	28	30	30	34	31	65

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	75%	71%	52%	71%	87%	82%	86%	91%	95%	98%	2
Imp/Consumption	89%	88%	80%	85%	94%	90%	92%	94%	96%	98%	2

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					30.7%	Denmark					28.0%
China					17.9%	Russia					25.3%
Lithuania					12.5%	Estonia					11.5%
Italy					10.0%	United States					10.4%
Ukraine					5.2%	Lithuania					6.6%
Denmark					3.9%	United Kingdom					4.3%
Belarus					2.7%	Belarus					2.5%
Russia					2.5%	Kyrgyzstan					2.5%
Spain					2.1%	Norway					1.9%
Romania					2.0%	Finland					1.7%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023			2024		
						-3%			1%		

Source: CSIL

Table C37 Lebanon

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	29	27	30	30	30	33	33	n.a.	n.a.	n.a.	n.a.
Exports	1	1	1	0	0	0	1	1	1	1	62
Imports	16	19	16	18	22	15	13	5	7	9	69
Consumption*	44	45	45	48	51	48	45	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	2%	3%	2%	1%	1%	1%	2%	n.a.	n.a.	n.a.	n.a.
Imp/Consumption	36%	42%	35%	39%	42%	31%	28%	n.a.	n.a.	n.a.	n.a.

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
LBP per US\$	1507.72	1507.50	1507.50	1507.50	1507.50	1507.50	1507.50	1507.50	1507.50	1507.50	
LBP per EUR	2002.40	2004.52	1672.72	1669.10	1703.63	1781.41	1687.50	1720.06	1783.37	1588.00	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Italy					56.3%	United Arab Emir.					25.8%
China					20.5%	Gambia					10.8%
France					4.7%	United States					9.3%
Spain					2.4%	Qatar					9.2%
Lithuania					2.3%	Ghana					8.7%
Türkiye					2.1%	Togo					5.7%
Saudi Arabia					1.4%	Saudi Arabia					4.7%
Thailand					1.0%	Nigeria					3.7%
United Kingdom					1.0%	United Kingdom					3.1%
Denmark					1.0%	Greece					2.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
n.a.						n.a.					

Source: CSIL

Table C38 Lithuania

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	310	346	310	340	383	442	443	461	591	523	19
Exports	283	318	282	313	358	414	419	436	560	485	12
Imports	21	37	30	33	39	45	55	61	72	63	47
Consumption*	48	64	57	60	64	72	79	85	103	101	50

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL, Eurostat, UN Comtrade database, DESA/UNSD, Lietuvos Mediena

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	91%	92%	91%	92%	93%	94%	95%	95%	95%	93%	11
Imp/Consumption	43%	57%	52%	55%	60%	62%	70%	71%	70%	62%	34

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					35.8%	Denmark					20.2%
Italy					14.5%	Sweden					20.0%
China					10.9%	Norway					16.6%
Ukraine					7.7%	Germany					7.2%
Sweden					6.0%	Finland					5.8%
Latvia					4.5%	France					4.6%
Belarus					3.1%	United Kingdom					4.5%
Denmark					2.3%	Netherlands					3.4%
Estonia					2.0%	Poland					3.1%
Germany					1.9%	Russia					2.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					2024
						-4%					

Source: CSIL

Table C39 Malaysia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	354	372	322	316	320	356	447	448	414	428	24
Exports	172	183	156	142	142	164	243	266	206	228	19
Imports	15	16	22	30	40	46	38	26	41	59	49
Consumption*	198	205	188	203	218	238	242	209	249	259	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	49%	49%	49%	45%	44%	46%	54%	59%	50%	53%	27
Imp/Consumption	8%	8%	12%	15%	18%	19%	16%	12%	16%	23%	62

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
MYR per US\$	3.15	3.27	3.90	4.14	4.30	4.03	4.14	4.20	4.14	4.40	
MYR per EUR	4.18	4.35	4.33	4.58	4.86	4.76	4.64	4.80	4.90	4.63	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					82.9%	United States					44.7%
Vietnam					3.8%	Australia					7.7%
Italy					2.7%	United Kingdom					4.5%
Thailand					2.4%	Japan					4.5%
Indonesia					2.3%	Singapore					4.2%
Taiwan					1.3%	India					3.0%
Germany					0.7%	Taiwan					2.9%
Japan					0.6%	Saudi Arabia					2.8%
Poland					0.5%	Canada					2.7%
Canada					0.3%	United Arab Emir.					1.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					2024
						2%					3%

Source: CSIL

Table C40 Malta

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	11	13	11	12	13	14	14	14	14	12	63
Exports	0	0	0	0	0	0	0	0	0	0	67
Imports	8	8	8	7	7	8	8	7	11	13	67
Consumption*	19	21	19	19	20	23	22	21	24	25	68

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	65
Imp/Consumption	42%	40%	42%	39%	35%	37%	36%	34%	44%	52%	42

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Italy					50.7%	Ghana				72.6%	
Türkiye					12.8%	United Kingdom				27.4%	
China					10.6%						
Spain					8.8%						
Bulgaria					2.2%						
Germany					1.8%						
United Kingdom					1.6%						
Portugal					1.4%						
Denmark					1.3%						
Hong Kong					1.3%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-1%	2024				
							0%				

Source: CSIL

Table C41 Mexico

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	549	528	514	510	541	565	593	498	846	1,093	9
Exports	306	351	414	424	469	505	534	468	811	1,054	5
Imports	162	176	188	170	168	199	208	161	236	252	23
Consumption*	404	353	287	257	240	260	267	190	271	291	31

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Inegi

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	56%	66%	81%	83%	87%	89%	90%	94%	96%	96%	5
Imp/Consumption	40%	50%	65%	66%	70%	77%	78%	85%	87%	86%	15

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
MXN per US\$	12.76	13.30	15.87	18.67	18.88	19.22	19.25	21.55	20.28	20.12	
MXN per EUR	16.94	17.69	17.61	20.67	21.34	22.71	21.55	24.58	24.00	21.20	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					65.4%	USA				88.3%	
USA					9.4%	Canada				11.5%	
Italy					9.0%	Guatemala				0.1%	
Vietnam					7.4%	El Salvador				0.1%	
Spain					2.4%						
Indonesia					1.6%						
Malaysia					1.2%						
Taiwan, CN					0.8%						
Canada					0.6%						
Germany					0.4%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-3%	2024				
							1%				

Source: CSIL

Table C42 Morocco

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	28	29	25	24	25	26	25	23	25	25	59
Exports	2	2	1	1	2	1	1	1	1	1	58
Imports	24	29	27	30	34	41	43	39	48	54	51
Consumption*	50	57	51	54	58	66	67	61	72	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	8%	5%	4%	4%	6%	4%	6%	4%	6%	5%	52
Imp/Consumption	49%	51%	53%	57%	60%	63%	64%	64%	67%	69%	32

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
MAD per US\$	8.41	8.41	9.75	9.81	9.71	9.39	9.62	9.49	8.99	10.16	
MAD per EUR	11.17	11.19	10.82	10.86	10.97	11.09	10.77	10.83	10.63	10.71	

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%	Côte d'Ivoire					4.7%
Poland					7.3%	Mauritania					4.1%
Portugal					3.3%	USA					4.0%
Romania					2.9%	Panama					3.7%
France					1.9%	United Arab Emir.					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											
						2023					
						2%	2024				
							2%				

Source: CSIL

Table C43 Netherlands

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	457	452	420	433	477	544	567	666	696	657	16
Exports	274	296	302	337	392	457	508	664	649	602	10
Imports	634	693	604	666	738	797	866	960	1,196	1,109	7
Consumption*	817	849	721	763	823	884	925	962	1,243	1,165	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	60%	65%	72%	78%	82%	84%	90%	100%	93%	92%	12
Imp/Consumption	78%	82%	84%	87%	90%	90%	94%	100%	96%	95%	6

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95

Source: US Federal Reserve

Main furniture trading partners										
Origin of office furniture imports					Destination of office furniture exports					
China				40.6%	Germany				42.5%	
Poland				22.6%	Belgium				18.3%	
Germany				7.7%	France				10.2%	
Belgium				7.3%	United Kingdom				3.3%	
Denmark				3.2%	Spain				2.1%	
Italy				3.1%	Switzerland				2.0%	
Romania				2.4%	United States				1.9%	
Vietnam				1.6%	Italy				1.6%	
Türkiye				1.5%	Austria				1.5%	
Lithuania				1.0%	Denmark				1.4%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-4%	1%

Source: CSIL

Table C44 New Zealand

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	97	102	86	89	98	100	103	100	110	111	43
Exports	3	2	2	2	2	3	2	2	3	2	56
Imports	111	116	109	119	122	130	135	119	208	158	29
Consumption*	206	215	193	206	218	228	235	217	315	267	33

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	3%	2%	2%	2%	2%	3%	2%	2%	3%	2%	56
Imp/Consumption	54%	54%	57%	58%	56%	57%	57%	55%	66%	59%	38

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
NZD per US\$	1.22	1.20	1.43	1.43	1.41	1.44	1.52	1.54	1.41	1.57	
NZD per EUR	1.62	1.60	1.58	1.59	1.59	1.71	1.70	1.76	1.67	1.66	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					73.7%	Australia					60.5%
Vietnam					7.3%	Cook Isds					9.1%
Thailand					4.5%	Samoa					4.7%
Italy					4.2%	Fiji					4.0%
Indonesia					2.1%	USA					3.1%
Malaysia					1.9%	Japan					2.5%
Norway					1.3%	United Kingdom					2.0%
Australia					0.9%	United Arab Emir.					1.9%
USA					0.7%	Hong Kong, China					1.9%
Poland					0.4%	Papua New Guinea					1.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
0%						1%					

Source: CSIL

Table C45 Norway

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	285	261	210	199	187	181	174	163	215	196	34
Exports	206	190	161	151	135	132	132	124	153	135	25
Imports	341	353	307	283	304	307	318	300	381	355	19
Consumption*	421	423	356	331	356	356	360	340	443	416	25

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	72%	73%	77%	76%	72%	73%	76%	76%	71%	69%	23
Imp/Consumption	81%	83%	86%	86%	86%	86%	88%	88%	86%	85%	16

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
NOK per US\$	5.88	6.30	8.07	8.39	8.27	8.13	8.80	9.43	8.60	9.61	
NOK per EUR	7.81	8.37	8.95	9.29	9.34	9.61	9.85	10.76	10.17	10.13	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Lithuania					28.9%	USA					21.2%
Poland					21.6%	Germany					19.9%
China					17.7%	United Kingdom					14.8%
Sweden					10.0%	France					8.7%
Denmark					4.1%	Denmark					7.6%
Estonia					3.2%	Sweden					5.6%
Vietnam					2.1%	China					3.9%
Italy					1.4%	Australia					3.4%
Romania					1.2%	Switzerland					2.0%
Germany					1.0%	Japan					1.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
1%						2%					

Source: CSIL

Table C46 Oman

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	12	12	12	11	10	12	13	11	13	14	61
Exports	1	1	1	1	4	6	5	5	6	4	52
Imports	21	27	27	26	42	39	45	35	53	43	55
Consumption*	32	38	37	36	48	45	54	41	61	53	60

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	8%	8%	12%	10%	40%	53%	37%	45%	44%	29%	37
Imp/Consumption	66%	71%	72%	72%	88%	87%	84%	85%	88%	81%	22

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
OMR per US\$	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	
OMR per EUR	0.51	0.51	0.43	0.43	0.43	0.43	0.45	0.43	0.44	0.45	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					38.4%	Qatar					34.8%
United Arab Emir.					32.1%	United Arab Emir.					24.5%
Türkiye					12.1%	Saudi Arabia					18.0%
Saudi Arabia					8.2%	Jordan					10.8%
Italy					1.2%	Kuwait					5.7%
Spain					1.1%	Somalia					5.3%
Belgium					1.0%	Yemen					0.7%
Malaysia					0.9%	Kenya					0.1%
Poland					0.8%	Iran					0.1%
India					0.7%						

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
2%						2%					

Source: CSIL

Table C47 Philippines

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	106	101	101	98	98	104	102	100	102	96	46
Exports	1	2	0	1	3	10	2	2	1	1	57
Imports	10	17	17	19	25	34	43	25	39	57	50
Consumption*	115	115	118	116	120	128	143	122	140	151	44

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	1%	2%	0%	1%	3%	9%	2%	2%	1%	1%	58
Imp/Consumption	8%	14%	14%	16%	20%	27%	30%	20%	28%	38%	52

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
PHP per US\$	42.47	44.40	45.54	47.50	50.41	52.70	51.79	49.61	49.31	54.54	
PHP per EUR	56.41	59.04	50.53	52.59	56.97	62.27	57.98	56.60	58.34	57.45	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					76.0%	USA					46.2%
Thailand					6.1%	United Arab Emir.					25.1%
Malaysia					5.9%	Japan					6.9%
Vietnam					2.6%	Saudi Arabia					5.7%
Italy					2.5%	Spain					2.3%
USA					1.5%	Mexico					2.1%
Japan					1.0%	Singapore					1.8%
Indonesia					1.0%	Germany					1.5%
Germany					0.5%	Cyprus					1.3%
South Korea					0.3%	Congo					1.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
2%						3%					

Source: CSIL

Table C48 Poland

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	3,145	3,432	3,123	3,226	3,537	3,865	3,717	3,656	4,472	4,101	4
Exports	2,545	2,860	2,654	2,795	3,091	3,401	3,321	3,365	4,254	3,863	3
Imports	86	122	107	134	163	192	219	259	416	329	21
Consumption*	686	694	576	565	609	655	615	550	634	568	21

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	81%	83%	85%	87%	87%	88%	89%	92%	95%	94%	6
Imp/Consumption	13%	18%	19%	24%	27%	29%	36%	47%	66%	58%	39

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
PLN per US\$	3.16	3.16	3.77	3.94	3.78	3.61	3.84	3.90	3.86	4.46	
PLN per EUR	4.20	4.20	4.19	4.37	4.27	4.27	4.30	4.44	4.57	4.70	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					49.3%	Germany					40.9%
Ukraine					15.6%	Netherlands					10.1%
Germany					7.0%	United Kingdom					8.8%
Belarus					5.3%	France					8.2%
Romania					4.6%	Belgium					3.5%
Italy					2.4%	Czech Rep.					3.5%
Denmark					2.3%	Sweden					3.4%
Lithuania					2.2%	Austria					3.0%
Sweden					2.1%	Denmark					3.0%
Czech Rep.					1.6%	Switzerland					2.6%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						2%					

Source: CSIL

Table C49 Portugal

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	209	230	206	217	237	260	262	235	297	317	28
Exports	127	155	151	172	187	218	229	203	269	296	14
Imports	44	51	51	64	68	82	94	83	116	119	35
Consumption*	125	126	106	110	118	124	127	116	144	140	45

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL, Eurostat

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	61%	67%	73%	79%	79%	84%	87%	86%	91%	93%	8
Imp/Consumption	35%	40%	48%	59%	58%	66%	74%	72%	81%	85%	19

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Spain					33.9%	France					44.7%
China					24.4%	Spain					17.1%
Italy					17.2%	United Kingdom					11.3%
Romania					5.5%	United States					4.5%
France					3.2%	Germany					3.6%
Denmark					2.6%	Angola					2.1%
Poland					2.4%	Canada					1.7%
Netherlands					2.1%	Netherlands					1.4%
Germany					2.1%	Belgium					1.4%
Vietnam					1.8%	Switzerland					1.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-2%						2%					

Source: CSIL

Table C50 Qatar

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	42	44	44	44	46	46	46	44	44	43	57
Exports	0	0	1	0	0	0	0	0	0	0	70
Imports	85	93	103	86	87	91	89	78	123	150	30
Consumption*	127	137	146	130	133	136	135	122	167	193	39

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	68
Imp/Consumption	67%	68%	70%	66%	66%	66%	66%	64%	74%	78%	26

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
QAR per US\$	3.64	3.64	3.64	3.64	3.64	3.64	3.64	3.64	3.64	3.64	
QAR per EUR	4.84	4.84	4.04	4.03	4.11	4.30	4.07	4.15	4.31	3.83	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					41.7%	United Arab Emir.					29.0%
Türkiye					19.3%	Italy					12.4%
Italy					16.7%	Myanmar					11.1%
Romania					2.8%	Lebanon					9.1%
Lebanon					2.7%	Germany					8.3%
USA					2.7%	Saudi Arabia					8.0%
Canada					2.0%	Kuwait					6.2%
Vietnam					1.5%	Bahrain					4.3%
Portugal					1.4%	France					2.9%
Spain					1.3%	China					2.2%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						3%	2024				
							2%				

Source: CSIL

Table C51 Romania

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	654	837	700	756	757	718	694	647	819	799	11
Exports	537	719	605	640	622	583	553	502	668	659	9
Imports	29	31	32	41	51	67	74	83	121	117	36
Consumption*	146	148	127	157	186	202	216	228	271	258	35

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	82%	86%	86%	85%	82%	81%	80%	78%	82%	82%	16
Imp/Consumption	20%	21%	25%	26%	28%	33%	34%	36%	45%	45%	46

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
RON per US\$	3.33	3.35	4.01	4.06	4.05	3.94	4.24	4.24	4.16	4.69	
RON per EUR	4.42	4.45	4.45	4.49	4.58	4.66	4.75	4.84	4.93	4.94	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					18.6%	France					21.4%
Poland					17.8%	Italy					12.5%
Bulgaria					17.2%	Germany					11.5%
Türkiye					14.3%	United Kingdom					7.7%
Italy					8.3%	Spain					5.7%
Ukraine					3.9%	Netherlands					4.5%
Germany					3.2%	Austria					4.4%
Moldova					1.6%	Belgium					4.1%
Serbia					1.2%	United States					3.3%
Netherlands					1.1%	Poland					3.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-1%	2024				
							1%				

Source: CSIL

Table C52 Russia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	1,005	744	463	440	525	513	522	463	591	508	20
Exports	27	26	20	22	30	31	40	45	72	36	39
Imports	499	499	277	202	222	244	240	247	329	230	26
Consumption*	1,477	1,216	720	620	717	725	722	665	848	703	16

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	3%	4%	4%	5%	6%	6%	8%	10%	12%	7%	49
Imp/Consumption	34%	41%	38%	33%	31%	34%	33%	37%	39%	33%	54

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
RUB per US\$	31.87	38.57	61.34	66.98	58.36	62.81	64.72	72.34	73.68	78.09	
RUB per EUR	42.33	51.28	68.06	74.16	65.96	74.22	72.45	82.54	87.16	82.26	

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		
	2023	2024
	-8%	0%

Source: CSIL

Table C53 Saudi Arabia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	67	66	60	60	63	58	58	52	54	57	54
Exports	8	6	5	10	11	7	3	6	10	8	48
Imports	196	230	253	295	317	297	361	356	478	511	12
Consumption*	255	291	308	345	369	348	416	401	522	560	22

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	12%	9%	8%	17%	18%	12%	4%	12%	18%	14%	39
Imp/Consumption	77%	79%	82%	86%	86%	85%	87%	89%	92%	91%	10

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
SAR per US\$	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75	
SAR per EUR	4.98	4.99	4.16	4.15	4.24	4.43	4.20	4.28	4.44	3.95	

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 Emir.					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 Emir.					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											
						2023					
						3%					
							2024				
							2%				

Source: CSIL

Table C54 Serbia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	88	70	60	65	73	84	84	78	92	105	45
Exports	78	60	52	58	64	74	75	68	82	97	30
Imports	18	17	15	16	20	23	24	29	36	44	54
Consumption*	28	27	24	24	29	33	34	39	45	51	61

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	89%	87%	86%	89%	88%	88%	88%	87%	90%	93%	10
Imp/Consumption	65%	65%	65%	68%	69%	70%	71%	74%	79%	85%	17

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CSD per US\$	85.17	88.45	108.84	111.28	107.73	100.21	105.26	103.13	99.44	111.75	
CSD per EUR	113.11	117.61	120.77	123.20	121.74	118.42	117.82	117.67	117.64	117.72	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					22.9%	Italy					20.6%
Italy					15.9%	France					17.5%
Türkiye					15.9%	Croatia					9.6%
Bosnia Herz.					15.0%	Montenegro					8.3%
Poland					10.4%	Bosnia Herz.					5.7%
North Macedonia					4.6%	Netherlands					4.5%
Romania					4.1%	North Macedonia					4.1%
Germany					2.6%	Switzerland					3.0%
Croatia					1.4%	Russia					3.0%
Bulgaria					1.0%	Bulgaria					2.9%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
0%						2%					

Source: CSIL

Table C55 Singapore

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	122	129	108	104	100	97	89	66	86	95	47
Exports	10	6	5	4	4	6	3	3	4	3	53
Imports	56	48	55	45	49	62	59	42	61	71	46
Consumption*	168	172	158	145	145	153	144	105	144	162	43

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	8%	4%	4%	4%	4%	6%	4%	4%	4%	4%	55
Imp/Consumption	33%	28%	34%	31%	34%	41%	41%	40%	43%	43%	49

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
SGD per US\$	1.25	1.27	1.37	1.38	1.38	1.35	1.36	1.38	1.34	1.38	
SGD per EUR	1.66	1.68	1.53	1.53	1.56	1.59	1.53	1.57	1.59	1.45	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					45.1%	Indonesia					27.3%
Malaysia					16.4%	Malaysia					18.4%
Italy					15.3%	Qatar					11.1%
Vietnam					4.6%	Thailand					4.0%
Germany					2.6%	Japan					3.6%
USA					2.5%	USA					3.2%
Denmark					1.5%	China					3.1%
Poland					1.2%	Bangladesh					3.0%
Spain					1.2%	South Korea					2.9%
France					1.2%	Australia					2.8%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						1%	2024				
							2%				

Source: CSIL

Table C56 Slovakia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	203	213	189	212	219	225	199	189	218	207	33
Exports	177	193	173	195	204	214	186	177	205	189	23
Imports	49	57	52	52	61	71	71	70	94	86	43
Consumption*	74	77	68	69	76	83	84	82	106	104	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	87%	90%	92%	92%	93%	95%	93%	94%	94%	91%	13
Imp/Consumption	65%	73%	76%	76%	81%	86%	85%	85%	88%	83%	21

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					44.3%	Germany				48.0%	
Austria					19.1%	Denmark				13.6%	
Germany					11.1%	Netherlands				6.8%	
Czech Rep.					9.9%	Switzerland				5.9%	
Romania					3.9%	Czech Rep.				5.9%	
Italy					3.0%	United States				5.2%	
China					2.1%	Austria				5.2%	
Bosnia Herz.					1.4%	Hungary				3.2%	
Hungary					1.3%	Belgium				1.6%	
Ukraine					0.8%	Romania				0.8%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
				2023				2024			
				-3%				1%			

Table C57 Slovenia

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	86	82	67	67	76	73	73	66	79	76	50
Exports	53	53	41	40	50	46	49	48	61	62	36
Imports	51	56	43	51	62	67	64	67	93	91	41
Consumption*	84	86	69	77	88	94	89	85	111	105	48

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	62%	64%	60%	61%	66%	63%	67%	73%	77%	81%	17
Imp/Consumption	61%	66%	61%	66%	70%	71%	73%	79%	84%	86%	14

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Serbia					23.3%	France					28.2%
Bosnia Herz.					18.6%	Germany					26.4%
Germany					12.9%	Croatia					6.4%
Poland					10.5%	Austria					4.6%
China					9.9%	Denmark					3.5%
Italy					7.0%	Hungary					3.1%
Romania					5.1%	Belgium					2.9%
North Macedonia					3.6%	Switzerland					2.9%
Austria					2.8%	Bosnia Herz.					2.3%
Croatia					1.2%	Sweden					2.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-2%	2024				

Source: CSIL

Table C58 South Africa

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	226	222	195	177	207	199	175	126	170	167	35
Exports	23	24	20	24	31	30	26	19	24	23	42
Imports	68	65	57	50	55	64	75	55	75	45	53
Consumption*	271	263	232	203	231	234	224	161	220	190	40

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	10%	11%	10%	13%	15%	15%	15%	15%	14%	14%	41
Imp/Consumption	25%	25%	25%	25%	24%	28%	33%	34%	34%	24%	61

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
ZAR per US\$	9.64	10.84	12.76	14.68	13.29	13.23	14.45	16.49	14.78	16.36	
ZAR per EUR	12.81	14.42	14.16	16.26	15.02	15.63	16.17	18.82	17.48	17.23	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					74.7%	Namibia					26.7%
Italy					8.3%	Botswana					17.1%
Vietnam					2.8%	Zambia					14.8%
Indonesia					2.4%	Eswatini					7.9%
Türkiye					1.9%	Lesotho					6.3%
Malaysia					1.7%	Mozambique					6.0%
USA					1.5%	USA					3.8%
Germany					1.1%	Congo DR					3.7%
Portugal					0.9%	Zimbabwe					2.7%
India					0.7%	Malawi					1.4%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											

Table C59 South Korea

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	413	453	451	444	457	452	445	454	496	444	22
Exports	6	6	7	8	9	8	9	3	3	3	54
Imports	149	193	244	263	291	308	336	407	438	389	17
Consumption*	556	640	689	699	739	751	773	857	932	830	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	1%	1%	1%	2%	2%	2%	2%	1%	1%	1%	59
Imp/Consumption	27%	30%	35%	38%	39%	41%	44%	47%	47%	47%	45

Sources: CSIL


** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
KRW per US\$	1094.67	1052.29	1130.96	1159.34	1129.04	1099.29	1165.80	1180.56	1144.89	1291.78	
KRW per EUR	1453.83	1399.23	1254.91	1283.62	1275.93	1299.03	1305.00	1347.02	1354.41	1360.76	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China				74.5%		China				10.2%	
Italy				8.5%		Japan				8.8%	
Vietnam				7.3%		United Arab Emir.				7.9%	
Germany				2.1%		Saudi Arabia				7.2%	
Norway				1.2%		India				5.7%	
Thailand				1.1%		USA				5.3%	
Denmark				0.9%		Hong Kong, China				4.9%	
France				0.7%		Russia				4.7%	
USA				0.6%		Vietnam				4.4%	
Poland				0.5%		Philippines				4.0%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					2024
						2%					2%

Source: CSIL

Table C60 Spain

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	551	624	555	591	633	682	665	617	768	756	14
Exports	157	199	176	195	210	237	244	197	259	263	16
Imports	230	252	212	233	257	292	288	257	399	403	16
Consumption*	624	677	592	629	679	736	709	677	907	895	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	29%	32%	32%	33%	33%	35%	37%	32%	34%	35%	35
Imp/Consumption	37%	37%	36%	37%	38%	40%	41%	38%	44%	45%	47

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
EUR per US\$	0.75	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					52.6%	France					24.1%
Romania					9.1%	Portugal					15.0%
Italy					9.0%	United States					7.7%
Portugal					6.6%	United Kingdom					7.5%
Poland					6.0%	Germany					4.6%
Denmark					2.9%	Italy					3.9%
Vietnam					2.8%	Morocco					3.2%
Germany					2.5%	Belgium					2.7%
France					1.4%	Saudi Arabia					2.4%
Türkiye					1.1%	Netherlands					2.3%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
											
						2023			2024		
						-3%			2%		

Source: CSIL

Table C61 Sweden

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	525	517	454	463	477	482	461	451	532	507	21
Exports	179	179	172	179	189	208	215	208	247	229	18
Imports	316	336	295	308	334	373	361	359	479	406	15
Consumption*	662	675	577	593	622	647	607	602	765	685	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	34%	35%	38%	39%	40%	43%	47%	46%	46%	45%	30
Imp/Consumption	48%	50%	51%	52%	54%	58%	59%	60%	63%	59%	37

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
SEK per US\$	6.51	6.86	8.44	8.55	8.54	8.69	9.46	9.22	8.58	10.12	
SEK per EUR	8.65	9.12	9.36	9.47	9.65	10.27	10.59	10.52	10.15	10.66	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Poland					25.3%	Norway					34.4%
China					24.8%	Denmark					11.7%
Lithuania					22.7%	Germany					10.8%
Denmark					6.3%	Finland					9.0%
Romania					3.2%	United States					6.6%
Bosnia Herz.					2.2%	France					6.1%
Vietnam					1.7%	United Kingdom					4.0%
Norway					1.6%	Poland					2.0%
Türkiye					1.5%	Netherlands					1.7%
Italy					1.4%	Spain					1.6%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
-4%						1%					

Source: CSIL

Table C62 Switzerland

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	139	138	125	116	115	116	110	93	112	107	44
Exports	59	57	53	40	36	36	36	32	37	38	38
Imports	663	664	604	592	602	630	607	626	744	716	9
Consumption*	742	745	676	668	681	710	681	687	819	784	14

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	43%	42%	42%	34%	31%	31%	33%	34%	33%	36%	34
Imp/Consumption	89%	89%	89%	89%	88%	89%	89%	91%	91%	91%	11

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
CHF per US\$	0.93	0.91	0.96	0.98	0.98	0.98	0.99	0.94	0.91	0.96	
CHF per EUR	1.23	1.22	1.07	1.09	1.11	1.16	1.11	1.07	1.08	1.01	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
Germany					27.2%	Germany					39.8%
Italy					18.9%	France					14.8%
Poland					14.6%	Netherlands					6.0%
China					13.7%	USA					5.8%
France					3.0%	Italy					5.5%
Lithuania					2.2%	China					4.1%
Romania					2.0%	Belgium					2.7%
Vietnam					1.7%	Austria					2.6%
Austria					1.5%	South Korea					2.0%
Belgium					1.5%	Poland					1.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
						2023					
						-3%	2024				
							0%				

Source: CSIL

Table C63 Taiwan, China

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	320	332	330	315	328	322	314	316	348	316	29
Exports	55	60	56	46	43	30	29	27	29	29	41
Imports	57	59	60	62	69	78	84	86	104	125	34
Consumption*	321	332	333	331	354	370	368	375	423	412	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	17%	18%	17%	15%	13%	9%	9%	9%	8%	9%	46
Imp/Consumption	18%	18%	18%	19%	20%	21%	23%	23%	25%	30%	56

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
TWD per US\$	29.68	30.30	31.74	32.23	30.40	30.13	30.91	29.46	27.94	29.80	
TWD per EUR	39.42	40.29	35.22	35.68	34.36	35.60	34.60	33.61	33.05	31.39	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					62.8%	Netherlands					39.3%
Italy					12.5%	United States					27.8%
Vietnam					5.0%	Japan					18.3%
Malaysia					4.9%	Germany					4.1%
Indonesia					4.2%	Norway					2.6%
Thailand					2.7%	China					1.4%
Germany					1.7%	United Kingdom					1.1%
Denmark					1.3%	Sweden					1.0%
United States					1.0%	Canada					1.0%
France					0.9%	Vietnam					0.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
0%						1%					

Source: CSIL

Table C64 Thailand

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	406	388	379	350	360	400	432	425	476	441	23
Exports	168	175	152	124	113	130	120	178	244	227	20
Imports	52	54	56	57	61	72	70	70	95	108	38
Consumption*	290	266	283	283	308	343	382	317	327	321	29

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	41%	45%	40%	36%	31%	33%	28%	42%	51%	52%	28
Imp/Consumption	18%	20%	20%	20%	20%	21%	18%	22%	29%	33%	53

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
THB per US\$	30.70	32.46	34.24	35.26	33.91	32.30	31.04	31.31	32.01	35.05	
THB per EUR	40.77	43.16	37.99	39.04	38.33	38.17	34.75	35.72	37.86	36.92	

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China				82.1%		United States				55.9%	
Italy				5.5%		Japan				11.5%	
Vietnam				3.4%		China				5.7%	
Malaysia				1.8%		Australia				5.1%	
Norway				1.5%		United Kingdom				5.0%	
United States				1.0%		Canada				2.4%	
Japan				0.9%		Singapore				1.9%	
Indonesia				0.8%		New Zealand				1.8%	
Germany				0.7%		South Korea				1.5%	
Australia				0.3%		Philippines				0.9%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											

Table C65 Türkiye

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	848	857	804	768	834	777	829	801	1,010	1,064	10
Exports	311	328	301	305	339	383	476	484	660	710	8
Imports	144	148	131	55	53	46	41	46	53	60	48
Consumption*	681	677	635	518	547	440	394	363	403	415	26

* Apparent consumption = Production – Exports + Imports

** Ranking among 70 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

Opening of the upholstered furniture sector to foreign trade											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	37%	38%	37%	40%	41%	49%	57%	60%	65%	67%	24
Imp/Consumption	21%	22%	21%	11%	10%	11%	10%	13%	13%	15%	63

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TRY per US\$	1.91	2.19	2.73	3.02	3.65	4.85	5.68	7.03	8.92	16.61
TRY per EUR	2.53	2.91	3.03	3.35	4.12	5.74	6.36	8.02	10.56	17.50

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners										
Origin of office furniture imports					Destination of office furniture exports					
Italy				22.5%	Iraq					15.8%
Romania				19.9%	Germany					7.4%
China				19.8%	Israel					6.8%
Poland				8.1%	USA					6.1%
Slovakia				7.5%	Qatar					5.1%
Vietnam				3.1%	France					4.0%
Indonesia				2.8%	United Arab Emir.					3.8%
Malaysia				1.9%	Italy					3.2%
Czechia				1.7%	Libya					2.9%
Germany				1.6%	Netherlands					2.4%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-1%	1%

Source: CSIL

Table C66 Ukraine

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	209	169	119	110	134	154	174	174	223	131	39
Exports	89	100	74	75	96	110	125	138	190	123	27
Imports	66	47	27	27	31	39	46	55	66	33	57
Consumption*	185	117	72	63	69	82	95	90	100	41	62

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	43%	59%	62%	68%	71%	72%	72%	80%	85%	94%	7
Imp/Consumption	36%	41%	37%	43%	45%	47%	48%	61%	66%	81%	23

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
UAH per US\$	8.12	12.01	21.91	25.56	26.58	27.20	25.82	26.98	27.27	32.43	
UAH per EUR	10.79	15.96	24.32	28.30	30.04	32.14	28.91	30.78	32.26	34.17	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					31.8%	Poland					32.1%
Italy					27.4%	Denmark					11.3%
Poland					19.4%	Germany					9.8%
Russia					6.4%	Belgium					9.0%
Germany					3.2%	Austria					4.6%
Romania					1.9%	Lithuania					3.9%
Belarus					1.9%	Netherlands					3.8%
Türkiye					1.8%	Sweden					2.7%
Czech Rep.					0.9%	Czech Rep.					2.2%
Estonia					0.8%	United States					2.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
n.a.						n.a.					

Source: CSIL

Table C67 United Arab Emirates

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	52	55	55	57	60	64	63	54	85	88	48
Exports	18	17	26	22	40	53	59	46	78	82	33
Imports	435	432	382	330	279	266	307	311	453	408	14
Consumption*	469	471	411	364	299	277	312	319	460	414	27

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	35%	30%	48%	39%	66%	82%	93%	85%	92%	93%	9
Imp/Consumption	93%	92%	93%	90%	93%	96%	99%	97%	99%	99%	1

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
AED per US\$	3.67	3.67	3.67	3.67	3.67	3.67	3.67	3.67	3.67	3.67	
AED per EUR	4.88	4.88	4.07	4.06	4.15	4.34	4.11	4.19	4.34	3.87	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					69.7%	Saudi Arabia					28.4%
Italy					9.8%	Kuwait					25.5%
Türkiye					5.4%	Oman					11.8%
Poland					2.0%	Qatar					6.0%
United States					1.9%	Bahrain					4.6%
Romania					1.5%	United Kingdom					4.3%
Netherlands					1.1%	Egypt					2.9%
Saudi Arabia					0.9%	India					2.3%
Malaysia					0.8%	Iraq					2.1%
Germany					0.7%	Cameroon					1.1%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
2%						2%					

Source: CSIL

Table C68 United Kingdom

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	1,994	2,236	2,169	2,020	1,984	2,028	1,925	1,683	2,166	2,122	7
Exports	112	117	116	148	165	179	174	136	124	174	24
Imports	1,106	1,155	1,179	1,154	1,134	1,186	1,284	1,203	1,808	2,071	3
Consumption*	2,989	3,274	3,232	3,026	2,953	3,035	3,035	2,749	3,850	4,019	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	6%	5%	5%	7%	8%	9%	9%	8%	6%	8%	48
Imp/Consumption	37%	35%	36%	38%	38%	39%	42%	44%	47%	52%	43

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
GBP per US\$	0.64	0.61	0.65	0.74	0.78	0.75	0.78	0.78	0.73	0.81
GBP per EUR	0.85	0.81	0.73	0.82	0.88	0.88	0.88	0.89	0.86	0.85

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					51.6%	Ireland					29.4%
Poland					18.5%	USA					16.1%
Italy					8.7%	France					11.5%
Romania					3.0%	Germany					6.1%
Vietnam					1.8%	Israel					5.1%
Portugal					1.7%	Netherlands					3.8%
Germany					1.6%	Hong Kong, China					3.3%
Lithuania					1.3%	Switzerland					2.3%
Malaysia					1.2%	Australia					1.8%
Spain					1.1%	United Arab Emir.					1.7%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-4%	1%

Source: CSIL

Table C69 United States

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	10,641	10,805	11,883	12,171	12,342	12,714	11,522	11,359	12,836	14,762	2
Exports	732	760	757	717	708	700	675	603	765	922	6
Imports	4,585	5,044	5,809	6,207	6,974	7,591	7,025	7,083	9,784	9,636	1
Consumption*	14,494	15,088	16,935	17,661	18,608	19,605	17,871	17,839	21,855	23,476	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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	7%	7%	6%	6%	6%	6%	6%	5%	6%	6%	51
Imp/Consumption	32%	33%	34%	35%	37%	39%	39%	40%	45%	41%	51

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
USD per EUR	1.33	1.33	1.11	1.11	1.13	1.18	1.12	1.14	1.18	1.05

Source: US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					36.8%	Canada				78.8%	
Vietnam					29.9%	Mexico				4.3%	
Mexico					11.4%	United Arab Emir.				1.5%	
Italy					4.9%	Saudi Arabia				1.3%	
Canada					4.2%	Bahamas				0.8%	
Cambodia					2.1%	South Korea				0.8%	
Malaysia					2.0%	Australia				0.8%	
Thailand					1.8%	Brazil				0.8%	
Indonesia					1.3%	United Kingdom				0.7%	
India					0.5%	China				0.7%	

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts		
	2023	2024
	-3%	1%

Source: CSIL

Table C70 Vietnam

Upholstered Furniture Indicators

The upholstered furniture sector. Million of US\$											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Production	549	735	810	1,034	1,383	1,655	2,504	3,485	4,978	4,612	3
Exports	482	647	726	942	1,284	1,565	2,429	3,415	4,878	4,537	2
Imports	76	54	64	48	57	92	140	163	136	221	27
Consumption*	143	142	147	140	156	183	215	232	236	296	30

* 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											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Ranking**
Exp/production	88%	88%	90%	91%	93%	95%	97%	98%	98%	98%	1
Imp/Consumption	53%	38%	43%	35%	36%	50%	65%	70%	58%	75%	28

Sources: CSIL

** Ranking among 70 countries, last available year

Exchange rates											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
VND per US\$	21025.38	21195.32	21922.41	22365.46	22715.00	23022.00	23228.00	23233.00	22936.00	23411.00	
VND per EUR	27923.80	28183.42	24325.11	24763.03	25670.22	27205.10	26001.42	26508.85	27133.29	24661.15	

Sources: Bank of Italy, US Federal Reserve

Main furniture trading partners											
Origin of office furniture imports						Destination of office furniture exports					
China					89.8%	United States					83.9%
Italy					5.6%	Canada					2.8%
Malaysia					2.4%	Japan					2.5%
Germany					0.8%	Australia					1.5%
Japan					0.2%	Saudi Arabia					1.4%
Portugal					0.2%	Germany					1.1%
Thailand					0.2%	France					1.0%
United States					0.2%	South Korea					0.7%
United Kingdom					0.1%	United Kingdom					0.5%
Lao PDR					0.1%	Denmark					0.5%

Source: CSIL. Data are for the last available year

Real growth of upholstered furniture consumption. Forecasts											
2023						2024					
4%						5%					

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 & Russia: 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 70 countries in this edition of the World Upholstered Industry Report are the same as last year except for the removal of Venezuela and the addition of Ghana.

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 91% and 85% 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. Prodcom 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: $\text{production} - \text{exports} + \text{imports}$.

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 1 June 2023. Figures for 2022 and 2021 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 2023 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 Japan and South Korea have been revised because of more recent information available from official sources.
30. As a consequence of the war, data for Russia and Ukraine are subject to major uncertainties and should be used with special caution.
31. LCU: local currency unit.
32. n.a.: not available
33. The cutoff date for data in this report is June 1, 2023. 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.