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July 2024
W17 – R3724

THE WORLD MATTRESS INDUSTRY

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MATTRESSES

July 2024

W17 – R3724

THE WORLD MATTRESS INDUSTRY

Research prepared by S. Pelizzari, G. Taveggia, L.Zhang, U. Finzi (senior Advisor)

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Poland	92	Spain	195	Vietnam	295
Brazil	105	Australia	211	Sweden	309
United Kingdom	122	France	225	Belgium	321
Italy	138	Germany	239		

FOR EACH COUNTRY:

- Mattress production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in mattress consumption in 2024 and 2025.
- Mattress production in quantity 2018-2023 (is available for Belgium, Brazil, Canada, China, France, Germany, India, Italy, Japan, Mexico, Poland, Portugal, Spain, Sweden, Türkiye, United Kingdom, United States, Vietnam)
- Information on breakdown of production by material (innerspring, latex, foam, other) (is available for Australia, Belgium, Brazil, China, France, Germany, India, Italy, Mexico, Poland, Portugal, Spain, Türkiye, United Kingdom, Vietnam)
- Major trading partners (countries of origin of imports and destination of exports of mattresses)
- Socio-economic indicators, including population forecasts (2023-2035) and resident population in main cities and projected growth (2020/2025/2030)
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FOR EACH COUNTRY:

- Mattress production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in mattress consumption in 2024 and 2025.
- Major trading partners (countries of origin of imports and destination of exports of mattresses).

APPENDIX 424

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I. Structure of the report

This report contains an overview of the world mattress industry. It focuses on the 50 most important mattress manufacturing countries: Argentina, Australia, Austria, Belgium, Brazil, Bulgaria, Canada, Chile, China, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, India, Indonesia, Ireland, Italy, Japan, Kuwait, Latvia, Lithuania, Malaysia, Mexico, the Netherlands, Norway, Philippines, Poland, Portugal, Romania, Russia, Saudi Arabia, Serbia, Slovakia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan (China), Thailand, Türkiye, United Arab Emirates, the United Kingdom, the United States and Vietnam.

Data on international trade of mattresses cover (in addition to the 50 countries listed above), 10 other countries, for a total of 60 countries.
After an executive summary, the report consists of six parts:
Part I deals with the production, consumption and international trade of mattresses

Part II includes a section on world mattress statistics

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

- Mattress production, apparent consumption, exports, imports for the years 2014-2023 and forecasts of yearly changes in mattress consumption in 2024 and 2025.
- Mattress production in quantity 2018-2023 (is available for Belgium, Brazil, Canada, China, France, Germany, India, Italy, Japan, Mexico, Poland, Portugal, Spain, Sweden, Türkiye, United Kingdom, United States, Vietnam)
- Information on breakdown of production by material (innerspring, latex, foam, other) (is available for Australia, Belgium, Brazil, China, France, Germany, India, Italy, Mexico, Poland, Portugal, Spain, Türkiye, United Kingdom, Vietnam)
- Major trading partners (countries of origin of imports and destination of exports of mattresses)
- Socio-economic indicators, including population forecasts (2023 - 2035) and resident population in main cities and projected growth (2020/2025/2030)
- Major mattress manufacturers by turnover with short profiles

Part IV includes detailed profiles of 35 major mattress manufacturers worldwide.

Part V includes Short Country Analysis, covering the 50 most important countries for mattress production, consumption and trade

Appendix with methodology notes

All data in the report are in current US$. They are affected by exchange rate variations. Consumption is apparent consumption (production plus imports minus exports) valued at factory prices, excluding retail mark up.

This is the XXI edition of the CSIL World Mattress Industry report. Comments are warmly welcomed and should be addressed either to Stefania Pelizzari (pelizzari@csilmilano.com) or to Giulia Taveggia (taveggia@csilmilano.com).

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II. Executive summary

- **Global market returns to pre-pandemic levels**: The world mattress market (at production prices excluding retail markup) amounts to US$ 30 billion. In the last decade the world mattress market followed a stable (and slow) growth path, increasing by 2% yearly. Exceptionally, in 2021, the mattress sector increased by 18% (in current US$) over 2020. During 2022 and 2023, the global market contracted by -9% and -3%, respectively, returning to pre-pandemic levels. The 2019 (pre-pandemic) levels have been reached (and surpassed) by all the geographic regions (except for South America).
- **Regional and country analysis**: Asia and Pacific, and North America are the leading markets for mattresses, accounting for 39% and 34% of the global market, respectively. In the last ten years, North America increased its share at the expense of Europe, which saw its weight in the world mattress market decrease from 22% in 2014 to 20% in 2023. In terms of single countries, the US and China are the largest markets for mattresses, holding together nearly 60% of the global consumption. The US market registered a decrease of -7% in 2023 over 2022 (in current US$), mainly due to the poor performance of the housing market, high inflation, and elevated interest rates. In China, the second-leading market, after a double-digit slowdown in 2022, the mattress market contracted by -2% in 2023 compared to 2022. Among the positive factors driven the rebound include a timid growth of furniture retail (particularly in the second half) and government's supporting measures to the housing market and the home furnishings sector. Among the largest markets, India has continued a growing path, increasing by +10% in 2023 (in current US$), driven by an increasing importance of the organized market with the rising demand for good-quality mattresses among Indian consumers.
- **Market drivers**: A key trend driving the mattress industry is the increased awareness among consumers about the health benefits of better sleep (both in traditional and emerging markets). Room for growth derives from the high-end market. Another important driver is the increased demand for roll-packed/compressed mattresses in both online and traditional sales channels. Lastly, the recovery of the contract segment, which has ground to a halt during the pandemic and rebounded in the last two years, represents a potential of growth for companies operating in this sector.
- **The online channel**: The e-commerce channel development in the mattress sector has been one of the most relevant changes across the market in recent years. With different dynamics and peculiarities in product features, technological advancement in production and transport, retail strategies evolution, and consumer behavior, the online mattress market runs on parallel tracks compared to the furniture market. The e-commerce mattress market had already been on a growth trajectory before the pandemic outbreak, which recorded hypergrowth in online sales. In 2023, the global online incidence is estimated to reach 23% (16% in 2019) out of total mattress market. The increasing role of the online (and bed-in-a-box) and the sourcing policies of leading online mattress companies are also bringing some changes to the supply chain. The industry suppliers are increasing their role in supplying finished products to the market.
- **Production development**: The mattress industry is growing globally, driven by progressive industrialization in emerging countries and moderate growth in advanced economies (+14% in terms of value during 2014-2023). An estimated 220 million of mattresses are manufactured worldwide. Even though the industry's value is above pre-pandemic levels, the volume of mattresses produced remains below 2019 levels, indicating that a price effect is still impacting the industries. It is worth to remember that the mattress sector has been one of the most hit by supply issues, raw materials price increases and lack of availability, particularly related to the PU foam. Asia and Pacific accounts for over 40% of world production value, followed by North America (30%), and Europe (20%). In Asia, countries such as Vietnam, Indonesia, and Thailand benefitted mainly from the investments made by foreign manufacturers (particularly from China) in opening manufacturing facilities whose production is primarily addressed

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to export markets. In North America, several investments in expanding mattress production capacity occurred in the US and Mexico (more recently). The Chinese mattress industry seems to be in a difficult moment, because of the declining demand of the internal market and poor performance of exports, which have been traditionally a driver for the Chinese mattress industry, but today are still below the pre-pandemic level. The US mattress industry, after an extraordinary growth of 24% in 2021, it contracted in 2022 and 2023 (-7%). Among the largest mattress producing countries, India, Mexico, and Türkiye have performed well, surpassing the pre-pandemic levels. Within Europe, it is worth mentioning the good results of South European countries, such Spain and Italy, among the best performing countries of the area.

- **Competitive landscape**: The mattress industry is a global internationalized sector with some large groups offering major brands, most of which are manufactured under license in local markets. Production agreements between leading mattress companies holding well-known brands (particularly US) and licensee mattress manufactures play a relevant role within the global competitive system. According to CSIL, the leading 100 manufacturers account for 65% of the world's mattress production. Asia and Pacific companies are 44, followed Europe (22) and North America (19). 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. Trends impacting the competitive system in the mattress industry include the increasing role of industry suppliers in manufacturing finished mattresses (particularly boxed mattresses) and the increasing integration of manufacturing and retailing activities, with important merging between leading manufacturers and retailers (mostly in Europe and in the US).
- **Globalization, nearshoring and trade tensions**: Recently, the mattress sector has been one of the most impacted by trade tensions and antidumping policies of the US against China (first) and other export-oriented countries. With the last imposition (2023, effect since May 2024) of anti-dumping duties on additional twelve countries, tariffs will be imposed on almost all imported mattresses in the US. Those measures impacted (and are still impacting) on trade flows matrix, on companies' decision-making and investment strategies related to the localization of manufacturing plants, inventories, and supply chains. China, which until 2019 represented the largest share of US mattress imports, disappeared from the leading US mattress suppliers in favor of Indonesia and Mexico. Chinese mattress exports are now mainly addressed to Asian markets (Japan, South Korea, and Australia). The future development of international trade is extremely uncertain. It will depend on the impact of the regulations imposed by the US and on the ability of leading Chinese exporting companies to relocate their production not only in the Asia Pacific but also in Europe and North America (in the US and Mexico important investments in manufacturing expansion both from US and foreign companies is underway). Generally leading mattress manufacturers recently adopted a manufacturing footprint differentiation strategy.
- **Market outlook**: World consumption of mattresses is expected to stagnate in 2024 and to increase by 2.3% in 2025 (in real terms), with a substantially slow growth in North America and Europe (below the world average), and a substantial consumption increase in Asia. According to IMF, world GDP growth is expected to be 3.2 percent both in 2024 and in 2025 with emerging and developing economies growing much faster than advanced economies. Global inflation will decrease from 2.8 percent at the end of 2024 to 2.4 percent at the end of 2025, according to World Economic Outlook, April 2024. Downside risks are due to regional conflicts, slow growth in China and prospects of more geoeconomic fragmentation.

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SUSTAINABILITY AND CIRCULARITY

Sustainability and circularity goals are becoming increasingly relevant for the world mattress sector, with the important difference in approach and status among the leading mattress-producing areas. Companies expect this will influence the formulation of their strategies in many fields.

Raw materials and components sourcing activities will be progressively transformed, and the collaborations upstream of the value chain with chemical companies and material suppliers will be key to achieving higher sustainability and circularity of mattresses put on the market. Mattress manufacturers are generally evaluating and testing different options and orienting their sourcing to keep together raw materials and components' price, quality, sustainability, and circularity potential.

PU foam, a frequently used option for the fabrication of mattresses, is mainly produced from fossil (non-renewable) resources, and its reuse and recyclability are still limited. **Raw materials of natural origin** have some appeal and companies expect a higher presence of these options, but one should keep in mind that natural fibres mattresses represent today only a marginal share of the market. **Sustainable alternatives** such as bio-based and CO2-based PU foam are still marginally used because of price-related issues or because of limited offer and knowledge of these materials. However, the industry seems intentioned to increase the usage of such alternatives, as no major technical barriers seem to exist.

Companies also expect a progressive advancement in **recycling technologies**, now only at a pilot stage, with the possibility of producing PU foam using recycled polyols or isocyanates. The recycled content option seems appealing to mattress manufacturers and there is specific attention to the technical properties that the PU foam produced with recycled raw materials will feature. Collaborations upstream of the value chain with chemical companies and material suppliers will be more and more essential for mattress manufacturers.

In addition to specific material choices to achieve sustainability, mattress companies also focus on **product design** that will be increasingly conceived for circularity. The need to design products that are easy to deconstruct in the dismantling phase seems to acquire more relevance. The industry is looking for ways to enable easy separation of comfort layers from the core (e.g. reducing sophistication, easy debonding, etc).

In this regard, it is worth noting that, in Europe, the Ecodesign for Sustainable Products Regulation (ESPR), entered into force on 18 July 2024. The ESPR regulation presents a complex landscape for companies in the mattress and furniture industries, and it will take time to fully understand and assess the potential impacts. The synergy between suppliers and manufacturers is even more pivotal. The role of suppliers in finding new and right solutions, innovations that support manufacturers will drive the market.

The **mattresses' end-of-life management** is increasingly important (particularly in Europe and US). The need to implement efficient (and economically feasible) mattress collection mechanisms and recycling technologies advancement will be key in meeting regulations' requirements. Implementing an Extended Producer Responsibility (EPR) scheme, thus requiring mattress manufacturers to implement recycling programs, could improve the circularity of mattresses.

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Mattress manufactures' 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 mattress industry. The survey was launched in April and closed in June 2024. Manufacturers are headquartered in 30 different countries. With an average mattress turnover of about US$ 140 million, they are relatively larger, compared to the sector' average. Some of the main results are reported and commented below.

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

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

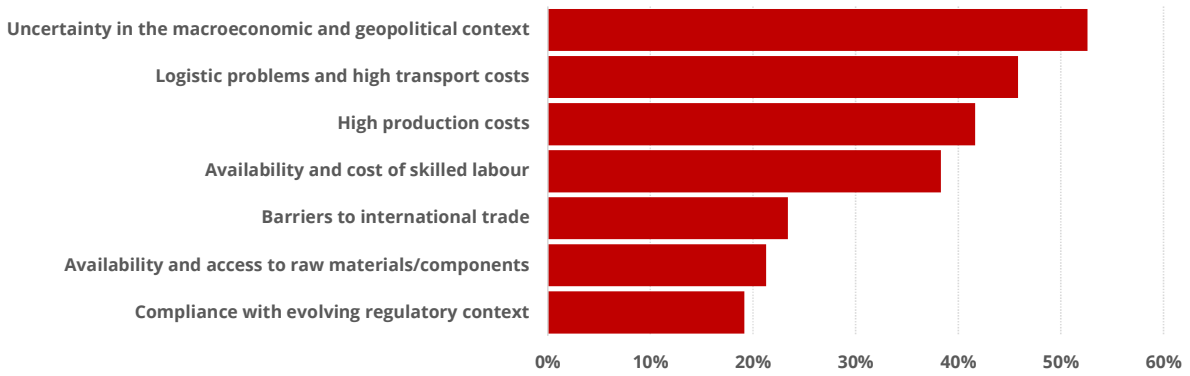
When asking to global mattress manufacturers which challenges are currently more significant, uncertainty in the geopolitical and macroeconomic context is the main concern. Geopolitical issues and tensions are in continuous evolution, including the war in Ukraine, the Israel-Hamas conflict, and the recent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

Linked to this point, logistics and transportation issues remain a significant concern for mattress manufacturers. As mattresses are traditionally bulky items, the segment is particularly sensitive to transportation costs, which have been volatile in recent years (and in 2024 they returned to increase).

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

The slowdown in furniture (and mattress) demand is a relevant issue particularly among European mattress manufactures. In 2023, consumers' purchasing power reduced due to the high inflation and increases in interest rates. Moreover, after the extraordinary growth of furniture demand during pandemic period, consumers shifted their purchasing preferences to other discretionary spending rather than furniture.

Figure a1
Challenges that companies are facing. Sample of mattress manufacturers



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

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

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

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

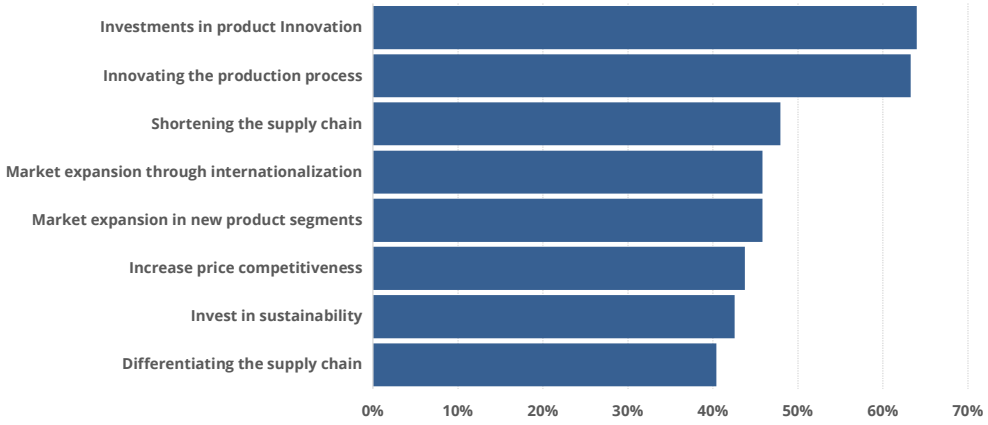
Related to this aspect, it is worth noting that most of the leading mattress manufactures are vertically integrated, producing internally PU foam or springs, and this trend is expected to become more relevant. Moreover, industry suppliers, particularly those producing foam, increased their role in the mattress industry starting the production of finished mattresses (particularly supplying bed-in-a-box mattresses).

Together with this strategy, it is worth noting that mattress manufacturers are even more keen to consider moving production closer to the markets where they sell (nearshoring).

To minimize the exposure to supply chain disruptions and long delivery times of imported products, some manufacturers moved closer to final consumers by opening manufacturing facilities near to their markets or importing products by suppliers closed to consumers. Those trends have accelerated with the introduction of the antidumping duties by the US on the imported mattresses (with the last introduction of duties in 2024, tariffs will be imposed on almost all the imported mattresses).

In terms of sourcing, most companies that moved abroad maintain a vertical structure, setting up manufacturing plants for raw materials production, such as foam or spring.

Figure a2
Companies' strategies. Sample of mattress manufacturers



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

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

In the last years, in response to the continuing increase in costs, mainly due to persistent high energy prices and rising raw material costs (particularly PU foam), mattress companies have significantly increased their list prices. During 2024, prices are stabilizing.

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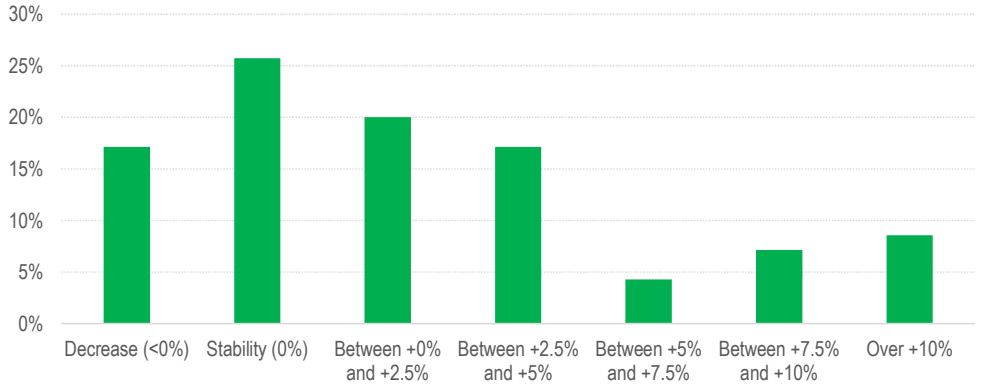
Figure a3
List prices (2024/2023). Sample of mattress manufacturers



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

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

CSIL's database of companies in the mattress sector comprises nearly 1300 manufacturers worldwide. CSIL selected the largest 100 companies based on mattress turnover, and the main results of the analysis are presented below.

The leading 100 mattress manufacturers are spread worldwide, with companies/groups headquartered in 27 countries.

The largest companies and groups in terms of revenues are headquartered in China and in the U.S. (24 out of the top 100 mattress manufacturers are in China and 17 in the U.S). Regarding Europe, manufacturers with an estimated mattress production exceeding US$ 200 million are based in Spain, Poland, Portugal and Sweden.

The top 100 manufacturers account for an estimated 65% of the world's mattress production and have shown resilience to sector challenges. They demonstrated stability in turnover growth in 2023 compared to 2022, even as the global mattress industry saw a decrease of 3% during the same period.

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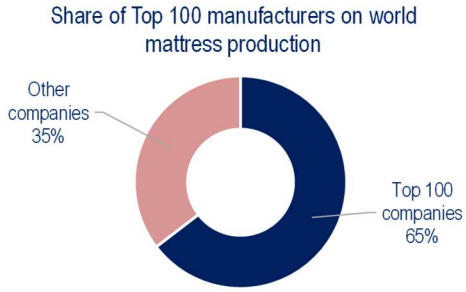
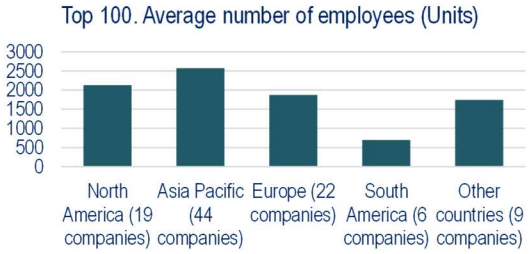
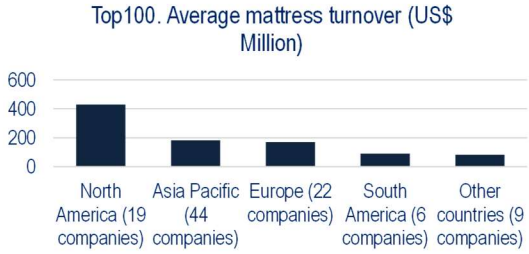
Figure a4
Top 100 mattress manufacturers. Figures at a glance







Source: CSIL

Analyzing the competitive system, the degree of concentration of the industries varies substantially from country to country. **The US mattress industry is highly concentrated** and dominated by two large groups, namely Tempur-Sealy and Serta Simmons Bedding. Those groups of companies are vertically integrated, owing different PU foam production plants.

On the other end, **the Chinese mattress industry is fragmented** and characterized by the presence of both large players (with annual production capacities of more than one million mattresses each) and small and medium companies serving specific regions without a national network. The **European industry is also fragmented** (according to official figures, about 2000 mattress manufacturers operate in Europe), and the average size of companies in terms of turnover and employment is lower than in the US and China. Besides many small and medium companies, Europe is home to large groups that control the most recognized mattress brands worldwide.

A trend toward increasing vertical integration is emerging in the mattress industry. Even more mattress manufacturers are beginning to produce their own foam, while foam manufacturers are expanding their product lines to include mattresses, toppers, and pillows.

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. Over the last five years, relevant **M&A deals** have interested the mattress sector. The reasonings under those operations are different and the most important trends may be summarized as follows:

- Increasing of **vertically integrated business model (and increasing role of industry suppliers),** with M&A deals between mattress manufacturers and suppliers, that gives them centralized and complete control over the production processes, from raw material procurement, design, production, and marketing to sales;
- Increasing of **concentration level** of the industry, with M&A deals between leading mattress manufacturers;
- Increasing the **integration between retail and manufacturing activities**, with leading mattress manufacturers and major retailers merging;
- Increasing the **private equity investments** in the mattress industry

A selection of most important M&A deals among leading mattress companies is reported in the table below.

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Table a1
Main M&A deals among leading mattress companies. 2018-2024

DATE	ACQUIROR			TARGET		
	Name	HQ	Main activity	Name	HQ	Main activity
Vertically Integrated Business Model						
Sep'21	Vita Group	UK	Industry supplier/ Mattress manufacturer	Usleep Ltd	UK	Mattress manufacturer
Jun'21	Leggett & Platt	US	Industry supplier/ Mattress manufacturer	Kayfoam Woolfson	Ireland	Mattress manufacturer
Jul'19	Sheela Foam	India	Industry supplier/ Mattress manufacturer	Interplasp	Spain	Industry supplier/ Mattress manufacturer
Jan'19	Leggett & Platt	US	Industry supplier/ Mattress manufacturer	Elite Comfort Solutions	US	Mattress manufacturer
Concentration Level						
May'24	Silentnight Group	UK	Mattress manufacturer	Sleepeezee	UK	Mattress manufacturer/ Retailer
Apr'24	Al Dream	Hong Kong	Mattress manufacturer and retailer	King Koil Licensing Company	US	Mattress manufacturer and retailer
Jul'23	Sheela Foam	India	Industry supplier/ Mattress manufacturer	Kurlon Enterprise	India	Mattress manufacturer
Nov'22	Springfit Mattresses	India	Mattress manufacturer	Emirates Sleep System	India	Mattress manufacturer
Nov'22	Sheela Foam	India	Industry supplier/ Mattress manufacturer	International Comfort Technologies	India	Industry supplier
Oct'22	Grupo Flex	Spain	Mattress manufacturer	Schramm	Germany	Mattress manufacturer
Jul'22	Helix Sleep	US	Online mattress retailer	Bear Mattress	US	Online mattress retailer
Mar'22	Gng Group	UK	Industry supplier/ Mattress manufacturer	Foam Company Ltd(The)'S Plant, Machinery And Intellectual Property Assets	UK	Industry supplier/ Mattress manufacturer
May'22	Aquinos Group	Portugal	Industry supplier/ Mattress manufacturer	Recticel (Bedding Division)	Belgium	Industry supplier/ Mattress manufacturer
Apr'22	B&T Spa - Dorelan	Italy	Mattress manufacturer	Facondini Materassi	Italy	Mattress manufacturer
Feb'22	Bravo Group Manufacturing	South Africa	Furniture and mattress manufacturer	L&P Springs South Africa	South Africa	Industry supplier/ Mattress manufacturer
Jan'22	Bedding Industries Of America	US	Mattress manufacturer	Illinois Sleep Products	US	Mattress manufacturer
Jul'21	Diamond Mattress	US	Mattress manufacturer	Apartment Furnishings	US	Mattress and upholstered furniture manufacturer
Apr'21	Corsicana Mattress	US	Mattress manufacturer	Eastern Sleep Products	US	Mattress manufacturer
Feb'21	Coway Co	South Korea	Household appliances manufacturer	Iobed Co.	South Korea	Mattress manufacturer
Jan'21	Vita Group	UK	Industry supplier/ Mattress manufacturer	I M P E Industria Meridionale Poliuretani Espansi Spa	Italy	Industry supplier
Nov'20	Recticel	Belgium	Polyurethane foam products manufacturer	Foampartner Switzerland	Switzerland	Industry supplier
Oct'20	Tempur Sealy	US	Mattress manufacturer and retailer	Silentnight Group Ltd'S Uk Assets	UK	Mattress manufacturer
Oct'20	King Koil	China	Mattress manufacturer	Serta Household Products	China	Mattress manufacturer
Jul'20	Dreams	UK	Bed and mattress retailer	Feather & Black	UK	Furniture retailer
Jul'20	Grupo Pikolin	Spain	Mattress manufacturer	Cofel	France	Mattress manufacturer
May'20	Breasley	UK	Mattress manufacturer	Breasley Pillows Ltd'S Mattress And Bedding Division	UK	Mattress manufacturer
Jan'20	Tempur Sealy	US	Mattress manufacturer and retailer	Sharwood Bedding	US	Mattress manufacturer
Mar'19	Grupo Flex	Spain	Mattress manufacturer	Marshall Mattress	Canada	Mattress manufacturer
Sep'18	Grupo Pikolin	Spain	Mattress manufacturer	Espacio Descanso Spain	Spain	Mattress manufacturer
Integration between retail and manufacturing activities						
May.'23	Tempur Sealy	US	Mattress manufacturer	Mattress Firm	US	Mattress retailer
Apr.'23	Sleep Country Canada	Canada	Mattress retailer	Casper Canada	Canada	Mattress manufacturer/ Retailer
Jan'23	Sinomax	Hong Kong	Mattress manufacturer	Kimberly, Llc (Vibe Brand)	US	Mattress retailer
Oct.'22	Finadorm	France	Mattress manufacturer	La Compagnie du Lit	France	Mattress retailer
Oct.'22	Veldeman Group	Belgium	Mattress manufacturer	Maison de la Literie	France	Mattress retailer
Oct.'22	Hyundai Department Store	South Korea	Department store	Zinus	South Korea	Mattress manufacturer/ Retailer
Aug.'21	Tempur Sealy	US	Mattress manufacturer	Dreams	UK	Mattress retailer
Aug.'21	Grupo Flex	Spain	Mattress manufacturer	Marmota	Spain	Mattress retailer
Sep.'19	Magical Honour Limited (Healthcare Co Ltd (Mlily))	China	Mattress manufacturer/retailer	Matratzen Concord	Germany	Mattress retailer

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DATE	ACQUIROR			TARGET		
	Name	HQ	Main activity	Name	HQ	Main activity
Mar.'19	Healthcare Co Ltd (Mlily)	China	Mattress manufacturer/ Retailer	Mor Furniture for Less	US	Furniture/ Mattress retailer
Aug'18	Serta Simmons Bedding Llc	US	Mattress manufacturer and retailer	Fosbrooke Inc. (Tuft&Needle)	US	Online mattress retailer
Mar'18	Yatas Group	Türkiye	Mattress manufacturer and retailer	Divan	Türkiye	Mattress manufacturer and retailer
Private Equity Investment						
Jul'23	959 Bv	Netherlands	Investment holding company	Beter Bed Holding	Netherlands	Bedroom furniture and mattresses retailer holding company
Apr'23	Queens Lane Capital	Australia	Private equity investment services	Snooze Management	Australia	Bedroom furniture retailer, Online bedroom furniture retailer
Jun'22	Ananta Capital	India	Private equity investment services	Springwel Mattresses	India	Mattress manufacturer
Nov'21	Marlin Parent	US	Investment holding company	Casper Sleep	US	Online mattress retailer
Sep'21	Parquest Capital	France	Venture capital investment services	Tediber Sas	France	Online mattresses retailer
Sep'21	Cerberus Capital Management	US	Private equity investment services	Helix Sleep	US	Mattress manufacturer
Apr'21	Softide Investment	Hong Kong	Investment holding company	Softide Springs	Hong Kong	Mattress manufacturer
Apr'20	Franz Haniel & Cie Gmbh (Haniel Group)	Germany	Investment holding company	Emma – The Sleep Company (Bettzeit GmbH)	Germany	Online mattress retailer
Aug'19	Science City Investment	Hong Kong	Investment holding company	Royale Furniture	Cayman Islands	Home furniture manufacturer and retailer
Jun'19	Capidea Kapital	Denmark	Fund	European House Of Beds Holding	Denmark	Beds and mattress manufacturer
Feb'18	Sme Jump Investment Fund	South Korea	Fund	Twinsaver	South Korea	Mattress and pillow manufacturer

Source: CSIL

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 CSIL Top100 mattress manufacturers have manufacturing activities outside of their headquarters country. US companies show the highest level of delocalization, establishing their presence most in North America (Mexico and Canada), as well as in South Asia (mostly Vietnam and China). It is worth mentioning that leading US mattress companies made significant licensing agreements with local manufacturers in different key markets.

Leading Chinese mattress manufactures (mostly export-oriented companies) since 2019-2020 started to delocalized manufacturing activities out of China, particularly in Asian countries (Vietnam, Malaysia, Thailand and Indonesia), but also in Europe, in the US, and Mexico. The main rationales behind those investments are to 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, together with get close to large markets, such as Europe or the US.

For more details on leading companies, Part IV contains the profiles of 35 major mattress manufacturers from 20 countries (Argentina, Australia, Brazil, China, France, Germany, Hong Kong (China), India, Italy, Japan, Netherlands, Poland, Portugal, Romania, Spain, South Korea, Sweden, Türkiye, United Kingdom, and United States).

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PART I. CONSUMPTION, PRODUCTION AND INTERNATIONAL TRADE OF MATTRESSES

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1.1 Consumption and imports of mattresses

A general overview of the mattress sector is in the following table. Countries are listed in order of apparent consumption.

Table 1.1
The mattress sector in 50 major countries. Overview

	Consumption	Imports	Imports/ Consumption	Population	Total GNP	Per Capita GNP
	US$ Million	US$ Million	%	Million	US$ Billion	US$
United States	9,098	1,322	15	333	25,586	76,770
China	8,154	61	1	1,412	18,152	12,850
India	1,409	18	1	1,417	3,386	2,390
United Kingdom	934	245	26	67	3,298	49,240
Brazil	856	3	0	215	1,753	8,140
Canada	803	242	30	39	2,075	53,310
France	777	325	42	68	3,078	45,290
Germany	744	501	67	84	4,528	54,030
Italy	718	128	18	59	2,252	38,200
Australia	698	186	27	26	1,582	60,840
Japan	578	315	54	125	5,325	42,550
Türkiye	502	13	3	85	904	10,640
Spain	501	120	24	48	1,533	32,090
South Korea	390	136	35	52	1,868	36,190
Mexico	333	46	14	128	1,379	10,820
Switzerland	309	168	54	9	838	95,490
Netherlands	302	294	97	18	1,066	60,230
Sweden	231	120	52	10	666	63,500
United Arab Emirates	186	29	16	9	464	49,160
Poland	163	73	45	37	696	18,900
Taiwan, China	161	90	56	23	783	33,417
Argentina	148	2	1	46	536	11,590
Denmark	138	98	71	6	434	73,520
Belgium	136	130	95	12	630	53,890
Norway	124	74	60	5	516	94,540
Austria	123	103	84	9	504	55,720
Portugal	118	60	51	10	270	25,950
Saudi Arabia	118	32	28	36	1,008	27,680
Vietnam	113	48	43	98	394	4,010
Chile	112	9	8	20	301	15,360
Greece	109	29	26	10	227	21,810
Czech Republic	103	80	77	11	279	26,100
Thailand	100	28	28	72	518	7,230
Finland	98	45	46	6	305	54,890
Ireland	95	50	52	5	409	79,730
Philippines	95	17	17	116	457	3,950
Malaysia	64	27	43	34	401	11,830
Indonesia	64	28	44	276	1,261	4,580
Romania	62	36	58	19	297	15,570
Croatia	62	21	33	4	76	19,600
Lithuania	53	15	29	3	68	23,870
South Africa	53	2	4	60	406	6,780
Bulgaria	52	26	49	6	86	13,350
Hungary	50	38	77	10	183	19,010
Serbia	48	8	16	7	62	9,290
Slovakia	44	29	66	5	120	22,070
Kuwait	39	21	55	4	173	40,600
Estonia	27	10	39	1	37	27,120
Latvia	14	14	98	2	41	21,850
Russia	n.a.	n.a.	n.a.	144	1,871	12,750
Total 50 Countries	30,210	5,513	18	5,301	93,080	17,558

Sources: CSIL
Note: Consumption means apparent consumption at production prices, excluding retail mark up. Apparent consumption = production – exports + imports.
Population and GNP data are sourced from World Bank (World Development Indicators). Mattresses data are for 2023.

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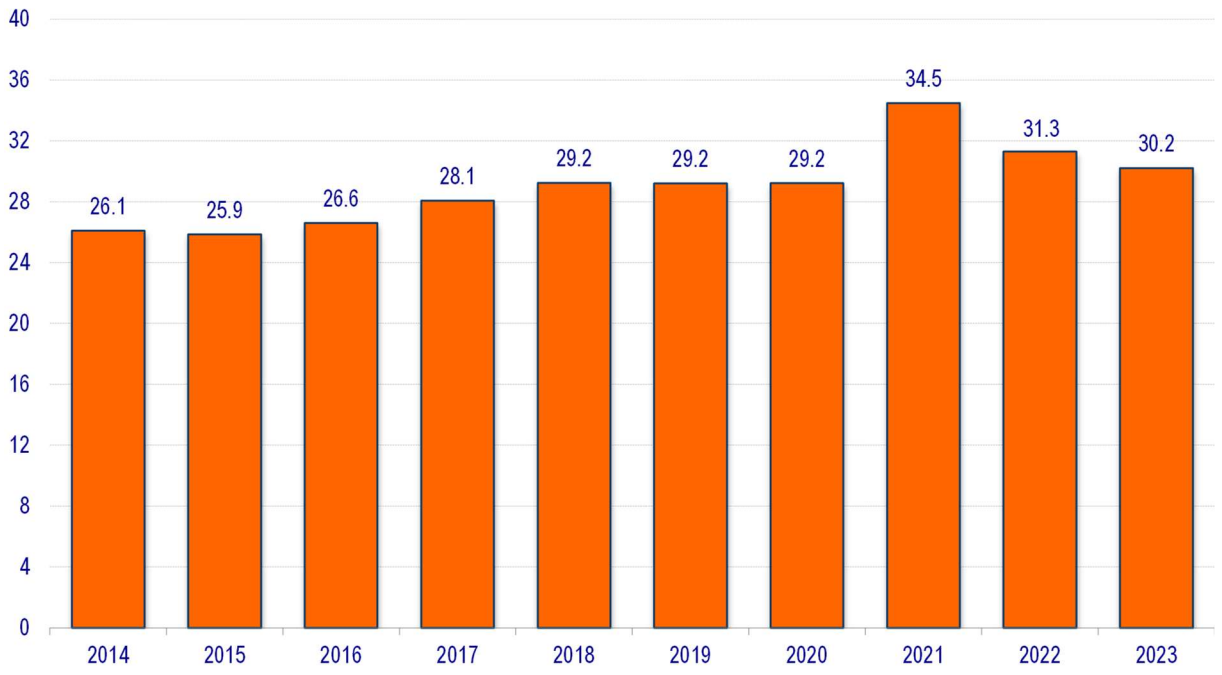
Before reviewing global data on the world mattress industry, a caveat is necessary. This section of the report aggregates data from different countries and attempts to carry out comparisons and to show rankings. But results should be used with caution because data are not uniform. One reason is that different countries have very different percentage distributions of types of mattresses used (innerspring, latex, foam) and statistics are collected differently: for example, in some official statistics innerspring mattresses also include box spring foundations, while foundations are treated separately in the case of bedding with non-innerspring mattresses. Other anomalies arise as a consequence of different prevailing sizes of mattresses.

Figure 1.1
Mattress consumption in 50 major markets, 2014-2023. US$ billion



Source: CSIL
Note: Consumption means apparent consumption at production prices, excluding retail mark up (apparent consumption = production – exports + imports)

The mattress industry is a mature sector, which has grown slowly worldwide. Among the main growth drivers in recent years are the continuous increase in spending and evolving consumption habits in emerging countries, which place greater importance on the quality of sleep. As shown in Figure 1.1, consumption in the 50 major markets was worth US$ 26.1 billion in 2014 and reached US$ 29 billion in 2018, recording no growth in 2019 and 2020. In 2021 there was a sharp rise (to US$ 34.5 billion) due to the recovery from the pandemic combined with substantial price increases. In 2022, it decreased to US$ 31.3 billion, followed by a slight decrease to US$ 30.2 billion in 2023.

Figure 1.2 shows the history of consumption of mattresses by geographical region in the last ten years. There was a large increase in mattress consumption in the Asia Pacific (mainly because of China and India). The area is now the main consuming one with a 39% weight on the world market and the highest per-capita consumption growth.
The North American market has maintained a relevant position worldwide, even increasing its share. In 2023, the North American consumption for mattresses was worth about US$ 10.2 billion (at factory prices).
Consumption in Europe has grown slowly in the period 2014-2023. Now Europe holds a 20% share of world mattress market.

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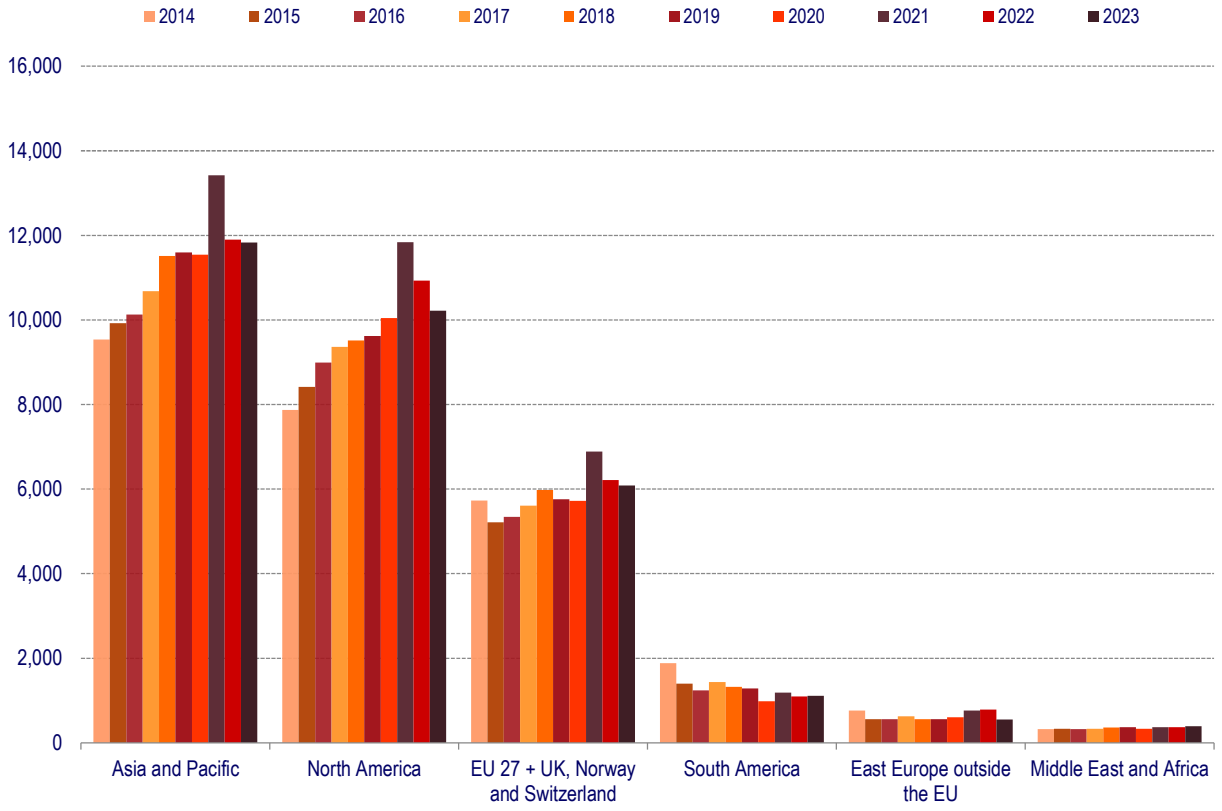
Figure 1.2
Mattress consumption by geographical region, 2014-2023. US$ million



Source: CSIL
The region Central-East Europe outside the EU for the year 2023 excludes Russia for which consumption data are not available
Note: Consumption means apparent consumption at production prices, excluding retail mark up.

A list of countries covered in each geographical region is in the Appendix, note 3.

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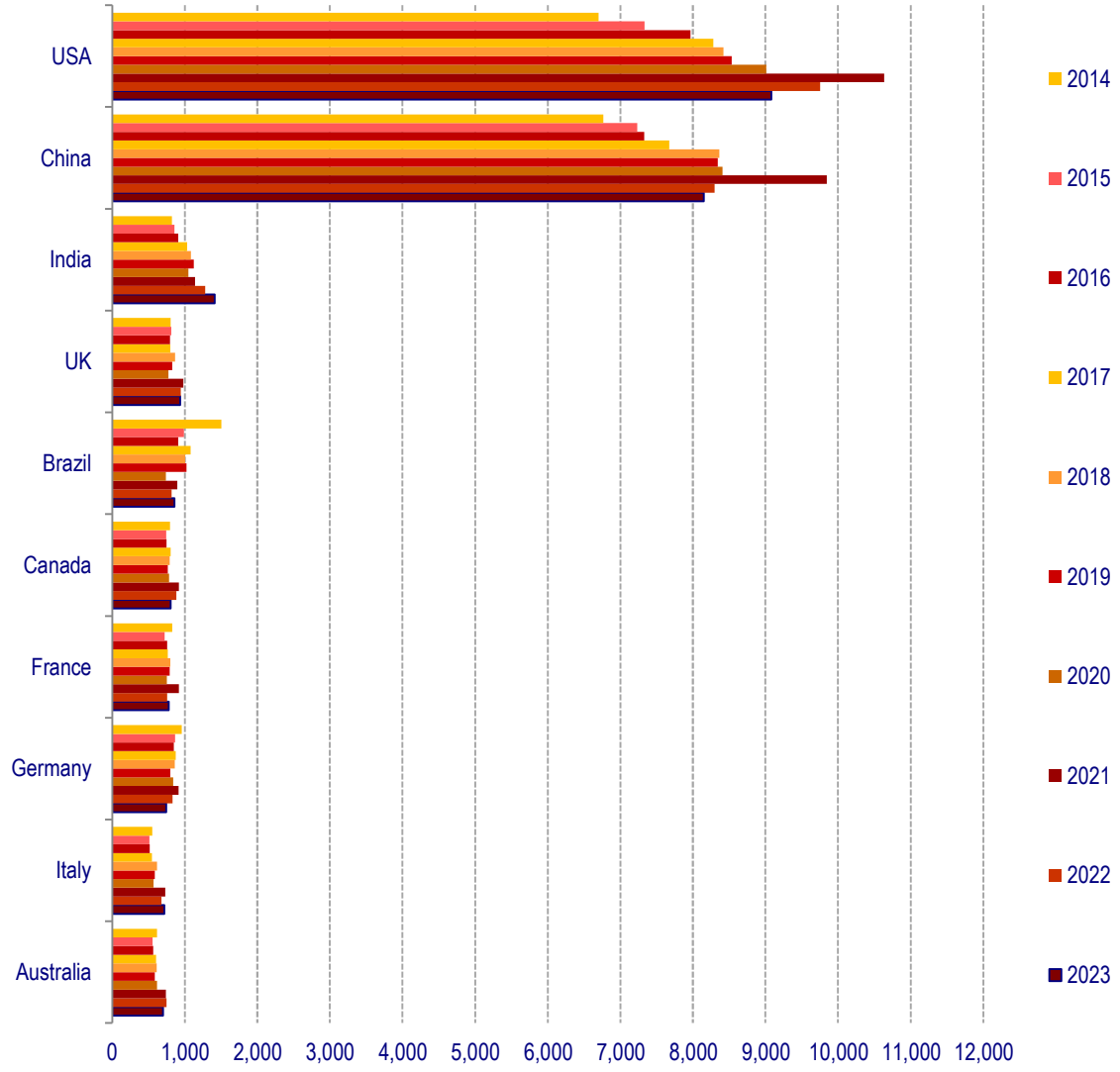
Figure 1.3
Mattress consumption, 10 major markets, 2014-2023. US$ million



Source: CSIL
Note: Consumption means apparent consumption at production prices, excluding retail mark up (apparent consumption = production – exports + imports)

The largest markets are the US and China, with US$ 9.1 billion and US$ 8.2 billion respectively. (estimated at production value, excluding retail mark up), both decreasing after the sharp increase of 2021. The other major markets are India, UK, Brazil, Canada, France, Germany, Italy and Australia.

A large share of world mattress consumption takes place in only five countries: the US, China, India, the UK, and Brazil, which account for approximately 70% of the consumption of the 50 countries included in the report.

Over the past decade, India and the US have recorded the most significant growth rates among leading mattress markets. India's mattress market grew by an average of 6% annually from 2014 to 2023, while the US market saw an average annual increase of 3% during the same period.

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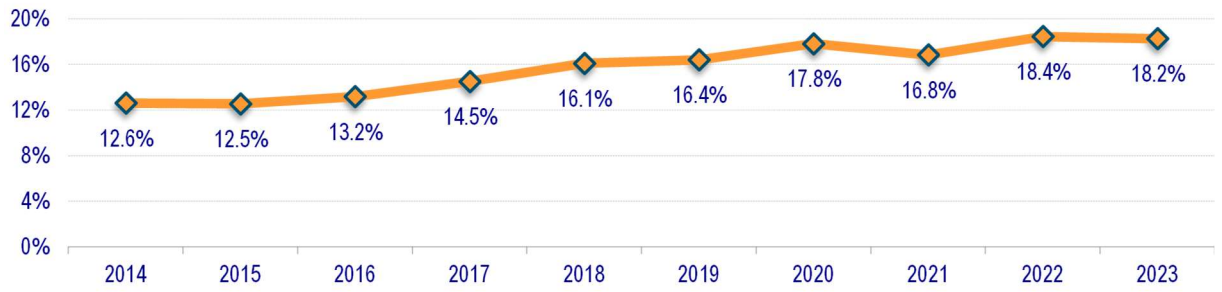
China showed an impressive increase in mattress consumption over the last decade, driven by a fast urbanization process. An increasing presence of foreign players also supports this trend. Despite experiencing a significant 17% increase in 2021 compared to 2020, the Chinese mattress market faced declines in both 2022 and 2023.
Forecasts of mattresses consumption in the 50 countries for 2023 and 2024 are in the world table W6 and in the country section of the report.

For the 50 major countries the imports/consumption ratio has increased from 12.6% in 2014 to 18.2% in 2023. The reduction in 2021 was mainly due to decreased US mattress imports following the adoption in the US of antidumping and countervailing duty measures (see below).

Figure 1.4
Import penetration for mattresses in 50 major countries, 2014-2023. Imports/consumption ratio for the aggregate



Source: CSIL

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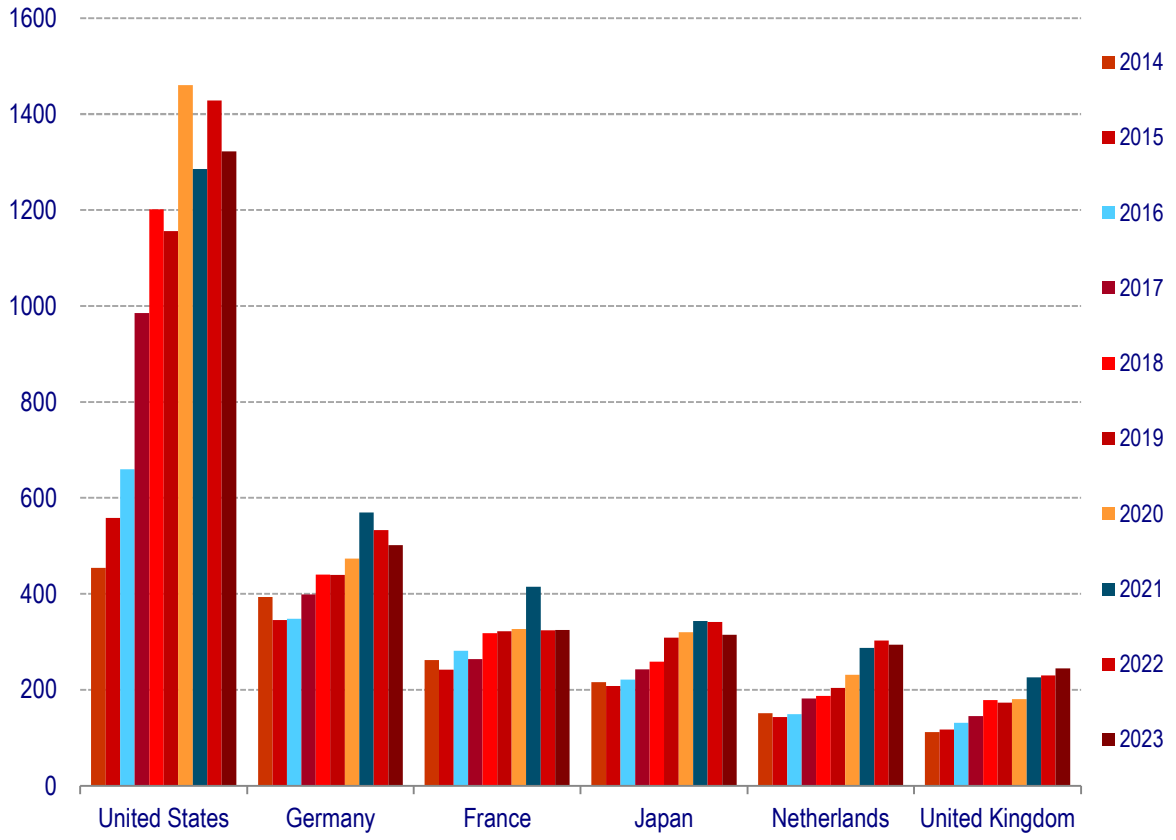
Figure 1.5
Mattress imports, 6 major importing countries, 2014-2023. US$ million



Source: CSIL processing of official data

The largest importer of mattresses is the US, followed at the distance by Germany, France, Japan, the Netherlands (a trading Hub) and the UK. In 2023, the United States saw a 7% decline in mattress imports compared to the previous year. In 2023, approximately 30% of U.S. mattress imports came from Mexico, while 25% were sourced from Indonesia. Restrictive trade measures imposed by the US on the imported mattress from China (first) and other export-oriented countries (Cambodia, Indonesia, Malaysia, Serbia, Thailand, Türkiye, and Vietnam starting from 2021) impacted (and are still impacting) on trade flows matrix, on manufacturers' strategies in terms of competitive advantages and production relocation. For example, the share of US imports from Mexico between 2018 and 2023 increased from 11% to 32%.

The opening of mattress markets in the US, in Canada and in four major European countries is shown in figure 1.6.

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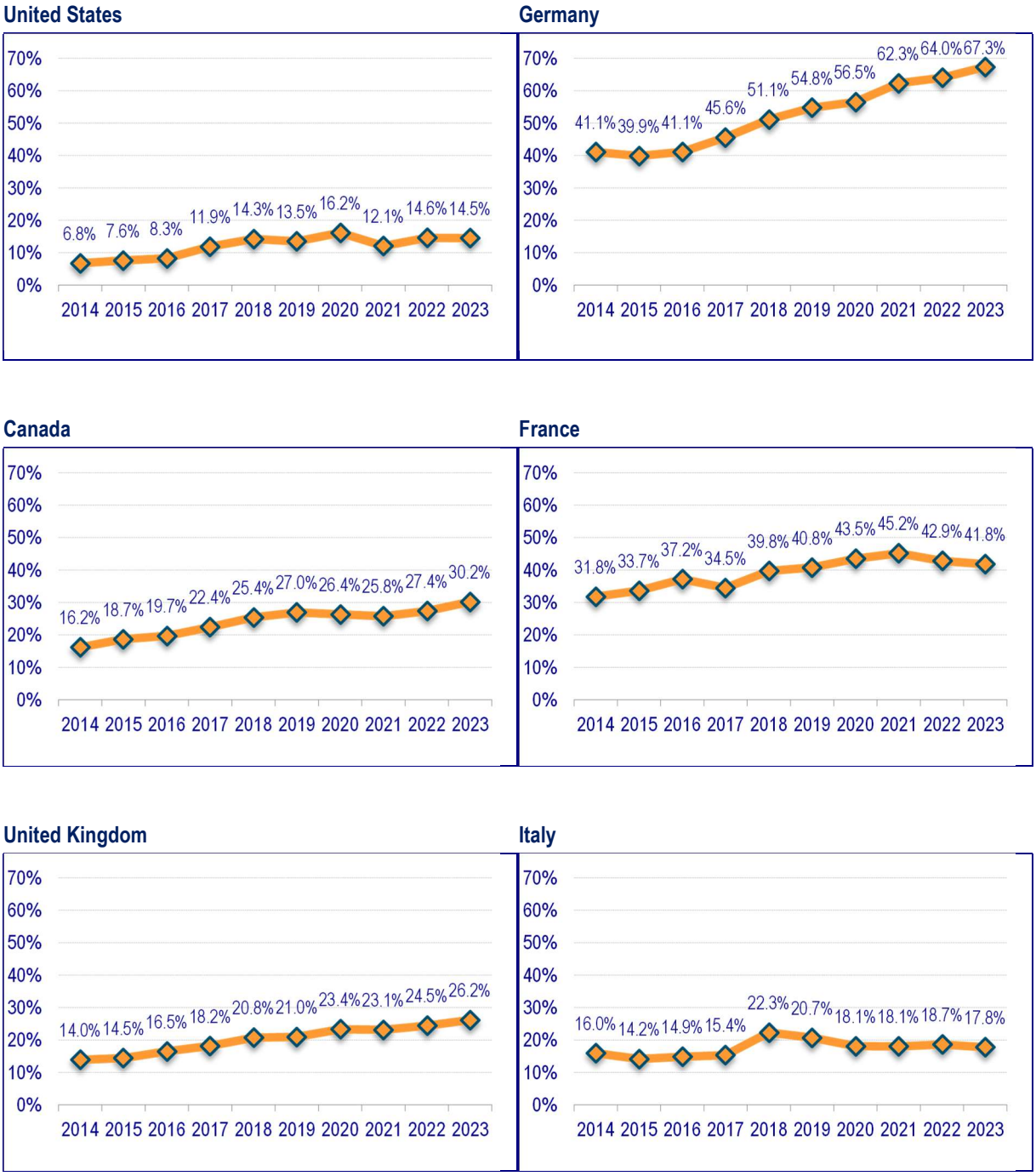
Figure 1.6
The opening of major mattress markets, 2014-2023. Imports/consumption ratio, selected countries



Source: CSIL

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1.2 Production and exports of mattresses

As shown in Figure 1.7 the countries with the largest mattress manufacturing industry are China and the US. From 2014 to 2018, mattress production in China showed a continuous upward trend, reached at US $9.9 billion in 2018. However, there was a decline in 2019 and 2020. In 2021, there was a significant resurgence, with production values hitting US$ 10.7 billion. Yet, production fell again in 2022 and 2023, primarily because of the declining demand of the internal market and poor performance of exports, which have been traditionally a driver for the Chinese mattress industry, but today are still below the pre-pandemic level.

According to the "2023 US Mattress Industry Annual Report" issued by ISPA – International Sleep Products Association (www.sleepproducts.org) the value of US mattress shipments in 2023 (including exports) was about US$ 8 billion. After the surge increase between 2020 and 2021, US mattress production gradually returned to pre-COVID levels in 2023. The local industry faces competition from imports, even if tariffs and antidumping and countervailing duty policies are limiting imported products (mainly from China and other countries sanctioned).

India is the third-largest mattress industry in the world, manufacturing mattresses for a value of US$ 1.4 billion. Production is almost entirely destinated for the domestic market, and exports are negligible. However, mattress exports are increasing even still representing a law value in absolute terms. The organized market is growing with the rising demand for good-quality mattresses among Indian consumers. This is a driver for the increase in mattress production, and Indian manufacturers invested in expanding their mattresses capacity.

Poland is the largest mattress industry in Europe and the fourth worldwide. Mattress production amounts to about US$ 876 million. Poland's mattress production is almost all exported, grabbing opportunities in the EU market, mostly supplying large retail chains spread across Europe. Its main destination is Germany, which absorbs more than one-third of total exports. Poland is the second-largest mattress exporter worldwide.

Other major manufacturing countries are Brazil, the United Kingdom, Italy, Mexico, Türkiye, and Canada.

It should be noted that all data are in current US$ and are affected (upwards and downwards respectively) by inflation and by the devaluation of major currencies in relation to the US$.

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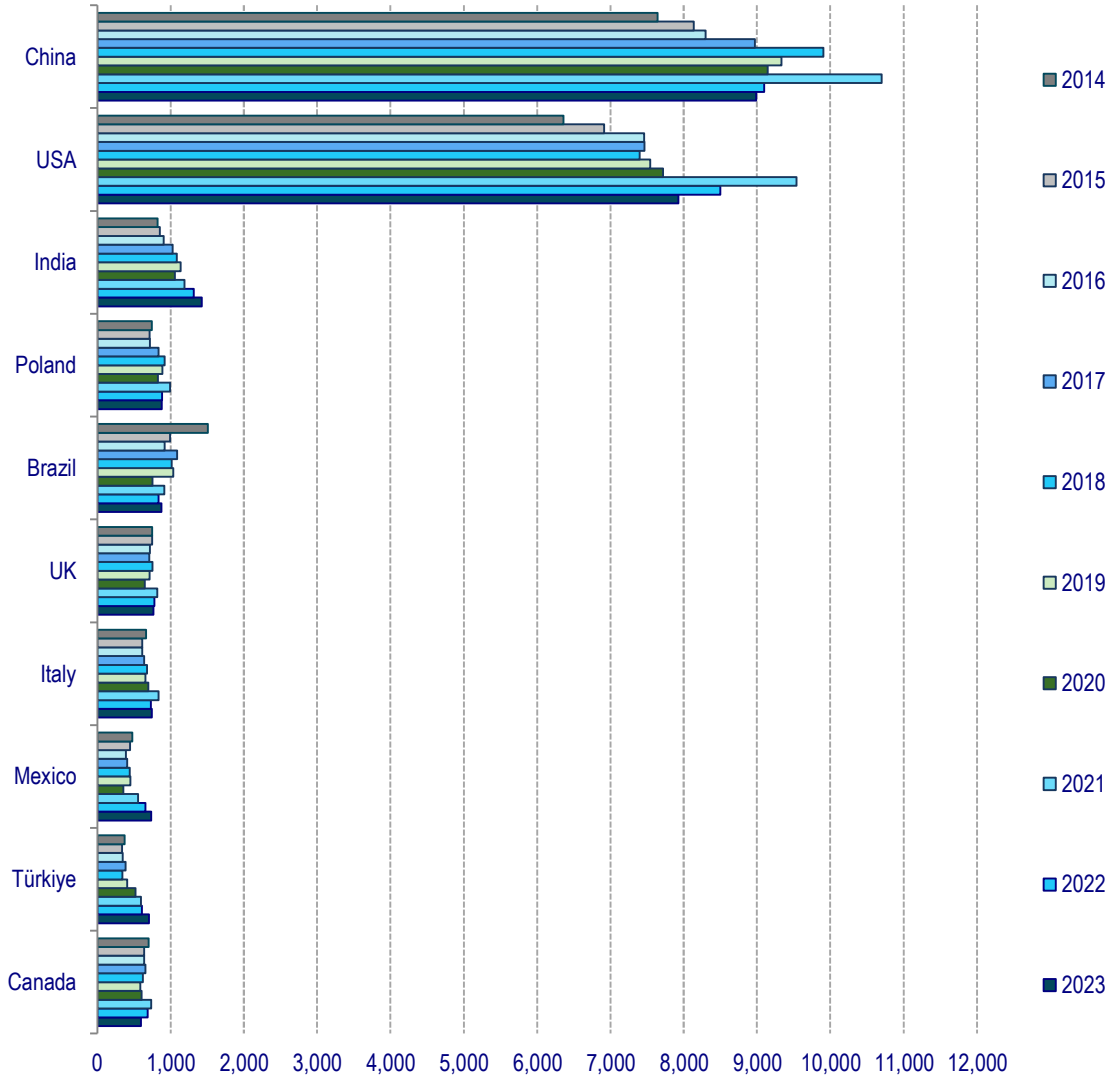
Figure 1.7
Mattress production, 10 major countries, 2014-2023. US$ Million



Source: CSIL

The breakdown of mattresses production by geographical region is shown in figure 1.8.

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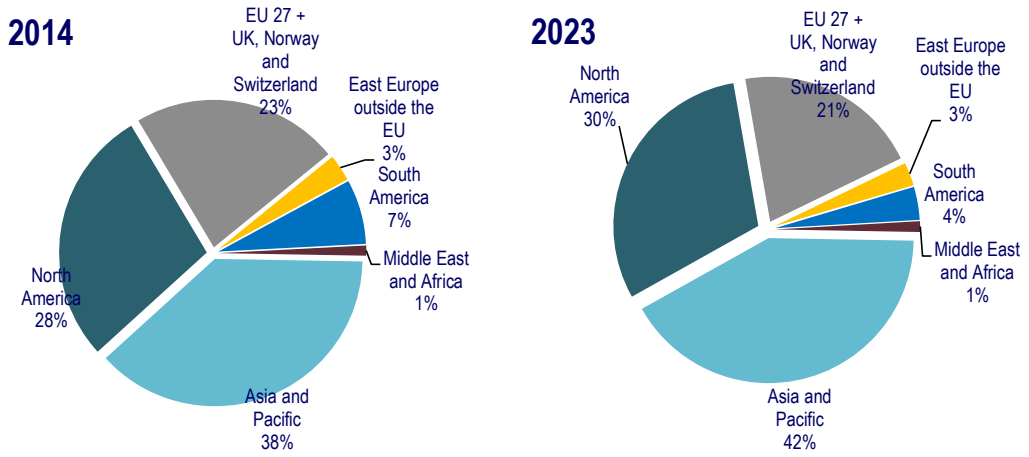
Figure 1.8
Mattress production, breakdown by geographical region, 2014 and 2023. % in value



Source: CSIL
In the 2023 graph, the region East Europe outside the EU excludes Russia for which production data for the year 2023 are not available

A list of countries covered in each geographical region is in the Appendix, note 3.

A comparison of the percentage breakdown of mattresses production by region in 2014 and 2023, shows that:

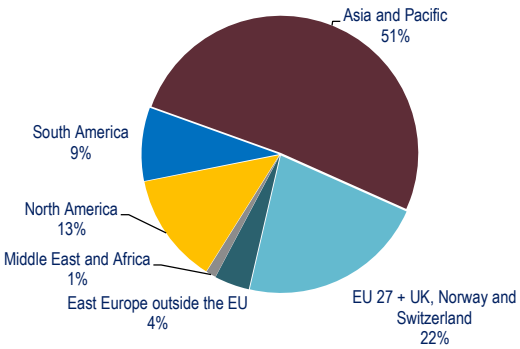
- The Asia and Pacific area gains 4 percentage points;
- The European countries lose about 2 percentage points;
- The share of North America increased by about 2 percentage points.

An overview of production (Table 1.2, with countries listed in order of production) shows that the 50 countries together produce mattresses for US$ 30.5 billion and they export 19% of their production.

Most data in this report are in value. In recent years CSIL started an effort to collect and analyse mattress data also in numbers of units, but this is work-in-progress and results are still tentative. CSIL estimates that almost 220 million mattresses were produced in the world (50 countries) in 2023. The breakdown by geographical region is in Figure 1.9.

In terms of volume produced, the role of Asia and Pacific is even more predominant in the world scenario, manufacturing nearly 112 million mattresses (51% of the world production), followed by Europe with over 48 million mattresses (22% of the world production) and North America (about 28 million mattresses, 13% of world production).

Figure 1.9
Mattress production in number of units, breakdown by geographical region. %



Source: CSIL estimate for 2023 the region East Europe outside the EU excludes Russia for which production data for the year 2023 are not available

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Table 1.2
Mattress production in 50 major countries. Overview

	Production	Exports	Exports/ Production	Population	Total GNP	Per capita GNP
	US$ Million	US$ Million	%	Millions	US$ Billion	US$
China	8,991	898	10	1,412	18,152	12,850
United States	7,942	166	2	333	25,586	76,770
India	1,425	34	2	1,417	3,386	2,390
Poland	876	786	90	37	696	18,900
Brazil	873	20	2	215	1,753	8,140
United Kingdom	763	74	10	67	3,298	49,240
Italy	745	154	21	59	2,252	38,200
Mexico	733	446	61	128	1,379	10,820
Türkiye	704	215	31	85	904	10,640
Canada	593	33	6	39	2,075	53,310
Spain	556	175	32	48	1,533	32,090
Australia	523	11	2	26	1,582	60,840
France	520	68	13	68	3,078	45,290
Germany	496	253	51	84	4,528	54,030
Indonesia	365	329	90	276	1,261	4,580
South Korea	299	45	15	52	1,868	36,190
Denmark	281	241	86	6	434	73,520
Japan	281	17	6	125	5,325	42,550
Portugal	263	204	78	10	270	25,950
Netherlands	252	244	97	18	1,066	60,230
Vietnam	248	183	74	98	394	4,010
Romania	231	205	89	19	297	15,570
Sweden	195	83	43	10	666	63,500
Belgium	181	174	96	12	630	53,890
United Arab Emirates	180	23	13	9	464	49,160
Switzerland	158	16	10	9	838	95,490
Thailand	156	84	54	72	518	7,230
Argentina	147	1	1	46	536	11,590
Taiwan, China	144	73	51	23	783	33,417
Philippines	127	48	38	116	457	3,950
Malaysia	115	78	68	34	401	11,830
Chile	104	1	1	20	301	15,360
Saudi Arabia	90	5	6	36	1,008	27,680
Greece	90	9	10	10	227	21,810
Serbia	89	49	55	7	62	9,290
Austria	87	67	77	9	504	55,720
Ireland	79	33	42	5	409	79,730
South Africa	67	16	24	60	406	6,780
Czech Republic	66	43	64	11	279	26,100
Norway	66	17	26	5	516	94,540
Croatia	65	23	36	4	76	19,600
Bulgaria	63	37	58	6	86	13,350
Lithuania	62	24	39	3	68	23,870
Finland	54	1	2	6	305	54,890
Estonia	46	30	65	1	37	27,120
Slovakia	36	21	58	5	120	22,070
Hungary	28	16	58	10	183	19,010
Kuwait	19	1	7	4	173	40,600
Latvia	17	17	99	2	41	21,850
Russia	n.a.	n.a.	n.a.	144	1,871	12,750
Total 50 Countries	30,493	5,797	19	5,301	93,080	17,558

Sources: CSIL
Mattresses data are for 2023.
Population and GNP data are sourced from World Bank (World Development Indicators).

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For several years CSIL has developed and published data on the breakdown among innerspring, foam and latex mattresses produced in major countries. In the 2018 World Mattress Industry Report the innerspring /non innerspring breakdown for the aggregate production of 29 major countries was estimated at 63% for innerspring and 37% for non-innerspring.

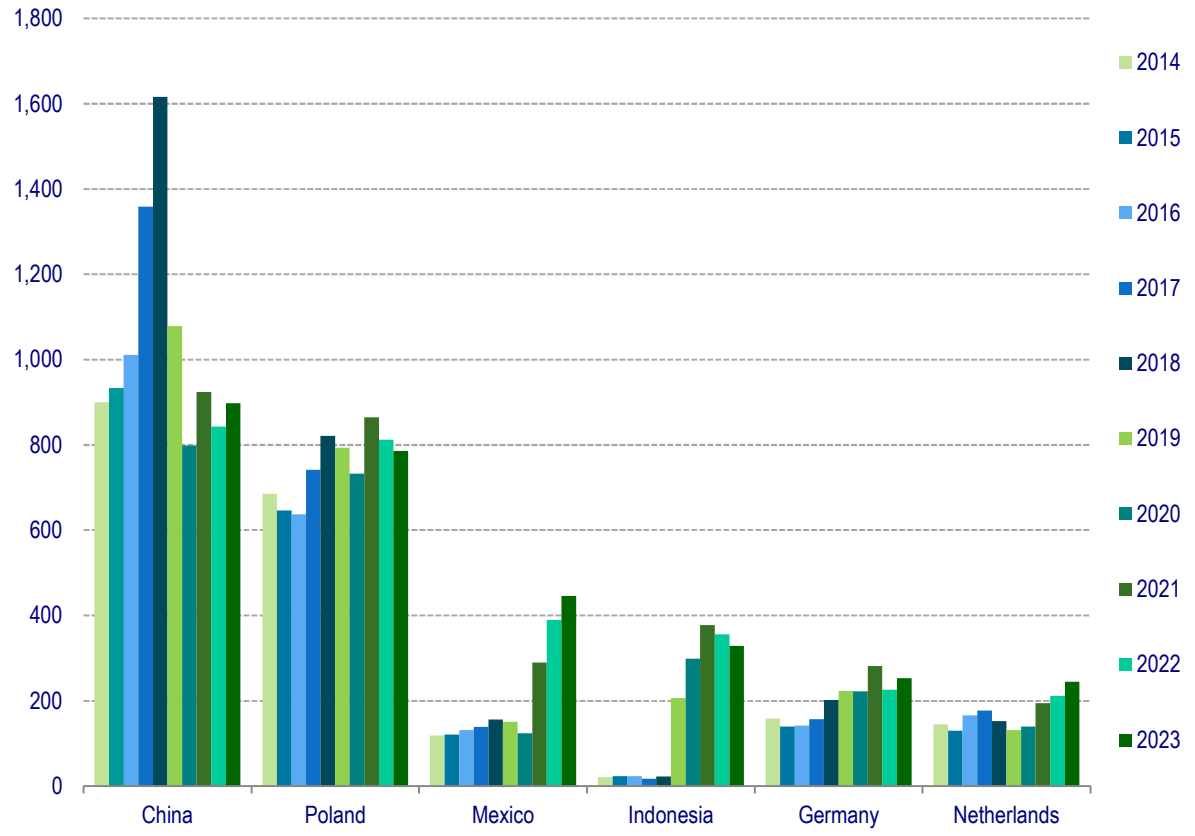
These broad aggregated data are rapidly losing relevance because of the growing importance of hybrid mattresses and because of lack of consensus on definition, and CSIL has decided to discontinue the publication of the world summary table on breakdown by material.

Data on individual countries are in the country sections where available.

Differences among countries remain substantial. Among the main manufacturing countries for which data are available, innerspring mattresses account for more than 50% of production in China, the US, the UK and Canada. They account for less than 50% in Brazil, India, Germany, Italy, Spain and Poland.

The major exporting countries are China and Poland. Other important exporters are Mexico, Indonesia, Germany and Netherlands. Fluctuations in exports from China in recent years were mostly due to the adoption of antidumping and countervailing duty measures by the US.

Figure 1.10
Mattress exports, 6 major exporting countries, 2014-2023. US$ Million



Source: CSIL processing of official data

An overview of international trade of mattresses is in the simplified matrix in table 1.4. International trade of mattresses originates mainly in China, Poland, Mexico, Indonesia, Germany and Netherlands, and flows mostly to the US, Germany, France, Japan, the Netherlands and United Kingdom (see also Figure 1.5).

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Table 1.4a
Mattress trade matrix. Destination of exports

Country	Destination 1		Destination 2		Destination 3		Destination 4	
China	Japan	21%	South Korea	10%	Australia	9%	UK	7%
Poland	Germany	35%	Netherlands	10%	France	8%	Sweden	6%
Mexico	USA	95%	Canada	5%				
Indonesia	USA	93%	Singapore	1%	Hong Kong	1%	Canada	1%
Germany	Switzerland	35%	Netherlands	17%	Austria	15%	France	7%
Netherlands	Germany	45%	Belgium	36%	Poland	3%	UK	2%

Source: CSIL processing of official data — last available year

Table 1.4b
Mattress trade matrix. Origin of imports

Country	Origin 1		Origin 2		Origin 3		Origin 4	
USA	Mexico	32%	Indonesia	25%	Myanmar	11%	Kosovo	7%
Germany	Poland	43%	Netherlands	13%	Romania	7%	China	7%
France	Poland	18%	Portugal	15%	Belgium	14%	Romania	10%
Japan	China	60%	Vietnam	31%	USA	2%	Denmark	2%
Netherlands	Poland	24%	China	19%	Belgium	17%	Germany	16%
UK	China	27%	Poland	15%	Ireland	14%	Denmark	14%

Source: CSIL processing of official data — last available year

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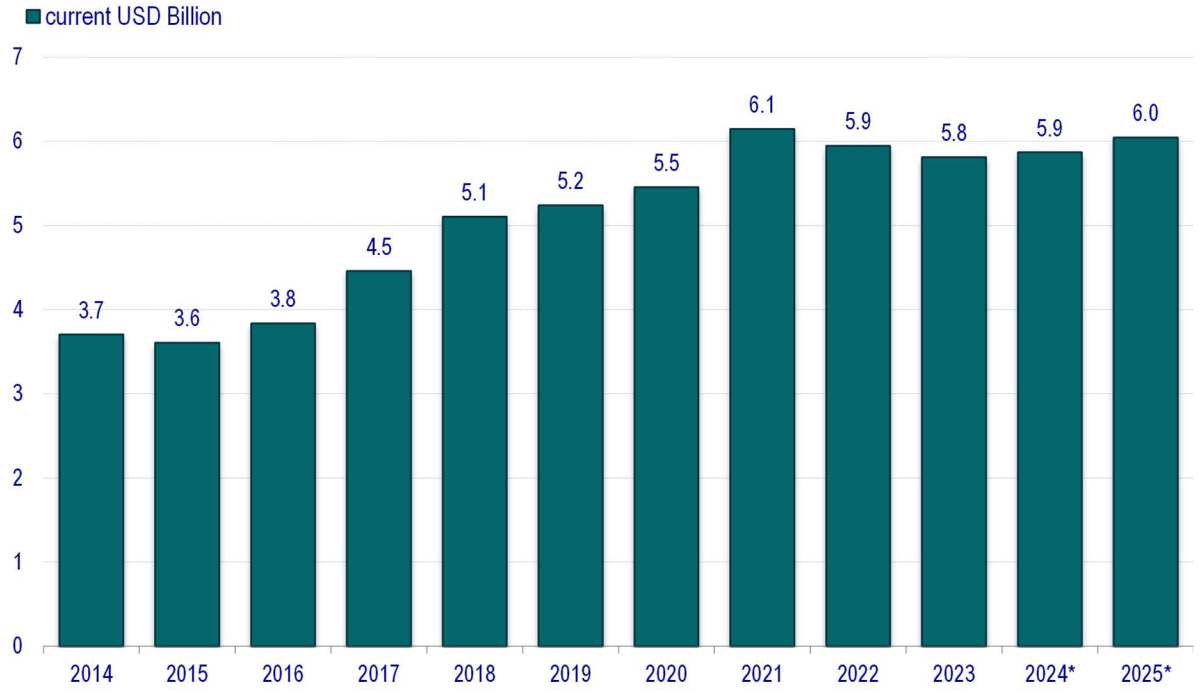
1.3 International trade of mattresses

Figure 1.11 shows that international trade of mattresses (defined as the average between the total of mattress exports from the 60 major countries and the total of mattress imports into the 60 major countries) grew from US$ 3.7 billion in 2014 to about US$ 6 billion in 2021, decreasing to US$ 5.8 billion in 2023.

It is forecasted to reach US$ 5.9 billion in 2024 and US$ 6.0 billion in 2025. As these amounts are in current US$ they are substantially affected by inflation.

Figure 1.11
International trade of mattresses, 60 countries 2014-2025. Current US$ billion



Source: CSIL
* Forecasts

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1.4 The outlook for mattress consumption

This report assumes that the international economic scenario will be as follows:

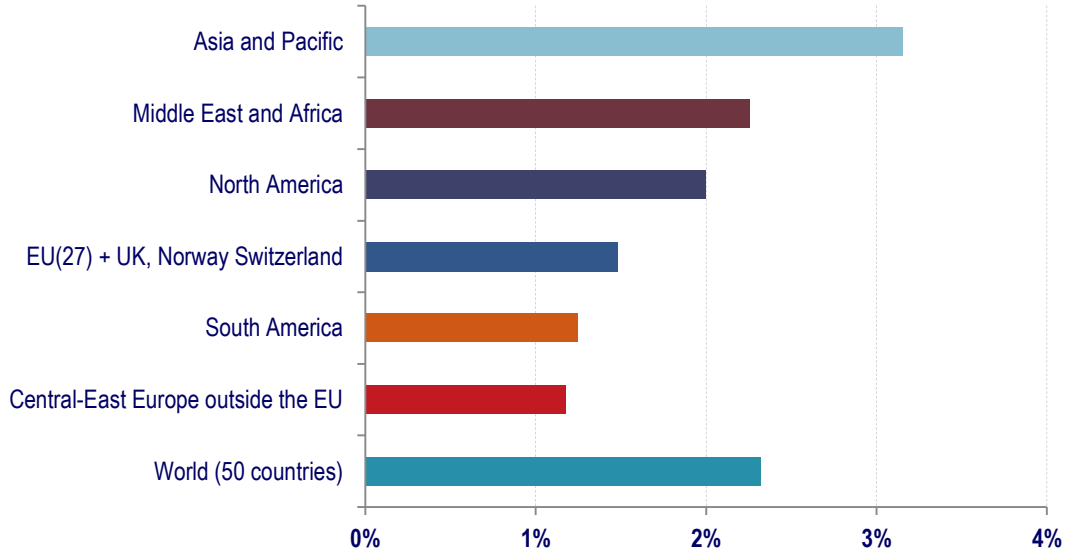
Table 1.5
Evolution of world GDP.
Annual percentage change in real terms

	2024	2025
World	3.2	3.2
Advanced Economies	1.7	1.8
Emerging and Developing Economies	4.2	4.2

Source: IMF, World Economic Outlook, April 2024

World GDP growth is expected to be 3.2 percent both in 2024 and in 2025 with emerging and developing economies growing much faster than advanced economies. Downside risks derive from persistence of inflation, possible further slowdown of China's economic growth, volatility of commodity prices and growing geopolitical tensions.

Figure 1.12
Mattress consumption. Countries grouped by geographical region, 2025.
Forecasts of yearly changes in real terms



Source: CSIL The region East Europe outside the EU excludes Russia for which forecasts are not available

World consumption of mattresses is expected to stagnate in 2024 and to increase by 2.3% in 2025. The breakdown of the 2025 forecast by geographical region is in Figure 1.12.

The cut-off date for data in this report is July 1, 2024. Forecasts are based on macroeconomic data and 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 mattress sector.
A list of countries covered in each geographical region is in the Appendix, note 3.

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PART II.
MATTRESS INDICATORS

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Table W1
Overview of the world mattress industry (50 major countries)

	Production (US$ Million)	Exports (US$ Million)	Imports (US$ Million)	Consumption (US$ Million)	Population (Million)	Total GNP (US$ Billion)
China	8,991	898	61	8,154	1,412	18,152
United States	7,942	166	1,322	9,098	333	25,586
India	1,425	34	18	1,409	1,417	3,386
Poland	876	786	73	163	37	696
Brazil	873	20	3	856	215	1,753
United Kingdom	763	74	245	934	67	3,298
Italy	745	154	128	718	59	2,252
Mexico	733	446	46	333	128	1,379
Türkiye	704	215	13	502	85	904
Canada	593	33	242	803	39	2,075
Spain	556	175	120	501	48	1,533
Australia	523	11	186	698	26	1,582
France	520	68	325	777	68	3,078
Germany	496	253	501	744	84	4,528
Indonesia	365	329	28	64	276	1,261
South Korea	299	45	136	390	52	1,868
Denmark	281	241	98	138	6	434
Japan	281	17	315	578	125	5,325
Portugal	263	204	60	118	10	270
Netherlands	252	244	294	302	18	1,066
Vietnam	248	183	48	113	98	394
Romania	231	205	36	62	19	297
Sweden	195	83	120	231	10	666
Belgium	181	174	130	136	12	630
United Arab Emirates	180	23	29	186	9	464
Switzerland	158	16	168	309	9	838
Thailand	156	84	28	100	72	518
Argentina	147	1	2	148	46	536
Taiwan, China	144	73	90	161	23	783
Philippines	127	48	17	95	116	457
Malaysia	115	78	27	64	34	401
Chile	104	1	9	112	20	301
Saudi Arabia	90	5	32	118	36	1,008
Greece	90	9	29	109	10	227
Serbia	89	49	8	48	7	62
Austria	87	67	103	123	9	504
Ireland	79	33	50	95	5	409
South Africa	67	16	2	53	60	406
Czech Republic	66	43	80	103	11	279
Norway	66	17	74	124	5	516
Croatia	65	23	21	62	4	76
Bulgaria	63	37	26	52	6	86
Lithuania	62	24	15	53	3	68
Finland	54	1	45	98	6	305
Estonia	46	30	10	27	1	37
Slovakia	36	21	29	44	5	120
Hungary	28	16	38	50	10	183
Kuwait	19	1	21	39	4	173
Latvia	17	17	14	14	2	41
Russia	n.a.	n.a.	n.a.	n.a.	144	1,871
Total 50 Countries	30,493	5,797	5,513	30,210	5,301	93,080

Sources: CSIL
Note: Consumption means apparent consumption at production prices, excluding mark up.
Mattresses data are for 2023.
Population and GNP data are sourced from World Bank (World Development Indicators).

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Table W2
Mattress exports, 60 countries, 2014-2023, ranking

	Mattress Exports US$ Million									
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
China	899.8	932.8	1011.0	1358.4	1615.6	1079.0	798.8	924.4	843.3	897.9
Poland	684.7	645.7	636.6	741.4	821.6	793.8	732.4	864.9	812.7	786.2
Mexico	118.7	120.7	131.3	138.8	156.0	150.9	123.6	289.5	389.1	445.6
Indonesia	21.5	23.5	23.6	17.7	22.6	206.6	298.6	377.3	356.0	328.8
Germany	158.4	139.9	141.6	156.9	201.9	223.3	222.2	281.4	226.0	253.1
Netherlands	144.8	130.0	165.8	176.9	152.8	131.8	139.7	194.6	212.0	244.5
Denmark	238.0	217.1	209.3	219.3	217.8	189.5	219.2	245.0	240.2	241.4
Türkiye	67.6	65.7	64.4	83.5	104.3	176.3	255.3	241.8	215.0	215.4
Romania	35.1	35.0	58.5	78.2	97.2	101.5	121.4	185.6	214.4	205.3
Portugal	109.2	104.0	121.8	134.3	138.3	141.9	139.6	208.9	183.7	204.2
Vietnam	30.8	48.4	62.6	79.1	101.9	384.6	509.0	190.4	206.1	183.4
Spain	64.7	59.3	67.2	58.0	103.2	111.2	140.4	224.2	195.5	175.3
Belgium	206.2	170.0	175.2	201.9	219.6	216.0	236.1	236.3	190.6	174.5
United States	116.0	139.8	150.7	163.6	178.0	159.4	162.5	192.8	178.8	166.3
Italy	201.8	171.3	173.0	177.8	200.6	191.3	229.4	238.4	177.5	154.2
Thailand	27.4	34.2	32.0	47.5	59.3	109.2	145.5	81.0	81.3	84.0
Sweden	71.0	64.6	65.5	70.4	74.9	88.3	98.8	101.9	95.1	83.3
Malaysia	76.2	68.9	65.9	68.3	71.8	185.2	133.9	71.5	68.1	77.9
United Kingdom	54.1	52.5	50.2	52.8	66.8	60.9	53.6	67.6	65.8	73.7
Taiwan, China	14.9	16.8	17.8	18.2	20.0	27.2	37.8	109.0	105.2	73.2
France	49.3	50.7	47.4	52.3	52.2	55.2	57.8	62.5	64.2	68.3
Austria	81.4	65.7	68.2	67.0	67.0	57.8	57.2	63.6	59.3	67.1
Serbia	4.2	4.6	7.6	11.2	29.9	79.9	96.3	28.0	42.3	49.0
Philippines	25.3	34.4	42.1	60.1	60.4	68.3	0.2	48.7	28.4	48.4
South Korea	37.1	28.6	23.0	23.2	24.2	24.7	18.2	23.6	26.6	45.1
Czech Republic	21.9	24.7	27.6	30.5	35.4	33.8	34.4	38.3	38.3	42.7
Singapore	4.6	3.4	2.7	3.7	2.8	3.1	1.9	13.5	28.6	38.2
Bulgaria	13.4	14.0	20.0	22.2	28.0	35.2	48.8	102.5	59.8	36.6
India	7.2	5.8	5.4	8.1	13.5	28.9	19.8	56.6	51.3	34.0
Ireland	1.6	1.3	1.2	1.0	5.5	20.1	11.7	29.4	37.2	33.3
Canada	31.7	34.1	36.2	33.9	32.1	29.1	28.9	55.9	47.2	32.6
Estonia	18.9	23.0	23.4	26.5	28.6	29.6	35.4	36.9	33.3	29.8
Lithuania	29.4	21.7	24.9	22.8	36.1	28.1	26.9	30.6	26.0	24.2
United Arab Emirates	57.7	62.7	53.7	48.6	43.9	49.8	38.2	47.7	31.8	23.2
Croatia	13.6	14.3	13.9	17.0	20.9	15.9	14.6	18.8	17.0	22.9
Slovakia	9.1	9.4	10.6	12.4	14.4	14.7	15.8	19.5	17.9	20.9
Brazil	8.3	8.2	11.3	13.2	13.6	15.7	15.4	21.4	18.5	20.1
Slovenia	6.4	7.0	3.6	8.0	11.2	15.5	25.5	46.6	27.4	17.9
Japan	11.2	13.2	15.6	18.5	18.5	19.1	16.9	19.0	16.4	17.3
Latvia	4.6	5.4	6.2	6.5	8.5	8.5	20.3	15.7	15.7	17.0
Norway	38.7	29.3	29.8	17.5	16.1	15.2	19.3	21.4	19.6	16.9
Switzerland	30.6	22.5	20.9	19.6	16.5	14.8	14.2	17.4	14.7	16.5
South Africa	16.1	11.2	10.0	13.3	16.3	16.4	15.4	14.8	16.1	16.4
Hungary	14.9	15.6	16.4	15.6	16.4	17.7	15.1	13.8	13.3	16.3
Australia	3.7	3.8	4.7	8.0	10.1	11.6	6.9	7.2	8.1	11.0
Greece	5.9	6.6	10.3	10.7	8.6	8.8	8.9	11.1	9.3	8.9
Saudi Arabia	9.2	8.0	10.8	15.3	13.1	10.6	9.4	5.0	6.5	5.2
Egypt	0.3	1.1	0.3	1.0	1.5	3.4	2.2	6.7	5.8	4.5
Hong Kong, China	6.0	4.6	5.4	6.2	6.3	8.7	4.3	8.0	3.9	3.1
Ukraine	5.4	4.0	2.0	2.7	2.4	4.2	7.9	4.6	1.8	2.4
Israel	0.2	0.2	0.2	0.3	0.2	0.2	0.3	0.9	1.6	2.0
Kuwait	1.7	1.1	0.7	1.0	1.3	0.9	1.2	1.3	1.0	1.4
Argentina	1.8	1.9	1.9	1.3	0.6	0.7	0.7	0.6	1.2	1.4
Chile	8.9	5.6	4.2	4.1	4.0	3.4	2.1	2.8	2.1	1.2
Finland	1.5	1.0	1.1	0.9	0.9	1.2	1.0	1.2	1.7	1.0
New Zealand	5.0	9.0	2.9	2.2	1.5	1.3	1.8	1.4	0.8	1.0
Cyprus	0.7	0.3	0.2	0.2	0.3	0.2	0.3	0.8	0.4	0.4
Lebanon	0.8	0.9	0.2	0.6	0.2	0.1	0.2	0.2	0.3	0.3
Malta	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Russia	9.7	8.6	9.9	10.8	11.1	14.8	16.3	22.8	20.5	n.a.

Source: CSIL processing of official data

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Table W3
Mattress imports, 60 countries, 2014-2023, ranking

	Mattress Imports US$ Million									
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
United States	453.9	558.0	659.2	985.5	1201.4	1156.1	1460.0	1285.8	1428.4	1322.1
Germany	393.4	345.8	348.0	399.1	440.3	439.2	473.4	569.4	532.7	501.2
France	261.9	242.3	281.2	263.9	318.1	322.0	327.0	415.0	324.4	325.0
Japan	215.9	208.0	221.7	242.7	259.2	308.6	320.2	343.3	341.5	314.5
Netherlands	151.7	143.6	149.7	182.0	187.8	203.9	231.4	287.2	302.8	294.0
United Kingdom	112.4	117.7	131.4	145.7	179.1	173.4	181.0	226.3	230.3	244.5
Canada	129.1	138.9	147.6	180.2	201.0	206.3	205.8	236.8	241.3	242.4
Australia	120.0	122.6	129.9	149.6	168.1	171.5	206.6	231.0	260.8	185.6
Switzerland	132.6	129.9	134.7	134.2	136.6	124.7	139.7	185.5	165.4	167.6
South Korea	90.2	94.8	99.4	98.0	121.0	138.1	148.5	167.6	143.0	136.1
Belgium	89.8	72.4	72.6	86.5	95.2	86.6	85.7	129.1	117.8	129.9
Italy	88.0	72.7	76.7	83.8	137.1	121.2	102.8	131.5	126.5	128.0
Spain	108.8	90.2	95.0	101.3	107.3	110.0	122.8	159.6	146.8	119.7
Sweden	109.0	96.0	97.4	100.3	110.2	123.5	130.5	142.0	137.9	119.7
Austria	83.1	74.7	74.0	70.1	84.0	83.5	86.7	98.9	111.5	102.8
Denmark	92.4	86.0	88.8	85.3	96.0	102.1	115.8	130.3	101.4	98.2
Taiwan, China	34.3	35.4	35.3	37.5	41.2	44.8	47.0	70.9	81.5	90.4
Czech Republic	34.4	33.5	42.7	50.9	57.4	57.1	63.2	88.2	81.8	79.5
Singapore	53.9	50.7	49.5	52.4	54.5	52.1	42.1	59.1	69.0	76.9
Norway	71.8	67.0	66.9	70.5	74.3	67.0	77.1	88.6	82.6	74.4
Poland	48.5	50.2	48.4	50.7	56.0	62.5	63.4	77.4	69.7	72.6
China	24.5	26.2	38.5	57.1	76.1	88.3	61.4	58.4	46.9	61.2
Portugal	18.1	16.4	15.3	18.6	26.5	25.6	33.4	57.2	60.2	60.0
Hong Kong, China	48.9	58.8	61.3	64.2	75.6	63.4	57.6	73.0	66.1	57.0
Ireland	14.3	14.1	15.1	17.7	24.3	29.1	28.5	38.0	48.8	49.8
Vietnam	5.1	5.9	9.2	21.0	31.7	38.8	35.9	49.3	40.3	48.4
Mexico	15.4	19.8	15.2	12.7	15.4	20.5	14.3	18.6	28.2	45.9
Finland	28.2	25.3	25.6	28.0	34.1	36.8	42.5	52.8	50.5	44.8
Hungary	22.6	20.8	23.4	24.6	30.0	29.6	31.1	34.5	43.3	38.3
Romania	27.1	32.3	45.6	49.3	53.7	31.3	39.7	40.6	33.2	36.4
Saudi Arabia	47.4	52.8	46.6	46.3	43.3	47.0	42.1	33.4	34.1	32.4
New Zealand	16.0	15.4	18.5	20.4	21.2	21.8	27.5	34.7	31.2	30.1
United Arab Emirates	32.1	36.4	34.9	27.5	27.3	22.7	17.9	33.7	29.2	29.1
Slovenia	16.9	14.0	13.4	18.9	22.9	25.0	32.5	28.9	28.5	28.9
Slovakia	18.0	17.7	21.3	22.2	23.6	25.2	23.5	29.2	27.3	28.6
Greece	13.2	10.4	11.4	12.8	18.0	22.2	22.8	26.9	23.8	28.5
Indonesia	9.1	8.0	7.4	12.5	12.4	43.4	19.9	20.3	29.2	28.0
Thailand	16.7	24.2	24.0	21.5	23.8	36.1	22.4	18.8	24.4	27.7
Malaysia	12.8	21.8	27.1	27.4	22.5	20.9	19.8	18.9	24.0	27.4
Bulgaria	10.6	8.2	8.7	10.6	13.5	15.8	17.1	24.0	25.2	25.6
Kuwait	26.7	27.6	26.5	28.5	32.6	29.7	23.3	24.7	24.4	21.3
Croatia	15.4	12.2	14.1	17.7	19.0	18.5	16.6	18.0	18.5	20.8
Israel	20.0	7.9	9.7	12.4	14.4	16.6	18.2	26.1	24.4	19.7
India	9.7	12.3	10.0	14.9	14.7	14.2	7.6	7.6	15.7	17.6
Philippines	3.9	4.2	7.1	8.4	8.9	11.2	8.5	11.8	15.0	16.6
Ukraine	8.5	4.7	5.3	6.0	8.1	8.6	11.0	15.0	22.8	16.0
Lithuania	13.8	11.0	16.0	11.3	13.4	13.0	13.9	19.7	14.9	15.4
Latvia	8.0	7.5	9.4	8.6	10.6	9.9	12.8	13.2	12.9	13.7
Türkiye	13.4	11.0	12.0	12.0	11.2	9.8	9.7	13.2	14.0	13.2
Estonia	5.3	5.3	6.1	7.7	9.7	9.6	11.9	15.7	10.8	10.4
Chile	3.6	2.9	4.4	3.4	4.6	4.8	4.7	19.4	16.7	9.4
Serbia	3.7	3.2	4.8	6.4	6.3	6.8	8.5	8.5	8.7	7.9
Cyprus	4.2	4.0	3.7	4.8	5.8	6.0	5.8	6.8	6.2	6.4
Malta	1.3	1.5	1.6	1.6	1.5	2.0	2.6	2.7	2.6	3.6
Brazil	4.9	2.9	2.7	3.1	3.4	2.9	2.2	2.9	2.6	2.9
South Africa	2.6	1.9	2.6	2.6	2.8	3.7	2.3	4.7	3.6	2.4
Argentina	1.1	1.1	4.4	4.9	5.4	4.0	3.3	3.0	1.9	1.7
Lebanon	1.5	1.3	1.6	2.1	2.0	1.7	0.5	0.8	1.0	0.9
Egypt	8.2	6.5	3.5	3.1	1.7	2.0	1.5	0.7	1.1	0.8
Russia	40.3	18.5	13.0	13.8	15.1	14.0	16.2	19.0	14.1	n.a.

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Table W4
World mattress trade. Destination of exports

Country	Destination 1		Destination 2		Destination 3		Destination 4		Destination 5	
China	Japan	21%	South Korea	10%	Australia	9%	UK	7%	Germany	6%
Poland	Germany	35%	Netherlands	10%	France	8%	Sweden	6%	Czech Rep	5%
Mexico	USA	95%	Canada	5%						
Indonesia	USA	93%	Singapore	1%	Hong Kong	1%	Canada	1%	Timor Leste	1%
Germany	Switzerland	35%	Netherlands	17%	Austria	15%	France	7%	Poland	3%
Netherlands	Germany	45%	Belgium	36%	Poland	3%	UK	2%	France	2%
Denmark	Germany	17%	UK	14%	South Korea	11%	Norway	8%	Netherlands	7%
Türkiye	UK	12%	Germany	10%	Netherlands	7%	France	6%	Ireland	6%
Romania	Spain	15%	France	14%	UK	13%	Germany	11%	Italy	7%
Portugal	France	40%	Spain	38%	Germany	8%	Italy	3%	Sweden	1%
Vietnam	Japan	60%	USA	25%	Taiwan	5%	China	2%	Hong Kong	1%
Spain	France	48%	USA	16%	Portugal	12%	Canada	4%	Italy	4%
Belgium	France	36%	Netherlands	32%	Germany	18%	Italy	3%	Austria	2%
United States	Canada	74%	Mexico	7%	South Korea	2%	Japan	2%	China	2%
Italy	France	27%	Germany	13%	Czech Rep	7%	USA	5%	Switzerland	4%
Thailand	USA	34%	China	28%	Lao PDR	8%	Singapore	5%	Cambodia	4%
Sweden	Norway	40%	Denmark	14%	Finland	12%	Netherlands	6%	Germany	4%
Malaysia	Japan	26%	USA	26%	Singapore	18%	Taiwan	5%	South Korea	5%
United Kingdom	Ireland	28%	USA	12%	China	9%	Netherlands	5%	France	4%
Taiwan, China	USA	81%	Australia	5%	Japan	4%	UK	3%	Vietnam	2%
France	Switzerland	24%	Germany	12%	Spain	11%	Belgium	8%	Netherlands	6%
Austria	Germany	60%	Switzerland	21%	Czech Rep	5%	Italy	4%	Netherlands	2%
Serbia	Germany	27%	Italy	23%	Poland	22%	Hungary	4%	Montenegro	4%
Philippines	Netherlands	68%	USA	24%	Denmark	5%	Canada	1%	China	1%
South Korea	USA	48%	India	13%	Vietnam	11%	Japan	4%	Indonesia	3%
Czech Republic	Slovakia	32%	Germany	25%	Italy	10%	Poland	9%	Austria	7%
Singapore	USA	86%	Indonesia	9%	Malaysia	2%				
Bulgaria	Romania	36%	Greece	17%	Denmark	15%	Germany	8%	Serbia	5%
India	USA	56%	Un Arab Emir	13%	Nepal	7%	France	5%	Kuwait	5%
Ireland	UK	97%	Netherlands	2%	Germany	1%				
Canada	USA	88%	Taiwan	3%	France	3%	China	2%	UK	1%
Estonia	Sweden	30%	Finland	27%	Switzerland	13%	Germany	12%	Denmark	8%
Lithuania	Sweden	23%	Germany	14%	Norway	10%	UK	9%	Netherlands	8%
United Arab Emir.	Saudi Arabia	15%	Oman	14%	Kuwait	11%	Bahrain	6%	Qatar	6%
Croatia	Slovenia	22%	Switzerland	19%	Germany	16%	Netherlands	9%	Belgium	5%
Slovakia	Czech Rep	47%	Poland	31%	Germany	4%	Lithuania	3%	Hungary	3%
Brazil	Uruguay	48%	Bolivia	42%	Paraguay	4%	Chile	4%		
Slovenia	Croatia	20%	Austria	20%	Netherlands	18%	Germany	9%	Serbia	6%
Japan	China	37%	Taiwan	18%	Singapore	16%	France	10%	Hong Kong	9%
Latvia	Germany	27%	Estonia	17%	Czech Rep	14%	Lithuania	14%	Poland	6%
Norway	Denmark	36%	Germany	21%	Sweden	18%	USA	7%	Finland	5%
Switzerland	Germany	30%	France	23%	Netherlands	9%	Belgium	7%	China	6%
South Africa	Namibia	31%	Lesotho	16%	Botswana	14%	Zambia	11%	Mozambique	7%
Hungary	Germany	27%	Austria	19%	Croatia	18%	Slovakia	12%	Switzerland	7%
Australia	China	55%	Hong Kong	15%	New Zealand	14%	South Korea	5%	Singapore	3%
Greece	Cyprus	23%	Germany	13%	Netherlands	8%	China	6%	Italy	6%
Saudi Arabia	Bahrain	45%	Kuwait	23%	Un Arab Emir	23%	Yemen	4%	Oman	2%
Egypt	Libya	56%	Saudi Arabia	21%	Kuwait	5%	Sudan	3%	Kenya	2%
Hong Kong, China	Macau	65%	Taiwan	18%	China	7%	USA	3%	Malaysia	2%
Ukraine	Latvia	32%	Moldova	9%	Slovenia	9%	Lithuania	6%	Georgia	6%
Israel	USA	69%	Belgium	14%	Slovenia	5%	Türkiye	5%	France	2%
Kuwait	Saudi Arabia	94%	Un Arab Emir	3%	Qatar	2%				
Argentina	Uruguay	100%								
Chile	Peru	57%	Bolivia	16%	Germany	9%	Argentina	4%	Colombia	4%
Finland	Sweden	44%	Estonia	23%	Lithuania	14%	Poland	3%	UK	3%
New Zealand	South Korea	26%	Australia	19%	Cook Islands	17%	Fr. Polynesia	12%	Fiji	10%
Cyprus	Estonia	99%	Spain	1%						
Lebanon	France	32%	Centr Afr Rep	12%	Un Arab Emir	9%	Ghana	8%	Gambia	6%
Malta	Ghana	45%	Norway	34%	USA	19%	Burkina Faso	1%		

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Table W5
World mattress trade. Origin of imports

Country	Origin 1		Origin 2		Origin 3		Origin 4		Origin 5	
USA	Mexico	32%	Indonesia	25%	Myanmar	11%	Kosovo	7%	Taiwan	5%
Germany	Poland	43%	Netherlands	13%	Romania	7%	China	7%	Belgium	5%
France	Poland	18%	Portugal	15%	Belgium	14%	Romania	10%	Spain	9%
Japan	China	60%	Vietnam	31%	USA	2%	Denmark	2%	Italy	2%
Netherlands	Poland	24%	China	19%	Belgium	17%	Germany	16%	Denmark	6%
UK	China	27%	Poland	15%	Ireland	14%	Denmark	14%	Romania	13%
Canada	USA	43%	Mexico	22%	Cambodia	6%	Indonesia	6%	China	5%
Australia	China	83%	Denmark	7%	UK	2%	Sweden	1%	Vietnam	1%
Switzerland	Germany	33%	Poland	18%	Austria	8%	France	7%	Denmark	6%
South Korea	China	53%	Denmark	22%	Italy	6%	USA	5%	Malaysia	3%
Belgium	Netherlands	35%	China	17%	Poland	12%	Germany	9%	Romania	7%
Italy	Poland	22%	Sweden	16%	Romania	13%	China	12%	Serbia	8%
Spain	Portugal	32%	Romania	28%	Poland	15%	China	9%	Germany	4%
Sweden	Poland	52%	China	11%	Estonia	10%	Lithuania	8%	Denmark	6%
Austria	Germany	53%	Poland	16%	Netherlands	7%	Slovenia	5%	Romania	4%
Denmark	Poland	23%	China	18%	Sweden	15%	Norway	12%	Belgium	6%
Taiwan, China	China	62%	Vietnam	13%	Thailand	5%	Malaysia	3%	USA	2%
Czech Rep	Poland	50%	Italy	18%	Germany	8%	Slovakia	8%	Romania	5%
Singapore	China	32%	Indonesia	30%	Malaysia	14%	Thailand	6%	Denmark	5%
Norway	Poland	39%	Lithuania	21%	Sweden	12%	Denmark	9%	China	8%
Poland	China	18%	Serbia	16%	Italy	10%	Germany	10%	Romania	9%
China	Thailand	49%	New Zealand	9%	Italy	6%	Vietnam	6%	Malaysia	3%
Portugal	Spain	50%	Romania	27%	Croatia	7%	Germany	4%	Sweden	4%
Hong Kong, CN	China	56%	Australia	12%	Thailand	10%	Vietnam	5%	Taiwan	4%
Ireland	UK	44%	Türkiye	24%	China	12%	Germany	5%	Poland	5%
Vietnam	China	79%	Taiwan	9%	South Korea	7%	Malaysia	2%	Thailand	1%
Mexico	China	73%	USA	24%	Indonesia	1%	France	1%		
Finland	Poland	30%	Sweden	29%	Estonia	28%	Denmark	4%	Romania	2%
Hungary	Poland	47%	China	18%	Romania	9%	Serbia	7%	Türkiye	6%
Romania	Bulgaria	32%	Türkiye	25%	Poland	19%	Moldova	7%	China	6%
Saudi Arabia	Un Arab Emir	30%	China	16%	India	14%	Oman	10%	Romania	5%
New Zealand	China	84%	Australia	3%	Denmark	3%	Sweden	3%	Germany	2%
Un Arab Emir	Oman	29%	India	18%	China	9%	Poland	9%	UK	7%
Slovenia	Bosnia Herz	20%	Türkiye	16%	Croatia	11%	China	10%	Poland	10%
Slovakia	Czech Rep	33%	Poland	30%	Italy	15%	Hungary	7%	Germany	4%
Greece	Türkiye	35%	China	19%	Bulgaria	15%	Romania	14%	Poland	4%
Indonesia	China	70%	Singapore	17%	USA	4%	Malaysia	2%	Thailand	1%
Thailand	China	85%	Indonesia	4%	Japan	2%	UK	2%	Malaysia	1%
Malaysia	China	61%	Japan	20%	Vietnam	7%	Indonesia	5%	Thailand	3%
Bulgaria	China	38%	Italy	22%	Romania	16%	Türkiye	13%	Poland	5%
Kuwait	Saudi Arabia	31%	Un Arab Emir	25%	India	11%	China	8%	Romania	6%
Croatia	Hungary	18%	Romania	14%	Slovenia	13%	Poland	11%	Bosnia Herz	11%
Israel	Denmark	31%	Poland	20%	China	17%	Romania	10%	USA	5%
India	South Korea	22%	Germany	19%	China	18%	Sri Lanka	15%	Thailand	10%
Philippines	China	63%	Japan	5%	South Korea	5%	Denmark	5%	Thailand	4%
Ukraine	Poland	50%	Türkiye	29%	China	12%	Spain	2%	Italy	2%
Lithuania	Poland	47%	Latvia	12%	Belarus	12%	Estonia	4%	Romania	4%
Latvia	Poland	58%	Lithuania	6%	China	6%	Ukraine	6%	Türkiye	5%
Türkiye	Romania	31%	Poland	23%	Denmark	15%	UK	8%	Italy	4%
Estonia	Latvia	23%	Denmark	20%	Poland	12%	Netherlands	10%	Lithuania	8%
Chile	China	69%	USA	7%	Mexico	3%	Brazil	3%	Czech Rep	3%
Serbia	China	24%	Türkiye	21%	Croatia	19%	Italy	9%	Romania	7%
Cyprus	Greece	24%	Romania	19%	China	18%	Denmark	14%	Spain	6%
Malta	Italy	35%	China	23%	Türkiye	19%	Slovakia	9%	Spain	5%
Brazil	China	63%	Denmark	12%	Netherlands	7%	Italy	4%	France	4%
South Africa	China	41%	Denmark	24%	Italy	9%	Germany	7%	El Salvador	4%
Argentina	China	62%	Paraguay	13%	Chile	5%	Türkiye	4%	Germany	4%
Lebanon	China	37%	Türkiye	21%	Italy	15%	France	10%	Germany	3%
Egypt	Poland	45%	Romania	21%	Türkiye	17%	Germany	5%	Netherlands	4%

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Table W6
Mattress consumption 2024-2025. Change forecasts in real terms.

	2024	2025
Argentina	-7%	3%
Australia	1%	2%
Austria	-1%	1%
Belgium	-1%	2%
Brazil	0%	1%
Bulgaria	0%	2%
Canada	-2%	2%
Chile	0%	1%
China	2%	3%
Croatia	1%	1%
Czech Republic	-1%	2%
Denmark	0%	1%
Estonia	0%	2%
Finland	-1%	2%
France	-1%	1%
Germany	-2%	2%
Greece	1%	1%
Hungary	1%	3%
India	5%	6%
Indonesia	4%	4%
Ireland	-1%	2%
Italy	-2%	2%
Japan	0%	1%
Kuwait	-2%	3%
Latvia	0%	2%
Lithuania	-2%	1%
Malaysia	2%	2%
Mexico	0%	2%
Netherlands	-2%	1%
Norway	0%	1%
Philippines	3%	3%
Poland	1%	3%
Portugal	0%	2%
Romania	3%	3%
Russia	n.a.	n.a.
Saudi Arabia	1%	3%
Serbia	2%	3%
Slovakia	-1%	2%
South Africa	0%	1%
South Korea	-1%	2%
Spain	-1%	1%
Sweden	-2%	2%
Switzerland	-1%	1%
Taiwan, China	1%	1%
Thailand	1%	2%
Türkiye	1%	1%
United Arab Emirates	2%	2%
United Kingdom	-1%	1%
United States	-3%	2%
Vietnam	4%	4%

Sources: CSIL

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PART III.
TOP 20 COUNTRIES FOR MATTRESS INDUSTRY

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India	76
Poland	92
Brazil	105
United Kingdom	122
Italy	138
Mexico	154
Türkiye	168
Canada	183
Spain	195
Australia	211
France	225
Germany	239
South Korea	254
Japan	268
Portugal	282
Vietnam	295
Sweden	309
Belgium	321

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3.1 The mattress industry in China

3.1.1 China. Key figures and competitive landscape in the mattress industry

Key Figures

- China is the leading country in mattress production globally, with a value of approximately US$ 9 billion.
- About 10% of the production is exported, with Japan being the primary destination, absorbing nearly 21% of Chinese exports. Since 2018, North America, especially the United States, has absorbed over 60% of Chinese mattress exports. However, the imposition of antidumping duties on Chinese mattress imports in 2019 led to a sharp decline in exports to the US, with North America representing only 4% of Chinese mattress exports by 2023.
- China is the second-largest mattress market globally, reaching a value of about US$8 billion.
- In 2023, Chinese mattress production began to show a stable trend, decreasing slightly by 1% (in current US$) from 2022. This follows a significant increase of 17% from 2020 to 2021 and a sharp decline of 15% from 2021 to 2022. The Chinese mattress industry seems to be in a difficult moment, because of the declining demand of the internal market and poor performance of exports, which have been traditionally a driver for the Chinese mattress industry, but today are still below the pre-pandemic level.
- In terms of filling materials, about 65% of production volume is made by innerspring mattresses, followed by 25% of PU foam mattresses. Latex mattresses represent an estimated 5% of the total Chinese mattress production.
- The market is mainly satisfied by local production, with imports accounting for only 1% of the total mattress consumption.

Competitive System Landscape

The Chinese mattress industry is fragmented and characterized by the presence of both large players (with annual production capacities of more than one million mattresses each) and small and medium companies serving specific regions without a national network.

The top five mattress manufacturers in China are Xilinmen Group, EON Living, Healthcare (Mlily), Jason Furniture (Kuka), and Man Wah Holding. In recent years, the major players have been expanding their global footprint by building retail systems, establishing manufacturing facilities, and merging with or acquiring local companies. In recent years, leading mattress manufacturers have adopted a diversification manufacturing footprint strategy, opening facilities mainly in South Asian countries (such as Vietnam, Thailand), North America (Mexico and US), and Europe (Spain, Serbia).

M&A Deals and Recent News

- At the end of January 2024, Kuka Sleep, a division of Kuka Home, inaugurated a new mattress manufacturing facility in Dallas, Texas. And Kuka Home has completed the expansion of its factory in Nuevo León, Mexico
- In November 2023, Infore Group (a diversified industrial investment holding group linked to Midea) purchased controlling interest in Kuka Group Co. Ltd. The Gu family, which owns the most shares in Kuka Group, has sold 30% of them to Infore Group. The Gu family will keep 10% of their shares, while other investors will hold the remaining 60%.
- In January 2023, Sinomax USA acquired the exclusive license for Vibe branded mattresses and bedding products from Kimberly.
- In 2021, Kuka launched a mattress division for the North America market.
- Healthcare (Mlily) has continuously expanded its overseas retail channels. In 2017, it acquired Spain's Maxcolchon; in 2020, it acquired the American home furnishings chain Morfurniture; and in 2021, it established a deep cooperation with the German furniture chain brand Matratzen Concord, which has approximately 600 stores in Germany.

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Table 3.1 - China

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	7,641	8,139	8,300	8,973	9,907	9,334	9,148	10,703	9,097	8,991
Exports	US$ million	900	933	1,011	1,358	1,616	1,079	799	914	843	898
Imports	US$ million	24	26	38	57	76	88	62	58	47	61
Consumption*	US$ million	6,766	7,233	7,328	7,671	8,368	8,344	8,410	9,847	8,301	8,154
Production	% ch. -US$		7%	2%	8%	10%	-6%	-2%	17%	-15%	-1%
Exports	% ch. -US$		4%	8%	34%	19%	-33%	-26%	14%	-8%	6%
Imports	% ch. -US$		7%	47%	49%	33%	16%	-30%	-5%	-20%	30%
Consumption*	% ch. -US$		7%	1%	5%	9%	0%	1%	17%	-16%	-2%
export/production	%	12%	11%	12%	15%	16%	12%	9%	9%	9%	10%
import/consumption	%	0%	0%	1%	1%	1%	1%	1%	1%	1%	1%
Production	CNY million	47,083	51,137	55,115	60,627	65,477	64,483	63,157	69,041	61,216	63,665
Exports	CNY million	5,545	5,861	6,713	9,179	10,678	7,454	5,515	5,895	5,674	6,358
Imports	CNY million	151	165	255	386	503	610	425	376	316	433
Consumption*	CNY million	41,689	45,441	48,657	51,834	55,302	57,639	58,068	63,523	55,858	57,740
Production	% ch. - CNY		9%	8%	10%	8%	-2%	-2%	9%	-11%	4%
Exports	% ch. - CNY		6%	15%	37%	16%	-30%	-26%	7%	-4%	12%
Imports	% ch. - CNY		9%	55%	51%	30%	21%	-30%	-12%	-16%	37%
Consumption*	% ch. - CNY		9%	7%	7%	7%	4%	1%	9%	-12%	3%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.2 - China

Exchange rates, 2014-2023.

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

Source: US Federal Reserve

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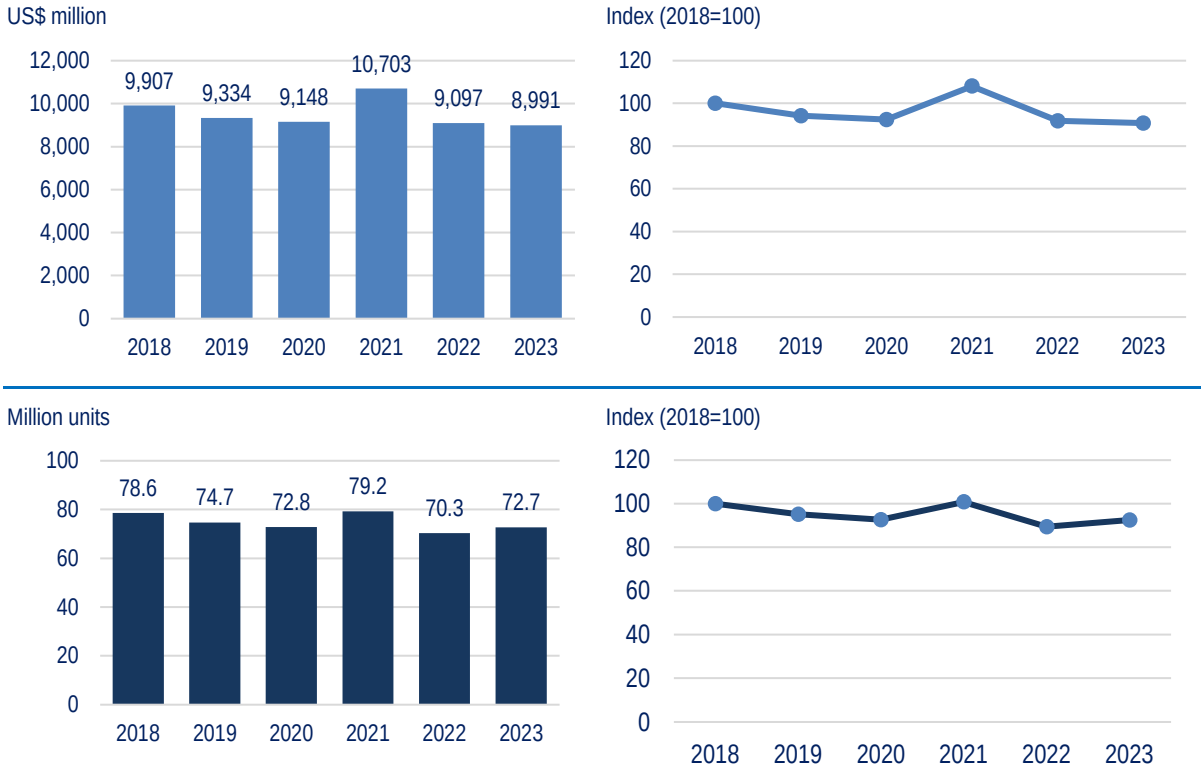
3.1.2 China. Mattresses production

Figure 3.1 - China

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.3 - China

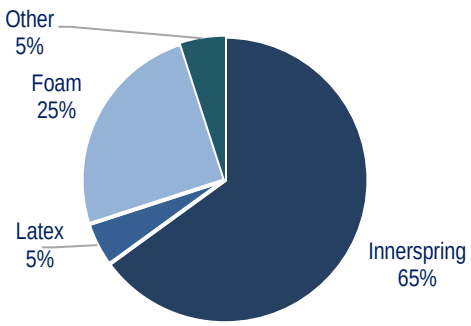
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
China	16%	12%	9%	9%	9%	10%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.2 - China

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.1.3 China. Major Mattresses manufacturers

Table 3.4 China. Major mattresses manufacturers by turnover

Company	Headquarters' country	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Xilinmen Group	China	1,004	82	1,225
EON Living	China	884	70	1,263
Healthcare Co., Ltd.-Mlily	China	547	48	1,145
Jason Furniture (Hangzhou)-Kuka	China	407	15	2,713
Man Wah Holdings	Hong Kong, China	368	15	2,401
Sinomax (Holding) Group	Hong Kong, China	290	63	461
De Rucci	China	226	63	359
Zinus (China)	China	185	80	232
Suibao	China	177	85	208
Airland Industrial (Shenzhen)	China	156	70	223
Glory	China	140	80	174
JV King Koil-Serta China	China	127	90	142
Goodnight	China	126	65	193
Fengyang	China	99	70	141
Quanyou Furniture	China	94	10	944
Somnus Furniture	China	87	100	87
Homey Industrial Group	China	80	100	80
Simmons Bedding & Furniture	China	65	80	82
Huaweimei Furniture	China	65	70	92
Mellkit	China	59	80	73
Aidi	China	58	95	61
South Hui Ton	China	53	80	66
Luen Tai Group	Hong Kong, China	52	65	80
Bayi	China	51	70	73
Jisi Furniture Group	China	51	40	127
Steel Land	China	51	30	169
AiDeFu	China	48	90	53
Sealy China	China	45	70	64
Sweet Night Furniture	China	41	70	59
Aris Furniture	China	40	20	200
Jlh Mattress	China	40	80	50
Red Apple	China	38	20	189
Fule Furniture	China	34	55	62
Stylution (China)	China	33	80	41
Yilianna Furniture	China	31	100	31

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

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3.1.4 China. Short Profiles of major mattresses manufacturers

AiDeFu

Jiangsu AiDeFu Latex Products Co., Ltd.
Headquarters/Main Location: Guocuntown, Jiangdu Area - Yangzhou, Jiangsu - China
T: +86 514 86399508
Email: zxl@adflatex.com
Web: http://www.aidefulatex.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Latex Foam
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; China
Online sales: No

Aidi

Shenzhen Zhongshen Ai's Bedding Technology Co., Ltd.
Headquarters/Main Location: 309#JinBi Road,Shahu,Pingshan District - 518118 Shenzhen, Guangdong - China
T: +86 755 28824077
Email: sales18@szaidi.com
Web: http://www.szaidi.com ; http://www.aidisz.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 95% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 5; China
Online sales: No

Airland Industrial (Shenzhen)

Airland Industrial (Shenzhen) Co.,Ltd
Group: Airland
Headquarters/Main Location: Shawan Danzhutou Industrial Zone - 518114 Shenzhen - China
T: +86 075528746600
Email: ; duzuoping@airland.com
Web: https://www.airland.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; China

Aris Furniture

Beijing Aris Furniture Co., Ltd.
Headquarters/Main Location: Duozi Industrial Area, Taihu Town, Tongzhou District - 101100 Beijing - China
T: +86 10 69508987
Email: yunhui1122@163.com
Web: http://www.chinaaris.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; China
Online sales: Yes

Bayi

Chengdu Bayi Mattress Factory
Headquarters/Main Location: No. 68, North Section of Chengshuang Avenue, Wuhou District - 610043 Chengdu, Sichuan - China
T: +86 28 85033866
Email: bayi@ba-yi.com
Web: http://www.ba-yi.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; China
Online sales: No

CBD

Shenzhen Yuanchao Household Goods Co., Ltd.
Headquarters/Main Location: No. 8 Xinlong Road,Shahu Neighborhoo, Pingshan - 518118 Shenzhen, Guangdong - China
T: +86 755 28419743
Email: zhengquan@cbd88.com ; CBD88888@163.com
Web: https://www.cbd88.cn ; http://www.cbdfurniture.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 17% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 4; China
Online sales: No

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Dapeng

Foshan Dapeng Furniture Factory
Headquarters/Main Location: No.7th.Gegao Industry, Longjiang Town, Shunde District - 528318 Foshan, Guangdong - China
T: +86 757 23364622
Email: gddapeng@126.com
Web: http://www.gddapeng.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; China

De Rucci

De Rucci Healthy Sleep Co., Ltd
Group: De Rucci
Headquarters/Main Location: Science and Technology Avenue No.1, Houjie - 523948 Dongguan, Guandgong - China
T: +86 769 85058288 ; 85052088
Email: china@derucci.com
Web: https://www.derucci.com ; http://www.musiguoji.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 63% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 2; China
Online sales: Yes

EON Living

Foshan Eon Home Co., Ltd
Group: JBM
Headquarters/Main Location: The 325 National Road, Longjiang Town, Shunde District - 528318 Foshan, Guangdong - China
T: +86 757 29839193
Email: sales@eonliving.com
Web: https://jbmfurniture.com; http://www.eon-home.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Children's rooms, Mattresses, Pillows, Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 3; China
Online sales: Yes

Fengyang

Fengyang Group Co., Ltd.
Headquarters/Main Location: Fengyang Industrial Park - Xiong'an New District, Hebei - China
T: +86 400 6165686
Email: fyjt@sdfengyang.com
Web: http://www.sdfengyang.com ; http://www.xafengyang.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; China
Online sales: Yes

Fule Furniture

Fule Furniture Co., Ltd.
Headquarters/Main Location: Nanda Street Ximutou City 18# - 710002 Xian, Shaanxi - China
T: +86 2982573316
Email: fule.88@163.com
Web: https://www.fule.cc
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses
Mattress production accounts for an estimated 55% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; China

Glory

Shanghai Gaoyu Foam Products Co., Ltd.
Group: Glory
Headquarters/Main Location: No.48 Honglan Road ,Hongmiao Industrial Zone,Fengxian District - 201411 Shanghai - China
T: +86 21 57138201 ; 57138202
Email: service@gaoyufoam.com
Web: https://www.gaoyufoam.com ; https://www.glorysleep.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, PU Foam
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; China; 2 Vietnam, 1 Myanmar, 1 Canada
Online sales: Yes

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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
Email: sales@goodnight.com.cn ; gj@goodnight.com.cn
Web: http://www.goodnight.com.cn
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Contract, Textiles
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; China
Online sales: No

Homey Industrial Group

Harbin Homey Industrial Group Co., Ltd.
Headquarters/Main Location: Huangjia Waizi Rd, Daowai
T: +86 136 13622153
Email: hy_info@hyhm.cn
Web: http://www.homeymattress.com
Activity: Manufacturer, Retailer
Product Portfolio: Bedrooms, Beds, Mattresses, Contract, Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 3; China
Online sales: Yes

Huaweimei Furniture

Zhejiang Huaweimei Group Co., Ltd.
Headquarters/Main Location: Wuyang Bridge, Shaomen - 312046 Shaoxing , Zhejiang - China
T: +86 575 84026666 ; 84026688
Email: foreigntrade@huaweimei.com
Web: http://www.huaweimei.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; China
Online sales: Yes

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
Email: service@kukahome.com
Web: https://www.kukahome.com
Activity: Manufacturer, Retailer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 15% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 16; China; Vietnam (1), Mexico (4), USA(1)
Online sales: Yes

Jisi Furniture Group

Shandong Yantai Jisi Furniture Group Co., Ltd.
Headquarters/Main Location: 426 Shifan Rd, Muping - 264100 Yantai, Shandong - China
T: +86 535 4211065; 4212273
Email: office@jisi.cn
Web: http://www.jisi.cn
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Contract, Textiles
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 6; China
Online sales: Yes

Jlh Mattress

Jinlongheng Furniture Co., Ltd.
Headquarters/Main Location: The 3rd Industrial Estate of Shijiang, Jiujiang Twon, Nanhai District - Foshan, Guangdong - China
T: +86 757 8690 8021
Email: admin@jlhmattress.cn
Web: http://www.jlhmattress.cn ; https://www.jlhmattress.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; China
Online sales: No

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Joyinno JiangYing

JiangSu JiangYing Houseware Co., Ltd.
Headquarters/Main Location: No.101 Gudu Road - Economic Development Zone - Yangzhou, Jiangsu
T: +86 514 82188642
Email: marketing@jylatex.com
Web: http://www.jylatex.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Latex Foam
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; China

JSY Latex

Jiangsu JSY Latex Products Co., Ltd.
Headquarters/Main Location: Gaoxu Industrial Park,Xiaoji Town,Jiangdu District - Yangzhou, Jiangsu - China
T: +86 514 8671-0999
Email: marketsales@jsylatex.com
Web: https://www.jsylatex.com
Activity: Manufacturer
Product Portfolio: Mattresses, Latex Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 15% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; China

JV King Koil-Serta China

Shanghai King Koil Sleep System Co., Ltd.
Group: Hillhouse Investment Management
Headquarters/Main Location: 13B, No 375 North CaoXi Road, ZhongJin International Plaza, Building C, Xuhui District - Shanghai - China
T: +86 21 60851788
Email: sales@kingkoil.com.cn
Web: http://www.kingkoil.com.cn
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 3; China
Online sales: Yes

Kingsdown China

Guangzhou Nuoshi Sleep Technology Co., Ltd.
Group: Kingsdown
Headquarters/Main Location: 3A, Minggaocheng, No. 123, Yingbin Avenue, Huadu District, - Guangzhou - China
T: +86 20 37760955
Email: ; miaojuan.li@rothchina.cn
Web: http://www.kingsdown.com.cn
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Mattresses
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 50-100 US$ million

Linshimuye Furniture

Linshimuye Furniture
Headquarters/Main Location: Nanhai District - 528203 Foshan, Guangdong - China
T: +86 757 86907654
Email: 3225952517@qq.com
Web: https://www.linsygroup.cn
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500

Longlife Bedding

Guangdong Memo's Bedding Co
Group: Memo's Bedding
Headquarters/Main Location: No.7-1, Lianxin South Road, Sanlian Industrial Park, Wanggang village committee, Longjiang Town, Shunde District - 528319 Foshan, Guangdong - China
T: +86 757 23871380
Email: hql@memos.com.cn ; sell@memos.com.cn
Web: http://memos.com.cn
Activity: Manufacturer
Product Portfolio: Beds, Garden and Outdoor, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; China

Luen Tai Group

Luen Tai Group Ltd
Headquarters/Main Location: Room 2613~2616, 26/F., New Tech Plaza,34 Tai Yau Stree - San Po Kong, Kowloon - Hong Kong
T: +852 2351 4545
Email: info@luentai.com
Web: https://luentai.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract, Foam
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 9; Shenzhen, Shanghai (Mattress), Chengdu, Xiamen

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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
Email: manwah@manwahholdings.com
Web: https://www.manwahholdings.com ; https://www.cheersofa.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Foam
Mattress production accounts for an estimated 15% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 14; China (7), Vietnam (1), Mexico (1), Thailand (1), Lithuania (2), Poland (1), Ukraine (1) In 2022, Man Wah expanded its manufacturing footprint to include Mexico. The plant serves the North American market. Home Group (Estonia) operates 4 of these manufacturing facilities, those in Lithuania, Poland, and Ukraine. The company has 4 foam production plants in China
Online sales: Yes

Mellkit

Jiaxing Yuan Chang Furniture Co., Ltd.
Headquarters/Main Location: NO.8,Chaoyang Road,Zhendong Industrial Park,Yuanhua Town - 314416 Haining, Zhejiang - China
T: +86 573 87873399
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 3; China
Online sales: No

Mengshen

Ningbo Mengshen Mattress Machinery Co., Ltd
Headquarters/Main Location: NXingyong Road,165# - 315020 Ningbo, Zhejiang - China
T: +86 574 87356607 ; 87355162 ; 87353485
Email: office1@mengshen.com
Web: http://www.mengshen.com.cn
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 95% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 5; China; usa
Online sales: Yes

Mlily

Healthcare Co., Ltd.
Group: Healthcare Co., Ltd.
Headquarters/Main Location: No. 999, Gaonan Road, Dingyan Town - 226521 Rugao, Jiangsu - China
T: +86 513 68169482
Email: hkfoam@hkfoam.com
Web: https://www.mlily.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Foam
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 48% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 10; China; USA (4), Serbia (1), Thailand (1), Spain (1).
Online sales: Yes

Quanyou Furniture

Quanyou Furniture Co., Ltd.
Headquarters/Main Location: Yuyang Village, Yangma Town, Chongzhou - 610045 Chengdu, Sichuan - China
T: +86 28 66771818 ; 82255698
Email: kf@quanyou.com.cn
Web: http://www.quanyou.com.cn
Activity: Manufacturer, Retailer
Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Mattresses
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; China
Online sales: Yes

Queendorn

Haima Furniture Co.,Ltd
Headquarters/Main Location: Julong Industrial Zone, Shaping Town - Heshan City, Guangdong - China
T: +86 750 887 2933
Email: queendom@springmattress.com
Web: https://www.queendom.com.cn
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million

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Rayson Global

Rayson Global Co., Ltd
Group: Rayson Global
Headquarters/Main Location: Rayson Industrial Zone,Huasha Road, Shishan - Foshan, Guangdong - China
T: +86 757 85886933
Email: info@raysonchina.com
Web: https://www.compressmattress.com ; https://www.raysonglobal.com.cn
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500

Red Apple

Shenzhen Tiancheng Furniture Co., Ltd. Hong Ping Guo
Group: Red Apple - Shenzhen Tiancheng Furniture
Headquarters/Main Location: Heshan Ind. Zone. Queshan, Longhuazhen - 518109 Shenzhen, Guangdong - China
T: +86 755 28111368
Email: export@redapple.com.cn
Web: http://www.redapple.com.cn
Activity: Manufacturer, Retailer
Product Portfolio: Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; China
Online sales: Yes

Sea Horse

Seven Sea Chemicals Group (Sea Horse)
Group: Seven Sea Chemicals Group (Sea Horse
Headquarters/Main Location: 59-65 Queen's Road - Central - Hong Kong
T: +852 27233333
Email: info@sevensea.com.hk
Web: http://www.seahorse.hk
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Online sales: Yes

Sealy China

Sealy Trading (Shanghai) Co,. Ltd.
Group: Tempur Sealy
Headquarters/Main Location: Room 4703-31, No. 300 Huaihai Middle Road - Shanghai - China
T: +86 4008210867
Email: 4008210867@sealy.cn
Web: https://www.sealy.cn
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 6; China; Sealy has six factories located in China important cities: Shanghai(2), Tianjin, Chengdu, Huizhou, Wuhan
Online sales: Yes

Serta China (Huizhou)

Huizhou Serta Co., Ltd.
Group: Hillhouse Investment Management
Headquarters/Main Location: (No. 2 Main Workshop), Baoya Industrial Park, Ailing Section, West Side Of Yuhe Road, Economic Development Zone - 516221 Huizhou, Guangdong - China
T: +86 075528756360
Email: info@serta.cn
Web: https://www.serta.cn
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; China

Simmons Bedding & Furniture

Shenzhen Simmons Bedding & Furniture Ltd.
Group: SSB / Simmons
Headquarters/Main Location: Plaza, NO.1 Zhong Xin Si Road, Futian District - 518408 Shenzhen, Guangdong - China
T: +86 755 3336 9600
Email: ; lisayang@simmons.cn
Web: https://www.simmons.cn
Activity: Manufacturer, Retailer
Product Portfolio: Dining and Living rooms, Bedrooms, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; China

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Sinomax (Holding) Group

Sinomax (Holding) Group
Group: Sinomax
Headquarters/Main Location: No. 38 Wang Chiu Road, Kowloon Bay - Kowloon - Hong Kong
T: +852 25747798
Email: ir@sinomax.com ; sales@sinomax.com.hk
Web: https://www.sinomax.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 63% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 7; China (4), USA (1), Vietnam (2)
Online sales: Yes

Softide

Keeson Technology Corp. Ltd.
Headquarters/Main Location: No. 158 Qiumao Road - 314016 Jiaxing, Zhejiang - China
T: +86 0573 82283307
Email: softide@softide.cn
Web: http://www.softide.cn
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 3; China; Vietnam, Mexico

Somnus Furniture

Foshan Lucas Furniture Co., Ltd. - Shilikang Furniture
Headquarters/Main Location: No.10,Fuzhong Road,Guantian Village committee, Longjiang Town, Shunde District - Foshan, Guangdong - China
T: +86 13928234896
Email: sales02@somnus.cc
Web: http://www.somnus.cc ; http://www.rucas321.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 2; China
Online sales: Yes

South Hui Ton

Vonature Co.,Ltd
Group: Vonature Co.,Ltd
Headquarters/Main Location: Dulaying, Baiyun District - 550017 Guiyang, Guizhou - China
T: +86 0851 4472260
Email: dzr@plantsleep.com
Web: https://www.vonature.com ; https://www.plantsleep.com
Activity: Manufacturer
Product Portfolio: Bedrooms, Mattresses, Semi-finished parts
Types of mattresses by materials: Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; China
Online sales: No

Steel Land

Steel Land Industry Development Co., Ltd.
Headquarters/Main Location: No. 23, G325 road, Longjiang Shunde - Foshan , Guangdong - China
T: +86 139 2468 3099
Email: Bagio@steel-land.com
Web: https://www.steel-land.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 5; China
Online sales: Yes

Stylution (China)

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
Email: ac@sleeptherapymatt.com
Web: http://www.stylutionintl.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 4; China

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Suibao

Suibao Eurasia Mattress & Furniture Co., Ltd
Group: Somnopro Group
Headquarters/Main Location: No.133, Wanfu Road, Yuexiu District - 510120 Guangzhou, Guangdong - China
T: +86 20 83366223-83366286-83364202-83368153
Email: marketing@suibao.com
Web: https://www.suibao.com ; https://www.springairchina.cn
Activity: Manufacturer, Retailer
Product Portfolio: Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Contract
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 4; China
Online sales: No

Sunhoo

Chengdu Shuanghu Industrial Co., Ltd.
Headquarters/Main Location: No. 952, Tianpeng Avenue, Pengzhou - Chengdu, Sichuan - China
T: +86 2883 716883 ; 718555
Email: business@sun-hoo.cn ; **Web**: http://www.sun-hoo.cn
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Furnishing accessories
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500

Sweet Night Furniture

Guangdong Shu Mei Na Furniture Co., Ltd.
Headquarters/Main Location: Zhenye West 1 Road, Shatou Industrial Park, Jiujiang Town, Nanhai District - 538318 Foshan, Guangdong - China
T: +86 020 87486374
Web: http://www.sweetnight.com ;https://sweetnight.store
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Latex, Other
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; China
Online sales: Yes

Taien Springs

Jiaxing Taien Springs Co., Ltd
Headquarters/Main Location: No. 363, Xinyonglian Road, Wangjiangyu Development Zone - Jiaxing, Zhejiang - China
T: +86 573 82282626
Email: gjj@jxtaien.com ; **Web**: http://www.jxtaien.com
Activity: Manufacturer ; **Product Portfolio**: Mattresses
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 2; China; Vietnam

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
Email: inquiry@sleemon.com ; international@chinabed.com ;
Web: https://www.sleemon.cn ; http://www.sleemon.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 82% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 9; China; Thailand
Online sales: Yes

Yilianna Furniture

Dongguan Yilianna Furniture Co., Ltd.
Headquarters/Main Location: No. 25, Qiaozi Road, Qiaocheng Industrial Area, Qiaozi Village, Changping Town - 523572 Dongguan, Guangdong - China
T: +86 769 83826528
Email: jiameng20032002@vip.163.com
Web: http://www.ilena.com.cn
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; China
Online sales: Yes

Zinus (China)

Zinus Xiamen Inc
Group: Zinus
Headquarters/Main Location: Liantang Rd, Jimei District - Xiamen, Fujian - China
T: +86 510 8787452
Email: support@zinusinc.com ; media@zinusinc.com
Web: https://www.zinus.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Occasional, Mattresses
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 3; China
Online sales: Yes

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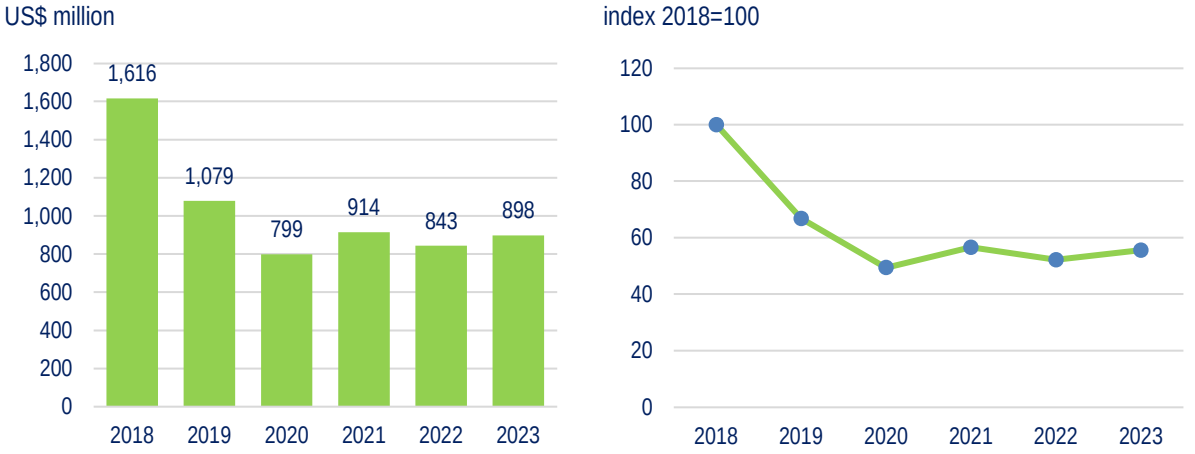
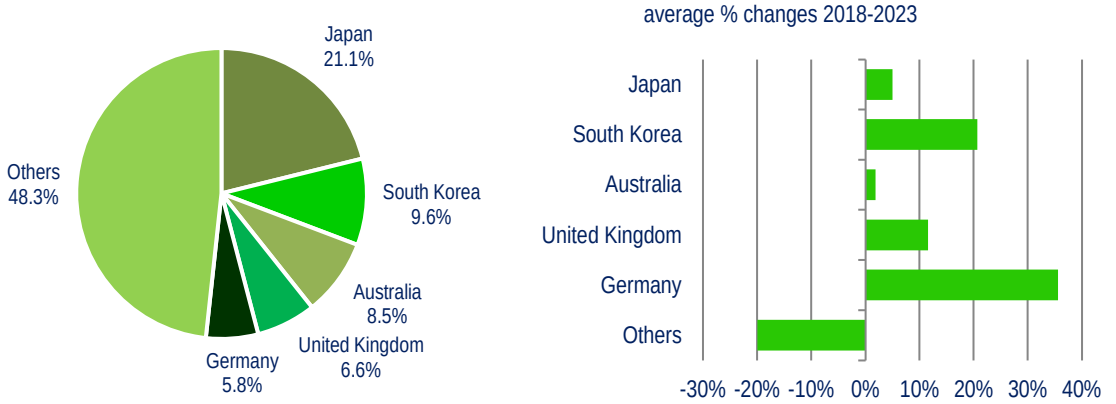
3.1.5 China. Mattresses exports

Figure 3.3 - China.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.4 - China.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.5 - China.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Japan	148.8	171.1	182.1	192.9	183.0	189.9	9.2	21.1	3.8	5.0
South Korea	33.7	50.4	63.2	86.2	70.2	86.3	2.1	9.6	23.1	20.7
Australia	69.9	68.5	75.5	77.5	94.1	76.7	4.3	8.5	-18.5	1.9
United Kingdom	34.4	44.7	48.4	48.8	46.1	59.5	2.1	6.6	29.0	11.6
Germany	11.3	28.7	44.2	65.0	35.2	51.9	0.7	5.8	47.5	35.6
Vietnam	25.5	32.3	30.5	35.3	31.8	42.6	1.6	4.7	34.0	10.8
Malaysia	12.3	33.2	20.6	25.7	29.7	34.7	0.8	3.9	16.7	23.1
France	12.6	12.5	17.7	20.7	12.7	31.6	0.8	3.5	n.s.	20.2
Singapore	12.5	17.6	16.6	14.2	35.1	31.4	0.8	3.5	-10.6	20.2
Hong Kong	33.1	24.4	23.6	26.1	27.1	26.0	2.0	2.9	-4.3	-4.7
top 10	394.1	483.4	522.2	592.4	565.0	630.5	24.4	70.2	11.6	9.9
others	1221.5	595.5	276.6	321.5	278.3	267.4	75.6	29.8	-3.9	-26.2
Americas	1042.4	369.3	74.7	81.0	51.0	46.2	64.5	5.1	-9.4	-46.4
- North America	1033.5	360.2	65.4	68.2	42.1	34.6	64.0	3.8	-17.8	-49.3
- Central-South America	8.9	9.1	9.3	12.8	8.9	11.6	0.6	1.3	30.0	5.4
Asia and Pacific	418.1	510.9	474.3	527.0	543.5	563.8	25.9	62.8	3.7	6.2
Europe	137.7	177.0	223.6	279.9	224.0	260.3	8.5	29.0	16.2	13.6
- European Union (27)	100.1	128.4	171.3	228.0	172.4	196.2	6.2	21.9	13.8	14.4
- UK, CH, NO, IS	35.2	45.6	49.4	49.9	47.1	60.8	2.2	6.8	29.2	11.6
- Other Europe	2.3	3.0	2.9	1.9	4.5	3.2	0.1	0.4	-28.3	6.6
Middle East	11.2	15.7	19.6	17.8	13.9	14.5	0.7	1.6	4.2	5.3
Africa	6.4	6.0	6.7	8.1	10.9	12.8	0.4	1.4	17.2	15.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	n.s.	n.c.
World Total	1615.6	1079.0	798.8	913.8	843.3	897.9	100.0	100.0	6.5	-11.1

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

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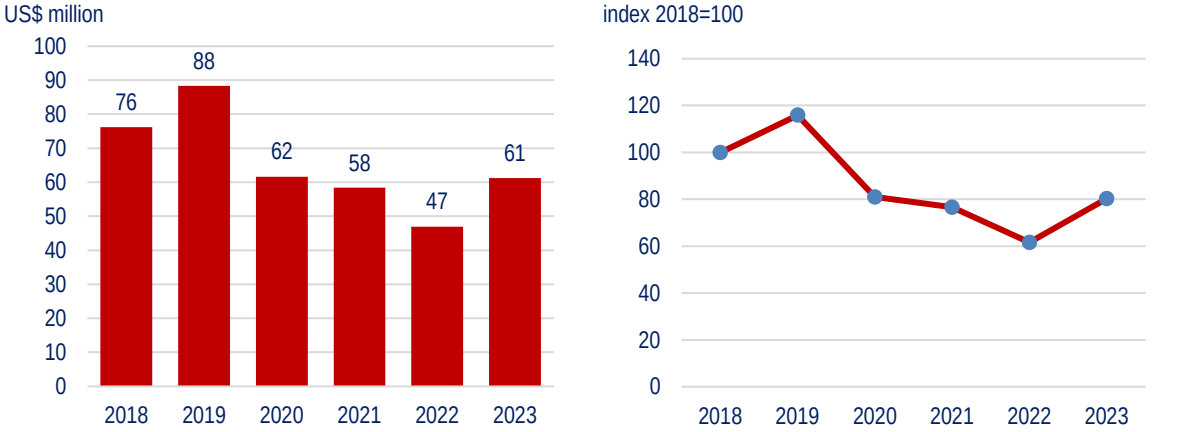
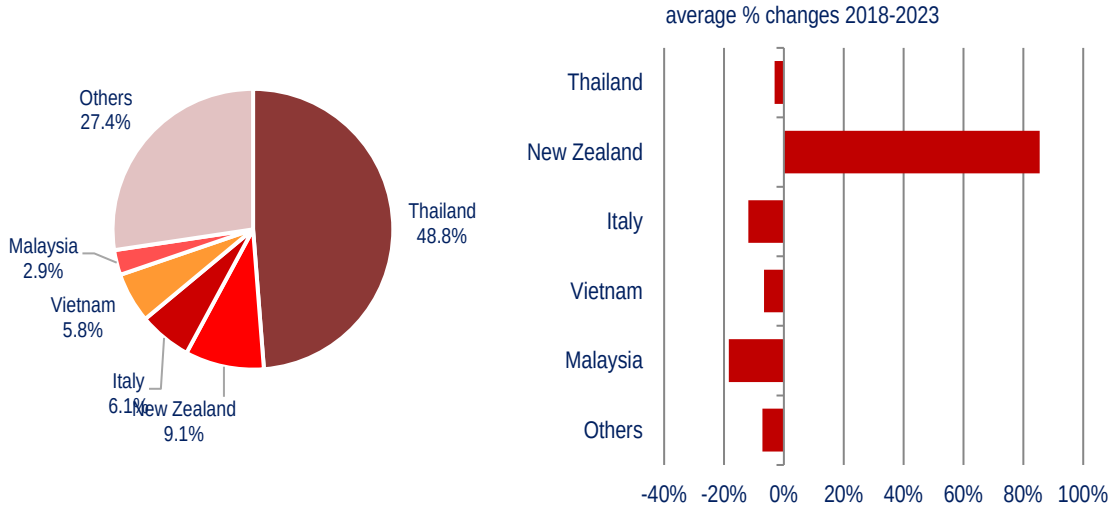
3.1.6 China. Mattresses imports

Figure 3.5 - China.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.6 - China.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.6 - China.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Thailand	34.8	47.4	30.8	25.4	23.7	29.8	45.7	48.8	25.9	-3.0
New Zealand	0.3	0.1	0.1	0.0	0.0	5.6	0.3	9.1	n.s.	85.5
Italy	7.0	6.1	3.6	5.0	3.2	3.7	9.2	6.1	17.2	-11.8
Vietnam	5.0	9.4	5.3	3.4	3.2	3.5	6.5	5.8	9.1	-6.6
Malaysia	4.9	3.6	3.2	3.1	1.7	1.8	6.4	2.9	1.7	-18.4
Denmark	1.8	1.2	1.6	2.4	1.3	1.7	2.4	2.8	32.4	-1.6
United States	4.7	2.9	1.7	1.3	1.4	1.7	6.2	2.8	16.9	-18.6
Philippines	0.0	0.0	0.0	0.0	0.2	1.7	0.1	2.7	n.s.	n.s.
Sweden	0.5	0.6	1.0	2.0	1.3	1.5	0.6	2.5	16.6	25.8
Australia	2.1	1.5	1.5	1.1	1.2	1.5	2.7	2.4	19.6	-6.7
top 10	61.1	72.8	48.7	43.8	37.3	52.5	80.3	85.7	40.5	-3.0
others	15.0	15.5	12.9	14.6	9.6	8.7	19.7	14.3	-9.1	-10.3
Americas	4.8	3.0	1.8	1.4	1.5	1.8	6.3	2.9	18.6	-18.1
- North America	4.8	3.0	1.8	1.4	1.5	1.8	6.3	2.9	18.6	-18.1
- Central-South America	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	n.c.	n.c.
Asia and Pacific	52.8	68.0	46.1	40.6	33.9	46.9	69.3	76.7	38.3	-2.3
Europe	18.6	15.3	13.3	16.3	11.5	12.5	24.4	20.4	8.4	-7.6
- European Union (27)	16.8	13.8	11.1	13.8	9.2	10.3	22.1	16.9	11.7	-9.3
- UK, CH, NO, IS	1.7	1.5	1.8	2.3	2.0	2.2	2.2	3.5	6.0	5.0
- Other Europe	0.0	0.0	0.4	0.2	0.2	0.0	0.0	0.0	n.s.	6.4
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	66.1	-11.2
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
Other Countries	0.0	1.9	0.4	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	76.2	88.3	61.6	58.4	46.9	61.2	100.0	100.0	30.4	-4.3

Source: CSIL processing of official data

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

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

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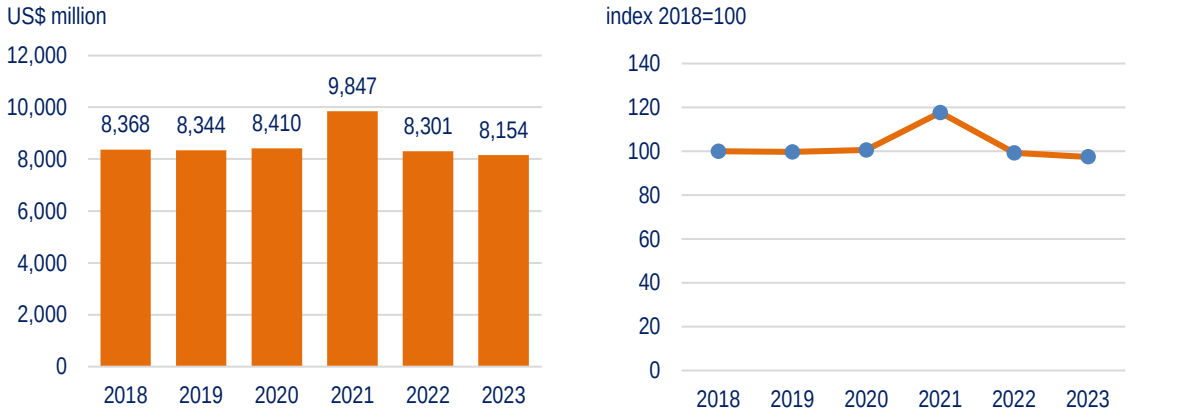
3.1.7 China. Mattresses consumption

Figure 3.7 - China.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.7 - China.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
China	1%	1%	1%	1%	1%	1%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.8 - China.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
China	2%	3%
World	0%	2%

Source: CSIL

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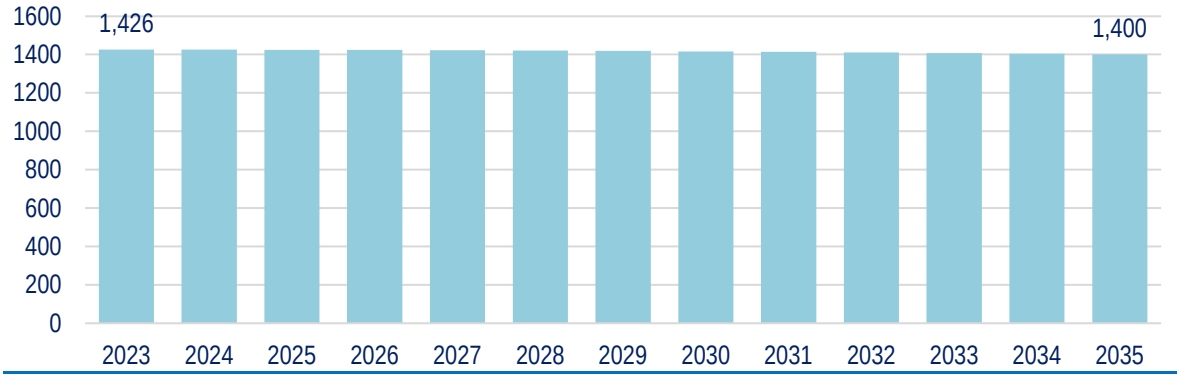
3.1.8 China. Population forecasts

Figure 3.8 - China.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.9 - China.
Resident population in main cities* and projected growth

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

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 5 million inhabitants or more in 2020

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3.2 The mattress industry in United States

3.2.1 United States. Key figures and competitive landscape in the mattress industry

Key Figures

- The United States is the leading country for the mattress consumption worldwide, with a total value of US$ 9.1 billion.
- Following a robust market performance in 2021, with an 18% growth driven by post-COVID resurgence, the US mattress consumption declined by -8% in 2022 and by another -7% in 2023 (in current US$).
- In 2023, US mattress production nearly reached $8 billion. Following a strong market performance in 2021, with a 24% growth, US mattress production decreased by -11% in 2022 and by an additional -7% in 2023.
- In terms of filling materials, innerspring mattresses is the most important technology, followed by PU foam and hybrid mattresses, which are increasing the share (also due to the rising popularity of bed-in-a-box mattresses).
- 15% consumption in the United States is satisfied by imported products. The main importing countries are Mexico, Indonesia, and Myanmar (where recently Chinese mattress manufactures invested in opening production facilities).
- Looking ahead to 2024, there are concerns about various challenges, such as economic instability, geopolitical tensions, and the impact of the election year. Furthermore, there is considerable uncertainty surrounding trade policies which could affect the supply chain and market dynamics.

Competitive System Landscape

The US mattress industry is highly concentrated and dominated by two large groups, namely Tempur-Sealy and Serta Simmons Bedding. Other leading mattress manufacturers include. Ashley Furniture, Sleep Number and BIA Bedding Industries of America. These companies are not only dominant players nationally but also have a significant influence on the global market due to their long-established brand identities and extensive expertise in the mattress sector.

A trend toward increasing vertical integration is emerging in the US mattress industry. Even more mattress manufacturers are beginning to produce their own foam, while foam manufacturers are expanding their product lines to include mattresses, toppers, and pillows.

In 2024, the United States mattress industry is witnessing significant strategic adjustment and expansions by major players, highlighting a competitive landscape focused on innovation, expansion, and consolidation. One of the most significant deals expected to impact the US market is the potential acquisition of Mattress Firm by Tempur-Sealy. However, as of July 2024, the Federal Trade Commission has voted to block the acquisition.

M&A Deals and Recent News

- In March 2024, Ashley Furniture announced the acquisition of Resident Home, a leading digital retailer and wholesaler of mattresses and bedding accessories.
- In February 2024, the U.S. Department of Commerce announced its preliminary findings in the antidumping duty investigations concerning mattresses imported from several countries including Bosnia, Bulgaria, Burma, India, Italy, Kosovo, Mexico, Philippines, Poland, Slovenia, Spain, and Taiwan. The preliminary dumping margins that were determined vary significantly, ranging from as low as 10.74% to as high as 744.81%. These variations are dependent on the specific country and the exporter or producer involved from that country.
- In November 2023, BIA has merged with Saatva, an online luxury mattress retailer.
- At the end of June 2023, Serta Simmons Bedding completed its financial restructuring and emerged from a Chapter 11 bankruptcy filed at the beginning of the year, marking the completion of a critical step in the company's turnaround effort. In November 2023, Serta Simmons Bedding opened new manufacturing plant in Wisconsin.
- In February 2023, BIA created a partnership with a mattress producer based in Sri Lanka, Arpitech Ltd., to manufacture and distribute the Eclipse brand. In 2022, BIA acquired a majority stake in one of its licensees based in Chicago, Illinois Sleep Products, along with its manufacturing facility. In 2021, the Group opened a mattress manufacturing facility in Rialto (California).
- In 2023, Tempur Sealy has signed a definitive agreement to acquire Mattress Firm, the mattress retailer in the U.S. The transaction is anticipated to close in the second half of 2024, pending regulatory approvals and other customary closing conditions.
- In 2022, mattress manufacturer South Bay expanded its operations by opening a new 160,000-square-foot factory in Mexico. The plant in Mexico is a vertically integrated facility that pours foam and produces pocketed coils as well as complete mattresses.
- In 2022, luxury mattress producer E.S. Kluft & Company (acquired by Flex in 2013) opened a new factory in Texas.

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Table 3.10 - United States
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	6,361	6,915	7,457	7,461	7,398	7,540	7,716	9,542	8,503	7,942
Exports	US$ million	116	140	151	164	178	159	162	193	179	166
Imports	US$ million	454	558	659	985	1,201	1,156	1,460	1,286	1,428	1,322
Consumption*	US$ million	6,699	7,333	7,966	8,283	8,421	8,537	9,014	10,635	9,753	9,098
Production	% ch. -US$		9%	8%	0%	-1%	2%	2%	24%	-11%	-7%
Exports	% ch. -US$		21%	8%	9%	9%	-10%	2%	19%	-7%	-7%
Imports	% ch. -US$		23%	18%	49%	22%	-4%	26%	-12%	11%	-7%
Consumption*	% ch. -US$		9%	9%	4%	2%	1%	6%	18%	-8%	-7%
export/production	%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
import/consumption	%	7%	8%	8%	12%	14%	14%	16%	12%	15%	15%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, US Census Bureau, ISPA

Table 3.11 - United States
Exchange rates, 2014-2023.

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

Source: US Federal Reserve

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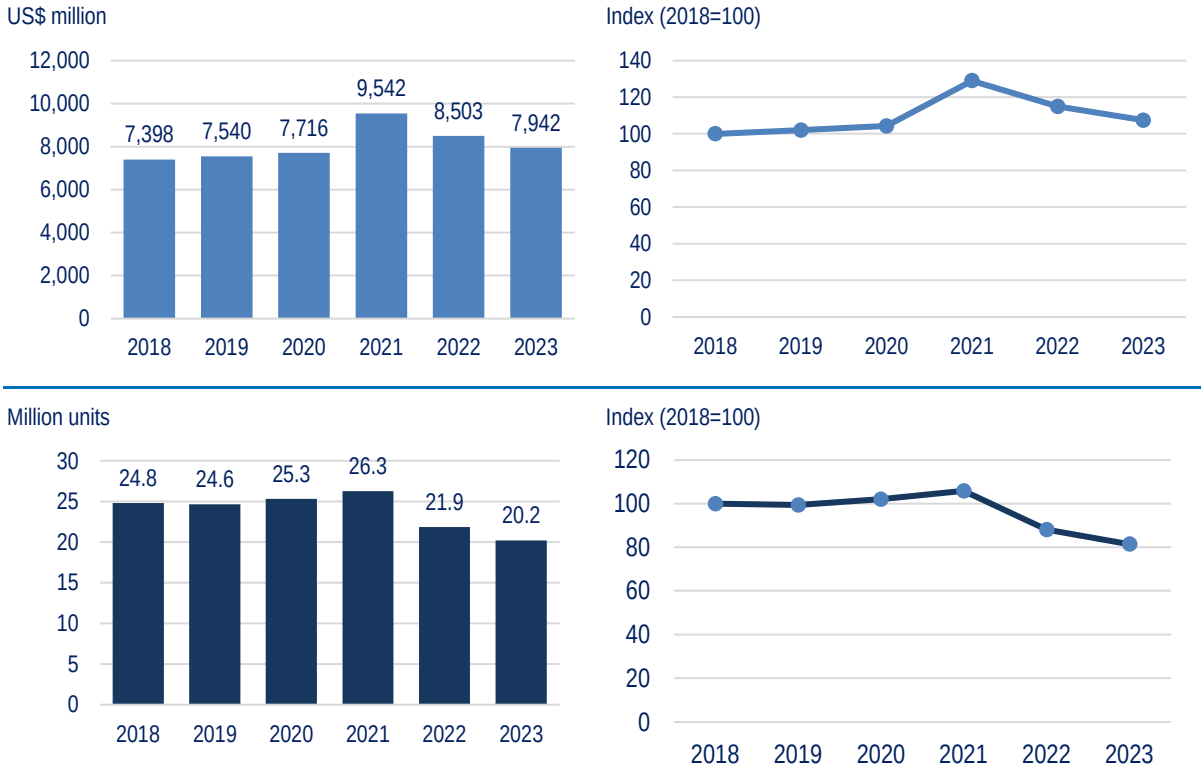
3.2.2 United States. Mattresses production

Figure 3.9 - United States

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.12 - United States

Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
United States	2%	2%	2%	2%	2%	2%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

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3.2.3 United States. Major Mattresses manufacturers

Table 3.13 United States. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Tempur Sealy Int	2955	60	4925
Serta Simmons Bedding	1338	95	1408
Ashley Furniture*	791	100	12300
Sleep Number Corporation (ex Select Comfort)	680	36	1887
BIA Bedding Industries of America	380	80	475
Leggett & Platt	378	8	4725
Corsicana*	320	100	320
Restonic*	149	100	149
Symbol*	125	100	125
Kingsdown*	98	100	98
Englander Sleep Products*	95	100	95
E.S. Kluft*	94	100	94
King Koil*	91	100	91
Spring Air*	87	100	87
Southerland Bedding*	69	100	69
Diamond Mattress*	44	100	44
Boyd Specialty Sleep*	44	100	44
Blue Bell Mattress	42	100	42
Biscayne Bedding	41	100	41
Dormeo North America	38	100	38
Paramount Sleep*	27	100	27
Americanstar International	26	67	39
Lady Americana	22	60	36
Somnus Mattress	9	100	9
Wickline Bedding Enterprise	5	100	5

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*estimated US bedding sales
Ashley Furniture total turnover includes retail sales.

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3.2.4 United States. Short Profiles of major mattresses manufacturers

Americanstar International

Americanstar International, LLC.
Group: Americanstar Group
Headquarters/Main Location: 6418 E. Washington Blvd - Commerce, CA, 90040
T: +1 323 278 9333
Email: info@americanstarus.com
Web: https://www.americanstarus.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 67% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 2; USA; Vietnam

Ashley Furniture

Ashley Furniture Industries Inc
Group: Ashley Furniture Ind. Inc
Headquarters/Main Location: 1 Ashley Way - Arcadia, WI, 54612
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
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 23; USA; Vietnam
Online sales: Yes

BIA Bedding Industries of America

BIA Bedding Industries of America
Group: BIA Bedding Industries of America
Headquarters/Main Location: 1375 Jersey Ave. - North Brunswic, NJ 08902
T: +1 800-233-7467
Email: info@bia-nj.com ; **Web**: https://biamattress.com; https://beddingindustriesofamerica.com
Activity: Holding, Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: >250 US$ million
Manufacturing plants: 22; USA; Australia, Brazil, Morocco, United Kingdom, Greece, Türkiye, Saudi Arabia, India, China, South Korea, Sri Lanka, Singapore and Malaysia The company is a licensing group with over 80 factories worldwide. Of these, the company itself owns and operates 13 factories in the United States.
Online sales: No

Biscayne Bedding

Biscayne Bedding Inc
Headquarters/Main Location: 3925 E 10th Ct - Hialeah, FL 33013-2923
T: +1 305 6914555
Web: https://www.biscaynebedding.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; USA
Online sales: No

Blue Bell Mattress

Blue Bell Mattress Co., LLC
Headquarters/Main Location: 24 Thompson Rd - East Windsor, CT, 06088
T: +1 8602926372; +1 800-525-8331
Web: http://bluebellmattress.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Innerspring, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; USA
Online sales: No

Boyd Specialty Sleep

Boyd Specialty Sleep
Headquarters/Main Location: 2440 Adie Road - Maryland Heights, Missouri, 63043
T: +1 314 9975222
Email: support@boydsleep.com
Web: https://boydsleep.com
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; USA
Online sales: Yes

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Brooklyn Bedding

3Z Brands
Headquarters/Main Location: W Camelback Rd - Phoenix, AZ, 4455
T: +1 +1 888 210-8751
Web: https://www.3zbrands.com ; https://www.brooklynbedding.com ; https://helixsleep.com ; https://birchliving.com ; https://www.bearmattress.com
Activity: Manufacturer, E-Commerce
Product Portfolio: Mattresses, Pillows
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; USA
Online sales: Yes

Carpenter

Carpenter
Group: Carpenter
Headquarters/Main Location: 5016 Monument Ave - Richmond, VA 23230
T: +1 804 359-0800
Email: contact@carpenter.com
Web: https://carpenter.com
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam
Total Turnover range: >250 US$ million
Employees range: > 500

Casper Sleep

Casper Sleep, Inc.
Headquarters/Main Location: 45 Bond Street - New York, 10012
Email: support@casper.com
Web: https://casper.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Other
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Online sales: Yes

Corsicana

CBI Corsicana Bedding Inc
Group: CBI Corsicana Bedding
Headquarters/Main Location: 2700 E Hwy 31 - Corsicana, TX, 75110
T: +1 903 459 3010
Email: service@corsicanamattress.com
Web: https://www.corsicanamattress.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: >250 US$ million
Manufacturing plants: 10; USA
Online sales: No

Diamond Mattress

Diamond Mattress
Headquarters/Main Location: 3112 E Las Hermanas St, - Compton, CA, 90221
T: +1 310 6380363
Web: https://www.diamondmattress.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; USA
Online sales: Yes

Dormeo North America

Dormeo North America, LLC
Group: Sinomax
Headquarters/Main Location: 1901 10th St - Plano, TX, 75074
Web: https://www.dormeousa.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 0-20
Manufacturing plants: 2; China, Vietnam

E.S. Kluft

E. S. Kluft & Company
Group: Grupo Flex
Headquarters/Main Location: 11096 Jersey Blvd. - Rancho Cucamonga, CA, 91730
T: +1 909 373-4211
Email: info@eskluft.com
Web: https://aireloom.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 2; USA
Online sales: No

Eclipse International Mattresses

Eclipse International / Eastman House Mattresses
Group: BIA Bedding Industries of America
Headquarters/Main Location: 1375 Jersey Avenue - North Brunswick, NJ, 08902
T: +1 732 6280002
Email: info@eclipsemattress.com
Web: https://eclipsemattress.com ; https://eastmanhousemattress.com
Activity: Manufacturer
Product Portfolio: Bedrooms, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 20; USA; (under licence)
Online sales: No

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Elite Comfort Solutions

Elite Comfort Solutions
Group: Leggett & Platt
Headquarters/Main Location: 24 Herring Road - Newnan, GA , 30265
T: +1 (828) 267-7849
Email: salessupport@elite-cs.com
Web: https://elitecomfortsolutions.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: >250 US$ million
Employees range: 0-20
Online sales: No

Englander Sleep Products

Englander Sleep Products
Group: Englander
Headquarters/Main Location: 401 N. Michigan Ave. - Chicago, IL , 60611
T: +1 888 909-0551
Email: info@englander.com
Web: https://www.englander.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Hospitality furniture
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 51-100
Manufacturing plants: 11; USA; (under licence)
Online sales: No

FXI

FXI
Group: FXI
Headquarters/Main Location: 100 Matsonford Road, - Radnor, PA, 19087
T: +1 610 4976855
Web: https://www.fxi.com
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 23; USA
Online sales: Yes

Innocor

Innocor Inc.
Group: FXI
Headquarters/Main Location: 220 S. Elizabeth St. PO Box 126 - Spencerville, OH, 45887
T: +1 419 6474191
Email: foam@innocorinc.com
Web: https://www.fxi.com
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: 0-5 US$ million
Employees range: > 500
Manufacturing plants: 21; USA
Online sales: Yes

King Koil

King Koil Inc
Group: King Koil
Headquarters/Main Location: 1100 N. 127th Ave Suite 150 - Avondale, AZ, 85323
T: +1 630 2309744
Email: contact@kingkoil.com
Web: https://www.kingkoil.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 15; USA; 20 licencees around the world (servicing over 80 countries) 20 licencees around the world (servicing over 80 countries)
Online sales: No

Kingsdown

Kingsdown Inc
Group: Kingsdown
Headquarters/Main Location: 110 S. 4th Street - Mebane, NC, 27302
T: +1 919 5633531
Web: https://kingsdown.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 5; USA; Australia,Brazil, China, England, Malaysia, Mexico, Taiwan and Vietnam
Online sales: No

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Lady Americana

Lady Americana
Headquarters/Main Location: 3920 West I-40 Service Rd. - Oklahoma City, 73108
T: +1 405 947-6700
Email: service@ladyamericana.com
Web: http://www.ladyamericana.com
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; USA

Leggett & Platt

Leggett & Platt Inc
Group: Leggett & Platt
Headquarters/Main Location: 1 Leggett Road - Carthage, MO, 64836
T: +1 417 3588131
Email: homefurniturecomponents@leggett.com
Web: https://leggett.com ; https://lpadjustablebeds.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts, PU Foam, Machinery, Fabric for mattresses, Ironmongery and Hardware Items
Mattress production accounts for an estimated 8% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 135; USA; Canada, Mexico, Austria, Belgium, Croatia, Denmakr, France, Germany, Hungary, Ireland, Poland, Switzerland, United Kingdom, Brazil, China, India, South Korea Bedding Products & Furniture, Flooring, and Textile Products: Canada, Mexico, US, Croatia, Denmark, Ireland, Poland, Switzerland, United Kingdom, Brazil, China

Mitchell Gold + Bob Williams

Mitchell Gold + Bob Williams
Headquarters/Main Location: 6736 Millersville Road - Taylorsville, NC, 28681
T: +1 828 6329200
Web: https://www.mgbwhome.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; USA
Online sales: Yes

Paramount Sleep

Paramount Sleep Company
Group: Paramount
Headquarters/Main Location: 1112 Kingwood Avenue - Norfolk, VA, 23502
T: +1 757 8553321
Web: https://www.paramountsleep.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; USA; Norfolk, Virginia
Online sales: No

Restonic

Restonic Mattress Corporation
Group: Restonic Corp.
Headquarters/Main Location: 737 Main Street 3rd Floor - Buffalo, NY, 14203
T: +1 800-898-6075
Email: info@restonic.com ; **Web**: https://restonic.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 13; USA; In addition to its manufacturing facilities in the US, the licensing company has many partnerships all around the world which produce and distribute Restonic mattresses in North and South America, the Middle East, Asia, South Africa, and Australia.
Online sales: Yes

Restwell Mattress Factory

Restwell Mattress Company
Headquarters/Main Location: 7835 Southtown Center - Bloomington, MN, 55431
T: +1 952 881-8871
Web: https://www.restwellmattress.com
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 15-50 US$ million
Employees range: 0-20

Sealy

Sealy Mattress Manufacturing
Group: Tempur Sealy
Headquarters/Main Location: One Office Parkway - Trinity, NC, 27370
T: +1 336 8613500
Web: http://www.sealy.com ; www.tempursealy.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Manufacturing plants: 24; USA; Canada, Puerto Rico
Online sales: No

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Reverie

Ascion LLC
Group: DSC
Headquarters/Main Location: 750 Denison Court - Bloomfield Hills, MI, 48302
T: +1 248 409 5656
Email: sales@reverie.com ; **Web**: https://reverie.com
Activity: Manufacturer
Product Portfolio: Bedrooms, Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 2; USA
Online sales: Yes

Serta

Serta International
Group: SSB / Simmons
Headquarters/Main Location: 1224 Hunters Ridge E. - Hoffmann Estates, IL, 60192
T: +1 847 7470407
Email: customer.service@sertanational.com
Web: http://www.serta.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 27; USA; in Canada
Online sales: Yes

Serta Simmons Bedding

Serta Simmons Bedding LLC
Group: SSB / Simmons
Headquarters/Main Location: 2451 Industry Avenue - Doraville, GA, 30360
T: +1 770 5127700 ; 404-5345000
Web: https://sertasimmons.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 95% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 23; USA; Canada 18 manufacturing plants across the U.S. and Canada operated by SSB, and additional five Serta plants in the U.S. are operated by licensing partners.
Online sales: Yes

Sherwood Bedding (US bedding sales)

Sherwood Bedding Group
Group: Tempur Sealy
Headquarters/Main Location: 1825 W. Beltline Road #100 - Carrollton , TX, 75006
T: +1 972 2422337
Web: https://sherwoodbedding.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 5; USA
Online sales: No

Sleep Number Corporation (ex Select Comfort)

Sleep Number Corporation
Headquarters/Main Location: 1001 Third Avenue South - Minneapolis, MN, 55404
T: +1 888 4112188
Email: info@sleepnumber.com ; commercialsales@sleepnumber.com
Web: https://www.sleepnumber.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 36% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 2; USA; In addition to a network of global suppliers, Sleep Number operates a dedicated cut and sew facility for cover production in Irmo, SC and an
advanced engineering and prototyping facility in Salt Lake City, UT. Each of these facilities are combined with an assembly distribution center.
Online sales: Yes

Soft-Tex International

Soft-Tex International
Headquarters/Main Location: 428 Hudson River Road - Waterford, NY 12188
T: +1 800 3662324
Web: https://soft-tex.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Textiles
Types of mattresses by materials: Polyurethane Foam, Innerspring
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; USA
Online sales: No

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Somnus Mattress

Somnus Mattress International, LLC
Headquarters/Main Location: 210 Henson Road - Blacksburg, 29702
Email: contact@somnusmattress.com
Web: https://www.somnusmattress.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; USA
Online sales: No

Soundsleep

Sound Sleep Products, Inc.
Headquarters/Main Location: 14901 Puyallup Street - Sumner, WA, 98390
T: +1 253 891 – 1293
Email: Office@soundsleep.com
Web: http://www.soundsleep.com
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 2; USA

Southerland Bedding

Southerland Inc
Headquarters/Main Location: 1973 Southerland Dr - Nashville, TN, 37207-4423
T: +1 615 226 9650
Web: https://www.southerlandsleep.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Innerspring
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 3; USA
Online sales: No

Spring Air

Spring Air International
Group: Spring Air
Headquarters/Main Location: 300 Tradecenter Suite 6400 - Woburn, MA, 01801
T: +1 617 884-2300
Email: comfort@springair.com
Web: http://www.springair.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 12; USA; internaional licencees in 50 countries internaional licencees in 50 countries
Online sales: No

Sterling Mattress Factory

Sterling Mattress Factory
Headquarters/Main Location: 3201 S Park Ave. - Herrin, IL, 62948
T: +1 6189888888
Email: ; sterlingmattress@msn.com
Web: https://www.sterlingmattress.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Total Turnover range: 0-5 US$ million
Employees range: 0-20

Symbol

Eastern Sleep Products Co Inc
Group: CBI Corsicana Bedding
Headquarters/Main Location: 2001 Bellwood Rd - Richmond, VA, 23237
T: +1 804 2541711
Web: https://www.symbolmattress.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 6; USA
Online sales: No

Tempur Sealy Int

Tempur Sealy International, Inc.
Group: Tempur Sealy
Headquarters/Main Location: 1000 Tempur Way - Lexington, KY, 40511
T: +1 888 811 5053
Email: marketing@tempurpedic.com
Web: https://www.tempursealy.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 8; USA; Canada, Mexico, Denmark, United Kingdom. The facility in Denmark is operated by subsidiary Dan-Foam, and the facility in the United Kingdom is operated by subsidiary Dreams. The group is also engaged in other manufacturing activities through international joint ventures and licensee agreements.
Online sales: Yes

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Therapedic

Therapedic International
Group: BIA Bedding Industries of America
Headquarters/Main Location: 103 College Road E. - Princeton, NJ, 08540
T: +1 609 7200700
Web: https://www.therapedic.com ; https://shoptherapedic.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 11; USA
Online sales: Yes

UT+C North America

UT+C United Textiles + Components North America
Group: UT+C
Headquarters/Main Location: 745 Kentuck Road - Danville, VA 24540
Email: info@unitedtandc.com
Web: https://utcsprings.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Foam, Fabric for mattresses, Ironmongery and Hardware Items

Wickline Bedding Enterprise

Wickline Bedding Enterprise
Group: Stylution
Headquarters/Main Location: 455 North Quince Street - Escondido, CA, 92025
T: +1 760 747-7761
Email: service@sleeptherapymatt.com
Web: http://www.sleeptherapymatt.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; USA
Online sales: No

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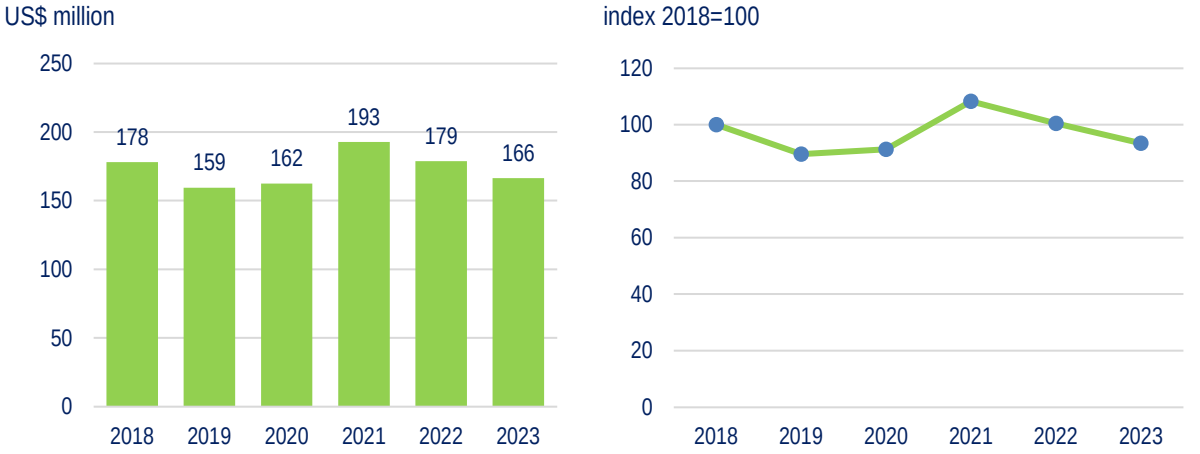
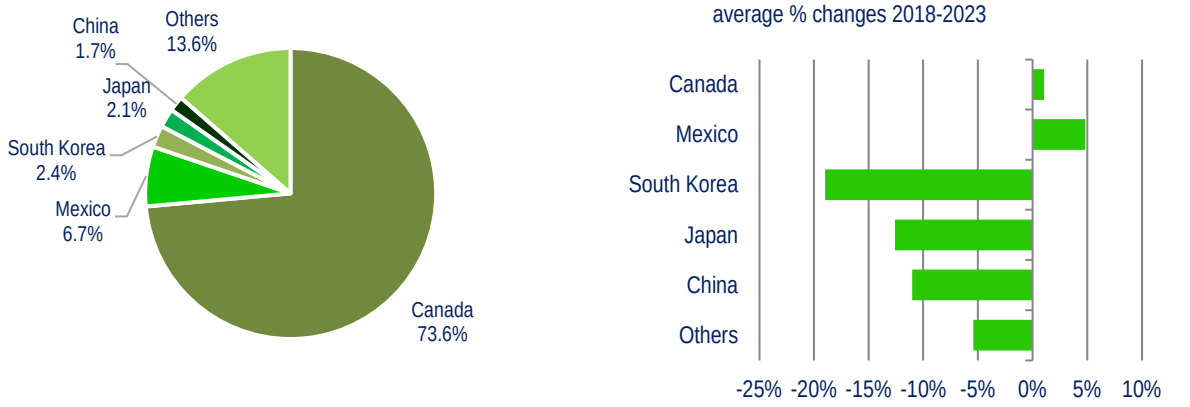
3.2.5 United States. Mattresses exports

Figure 3.10 - United States.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.11 - United States.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.14 - United States.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Canada	116.1	102.7	115.7	143.1	133.7	122.4	65.2	73.6	-8.5	1.1
Mexico	8.8	11.5	5.0	6.1	7.6	11.1	4.9	6.7	46.0	4.8
South Korea	11.5	14.8	13.4	10.0	6.2	4.0	6.5	2.4	-35.2	-19.0
Japan	6.8	4.5	3.7	4.6	4.6	3.5	3.8	2.1	-24.8	-12.6
China	5.0	4.0	2.3	2.7	2.1	2.8	2.8	1.7	32.0	-11.0
Taiwan	1.9	2.0	1.6	2.3	2.1	2.1	1.0	1.3	4.2	2.9
Türkiye	0.0	0.2	0.2	0.1	0.0	2.0	0.0	1.2	n.s.	n.s.
Poland	0.1	0.0	0.7	1.4	2.4	1.8	0.0	1.1	-24.2	97.1
Germany	0.2	0.6	1.0	1.6	0.7	1.3	0.1	0.8	83.2	38.6
Bermuda	1.2	1.6	1.7	1.7	1.7	1.2	0.7	0.7	-29.5	-0.6
top 10	151.6	141.8	145.1	173.8	161.1	152.1	85.2	91.5	-5.5	0.1
others	26.4	17.6	17.4	19.0	17.7	14.2	14.8	8.5	-19.8	-11.7
Americas	134.7	123.4	128.1	158.8	150.9	141.2	75.7	84.9	-6.5	0.9
- North America	124.9	114.2	120.7	149.2	141.3	133.4	70.1	80.2	-5.5	1.3
- Central-South America	9.9	9.2	7.4	9.6	9.6	7.7	5.5	4.7	-19.8	-4.7
Asia and Pacific	33.6	28.8	24.6	22.6	18.9	14.6	18.9	8.8	-23.0	-15.4
Europe	7.2	4.4	7.0	8.6	5.1	7.0	4.1	4.2	38.4	-0.6
- European Union (27)	4.5	3.2	5.6	7.3	4.4	4.5	2.6	2.7	3.5	-0.1
- UK, CH, NO, IS	2.6	0.9	1.2	1.2	0.7	0.5	1.5	0.3	-30.4	-28.2
- Other Europe	0.1	0.3	0.2	0.2	0.0	2.0	0.1	1.2	n.s.	81.8
Middle East	1.8	2.1	2.1	2.1	3.3	2.6	1.0	1.5	-22.1	6.9
Africa	0.6	0.8	0.6	0.7	0.5	1.0	0.4	0.6	95.3	9.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	178.0	159.4	162.5	192.8	178.8	166.3	100.0	100.0	-6.9	-1.3

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

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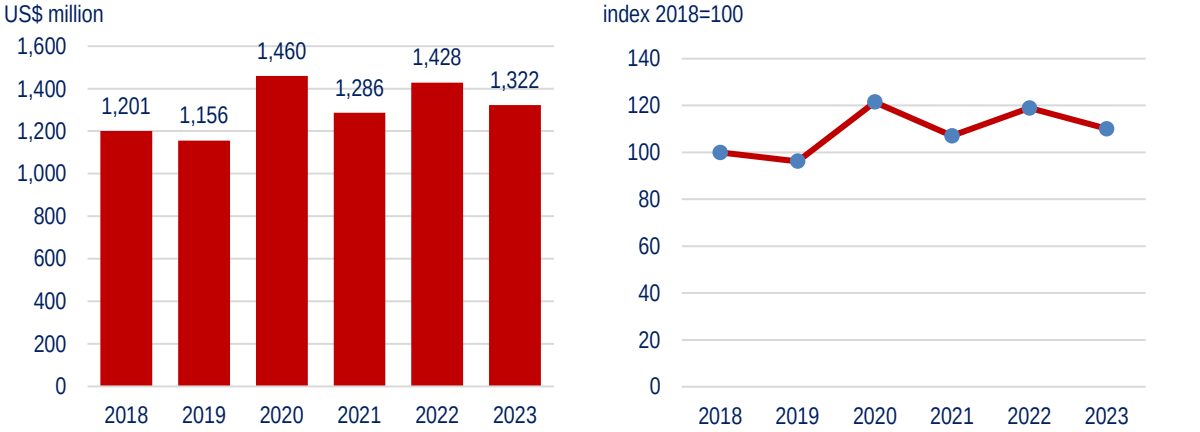
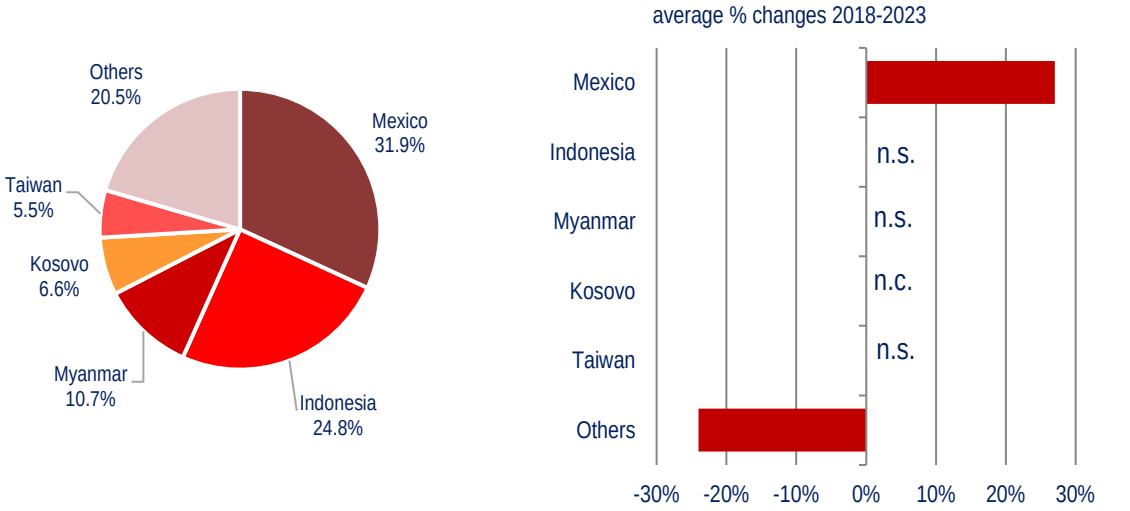
3.2.6 United States. Mattresses imports

Figure 3.12 - United States.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.13 - United States.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.15 - United States.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Mexico	127.4	126.7	106.0	278.1	366.9	421.1	10.6	31.9	14.8	27.0
Indonesia	5.5	165.3	371.6	355.5	395.3	328.4	0.5	24.8	-16.9	n.s.
Myanmar	0.0	0.0	0.0	1.0	17.8	141.7	0.0	10.7	n.s.	n.s.
Kosovo	0.0	0.0	2.7	92.6	136.8	87.6	0.0	6.6	-36.0	n.c.
Taiwan	1.6	11.5	30.9	157.8	147.6	72.7	0.1	5.5	n.s.	n.s.
South Korea	1.8	1.8	4.0	9.8	12.8	50.1	0.2	3.8	n.s.	94.3
Vietnam	12.8	246.8	346.3	45.9	45.0	45.1	1.1	3.4	0.3	28.6
Philippines	0.0	3.5	6.4	28.3	29.8	30.8	0.0	2.3	3.3	n.c.
Canada	24.1	21.6	23.8	47.9	39.7	25.2	2.0	1.9	-36.5	0.9
Spain	0.2	0.3	2.0	57.3	56.2	23.3	0.0	1.8	n.s.	n.s.
top 10	173.6	577.4	893.6	1074.3	1247.9	1226.0	14.4	92.7	-1.8	47.8
others	1027.8	578.7	566.4	211.6	180.5	96.1	85.6	7.3	-46.7	-37.7
Americas	152.7	149.7	132.3	330.4	410.7	456.7	12.7	34.5	11.2	24.5
- North America	151.5	148.3	129.7	326.0	406.6	446.3	12.6	33.8	9.8	24.1
- Central-South America	1.2	1.4	2.6	4.4	4.1	10.4	0.1	0.8	n.s.	54.4
Asia and Pacific	1018.8	921.1	1117.5	650.1	686.2	709.7	84.8	53.7	3.4	-7.0
Europe	29.4	85.0	209.7	294.3	328.1	153.3	2.4	11.6	n.s.	39.1
- European Union (27)	22.3	28.6	51.4	168.9	152.2	44.1	1.9	3.3	n.s.	14.6
- UK, CH, NO, IS	5.6	4.6	5.5	6.9	7.0	10.2	0.5	0.8	45.7	12.6
- Other Europe	1.5	51.8	152.8	118.4	168.9	99.1	0.1	7.5	-41.4	n.s.
Middle East	0.4	0.3	0.4	10.2	3.0	2.2	0.0	0.2	-26.9	40.9
Africa	0.0	0.0	0.1	0.8	0.3	0.1	0.0	0.0	n.s.	36.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	1201.4	1156.1	1460.0	1285.8	1428.4	1322.1	100.0	100.0	-7.4	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

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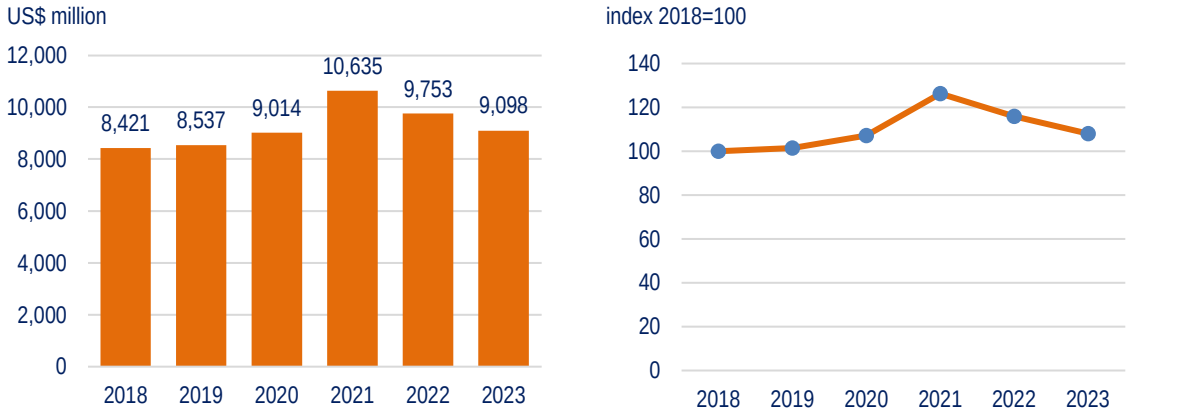
3.2.7 United States. Mattresses consumption

Figure 3.14 - United States.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.16 - United States.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
United States	14%	14%	16%	12%	15%	15%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.17 - United States.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
United States	-3%	2%
World	0%	2%

Source: CSIL

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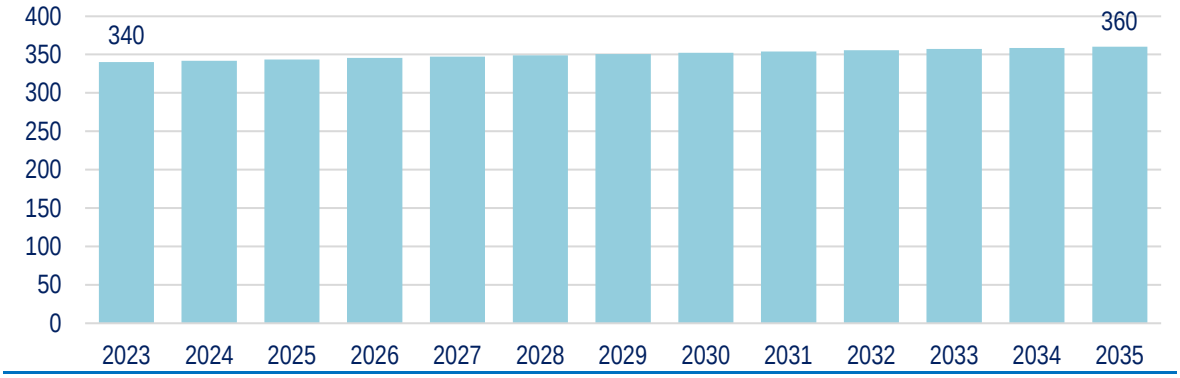
3.2.8 United States. Population forecasts

Figure 3.15 - United States.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.18 - United States.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
New York-Newark	18,804	19,154	19,958
Los Angeles-Long Beach-Santa Ana	12,447	12,678	13,209
Chicago	8,865	9,042	9,424
Houston	6,371	6,890	7,254
Dallas-Fort Worth	6,301	6,732	7,073
Miami	6,122	6,372	6,664
Atlanta	5,803	6,272	6,602
Philadelphia	5,717	5,861	6,114
Washington, D.C.	5,322	5,600	5,868
Phoenix-Mesa	4,511	4,834	5,081
Boston	4,309	4,396	4,581
Detroit	3,548	3,543	3,679
Seattle	3,433	3,581	3,747
San Francisco-Oakland	3,314	3,363	3,501
San Diego	3,251	3,373	3,526
Minneapolis-St. Paul	2,926	3,039	3,177
Tampa-St. Petersburg	2,877	3,040	3,188
Denver-Aurora	2,827	2,995	3,141
Las Vegas	2,699	3,000	3,173

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 2.5 million inhabitants or more in 2020

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3.3 The mattress industry in India

3.3.1 India. Key figures and competitive landscape in the mattress industry

Key Figures

- In 2023, India ranked as the third-largest in both mattress production and consumption, reaching values of US$ 1.4 billion.
- Most of the mattress produced is consumed domestically, with only 1% of the market satisfied by imports.
- Over the recent three years, from 2021 to 2023, both mattress production and consumption have consistently grown, with an average annual growth rate of 9%. This rise in consumption and production highlights a robust domestic market driven by increasing urbanization, changing in consumer demographics, expansion of the middle class, increasing investments in the residential and non-residential sector, government's support, evolution of consumers tastes, and modernization of furniture retail.
- In recent years, the industry has seen significant growth driven by several key factors. Rising income levels have increased consumer spending power, while heightened health consciousness has made people more willing to invest in high-quality mattresses that offer better support and comfort. Additionally, the expansion in the real estate and hospitality sectors has boosted demand for mattresses, further propelling the industry's growth.

Competitive System Landscape

The Indian mattress industry is characterized by its high degree of fragmentation, predominantly dominated by small, individually owned businesses. Leading mattress manufacturers include Sheela Foam, Duroflex and Kurlon, recently acquired by Sheela Foam.

A unique aspect of this industry is the significant presence of the unorganized and informal sector, which is estimated to represent most of the market. In contrast, the organized sector, while still limited, is experiencing steady growth. This transformation towards a more structured and competitive landscape is being driven by several key factors. The entry of international manufacturers is introducing new design standards and production techniques, while the expansion of large retail entities is creating more streamlined and accessible shopping experiences for consumers. Additionally, market consolidation is playing a crucial role in this evolution, with larger companies gaining more influence in branding and market share.

The players in the Indian mattress industry leverage both online and offline platforms to efficiently deliver products to consumers. Companies are expanding their product availability through various channels to meet evolving consumer preferences. This includes enhancing their online presence through e-commerce platforms and maintaining a strong offline presence in retail stores.

M&A Deals and Recent News

- In 2024, Duroflex has expanded capacity at its mattress manufacturing site in Indore in the central Indian state of Madhya Pradesh. Duroflex is also contemplating an IPO to raise additional capital for further expansion in 2026.
- In 2024, Emma has made a move into India's online mattress market. It is selling its products on its own website, and also via platforms such as Amazon.
- Reported in 2024, Godrej Interio is planning to expand its mattress category to Rs 250 crore in next 3 years.
- In 2024, the Italian mattress firm Magniflex announced plans to significantly increase its retail footprint in India by adding up to 70 new stores, including both franchise and dealer network outlets, by 2025.
- In July 2023, Sheela Foam approved the acquisition of a 94.6% stake in Kurlon Enterprise Limited (KEL) and a 35% stake in Furlenco (online furniture company). With those acquisitions, Sheela Foam will further strengthen its leadership position in the modern mattress market.
- In March 2023, VFI Group partnered with Setra Simmons, a US-based company, to produce luxurious bedding in India.

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Table 3.19 - India

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	821	851	904	1,024	1,082	1,136	1,059	1,189	1,316	1,425
Exports	US$ million	7	6	5	8	14	29	16	57	51	34
Imports	US$ million	10	12	10	15	15	14	8	8	16	18
Consumption*	US$ million	823	858	909	1,031	1,084	1,121	1,050	1,140	1,280	1,409
Production	% ch. -US$		4%	6%	13%	6%	5%	-7%	12%	11%	8%
Exports	% ch. -US$		-19%	-7%	50%	66%	114%	-44%	248%	-9%	-34%
Imports	% ch. -US$		27%	-19%	48%	-1%	-3%	-47%	0%	108%	12%
Consumption*	% ch. -US$		4%	6%	13%	5%	3%	-6%	9%	12%	10%
export/production	%	1%	1%	1%	1%	1%	3%	2%	5%	4%	2%
import/consumption	%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Production	INR million	50,056	54,576	60,717	66,661	74,006	79,926	78,519	87,941	103,410	117,686
Exports	INR million	439	373	365	530	924	2,034	1,208	4,188	4,030	2,810
Imports	INR million	594	790	674	967	1,005	1,001	560	558	1,234	1,453
Consumption*	INR million	50,211	54,993	61,025	67,098	74,086	78,894	77,871	84,311	100,615	116,329
Production	% ch. - INR		9%	11%	10%	11%	8%	-2%	12%	18%	14%
Exports	% ch. - INR		-15%	-2%	45%	75%	120%	-41%	247%	-4%	-30%
Imports	% ch. - INR		33%	-15%	44%	4%	0%	-44%	0%	121%	18%
Consumption*	% ch. - INR		10%	11%	10%	10%	6%	-1%	8%	19%	16%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL

Table 3.20 - India

Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
INR per US$	61.00	64.11	67.16	65.07	68.37	70.38	74.14	73.94	78.58	82.57
INR per EUR	81.11	71.14	74.36	73.54	80.79	78.78	84.59	87.47	82.78	89.32

Source: US Federal Reserve

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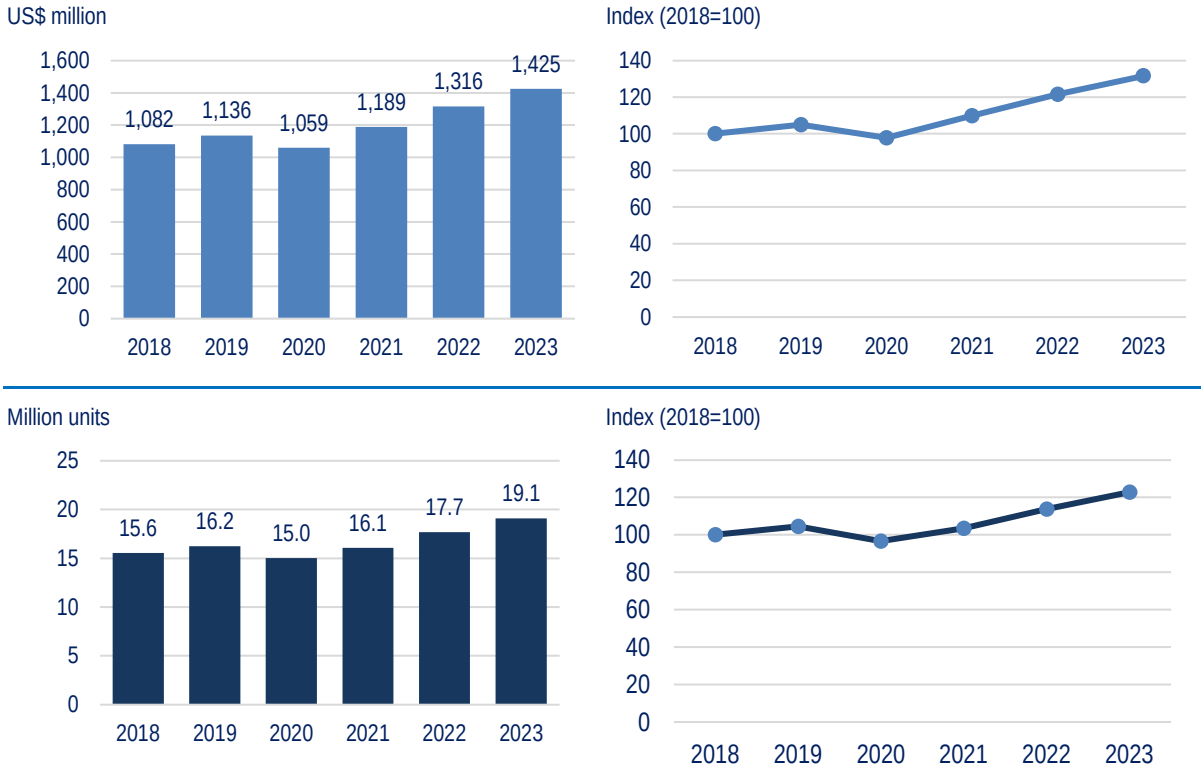
3.3.2 India. Mattresses production

Figure 3.16 - India

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.21 - India

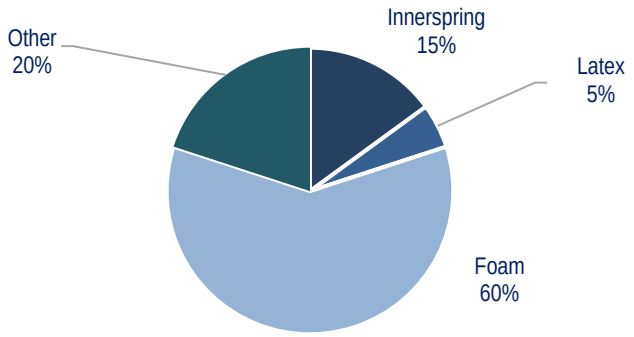
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
India	1%	3%	2%	5%	4%	2%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.17 - India

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.3.3 India. Major Mattresses manufacturers

Table 3.22 India. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Sheela Foam (Sleepwell)	154	41	375
Duroflex	123	90	136
Kurlon	103	94	110
Nilkamal Plastic	82	20	408
Wakefit	73	70	104
Peps	40	90	45
Centuary Mattresses	28	70	39
Varahamurti Flexirub	23	100	23
Godrej Interio	23	5	472
Spring fit	22	90	24
The Sleep Company	18	70	25
Springwel Mattresses	17	60	28
Relaxwell	17	100	17
Serta India	12	80	15
Sobha-Restoplus	9	60	16
M.H. Polymers	9	60	15
Tirupati Foam	8	60	13
Libra International	7	60	12
King Koil India	7	90	7
Coirfoam	6	100	6
MM Foam	4	80	5
Relaxspring	4	80	5
Sunidra	3	100	3
Cloude Mattress	2	75	3

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

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3.3.4 India. Short Profiles of major mattresses manufacturers

Alder Furniture

Alder Furniture Private Limited
Headquarters/Main Location: ALDER Showroom 27 Furniture Block, Kirti Nagar - 110015 New Delhi, Delhi
Email: info@alder.in ; sanjeev@alder.in
Web: https://www.alder.in
Activity: Manufacturer, Retailer, Design studio
Product Portfolio: Home Office, Upholstered furniture, Dining and Living rooms, Tables and Chairs
Total Turnover range: 5-15 US$ million
Manufacturing plants: India: Haryana, Himachal Pradesh and Dekhi
Online sales: Yes

Centuary Mattresses

Centuary Fibre Plates Pvt. Ltd.
Group: Shree Malani Group
Headquarters/Main Location: 35, Mahatma Gandhi Road - 500003 Secunderabad , Andhra Pradesh
T: +91 40 27849586 ; 27811568
Email: info@centuaryindia.com ; marketing_cfpl@centuaryindia.com
Web: http://www.centuaryindia.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 3; India
Online sales: Yes

Chafa Home

Chafa Home
Headquarters/Main Location: 411005 Pune, Maharashtra
Email: info@chafahome.com
Web: https://chafahome.com
Activity: Manufacturer
Product Portfolio: Office Furniture, Kitchen Furniture, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses
Mattress production accounts for an estimated 2% of total revenues
Total Turnover range: 50-100 US$ million

Cloude Mattress

Complete Comfort Solutions Pvt. Ltd.
Headquarters/Main Location: 315 A ,Unitech Arcadia, South City 2, Sector 49 - 122018 Gurugram, Haryana
T: +91 7230012810
Email: 4u@cloude.co.in
Web: https://www.cloude.co.in
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; India
Online sales: Yes

Coirfoam

Coirfoam (India) Pvt. Ltd
Headquarters/Main Location: 14/6, Mathura Road - 121003 Faridabad, Haryana
T: +91 129 4090500 4090599 ; 4090507 ; 4090508 ; 4049521
Email: company@coirfoam.org
Web: http://www.corfom.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 200-500
Manufacturing plants: 4; India
Online sales: Yes

Comfort Mattress

Comfort Mattress Mfg Co.
Headquarters/Main Location: 63/65, Mohd. Ali Road, Near Zakaria Masjid Signal - 400003 Mumbai , Maharashtra
T: +91 22 23422079 ; 23420153
Email: comfort@comfort-mattress.com
Web: https://www.comfortmattress.co.in
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: No

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Damro Furniture

Damro Furniture Pvt. Ltd.
Group: Damro Group
Headquarters/Main Location: 150, Arcot road, Kodambakkam, - 600024 Chennai, Tamil Nadu
T: +91 44 23721820, 23652460
Email: service@damroindia.com
Web: https://damroindia.com
Activity: Manufacturer, Retailer
Product Portfolio: Office Furniture, Upholstered furniture, Bedrooms, Tables and Chairs, Mattresses
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; India

Duroflex

Duroflex Pvt. Ltd
Group: Duroflex
Headquarters/Main Location: No. 7, First Floor, Kodava Samaja Building, First Main, Vasanthnagar - 560 052 Bangalore, Karnataka
T: +91 80 22289290 ; 22289663
Email: duroflex@vsnl.com
Web: http://www.duroflexworld.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 8; India
Online sales: Yes

Feelex

BDG Polysteel Ltd
Group: Bdg Metal & Power
Headquarters/Main Location: 4, Fairlie Place, 5th Floor - 700 001 Kolkata
T: +91 33 40059000
Email: customercare@feelex.in
Web: http://feelex.in
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Online sales: Yes

Flexipol

Flexipol Foams Pvt Ltd
Headquarters/Main Location: Industrial Area, Phase-IV - 301019 Bhiwadi, Rajasthan
T: +91 9818565704
Email: enquiry@flexipol.in ; flexipol.bhiwadi@gmail.com
Web: https://flexipol.in
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Total Turnover range: 15-50 US$ million

Fortune Foam -Sleepkraft

Fortune Foam Pvt Ltd
Headquarters/Main Location: Survey No. 809 & 850/Part, Medchal Industrial Area, - 501401 Telangana
Email: info@fortunefoam.com ; info@sleepkraft.com
Web: http://fortunefoam.com ; https://www.sleepkraft.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Total Turnover range: 5-15 US$ million

Godrej Interio

Godrej & Boyce Mfg. Co., Ltd.
Group: Godrej
Headquarters/Main Location: Pirojshanagar, Vikhroli - 400079 Mumbai, Maharashtra
T: +91 22 67965656 ; 67965959
Email: interio@godrej.com
Web: https://www.godrejinterio.com ; https://www.godrej.com/godrejandboyce/
Activity: Manufacturer, Retailer
Product Portfolio: Office Furniture, Home Office, Office Seating, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Mattresses, Furnishing accessories, Contract, Household appliances
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 7; India; The company operates from seven manufacturing facilities located in Mumbai, Khalapur, Haridwar, Shirwal and Bhagwanpur
Online sales: Yes

King Koil India

Real Innerspring Technologies Pvt. Ltd
Headquarters/Main Location: B7, Sector-3 - 201301 Noida, Uttar Pradesh
T: +91 120 4737700
Email: mail@sleepzone.in
Web: https://www.kingkoil.in
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Manufacturing plants: 6; India
Online sales: No

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Kurlon

Kurlon Enterprise Limited
Group: Sheela Group
Headquarters/Main Location: N-301, North Block, Manipal Centre, Dickenson Road - 560042 Bangalore, Karnataka
T: +91 80 25587132 ; 40313156 ; 40313131
Email: customercare@kurlon.com
Web: https://kurlon.com
Activity: Manufacturer, Retailer
Product Portfolio: Furniture, Upholstered furniture, Home furniture, Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 94% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 12; India
Online sales: Yes

Libra International

Libra International Ltd.
Headquarters/Main Location: Kirean Mansion 4834/24 - Ansari Road Daryaganj - 110002 New Delhi
T: +91 11 40730000
Email: info@libramattres.com
Web: https://librahomes.in
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Contract, Foam
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Manufacturing plants: 1; India
Online sales: Yes

M.H. Polymers

M.H. Polymers Private Ltd. - Fresh Up
Headquarters/Main Location: No. D-2/A, First Floor, Abul Fazal Enclave-1, Jamia Nagar, Okhla - 110025 Delhi
T: +91 1202560488; 1129944908
Email: info@mhpolymers.com ; sales@mhpolymers.com
Web: http://www.mhpolymers.com ; http://www.freshupproducts.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Manufacturing plants: 1; India
Online sales: Yes

MM Foam

MM Rubber Co., Ltd.
Headquarters/Main Location: 748, Anna Salai - 600 002 Chennai, Tamil Nadu
T: +91 44 28523501 ; 28523511
Email: mmfoamchennai@gmail.com
Web: https://mmfoam.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Foam
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; India
Online sales: Yes

Nilkamal Plastic

Nilkamal Plastic Ltd
Group: Nilkamal Plastic
Headquarters/Main Location: Street No.14, M.I.D.C., Andheri (East) - 400093 Mumbai, Maharashtra
T: +91 22 28367891 ; 42358936
Email: marketing@nilkamal.com
Web: https://nilkamal.com ; https://www.nilkamalmattrezzz.com ; https://www.nilkamalfurniture.com ; https://doctordreams.com/
Activity: Manufacturer, Retailer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Children's rooms, Tables and Chairs, Occasional, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; India
Online sales: Yes

Peps

Peps Industries Pvt. Ltd
Headquarters/Main Location: V-ID, NGEF Ancillary, Industrial estate, - 560048 Mahadevpura, Bangalore
Email: accounts@pepsindia.com
Web: http://www.pepsindia.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-500
Manufacturing plants: 3; India
Online sales: Yes

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Raha Poly Products

Raha Poly Products Ltd
Group: Poly Products
Headquarters/Main Location: Plot No.26, Phase III, IDA Jeedimetla - Hyderabad, AP
T: +91 40 23090293
Email: vijay@rahaindia.com ; info@rahaindia.com ; sales@rahaindia.com
Web: http://www.rahaindia.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 2; India
Online sales: No

Relaxspring

Himrag Coir Products Private Limited - Relaxspring
Headquarters/Main Location: 10 Clive Row4Th Flr Room No 6 - 700001 Kolkata
T: +91 33 2242 0091
Email: sales@relaxspring.com
Web: http://relaxspring.com
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; India
Online sales: Yes

Relaxwell

Sri Venkateswara Coir Products Private Limited - Relaxwell
Headquarters/Main Location: H.No:3-39-9, Plot No:58, Sarva Sukhi Colony - 500026 West Marredpally, Secundrabad
T: +91 040 27807581
Email: office@relaxwell.in
Web: http://www.relaxwell.in
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; India
Online sales: No

Repose Mattress

Repose Mattress Pvt Ltd
Headquarters/Main Location: No 3/19, Selambarayanpalayam Chennappa Chetty Pudur Post - 641659 Coimbatore
T: +91 1800 102 2268
Email: enquiry@repose.co.in ; orders@repose.co.in
Web: https://repose.co.in
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Latex Foam, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Total Turnover range: 5-15 US$ million
Manufacturing plants: 2; India
Online sales: Yes

RP Foam Home

RP Foam Home Pvt Ltd
Headquarters/Main Location: 1, Gandhisquare, Malkaganj - Delhi
T: +91 011-23855282
Email: dreams@rpfoam.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Foam
Total Turnover range: 15-50 US$ million

Rubco Coconuts

Kerala state Rubber Co-operative Limited
Group: Rubco Group
Headquarters/Main Location: K.V.R.Towers, 4th Floor Mahathma Mandir Junctio - 670 002 Kannur, Kerala
T: +91 0497 709749
Email: gmrcm@rubcomail.com
Web: http://www.rubcogroup.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; India
Online sales: Yes

Serta India

ESPL Emirates Sleep Systems Pvt. Ltd.
Group: Varahamurti Flexirub
Headquarters/Main Location: 210-211, Metro House, Mangaldas Road - 411001 Pune, Maharashtra
Email: admin@sleepsystems.in
Web: http://www.sertaindia.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, Semi-finished parts
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; India
Online sales: Yes

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Shakti Foams

Shakti Foams Pvt. Ltd
Headquarters/Main Location: Mohala Road, Village Harphala,sikri, Ballabgarh - Faridabad, haryana
T: +91 931 9250518
Email: info@shaktifoam.com
Web: http://shaktifoams.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, PU Foam,
Total Turnover range: 5-15 US$ million
Online sales: No

Sheela Foam (Sleepwell)

Sheela Foam Limited
Group: Sheela Group
Headquarters/Main Location: Sleepwell Tower #14, Sector 135 - 201301 Noida, Uttar Pradesh
T: +91 120 4512260
Email: export@sheelafoam.com ; b2b@sheelafoam.com
Web: https://www.sheelafoam.com ; https://mysleepwell.com ; https://www.polyurethanes.org
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 41% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 27; India; Australia (5), Spain (1)
Online sales: Yes

Sky Foam Mattresses

Sky Foam Mattresses
Headquarters/Main Location: Chandrika, 43/1616, Near Asianet Studio Complex (Pipeline), Palarivattom Byepass, Palarivattom P.O - 682025 Kochi, Kerala
T: +91 0484-2339310
Email: info@skyfoam.com ; direct@skyfoam.com
Web: http://skyfoam.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam, Latex Foam, Foam
Total Turnover range: 5-15 US$ million
Online sales: Yes

Sleepyhead

Sleepyhead Home Decor Private Limited
Headquarters/Main Location: NR Trident Business Park, 30/6, HSR Layout Khatha No.268/18/11, Sector 6, Hosur Main Road Bangalore - 560068 Bangalore, Karnataka
T: +91 8884884345
Email: support@mysleepyhead.com
Web: https://mysleepyhead.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Mattresses
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 15-50 US$ million
Online sales: Yes

Sobha-Restoplus

Sobha Projects & trade Pvt. Ltd.
Group: Sobha
Headquarters/Main Location: Hal 2nd stage - 560008 Karnataka
T: +91 80 25217486
Email: sptl@sobhaprojects.com ; sobha.restoplus@sobha.com
Web: https://sobharestoplus.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; India
Online sales: No

Spring fit

Springfit Mattress Private Limited
Group: Varahamurti Flexirub
Headquarters/Main Location: 419b, K. M. Trade Tower(Radisson Hotel) Sector-14 - 201010 Kaushambi, Ghaziabad
T: +91 (1800) 833 4455; 9599337712
Email: sales@springfitmattress.com ; care@springfit.com
Web: https://www.springfit.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 5; India
Online sales: Yes

Springwel Mattresses

Springwel Mattresses Private Limited
Headquarters/Main Location: A-49, Mangolpuri Industrial Area, Phase-II - 110034 Mangolpuri, Delhi
T: +91 11 27032721 ; 47533333
Email: delhi@springwel.com
Web: https://springwel.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 2; India
Online sales: Yes

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Stanley Lifestyles

Stanley Lifestyles Limited
Group: Stanley Lifestyles
Headquarters/Main Location: 12/7, Shamarao Compound, Mission Road - 560027 Bangalore, Karnataka
T: +91 80 2226237 ; 22100751
Email: stanleyseating@vsnl.net ; ananya.rk@stanleylifestyles.com
Web: https://www.lovestanley.com
Activity: Manufacturer, Importer, Retailer
Product Portfolio: Office Seating, Kitchen Furniture, Upholstered furniture, Mattresses, Contract
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 2; India

Sunidra

Eastern Mattresses Pvt Ltd
Headquarters/Main Location: 3rd Floor, Eastern Corporate Office, N H Bypass Edapally, Near Mylalath Siva temple - 682 084 Edapally P.O Cochin
T: +91 484 3001409
Email: sunidramktg@eastern.in
Web: https://sunidra.in
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; India
Online sales: Yes

Sunrise Foam Product

Sunrise Foam products
Headquarters/Main Location: 367, Basement, Kohat Enclave, Pitampura - 110034 Delhi
Web: https://bindalcoir.in
Activity: Manufacturer
Product Portfolio: Foam
Total Turnover range: 5-15 US$ million

The Sleep Company

Comfort Grid Technologies Private Limited
Headquarters/Main Location: 35, 1st Floor, Vijay Trantech, Chandivali Village, - 400072 Mumbai
Web: https://thesleepcompany.in
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 1; India
Online sales: Yes

Tirupati Foam

Tirupati Foam Limited
Headquarters/Main Location: Tirupati House,Polytechnic Char Rasta, Nr. Topaz Restaurant, 4Th - 380015 Ahmedabad, Gujarat
T: +91 079 26304652
Email: tflmktg@tirupatifoam.com
Web: https://www.tirupatifoam.com
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts, Chemicals, Foam
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 2; India
Online sales: No

Varahamurti Flexirub

Varahamurti Flexirub Industries Pvt. Ltd.
Group: VFI
Headquarters/Main Location: 401, K. M. Trade Tower, (Hotel Raddisson Blu), Sec-14, - 201010 Kaushambi, Ghaziabad
T: +91 80 10161016
Email: info@vfigroup.org
Web: https://www.vfigroup.org
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 5; India
Online sales: No

Wakefit

Wakefit Innovations Pvt Ltd
Headquarters/Main Location: 97-99 Hosur Road - 560029 Bangalore, Karnataka
T: +91 9883333123
Email: support@wakefit.co
Web: https://www.wakefit.co
Activity: Manufacturer, Retailer
Product Portfolio: Home Office, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Mattresses, Pillows
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 3; India
Online sales: Yes

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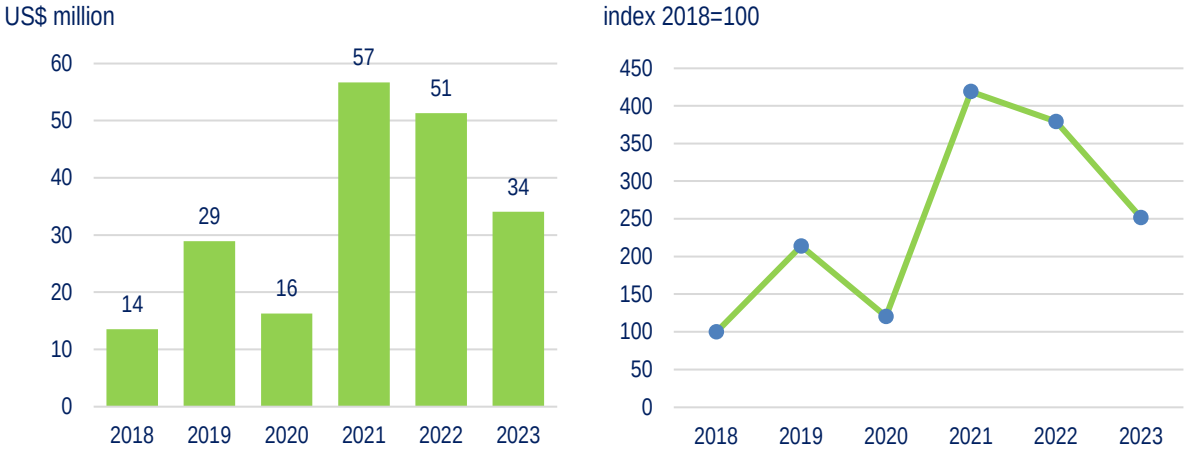
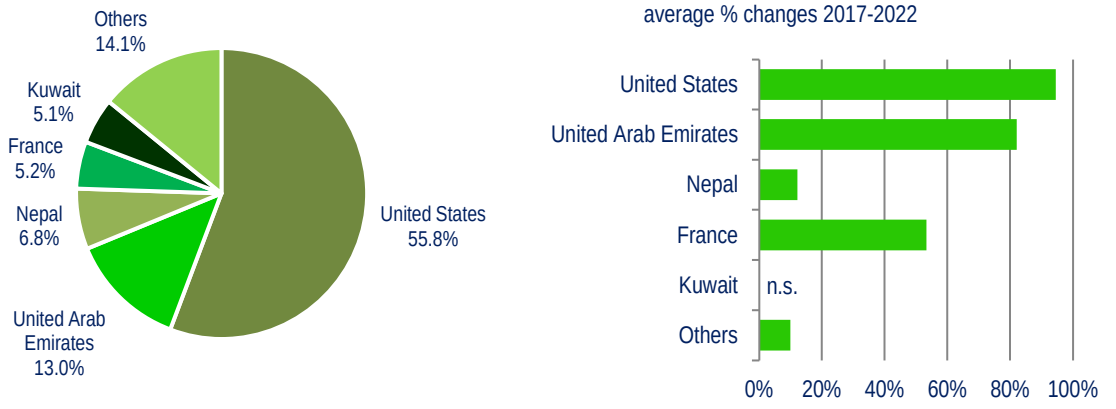
3.3.5 India. Mattresses exports

Figure 3.18 - India.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.19 - India.
Mattress exports by country of destination, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of official data

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Table 3.23 - India.

Mattress exports, by country and by geographical area, 2017-2022.

	US$ Million						% share		% annual changes	
	2017	2018	2019	2020	2021	2022	2017	2022	2022/21	aver 17-22
United States	1.0	0.9	0.3	0.4	28.5	28.6	12.6	55.8	0.2	94.5
United Arab Emirates	0.3	2.8	9.3	2.9	5.0	6.7	4.1	13.0	34.1	82.1
Nepal	1.9	2.2	4.9	0.0	4.9	3.5	23.9	6.8	-28.8	12.2
France	0.3	0.5	2.2	2.3	3.4	2.7	3.9	5.2	-20.3	53.3
Kuwait	0.0	0.7	1.7	1.7	1.8	2.6	0.1	5.1	46.5	n.s.
Qatar	0.1	0.8	2.1	1.4	1.6	1.3	0.8	2.6	-19.9	82.4
Denmark	0.1	0.2	0.4	0.4	1.2	1.0	1.4	1.9	-21.3	53.7
Maldives	0.7	0.5	0.6	0.0	0.6	0.8	8.1	1.6	44.1	4.0
Germany	0.3	0.1	0.8	0.9	0.9	0.5	3.1	0.9	n.s.	13.1
Canada	0.0	0.0	0.2	0.1	0.3	0.4	0.2	0.8	40.0	91.7
top 10	4.7	8.8	22.5	10.2	48.2	48.0	58.2	93.6	-0.4	58.9
others	3.4	4.8	6.4	6.1	8.4	3.3	41.8	6.4	n.s.	-0.8
Americas	1.2	1.1	0.6	0.6	28.9	29.0	14.7	56.6	0.3	89.3
- North America	1.1	0.9	0.5	0.5	28.9	29.0	13.4	56.6	0.6	92.7
- Central-South America	0.1	0.1	0.0	0.0	0.1	0.0	1.3	0.0	n.s.	-46.4
Asia and Pacific	3.5	5.1	7.1	1.6	7.0	5.7	42.6	11.2	-17.8	10.6
Europe	2.8	1.8	4.6	4.9	7.1	5.4	35.0	10.5	-24.5	13.6
- European Union (27)	2.4	1.4	4.3	4.4	6.6	4.8	29.2	9.3	-27.8	14.9
- UK, CH, NO, IS	0.3	0.3	0.3	0.4	0.5	0.6	3.2	1.2	22.6	18.8
- Other Europe	0.2	0.0	0.0	0.0	0.0	0.0	2.6	0.0	n.s.	-41.9
Middle East	0.4	5.4	16.4	9.1	13.3	11.0	5.5	21.5	-17.5	89.8
Africa	0.2	0.2	0.2	0.1	0.3	0.1	2.2	0.3	-48.9	-5.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	8.1	13.5	28.9	16.3	56.6	51.3	100.0	100.0	-9.5	44.5

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

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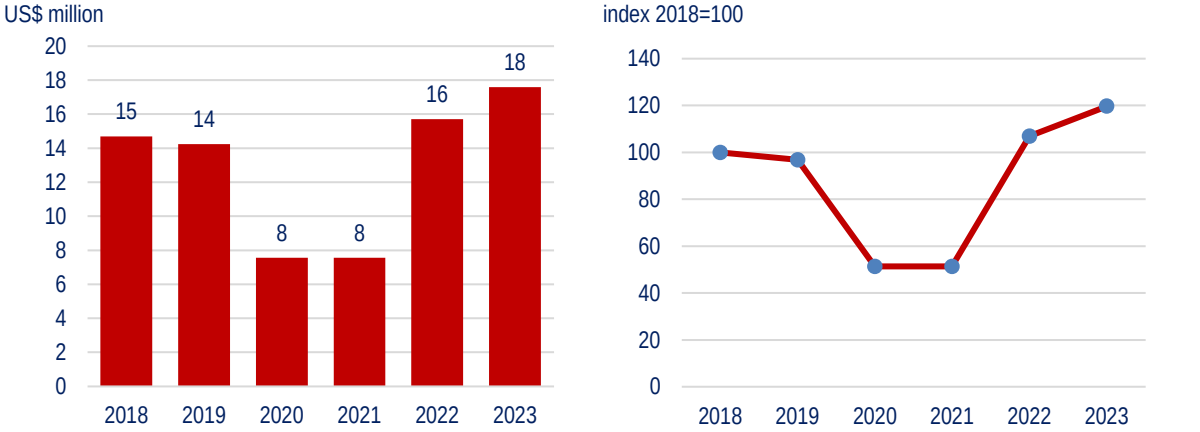
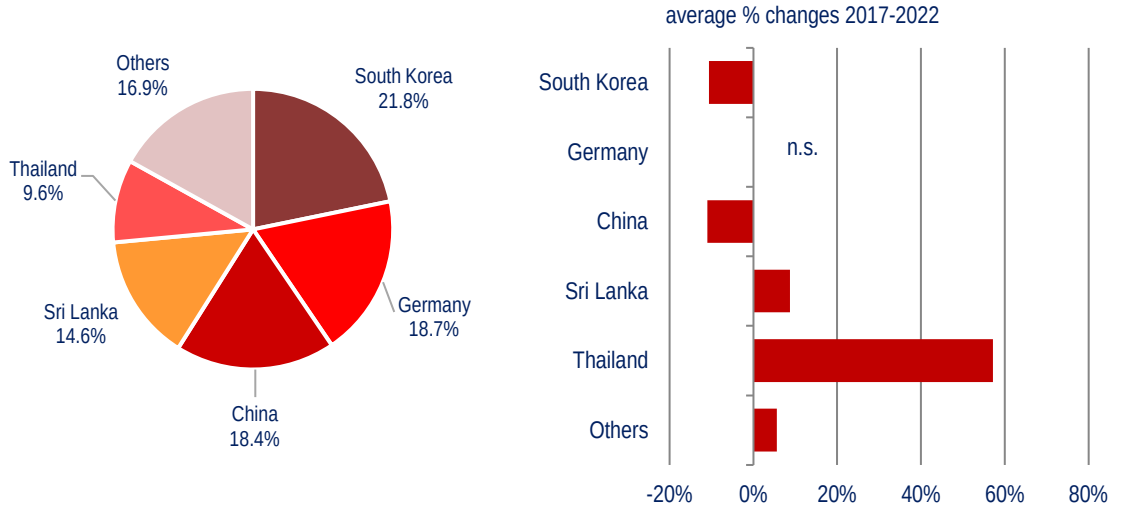
3.3.6 India. Mattresses imports

Figure 3.20 - India.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.21 - India.
Mattresses imports by country of origin, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of Eurostat data

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Table 3.24 - India.

Mattresses 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
South Korea	6.0	4.2	5.7	2.0	0.2	3.4	40.3	21.8	n.s.	-10.6
Germany	0.0	0.0	0.2	0.1	0.2	2.9	0.2	18.7	n.s.	n.s.
China	5.2	5.1	3.3	2.2	2.4	2.9	34.8	18.4	22.6	-11.0
Sri Lanka	1.5	2.4	2.0	1.6	2.1	2.3	10.1	14.6	7.5	8.7
Thailand	0.2	0.3	0.4	0.4	0.6	1.5	1.1	9.6	n.s.	57.1
Malaysia	0.3	0.3	0.1	0.1	0.2	1.2	2.1	7.7	n.s.	30.4
Italy	0.4	0.6	0.5	0.4	0.5	0.5	2.7	2.9	-9.3	2.1
Denmark	0.2	0.3	0.2	0.1	0.2	0.2	1.0	1.2	6.9	3.4
United Arab Emirates	0.3	0.5	0.5	0.2	0.3	0.1	2.2	0.9	-45.1	-14.6
Oman	0.1	0.1	0.0	0.0	0.1	0.1	0.9	0.7	-14.7	-3.3
top 10	14.2	13.7	13.0	7.1	6.7	15.2	95.4	96.4	n.s.	1.3
others	0.7	0.9	1.2	0.5	0.8	0.6	4.6	3.6	-31.1	-3.7
Americas	0.1	0.0	0.0	0.0	0.0	0.1	0.4	0.6	87.8	8.0
- North America	0.1	0.0	0.0	0.0	0.0	0.1	0.4	0.6	n.s.	7.6
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-38.7	27.1
Asia and Pacific	13.2	12.4	11.9	6.5	5.7	11.5	89.1	72.9	99.4	-2.9
Europe	1.1	1.6	1.8	0.8	1.3	3.9	7.3	24.8	n.s.	29.2
- European Union (27)	0.9	1.4	1.6	0.7	1.2	3.7	6.0	23.7	n.s.	33.2
- UK, CH, NO, IS	0.1	0.2	0.2	0.0	0.1	0.1	0.7	0.4	-12.2	-11.0
- Other Europe	0.1	0.1	0.1	0.1	0.1	0.1	0.6	0.7	31.5	3.6
Middle East	0.5	0.6	0.5	0.2	0.4	0.3	3.2	1.7	-34.7	-11.1
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	14.9	14.7	14.2	7.6	7.6	15.7	100.0	100.0	n.s.	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

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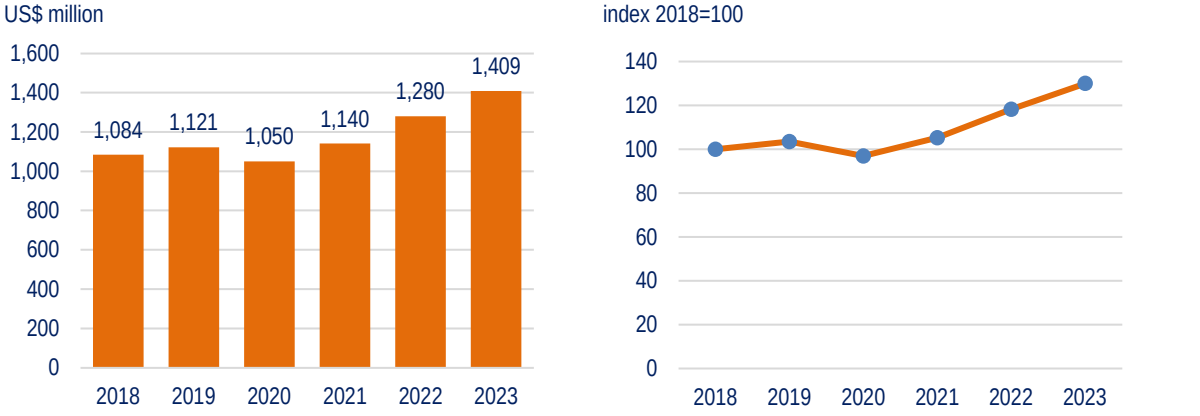
3.3.7 India. Mattresses consumption

Figure 3.22 - India.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.25 - India.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
India	1%	1%	1%	1%	1%	1%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.26 - India.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
India	5%	6%
World	0%	2%

Source: CSIL

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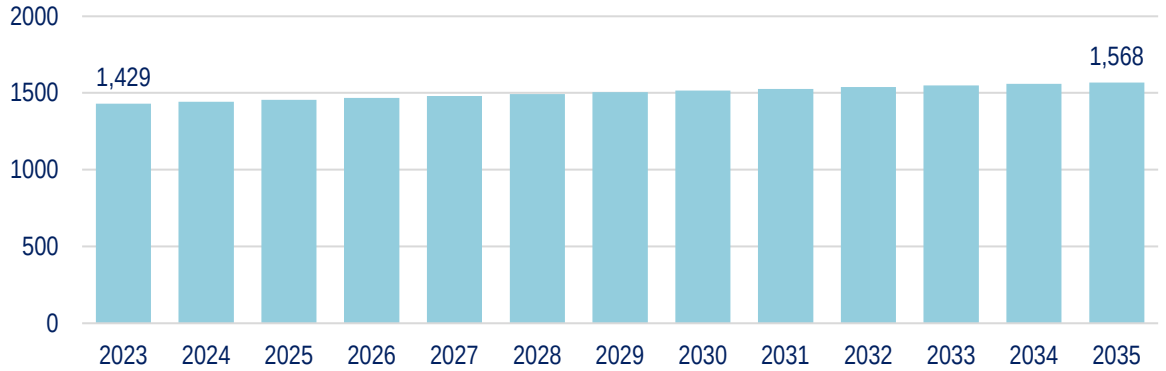
3.3.8 India. Population forecasts

Figure 3.23 - India.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.27 - India.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Delhi	30,291	34,666	38,939
Mumbai (Bombay)	20,411	22,089	24,572
Kolkata (Calcutta)	14,850	15,845	17,584
Bangalore	12,327	14,395	16,227
Chennai (Madras)	10,971	12,336	13,814
Hyderabad	10,004	11,338	12,714
Ahmadabad	8,059	9,062	10,148
Surat	7,185	8,582	9,711
Pune (Poona)	6,629	7,526	8,442
Jaipur	3,909	4,411	4,943
Lucknow	3,677	4,133	4,628
Kozhikode (Calicut)	3,555	4,387	4,993
Malappuram	3,391	4,344	4,976
Kanpur	3,124	3,345	3,715
Kochi (Cochin)	3,082	3,605	4,064
Thrissur	3,068	3,720	4,221
Indore	3,017	3,483	3,918
Nagpur	2,893	3,170	3,534
Coimbatore	2,787	3,159	3,542
Thiruvananthapuram	2,585	3,073	3,474

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 2.5 million inhabitants or more in 2020

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3.4 The mattress industry in Poland

3.4.1 Poland. Key figures and competitive landscape in the mattress industry

Key Figures

- Poland ranks as the fourth-largest producer of mattress globally, with a production value totaling US$ 876 million.
- The country ranks as the second-largest mattress exporter globally, with around 90% of Poland's mattress production being exported, primarily to Germany.
- This strategic export orientation underscores Poland's role as a key supplier to neighboring European countries, leveraging its manufacturing capabilities and competitive advantages in the mattress sector.

Competitive System Landscape

The Polish mattress industry is home to several top players who are renowned for their specialization in mattress manufacturing. These companies include Correct, Ikano Industry, Hilding Polska, Aquinos Bedding Poland, and Relaks. Each of these manufacturers has carved out a significant presence in the market through a combination of high-quality production and strategic collaborations. For example, Correct and Ikano Industry primarily manufacture well-known furniture retail chains and collaborate on OEM orders.

M&A Deals and Recent News

- In 2022, Ikano opened a chemical recycling facility in the Netherlands, enabling the recycling of 1.3 million mattresses. This figure represents 54% of the company's total production, significantly enhancing its sustainability efforts by effectively managing over half of its mattress output through recycling processes.
- In 2023, the Qemetica (formerly CIECH Pianki) launched a new product brand of mattress SNOOVIO. SNOOVIO sleeping mattresses are made of hypoallergenic material that minimizes the risk of allergies and skin reactions.

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Table 3.28 - Poland

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	741	711	717	832	918	885	826	993	884	876
Exports	US$ million	685	646	637	741	822	794	732	865	813	786
Imports	US$ million	49	50	48	51	56	63	63	77	70	73
Consumption*	US$ million	105	116	129	142	152	154	157	206	141	163
Production	% ch. -US$		-4%	1%	16%	10%	-4%	-7%	20%	-11%	-1%
Exports	% ch. -US$		-6%	-1%	16%	11%	-3%	-8%	18%	-6%	-3%
Imports	% ch. -US$		3%	-3%	5%	11%	12%	1%	22%	-10%	4%
Consumption*	% ch. -US$		10%	11%	10%	8%	1%	2%	31%	-31%	15%
export/production	%	92%	91%	89%	89%	90%	90%	89%	87%	92%	90%
import/consumption	%	46%	43%	38%	36%	37%	41%	40%	38%	49%	45%
Production	PLN million	2,338	2,684	2,827	3,144	3,317	3,400	3,217	3,837	3,946	3,682
Exports	PLN million	2,160	2,436	2,511	2,800	2,969	3,048	2,853	3,341	3,627	3,304
Imports	PLN million	153	189	191	191	202	240	247	299	311	305
Consumption*	PLN million	331	436	507	535	551	592	611	795	630	683
Production	% ch. - PLN		15%	5%	11%	5%	3%	-5%	19%	3%	-7%
Exports	% ch. - PLN		13%	3%	12%	6%	3%	-6%	17%	9%	-9%
Imports	% ch. - PLN		24%	1%	0%	6%	19%	3%	21%	4%	-2%
Consumption*	% ch. - PLN		32%	16%	5%	3%	8%	3%	30%	-21%	8%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.29 - Poland

Exchange rates, 2014-2023.

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

Source: US Federal Reserve

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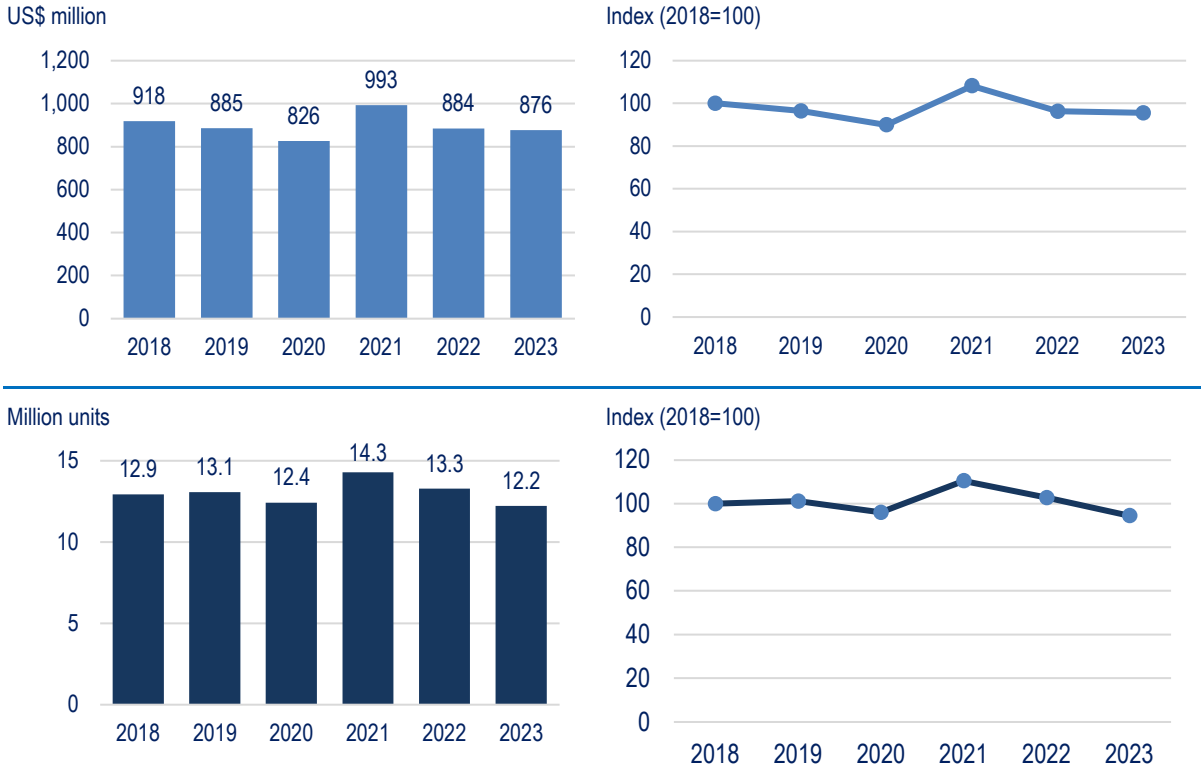
3.4.2 Poland. Mattresses production

Figure 3.24 - Poland

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.30 - Poland

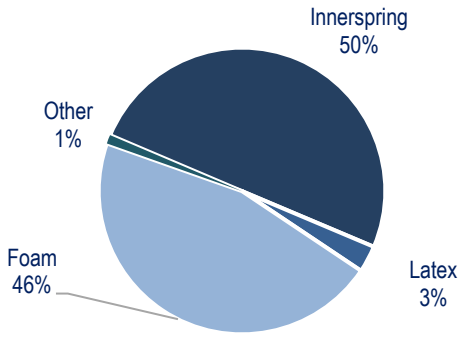
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Poland	90%	90%	89%	87%	92%	90%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.25 - Poland

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.4.3 Poland. Major Mattresses manufacturers

Table 3.31 Poland. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Correct	287	70	410
Ikano Industry (ex Dendro)	161	85	189
Hilding Polska	120	80	150
Aquinos Bedding Poland	59	100	59
Relaks	31	80	38
Comforteo	16	50	32
Wersal	16	10	162
M & K Foam	14	60	23
Studiomaterace	11	100	11
Janpol	7	80	9
BRW Comfort	6	11	56
Ciech Pianki S.A.	4	5	83
Optimum	4	100	4
JMB	3	100	3
Brinkmann Manufakturer	1	80	2

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

3.4.4 Poland. Short Profiles of major mattresses manufacturers

Aquinos Bedding Poland

Aquinos Bedding Poland
Group: Aquinos
Headquarters/Main Location: ul. Graniczna 60 - 92-103 Lodz
T: +48 42 6772020
Email: sembella@sembella.com.pl
Web: https://sembella.pl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 2; Poland
Online sales: Yes

Bovelli

Bovelli Bedding Sp. z o.o.
Group: Veldeman Group
Headquarters/Main Location: Falkowo 152 - 62-260 Lubowo
T: +48 61 670 31 18
Email: contact@bovelli.com
Web: https://www.bovelli.pl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 51-100

Brinkmann Manufakturer

Brinkmann Manufaktur Sp. z o.o.
Group: Fey&Co
Headquarters/Main Location: New Kisielin, ul. Development 4 - 66-002 Zielona Góra
T: +48 68 4201300
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Poland
Online sales: No

BRW Comfort

BRW COMFORT Sp. Z o.o.
Group: BRW
Headquarters/Main Location: Słupy 42 - 10-381 Olsztyn
T: +48 89 5389203
Email: sekretariat@brwsofa.eu ; **Web**: https://www.brwcomfort.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 11% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; Poland
Online sales: No

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Comforteo

Meble Marzenie Sp. Jawna
Headquarters/Main Location: Opatów, ul. Bolesławiecka 14a - 63-645 Łęka Opatowska
T: +48 62 781 30 38
Email: biuro@comforteo.eu ; biuro@meble-marzenie.pl
Web: https://comfort4u.eu ; https://comforteo.eu
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Poland
Online sales: Yes

Correct

Correct Sp. z o.o.
Group: C4D COM40
Headquarters/Main Location: ul. Podkocka 4b - 63460 Nowe Skalmierzyce, Wielkopolskie
T: +48 62 762 99 89
Email: info@vcorrect.eu : **Web**: http://www.vcorrect.eu
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 1; Poland
Online sales: No

Eltap

ELTAP Sp. z o.o. Sp.k
Headquarters/Main Location: Mroczeń 203 - 63-604 Baranow
T: +48 62 7912900
Email: office@eltap.com ; **Web**: https://www.eltap.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Semi-finished parts
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Poland
Online sales: No

Hilding Polska

Hilding Polska Sp. Z o.o.
Group: Hilding Anders
Headquarters/Main Location: ul. Polna 17 - 62095 Murowana Goslina
T: +48 61 6421400
Email: info.pl@hildinganders.com
Web: http://www.hilding.pl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Poland; In 2021, the company opened its second plant in Poland.
Online sales: No

Ikano Industry (ex Dendro)

Ikano Industry Sp. z o.o (ex Dendro)
Group: Ikano
Headquarters/Main Location: Ul. Magazynowa 4 - 64610 Rogozno
T: +48 67 3525400
Email: iod@ikanoindustry.pll
Web: http://www.dendro.pl; https://ikanoindustry.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; Poland; Mexico. Upholstered furniture is exclusively produced at the Mexican manufacturing plant.
Online sales: No

Janpol

Janpol Fabryka Materacy Sp. Z o.o.
Headquarters/Main Location: ul. Cynkowa 2a - 43-180 Orzesze
T: +48 32 2180900
Email: janpol@janpol.pl ;
Web: http://www.janpol.pl ; http://www.perfetto.pl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Poland
Online sales: No

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JMB

JMB Sp. Z o.o.
Headquarters/Main Location: ul. Stolarska 3 - 84-200 Wejherowo
T: +48 58 672 56 52
Email: jmb@materacejmb.com.pl
Web: https://materacejmb.com.pl
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Poland
Online sales: Yes

Liveo

Liveo Meble Sp. Z o.o. Sp.K
Headquarters/Main Location: ul. Borki 5 - 36-130 Ranizow, Podkarpackie
T: +48 17 2285065 ; 2261298
Email: biuro@liveomeble.pl ; bogfran@bogfran.pl
Web: https://liveomeble.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

M & K Foam

M&K Foam Gmbh Sp. Z O.O.
Headquarters/Main Location: Torunska 267 - 62-600 Kolo, Wielkopolskie
T: +48 +48 63 2616018
Email: mkfoam@mkfoam.pl
Web: http://www.mkfoam.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Occasional, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Poland
Online sales: No

Meble Lubnice

Pionier-Meble Łubnice Sp.z o.o.
Group: Grupa Meblowa HK
Headquarters/Main Location: ul. Gen. Sikorskiego 125 - 98-432 Łubnice
T: +48 62 78 47 085
Email: biuro@meblelubnice.pl ; sprzedaz1@meblelubnice.pl
Web: http://www.meblelubnice.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Poland

Optimum

Optimum Bis Sp. Zoo
Headquarters/Main Location: Ul. Mickiewicza 47A, - 37-400 Zarzecze k/Niska
Email: info@optimum-materace.pl
Web: http://optimum-materace.pl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Poland

Pianpol

Pianpol Styla - sp.j.
Headquarters/Main Location: al. Pilsudskiego 78 - 18-400 Łomza
T: +48 86 2182277
Web: https://pianpol.pl
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, PU Foam
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; Poland
Online sales: No

Polak Meble

Polak Meble Sp. z o.o. Sp. K.
Headquarters/Main Location: Ul. Bohaterów Września 25 - 63-600 Kępno
T: +48 887 887 921
Email: sklep@polakmeble.pl
Web: https://polakmeble.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 100-250

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Radir

Radir Sp. z o.o. sp.k.
Headquarters/Main Location: Tarnobrzeska 19 - 26-600 Radom
T: +48 48 3855050
Email: sklep@radir.com.pl
Web: https://www.radir.com.pl
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Online sales: Yes

Relaks

Relaks Sp. Z O.O.
Group: Fey&Co
Headquarters/Main Location: Topole 17 - 89-600 Chojnice
T: +48 5239 65200
Email: export@relaks.eu
Web: https://relaks.eu
Activity: Manufacturer
Product Portfolio: Bedrooms, Beds, Occasional, Mattresses, Pillows, Contract, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Poland
Online sales: No

Snoovio

Qemetica Polyurethanes Sp. z o.o.
Group: Qemetica
Headquarters/Main Location: Hutnicza 123 Street - 85-873 Bydgoszcz - Poland
T: +48 52 3775541 ; 50 6066410
Email: ciechpianki@qemetica.com ; sales@snoovio.com
Web: https://snoovio.pl ; https://qemetica.com
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, Foam
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Poland; In 2023, a new mattress brand, SNOOVIO, was introduced to the market.
Online sales: Yes

Stolwit Meble

Stolwit Meble Sp. z o.o
Headquarters/Main Location: Polesie 25 - 98-400 Wieruszow
T: +48 62 78842045
Email: info@buoninfante.pl
Web: http://www.buoninfante.pl; http://www.newelegance.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 100-250

Studiomaterace

PTM Sp. zoo
Headquarters/Main Location: European Union 61 - 32-600 Oświęcim
T: +48 33 4841899
Email: info@studiomaterace.pl
Web: https://studiomaterace.pl ; http://www.foam-ptm.pl
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Poland
Online sales: Yes

Sun Garden Polska

Sun Garden Polska
Headquarters/Main Location: ul. Turecka 36 - PL 62-709 Malanów
T: +48 63 289 89 00
Email: info@sun-garden.pl
Web: https://www.sun-garden.eu
Activity: Manufacturer
Product Portfolio: Garden and Outdoor, Mattresses, Contract, PU Foam, Coverings
Total Turnover range: >250 US$ million
Employees range: > 500

UT+C Europe

UT+C United Textiles + Components Europe
Group: UT+C
Headquarters/Main Location: ul. Podkocka 4b - 63-460 Nowe Skalmierzyce
Email: info@unitedtandc.com
Web: https://utcsprings.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Foam, Fabric for mattresses, Ironmongery and Hardware Items
Total Turnover range: 5-15 US$ million
Employees range: 251-500

Wersal

Fabryka mebli Wer-sal Kaczorowscy sp.j.
Headquarters/Main Location: Jankowy 1A - 63-604 Baranow
T: +48 62 7829219
Email: serwis@wersal.pl
Web: https://wersal.pl
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; Poland

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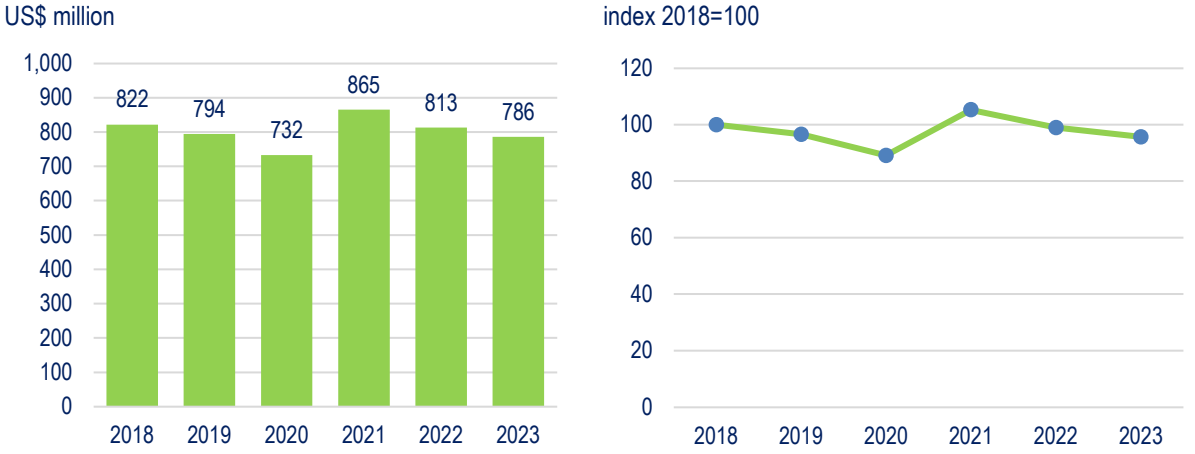
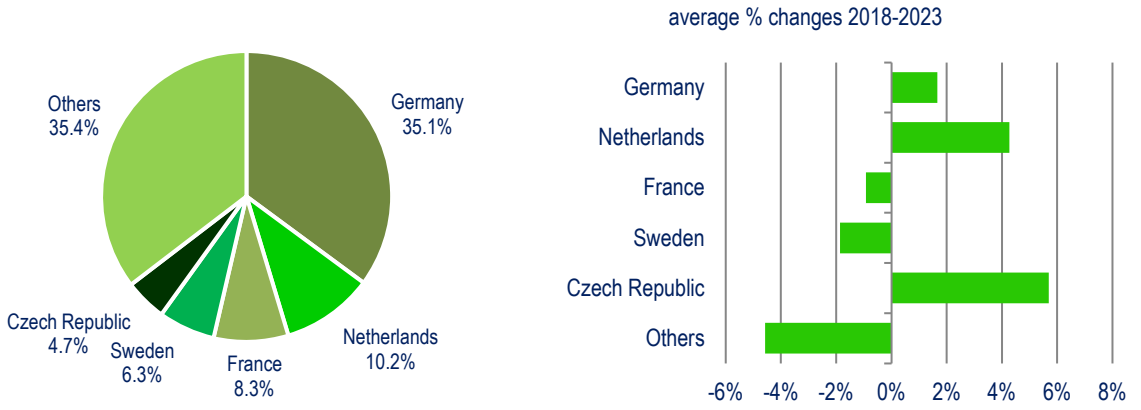
3.4.5 Poland. Mattresses exports

Figure 3.26 - Poland.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.27 - Poland.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.32 - Poland.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Germany	254.3	257.1	238.1	260.8	261.0	276.1	30.9	35.1	5.8	1.7
Netherlands	65.1	66.0	58.2	76.8	92.5	80.3	7.9	10.2	-13.2	4.3
France	68.5	56.3	52.2	68.8	58.5	65.4	8.3	8.3	11.7	-0.9
Sweden	54.4	48.9	51.5	52.0	52.2	49.5	6.6	6.3	-5.1	-1.9
Czech Republic	27.9	28.3	33.5	44.1	36.1	36.7	3.4	4.7	1.9	5.7
United Kingdom	46.4	53.1	46.8	68.7	41.5	35.8	5.6	4.5	-13.8	-5.1
Denmark	25.3	21.5	18.8	23.3	19.9	24.3	3.1	3.1	22.1	-0.8
Belgium	51.9	49.8	27.4	24.3	22.6	23.3	6.3	3.0	3.4	-14.8
Switzerland	17.3	22.7	23.9	22.4	20.8	22.9	2.1	2.9	10.4	5.8
Italy	26.7	22.0	19.3	22.5	20.0	20.7	3.2	2.6	3.1	-5.0
top 10	637.7	625.6	569.7	663.7	625.1	635.1	77.6	80.8	1.6	-0.1
others	183.9	168.2	162.7	201.2	187.6	151.1	22.4	19.2	-19.5	-3.9
Americas	1.6	0.4	0.8	1.6	15.7	3.6	0.2	0.5	n.s.	18.5
- North America	1.5	0.3	0.5	1.4	15.0	3.3	0.2	0.4	n.s.	16.4
- Central-South America	0.0	0.1	0.2	0.1	0.6	0.3	0.0	0.0	-48.0	n.s.
Asia and Pacific	3.5	5.0	3.8	3.1	1.8	1.5	0.4	0.2	-18.5	-15.8
Europe	801.1	776.5	720.3	850.3	783.9	773.8	97.5	98.4	-1.3	-0.7
- European Union (27)	702.9	670.8	620.0	723.8	684.2	690.9	85.6	87.9	1.0	-0.3
- UK, CH, NO, IS	84.2	92.8	89.3	112.4	78.1	71.8	10.2	9.1	-8.0	-3.1
- Other Europe	14.0	12.8	10.9	14.0	21.7	11.1	1.7	1.4	-48.9	-4.6
Middle East	13.8	10.9	6.9	8.8	10.7	6.8	1.7	0.9	-36.6	-13.2
Africa	1.9	1.2	0.7	1.1	0.6	0.4	0.2	0.0	-41.2	-28.0
Other Countries	-0.2	-0.2	0.0	0.0	-0.1	0.1	0.0	0.0	n.s.	n.s.
World Total	821.6	793.8	732.4	864.9	812.7	786.2	100.0	100.0	-3.3	-0.9

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

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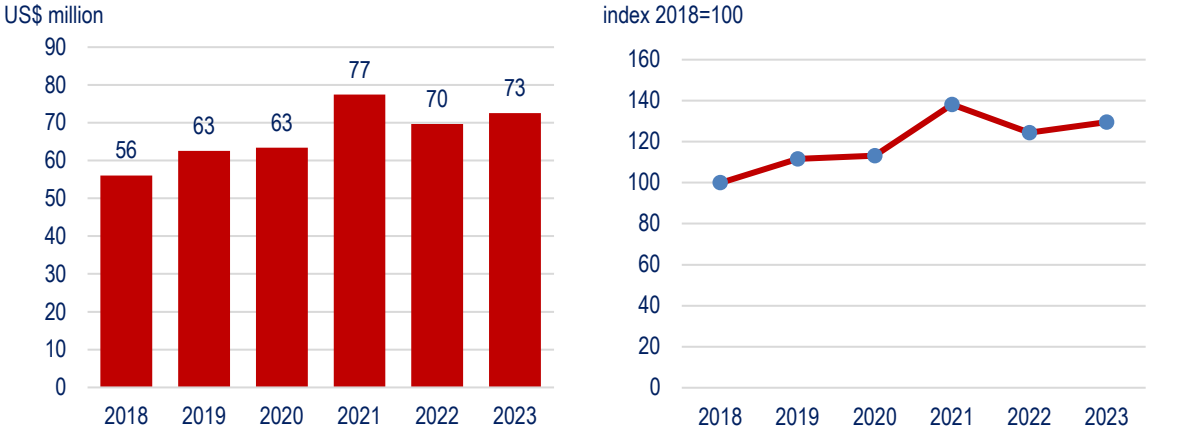
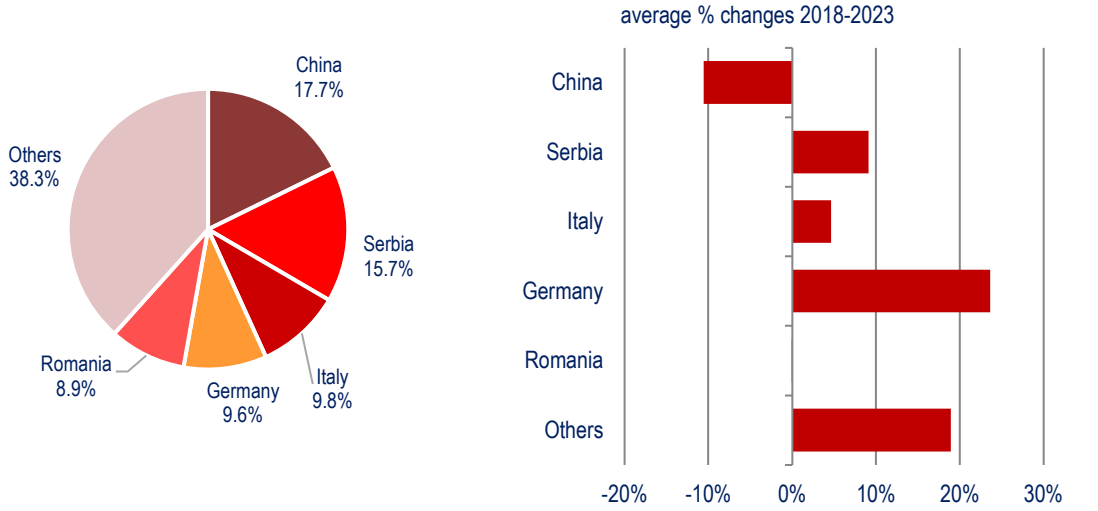
3.4.6 Poland. Mattresses imports

Figure 3.28 - Poland.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.29 - Poland.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.33 - Poland.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	22.5	21.7	23.7	29.6	17.2	12.9	40.1	17.7	-25.0	-10.5
Serbia	7.3	10.1	0.2	0.0	5.3	11.4	13.1	15.7	n.s.	9.1
Italy	5.7	4.1	4.5	9.0	7.0	7.1	10.1	9.8	1.5	4.6
Germany	2.4	1.5	6.2	6.9	6.0	6.9	4.3	9.6	15.1	23.6
Romania	6.4	7.7	7.7	7.5	11.6	6.4	11.5	8.9	-44.6	0.0
Denmark	2.2	2.1	3.3	2.9	2.5	5.9	3.8	8.2	n.s.	22.5
Slovakia	0.5	1.0	1.1	2.7	4.1	5.1	0.9	7.0	24.5	60.6
Czech Republic	1.6	3.1	2.0	2.6	2.7	2.6	2.9	3.6	-2.1	10.6
North Macedonia	0.0	0.0	0.0	0.0	0.8	2.2	0.0	3.0	n.s.	n.c.
Türkiye	0.4	0.7	0.8	1.5	1.9	2.2	0.7	3.0	14.8	41.2
top 10	48.9	52.0	49.4	62.8	59.1	62.7	87.3	86.5	6.2	5.1
others	7.1	10.6	13.9	14.6	10.6	9.8	12.7	13.5	-7.1	6.7
Americas	1.0	2.9	2.1	1.8	1.2	1.8	1.8	2.5	44.2	12.8
- North America	1.0	2.9	2.1	1.8	1.2	1.8	1.8	2.5	44.2	12.8
- 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	22.6	21.8	23.7	29.7	17.2	12.9	40.3	17.8	-25.0	-10.6
Europe	32.4	37.8	37.5	45.9	51.2	57.8	57.9	79.6	13.0	12.2
- European Union (27)	23.0	24.0	29.7	38.3	41.0	40.7	41.0	56.1	-0.8	12.1
- UK, CH, NO, IS	1.2	0.9	1.8	1.9	1.2	1.2	2.1	1.6	0.2	0.3
- Other Europe	8.3	12.8	6.1	5.7	9.0	15.9	14.8	22.0	77.5	14.0
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.s.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	24.2	12.8
World Total	56.0	62.5	63.4	77.4	69.7	72.6	100.0	100.0	4.2	5.3

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

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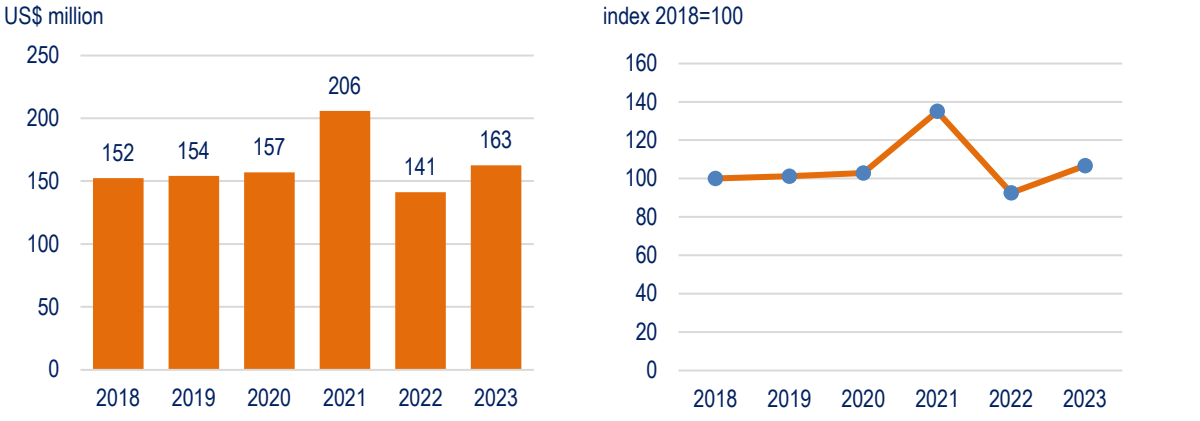
3.4.7 Poland. Mattresses consumption

Figure 3.30 - Poland.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.34 - Poland.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Poland	37%	41%	40%	38%	49%	45%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.35 - Poland.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Poland	1%	3%
World	0%	2%

Source: CSIL

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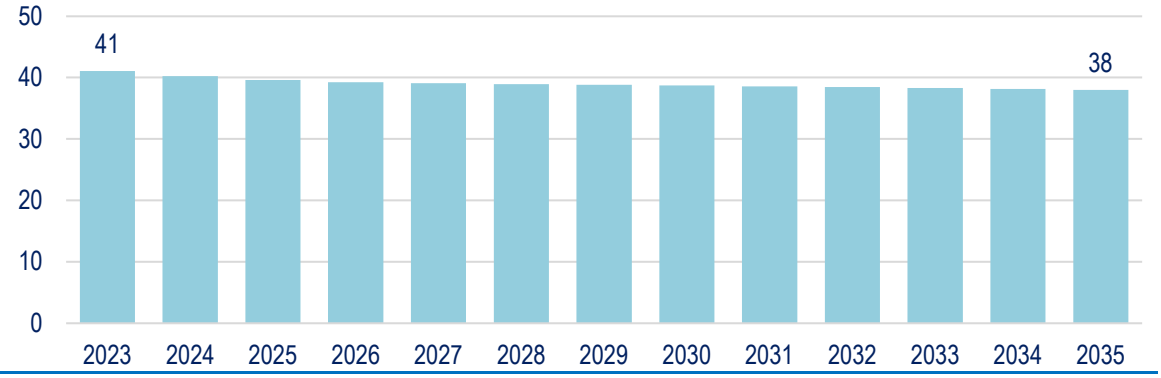
3.4.8 Poland. Population forecasts

Figure 3.31 - Poland.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.36 - Poland.
Resident population in main cities* and projected growth

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

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.5 The mattress industry in Brazil

3.5.1 Brazil. Key figures and competitive landscape in the mattress industry

Key Figures

- Brazil ranks as the 5th largest producer of mattress worldwide, with production valued at US$ 873 million in 2023.
- After a 22% surge in mattress production from 2020 to 2021, production decreased by -9% (in current US$) from 2021 to 2022 and then increased by 5% from 2022 to 2023. Mattress consumption followed the same trend.
- A better-than-expected performance of the economy, the recovery in real wages, the reduction of inflation and slight reduction in real interest rates are among the main factors that have sustained the timid growth of the mattress market.
- Brazil has relatively low export and import rates for mattresses, with nearly all of its consumption satisfied by domestic production.

Competitive System Landscape

The top five players in the mattress furniture industry are Castor, Gazin Industria de Colchoes, Herval, Orthoflex and Umaflex. These companies have an average mattress total turnover of about US$70 million and most of these companies are highly mattress specialized.

Flex Group and Pikolin Group, two of the leading mattress manufacturers worldwide, have manufacturing subsidiaries in Brazil. Brazilian manufacturers are increasingly expanding their international presence, particularly in the U.S. Herval, a major Brazilian manufacturer, has been actively penetrating the U.S. market since 2019. In the fall of 2019, Herval opened its first warehouse in Miami, followed by the establishment of a new facility in 2020. These strategic moves are part of Herval's efforts to tap into global markets and enhance their international footprint.

M&A Deals and Recent News

- In 2018 entered into force the regulation "Colchões testados pelo Inmetro" refering to mattresses tested by the National Institute of Metrology, Quality, and Technology (Inmetro) in Brazil. This ensures that products meet specific quality and safety standards through rigorous evaluations. When a mattress undergoes Inmetro testing, it is assessed for durability, safety, performance, and fire resistance, ensuring it meets the necessary criteria for consumer use. In 2024, one of the main updates regarding mattresses tested by Inmetro is the implementation of Portaria No. 579, dated December 5, 2023. This ordinance reclassifies the risk level of mattresses to level III and reinstates the requirement for registration and import approval. These new rules aim to ensure that imported mattresses meet the same standards imposed on domestic manufacturers.
- In 2024, Abicol (The Brazilian Mattress Industry Association) opposed proposals to increase import tariffs on chemicals that affect the mattress sector. Abicol cautioned that if these measures were adopted, the resulting anti-dumping tariffs and import taxes would make Brazilian products more expensive.

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Table 3.37 - Brazil

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	1,508	994	917	1,088	1,015	1,034	751	915	833	873
Exports	US$ million	8	8	11	13	14	16	15	21	19	20
Imports	US$ million	5	3	3	3	3	3	2	3	3	3
Consumption*	US$ million	1,504	989	909	1,078	1,005	1,021	738	897	817	856
Production	% ch. -US$		-34%	-8%	19%	-7%	2%	-27%	22%	-9%	5%
Exports	% ch. -US$		-1%	38%	16%	3%	15%	-2%	38%	-13%	8%
Imports	% ch. -US$		-40%	-8%	13%	13%	-15%	-25%	33%	-12%	11%
Consumption*	% ch. -US$		-34%	-8%	19%	-7%	2%	-28%	22%	-9%	5%
export/production	%	1%	1%	1%	1%	1%	2%	2%	2%	2%	2%
import/consumption	%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Production	BRL million	3,545	3,315	3,196	3,472	3,707	4,077	3,874	4,938	4,297	4,361
Exports	BRL million	19	27	40	42	50	62	80	115	96	100
Imports	BRL million	11	10	9	10	13	12	11	16	13	14
Consumption*	BRL million	3,537	3,298	3,166	3,439	3,669	4,027	3,805	4,838	4,215	4,275
Production	% ch. - BRL		-6%	-4%	9%	7%	10%	-5%	27%	-13%	1%
Exports	% ch. - BRL		40%	45%	7%	18%	24%	29%	45%	-17%	5%
Imports	% ch. - BRL		-14%	-4%	4%	29%	-8%	-2%	40%	-16%	8%
Consumption*	% ch. - BRL		-7%	-4%	9%	7%	10%	-6%	27%	-13%	1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, IBGE

Table 3.38 - Brazil

Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
BRL per US$	2.35	3.34	3.48	3.19	3.65	3.94	5.16	5.40	5.16	4.99
BRL per EUR	3.13	3.70	3.86	3.61	4.31	4.41	5.89	6.38	5.44	5.40

Source: US Federal Reserve

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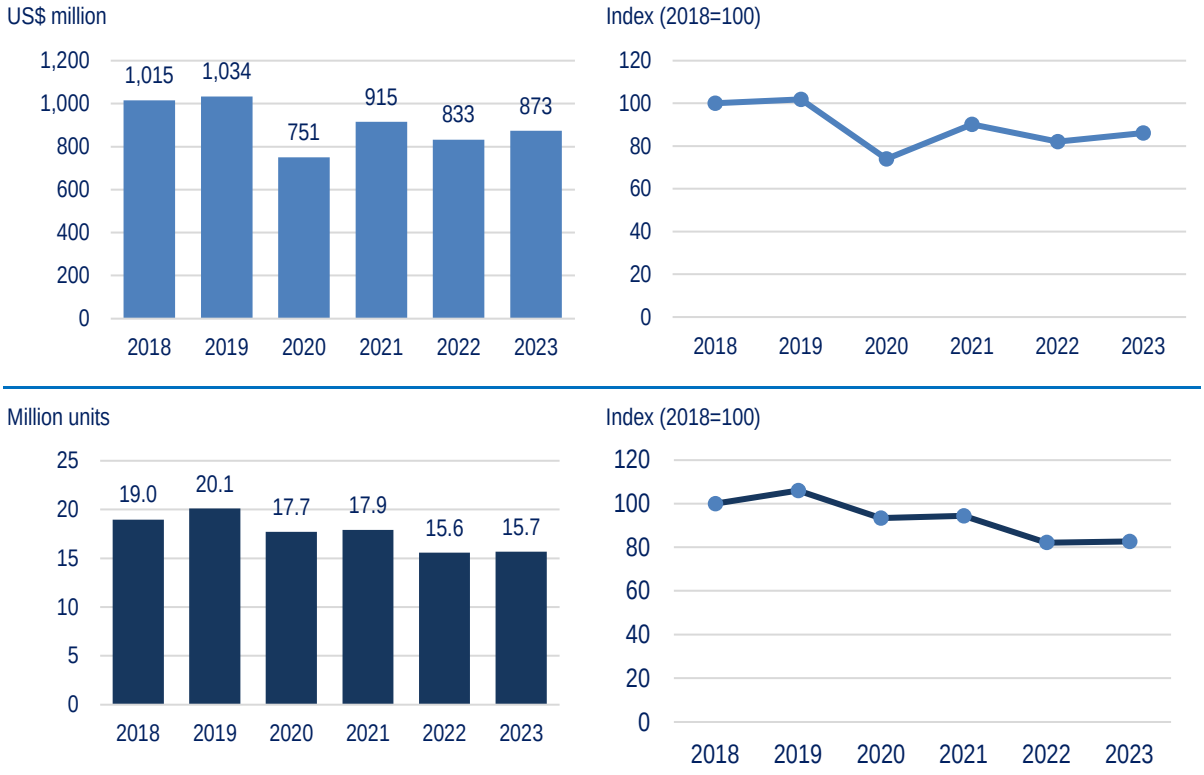
3.5.2 Brazil. Mattresses production

Figure 3.32 - Brazil

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.39 - Brazil

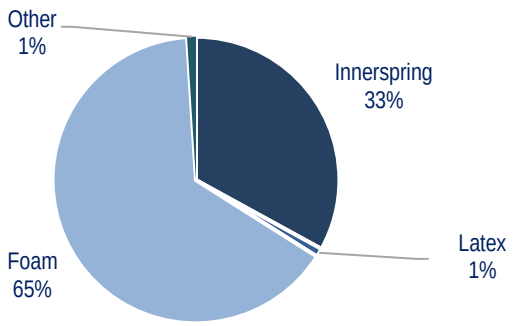
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Brazil	1%	2%	2%	2%	2%	2%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.33 - Brazil

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.5.3 Brazil. Major Mattresses manufacturers

Table 3.40 Brazil. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Castor	99	60	165
Gazin Industria de Colchoes	81	80	101
Herval	78	40	194
Orthoflex	55	90	61
Umaflex	34	70	48
Ecoflex	32	100	32
Plumatex	29	80	37
Anjos do Brasil	29	60	48
Americanflex	23	60	39
Socimol	22	80	27
Pikolin Brasil	18	70	26
Euro Colchones	16	50	33
Mannes	16	40	41
Flex Do Brasil	12	80	15
Colchões Biflex	10	100	10
Rondomóveis	9	40	23
Sankonfort	9	90	10
Luckspuma	9	90	10
Orthocrin	8	80	10
Nipponflex	8	80	10
MGA Moveleira	6	45	14
Cristalflex	6	60	10
CBP	6	30	18
Hellen	5	50	10
Simbal	4	30	15
Limansky	4	100	4
Maxflex	3	80	4
Probel	3	60	4
Orbhes	2	90	3
Copespuma	2	90	3

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

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3.5.4 Brazil. Short Profiles of major mattresses manufacturers

Americanflex

Americanflex Indústria Reunidas Ltda
Headquarters/Main Location: av Octávio Luiz de Marchi, 515, DT Indl - 15035-660 Sao José Do Rio Preto, SP
T: +55 17 3214-8900
Email: sartoreli@americanflex.com.br
Web: https://www.americanflex.com.br ; http://site.americanflex.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 4; Brazil
Online sales: Yes

Anjos do Brasil

Anjos DO Brasil Industria E Comercio Ltda
Group: Grupo Anjos
Headquarters/Main Location: Rua Xambrê, 393 - Pq Indl - 85790-000 Capitão Laônidas Marques, PR
T: +55 45 32861177
Email: colchoes@anjos.ind.br
Web: https://anjos.ind.br ; https://www.dangelis.ind.br ; https://anjoscolchoesesofas.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Mattresses, Contract
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 4; Brazil
Online sales: No

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
T: +55 14 33022855
Web: https://colchoescastor.com.br ; https://lojacastor.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Tables and Chairs, Mattresses, Pillows, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; Brazil
Online sales: Yes

CBP

CBP Cia Brasileira de Poliuretano
Headquarters/Main Location: Rod. SP 101, Km 21 - Monte Mor, SP
T: +55 19 38799200
Web: https://www.cbpbrasil.com.br
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil
Online sales: No

Cia Do Sono

Cia do Sono
Headquarters/Main Location: Av. Getúlio Vargas, Menino Deus - 1157 Porto Alegre, RS
T: +55 3279 2498
Web: https://www.ciadosono.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Brazil
Online sales: Yes

Colchões Biflex

Base Industrias Reunidas Ltda
Headquarters/Main Location: Av. Pio XII, 607 - Rodoviário - 74080-200 Goiânia , GO
T: +55 62 3932-3489
Email: sac@biflex.com.br ; **Web**: http://www.biflex.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Colchões Polar

Industria e Comercio de Colchoes Polar Ltda
Headquarters/Main Location: Av. Felipe dos Santos, 1430 - 35162-369 Cidade Nobre, Ipatinga, MG
T: +55 31 3801-4199
Web: http://www.colchoespolar.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Online sales: No

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Colchoes Tropical

Espumas Guararapes
Headquarters/Main Location: Rua do Progresso, 154 Jardim Jordão - 44573-420 Jaboatão dos Guararapes, PE
T: +55 81 3205.2500
Web: http://www.colchoestropical.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 2; Brazil
Online sales: No

Copespuma

Copespuma Industrial LTDA
Headquarters/Main Location: Rua Antônio Christi, 160 - 13213-183 Bomfim, Jundiaí, SP
T: +55 11 2184-9844
Email: faleconosco@copespuma.com.br
Web: https://copespuma.com ; https://www.theva.com.br ; https://www.dunlopillo.com.br
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Brazil
Online sales: No

Cristalflex

CristalFlex Indústria de Espumas e Colchões Ltda
Headquarters/Main Location: Rua Fiorelo Badaloti, 361-E, Distrito Industrial Flávio Baldisseira - 89801-973 Chapecó, SC
T: +55 49 33613333
Email: sac@cristalflex.com.br
Web: http://www.cristalflex.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 2; Brazil
Online sales: No

Ecoflex

ECOFLEX Fábrica de Espumas e Colchoes Ltda
Headquarters/Main Location: Rua Francisco Zoellner, 323- Bela Aliança - Cx. Postal 361 - 89284-100 Sao Bento Do Sul, SC
T: +55 47 36313300
Email: ecoflex@ecoflexnet.com.br
Web: https://www.ecoflex.ind.br
Activity: Manufacturer
Product Portfolio: Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Euro Colchones

Euroflex IND E COM de Colchões Ltda
Group: Ponte Participações
Headquarters/Main Location: R da Regeneração 445, P.O. Box: 21040-170 - Rio de Janeiro, RJ
T: +55 21 2230-2561
Email: faleconosco@eurocolchoes.com
Web: http://www.eurocolchoes.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: Yes

Eurosono

Esplanada Industria e Comercio de Colchoes LTDA
Group: Ponte Participações
Headquarters/Main Location: Rod. Br 316 411 Km 8 - 67030 Ananindeua, PA
T: +55 92 3131-3100
Email: contato@eurosono.com.br
Web: http://www.eurosono.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Foam
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: > 500
Manufacturing plants: 2; Brazil
Online sales: Yes

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Flex Do Brasil

Flex do Brasil Ltda

Group: Grupo Flex
Headquarters/Main Location: Rua da Agricultura, 840 Jd. Pérola - 13454-000 Sta. Bárbara D'Oeste, SP
T: +55 19 34596800
Email: itamar.jb@hotmail.com
Web: http://www.flexdobrasil.com.br
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Formato

Nova Formato Estofados Ind. E Com. Ltda

Group: Edmil
Headquarters/Main Location: Av Cap Joao Alves Pereira 440 - 37110-000 Eloi Mendes, MG
T: +55 35 3264-1403
Web: https://www.lojasedmil.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Furniture, Upholstered furniture, Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; Brazil
Online sales: No

Gazin Industria de Colchoes

Gazin Industria de Colchões

Group: Gazin
Headquarters/Main Location: Rua Deputado Antonio Lustosa 420 - 87485-000 Douradina
T: +55 44 36638000
Email: colchoesgazin@gazin.com.br
Web: http://www.colchoesgazin.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 8; Brazil; 6 mattress factories, a spring factory, a wood base factory
Online sales: Yes

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
T: +55 44 36218700
Email: sac@hellen.ind.br ; hellen@hellen.com.br
Web: https://hellen.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 2; Brazil
Online sales: No

Herval

Herval Industria de Moveis, Colchões e Espumas

Group: Herval
Headquarters/Main Location: Rod. Br 116 - Km 223,5 n.°7070 - 93950-000 Dois Irmãos, RS
T: +55 51 35648300 ; 35648438
Web: https://www.moveisherval.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Brazil
Online sales: No

K1 Group

K1 Group - Moveis Kappesberg

Group: K1 Group
Headquarters/Main Location: Rua da Emancipação, 2000 - 95775-000 Tupandi, RS
T: +55 51 36358278
Web: https://www.kappesberg.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Office Furniture, Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Home furniture, Mattresses
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil
Online sales: No

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Líder Interiores

Líder Interiores
Headquarters/Main Location: Presidente Tancredo de Almeida Neves, 1041 - 35510-000 Carmo do Cajuru, MG
T: +55 37 32441309
Email: lider@lider.ind.br
Web: https://www.liderinteriores.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Home furniture, Mattresses
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil

Limansky

Limansky do Brasil Ind E Com Ltda -King Koil
Headquarters/Main Location: Rod Rst 470 Km 219 - 95700-000 Bento Gonçalves, RS
T: +55 54 3455.5500
Web: http://www.limansky.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil

Luckspuma

Luckspuma Indústria e Comércio Ltda
Headquarters/Main Location: Estrada do Bandeirante, 1.000 - Jd. Santa Rosa - 08536-440 Ferraz de Vasconcelos, SP
T: +55 11 4674-7700
Web: http://www.luckspuma.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Mannes

Mannes Ltda
Headquarters/Main Location: Rod. BR 280, Km 58 - 89270-000 Guaramirim, SC
T: +55 47 33739200
Email: exportacao@mannes.com.br
Web: https://www.mannes.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil
Online sales: No

Maxflex

Maxcoil Colchoes Ltda-Maxflex
Headquarters/Main Location: R. Irati, 809 Santa Quitéria - 08536-440 Curitiba, PR
T: +55 41 3345 0440
Email: sac@maxflex.com.br ; **Web**: https://www.maxflex.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Brazil
Online sales: Yes

MGA Moveleira

Mga Moveleira
Group: BIA Bedding Industries of America
Headquarters/Main Location: Rod Raposo Tavares Km 160,670 - 18203-340 Itapetininga , SP
T: +55 15 33737400
Email: contato@mgamoveleira.com.br
Web: https://mgamoveleira.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 45% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

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
T: +55 62 3232 0305
Email: comercial@montrealindustria.com.br
Web: https://www.montrealindustria.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Foam
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Brazil

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Nipponflex

Nipponflex Industria e Comercio de Colchões Ltda.
Headquarters/Main Location: Av. das Indústrias, 200 - 87045-360 Maringá, PR
T: +55 4440092100
Email: relacionamento@nipponflex.com.br
Web: http://www.nipponflex.com.br
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Chemicals, Foam
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Orbhes

Orbhes Espumas e Colchões
Headquarters/Main Location: Rua Frida Piske Krueger, 433 - Barra do Rio Cerro - 89260-410 Jaraguá do Sul, SC
T: +55 47 3376-8400
Email: orbhes@orbhes.com.br
Web: http://orbhes.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring, Natural/Organic
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Brazil
Online sales: No

Orthocrin

Orthocrin
Headquarters/Main Location: Av. Brasilia 4.681 - 33110-580 Santa Luzia
T: +55 3121056200
Email: recrutamento@orthocrin.com.br ; orthocrin@orthocrin.com.br;sac@orthocrin.com.br
Web: https://www.orthocrin.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: Yes

Orthoflex

Orthoflex
Headquarters/Main Location: Rua B 00 - Aguas Claras, MGSantana do Paraiso
T: +55 31 3826-7070
Email: contato@orthoflex.com.br
Web: http://www.orthoflex.com.br
Activity: Manufacturer, Trader
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Ortobom

Fabricadora de Espumas e Colchoes N. Paranaense Ltda
Headquarters/Main Location: Av. das Americas 500, Bloco 15 Sala 103 - 22640-100 Rio de Janeiro, RJ
T: +55 21 21078373
Web: http://www.ortobom.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract, Chemicals, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: > 500
Manufacturing plants: 18; Brazil
Online sales: Yes

Paropas

Industria e Comercio Copas S/A
Headquarters/Main Location: Rua Giovani Biscotto 255 - 36500-000 Ubá, MG
T: +55 32 35393444
Web: https://www.paropas.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses, Foam
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Brazil
Online sales: Yes

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Passalacqua

Passalacqua Indústria e Comércio Ltda
Headquarters/Main Location: Rua Peru, 1901 - Pq. Ind. Tanquinho - 3323-5500 Ribeirão Preto, SP
Web: https://www.passalacqua.ind.br
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100 ; **Manufacturing plants**: 1; Brazil
Online sales: No

Pelmex Msa

Pelmex Ms Ltda
Group: Grupo Pelmex
Headquarters/Main Location: Av. Min. João Gonçalves de Souza, 4143 - Distrito Industrial - 69075-830 Manaus , AM
T: +55 67 35653839;35652528
Email: contato@pelmexcolchoes.com.br
Web: https://www.pelmex.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Foam
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Online sales: Yes

Pikolin Brasil

Pikolin Brasil Industria de Colchoes Ltda
Group: Grupo Pikolin
Headquarters/Main Location: Rod Br 280 14427 Km 58, Nova Esperanca - 89270 Guaramirim, SC
T: +55 47 33739200
Web: http://www.grupopikolin.com
Activity: Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 1; Brazil
Online sales: Yes

Plumatex

Plumatex Colchoes Industrial Ltda
Headquarters/Main Location: Av. Pres. José Sarney, nº 93 Setor Sul Jamil Miguel - 75024970 Anápolis, GO
T: +55 62 40141616
Email: paulohenrique@plumatex.com.br
Web: http://www.plumatex.com.br
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 5; Brazil
Online sales: No

Probel

Probel
Group: Grupo Pelmex
Headquarters/Main Location: Rod. Indio Tibiriça, 1295 - km 68,5 - 08655-000 Vila Sol Nascente, Suzano, SP
T: +55 11 4745-4590
Email: colchoes@probel.com.br
Web: https://www.probel.com.br
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 3; Brazil
Online sales: Yes

Reconflex

Reconflex
Headquarters/Main Location: R. da Conceição, 98 - 44573-420 Santo Antônio de Jesus, BA
T: +55 75 3631-3366
Web: http://reconflex.com.br
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 251-500

Rondomóveis

Rondomóveis Estofados e Colchões
Headquarters/Main Location: Rua Ver. Eugênio José da Silva, 200 - São Geraldo, MG
T: +55 32-3556-3300
Email: vendas2@rondomoveis.com.br
Web: https://rondomoveis.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Mattresses, Foam
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

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Sankonfort

Sankonfort Colchoes Industria e Comercio Ltda
Group: Sanko Grupo
Headquarters/Main Location: Estrada Sadae Takagi, 2290 - 09852-070 Cooperative São Bernardo do Campo
T: +55 11 28136161
Web: http://sankonfort.com.br
Activity: Manufacturer
Product Portfolio: Mattresses, Contract, Foam
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Serpil Móveis

Serpil Móveis
Headquarters/Main Location: Rod. BR 282, Km 583 - Trevo Leste - 89870-000 Pinhalzinho, SC
T: +55 49 33666300
Email: serpil@serpil.com.br
Web: https://serpil.com.br ; https://serflexcolchoes.com.br
Activity: Manufacturer
Product Portfolio: Dining and Living rooms, Bedrooms, Mattresses
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Simbal

Simbal Indústria de Móveis e Colchões Ltda
Headquarters/Main Location: Av Maracana, 5472 - Parque Industrial - 86703-000 Arapongas, PR
T: +55 43 32769300
Email: contacto@simbal.com.br
Web: http://gruposimbal.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil
Online sales: No

Socimol

Socimol Ind Colchoes e Móveis Ltda
Group: Grupo Claudino
Headquarters/Main Location: av Pedro Freitas, 4000 - 64018-410 São Pedro, Teresina, PI
T: +55 86 218-5199
Email: socsleepcenter@socimol.com.br
Web: http://colchaoonix.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Occasional, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 2; Brazil
Online sales: No

Umaflex

Estofados Umaflex Ltda
Headquarters/Main Location: Rua Manoel Ramires, 1544 - 87507-000 Umuarama, PR
T: +55 44 36264900
Web: https://www.umaflex.com.br
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 2; Brazil
Online sales: No

Viero Móveis

Viero Móveis - V7 Group
Headquarters/Main Location: Rua Pedro Romani, 245 - Tamanduá Concórdia, SC
T: +55 49 3425-2300
Email: atendimento@vieromoveis.com.br
Web: http://www.vieromoveis.com.br
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Mattresses
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Brazil

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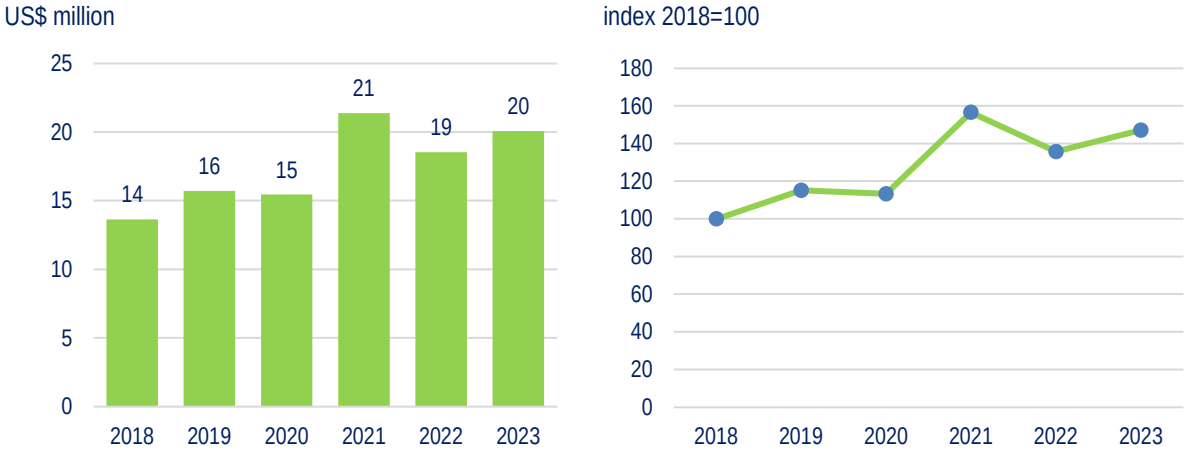
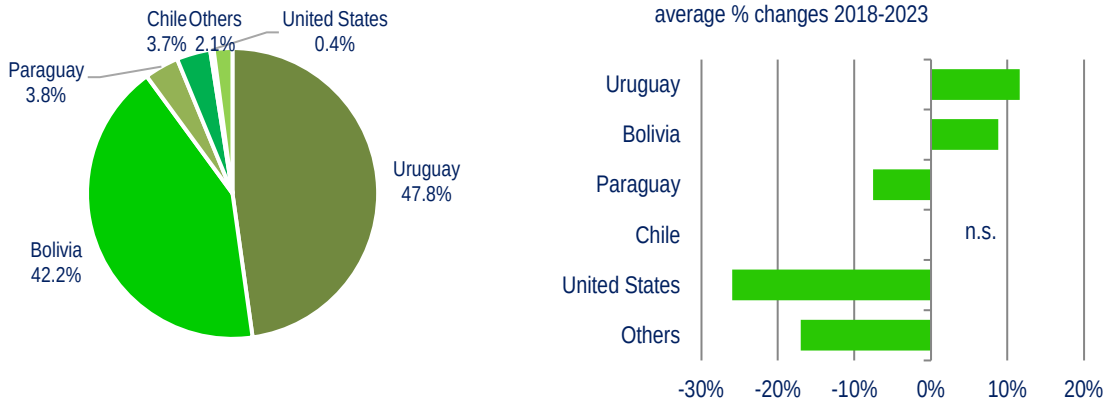
3.5.5 Brazil. Mattresses exports

Figure 3.34 - Brazil.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.35 - Brazil.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.41 - Brazil.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Uruguay	5.5	7.0	7.7	9.5	9.0	9.6	40.5	47.8	6.6	11.6
Bolivia	5.5	6.7	5.7	8.6	8.0	8.5	40.7	42.2	6.1	8.8
Paraguay	1.1	0.9	0.9	1.2	0.8	0.8	8.4	3.8	-7.0	-7.5
Chile	0.0	0.0	0.1	0.7	0.2	0.7	0.1	3.7	n.s.	n.s.
United States	0.3	0.5	0.1	0.5	0.1	0.1	2.5	0.4	-3.8	-25.9
Angola	0.0	0.0	0.5	0.1	0.0	0.1	0.2	0.3	36.6	14.6
Argentina	0.9	0.2	0.3	0.5	0.1	0.1	6.7	0.3	n.s.	-42.6
Costa Rica	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	n.s.	59.4
Cuba	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.2	n.s.	13.0
China	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.s.	n.c.
top 10	13.5	15.5	15.3	21.2	18.4	19.9	99.3	99.0	8.2	8.0
others	0.1	0.2	0.2	0.2	0.2	0.2	0.7	1.0	24.2	13.8
Americas	13.6	15.6	14.8	21.2	18.4	19.9	99.4	99.0	7.9	7.9
- North America	0.3	0.5	0.1	0.5	0.1	0.1	2.5	0.4	-9.0	-25.8
- Central-South America	13.2	15.1	14.7	20.7	18.3	19.8	96.9	98.6	8.0	8.4
Asia and Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	n.s.	57.2
Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.2	5.6	9.6
- European Union (27)	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.2	6.3	11.3
- UK, CH, NO, IS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-20.9	-18.8
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
Middle East	0.0	0.0	0.0	0.1	0.0	0.0	0.1	0.1	n.s.	3.1
Africa	0.0	0.1	0.6	0.1	0.1	0.1	0.3	0.5	61.7	21.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	13.6	15.7	15.4	21.4	18.5	20.1	100.0	100.0	8.3	8.0

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

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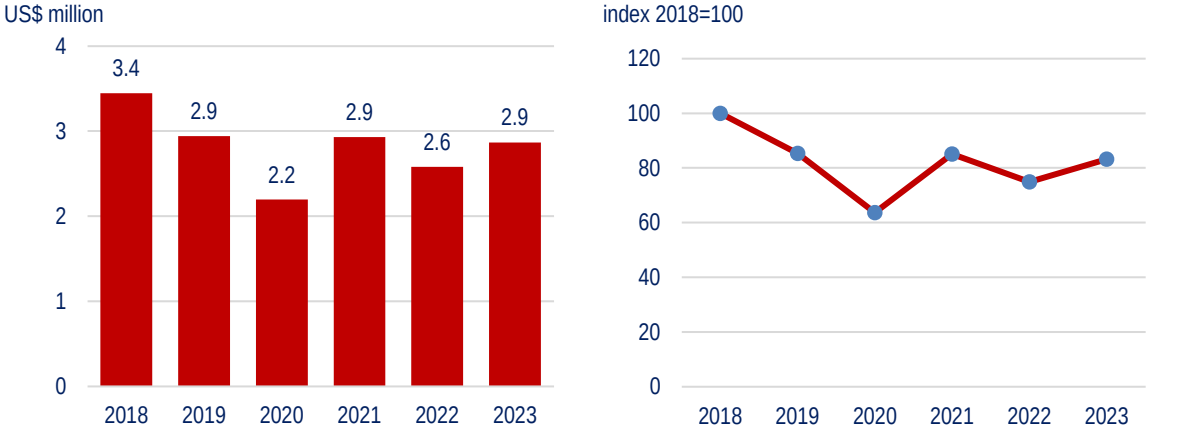
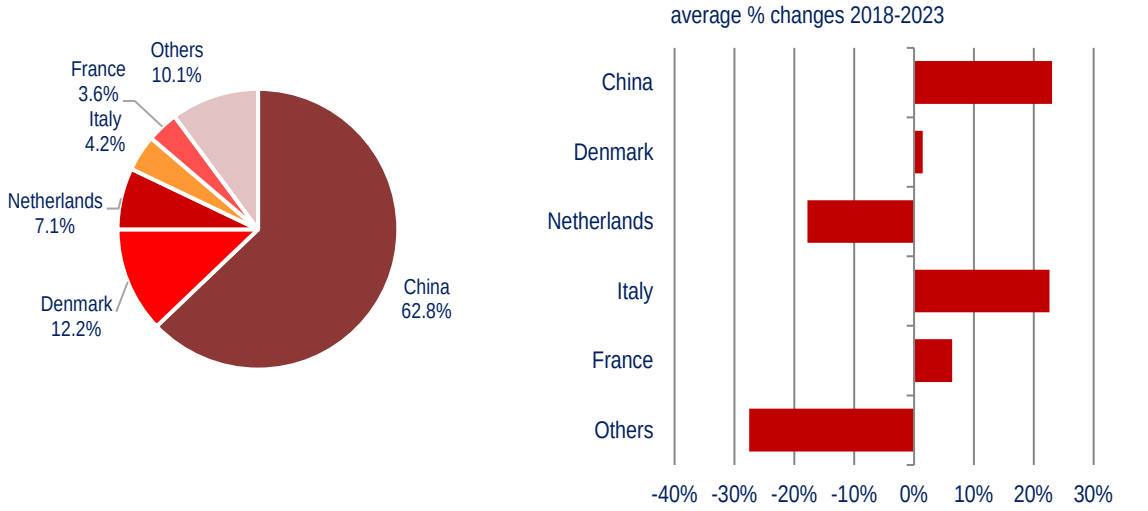
3.5.6 Brazil. Mattresses imports

Figure 3.36 - Brazil.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.37 - Brazil.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.42 - Brazil.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	0.6	0.6	0.7	0.9	1.3	1.8	20.7	62.8	38.9	23.1
Denmark	0.3	0.4	0.1	0.1	0.1	0.3	10.5	12.2	n.s.	1.5
Netherlands	0.5	0.3	0.3	0.3	0.2	0.2	17.7	7.1	25.0	-17.8
Italy	0.0	0.0	0.0	0.1	0.1	0.1	1.4	4.2	-1.9	22.6
France	0.1	0.2	0.2	0.2	0.2	0.1	2.5	3.6	-45.3	6.4
Poland	0.0	0.1	0.1	0.1	0.1	0.1	0.2	2.6	-30.3	66.8
United Kingdom	0.0	0.1	0.0	0.0	0.1	0.1	1.1	2.4	-48.6	15.9
United States	0.7	0.7	0.5	0.9	0.2	0.1	23.0	2.3	n.s.	-37.7
Mexico	0.0	0.4	0.1	0.1	0.0	0.0	1.3	0.8	-39.2	-10.7
Sweden	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	n.s.	n.s.
top 10	2.4	2.6	2.0	2.8	2.4	2.8	78.4	98.6	19.5	3.2
others	0.7	0.3	0.2	0.2	0.2	0.0	21.6	1.4	n.s.	-42.7
Americas	0.8	1.1	0.7	1.2	0.2	0.1	26.1	3.1	n.s.	-35.6
- North America	0.7	1.0	0.6	1.1	0.2	0.1	24.3	3.1	n.s.	-34.7
- Central-South America	0.1	0.0	0.1	0.1	0.0	0.0	1.8	0.0	n.s.	n.s.
Asia and Pacific	1.0	0.7	0.8	1.0	1.4	1.8	33.6	63.0	33.6	11.8
Europe	1.2	1.2	0.8	0.8	1.0	1.0	40.3	33.9	-3.7	-4.8
- European Union (27)	1.2	1.1	0.7	0.8	0.8	0.9	39.3	31.4	15.3	-5.7
- UK, CH, NO, IS	0.0	0.1	0.0	0.0	0.2	0.1	1.1	2.4	n.s.	16.2
- Other Europe	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	n.c.
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.5	25.5
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	3.1	2.9	2.2	2.9	2.6	2.9	100.0	100.0	11.1	-1.4

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

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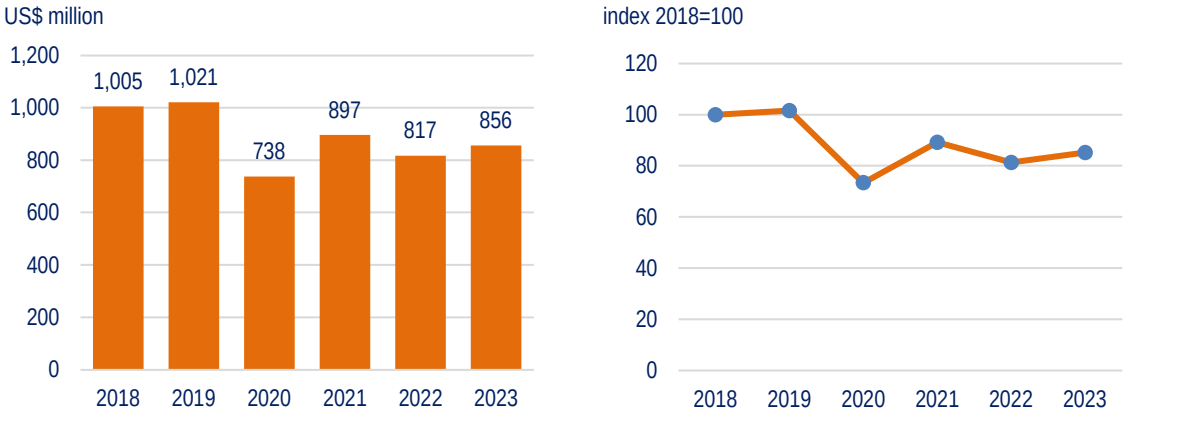
3.5.7 Brazil. Mattresses consumption

Figure 3.38 - Brazil.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.43 - Brazil.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Brazil	0%	0%	0%	0%	0%	0%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.44 - Brazil.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Brazil	0%	1%
World	0%	2%

Source: CSIL

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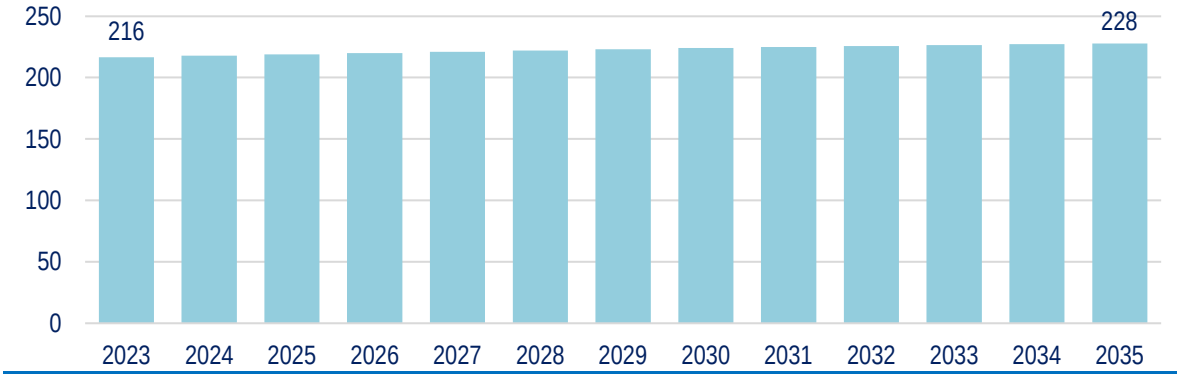
3.5.8 Brazil. Population forecasts

Figure 3.39 - Brazil.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.45 - Brazil.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
São Paulo	22,043	22,990	23,824
Rio de Janeiro	13,458	13,923	14,408
Belo Horizonte	6,084	6,352	6,583
Brasília	4,646	4,991	5,199
Pôrto Alegre	4,137	4,269	4,416
Recife	4,127	4,344	4,509
Fortaleza	4,073	4,284	4,446
Salvador	3,839	4,030	4,181
Curitiba	3,679	3,889	4,040
Campinas	3,301	3,492	3,627
Goiânia	2,690	2,927	3,056
Belém	2,334	2,454	2,546
Manaus	2,261	2,435	2,537
Grande Vitória	2,076	2,221	2,311
Baixada Santista	1,892	1,982	2,055

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 1.5 million inhabitants or more in 2020

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3.6 The mattress industry in United Kingdom

3.6.1 United Kingdom. Key figures and competitive landscape in the mattress industry

Key Figures

- The United Kingdom ranks as the sixth-largest producer of mattress globally, with a production value of US$ 763 million. After a significant increase of 26% from 2020 to 2021, UK mattress production experienced a slight decrease from 2021 to 2023.
- UK mattress consumption saw a slight decrease from 2021 to 2023, reaching a value of US$ 934 million.
- Approximately 26% of the UK's mattress consumption is met through imports, with the main supplying countries being China, Poland, and Ireland.

Competitive System Landscape

The In the UK, most of mattress industry players are micro and small companies focused on the domestic market. The mattress industry is led by five prominent companies: Dreams (part of Tempur Sealy), Silentnight Group, Keen & Toms Holdings (Hypnos), Usleep (part of Vita Foam) and Harrison Spinks. These companies have an average mattress total turnover of nearly US$ 90 million. These industry leaders are highly specialized in the mattress sector. Over the last decades, the industry has concentrated more and more. This mirrors the gradual concentration of mattress distribution, with a limited number of large retailers (sourcing products from a few large manufacturers) experiencing an increase in market share.

The UK mattress market is increasingly attracting interest from US companies and investors through various deals and acquisitions: in 2021, Tempur Sealy acquired Dreams, Leggett & Platt acquired Keyfoam, and Vitafoam acquired Usleep. The US foam company Carpenter manufactures finished mattresses in UK under third-party brand names. Additionally, Bensons for Beds is backed by Alteri Investors, whose funds are managed by Apollo Global Management, the U.S. asset management conglomerate.

M&A Deals and Recent News

- In May 2024, Silentnight Group, backed by its majority US shareholder H.I.G. Capital, acquired Sleepeezee, a historic bed and mattress manufacturer based in Kent, expanding its control of the U.K. beds market.
- In May 2024, online mattress retailer Emma opened its first UK store in London's Westfield White City shopping centre.

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Table 3.46 - United Kingdom
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	748	749	715	707	751	714	647	819	777	763
Exports	US$ million	54	53	50	53	67	61	54	68	66	74
Imports	US$ million	112	118	131	146	179	173	181	226	230	245
Consumption*	US$ million	806	814	797	800	863	826	775	978	942	934
Production	% ch. -US$		0%	-4%	-1%	6%	-5%	-9%	26%	-5%	-2%
Exports	% ch. -US$		-3%	-5%	5%	27%	-9%	-12%	26%	-3%	12%
Imports	% ch. -US$		5%	12%	11%	23%	-3%	4%	25%	2%	6%
Consumption*	% ch. -US$		1%	-2%	0%	8%	-4%	-6%	26%	-4%	-1%
export/production	%	7%	7%	7%	7%	9%	9%	8%	8%	8%	10%
import/consumption	%	14%	14%	16%	18%	21%	21%	23%	23%	24%	26%
Production	GBP million	454	490	528	549	562	559	505	595	628	613
Exports	GBP million	33	34	37	41	50	48	42	49	53	59
Imports	GBP million	68	77	97	113	134	136	141	164	186	197
Consumption*	GBP million	489	532	588	621	646	647	604	710	761	751
Production	% ch. - GBP		8%	8%	4%	2%	-1%	-10%	18%	6%	-2%
Exports	% ch. - GBP		5%	8%	11%	22%	-5%	-12%	17%	8%	11%
Imports	% ch. - GBP		13%	26%	17%	19%	1%	4%	17%	13%	6%
Consumption*	% ch. - GBP		9%	10%	6%	4%	0%	-7%	18%	7%	-1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.47 - United Kingdom
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
GBP per US$	0.61	0.65	0.74	0.78	0.75	0.78	0.78	0.73	0.81	0.80
GBP per EUR	0.81	0.73	0.82	0.88	0.88	0.88	0.89	0.86	0.85	0.87

Source: US Federal Reserve

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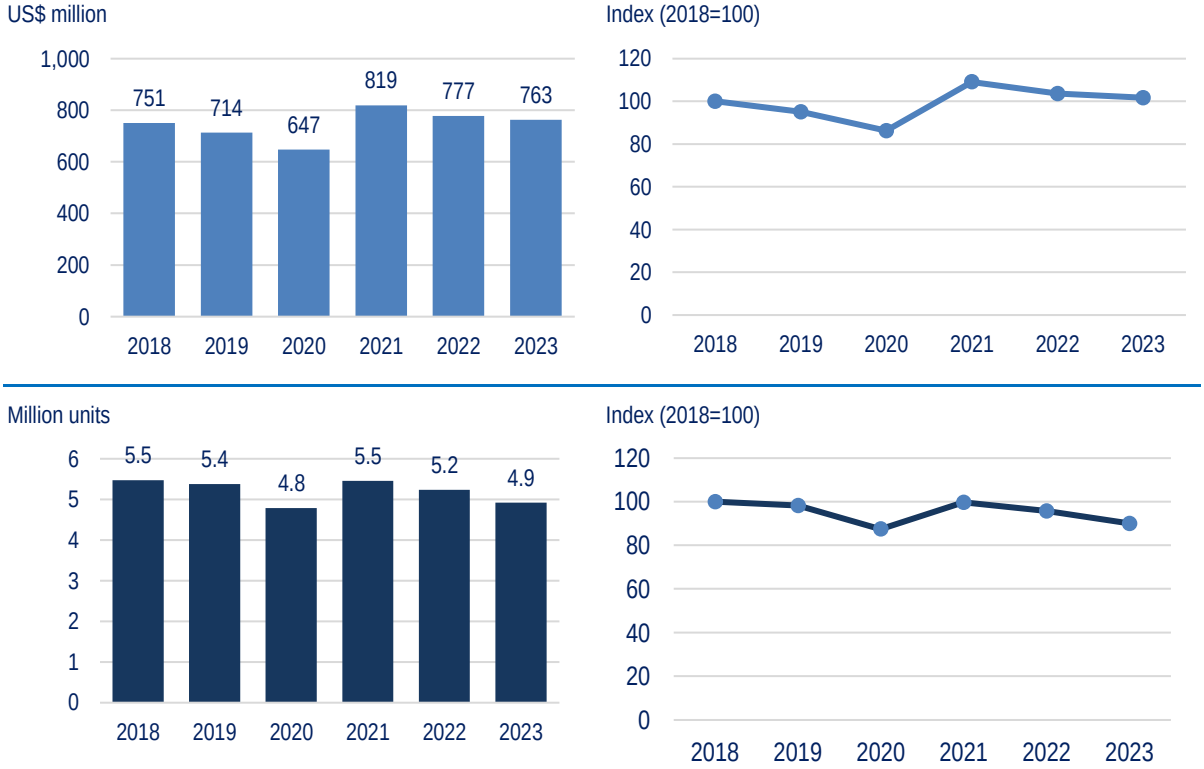
3.6.2 United Kingdom. Mattresses production

Figure 3.40 - United Kingdom
Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



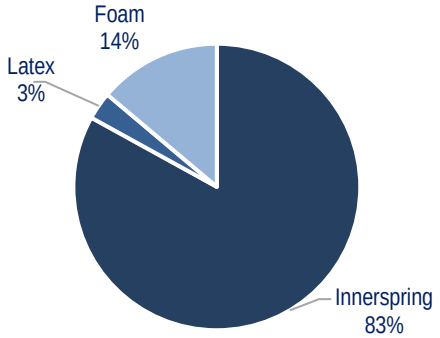
Source: CSIL

Table 3.48 - United Kingdom
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
United Kingdom	9%	9%	8%	8%	8%	10%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.41 - United Kingdom
Breakdown of mattress production by filling material. Percentages in values



Source: CSIL

Last available year

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3.6.3 United Kingdom. Major Mattresses manufacturers

Table 3.49 United Kingdom. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Dreams*	187	65	287
Silentnight Group	99	70	141
Keen & Toms Holdings (Hypnos)	57	65	87
Usleep	51	100	51
Harrison Spinks	43	70	62
VI-Spring	42	65	65
Vita Cellular Foams	39	18	217
Breasley	38	80	48
Sleepeezee	36	75	48
Airsprung Beds	36	100	36
Bensons For Beds Manufacturing	33	60	55
Highgrove	22	65	34
Jay-Be	20	80	25
Deepsleep Beds	19	80	24
Relyon	16	80	20
Carpenter	16	10	158
Millbrook Beds	16	80	19
GNG Group	11	80	14
Sweet Dreams (Nelson)	11	65	17
Durabeds	10	65	16
Savoir Beds	9	60	16
Comfortex	8	50	15
Shire Beds	7	65	10
Mansion House Bedding Company	6	60	10
Deluxe beds	6	75	8

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*estimated manufacturing value

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3.6.4 United Kingdom. Short Profiles of major mattresses manufacturers

Jay-Be

Stevro Ltd t/as Jay-Be
Headquarters/Main Location: Dewsbury Mills, Thornhill Road - Dewsbury, West Yorkshire, WF12 9QE
T: +44 844 7365777
Email: info@jaybe.co.uk ; sales@jaybe.co.uk
Web: https://www.jaybe.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Airsprung Beds

Airsprung Furniture Ltd
Group: Airsprung Group
Headquarters/Main Location: Canal Road, Trowbridge, Wiltshire - , BA14 8RQ
T: +44 1225 754411
Email: sales@airsprungbeds.co.uk
Web: http://www.airsprungbeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Hospitality furniture, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; United Kingdom
Online sales: No

Balmoral Furniture (Moffett and Sons)

Balmoral Furniture (Moffett and Sons Limited)
Headquarters/Main Location: Seymour Hill Industrial Estate, Dunmurry - Belfast, Co. Antrim, NIR, BT17 9PW
T: +44 028 90301411
Email: enquiries@moffett.co.uk
Web: https://www.moffett.co.uk
Activity: Manufacturer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses, Contract, Hospitality furniture, Educational furniture
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom

Bensons For Beds Manufacturing

Bensons for Beds Retail Ltd
Group: Blue Group
Headquarters/Main Location: 4 Taurus Park, Europa Boulevard - Westbrook, Warrington, Cheshire, WA5 7ZT
T: +44 808 144 6160
Email: enquiries@bensonsbeds.co.uk ; internetsales@bensonsforbeds.co.uk
Web: https://www.bensonsforbeds.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; UK; The company has a dedicated manufacturing site in Huntingdon, Cambridgeshire, where more than a third of its beds, divans and mattresses are made.
Online sales: Yes

Breasley

Breasley (UK) Limited
Group: Healthcare Co., Ltd.-Mlily
Headquarters/Main Location: Water Lane - Wirksworth, Derbyshire, DE4 4AA
T: +44 01629 823680
Email: info@breasleyconsumer.co.uk ; sales@breasley.co.uk
Web: http://www.breasley.co.uk ; http://www.breasleyconsumer.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Foam
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 3; United Kingdom
Online sales: No

Carpenter

Carpenter
Group: Carpenter
Headquarters/Main Location: Dinting Lodge Ind. Estate - Glossop, Derbyshire, SK13 9LE
T: +44 1457 861141
Web: https://carpenter.com ; https://sleepbetter.org
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, Foam
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; United Kingdom
Online sales: No

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Comfortex

Comfortex Ltd
Headquarters/Main Location: Anchor Works, Rochdale Road, Oldham, Lancashire - Oldham, Oldham, OL1 2HP
T: +44 (0)161 665 2700
Web: http://www.comfortex.org
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Foam
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom
Online sales: No

Deepsleep Beds

Deepsleep Beds
Headquarters/Main Location: Phase 2 Warneford Avenue - Ossett, West Yorkshire, WF5 9NJ
T: +44 1924 274465
Web: https://deepsleepbeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Deluxe beds

Deluxe Beds Ltd
Headquarters/Main Location: Beacon Street - Birkby - Huddersfield, West Yorkshire, HD2 2RS
T: +44 1484 427373
Email: enquires@deluxe-beds.co.uk
Web: https://deluxebedsltd.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom
Online sales: No

Dreams

Dreams Plc
Group: Tempur Sealy
Headquarters/Main Location: 4a Knaves Beech, Way Loudwater - High Wycombe, Buckinghamshire, HP10 9QY
T: +44 1628 535353
Web: https://www.dreams.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Bedrooms, Beds, Children's rooms, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 1; United Kingdom
Online sales: Yes

Durabeds

Dura Beds Ltd
Headquarters/Main Location: Kelvin Business Park, Grange Road - Batley, West Yorkshire, WF17 6PB
T: +44 1924 422537
Email: sales@durabeds.co.uk
Web: https://www.durabeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Eve Sleep

Eve Sleep Ltd
Headquarters/Main Location: 25-27 Horsell Road Highbury & Islington - London, England, N5 1XL
T: +44 323-785-1350
Email: hello@evemattress.co.uk
Web: https://www.evesleep.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 0. Production is outsourced to UK manufacturers (for the UK and Irish markets) and to a Belgian manufacturer (for the French market)
Online sales: Yes

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Excellent Relax

Excellent Relax Bedding Co
Headquarters/Main Location: Howden Clough Industrial Estate, Off Leeds Road, Birstall - Batley, West Yorkshire, WF17 0JB
T: +44 1924 441654
Email: info@exrelax.co.uk
Web: http://www.excellent-relax.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom
Online sales: No

Glencraft

Glencraft (Aberdeen) Ltd
Headquarters/Main Location: 34 Albyn Place - Aberdeen, Scotland, AB10 1FW
T: +44 1224 873366
Email: orders@glencraft.luxury
Web: https://glencraft.luxury
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: Yes

GNG Group

GNG Group
Group: GNG Group
Headquarters/Main Location: Units 1, Chantry Bridge - Wakefield, WF1 5DL
T: +44 1924 950 300
Email: info@gng-group.co.uk
Web: http://www.gnggroup.co.uk
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 2; United Kingdom
Online sales: No

Harrison Spinks

Harrison Spinks Beds Ltd
Group: Harrison Spinks
Headquarters/Main Location: Westland Road - Leeds , West Yorkshire, LS11 5SN
T: +44 113 2055200
Email: info@harrisonbeds.co.uk
Web: https://www.harrisonspinks.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 5; United Kingdom
Online sales: No

Healthbeds

Healthbeds Ltd
Headquarters/Main Location: Kingsforth Road, Thurcroft Industrial Estate - Rotherham, South Yorkshire, S66 9HU
T: +44 1709 561937 ; 559977
Email: sales@healthbeds.co.uk
Web: https://www.healthbeds.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; United Kingdom
Online sales: No

Highgate beds

Highgate Beds Ltd
Headquarters/Main Location: Kings Mill Mill Street East - Dewsbury, West Yorkshire, WF12 9AN
T: +44 1924 454678
Email: info@highgatebeds.com
Web: https://highgatebeds.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom
Online sales: No

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Highgrove

Highgrove Beds Ltd

Headquarters/Main Location: Headlands Road - Liversedge, West Yorkshire, WF15 6QA
T: +44 1924 406600
Email: enquiries@highgrovebeds.co.uk ; info@highgrovebeds.co.uk
Web: https://www.highgrovebeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Keen & Toms Holdings (Hypnos)

Keen & Toms Holdings Limited

Group: Hypnos
Headquarters/Main Location: 1 Longwick Road - Princes Risboroughn , Buckinghamshire, HP27 9DN
T: +44 1844 384200
Email: info@hypnosbeds.com
Web: http://www.hypnosbeds.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 2; UK
Online sales: No

Larkbury Group

Larkbury Group Limited

Group: Larkbury Group
Headquarters/Main Location: 1 Western Avenue Business Park, Mansfield Road - London, W3 0BZ
T: +44 20 8752 8931
Web: https://www.larkburygroup.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Tables and Chairs, Mattresses, Contract
Total Turnover range: 15-50 US$ million
Employees range: 100-250

Mansion House Bedding Company

Mansion House Bedding Company

Group: Mansion House
Headquarters/Main Location: 6 Whittle Road, Hadleigh Road Industrial Estate - Ipswich, Suffolk, IP2 0UH
T: +44 1473 255888
Email: sales@mansion-mattison.co.uk ; info@epocbeds.co.uk
Web: http://www.mansionhousebeddingco.co.uk ; https://epocbeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom
Online sales: No

Millbrook Group

Millbrook Group Ltd

Group: Millbrook group
Headquarters/Main Location: Calmore Industrial Park, Totton - Southampton, Hampshire, SO40 3XJ
T: +44 23 8086 5744
Email: info@mpsmeo.com
Web: https://www.millbrook-beds.co.uk ; http://www.millbrook-group.com
Activity: Manufacturer
Product Portfolio: Office Furniture, Beds, Home furniture, Mattresses, Contract
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; United Kingdom; USA
Online sales: No

Palatine Beds

Palatine Beds

Headquarters/Main Location: Stamfordham Road - Westerhope, Newcastle upon Tyne, NE5 5HH
T: +44 191 2712100
Email: palatine.sales@yhn.org.uk ; palatine.sales@newcastle.gov.uk
Web: https://www.palatinebeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Online sales: No

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Relyon

Relyon Ltd
Group: Alteri/Blue Group Hold
Headquarters/Main Location: Station Mills - Wellington, Somerset, TA21 8NN
T: +44 1823 667501
Email: enquiries@relyon.co.uk
Web: https://relyon.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 3; United Kingdom
Online sales: No

Renray

Renray Healthcare Limited
Group: Getinge Groupe
Headquarters/Main Location: Road Five, Winsford Industrial Estate, Winsford, Cheshire - Winsford, Winsford, CW7 3RB
T: +44 1606 593456
Email: info@renrayhealthcare.com
Web: http://www.renrayhealthcare.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; United Kingdom; Poland

Savoir Beds

Savoir Beds
Headquarters/Main Location: 1 Old Oak Lane - London, NW10 6UD
T: +44 20 8838 4838
Email: info@savoirbeds.co.uk ; **Web**: https://www.savoirbeds.co.uk
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom

Shakespeare Beds

Shakespeare Beds Limited
Headquarters/Main Location: 154 Wharfdale Road Tyseley - Birmingham, B11 2DG
T: +44 121 7644024
Email: sales@shakespearebeds.co.uk ; sales@kozeesleep-beds.co.uk ; **Web**: http://www.shakespearebeds.co.uk
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Online sales: No

Shire Beds

Shire Beds Ltd
Headquarters/Main Location: Unit 3 Branch Mills Off Netherfield Road - Dewsbury, West Yorkshire, WF13 3JY
T: +44 1924 439898
Email: info@shirebeds.co.uk
Web: http://www.shirebeds.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; United Kingdom

Silentnight Group

Silentnight Group Ltd
Group: Silentnight Group
Headquarters/Main Location: Silentnight House Salterforth - Barnoldswick, Lancashire, BB18 5UE
T: +44 1282 813051
Email: enquiries@silentnightgroup.co.uk
Web: https://www.silentnight.co.uk
Activity: Manufacturer
Product Portfolio: Bedrooms, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; United Kingdom
Online sales: Yes

Simba Sleep

Simba Sleep
Headquarters/Main Location: 42 Brook Street - London, W1K 5DB,
T: +44 20 3318 8441
Web: https://simbasleep.com
Activity: E-Commerce
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Total Turnover range: 100-250 US$ million
Employees range: 51-100
Online sales: Yes

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Sleepeezee

Sleepeezee Holdings plc
Group: Silentnight Group
Headquarters/Main Location: Knight Road - Rochester, Kent, ME2 2BP
T: +44 1634 723557
Email: sales@sleepeeze.co.uk
Web: https://sleepeezee.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; United Kingdom
Online sales: Yes

Sweet Dreams (Nelson)

Sweet Dreams (Nelson) Ltd
Headquarters/Main Location: Primrose Mill, Martin Street - Burnley, Lancashire, BB10 1SH
T: +44 1282 830033
Email: sales@sweetdreamsuk.com
Web: https://sweetdreamsuk.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Usleep

Usleep Ltd (f. Duflex foam)
Group: Belfield
Headquarters/Main Location: Newbold Drive - Castle Donnington - Derby, Derbyshire, DE7 42QX
T: +44 0133 281 0811
Email: general.enquiries@usleep.co.uk
Web: https://www.thevitagroup.com/product-markets/comfort/usleep
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Foam
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 3; United Kingdom; France
Online sales: No

VI-Spring

Vispring Ltd UK
Group: Grupo Flex
Headquarters/Main Location: Ernesettle Lane - Ernesettle, Plymouth, PL5 2TT
T: +44 1752 366311
Email: info@vispring.com
Web: https://www.vispring.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Natural/Organic
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; United Kingdom
Online sales: No

Vita Cellular Foams

Vita Cellular Foams Limited
Group: Vita Group
Headquarters/Main Location: Oldham Road, Middleton - Manchester, Lancashire, M24 2DB
T: +44 161 6552663
Email: info@vitafoam.co.uk
Web: https://www.vitafoam.co.uk
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, Foam
Types of mattresses by materials: Polyurethane Foam, Latex
Mattress production accounts for an estimated 18% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; United Kingdom

Westieri Beds - Natural Mattress

Westieri Beds Ltd
Group: Westieri
Headquarters/Main Location: Unit 26 Calder Wharf Mills, Huddersfield Road - Dewsbury, West Yorkshire, WF13 3JW
Web: natural-mattress.co.uk
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 2; United Kingdom; (Slovakia)

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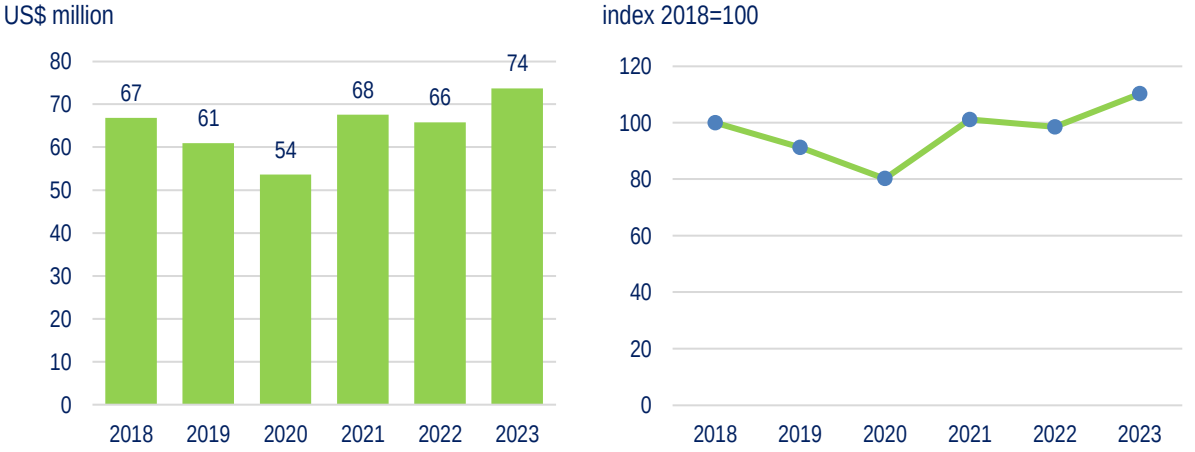
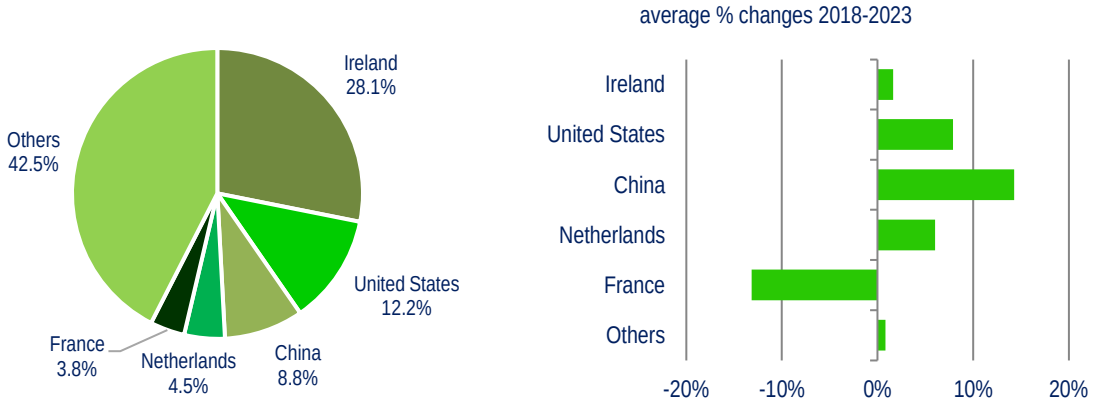
3.6.5 United Kingdom. Mattresses exports

Figure 3.42 - United Kingdom.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.43 - United Kingdom.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.50 - United Kingdom.
Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Ireland	19.1	16.8	15.2	17.0	18.5	20.7	28.6	28.1	12.2	1.6
United States	6.2	6.1	7.1	6.6	7.9	9.0	9.2	12.2	14.6	7.9
China	3.3	3.8	4.3	8.1	8.0	6.5	5.0	8.8	-19.2	14.3
Netherlands	2.5	1.4	0.8	5.2	4.1	3.3	3.7	4.5	-18.8	6.0
France	5.7	4.1	3.2	2.3	2.1	2.8	8.6	3.8	31.6	-13.2
Germany	2.3	2.5	2.1	3.4	2.7	2.8	3.4	3.8	2.9	4.4
Sweden	0.5	0.5	0.9	1.8	2.4	2.5	0.8	3.4	3.5	37.2
Saudi Arabia	0.4	0.4	0.1	0.2	0.2	2.4	0.7	3.2	n.s.	39.4
Japan	1.0	0.5	0.2	0.1	0.0	2.2	1.5	3.0	n.s.	16.5
United Arab Emirates	1.7	1.5	0.5	1.0	2.0	2.0	2.6	2.7	-0.1	3.2
top 10	42.8	37.6	34.4	45.8	48.1	54.3	64.1	73.7	12.9	4.9
others	24.0	23.4	19.2	21.8	17.7	19.4	35.9	26.3	9.4	-4.2
Americas	7.2	6.6	7.6	7.3	8.4	9.9	10.8	13.5	18.3	6.6
- North America	6.8	6.4	7.5	7.2	8.1	9.3	10.1	12.6	15.7	6.6
- Central-South America	0.4	0.3	0.2	0.2	0.3	0.6	0.7	0.8	81.0	6.1
Asia and Pacific	11.6	11.7	11.2	14.6	13.1	16.2	17.3	22.0	24.2	7.0
Europe	43.4	38.5	32.4	42.6	40.6	41.2	65.0	55.9	1.5	-1.0
- European Union (27)	41.3	36.2	30.9	41.1	39.1	39.5	61.8	53.6	1.0	-0.9
- UK, CH, NO, IS	1.3	1.1	1.0	1.1	1.1	1.5	1.9	2.0	29.2	2.6
- Other Europe	0.8	1.2	0.5	0.5	0.4	0.3	1.2	0.4	-34.3	-20.3
Middle East	3.4	3.3	1.5	2.4	3.5	5.3	5.0	7.2	51.0	9.5
Africa	0.5	0.8	0.8	0.6	0.2	1.0	0.7	1.4	n.s.	18.0
Other Countries	0.8	0.1	0.0	0.0	0.0	0.0	1.3	0.0	n.s.	n.s.
World Total	66.8	60.9	53.6	67.6	65.8	73.7	100.0	100.0	12.0	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

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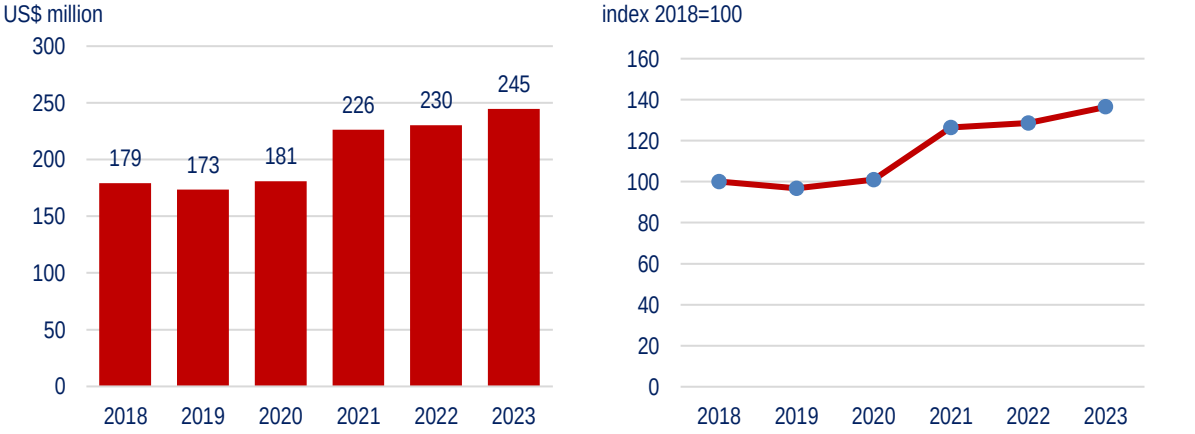
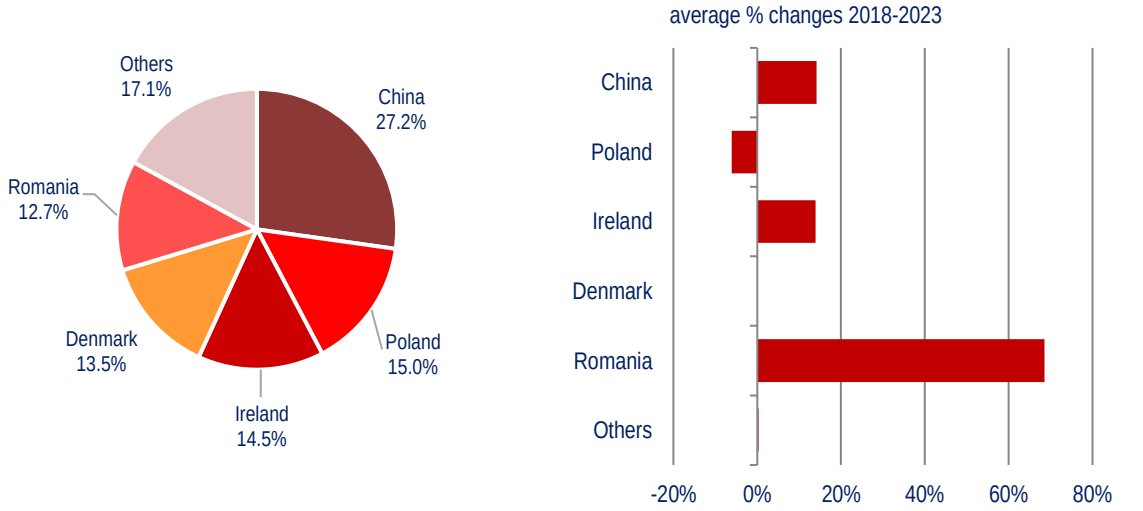
3.6.6 United Kingdom. Mattresses imports

Figure 3.44 - United Kingdom.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.45 - United Kingdom.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.51 - United Kingdom.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	34.3	37.1	45.5	59.9	57.3	66.6	19.2	27.2	16.2	14.2
Poland	50.2	53.2	46.5	63.1	44.5	36.8	28.0	15.0	-17.4	-6.0
Ireland	18.4	13.6	11.5	16.0	36.3	35.5	10.3	14.5	-2.3	14.0
Denmark	32.8	28.0	22.7	36.2	29.3	33.0	18.3	13.5	12.7	0.1
Romania	2.3	1.9	5.5	5.6	28.7	30.9	1.3	12.7	7.6	68.5
Türkiye	3.6	6.2	15.4	14.4	13.2	19.6	2.0	8.0	49.0	40.6
Taiwan	3.2	3.9	4.9	1.7	3.3	2.7	1.8	1.1	-17.9	-3.3
Lithuania	1.6	0.0	0.0	1.8	2.4	2.5	0.9	1.0	3.1	9.0
United States	1.5	1.3	1.5	1.0	1.5	1.7	0.9	0.7	11.9	1.8
Italy	11.9	11.6	12.6	1.1	1.9	1.5	6.6	0.6	-25.0	-34.2
top 10	159.9	156.9	166.2	200.9	218.5	230.7	89.2	94.4	5.6	7.6
others	19.3	16.5	14.8	25.4	11.8	13.8	10.8	5.6	16.3	-6.5
Americas	2.8	1.4	1.5	1.2	2.1	2.6	1.6	1.1	25.6	-1.6
- North America	2.8	1.4	1.5	1.2	2.1	2.6	1.6	1.1	25.5	-1.6
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	-28.3
Asia and Pacific	39.0	42.4	52.0	64.9	63.2	71.8	21.8	29.4	13.5	13.0
Europe	137.2	129.3	127.1	160.1	164.8	169.9	76.6	69.5	3.1	4.4
- European Union (27)	133.5	122.9	111.0	144.2	150.7	147.9	74.5	60.5	-1.8	2.1
- UK, CH, NO, IS	0.1	0.3	0.1	0.2	0.5	0.7	0.0	0.3	63.2	65.0
- Other Europe	3.6	6.2	16.1	15.7	13.7	21.2	2.0	8.7	55.1	42.7
Middle East	0.1	0.2	0.3	0.1	0.2	0.2	0.1	0.1	35.1	10.2
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-27.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	179.1	173.4	181.0	226.3	230.3	244.5	100.0	100.0	6.2	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

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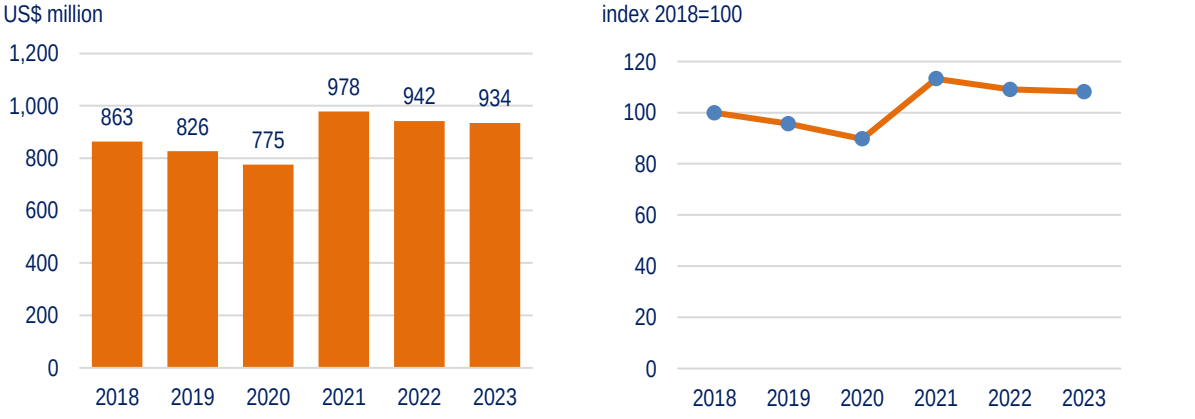
3.6.7 United Kingdom. Mattresses consumption

Figure 3.46 - United Kingdom.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.52 - United Kingdom.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
United Kingdom	21%	21%	23%	23%	24%	26%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.53 - United Kingdom.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
United Kingdom	-1%	1%
World	0%	2%

Source: CSIL

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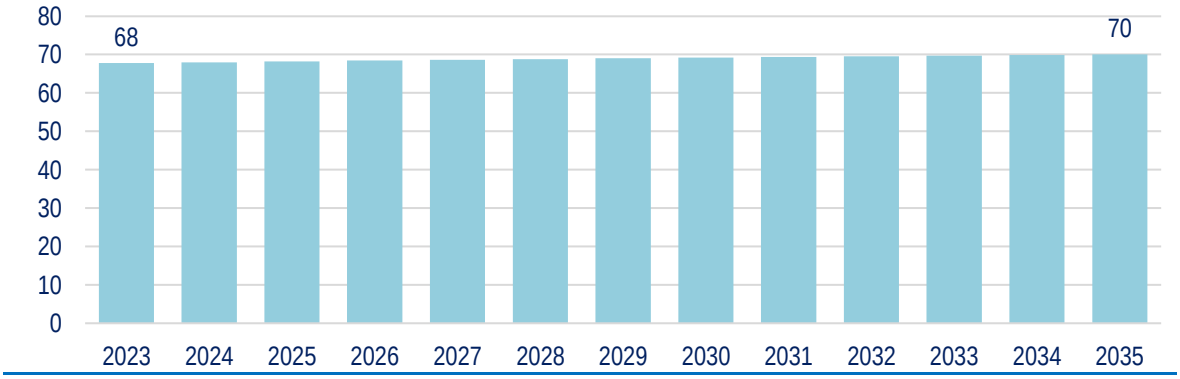
3.6.8 United Kingdom. Population forecasts

Figure 3.47 - United Kingdom.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.54 - United Kingdom.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
London	9,304	9,841	10,228
Manchester	2,730	2,833	2,934
Birmingham (West Midlands)	2,607	2,705	2,802
West Yorkshire	1,889	1,956	2,026
Glasgow	1,673	1,719	1,778
Southampton/Portsmouth(South Hampshire	928	967	1,002
Liverpool	902	929	961
Newcastle upon Tyne	809	834	863
Nottingham	788	819	849
Sheffield	730	757	784
Bristol	686	720	747
Belfast	631	652	675
Brighton-Worthing-Littlehampton	607	632	656
Leicester	552	575	596
Edinburgh	537	564	585
Bournemouth/Poole	506	527	546

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.7 The mattress industry in Italy

3.7.1 Italy. Key figures and competitive landscape in the mattress industry

Key Figures

- Italy ranks seventh globally for mattress production, with a total value of US$ 745 million.
- Approximately 21% of mattress production is directed towards export markets. The primary destinations for these exports include France and Germany.
- In 2023, the mattress market demonstrated resilience, registering a 6% increase (in current US$) from 2022, with a consumption value of US$ 718 million.
- Approximately 18% of mattress consumption in Italy was met through imports from Poland, Sweden, and Romania.
- Challenges within the internal market include the gradual reduction of fiscal incentives in construction, leading to a subsequent contraction in the residential market. This trend is compounded by the loss of families' purchasing power caused by high inflation and persistently high interest rates.

Competitive System Landscape

The leading companies in Italy's mattress industry are Dorelan, Materassificio Montalese (Per Dormire), Magniflex, Gruppo Industriale Buoninfante and Silver Prince. These companies are mainly specialized in the mattress industry and collectively achieve an average turnover of nearly US$50 million.

In recent years, several key trends have emerged among the leading players in Italy's mattress industry, including international expansion, production facility enhancements, and the adoption of omnichannel retail strategies. These companies are focusing on broadening their global presence and modernizing their operations to stay competitive in the ever-evolving market.

Top Italian brands such as B&T (Dorelan) and Materassificio Montalese (Per Dormire) are at the forefront of this movement. They are actively working to extend their global reach by opening new sales points in international markets, thereby increasing their visibility and customer base outside Italy. Additionally, these companies are investing in significant production facility enhancement projects to improve efficiency, product quality, and sustainability. Moreover, the integration of ecommerce platforms and retailer systems is a critical part of their strategy, allowing them to offer a seamless shopping experience to customers both online and offline.

M&A Deals and Recent News

- In 2024, the Italian mattress firm Magniflex announced plans to significantly increase its retail footprint in India by adding up to 70 new stores, including both franchise and dealer network outlets, by 2025.
- In 2022, B&T(Dorelan) acquired direct competitor Facondini Materassi, with a notable brand and strong e-commerce presence. Also,in September 2022, B&T(Dorelan) announced that the Joint Venture Dorelan Korea with the local distributor "The Home", of which B&T (Dorelan) hold 60% of the share capital.

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Table 3.55 - Italy
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	665	612	612	639	678	655	694	835	728	745
Exports	US$ million	202	171	173	178	201	191	229	238	177	154
Imports	US$ million	88	73	77	84	137	121	103	132	126	128
Consumption*	US$ million	552	513	516	545	615	585	568	728	677	718
Production	% ch. -US$		-8%	0%	4%	6%	-3%	6%	20%	-13%	2%
Exports	% ch. -US$		-15%	1%	3%	13%	-5%	20%	4%	-26%	-13%
Imports	% ch. -US$		-17%	6%	9%	64%	-12%	-15%	28%	-4%	1%
Consumption*	% ch. -US$		-7%	0%	6%	13%	-5%	-3%	28%	-7%	6%
export/production	%	30%	28%	28%	28%	30%	29%	33%	29%	24%	21%
import/consumption	%	16%	14%	15%	15%	22%	21%	18%	18%	19%	18%
Production	EUR million	500	552	553	565	574	586	608	706	691	688
Exports	EUR million	152	154	156	157	170	171	201	201	168	143
Imports	EUR million	66	66	69	74	116	108	90	111	120	118
Consumption*	EUR million	415	463	466	482	520	523	497	615	643	664
Production	% ch. - EUR		10%	0%	2%	2%	2%	4%	16%	-2%	0%
Exports	% ch. - EUR		2%	1%	1%	8%	1%	18%	0%	-16%	-15%
Imports	% ch. - EUR		-1%	6%	7%	56%	-7%	-17%	23%	8%	-1%
Consumption*	% ch. - EUR		12%	1%	3%	8%	1%	-5%	24%	5%	3%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.56 - Italy
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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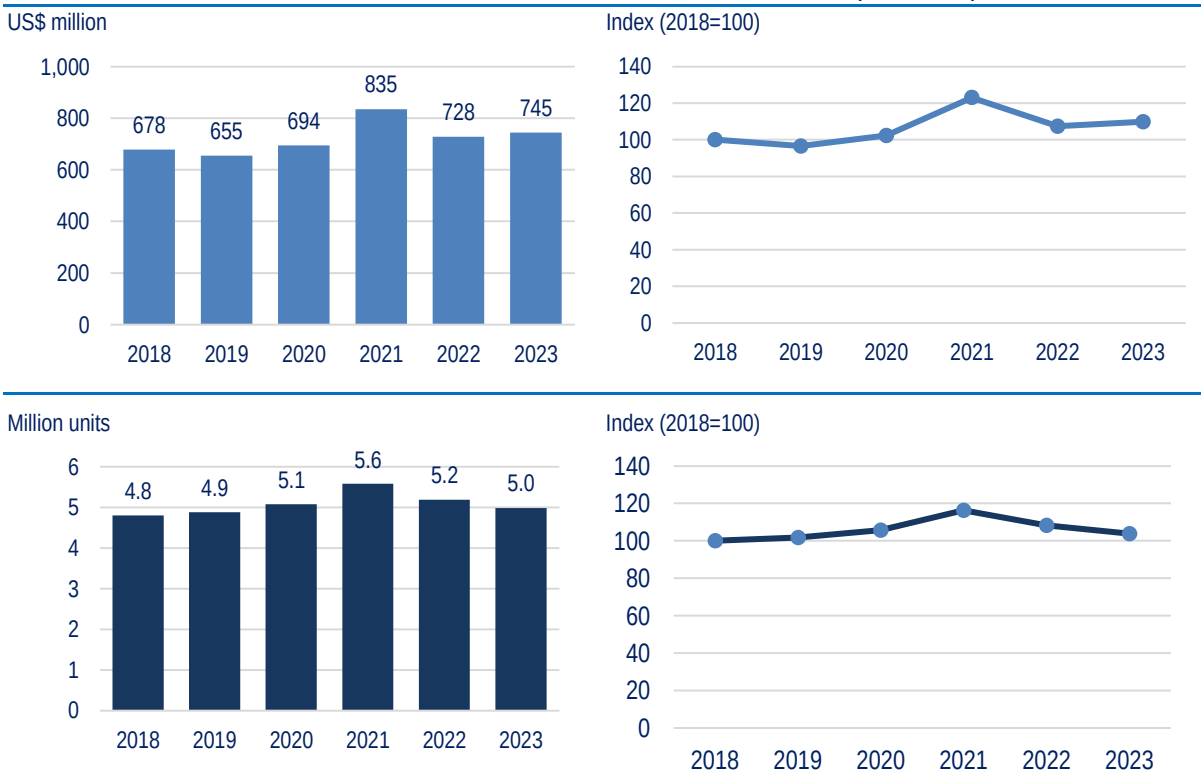
3.7.2 Italy. Mattresses production

Figure 3.48 - Italy

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.57 - Italy

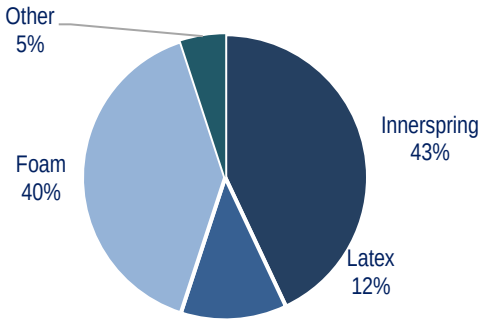
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Italy	30%	29%	33%	29%	24%	21%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.49 - Italy

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.7.3 Italy. Major Mattresses manufacturers

Table 3.58 Italy. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Dorelan	73	80	91
Materassificio Montalese*	72	77	94
Magniflex	46	75	61
Gruppo Industriale Buoninfante	28	100	28
Silver Prince	25	100	25
Gruppo Industriale Formenti	24	85	28
Eminflex	20	100	20
Manifattura Falomo	17	95	18
Rinaldi Group	15	85	18
Reti Gritti	14	50	28
Gommagomma	14	60	23
Ennerev - DEM Italia	12	80	15
Mundiaflex	12	100	12
Biemmereti	10	50	20
Matermoll	9	100	9
Mollyflex	9	70	13
Hilding Anders Italy	9	90	10
New Wind	9	70	13
Lampolet	9	100	9
AFG Imbottiti	9	85	10
Sitab PE	8	20	41
Baldi	8	90	9
Ugoflex	8	70	11
Technogel	7	50	15
Veraflex	7	40	18
Legarflex	6	100	6
Gruppo Fortunato	6	80	8
Altaflex	6	40	15
Morfeus	6	100	6
Doimo Materassi	5	100	5

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*estimated manufacturing value

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3.7.4 Italy. Short Profiles of major mattresses manufacturers

AFG Imbottiti

AFG Imbottiti srl - AFG Global Confort
Headquarters/Main Location: via V. Bellini 45/47 - 84090 Montecorvino Pugliano SA
T: +39 0828 354424
Email: info@afgmaterassi.it ; **Web**: https://afgmaterassi.it
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Altaflex

Altaflex srl
Headquarters/Main Location: Via Canosa di Puglia 57 - 70022 Altamura BA
T: +39 080 3101268
Email: segreteria@altaflex.it ; **Web**: https://www.altaflex.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Altrenotti

Altrenotti by Absolutely Italian Goods spa
Headquarters/Main Location: Via degli Artigiani, 2 - 10017 Montanaro TO
T: +39 011 9193570
Email: info@altrenotti.it ; **Web**: https://www.altrenotti.it
Activity: Manufacturer
Product Portfolio: Upholstered Furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Baldiflex

Baldi srl
Headquarters/Main Location: Via Bologna 2 - 51039 Quarrata PT
T: +39 0573 736232
Email: info@baldiflex.it ; **Web**: https://baldiflex.it
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Bacciflex

Bacciflex srl
Headquarters/Main Location: Via F.lli Rosselli, Loc. Capalle - 50010 Campi Bisenzio FI
T: +39 055 8985516
Email: info@chiardiluna.com ; **Web**: http://www.bacciflex.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Biemmereti

Biemmereti S.P.A.
Headquarters/Main Location: Via del Mercato 16 - 31020 Sernaglia della Battaglia TV
T: +39 0438 896044
Web: https://www.biemmereti.com
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Ceriflex

Ceriflex
Headquarters/Main Location: Via Ofantina km 0,500 - 71042 Cerignola FG
T: +39 0885 425410
Email: ceriflex66@gmail.com ; **Web**: http://www.ceriflex.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20

Conte Bed

Conte Group srl
Group: Conte Group
Headquarters/Main Location: S.P. 27 Tarantina C.da Pontrelli Sn - 70022 Altamura BA
T: +39 080 3165311
Email: info@goldennight.it ; **Web**: https://www.contebed.it
Activity: Manufacturer
Product Portfolio: Mattresses, Upholstered Beds, Contract
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Italy

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Doimo Materassi

DEM Italia spa
Group: Doimo
Headquarters/Main Location: Via Schiavonesca nuova, 22 - 31040 Volpago del Montello TV
T: +39 0423 621367
Email: info@doimomaterassi.it
Web: https://www.doimomaterassi.it
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Manufacturing plants: 1; Italy

Dorelan

B&T Spa
Group: Gruppo B&T
Headquarters/Main Location: Via Due Ponti, 9 - 47122 Forlì FC
T: +39 0543 1917400
Email: info@dorelan.it ;**Web**: https://www.dorelan.it
Activity: Manufacturer
Product Portfolio: Mattresses, Beds, Bed frames, Pillows , Upholstered Furniture, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; Italy

Dorsal

Dorsal srl
Headquarters/Main Location: Via Madonna di Loreto 3 - 31010 Corbanese TV
T: +39 0438 933003
Email: info@dorsal.it ;**Web**: http://www.dorsal.it
Activity: Manufacturer
Product Portfolio: Mattresses, Beds
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Eminflex

COM srl
Headquarters/Main Location: Via San Vitale, 35 - 40054 Canaletti di Budrio BO
T: +39 051 806900
Email: info@eminflex.it ; **Web**: https://www.eminflex.it
Activity: Manufacturer
Product Portfolio: Mattresses, Beds, Upholstered Furniture, Bed frames
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 3; Italy ;
Online sales: Yes

Ennerev

Dem Italia SpA
Group: Doimo
Headquarters/Main Location: Via Schiavonesca Nuova, 22 - 31040 Volpago del Montello TV
T: +39 0423 620521
Email: info@demitalia.com
Web: https://www.demitalia.it ; https://www.ennerev.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames, Beds, Pillows , Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Flexilan

Flexilan 2000 S.R.L.
Headquarters/Main Location: Via Cristoforo Colombo, 3 - 10070 Robassomero TO
T: +39 011 9241110
Email: info@materassiflexilan.com
Web: https://materassiflexilan.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50

Gommagomma

Gommagomma spa
Headquarters/Main Location: Via Asiago, 500 - 21042 Caronno Pertusella VA
T: +39 02 9651001
Email: marketing@gommagomma.com
Web: https://www.gommagomma.com
Activity: Manufacturer
Product Portfolio: Mattresses, Filling Materials, schiuma di lattice
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

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Gruppo Fortunato

Gruppo Fortunato
Group: Fortunato
Headquarters/Main Location: Loc. Le Caterine Zona Ind.le - 84092 Bellizzi SA
T: +39 0828 351861
Email: info@gruppofortunato.it
Web: http://www.gruppofortunato.it
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Italy

Gruppo Industriale Buoninfante

Gruppo Industriale Buoninfante
Headquarters/Main Location: Via Chiusa del Bosco 5/7 - 84091 Battipaglia SA
T: +39 0828 54055
Email: info@gruppobuoninfante.com
Web: https://www.gruppobuoninfante.it
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Gruppo Industriale Formenti

Gruppo Industriale Formenti Sas
Headquarters/Main Location: Via Desio, 47/49 - 20813 Bovisio Masciago MB
T: +39 0362 6481
Email: info@gruppoformenti.it
Web: https://www.gruppoformenti.it
Activity: Manufacturer
Product Portfolio: Mattresses, Beds, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 6; Italy; only Simmons Italia

Hilding Anders Italy

Hilding Anders Italy srl
Group: Hilding Anders
Headquarters/Main Location: Via Verona 20 - 36020 Pove del Grappa VI
T: +39 0424 800930
Email: info@bedding.it
Web: https://www.bedding.it
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Imaflex

Imaflex Srl
Headquarters/Main Location: Via Straelle, 135 - 35011 Fiumicello di Campodarsego PD
T: +39 049 5566488 ; 5564182
Email: imaflex@imaflex.it
Web: http://www.imaflex.it; http://www.somnium.it
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Italy

Lampolet

Lampolet
Headquarters/Main Location: Via Bacone, 4 - 20831 Seregno MB
T: +39 0362 326682
Email: italia@lampolet.com ; info@lampolet.com
Web: https://lampolet.it
Activity: Manufacturer
Product Portfolio: Mattresses, Filling Materials, Mechanisms for sofa beds, Actions for sofa beds and bed steads
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 2; Italy

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Legarflex

Legarflex snc dei F.lli Remondini
Headquarters/Main Location: Via Bergamo, 849 - 24030 Pontida BG
T: +39 035 795128
Email: info@legarflex.it
Web: https://www.legarflex.it
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 2; Italy

Magniflex

Alessanderx spa
Group: Alessanderx
Headquarters/Main Location: Via San Leonardo da Porto Maurizio 24/26/28 - 59100 Prato PO
T: +39 0574 51011
Email: info@magniflex.com
Web: https://www.magniflex.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows , Bed frames, Contract
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Italy
Online sales: No

Manifattura Falomo

Manifattura Falomo srl
Headquarters/Main Location: Via Feletti, 21 - 33075 Morsano al Tagliamento PN
T: +39 0434 697132
Email: info@manifatturafalomo.it
Web: https://www.manifatturafalomo.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Latex, Innerspring, Other
Mattress production accounts for an estimated 95% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Italy

Materassificio Montalese

Materassificio Montalese spa
Headquarters/Main Location: Via S. Pierino Casa al Vescovo - 51100 Pistoia Pistoia PT
T: +39 0573 1798992
Email: info@perdormire.com
Web: https://perdormire.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Beds, Bed frames, Upholstered Furniture, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Italy
Online sales: Yes

Matermoll

Matermoll S.r.l.
Headquarters/Main Location: Via Vecchia Filanda, 28 - 16010 Savignone GE
T: +39 010 9642611
Email: info@matermoll.com
Web: https://www.matermoll.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Mollyflex

Mollyflex
Headquarters/Main Location: Via Carpenedolo, 87 - 46043 Castiglione delle Stiviere MN
T: +39 0376 944181
Email: contact@mollyflex.it
Web: http://www.mollyflex.it
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

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Morfeus

Morfeus Spa
Headquarters/Main Location: Via Casinella, 26 - 61020 Tavoleto PU
T: +39 0722 62961
Email: morfeus@morfeus.it
Web: https://www.morfeus.it
Activity: Manufacturer
Product Portfolio: Mattresses, Component, Parts, Semifinished Products
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Mundiaflex

Industria Benessere Italiana Materassi S.r.l.
Headquarters/Main Location: Via Padula 169 - 80026 Casoria NA
T: +39 081 7577742
Email: info@ibimgroup.it
Web: http://www.ibimgroup..it
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

New Wind

New Wind srl
Headquarters/Main Location: Via Dell' Edilizia, 10 - 72017 Ostuni BR
T: +39 0831 305985; 338745
Email: info@new-wind.it
Web: https://www.new-wind.it ; http://bionaturaitaly.com; https://www.bioformaitaly.com
Activity: Manufacturer
Product Portfolio: Mattresses, C061-poliuretano
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Permaflex

Italbed Srl
Headquarters/Main Location: Via San Vitale, 35 - 40054 Canaletti di Budrio BO
T: +39 051 6935500
Email: info@permaflex.it
Web: https://www.permaflex.it
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250

Reti Gritti

Reti Gritti Spa
Headquarters/Main Location: Via Castrezzato 6 - 25030 Castelcovati BS
T: +39 030 7187681 ; 7187682 ; 7187683
Email: info@retigritti.it
Web: http://www.retigritti.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Silver Prince

Silver Prince srl
Headquarters/Main Location: Agglomerato Industriale A.S.I, 1 - 81025 Marcianise
T: +39 0823 834505
Email: amministrazione@silverprince.it
Web: https://www.silverprince.eu
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Italy
Online sales: No

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Sitab PE

SITAB PE SpA
Headquarters/Main Location: Nuova Valassina, 4 - 20035 Nibionno LC
T: +39 031 690694
Email: sitab@sitabpe.com
Web: https://sitabpe.com
Activity: Manufacturer
Product Portfolio: C061-poliuretano, Mattresses, Upholstery, poliuretano espanso
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 3; Italy

Technogel

Technogel Italia Srl
Headquarters/Main Location: Via Bassanese Inferiore, 32 - 36050 Pozzoleone VI
T: +39 0444 463811
Email: info@technogel.it
Web: https://www.technogel.it
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Other
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 2; Italy; Germany

Ugoflex

Ugoflex Manufactory srl
Headquarters/Main Location: Via Natale Gallino,49/B/R - 16164 Genova GE
T: +39 010 7855912
Email: ugoflex@hotmail.it
Web: https://www.ugoflexgenovamaterassi.it/ ; www.nidoreload.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Valflex

Rinaldi Group Srl
Headquarters/Main Location: Via Santa Maria Zona Pip - 84095 Giffoni Valle Piana SA
T: +39 089 868706 - 866744
Email: info@rinaldigroup.com
Web: https://valflex.rinaldigroup.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 2; Italy

Veraflex

Veraflex Srl
Headquarters/Main Location: Viale Europa 9 - 24048 Curnasco di Treviolo BG
T: +39 035 332255
Email: info@veraflex.it
Web: http://www.veraflex.it
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

Zigflex

Salvadori Srl
Headquarters/Main Location: Via Tito Speri, 9 - 30037 Scorzè VE
T: +39 041 5848911
Email: zigflex@zigflex.com
Web: https://zigflex.com
Activity: Manufacturer
Product Portfolio: Mattresses, Bed frames
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Italy

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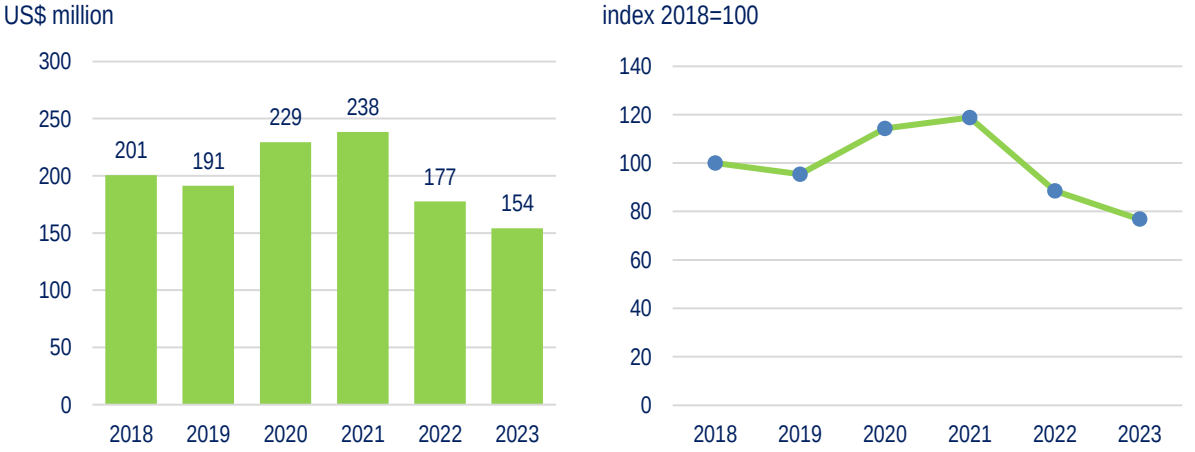
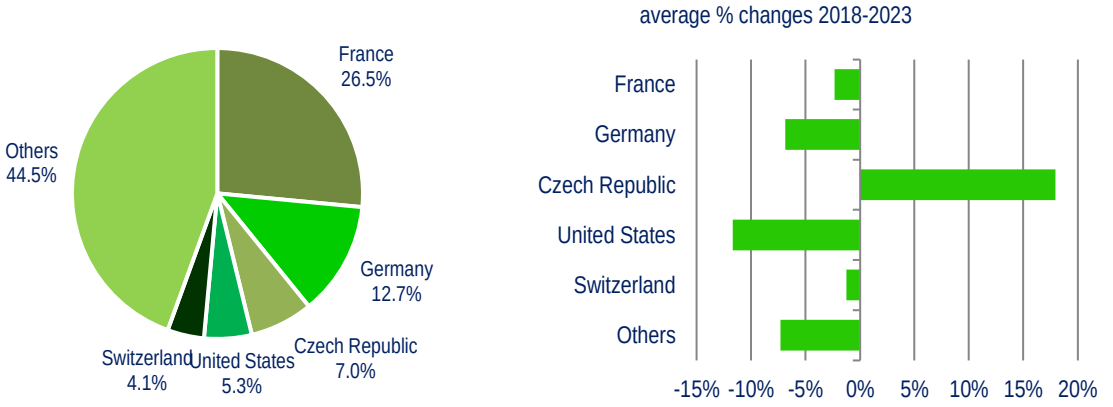
3.7.5 Italy. Mattresses exports

Figure 3.50 - Italy.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.51 - Italy.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.59 - Italy.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
France	46.0	42.9	60.1	55.4	45.6	40.9	22.9	26.5	-10.3	-2.3
Germany	27.9	20.7	20.3	18.2	14.4	19.5	13.9	12.7	36.0	-6.9
Czech Republic	4.7	5.7	6.6	8.3	8.5	10.8	2.4	7.0	27.1	17.9
United States	15.2	16.7	32.4	44.8	18.1	8.1	7.6	5.3	n.s.	-11.7
Switzerland	6.7	5.5	6.5	7.2	6.6	6.3	3.3	4.1	-5.2	-1.2
Poland	5.1	5.4	5.4	7.0	5.6	6.0	2.5	3.9	8.0	3.4
Bulgaria	4.3	4.7	4.8	6.0	6.0	5.7	2.1	3.7	-5.2	5.9
Japan	9.1	9.8	8.6	7.8	6.1	5.1	4.6	3.3	-16.6	-11.2
Spain	7.4	5.6	7.1	8.0	6.0	4.8	3.7	3.1	-19.3	-8.1
South Korea	14.7	9.6	10.8	8.2	7.5	4.1	7.3	2.7	-45.0	-22.4
top 10	141.0	126.8	162.6	170.8	124.4	111.4	70.3	72.2	-10.4	-4.6
others	59.6	64.4	66.8	67.6	53.1	42.8	29.7	27.8	-19.4	-6.4
Americas	19.0	21.5	35.0	47.5	20.1	9.4	9.5	6.1	n.s.	-13.1
- North America	18.1	19.6	34.6	47.0	19.5	8.8	9.0	5.7	n.s.	-13.4
- Central-South America	0.8	1.9	0.4	0.5	0.5	0.6	0.4	0.4	4.9	-7.6
Asia and Pacific	38.2	31.9	29.2	27.6	25.2	17.1	19.1	11.1	-32.1	-14.9
Europe	133.6	125.1	152.3	148.6	119.5	114.8	66.6	74.4	-3.9	-3.0
- European Union (27)	119.8	109.5	134.8	123.2	104.1	101.1	59.7	65.6	-2.9	-3.3
- UK, CH, NO, IS	9.0	10.7	12.0	19.4	9.6	7.7	4.5	5.0	-19.6	-3.0
- Other Europe	4.9	4.9	5.4	6.0	5.8	6.0	2.4	3.9	3.3	4.0
Middle East	3.0	3.2	3.4	3.4	3.5	2.3	1.5	1.5	-35.7	-5.7
Africa	6.0	9.6	9.5	11.3	9.2	9.2	3.0	6.0	-0.2	8.8
Other Countries	0.7	0.0	0.1	0.0	0.0	1.5	0.4	0.9	n.s.	14.6
World Total	200.6	191.3	229.4	238.4	177.5	154.2	100.0	100.0	-13.1	-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

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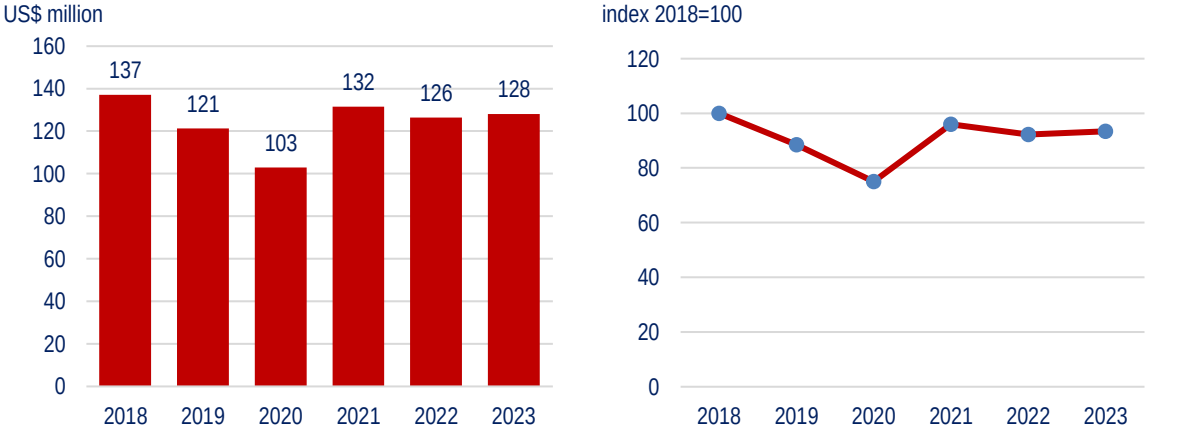
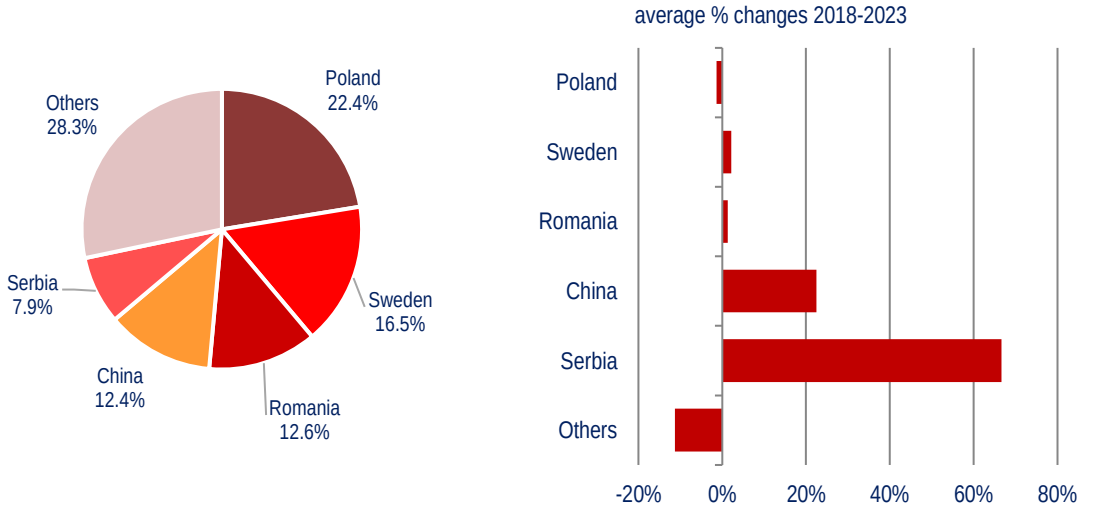
3.7.6 Italy. Mattresses imports

Figure 3.52 - Italy.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.53 - Italy.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.60 - Italy.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Poland	30.7	25.7	18.7	26.1	26.0	28.7	22.4	22.4	10.3	-1.4
Sweden	18.9	0.5	0.3	1.0	1.9	21.1	13.8	16.5	n.s.	2.1
Romania	15.1	19.6	17.9	24.2	16.5	16.1	11.0	12.6	-2.5	1.3
China	5.8	13.1	11.8	15.6	16.2	15.9	4.2	12.4	-2.2	22.5
Serbia	0.8	1.0	0.9	2.9	8.2	10.1	0.6	7.9	22.9	66.6
Türkiye	11.8	15.2	13.4	12.1	9.1	8.0	8.6	6.2	-12.2	-7.6
Germany	3.3	8.1	7.2	12.3	6.3	6.1	2.4	4.8	-2.8	13.0
Czech Republic	2.3	2.1	1.9	3.0	3.6	4.6	1.7	3.6	27.1	15.1
Belgium	26.4	7.7	5.0	6.7	5.3	4.0	19.3	3.1	-24.4	-31.3
Spain	1.1	3.0	2.1	4.6	2.2	3.9	0.8	3.0	79.4	28.0
top 10	116.2	96.0	79.3	108.4	95.3	118.4	84.8	92.5	24.2	0.4
others	20.8	25.2	23.6	23.2	31.2	9.6	15.2	7.5	n.s.	-14.3
Americas	0.3	0.3	0.2	0.2	0.2	0.6	0.2	0.5	n.s.	18.1
- North America	0.3	0.3	0.2	0.2	0.2	0.6	0.2	0.5	n.s.	18.1
- 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	6.4	13.4	12.0	16.0	16.5	16.4	4.7	12.8	-0.5	20.6
Europe	130.2	107.5	90.4	115.1	109.6	110.8	95.0	86.6	1.1	-3.2
- European Union (27)	116.6	90.3	75.1	99.1	91.1	91.3	85.1	71.4	0.3	-4.8
- UK, CH, NO, IS	0.9	0.9	0.7	0.8	1.0	1.4	0.6	1.1	43.1	10.0
- Other Europe	12.7	16.3	14.6	15.1	17.6	18.1	9.3	14.1	3.0	7.3
Middle East	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	-45.4
Africa	0.1	0.0	0.2	0.3	0.2	0.1	0.1	0.1	-30.1	5.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	137.1	121.2	102.8	131.5	126.5	128.0	100.0	100.0	1.2	-1.4

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

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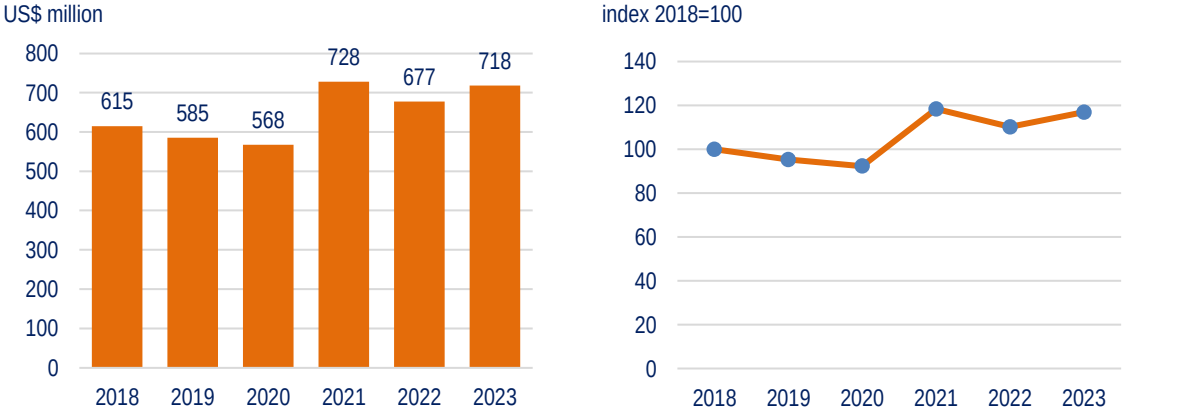
3.7.7 Italy. Mattresses consumption

Figure 3.54 - Italy.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.61 - Italy.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Italy	22%	21%	18%	18%	19%	18%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.62 - Italy.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Italy	-2%	2%
World	0%	2%

Source: CSIL

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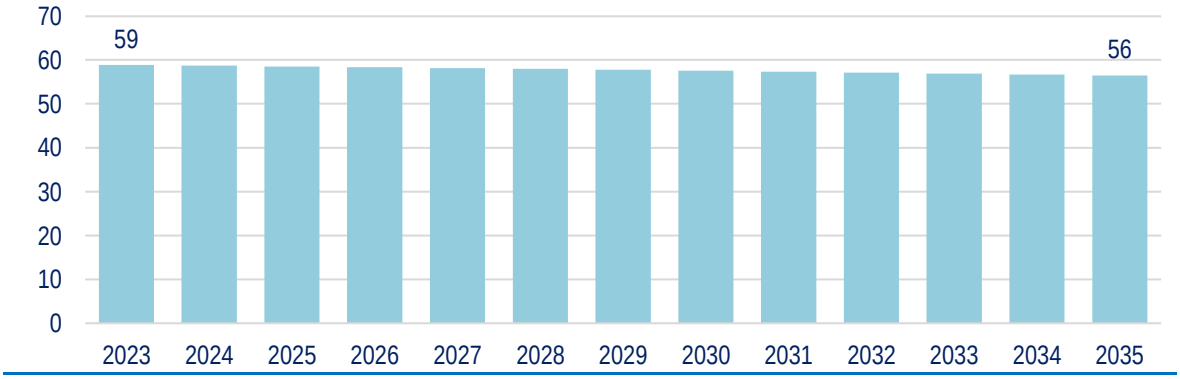
3.7.8 Italy. Population forecasts

Figure 3.55 - Italy.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.63 - Italy.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Roma (Rome)	4,257	4,347	4,413
Milano (Milan)	3,140	3,167	3,209
Napoli (Naples)	2,187	2,182	2,207
Torino (Turin)	1,792	1,810	1,834
Bergamo	892	923	939
Palermo	851	851	861
Bologna	806	819	831
Firenze (Florence)	708	714	723
Padova	684	700	711
Genova (Genoa)	680	674	681
Venezia	637	643	652
Verona	630	644	654
Bari	622	626	633
Catania	586	589	596

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.8 The mattress industry in Mexico

3.8.1 Mexico. Key figures and competitive landscape in the mattress industry

Key Figures

- Mexico is the eighth-largest mattress producer globally, with a production value close to US$733 million. Following an extraordinary 56% growth in 2021, the country's production continued to rise, increasing by 18% in 2022 and 12% in 2023 (in current US$).
- About 61% of Mexican mattress production is exported, with the United States being the primary destination. This strong export focus highlights Mexico's role as a key supplier to the US market, leveraging its manufacturing capabilities and proximity to meet demand.
- Domestically, mattress consumption in Mexico reached US $333 million in 2023.
- In recent years, an unprecedented increase in production investments from foreign producers occurred: US companies already in Mexico expanded production and Chinese companies made major investments in this country. US tariffs on import from China and spikes in oversea transportation costs in 2021-2022 were key drivers for these investments.

Competitive System Landscape

The mattress industry in Mexico is primarily composed of micro and small-sized companies. However, the sector's largest entities are typically subsidiaries of prominent foreign mattress manufacturers. Leading the market are five main companies: Colchones Wendy, Grupo Selther, Tempur Sealy Mexico, Kuka Mexico, and Restonic Mexico. These top players operate manufacturing facilities in Mexico, capitalizing on the proximity to the major market of the United States.

Interest in establishing production bases in Mexico has increased, as evidenced by the expansion efforts of several leading firms. Notably, major Chinese companies such as KUKA and Man Wah have started production activities in Mexico. They are joined by well-known North American manufacturers like Tempur Sealy and South Bay. Additionally, Zinus, a South Korean company, has also initiated operations in Mexico, further solidifying its status as a key production hub in the region.

M&A Deals and Recent News

- At the end of January 2024, Kuka Home has completed the expansion of its factory in Nuevo León, Mexico
- In 2022, mattress manufacturer South Bay expanded its operations by opening a new 160,000-square-foot factory in Mexico. The plant in Mexico is a vertically integrated facility that pours foam and produces pocketed coils as well as complete mattresses.
- In 2023, Zinus established a new subsidiary in Mexico.

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Table 3.64 - Mexico
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	476	446	390	405	441	452	357	557	656	733
Exports	US$ million	119	121	131	139	156	151	124	290	389	446
Imports	US$ million	15	20	15	13	15	21	14	19	28	46
Consumption*	US$ million	373	345	274	279	300	321	247	286	295	333
Production	% ch. -US$		-6%	-13%	4%	9%	2%	-21%	56%	18%	12%
Exports	% ch. -US$		2%	9%	6%	12%	-3%	-18%	134%	34%	15%
Imports	% ch. -US$		29%	-23%	-16%	21%	33%	-30%	30%	51%	63%
Consumption*	% ch. -US$		-7%	-21%	2%	8%	7%	-23%	16%	3%	13%
export/production	%	25%	27%	34%	34%	35%	33%	35%	52%	59%	61%
import/consumption	%	4%	6%	6%	5%	5%	6%	6%	7%	10%	14%
Production	MXN million	6,335	7,084	7,287	7,651	8,468	8,690	7,682	11,293	13,199	12,990
Exports	MXN million	1,578	1,916	2,451	2,621	2,997	2,905	2,663	5,873	7,829	7,901
Imports	MXN million	205	314	284	241	296	395	309	378	566	815
Consumption*	MXN million	4,961	5,482	5,121	5,270	5,767	6,180	5,328	5,798	5,936	5,904
Production	% ch. - MXN		12%	3%	5%	11%	3%	-12%	47%	17%	-2%
Exports	% ch. - MXN		21%	28%	7%	14%	-3%	-8%	121%	33%	1%
Imports	% ch. - MXN		53%	-10%	-15%	23%	34%	-22%	23%	50%	44%
Consumption*	% ch. - MXN		11%	-7%	3%	9%	7%	-14%	9%	2%	-1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD, INEGI

Table 3.65 - Mexico
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MXN per US$	13.30	15.87	18.67	18.88	19.22	19.25	21.55	20.28	20.12	17.73
MXN per EUR	17.69	17.61	20.67	21.34	22.71	21.55	24.58	24.00	21.20	19.18

Source: US Federal Reserve

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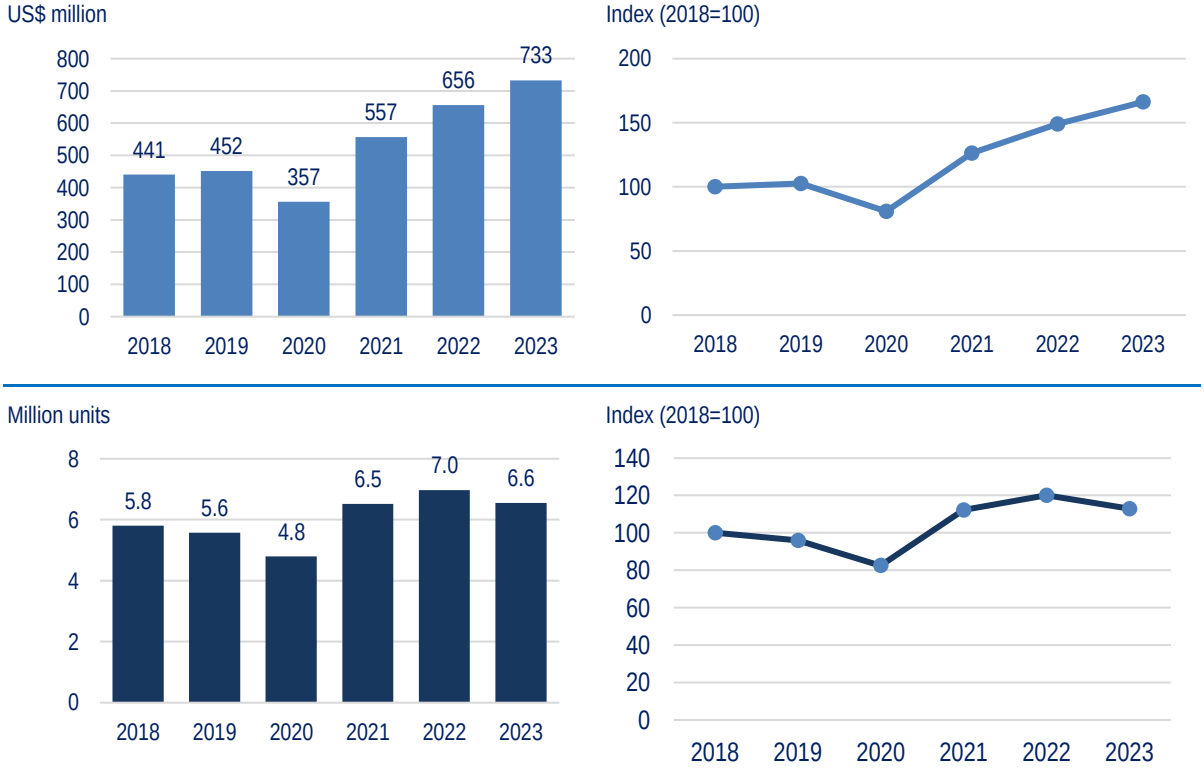
3.8.2 Mexico. Mattresses production

Figure 3.56 - Mexico

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.66 - Mexico

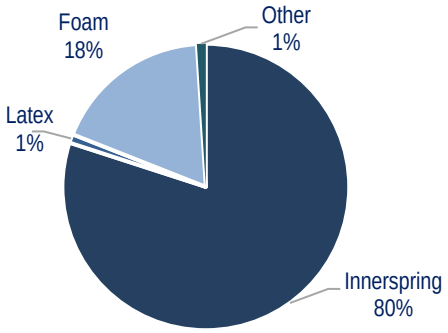
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Mexico	35%	33%	35%	52%	59%	61%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.57 - Mexico

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.8.3 Mexico. Major Mattresses manufacturers

Table 3.67 Mexico. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Colchones Wendy	120	92	130
Grupo Selther	69	100	69
Tempur Sealy Mexico	58	90	64
Kuka Mexico	46	40	116
Restonic (Mexico)	44	100	44
Colchones América	36	80	44
Spring Air Mexico	32	70	46
Artaban Therapedic	21	80	26
Colchones Carreiro	16	80	20
Colchones Canadá	6	100	6
Lester Colchones	4	60	7
Colchones Olimpo	4	100	4
Royal Comfort de México	4	90	4
Colchones Lamas	1	50	2

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

3.8.4 Mexico. Short Profiles of major mattresses manufacturers

Artaban Therapedic

Artaban Therapedic S.A. de C.V. - Colchones Kolins S.A. de C.V.
Group: Artaban
Headquarters/Main Location: San Ignacio 202 col. Las Pintas de Abajo, San Pedro - 45619 Tlaquepaque, JAL
T: +52 38121554
Web: https://artaban.com.mx; https://therapedic.com.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 1; Mexico
Online sales: No

CC Espumas

CC Espumas, S.A. de C.V.
Headquarters/Main Location: Vía Gustavo Baz 3826, Fracc. Ind. San Nicolás - Tlalnepantla
T: +52 55 5384-2745
Email: ventas@memoryfoam.com.mx ; contacto@memoryfoam.com.mx
Web: http://www.memoryfoam.com.mx
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Mexico
Online sales: Yes

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Clisa Colchones

Colchonera La India
Headquarters/Main Location: Recreo No. 47, Col. Zapotla - 08610 Iztacalco, DF
T: +52 55 5590-9799, 5590-9324, 5590-9631
Email: infclisa@gmail.com
Web: http://www.clisacolchones.mx
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 98% of total revenues

Colchonera Berun

Colchonera Berun
Headquarters/Main Location: Pról. Calle Segunda #30 Col. Alemán. Frente al panteon Jardín - Tijuana, Baja California Norte
T: +52 018007882034
Web: https://www.colchoneraberun.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 50% of total revenues
Manufacturing plants: 1; Mexico
Online sales: Yes

Colchonera del Bajio

Colchonera Del Bajío, S.a. de C.v
Headquarters/Main Location: Av. 1° de Mayo 629, Tenerias de Irapuato - 36513 Irapuato, Gto
T: +52 1 4626260999
Email: colchoneradelbajio@yahoo.com.mx
Web: http://www.colchoneradelbajio.com.mx
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Employees range: 21-50
Manufacturing plants: 1; Mexico
Online sales: No

Colchones ADS

Colchones ADS
Group: Grupo ADS
Headquarters/Main Location: Av. Vergel #337, Col. Francisco Villa - 09720 Iztapalapa, Mexico City
T: +52 0155 56427369 ; 56405086 ; 56405091 ; 56009408
Email: colchones@grupoads.mx
Web: https://www.colchonesads.mx
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows
Manufacturing plants: 1; Mexico
Online sales: Yes

Colchones América

Industrias Dk, S.A. De C.V.
Headquarters/Main Location: Via Morelos 606, Col. San Pedro Xalostoc - 55310 Ecatepec de Morelos, Mexico City
T: +52 55 56992000
Email: ventas@america.com.mx
Web: https://www.america.com.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Mexico
Online sales: Yes

Colchones Aztatl

Aztatl S.A. de C.V.
Headquarters/Main Location: Herminio Chavarría 108, - 07570 Santa María Hastahuacan, DF
T: +52 55 5642 1984
Web: http://www.colchonesaztatl.com
Activity: Manufacturer
Product Portfolio: Mattresses, Textiles
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Mexico
Online sales: No

Colchones Canadá

Colchones Canadá
Headquarters/Main Location: Calle Nautla 131, San Nicolás Tolentino - 09850 Ciudad de México, DF
T: +52 55 5970 0630
Web: http://www.colchonescanada.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Mexico
Online sales: Yes

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Colchones Carreiro

Colchones Carreiro, S.A. De C.V.
Headquarters/Main Location: Industrias S/N Esquina Via Morelos - 55425 Tulpetlac
T: +52 57774962
Web: https://www.colchonescarreiro.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; Mexico
Online sales: Yes

Colchones Comfort

Espumas Industriales Monterrey
Group: Espumas Monterrey
Headquarters/Main Location: Juan Sánchez Azcona 210-2, Del Nte - Monterrey, NL
T: +52 81 8130 3939
Web: https://www.comfort.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Total Turnover range: 15-50 US$ million
Employees range: 0-20

Colchones Lamas

Colchones Lamas
Headquarters/Main Location: Oriente 233 # 226 - Col. Agrícola Oriental - 08500 Ciudad de México, DF
T: +52 55 55582511
Email: ventas@colchoneslamas.com.mx
Web: https://www.colchoneslamas.com.mx
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Mexico
Online sales: No

Colchones Master

Colchones Master S.A.de CV
Group: Restonic Corp.
Headquarters/Main Location: Av Presidente Juárez 8, San José Puente de Vigas - 54090 Tlalnepantla de Baz, MX
Web: http://www.restonic.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses
Employees range: 100-250

Colchones Olimpo

Colchones Olimpo
Headquarters/Main Location: Calle Francisco Javier Mina, Delegación San Lorenzo, Tepaltitlán - 50010 Toluca de Lerdo
T: +52 722 2726909
Email: contacto@colchonesolimpo.com
Web: https://www.colchonesolimpo.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Mexico
Online sales: No

Colchones Pro

Colchones Master S.A.de CV
Group: Restonic Corp.
Headquarters/Main Location: Blvd. Ferrocarriles 345, Industrial Vallejo, Azcapotzalco - 02300 Ciudad de México, DF
Web: http://www.restonic.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses
Employees range: 100-250

Colchones Wendy

Colchones Wendy S.A. De C.V.
Group: Grupo Wendy
Headquarters/Main Location: Calle 3 No. 1401 - 44940 Guadalajara, JAL
T: +52 33 3884-2000
Email: hello@wendy.com.mx
Web: https://wendy.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract, PU Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 92% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Mexico
Online sales: No

Don Colchón

Franquicias del Sueño S.A.P.I. de C.V.
Headquarters/Main Location: Blvd Venustiano Carranz y La Salle - 25240 Saltillo, COAH
T: +52 841 151046 ; 151166
Web: https://doncolchon.com.mx
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Online sales: Yes

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Fusion Empresarial

Fusion Empresarial Sa de CV
Headquarters/Main Location: Sur 4 Manzana 6 Lote 7 DI - 43805 Tizayuca, HGO
Activity: Manufacturer
Product Portfolio: Mattresses, Contract, PU Foam
Total Turnover range: 0-5 US$ million
Employees range: 0-20

Grupo Selther

Grupo Selther
Group: Selther / Gard Corp
Headquarters/Main Location: Calle Fernando Montes de Oca Núm. 20 - Fraccionamiento Industrial San Nicol - 54030 Tlalnepantla
T: +52 5310 2222
Email: servicios@selther.com
Web: https://www.selther.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; Mexico
Online sales: No

Kuka Mexico

Kuka Home Mexico, S. de R.L. de C.V.
Group: Kuka
Headquarters/Main Location: Av.industrial libramiento col, Cd Gral Escobedo - 66050 Monterrey, NL
Web: https://www.kukahome.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Mattresses
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Mexico; (of which 1 under construction)

Lester Colchones

Lester, S.A. De C.V.
Headquarters/Main Location: Km. 127.6 Carretera Federal Mexico-Puebl - 72130 Puebla, PUE
T: +52 222 2850504
Email: ventas@lester.com.mx
Web: https://lester.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 2; Mexico
Online sales: Yes

Neztsleep

Neztsleep
Headquarters/Main Location: Durango #272 Int 1 Col. Roma - 06700 Ciudad de México, DF
T: +52 55 8526 5819
Email: ventas@neztsleep.com
Web: https://neztsleep.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Employees range: 11-50 employees
Manufacturing plants: 1; Mexico
Online sales: Yes

Restonic (Mexico)

Sistemas de Descanso Lord S.A.de CV
Group: Restonic Corp.
Headquarters/Main Location: Libramiento Norte, 24 - 54605 Tepotzotlan, MX
T: +52 011 5255-58763522
Email: asanchezm@restonic.com.mx
Web: http://www.restonic.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: >250
Manufacturing plants: 1; Mexico
Online sales: No

Royal Comfort de México

Espumas Industriales Monterrey
Group: Espumas Monterrey
Headquarters/Main Location: Juan Sánchez Azcona 210-2, Del Nte - Monterrey, NL
T: +52 81 8130 3939
Web: https://www.comfort.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Mexico

Soberano

Colchones De Mexico, S.A. De C.V.
Headquarters/Main Location: Bellavista 1569, San Nicolás Tolentino - 09850 Iztapalapa, DF
T: +52 56122071
Email: contacto@soberano.mx
Web: https://soberano.mx
Activity: Manufacturer
Product Portfolio: Mattresses
Employees range: 21-50
Online sales: No

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Spring Air Mexico

Spring Air Mexico, S.A. De C.V.
Group: Spring Air International
Headquarters/Main Location: Blvd. Miguel Aleman Km. 1.5 - 52000 Lerma, CAMP
T: +52 72850022
Web: https://www.springair.com.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Mexico
Online sales: Yes

Tempur Sealy Mexico

Tempur Sealy Mattress Co Mexico
Group: Tempur Sealy
Headquarters/Main Location: Circuito Alfonso Gomez De Orozco 113, Parque Industrial Exportec 2 - Toluca
T: +52 72 22731810/6
Web: https://www.sealy.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; Mexico
Online sales: Yes

Unikonfort

Unikonfort
Headquarters/Main Location: Camino a, Calle Sta. Cruz del Valle #113A, Valle de La Misericordia - 45615 San Pedro Tlaquepaque, JAL
T: +52 33 36064362 ; 36065283
Email: contacto@unikonfort.mx
Web: https://unikonfort.com.mx
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Mexico
Online sales: Yes

Ureblock

Ureblock
Headquarters/Main Location: Av. Angel Leaño #480, Col. Los Robles - 45134 Zapopan, Nuevo Mexico Jal.
T: +52 33 38364000
Email: venta-gdl@ureblock.com.mx
Web: https://www.ureblock.com.mx
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Total Turnover range: >250 US$ million
Employees range: >500

Vittorio Benzi

Colchones Vittorio Benzi SA DE CV
Headquarters/Main Location: Ote. 171 419, Amp San Juan de Aragón, Gustavo A. Madero - 07470 Ciudad de México, DF
T: +52 5 7140500
Email: recepcion@vittoriobenzi.com.mx
Web: https://vittoriobenzi.mx
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Manufacturing plants: 1; Mexico
Online sales: No

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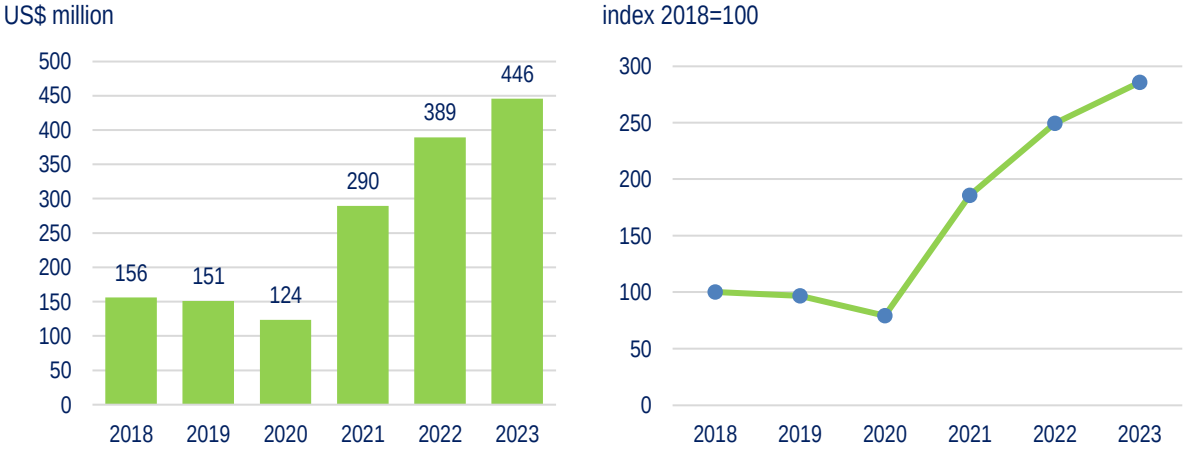
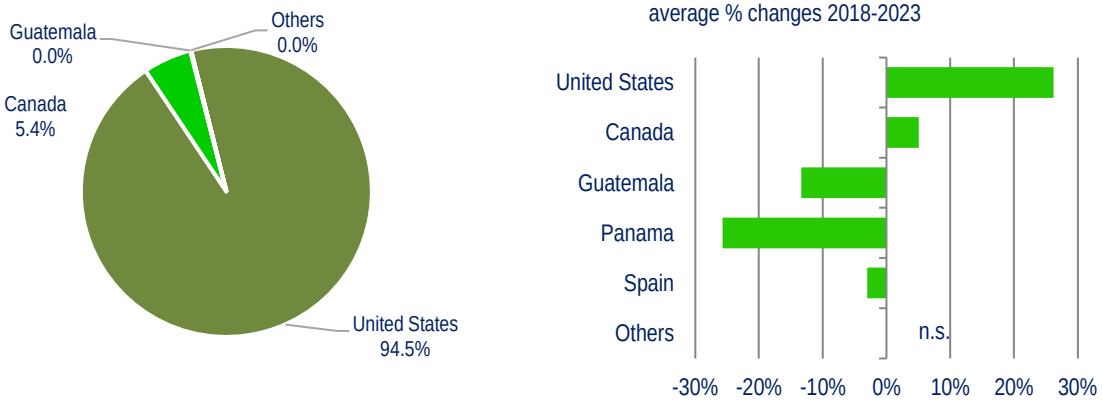
3.8.5 Mexico. Mattresses exports

Figure 3.58 - Mexico.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.59 - Mexico.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.68 - Mexico.
Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
United States	131.5	128.8	109.4	278.1	366.9	421.1	84.3	94.5	14.8	26.2
Canada	18.7	17.9	13.7	10.7	21.7	24.0	12.0	5.4	10.7	5.1
Guatemala	0.4	0.5	0.2	0.2	0.2	0.2	0.3	0.0	9.8	-13.3
Panama	0.5	0.7	0.1	0.4	0.0	0.1	0.3	0.0	n.c.	-25.7
Spain	0.1	0.2	0.0	0.0	0.0	0.1	0.1	0.0	n.c.	-3.0
top 5	151.2	148.1	123.3	289.4	388.7	445.5	96.9	100.0	14.6	24.1
others	4.8	2.8	0.3	0.1	0.4	0.1	3.1	0.0	n.s.	n.s.
Americas	155.2	150.7	123.6	289.5	389.1	445.5	99.5	100.0	14.5	23.5
- North America	150.2	146.7	123.1	288.8	388.6	445.1	96.3	99.9	14.5	24.3
- Central-South America	5.0	4.1	0.5	0.7	0.5	0.4	3.2	0.1	-30.6	-40.7
Asia and Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
Europe	0.7	0.2	0.0	0.0	0.0	0.1	0.5	0.0	n.c.	-32.2
- European Union (27)	0.7	0.2	0.0	0.0	0.0	0.1	0.5	0.0	n.c.	-32.0
- UK, CH, NO, IS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	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.s.
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	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	156.0	150.9	123.6	289.5	389.1	445.6	100.0	100.0	14.5	23.4

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

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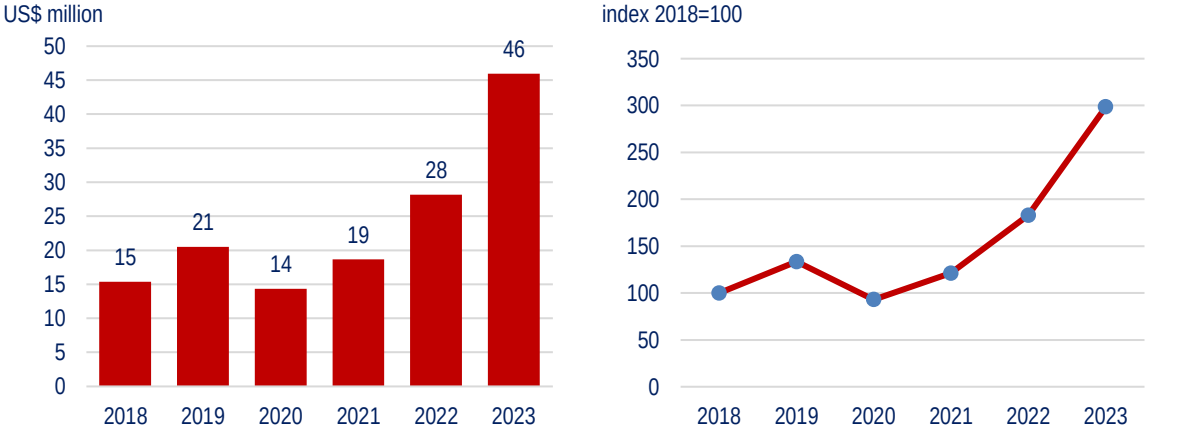
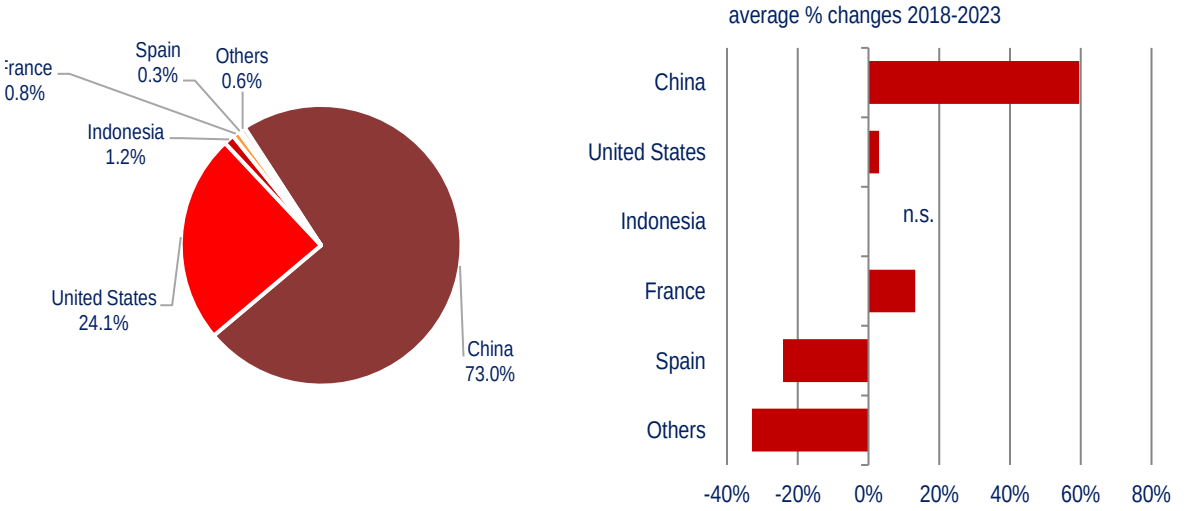
3.8.6 Mexico. Mattresses imports

Figure 3.60 - Mexico.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.61 - Mexico.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.69 - Mexico.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	3.2	5.7	6.2	12.0	20.2	33.5	21.1	73.0	65.9	59.5
United States	9.6	13.1	5.0	6.1	7.6	11.1	62.2	24.1	46.0	3.0
Indonesia	0.0	0.0	0.1	0.0	0.0	0.6	0.1	1.2	n.s.	n.s.
France	0.2	0.3	0.5	0.0	0.0	0.4	1.3	0.8	n.c.	13.2
Spain	0.5	0.3	0.1	0.0	0.1	0.1	3.2	0.3	-18.2	-24.2
top 10	13.5	19.4	11.8	18.2	28.0	45.7	87.8	99.4	63.2	27.6
others	1.9	1.1	2.5	0.5	0.2	0.3	12.2	0.6	51.6	-32.9
Americas	10.4	13.2	5.5	6.1	7.6	11.1	67.5	24.2	46.6	1.4
- North America	9.8	13.2	5.5	6.1	7.6	11.1	63.9	24.2	46.6	2.5
- Central-South America	0.5	0.0	0.0	0.0	0.0	0.0	3.5	0.0	n.c.	n.s.
Asia and Pacific	3.5	6.2	6.7	12.3	20.3	34.3	22.5	74.6	68.7	58.2
Europe	1.5	1.2	2.2	0.2	0.2	0.5	10.0	1.1	n.s.	-19.3
- European Union (27)	1.5	1.1	1.7	0.2	0.2	0.5	9.5	1.1	n.s.	-18.5
- UK, CH, NO, IS	0.0	0.0	0.1	0.0	0.0	0.0	0.2	0.0	n.c.	n.s.
- Other Europe	0.1	0.0	0.4	0.0	0.0	0.0	0.3	0.0	n.c.	n.s.
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	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	15.4	20.5	14.3	18.6	28.2	45.9	100.0	100.0	63.2	24.5

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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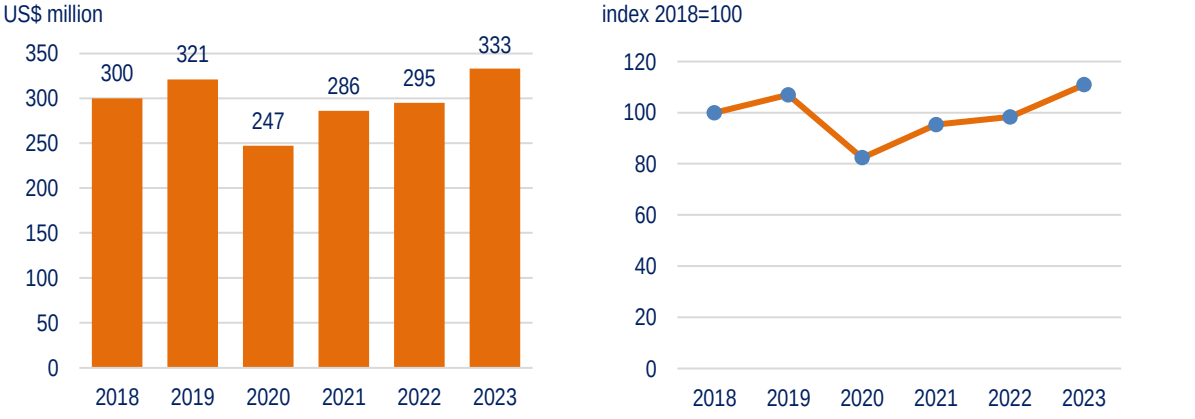
3.8.7 Mexico. Mattresses consumption

Figure 3.62 - Mexico.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.70 - Mexico.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Mexico	5%	6%	6%	7%	10%	14%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.71 - Mexico.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Mexico	0%	2%
World	0%	2%

Source: CSIL

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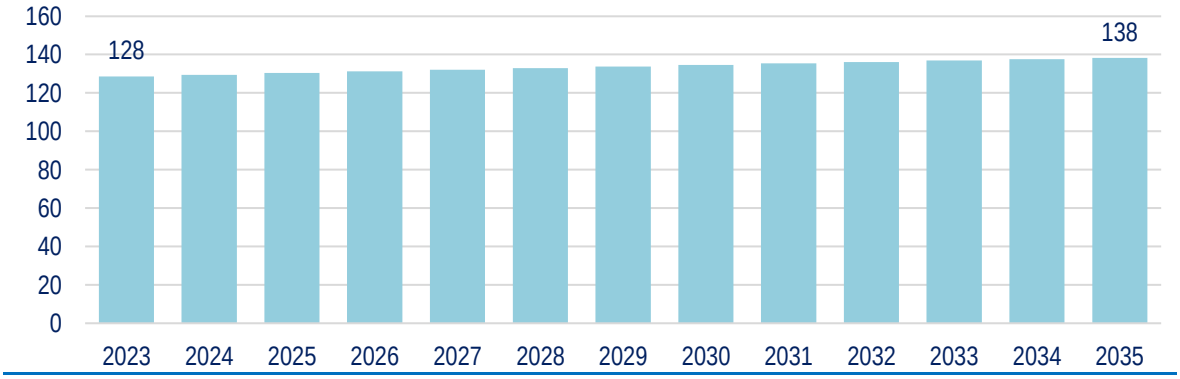
3.8.8 Mexico. Population forecasts

Figure 3.63 - Mexico.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.72 - Mexico.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Ciudad de México (Mexico City)	21,782	22,752	24,111
Guadalajara	5,179	5,579	5,943
Monterrey	4,874	5,272	5,621
Puebla	3,195	3,443	3,669
Toluca de Lerdo	2,467	2,720	2,909
Tijuana	2,140	2,333	2,491
León de los Aldamas	1,825	1,950	2,075
La Laguna	1,615	1,867	2,013
Ciudad Juárez	1,519	1,626	1,730
Querétaro	1,339	1,459	1,558
San Luis Potosí	1,217	1,311	1,396
Mérida	1,161	1,258	1,342
Mexicali	1,121	1,215	1,296
Aguascalientes	1,106	1,197	1,276
Cuernavaca	1,075	1,156	1,232
Chihuahua	1,055	1,154	1,232
Tampico	1,001	1,078	1,148

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 1 million inhabitants or more in 2020

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3.9 The mattress industry in Türkiye

3.9.1 Türkiye. Key figures and competitive landscape in the mattress industry

Key Figures

- Türkiye ranks as the ninth-largest producer of mattresses globally, with a production value nearing US$ 704 million.
- The Turkish mattress industry has increased its output massively over the last five years, owing to increasing sales both in the domestic market and export markets. In 2023, the industry continued to increase by +16% over 2022 (in current US$).
- The Turkish mattress industry benefitted from some advantages, including the strategic position close to the large European market and the Middle East countries. Moreover, the reduction of competitiveness of Asian industries in the last years due to logistic disruptions, and trade tensions in some markets, together with weak Turkish Lira against US$ and Eur are positive aspects.
- Approximately 31% of Türkiye's mattress production is exported, with key markets including the UK, Germany, and Netherlands.
- In 2023, mattress consumption in Türkiye surged to US$ 502 million, representing a notable 24% increase. Most of this consumption is met by domestic production.
- In 2023, imports accounted for only 3% of total consumption.

Competitive System Landscape

The leading players in the mattress sector are Yatas Yatak, Doğtaş Kelebek, Istikbal Mobilya, Yatsan, İşbir Yatak, and BRN Sleep Products. Most of those leading companies are specialized in soft furniture production, including both mattresses and upholstered furniture. BRN Sleep Products is the leading mattress specialist manufacturer. The company was traditionally export-oriented to the US market, but after the introduction of antidumping duties, the company has decreased sharply exports to the US.

M&A Deals and Recent News

- In February 2022, Yatas Group announced an investment to enhance the capacity of its existing sponge production facility in Kayseri. The facility is expected to become operational in the first half of 2025.

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Table 3.73 - Türkiye
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	371	337	344	386	343	408	521	595	607	704
Exports	US$ million	68	66	64	83	104	176	255	242	215	215
Imports	US$ million	13	11	12	12	11	10	10	13	14	13
Consumption*	US$ million	317	282	292	314	250	241	276	366	406	502
Production	% ch. -US$		-9%	2%	12%	-11%	19%	28%	14%	2%	16%
Exports	% ch. -US$		-3%	-2%	30%	25%	69%	45%	-5%	-11%	0%
Imports	% ch. -US$		-18%	9%	0%	-6%	-13%	0%	35%	6%	-6%
Consumption*	% ch. -US$		-11%	3%	8%	-20%	-4%	14%	33%	11%	24%
export/production	%	18%	19%	19%	22%	30%	43%	49%	41%	35%	31%
import/consumption	%	4%	4%	4%	4%	4%	4%	4%	4%	3%	3%
Production	TRL million	812	919	1,041	1,407	1,667	2,318	3,667	5,309	10,081	16,775
Exports	TRL million	148	179	195	305	507	1,002	1,795	2,157	3,571	5,130
Imports	TRL million	29	30	36	44	55	55	68	117	233	313
Consumption*	TRL million	693	770	882	1,146	1,215	1,372	1,940	3,269	6,743	11,959
Production	% ch. - TRL		13%	13%	35%	18%	39%	58%	45%	90%	66%
Exports	% ch. - TRL		21%	9%	56%	66%	98%	79%	20%	66%	44%
Imports	% ch. - TRL		2%	20%	20%	25%	1%	24%	72%	98%	35%
Consumption*	% ch. - TRL		11%	15%	30%	6%	13%	41%	68%	106%	77%

* Apparent consumption = Production – Exports + Imports **NEW SERIES**

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

Table 3.74 - Türkiye
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
TRL per US$	2.19	2.73	3.02	3.65	4.85	5.68	7.03	8.92	16.61	23.82
TRL per EUR	2.91	3.03	3.35	4.12	5.74	6.36	8.02	10.56	17.50	25.77

Source: US Federal Reserve

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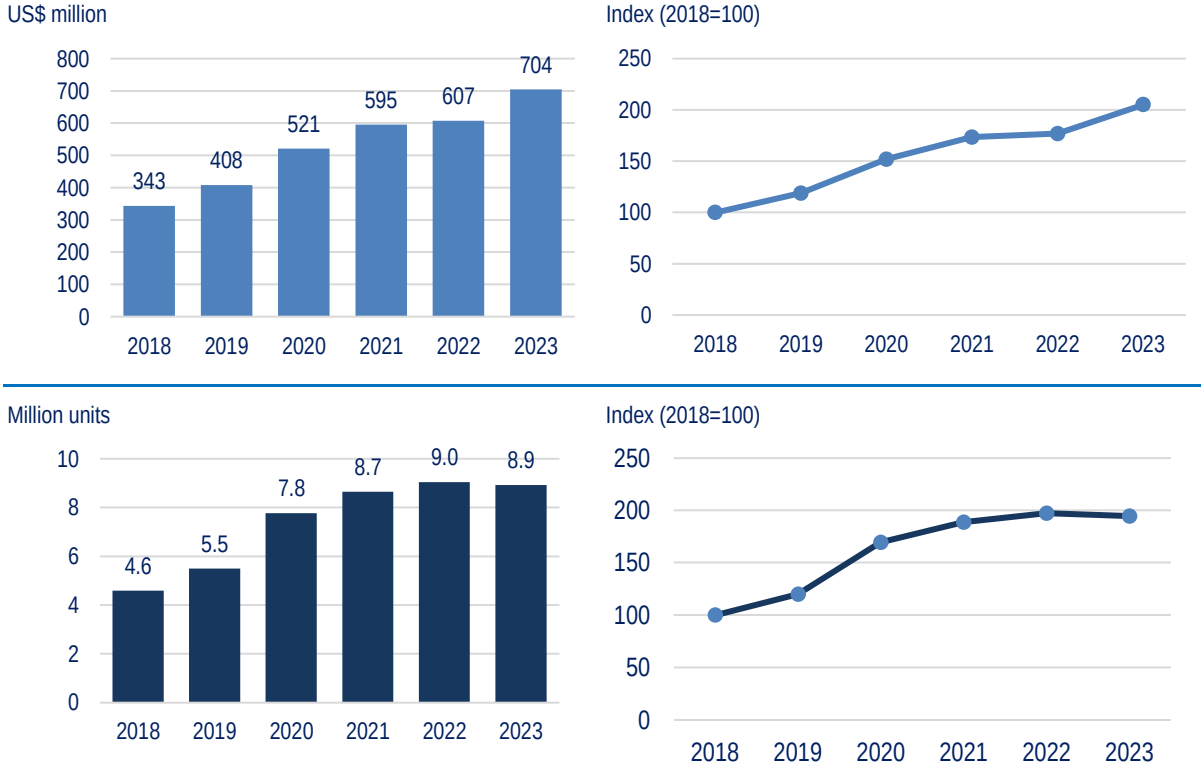
3.9.2 Türkiye. Mattresses production

Figure 3.64 - Türkiye

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.75 - Türkiye

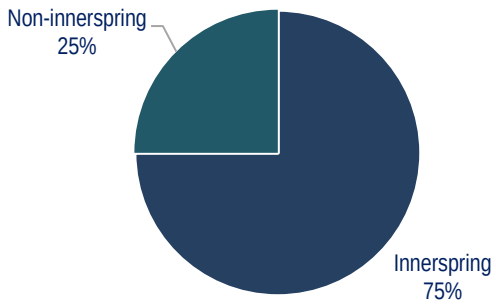
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Türkiye	30%	43%	49%	41%	35%	31%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.65 - Türkiye

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.9.3 Türkiye. Major Mattresses manufacturers

Table 3.76 Türkiye. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Yatas Yatak*	125	40	313
Doğtaş Kelebek*	74	40	184
Istikbal Mobilya*	50	20	251
Yatsan*	42	60	69
İşbir Yatak	39	60	64
BRN Sleep Products	38	95	40
Bambi Mobilya	29	33	88
Weltew Mobilya	29	50	57
Ipek	24	20	120
Mondi	23	20	115
ABC Mobilya	23	90	25
Bellona*	19	10	185
Konfor	17	30	56
Mitsan Sunger	15	30	50
Alfemo Mobilya	11	20	56
Kilim	8	15	56
Visko	4	100	4
Indivani	4	100	4
Innova Bedding	2	100	2
Sunsa	2	80	3

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*estimated manufacturing value

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3.9.4 Türkiye. Short Profiles of major mattresses manufacturers

ABC Mobilya

Abc Cekyat-Yatak Ve Mobilya Gruplari Hali Tekstil Sanayi Ve Ticaret Ltd Sti
Group: Taşkıranlar Group
Headquarters/Main Location: Atatürk Cad. Karaağaçli Beldesi Org. San. Böl. No:3 - Merkez, Manisa
T: +90 236 2491660
Email: abc@abcmobilya.com.tr
Web: https://abcbedding.com.tr
Activity: Manufacturer
Product Portfolio: Upholstered furniture
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Turkey
Online sales: Yes

Aldora Mobilya

Aldora Mobilya AŞ
Group: Kadifeteks
Headquarters/Main Location: 1. OSB No: 30 Cadde: 35 - 38070 Kayseri
T: +90 352 322 19 90
Email: info@aldora.com.tr
Web: https://www.aldora.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Home furniture, Mattresses
Mattress production accounts for an estimated 15% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 2; Türkiye
Online sales: No

Alfemo Mobilya

Alfemo Mobilya Sanayi ve Ticaret AŞ - Yatpa Dayanikli Tuketim Mallari Sanayi Ve Ticaret A S
Headquarters/Main Location: Celal Umur cad. No:10 - 35860 Torbali, Izmir
T: +90 232 8533030 ; 9993000
Email: info@alfemo.com.tr ; export@alfemo.com.tr
Web: https://www.alfemo.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 2; Türkiye
Online sales: No

Altin

Altin Yatak
Headquarters/Main Location: Akçaburgaz Mah. Ahmet Yesevi Cad. N 5 - Esenyurt, Istanbul
T: +90 0212 886 90 90
Email: info@altinyatak.com.tr
Web: https://www.altinyatak.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: 0-5 US$ million
Online sales: Yes

Armis

Armis Yatak
Group: ACME
Headquarters/Main Location: Balmumcu Neighborhood Itri Sokak No: 8/1 - Besiktas, Istanbul
T: +90 850 6400333
Email: info@armisyatak.com
Web: https://www.armisyatak.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Total Turnover range: 5-15 US$ million
Online sales: Yes

Arno Home

Şemsioğlu Mobilya San ve Tic. Ltd. Şti.
Headquarters/Main Location: 29 Ekim mah Bayraktar sok no 24 Yazibasi - 35830 Torbali, Izmir
T: +90 232 853 75 75
Email: halit@arno.com.tr
Web: https://www.arnohome.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Occasional, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Türkiye

Bambi Mobilya

Bambi Mobilya
Group: Bambi
Headquarters/Main Location: A. Yazıbaşı Mahallesi 9223 Sokak No:8 - Torbali, Izmir
T: +90 850 808 4035
Email: info@bambi.com.tr ; info@bambifurniture.com
Web: https://bambi.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Textiles
Mattress production accounts for an estimated 33% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; Türkiye
Online sales: Yes

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Bellona

Bellona Mobilya Sanayi ve Ticaret A.Ş.
Group: Erciyes Anadolu Holding
Headquarters/Main Location: Türkalı mah. Yeniyol sok. No: 5 - 38070 Besiktas, Istanbul
T: +90 352 3212200
Email: info@boydakexport.com
Web: https://www.bellona.com.tr
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
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 3; Türkiye
Online sales: Yes

BRN Sleep Products

BRN Yatak Baza EV Tekstili Insaat Sanayi Ticaret Anonim Sirketi
Group: BRN
Headquarters/Main Location: Kaysri Serbest Bölgesi, Kayseri Ankara Karayolu 15. Km, Ambar Mevkii No:467 - Kayseri
T: +90 352 3114499
Email: info@brnbed.com
Web: https://brnbed.com
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 95% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 3; Türkiye; USA, Bulgaria
Online sales: Yes

Cennet Mobilya

Cennet Mobilya
Headquarters/Main Location: OSB 37, Cad. No 18 - 38070 Kayseri
T: +90 352 3222585
Email: siparis@cennetmobilya.com.tr ; info@cennetmobilya.com.tr
Web: https://cennetyatak.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Occasional, Mattresses
Total Turnover range: 5-15 US$ million
Manufacturing plants: 1; Türkiye
Online sales: Yes

Doğtaş Kelebek

Doğanlar Mobilya Grubu Imalat Sanayi ve Ticaret AS
Group: Doğtaş Kelebek
Headquarters/Main Location: Ruzgarlibahce Mh. Kavak Sk. No: 31/1 Smart Plaza B Block Kat: 6 - Kavacik, Beykoz-Istanbul
T: +90 216 4250002
Email: info@dogtas.com.tr ; dogtas@dogtas.com.tr
Web: https://www.dogtas.com ; https://www.doganlarmobilyagrubu.com ; https://www.ruumstore.com
Activity: Manufacturer, Retailer
Product Portfolio: Kitchen Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Mattresses
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; Türkiye
Online sales: No

Ersan

Ersan Madeni Eşya
Headquarters/Main Location: Anbar Serbet Bölge Mahallesi 25.Cad. No:4 - Melikgazi, Kayseri
T: +90 352 3211379
Email: info@ersanmadeni.com
Web: http://ersanmadeni.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Türkiye
Online sales: No

Homevs

EVS Grup Mobilya Sanayi VE Ticaret Anonim Sirketi
Headquarters/Main Location: OSB 2.Cad. No:7 - Melikgazi, Kayseri
T: +90 352 5030157
Email: info@homevs.com.tr
Web: https://www.homevs.com.tr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 55% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Türkiye
Online sales: No

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Indivani

Indivani
Headquarters/Main Location: Hamzabey OSB Mh.3.Cd No:15 Hamzabey - İnegöl, Bursa
T: +90 224 7159891
Email: info@indivani.com
Web: https://www.indivani.com
Activity: Manufacturer
Product Portfolio: Bedrooms, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Türkiye
Online sales: Yes

Innova Bedding

Innovative Bedding Solutions
Headquarters/Main Location: Anbar Mahallesi 2973. Sokak No:35 - Melikgazi, Kayseri
T: +90 549 478 38 60
Email: info@innovabedding.com
Web: https://www.innovabedding.com.tr
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Latex, Innerspring, Other
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 2; Turkey
Online sales: Yes

Ipek

Ipek Mobilya AŞ
Group: Ipek Mobilya
Headquarters/Main Location: OSB 43. Cad. No:35 - 38100 Kayseri
T: +90 352 3211516 ; 3220050
Email: ipek@ipekmobilya.com.tr ; export@ipekmobilya.com.tr
Web: https://www.ipekmobilya.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Children's rooms, Tables and Chairs, Home furniture, Mattresses, Contract, Textiles
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; Türkiye
Online sales: No

İşbir Yatak

İşbir Sünger Sanayi A.Ş
Group: isbir holding
Headquarters/Main Location: Balikhisar Mah. Ozkan Ozgun Sok. No 752 - Akyurt, Ankara
T: +90 312 3981200 ; 3980788
Email: info@isbiryatak.com
Web: https://www.isbiryatak.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, Semi-finished parts, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; Türkiye
Online sales: Yes

Istikbal Mobilya

Istikbal Mobilya Sanayi ve Ticaret AS
Group: Erciyes Anadolu Holding
Headquarters/Main Location: OSB 8. Cad. No 60 - 38070 Kayseri
T: +90 352 3220101
Email: info@boydakexport.com
Web: https://www.istikbal.com.tr
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; Türkiye
Online sales: Yes

Istikbal

Istikbal Mobilya Sanayi ve Ticaret AS
Group: Erciyes Anadolu Holding
Headquarters/Main Location: OSB 8. Cad. No 60 - 38070 Kayseri
T: +90 352 3220101
Email: info@boydakexport.com
Web: https://www.istikbal.com.tr
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; Türkiye
Online sales: Yes

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Kaybed

Kayseri Mattress and Base Mob. Ins San Tic Ltd
Headquarters/Main Location: OSB 34. Cad. No: 30 - 38080 Kayseri
T: +90 352 2909080
Email: info@kaybed.com
Web: http://kaybed.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Online sales: No

Kilim

Kilim Mobilya Kanepe Sanayi ve Ticaret AŞ
Group: Kilim
Headquarters/Main Location: 1. OSB Böl.43 Cadde No.27 - 38070 Melikgazi, Kayseri
T: +90 352 3220202 ; 3222328
Email: info@kilimmobilya.com.tr ; export@kilimmobilya.com.tr
Web: https://www.kilimmobilya.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses
Mattress production accounts for an estimated 15% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 4; Türkiye
Online sales: Yes

Konfor

Konfor Dayanikli Tüketim Mallari Mobilya Deri Tekstil Turizm San. Ve Tic. A.Ş.
Headquarters/Main Location: Çamlık Cad. No:46 - 35414 Sarnıç, İzmir
T: +90 232 2812323
Email: info@konfor.com.tr
Web: https://www.konfor.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses, Contract, Semi-finished parts
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 3; Türkiye
Online sales: Yes

Mekan

Mekan Uyku Urunleri Tekstil Sanayi VE Ticaret Anonim Sirketi
Headquarters/Main Location: 28 Haziran Mahallesi - 41060 Kartepe/Kocaeli, Izmit
T: +90 262 3752373
Email: info@mekan.com.tr ; izmit@mekan.com.tr
Web: https://www.mekan.com.tr ; https://www.yatcop.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Employees range: 51-100
Manufacturing plants: 1; Türkiye

Mitsan Sunger

Mitsan Sunger
Headquarters/Main Location: Organize Sanayi Bölge 10.Cadde No:7 - 38070 Kayseri
T: +90 352 321 20 69
Email: mitsan@mitsan.com.tr
Web: https://www.mitsan.com.tr
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 15-50 US$ million
Manufacturing plants: 4; Türkiye

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
T: +90 352 3220681
Email: mondi@mondi.com.tr
Web: https://www.mondi.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Children's rooms, Occasional, Home furniture, Mattresses
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; Türkiye
Online sales: Yes

Sunsa

Sünsa Yatak ve Baza
Headquarters/Main Location: Plevne Cad. No: 137 Siteler - 38080 Ankara
T: +90 312 3493919
Email: info@sunsayatak.com
Web: http://www.sunsayatak.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Türkiye
Online sales: Yes

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Vettore Mobilya

Aksan Mobilya Pazarlama Ve Sanayi Ticaret A S
Headquarters/Main Location: Kavakli Mahallesi Selanik Cad. No: 25 - 34596 Silivri , İstanbul
T: +90 212 723 79 55
Email: musterihizmetleri@vettore.com.tr ; info@vettore.com.tr
Web: https://www.vettore.com.tr
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Mattresses, Furnishing accessories
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 1; Türkiye
Online sales: Yes

Visko

Ural Medikal San. Tic. Ltd. Şti.
Headquarters/Main Location: Yavuz Selim Mahallesi Cumhuriyet Caddesi No.72 - 34830 Çavuşbaşı, Kavacık
T: +90 216 4798112 ; 4798113
Email: info@viskolove.com
Web: https://viskolove.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Textiles
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Turkey
Online sales: Yes

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
T: +90 444 93 90
Email: export@weltew.com
Web: https://www.weltew.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 1; Türkiye
Online sales: Yes

Yatas Yatak

Yatas Yatak ve Yorgan San. Tic. AS
Group: Yatas
Headquarters/Main Location: 41A, Kartal Caddesi, Cumhuriyet Mahallesi - 34876 Kartal , Istanbul
T: +90 216 4440987
Email: yatas@yatas.com.tr
Web: https://www.yatasbedding.com.tr ; https://www.divanev.com.tr ; https://www.puffy.com.tr ; https://www.enzahome.com.tr ; https://www.yatasprojects.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Contract, Textiles
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 3; Türkiye; 1 factory specialized in mattress, home textile and sponge productio; 1 sofa factory; 1 Modular sofa factory
Online sales: Yes

Yatsan

Inci Mobilya Malzemeleri Ticaret VE Sanayi A.Ş
Group: Yatsan
Headquarters/Main Location: Gurbetpınarı mevkii Bekir Saydam Caddesi No: 80 - 35380 Pancar - Torbali, IZMIR
T: +90 212 5098852 ; 5098853 ; (232) 8642400
Email: yatsan@yatsan.com
Web: https://www.yatsan.com
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Pillows, Contract, Textiles
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 50-100 US$ million
Manufacturing plants: 1; Türkiye
Online sales: Yes

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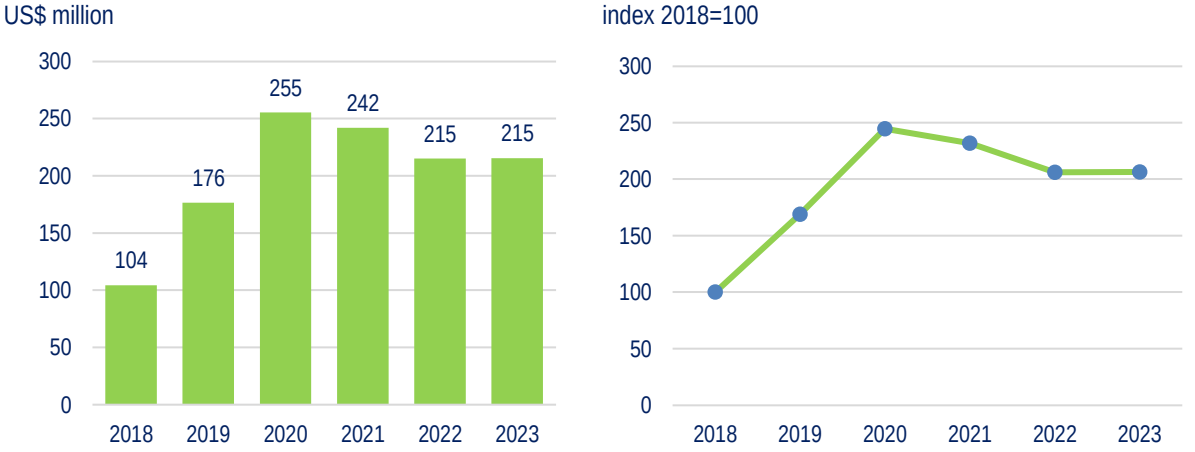
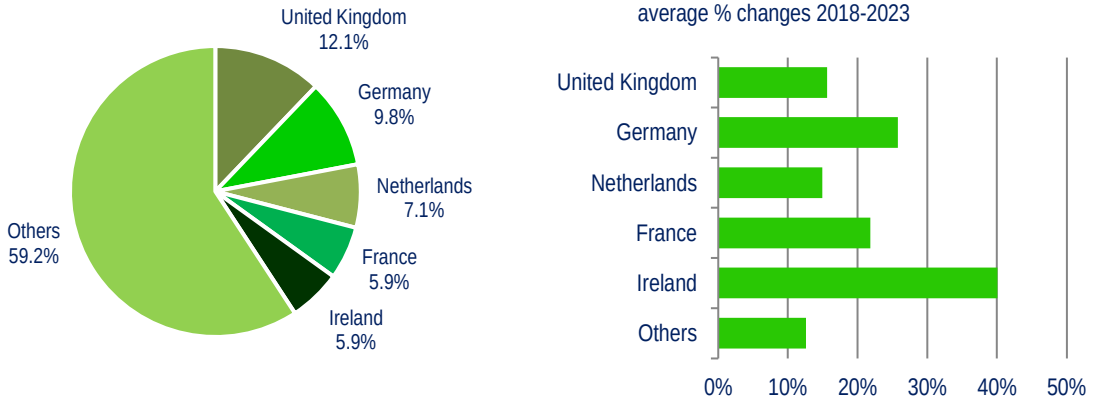
3.9.5 Türkiye. Mattresses exports

Figure 3.66 - Türkiye.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.67 - Türkiye.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.77 - Türkiye.
Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
United Kingdom	12.6	15.5	20.2	24.6	21.4	26.2	12.1	12.1	22.0	15.7
Germany	6.7	10.7	15.7	18.6	18.3	21.2	6.4	9.8	15.7	25.8
Netherlands	7.6	9.6	13.6	16.5	14.8	15.2	7.3	7.1	2.4	15.0
France	4.7	4.8	4.8	7.7	9.8	12.7	4.5	5.9	30.1	21.9
Ireland	2.3	8.8	9.6	12.1	11.5	12.6	2.2	5.9	10.2	40.1
United States	3.5	46.3	107.9	58.7	14.7	10.6	3.3	4.9	-27.8	25.1
Greece	6.1	5.9	7.5	8.7	6.7	8.7	5.9	4.1	31.1	7.4
Iraq	8.8	10.0	7.4	9.2	8.9	8.1	8.5	3.7	-9.6	-1.8
Romania	1.5	2.4	3.4	4.3	11.5	8.1	1.4	3.7	-30.2	39.7
Belgium	3.0	3.5	4.3	7.9	7.2	7.6	2.9	3.5	5.6	20.5
top 10	56.9	117.5	194.3	168.3	124.9	131.0	54.6	60.8	4.9	18.1
others	47.4	58.8	60.9	73.5	90.1	84.4	45.4	39.2	-6.3	12.2
Americas	3.6	47.2	109.1	60.9	17.6	12.4	3.5	5.7	-29.7	27.9
- North America	3.5	46.4	108.1	59.7	15.7	11.1	3.4	5.2	-29.0	25.9
- Central-South America	0.1	0.8	1.0	1.2	1.9	1.2	0.1	0.6	-35.8	66.6
Asia and Pacific	5.6	7.1	6.4	7.8	9.8	9.5	5.4	4.4	-2.8	11.2
Europe	68.8	94.3	113.4	146.4	160.6	167.4	65.9	77.7	4.2	19.5
- European Union (27)	53.1	74.2	87.5	112.2	123.5	124.7	50.9	57.9	1.0	18.6
- UK, CH, NO, IS	13.7	16.6	21.9	26.5	23.2	27.9	13.1	13.0	20.6	15.3
- Other Europe	2.0	3.6	4.0	7.6	13.9	14.8	1.9	6.9	6.0	49.6
Middle East	19.5	22.4	21.0	19.6	20.0	19.3	18.7	9.0	-3.5	-0.2
Africa	5.1	5.4	5.4	7.1	7.0	6.8	4.8	3.2	-2.3	6.1
Other Countries	1.8	0.0	0.0	0.0	0.0	0.0	1.7	0.0	n.s.	n.s.
World Total	104.3	176.3	255.3	241.8	215.0	215.4	100.0	100.0	0.2	15.6

Source: CSIL processing of official data

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

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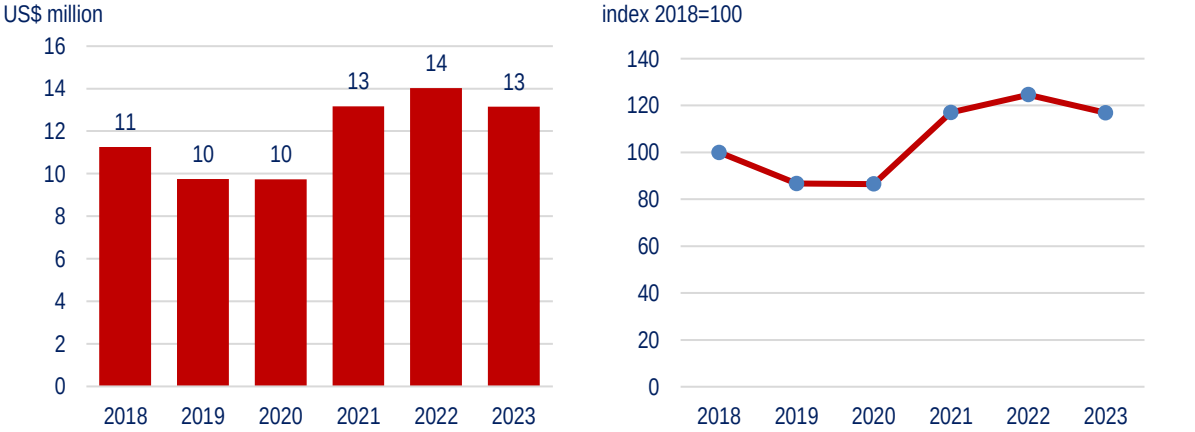
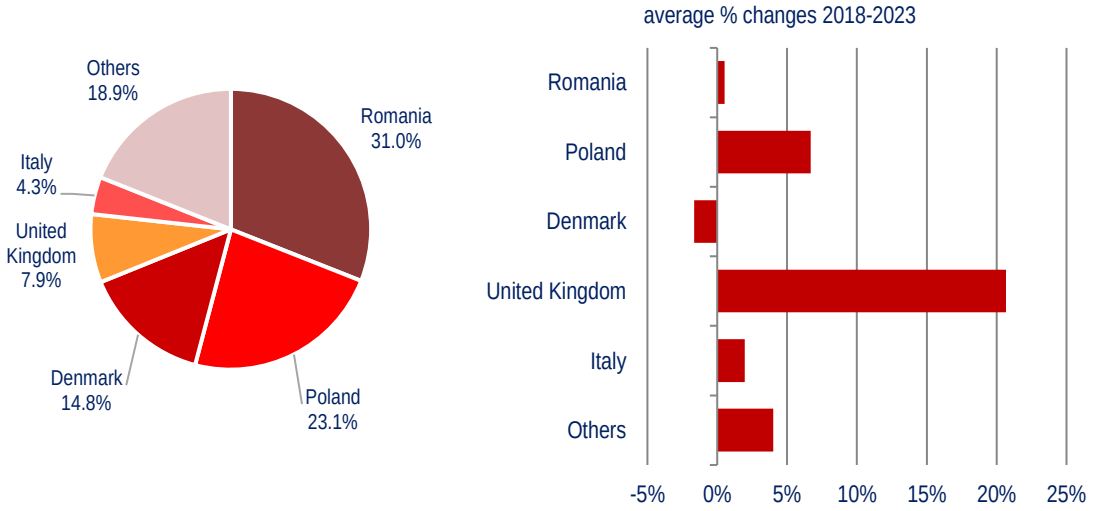
3.9.6 Türkiye. Mattresses imports

Figure 3.68 - Türkiye.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.69 - Türkiye.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.78 - Türkiye.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Romania	4.0	4.2	4.4	5.3	2.9	4.1	35.3	31.0	38.3	0.5
Poland	2.2	1.5	1.2	1.6	3.9	3.0	19.5	23.1	-21.2	6.7
Denmark	2.1	0.6	1.1	2.5	2.6	1.9	18.7	14.8	-25.8	-1.7
United Kingdom	0.4	0.7	0.9	0.7	1.2	1.0	3.6	7.9	-15.7	20.7
Italy	0.5	0.3	0.3	0.4	0.3	0.6	4.6	4.3	72.9	2.0
United States	0.0	0.7	0.3	0.3	0.5	0.5	0.4	4.1	3.2	67.5
Belgium	0.0	0.1	0.0	0.0	0.1	0.4	0.0	3.1	n.s.	n.c.
Sweden	0.1	0.1	0.1	0.2	0.1	0.2	0.5	1.7	54.0	30.8
Croatia	0.2	0.4	0.6	0.9	0.4	0.2	1.7	1.7	-46.5	3.0
Netherlands	0.0	0.0	0.0	0.0	0.0	0.2	0.3	1.3	n.s.	36.3
top 10	9.5	8.5	9.1	12.0	12.2	12.2	84.7	92.8	0.0	5.1
others	1.7	1.3	0.7	1.2	1.8	0.9	15.3	7.2	-47.8	-11.3
Americas	0.2	0.7	0.3	0.3	0.6	0.5	1.4	4.1	-4.8	28.4
- North America	0.2	0.7	0.3	0.3	0.5	0.5	1.3	4.1	-2.3	28.8
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Asia and Pacific	0.0	0.2	0.1	0.1	0.1	0.2	0.4	1.6	n.s.	33.7
Europe	10.1	8.8	9.3	12.7	13.4	12.4	89.4	94.2	-7.5	4.3
- European Union (27)	9.6	8.2	8.3	12.0	12.2	11.3	85.6	86.0	-7.0	3.3
- UK, CH, NO, IS	0.4	0.7	1.0	0.7	1.2	1.1	3.6	8.1	-13.9	21.0
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2	n.s.	10.0
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	n.s.	89.5
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	28.5
Other Countries	1.0	0.0	0.0	0.0	0.0	0.0	8.8	0.0	n.c.	n.s.
World Total	11.2	9.8	9.7	13.2	14.0	13.2	100.0	100.0	-6.2	3.2

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

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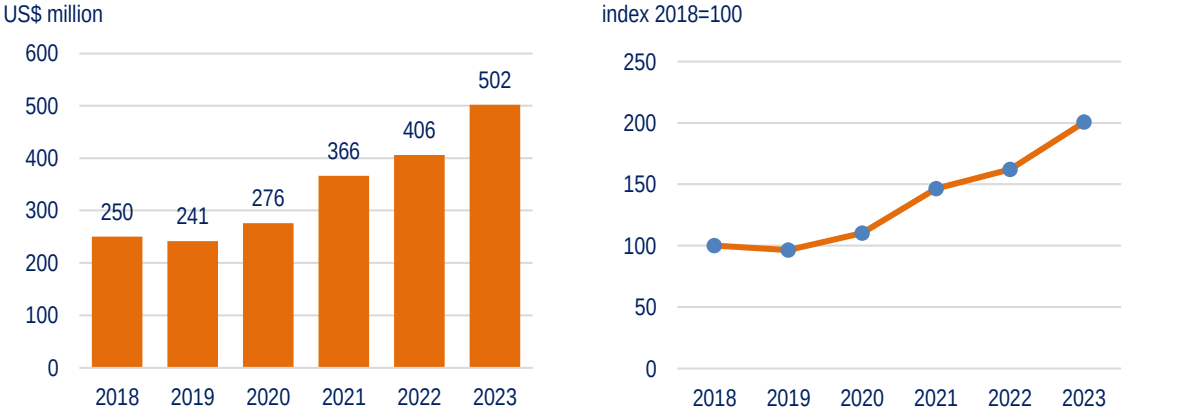
3.9.7 Türkiye. Mattresses consumption

Figure 3.70 - Türkiye.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.79 - Türkiye.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Türkiye	4%	4%	4%	4%	3%	3%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.80 - Türkiye.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Türkiye	1%	1%
World	0%	2%

Source: CSIL

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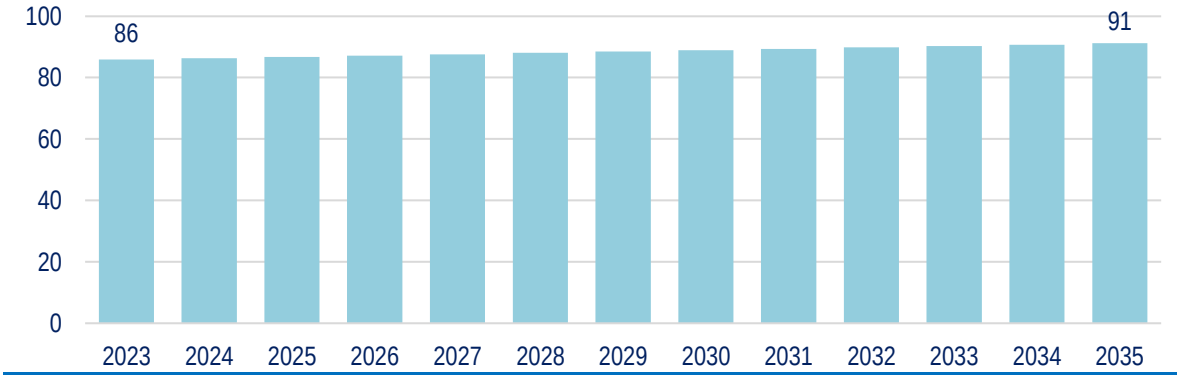
3.9.8 Türkiye. Population forecasts

Figure 3.71 - Türkiye.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.81 - Türkiye.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Istanbul	15,190	16,237	17,124
Ankara	5,118	5,550	5,869
Izmir	2,993	3,152	3,316
Bursa	1,986	2,143	2,263
Adana	1,771	1,877	1,976
Gaziantep	1,704	1,859	1,967
Konya	1,328	1,450	1,535
Antalya	1,254	1,395	1,481
Diyarbakir	1,039	1,128	1,193
Mersin	1,016	1,099	1,162
Kayseri	974	1,037	1,093
Eskisehir	784	861	912
Gebze	745	847	903
Denizli	645	712	755
Samsun	643	719	764
Sanliurfa	591	622	655
Kahramanmaras	547	602	638
Sakarya	539	598	635
Van	511	578	616

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.10 The mattress industry in Canada

3.10.1 Canada. Key figures and competitive landscape in the mattress industry

Key Figures

- Canada ranks as the tenth-largest mattress producer worldwide, with a production value close to US$ 593 million. After experiencing a 22% increase from 2020 to 2021, Canadian mattress production has shown a downward trend. Specifically, there was a -7% decrease (in current US$) from 2021 to 2022 and a -14% decrease from 2022 to 2023.
- In 2023, Canada ranked sixth globally in mattress consumption with a value of US$ 803 million. Over the past three years, trends in mattress consumption in Canada have mirrored those of production.
- 30% of consumption is dependent on imports, with the United States and Mexico being the key importing countries.
- High interest rates and weak GDP growth pose challenges, while positive factors include an anticipated cooling of inflation in 2024 and 2025. Additionally, there is an expectation for cuts to interest rates in 2024, which could bolster the market.

Competitive System Landscape

The top five players in the mattress sector are Sealy Canada, Kingsdown Canada, Springwall Sleep Products, Sleepking/Crown Design, and Matelas Dauphin. These companies are mattress specialized and are mostly subsidiaries of leading US mattress companies. Kingsdown Canada specializes in luxury mattresses. Springwall Sleep Products focuses on eco-friendly mattresses. Sleepking/Crown Design is known for custom-designed and premium mattresses, while Matelas Dauphin offers a range of ergonomic and comfort-focused mattresses.

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Table 3.82 - Canada
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	698	638	637	657	622	587	604	735	687	593
Exports	US$ million	32	34	36	34	32	29	29	56	47	33
Imports	US$ million	129	139	148	180	201	206	206	236	241	242
Consumption*	US$ million	795	743	748	803	791	764	781	915	881	803
Production	% ch. -US$		-9%	0%	3%	-5%	-6%	3%	22%	-7%	-14%
Exports	% ch. -US$		7%	6%	-6%	-5%	-9%	-1%	93%	-16%	-31%
Imports	% ch. -US$		8%	6%	22%	11%	3%	0%	15%	2%	0%
Consumption*	% ch. -US$		-7%	1%	7%	-2%	-3%	2%	17%	-4%	-9%
export/production	%	5%	5%	6%	5%	5%	5%	5%	8%	7%	6%
import/consumption	%	16%	19%	20%	22%	25%	27%	26%	26%	27%	30%
Production	CAD million	771	816	844	853	806	779	810	921	894	800
Exports	CAD million	35	44	48	44	42	39	39	70	61	44
Imports	CAD million	143	178	195	234	260	274	276	296	314	327
Consumption*	CAD million	878	950	991	1,043	1,024	1,014	1,048	1,147	1,146	1,083
Production	% ch. - CAD		6%	3%	1%	-6%	-3%	4%	14%	-3%	-10%
Exports	% ch. - CAD		25%	10%	-8%	-5%	-7%	0%	81%	-12%	-28%
Imports	% ch. - CAD		25%	10%	20%	11%	5%	1%	7%	6%	4%
Consumption*	% ch. - CAD		8%	4%	5%	-2%	-1%	3%	9%	0%	-6%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Statistics Canada

Table 3.83 - Canada
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
CAD per US$	1.10	1.28	1.32	1.30	1.30	1.33	1.34	1.25	1.30	1.35
CAD per EUR	1.47	1.42	1.47	1.47	1.53	1.49	1.53	1.48	1.37	1.46

Source: US Federal Reserve

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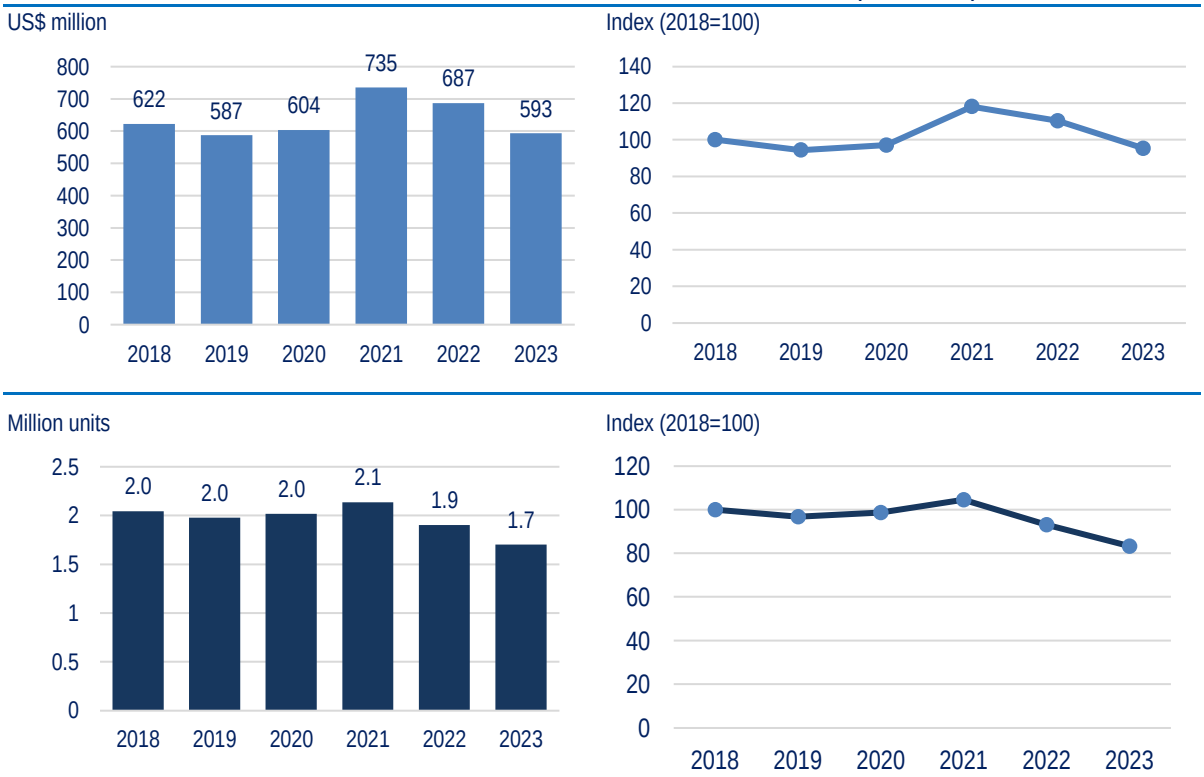
3.10.2 Canada. Mattresses production

Figure 3.72 - Canada

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.84 - Canada

Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Canada	5%	5%	5%	8%	7%	6%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

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3.10.3 Canada. Major Mattresses manufacturers

Table 3.85 Canada. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Sealy Canada	133	60	221
Kingsdown Canada	24	80	30
Springwall Sleep Products	15	80	19
Sleepking/Crown Design	11	75	14
Matelas Dauphin	11	70	15
Park Avenue Furniture	10	75	13
Zedbed	8	70	11
Matelas René	8	100	8
Marshall Mattress*	8	100	8
Matelas Mirabel	6	50	13

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
* In 2020, the production of Marshall mattresses was transferred from Toronto, Canada to E.S. Kluft's Hazleton, Pennsylvania factory

3.10.4 Canada. Short Profiles of major mattresses manufacturers

Kingsdown Canada

Kingsdown Canada - Zedbed
Group: Kingsdown
Headquarters/Main Location: Woodbridge, Ontario
Web: https://kingsdown.com; https://zedbed.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; Canada
Online sales: No

Marshall Mattress

Marshall Mattress Company Ltd.
Group: Grupo Flex
Headquarters/Main Location: 83 Bakersfield Street - North York, Ontario, M3J 1Z4
T: +1 416 6335543
Email: info@marshallmattress.com
Web: http://www.marshallmattress.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; USA, Pennsylvania.
Online sales: No

Matelas Dauphin

Matelas Dauphin
Headquarters/Main Location: 8124 Rue du Blizzard - Charny, Québec, G6X 1C9
T: +1 418 8323636
Email: matelas.dauphin@matelas.dauphin.com
Web: http://www.matelasdauphin.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Canada
Online sales: Yes

Matelas Lion D'Or

Matelas Lion D'or
Headquarters/Main Location: 3229 boul. Saint Jean-Baptiste - Chicoutimi, Québec, G7H 7V5
T: +1 418 5495466
Email: adm@matelasliondor.com
Web: http://www.matelasliondor.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Canada
Online sales: No

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Matelas Mirabel

Matelas Mirabel
Headquarters/Main Location: 990 Rue Salaberry Chomedey - Laval, Québec, H7S 2J1
T: +1 450 6688670
Email: sales@mmirabel.com
Web: http://www.matelasmirabel.ca
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Canada
Online sales: No

Matelas Princesse

Matelas Princesse
Headquarters/Main Location: 11700, Avenue Philippe-Panneton - Montréal, QC, H1E 4G4
T: +1 514 6431585
Email: info@princessemattress.com
Web: https://matelasprincesse.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Canada

Matelas René

Matelas René
Headquarters/Main Location: 2870 ranges de Quarante - Nicolet, Québec, J3T 1M8
T: +1 819 2936171
Email: info@matelasrene.com
Web: http://www.matelasrene.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Canada
Online sales: No

Park Avenue Furniture

Posture Beauty Sleep Products
Headquarters/Main Location: 5811 46 St Se - Calgary, T2C 4Y5
T: +1 403 279 1020
Email: sales@pafgroup.com
Web: https://pafgroup.com
Activity: Manufacturer, Retailer
Product Portfolio: Dining and Living rooms, Bedrooms, Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 251-500
Manufacturing plants: 2; Canada
Online sales: Yes

Restwell Sleep Products

Restwell Sleep Products
Group: Spring
Headquarters/Main Location: 14922 54A Avenue - Surrey, BC, V3S 5X7
T: +1 604.576.2339
Web: https://www.restwell.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Canada
Online sales: No

Sealy Canada

Sealy Canada Ltd.
Group: Tempur Sealy
Headquarters/Main Location: 685 Warden Avenue - Scarborough, Ontario, M1L 3Z5
T: +1 416 6997170
Web: https://tempurpedic.ca; https://sealy.ca
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 100-250 US$ million
Manufacturing plants: 1; Canada
Online sales: No

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Serta Canada

Serta Mattress Company
Group: SSB / Simmons
Headquarters/Main Location: 40 Granite Ridge Road, Unit 2 - Concord, ON, L4K 5M8
T: +1 905 7611343
Web: https://serta.ca
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 71% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 5; Canada
Online sales: No

Sleepking/Crown Design

Sleepking/Crown Design
Headquarters/Main Location: 23 Raitherm Rd - North York, ON, M6B 1S7
T: +1 416 7814683
Email: info@sleepking.ca
Web: https://sleepking-crown-design.business.site ; http://www.sleepking.ca
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Canada
Online sales: No

Springwall Sleep Products

Springwall Sleep Products
Headquarters/Main Location: PO Box 745 - Moncton, NB E1C 8M9
T: +1 506 532-4481
Email: info@springwall.com
Web: http://www.springwall.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Ironmongery and Hardware Items
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; Canada
Online sales: Yes

SSH Bedding Canada

SSH Bedding Canada Co.
Group: SSB / Simmons
Headquarters/Main Location: 2550 Meadowvale Blvd, Unit #1 - Mississauga, Ontario, L5N 8C2
T: +1 604 5242141
Email: Info@simmonscanada.com
Web: https://serta.ca; https://www.beautyrest.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 251-500
Manufacturing plants: 6; Canada
Online sales: Yes

Zedbed

Corporation Zedbed International
Group: Kingsdown
Headquarters/Main Location: 5352 rue Burrill - Shawinigan, Québec, G9N 6T6
T: +1 819 5391112
Email: info@zedbed.com
Web: https://zedbed.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Foam
Types of mattresses by materials: Polyurethane Foam, Latex
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 3; Canada
Online sales: No

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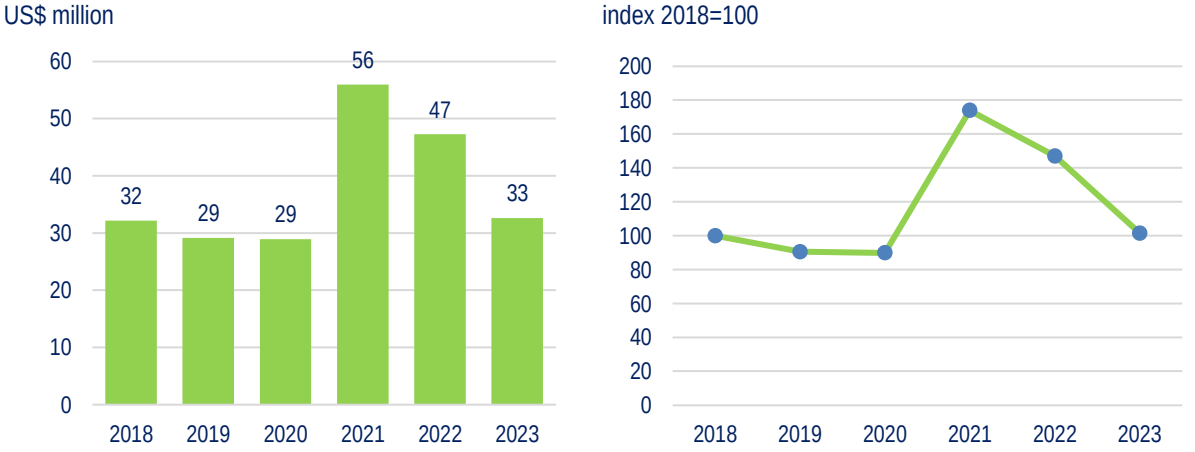
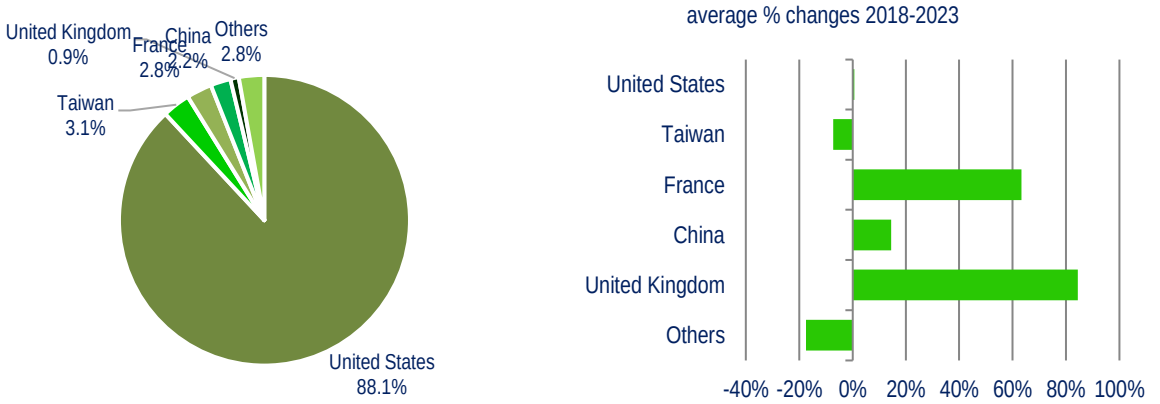
3.10.5 Canada. Mattresses exports

Figure 3.73 - Canada.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.74 - Canada.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.86 - Canada.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
United States	27.8	25.1	25.4	51.7	42.3	28.7	86.4	88.1	-32.0	0.7
Taiwan	1.5	1.4	0.9	1.2	1.4	1.0	4.6	3.1	-27.9	-7.2
France	0.1	0.9	1.3	1.6	1.2	0.9	0.2	2.8	-22.2	63.3
China	0.4	0.5	0.2	0.6	0.6	0.7	1.2	2.2	16.0	14.6
United Kingdom	0.0	0.0	0.0	0.1	0.1	0.3	0.0	0.9	n.s.	84.4
Hong Kong	0.0	0.0	0.6	0.3	0.4	0.2	0.0	0.6	-49.5	92.6
St. Christopher and Nevis	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.5	n.c.	n.c.
Saint Kitts and Nevis	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.5	n.c.	n.c.
St. Lucia	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.4	n.c.	n.c.
Jamaica	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.3	n.s.	43.0
top 10	29.8	28.0	28.4	55.5	46.0	32.5	92.6	99.5	-29.5	1.7
others	2.4	1.1	0.5	0.4	1.2	0.2	7.4	0.5	n.s.	-40.7
Americas	28.5	25.3	25.6	51.8	42.9	29.4	88.7	90.2	-31.4	0.6
- North America	28.0	25.1	25.6	51.8	42.8	28.8	87.0	88.3	-32.7	0.6
- Central-South America	0.5	0.2	0.0	0.1	0.1	0.6	1.7	1.9	n.s.	3.2
Asia and Pacific	2.0	2.0	1.8	2.2	2.5	2.0	6.3	6.2	-20.4	0.0
Europe	1.5	1.7	1.3	1.8	1.7	1.2	4.6	3.8	-26.0	-3.5
- European Union (27)	1.5	1.6	1.3	1.6	1.6	0.9	4.5	2.9	-41.0	-8.5
- UK, CH, NO, IS	0.0	0.1	0.0	0.1	0.1	0.3	0.1	0.9	n.s.	67.5
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	-41.8
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.s.	-45.6
Africa	0.1	0.1	0.1	0.2	0.1	0.1	0.4	0.4	-0.6	3.1
Other Countries	0.0	0.0	0.0	0.0	0.0	-0.2	0.0	-0.6	n.s.	n.c.
World Total	32.1	29.1	28.9	55.9	47.2	32.6	100.0	100.0	-30.9	0.3

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

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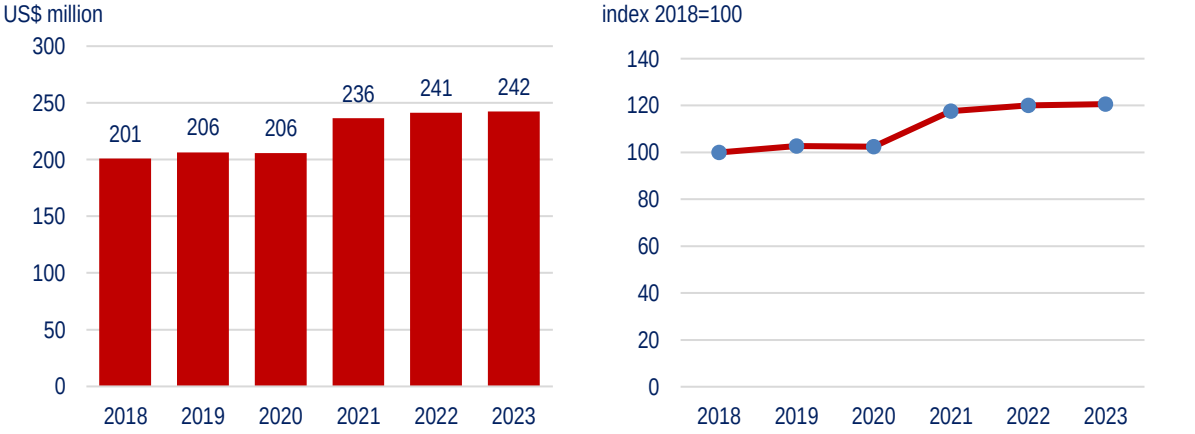
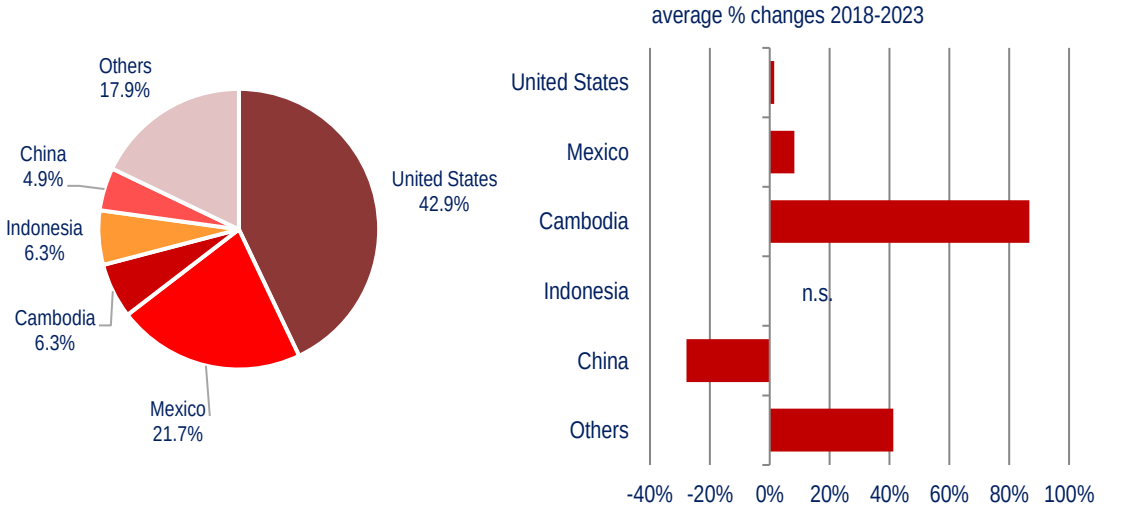
3.10.6 Canada. Mattresses imports

Figure 3.75 - Canada.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.76 - Canada.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.87 - Canada.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
United States	96.3	83.0	97.6	126.5	117.7	104.0	47.9	42.9	-11.6	1.5
Mexico	35.3	28.6	20.5	23.7	42.1	52.5	17.6	21.7	24.9	8.3
Cambodia	0.7	1.3	2.7	1.7	3.3	15.4	0.3	6.3	n.s.	86.8
Indonesia	0.0	0.1	0.2	0.6	3.0	15.2	0.0	6.3	n.s.	n.s.
China	61.0	81.7	69.7	69.1	51.0	12.0	30.3	4.9	n.s.	-27.8
Vietnam	0.2	3.7	4.5	1.1	1.6	9.2	0.1	3.8	n.s.	n.s.
Spain	0.1	0.5	0.2	0.0	5.2	7.6	0.1	3.1	45.9	n.s.
Malaysia	0.1	0.4	2.0	1.2	1.7	4.8	0.1	2.0	n.s.	n.s.
Taiwan	1.9	1.7	1.6	3.2	3.4	3.7	1.0	1.5	9.1	13.9
Myanmar	0.0	0.0	0.0	0.0	0.6	2.9	0.0	1.2	n.s.	n.c.
top 10	195.7	200.8	198.9	227.2	229.5	227.3	97.4	93.8	-1.0	3.0
others	5.3	5.4	6.9	9.1	11.8	15.1	2.6	6.2	28.5	23.3
Americas	131.6	111.5	118.2	150.4	159.9	156.9	65.5	64.7	-1.8	3.6
- North America	131.6	111.5	118.1	150.3	159.9	156.9	65.5	64.7	-1.8	3.6
- Central-South America	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.0	-29.2	78.2
Asia and Pacific	64.1	89.7	82.7	78.7	67.1	68.1	31.9	28.1	1.6	1.2
Europe	5.1	4.9	4.8	7.1	14.2	17.2	2.5	7.1	20.9	27.7
- European Union (27)	4.4	4.0	3.2	4.2	10.5	13.1	2.2	5.4	25.0	24.4
- UK, CH, NO, IS	0.7	0.6	0.5	0.9	0.4	1.0	0.3	0.4	n.s.	7.5
- Other Europe	0.0	0.4	1.0	2.0	3.4	3.2	0.0	1.3	-4.9	n.s.
Middle East	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0	9.1	28.7
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-12.6	31.7
Other Countries	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	201.0	206.3	205.8	236.3	241.3	242.4	100.0	100.0	0.5	3.8

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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

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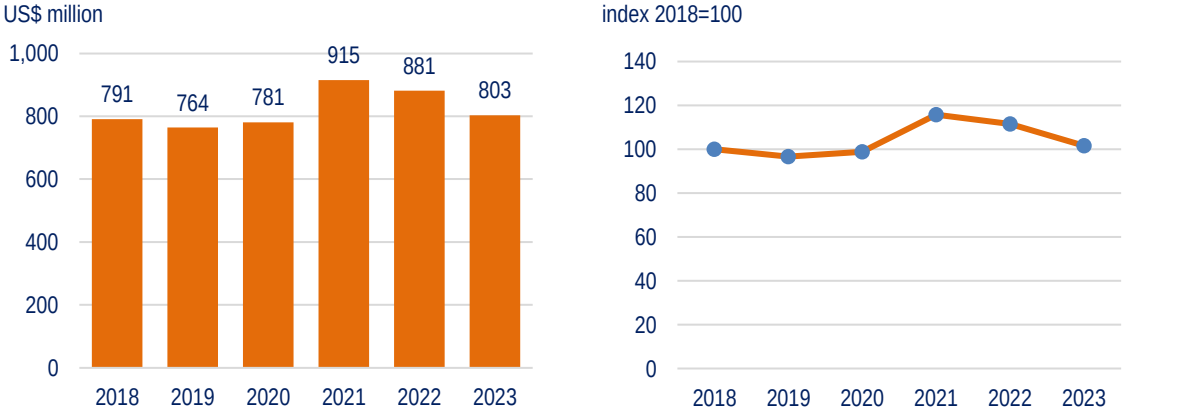
3.10.7 Canada. Mattresses consumption

Figure 3.77 - Canada.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.88 - Canada.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Canada	25%	27%	26%	26%	27%	30%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.89 - Canada.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Canada	-2%	2%
World	0%	2%

Source: CSIL

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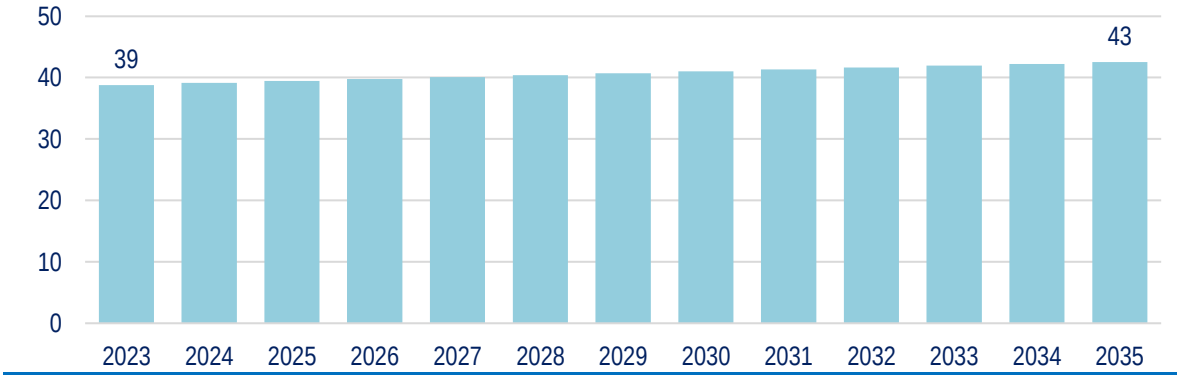
3.10.8 Canada. Population forecasts

Figure 3.78 - Canada.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.90 - Canada.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Toronto	6,197	6,491	6,793
Montréal	4,221	4,377	4,573
Vancouver	2,581	2,708	2,834
Calgary	1,547	1,688	1,779
Edmonton	1,461	1,589	1,673
Ottawa-Gatineau	1,393	1,466	1,535
Québec	826	858	897
Winnipeg	817	857	898
Hamilton	767	793	828
Kitchener-Cambrigde-Waterloo	562	600	629
London	508	527	550
St. Catharines-Niagara	416	430	449
Halifax	413	426	445
Oshawa	398	418	438
Victoria	386	405	424
Windsor	336	347	362
Saskatoon	325	352	370

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.11 The mattress industry in Spain

3.11.1 Spain. Key figures and competitive landscape in the mattress industry

Key Figures

- Spain is the 11th largest global producer of mattresses, with a production value of US$ 556 million. After an exceptional 29% increase from 2020 to 2021 in the wake of the pandemic, mattress production saw an -8% decrease in 2022 (in current US$) and remained stable in 2023.
- About 32% of the production is exported, mainly to France.
- In 2023, domestic mattress consumption reached US$ 501 million. Following a substantial 19% increase from 2020 to 2021, there was a -6% decrease from 2021 to 2022, and a further -2% decrease from 2022 to 2023.
- Imports, predominantly from Portugal, Romania, and Poland, make up about 24% of the total consumption.

Competitive System Landscape

The Spanish mattress industry is mostly made up of small and medium-sized manufacturers. The top five companies in the sector—Pikolin, Grupo Flex, Maxcolchon, Healthcare Spain, and Hilding Anders Spain—have a combined average mattress turnover of US$57 million. Pikolin, Grupo Flex, and Maxcolchon are prominent mattress brands based in Spain. Maxcolchon, a newer player compared to the others, has quickly made its mark with a direct-to-consumer model. The company has expanded its retail presence and bolstered online sales.

M&A Deals and Recent News

- In 2022, Grupo Flex acquired the German luxury mattress and bed manufacturer Schramm.
- In 2021, Grupo Flex acquired a Spanish online bedding start up Marmota.
- In 2021, Grupo Flex acquired a majority stake in Chilean company ByL, an e-commerce specialist.
- In 2019, Grupo Flex acquired Canadian company Marshall Mattress, which in 2020 was merged with subsidiary ES Kluft.

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Table 3.91 - Spain

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	390	341	386	420	500	489	473	609	558	556
Exports	US$ million	65	59	67	58	103	111	140	224	196	175
Imports	US$ million	109	90	95	101	107	110	123	160	147	120
Consumption*	US$ million	434	371	414	464	504	488	456	544	509	501
Production	% ch. -US$		-13%	13%	9%	19%	-2%	-3%	29%	-8%	0%
Exports	% ch. -US$		-8%	13%	-14%	78%	8%	26%	60%	-13%	-10%
Imports	% ch. -US$		-17%	5%	7%	6%	3%	12%	30%	-8%	-18%
Consumption*	% ch. -US$		-14%	11%	12%	9%	-3%	-7%	19%	-6%	-2%
export/production	%	17%	17%	17%	14%	21%	23%	30%	37%	35%	32%
import/consumption	%	25%	24%	23%	22%	21%	23%	27%	29%	29%	24%
Production	EUR million	294	307	349	372	423	437	415	514	530	514
Exports	EUR million	49	53	61	51	87	99	123	190	186	162
Imports	EUR million	82	81	86	90	91	98	108	135	139	111
Consumption*	EUR million	327	335	374	410	427	436	399	460	484	463
Production	% ch. - EUR		5%	14%	7%	14%	3%	-5%	24%	3%	-3%
Exports	% ch. - EUR		10%	14%	-15%	70%	14%	24%	54%	-2%	-13%
Imports	% ch. - EUR		-1%	6%	4%	1%	8%	9%	25%	3%	-21%
Consumption*	% ch. - EUR		2%	12%	10%	4%	2%	-8%	15%	5%	-4%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.92 - Spain

Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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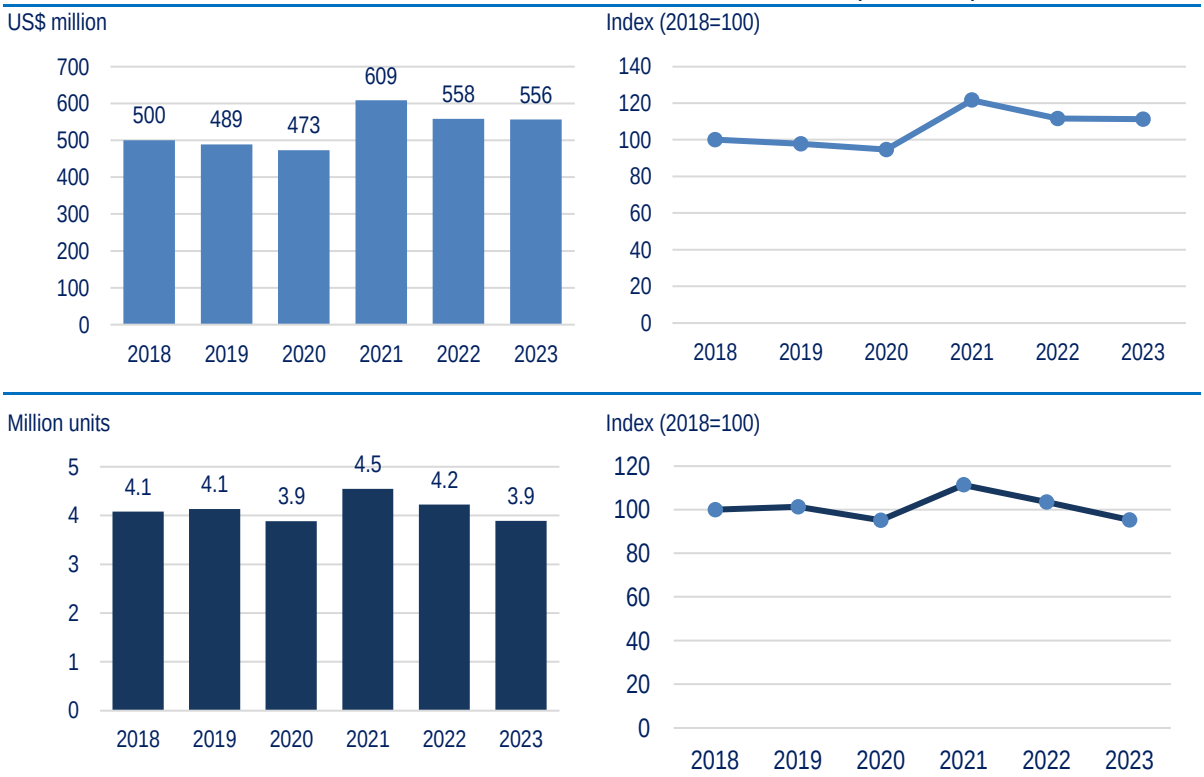
3.11.2 Spain. Mattresses production

Figure 3.79 - Spain

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.93 - Spain

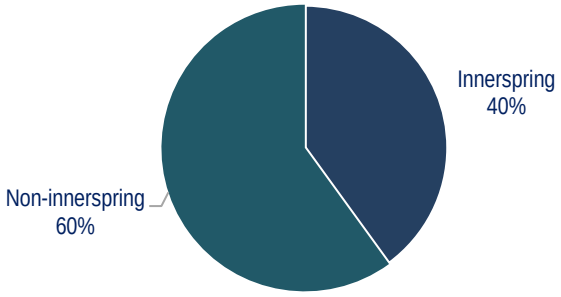
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Spain	21%	23%	30%	37%	35%	32%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.80 - Spain

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.11.3 Spain. Major Mattresses manufacturers

Table 3.94 Spain. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Pikolin	98	62	158
Grupo Flex	51	58	87
Maxcolchon	49	70	70
Healthcare Spain	47	80	59
Hilding Anders Spain	39	80	48
Comotex	31	80	38
Karibian Descanso	30	100	30
Industrias Relax	30	100	30
Gomarco	28	80	34
Dolce Confort	21	90	23
Poligon	19	100	19
Somicat	15	70	21
Sonpura	15	80	18
Rama	13	80	16
Ecus	12	60	19
Colchon Comodon	11	90	13
Aspol (Group)	10	90	12
Colchones De Noi	10	100	10
Grupo Dupen	9	70	13
Sixty Confort	9	50	18
Dupen	8	70	12
Don Almohadón - Mister Rest	8	100	8
La Premier	8	100	8
Somnika Beds	7	90	8
Mivis	6	100	6
Colchones Star	5	58	9
Elastic Confort	5	100	5
Naturalia by Poligon	5	100	5
Moraplex	5	100	5
Somg Grupo	4	20	22

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

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3.11.4 Spain. Short Profiles of major mattresses manufacturers

Aspol (Group)

Aspol
Headquarters/Main Location: Poligono San Ciprian De Vinas Cl 4 - 32911 San Cibrao Das Vinas
T: +34 98 8227149
Email: info@aspol.es
Web: https://www.aspol.es
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain
Online sales: No

Bedline Industrial

Bedline Industrial Iberica Sl
Headquarters/Main Location: Cr Ajalvir (Km 2.200. Cl Argelia) - 28806 Alcala De Henares, Madrid
T: +34 918 806 851
Email: mail@bedline.es ; **Web**: https://bedline.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Spain ;
Online sales: Yes

Colchon Comodon

Comodon Descanso S.L.
Headquarters/Main Location: Avda. Fuente Álamo, Km 1 - Apdo. Correos, 758 - 30510 Yecla, Murcia
T: +34 968752655
Email: info@colchoncomodon.es
Web: https://colchoncomodon.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain
Online sales: No

Colchones Denoi

NOI Mobiliario Europeo SL
Headquarters/Main Location: Carretera Nacional 340 (Km. 685) - 03300 Orihuela
T: +34 966740827
Email: info@colchonesdenoi.com
Web: https://colchonesdenoi.com
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain; **Online sales**: No

Colchones Star

Colchon Star S.A.
Headquarters/Main Location: C/ Santa Bárbara - 46114 Vinalesa, Valencia
T: +34 961 490317
Email: star@colchonstar.com;**Web**: https://www.colchonstar.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 58% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain
Online sales: No

Comotex

Comotex Sistemas del Descanso SL
Group: Healthcare Co., Ltd.-Mlily
Headquarters/Main Location: Calle Siroco, Pol Industrial Los Vientos, Parc 17-B - 46119 Naquera
T: +34 96 1862504
Email: info@comotex.es ; **Web**: https://www.comotex.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain; **Online sales**: No

Diez Marques

Diez Marquez SL
Headquarters/Main Location: Pol.Ind La Marquesa - C/Jornalers,101 - 46260 Alberic, Valencia
T: +34 96 244 60 97/96 244 29 44
Email: pedidos@domdecor.com
Web: https://domdecor.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: No

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Dimaflex

Dimaflex S.L.
Headquarters/Main Location: Calle Artesans, 80 Pg Ind de Valls - 43800 Valls
T: +34 977 608400 ; 614339
Email: dimaflex@dimaflex.com
Web: http://www.dimaflex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: No

Dolce Confort

Dolce Confort SL
Headquarters/Main Location: Calle Ctra. de Villena, Km 6 - 30510 Yecla, Murcia
T: +34 93 1 184 842
Email: info@dolceconfort.es ; recepcion@dolceconfort.es
Web: https://dolceconfort.es
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Spain
Online sales: No

Don Almohadón

Don Almohadón SL
Headquarters/Main Location: Polígono Industrial Sant José, Sector 1, nº 11 - Apdo., 28 - 46812 Aielo de Malferit
T: +34 96 2363013
Email: donalmohadon@donalmohadon.com
Web: https://www.donalmohadon.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: No

Dupen

Industrias Dupen, SA
Group: Dupen Group
Headquarters/Main Location: Ctra. De Albacete, Km. 220'5 - 46230 Alginet, Valencia
T: +34 96 1750366; 1754304
Email: dupen@dupen.com
Web: https://www.dupen.com
Activity: Manufacturer
Product Portfolio: Beds, Occasional, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: No

Ecus

Ecus Sleep SLU
Headquarters/Main Location: Ctra Valencia, s/n - Apdo. 198 - 30510 Yecla, Murcia
T: +34 968 751374
Email: hablas@ecus.es
Web: https://ecussleep.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: No

Elastic Confort

Colchones Delax S.L.
Headquarters/Main Location: Carrer Ciudad Dario, 45, - 46250 L'Alcúdia, Valencia
T: +34 96 2543261
Email: info@elasticconfort.com
Web: https://elasticconfort.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain

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Gomarco

Gomarco Descanso SL
Headquarters/Main Location: Ctra. Fuente Álamo, Km. 1 AC 403 - 30510 Yecla, Murcia
T: +34 968 790090
Email: info@gomarco.es
Web: https://gomarco.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: No

Grupo Dupen

Industrias Dupen, SA
Group: Dupen Group
Headquarters/Main Location: Ctra. De Albacete, Km. 220'5 - 46230 Alginet, Valencia
T: +34 96 1750366; 1754304
Email: dupen@dupen.com
Web: https://www.dupen.com
Activity: Manufacturer
Product Portfolio: Beds, Occasional, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 1250 with retailer
Manufacturing plants: 1; Spain
Online sales: No

Grupo Flex

Flex Equipos de Descanso SA
Group: Grupo Flex
Headquarters/Main Location: Area empresarial Andalucia, Sector 7-C/Rio Almanzora 2 - 28906 Getafe, Madrid
T: +34 91 6918689
Email: atc.flex@flex.es
Web: https://www.flex.es ; http://www.flexhoteles.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 10; Spain; USA (3), Portugal, Brazil, Chile, UK, Germany In December 2022, group subsidiary Kluft opened its 3rd factory in the United States.
Online sales: Yes

Grupo Pikolin

Grupo Pikolin, S.L.
Group: Grupo Pikolin
Headquarters/Main Location: Ronda Ferrocarril 24 - 50197 Zaragoza
T: +34 976 300030
Email: corporativo@grupopikolin.com ; corporate@grupopikolin.com
Web: https://www.grupopikolin.com ; https://www.pikolin.com
Activity: Manufacturer, Trader
Product Portfolio: Beds, Mattresses, Pillows, Contract, Hospitality furniture, Healthcare furniture, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 62% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 10; Spain; Brazil (1), China (1), France (4), Vietnam (1)
Online sales: Yes

Healthcare Spain

Healthcare Foam SL
Group: Healthcare Co., Ltd.-Mlily
Headquarters/Main Location: Poligono Industrial La Foia, C. Proyecto, 1
- 46510 Quartell, Valencia
T: +34 962 63 80 64
Web: https://healthcarespain.es
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1
Online sales: No

Hilding Anders Spain

Hilding Anders Spain SL
Group: Hilding Anders
Headquarters/Main Location: Parque Industrial Ciutat de Carlet, C/ Carrasqueral 12 - 46240 Carlet, Valencia
T: +34 96 2994200
Email: spain@hildinganders.com
Web: https://hildinganders.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Spain
Online sales: No

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Industrias Relax

Industrias Relax SL
Group: Relax
Headquarters/Main Location: Pol. Ind. Centrovia. Ctra. Nacional II, Km 303- La Habana 1 - 50196 La Muela , Zaragoza
T: +34 976 145409
Email: info@relax.es ; marketing@relax.es
Web: https://relax.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: Yes

Karibian Descanso

Comercial Godema Srl
Headquarters/Main Location: Ctra. Pinoso - Km. 2 S/N, Apdo. de Correos 611 - 30510 Yecla, Murcia
T: +34 968753798
Email: info@karibiandescanso.com
Web: https://karibiandescanso.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Spain

La Premier

Buscando Suenos SL
Headquarters/Main Location: Polígono Industrial L'Alter - C/ Dels Fusters, nave 8, 9, 10 y 11; Apdo. 55 - 46290 Alcácer, Valencia
T: +34 961235151
Email: info@la-premier.es
Web: https://la-premier.es
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Spain
Online sales: No

Magister

Magister Confort, S.A.
Headquarters/Main Location: Esteban Terradas, 3 5 Pol. Ind. Nuestra Sra. de Butarque - 28914 Leganés, Madrid
T: +34 916 866800
Email: magister@magisterconfort.es
Web: http://www.magisterconfort.es
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Spain
Online sales: No

Maxcolchon

Maxcolchon Sl
Group: Healthcare Co., Ltd.-Mlily
Headquarters/Main Location: Calle Siroco PG Industrial Los Vientos, 17 - 46119 Naquera, Valencia
T: +34 961 399 020
Email: info@maxcolchon.com
Web: https://www.maxcolchon.com
Activity: Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Semi-finished parts
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 0 Max Colchon is the retail arm of the Matress Dreams Group (subsidiary of Healthcare Mlily) in Spain. The mattresses are produced by the other subsidiary of the group, Comotex, at a manufacturing plant in Valencia.
Online sales: Yes

Mivis

Colchones Mivis
Headquarters/Main Location: Calle Almusafes, 4 - 46680 Algemesí , Valencia
T: +34 96 248 17 83
Email: mivis@colchonesmivis.com
Web: https://colchonesmivis.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Semi-finished parts
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: No

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Moraplex

Raymoplex SL
Headquarters/Main Location: Avenida de La Fuente, S/N Pol. Ind. - 29532 Mollina, Málaga
T: +34 952740160
Email: info@moraplex.com
Web: http://www.moraplex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: No

Naturalia by Poligon

Poligon S.A.
Group: Poligon
Headquarters/Main Location: Calle Gran Via 67 - Madrid
T: +34 985744615
Email: poligon@poligon.es
Web: https://poligon.es
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: No

Poligon

Poligon S.A.
Group: Poligon
Headquarters/Main Location: Calle Gran Via 67 - Madrid
T: +34 985744615
Email: poligon@poligon.es
Web: https://poligon.es
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: No

Rama

Colchones Rama SL
Headquarters/Main Location: Ctra. Villena Km 1.5 - 30510 Yecla, Murcia
T: +34 968 791545
Email: gestion@colchonesrama.com
Web: http://www.colchonesrama.com ; http://www.ramadescanso.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 4; Spain
Online sales: Yes

Sixty Confort

Sixty Confort
Headquarters/Main Location: Montealegre del Castillo CM-3209 - 02650 Albacete
Email: gestion@sixtyconfort.com
Web: https://www.sixtyconfort.com
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain

Smattex

Smattex (Dunlopillo)
Group: Grupo Pikolin
Headquarters/Main Location: Avenida Estatut, 1 - 46711 Miramar
T: +34 96 2803010
Email: info@smattex.com ; info@dunlopillo.es
Web: https://www.dunlopillo.es; https://www.smattex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 71% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: No

Somicat

Colchones Somicat SL
Headquarters/Main Location: Carretera del Mig Nº 257 - 08907 Hospitalet De Llobregat
T: +34 93 1 184 842
Email: info@somicat.com
Web: https://www.somicat.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain

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Somg Grupo

Grupo SOMG Somisur-Gremocar

Group: Grupo Somg
Headquarters/Main Location: Pol. Ind. La Campiña. C/. Islas Canarias, 18-25 - 41400 Ecija, Sevilla
T: +34 95 590 53 40
Email: info@somges.eu ; pedidos@gruposomg.com
Web: https://somges.eu
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Spain
Online sales: No

Somnika Beds

Somnika Beds SL

Headquarters/Main Location: Calle Bizet 33 - 08191 Rubi, Barcelona
T: +34 935632832
Email: lescorts@dormity.com
Web: https://dormity.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Spain
Online sales: Yes

Sonpura

Luis Soriano SA

Headquarters/Main Location: Calle Sant Miquel del Toudell, 23 - 08232 Viladecavalls, Barcelona
T: +34 937 889 243
Email: sonpura@sonpura.com;**Web**: https://www.sonpura.es
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Spain
Online sales: No

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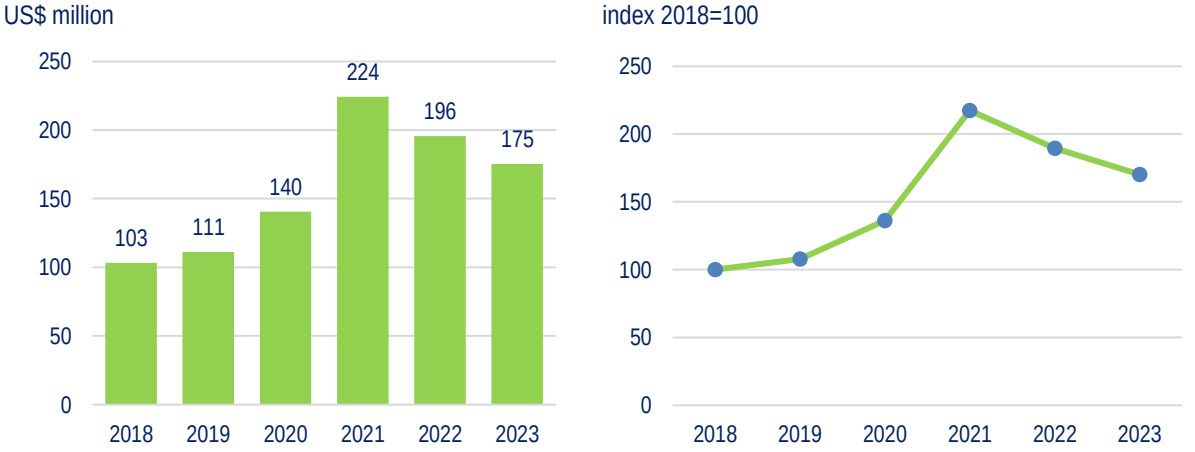
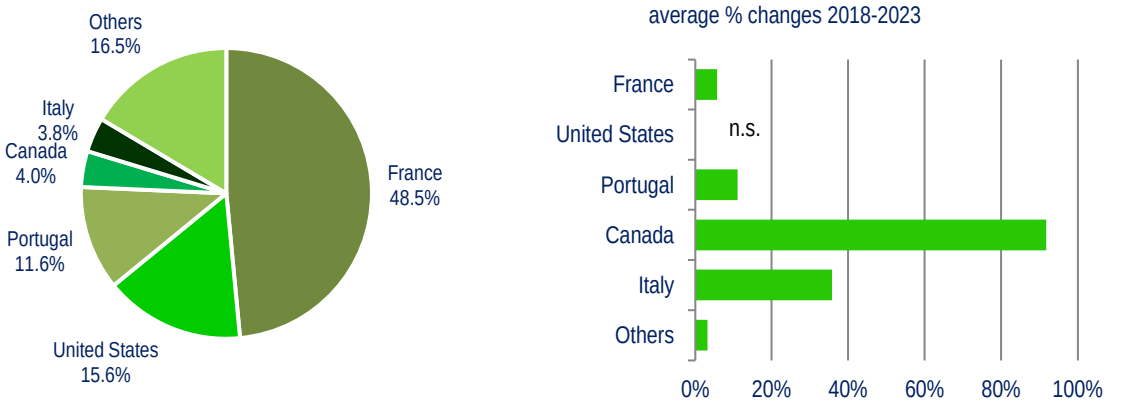
3.11.5 Spain. Mattresses exports

Figure 3.81 - Spain.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.82 - Spain.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.95 - Spain.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
France	64.2	72.9	95.0	94.0	83.6	85.0	62.3	48.5	1.7	5.8
United States	0.5	0.2	3.4	64.2	50.0	27.4	0.5	15.6	-45.2	n.s.
Portugal	12.0	12.5	14.4	30.4	24.9	20.4	11.6	11.6	-18.2	11.1
Canada	0.3	0.1	0.0	0.1	6.2	7.0	0.3	4.0	13.7	91.8
Italy	1.5	3.5	2.9	3.7	3.5	6.7	1.4	3.8	89.1	35.8
Germany	2.1	3.0	2.6	6.1	4.6	6.6	2.1	3.8	43.5	25.3
Andorra	1.9	1.7	1.6	1.7	2.1	2.3	1.8	1.3	12.6	4.2
Belgium	0.9	1.2	1.6	2.7	1.5	1.9	0.9	1.1	27.5	16.7
Ceuta and Melilla	1.7	1.9	2.1	2.4	1.8	1.7	1.6	0.9	-9.9	-0.2
Morocco	0.2	0.3	0.3	0.3	0.2	1.2	0.2	0.7	n.s.	37.0
top 10	85.4	97.2	123.9	205.5	178.4	160.1	82.7	91.3	-10.2	13.4
others	17.8	14.0	16.5	18.7	17.2	15.2	17.3	8.7	-11.5	-3.1
Americas	2.8	1.9	4.0	64.7	57.0	36.1	2.7	20.6	-36.6	67.2
- North America	0.9	0.4	3.4	64.2	56.1	34.4	0.9	19.6	-38.7	n.s.
- Central-South America	1.8	1.5	0.5	0.5	0.8	1.7	1.8	1.0	n.s.	-1.3
Asia and Pacific	2.5	2.1	2.2	1.9	1.7	1.8	2.4	1.0	3.9	-6.3
Europe	93.7	104.0	131.1	154.8	132.9	133.3	90.8	76.0	0.3	7.3
- European Union (27)	87.7	99.7	124.5	149.9	126.5	128.0	85.0	73.0	1.2	7.9
- UK, CH, NO, IS	3.8	2.3	4.4	1.7	3.3	2.1	3.7	1.2	-38.6	-11.8
- Other Europe	2.2	2.0	2.3	3.2	3.1	3.2	2.1	1.8	4.2	8.2
Middle East	1.5	0.5	0.4	0.3	0.4	0.4	1.5	0.2	-3.7	-23.5
Africa	2.6	2.3	2.5	2.1	2.1	3.1	2.5	1.8	46.0	4.0
Other Countries	0.1	0.4	0.3	0.3	1.3	0.6	0.1	0.3	n.s.	37.9
World Total	103.2	111.2	140.4	224.2	195.5	175.3	100.0	100.0	-10.3	11.2

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

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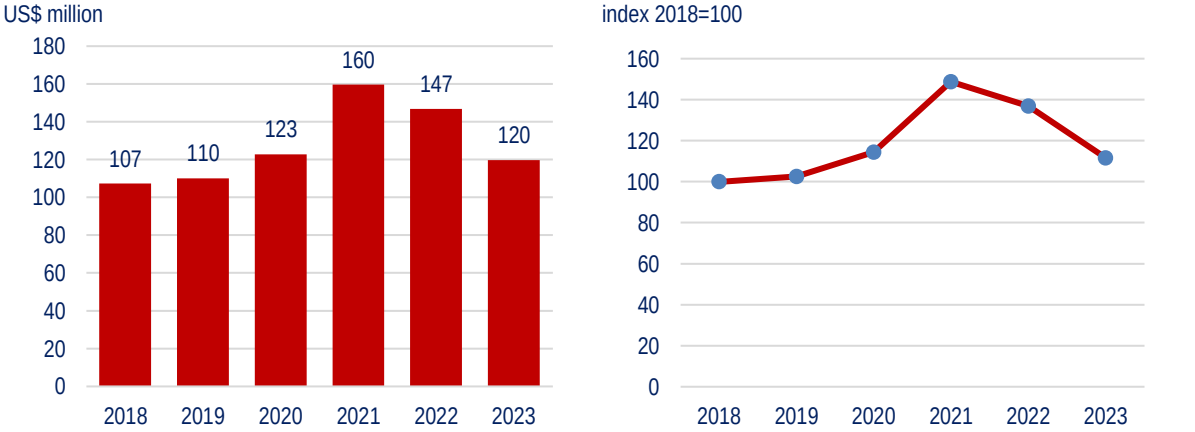
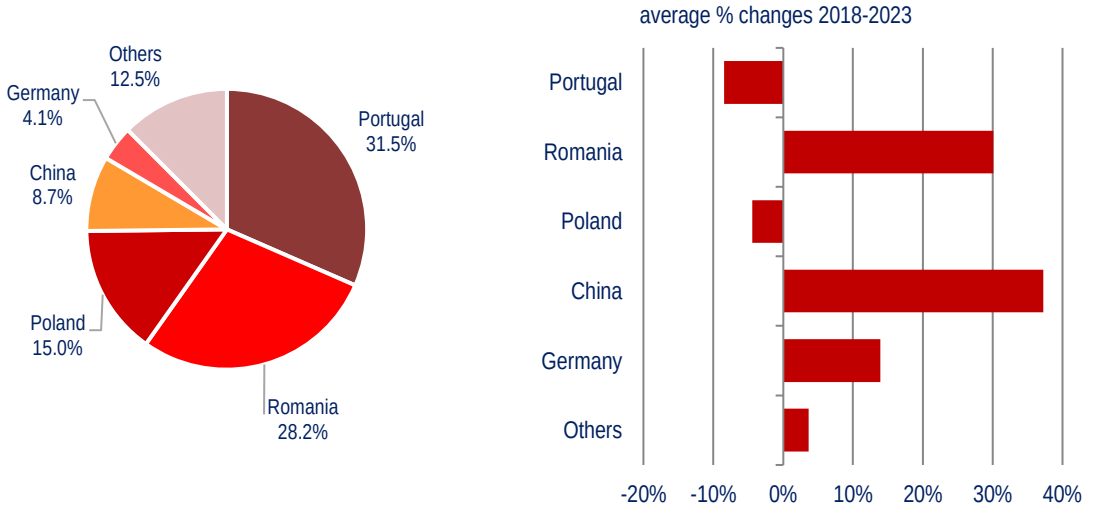
3.11.6 Spain. Mattresses imports

Figure 3.83 - Spain.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.84 - Spain.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.96 - Spain.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Portugal	58.6	61.0	61.1	75.6	66.8	37.8	54.6	31.5	-43.5	-8.4
Romania	9.1	10.3	11.0	23.2	35.8	33.8	8.5	28.2	-5.5	30.1
Poland	22.5	16.7	19.8	32.0	16.5	18.0	21.0	15.0	8.6	-4.4
China	2.1	5.4	9.2	11.1	8.0	10.4	2.0	8.7	30.0	37.3
Germany	2.5	4.4	6.1	3.3	4.2	4.9	2.4	4.1	14.3	13.9
Italy	4.7	3.5	4.3	3.6	3.5	3.0	4.4	2.5	-13.8	-8.3
France	2.2	2.6	5.0	2.9	3.3	3.0	2.1	2.5	-8.1	6.2
South Korea	0.1	0.0	0.0	0.0	0.0	1.6	0.1	1.3	n.s.	91.3
Türkiye	0.0	0.0	0.2	0.5	1.7	1.5	0.0	1.3	-8.4	n.s.
Netherlands	0.5	0.8	0.6	1.1	1.2	1.0	0.5	0.8	-20.1	14.5
top 10	102.3	104.7	117.4	153.2	141.0	114.9	95.4	96.0	-18.5	2.3
others	5.0	5.3	5.4	6.4	5.8	4.8	4.6	4.0	-16.3	-0.6
Americas	0.1	1.2	0.2	0.1	0.0	0.2	0.1	0.2	n.s.	7.7
- North America	0.1	1.2	0.0	0.1	0.0	0.2	0.1	0.2	n.s.	8.0
- Central-South America	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	n.s.	-26.8
Asia and Pacific	2.3	5.6	9.6	11.5	8.5	12.5	2.2	10.5	47.7	39.8
Europe	104.8	103.2	113.0	148.0	138.3	107.0	97.7	89.4	-22.6	0.4
- European Union (27)	103.9	102.3	110.9	146.3	135.8	104.8	96.8	87.5	-22.8	0.2
- UK, CH, NO, IS	0.8	0.7	0.9	1.1	0.6	0.6	0.7	0.5	3.4	-4.2
- Other Europe	0.1	0.2	1.2	0.6	1.9	1.6	0.1	1.3	-17.7	65.0
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	41.9
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	1.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	8.5
World Total	107.3	110.0	122.8	159.6	146.8	119.7	100.0	100.0	-18.5	2.2

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

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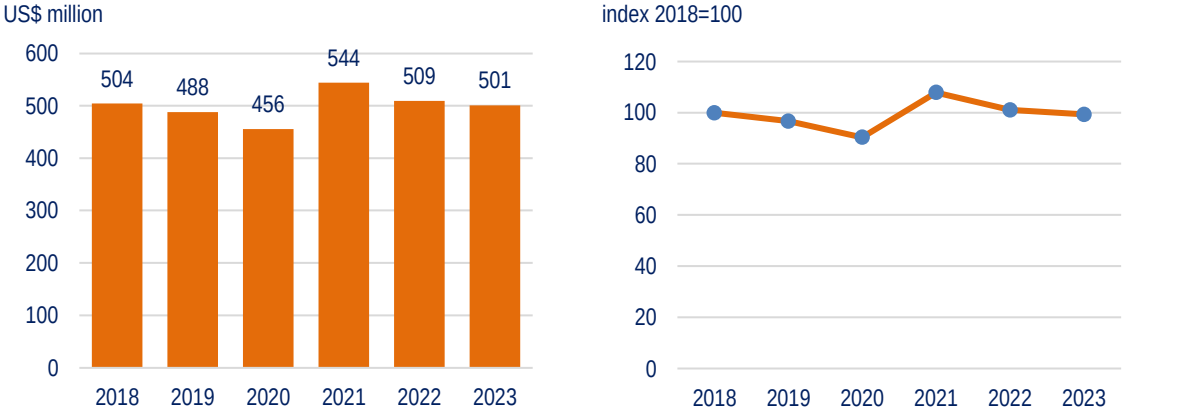
3.11.7 Spain. Mattresses consumption

Figure 3.85 - Spain.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.97 - Spain.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Spain	21%	23%	27%	29%	29%	24%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.98 - Spain.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Spain	-1%	1%
World	0%	2%

Source: CSIL

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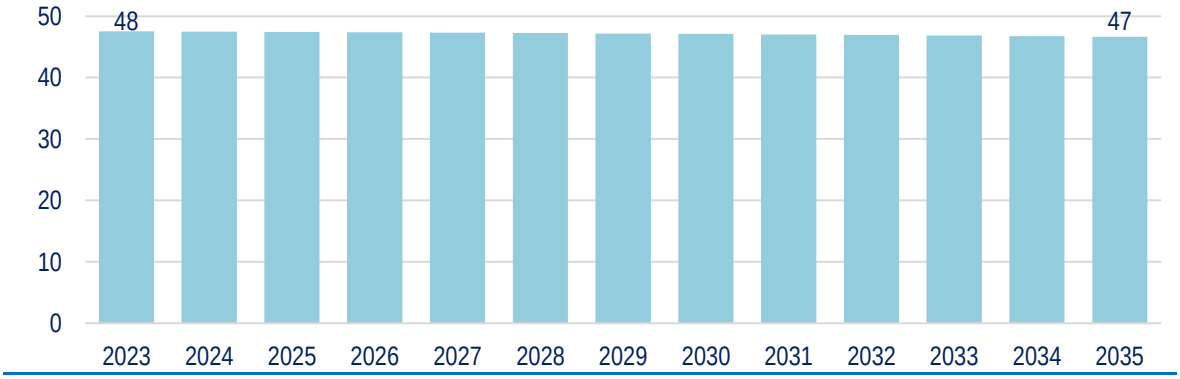
3.11.8 Spain. Population forecasts

Figure 3.86 - Spain.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.99 - Spain.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Madrid	6,618	6,811	6,907
Barcelona	5,586	5,733	5,812
Valencia	834	841	850
Zaragoza	731	743	752
Sevilla	704	701	707
Malaga	590	595	601
Murcia	500	517	525
Palma	467	486	494
Las Palmas Gran Canaria	402	406	410
Alicante	370	381	386
Bilbao	350	347	349
Cordoba	344	346	350
Vigo	307	308	311
Valladolid	305	301	303

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.12 The mattress industry in Australia

3.12.1 Australia. Key figures and competitive landscape in the mattress industry

Key Figures

- Australia is the 12th largest global producer of mattresses, with a production value of US$ 523 million in 2023. Over the past three years, the Australian mattress production market has experienced fluctuations, with a 24% increase (in current US$) from 2020 to 2021, a -4% decrease from 2021 to 2022, and a 6% increase from 2022 to 2023.
- Most of the mattress production satisfies the domestic market, with an export rate of only 2%.
- In 2023, mattress consumption in Australia reached US$ 698 million, a -7% decrease compared to 2022.

Competitive System Landscape

The top mattress players in Australia's market include both local and international brands, effectively meeting diverse consumer preferences. Sealy, part of the US Tempur Sealy Group, and Sleepeezee, a UK brand, stand out with robust performance. Alongside these, local Australian brands such as Koala Sleep, A.H. Beard Holding, and Rockdale Mattress Factory also hold strong positions, showcasing their specialization in the mattress sector.

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Table 3.100 - Australia
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	501	436	440	461	453	426	415	514	494	523
Exports	US$ million	4	4	5	8	10	12	7	7	8	11
Imports	US$ million	120	123	130	150	168	171	208	231	261	186
Consumption*	US$ million	617	555	566	602	611	586	616	738	747	698
Production	% ch. -US$		-13%	1%	5%	-2%	-6%	-3%	24%	-4%	6%
Exports	% ch. -US$		4%	21%	73%	26%	14%	-40%	4%	13%	36%
Imports	% ch. -US$		2%	6%	15%	12%	2%	22%	11%	13%	-29%
Consumption*	% ch. -US$		-10%	2%	7%	1%	-4%	5%	20%	1%	-7%
export/production	%	1%	1%	1%	2%	2%	3%	2%	1%	2%	2%
import/consumption	%	19%	22%	23%	25%	27%	29%	34%	31%	35%	27%
Production	AUD million	554	580	591	601	606	613	601	684	711	787
Exports	AUD million	4	5	6	10	14	17	10	10	12	17
Imports	AUD million	133	163	175	195	225	247	302	307	375	279
Consumption*	AUD million	683	737	760	785	817	843	893	982	1,075	1,050
Production	% ch. - AUD		5%	2%	2%	1%	1%	-2%	14%	4%	11%
Exports	% ch. - AUD		25%	22%	68%	29%	23%	-40%	-5%	22%	43%
Imports	% ch. - AUD		23%	7%	12%	15%	10%	23%	2%	22%	-26%
Consumption*	% ch. - AUD		8%	3%	3%	4%	3%	6%	10%	9%	-2%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.101 - Australia
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
AUD per US$	1.11	1.33	1.34	1.30	1.34	1.44	1.45	1.33	1.44	1.51
AUD per EUR	1.47	1.48	1.49	1.47	1.58	1.61	1.65	1.57	1.52	1.63

Source: US Federal Reserve

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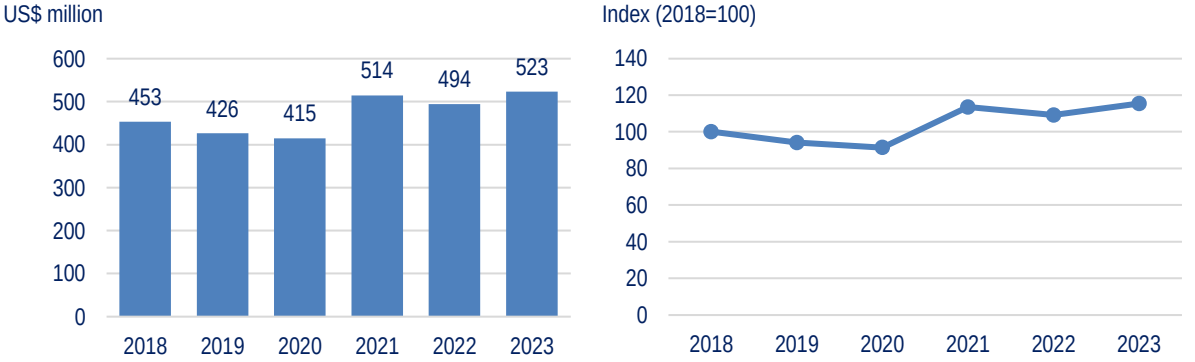
3.12.2 Australia. Mattresses production

Figure 3.87 - Australia
Production of mattresses, 2018-2023. US$ million and index (2018=100)



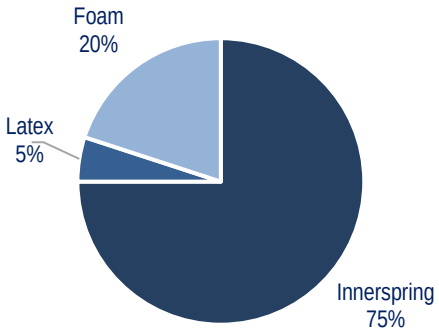
Source: CSIL

Table 3.102 - Australia
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Australia	2%	3%	2%	1%	2%	2%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.88 - Australia
Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.12.3 Australia. Major Mattresses manufacturers

Table 3.103 Australia. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Sealy	132	60	219
Koala Sleep*	122	100	122
A.H.Beard Holding	82	80	102
Rockdale Mattress factory	70	100	70
Sleepeezee au	54	100	54
Greenlit Brands	40	5	798
Mattress Resources Australia	11	50	23
Crown Posture Bedding	9	70	13
Simply the Best	5	100	5
BedCo	4	50	8
The Natural bedding Company	4	100	4
Comfort Sleep Bedding	4	100	4
Sandman Mattress Factory	3	80	4
Latex Mattress Australia	2	60	4
Slumberest	2	60	4

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
* Koala does not own production plants in Australia. It has a network of mattress suppliers mainly from China

3.12.4 Australia. Short Profiles of major mattresses manufacturers

A.H.Beard Holding

AH Beard Pty Ltd
Group: A.H.Beard
Headquarters/Main Location: 1/35 Bryant Street, Padstow - Sydney, NSW, 2211
T: +61 2 97748888
Email: customercare@ahbeard.com
Web: https://ahbeard.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 8; Australia; New Zealand
Online sales: No

Bed Master Bedding

Pasa Enterprises
Headquarters/Main Location: 48A Assembly Drive - Tullamarine, VIC, 3043
T: +61 3 93355922
Email: sales@bedmaster.com.au
Web: https://www.bedmaster.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Australia
Online sales: No

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BedCo

Bedco Pty Ltd
Headquarters/Main Location: 113 Beatty Road - Archerfield, Q 4108
T: +61 617 8927477
Web: https://www.bedco.net.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 2; Australia
Online sales: No

Chiropedic

Chiropedic Bedding Pty. Ltd.
Headquarters/Main Location: 801 Glenferrie Rd - Hawthorn, 3122
T: +61 03 93181211
Web: https://www.chiropedic.net.au
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Australia
Online sales: Yes

Comfort Sleep Bedding

Comfort Sleep Bedding
Headquarters/Main Location: 204 Holt Parade - Thomastown, 3074
T: +61 3 9465 6444
Email: info@comfortsleep.com.au
Web: http://www.comfortsleepbedding.com.au
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Australia
Online sales: Yes

Crown Posture Bedding

Crown Posture Bedding
Headquarters/Main Location: 118 Atkinson St - Oa
T: +61 3 95448444
Email: reception@crownposture.com.au
Web: https://www.crownposture.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 4; Australia
Online sales: No

Galligans Mattress Factory

John Galligan & Co. Pty. Ltd.
Headquarters/Main Location: 49 Woodforde Road - Magill , 5072
T: +61 08 83324055
Web: https://www.galligans.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Bedrooms, Beds, Mattresses, Pillows
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Online sales: No

Greenlit Brands

Greenlit Brands Pty Ltd
Group: Steinhoff
Headquarters/Main Location: Level 4, 1 Epping Road, North Ryde - Sydney , NSW, 2163
T: +61 2 9882 9100
Email: info@greenlitbrands.com.au
Web: https://greenlitbrands.com.au ; https://www.fantasticfurniture.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Tables and Chairs, Home furniture, Mattresses
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 5; Australia; New Zealand
Online sales: Yes

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Kangaroo Bedding

Kangaroo Bedding Pty Ltd
Headquarters/Main Location: 1 Norwich Avenue - Thomastown, VIC, 3074
T: +61 3 94695163
Email: enquiries@kangaroobedding.com.au
Web: https://kangaroobedding.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: No

Kingsdown Australia

Kingsdown Australia PTY Ltd
Group: Kingsdown
Headquarters/Main Location:
Web: https://kingsdown.com
Activity: Manufacturer
Product Portfolio: Mattresses

Koala Sleep

Koala Sleep Pty Ltd
Headquarters/Main Location: Unit 12 37-41 O'Riordan Street - Alexandria , NSW, 2015
T: +61 1800 575 337
Email: support@koala.com
Web: https://au.koala.com
Activity: Manufacturer, E-Commerce
Product Portfolio: Home Office, Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 100-250
Manufacturing plants: n.a.; Koala does not own production plants in Australia. It has a network of mattress suppliers mainly from China
Online sales: Yes

Latex Mattress Australia

Latex Mattress Factory Pty Ltd
Headquarters/Main Location: 4 Barrinia Street - Springwood, QLD, 4127
T: +61 1300759859 ; 0732993000
Email: sales@latexmattress.com.au
Web: https://www.latexmattress.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Australia
Online sales: Yes

Makin mattresses

Makin mattresses
Headquarters/Main Location: Cnr South & Regency Roads - Croydon Park, SA, 5008
T: +61 8 8340 4888
Email: adelaide@makinmattresses.com.au
Web: https://www.makinmattresses.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Online sales: Yes

Mattress Builders

Textiles Express Pty Ltd
Headquarters/Main Location: 339 Warrigal Road - Cheltenham, VIC, 3192
T: +61 0395830672
Email: sales@mattressbuilders.com.au
Web: https://mattressbuilders.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: Yes

Mattress Resources Australia

Mattress Resources Australia Therapedic Queensland
Headquarters/Main Location: 8 Leonard Crescent - Brendale, QLD, 4500
T: +61 7 38176700
Email: support@mattressresources.com.au
Web: http://www.mattressresources.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; Australia
Online sales: No

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Rockdale Mattress factory

Rockdale Mattress Factory
Headquarters/Main Location: 56 Fairford Road - Rockdale, NSW, 2216
T: +61 2 95990599
Email: info@RockdaleMattressFactory.com.au
Web: https://www.rockdalemattressfactory.com.au
Activity: Manufacturer, Trader
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 0-20
Manufacturing plants: 1; Australia
Online sales: Yes

Sandman Mattress Factory

Sandman Mattress Company Pty. Ltd.
Headquarters/Main Location: 50 St Georges Road - Norlane Victoria, 3214
T: +61 03 52752937
Web: https://sandman.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Bedrooms, Beds, Mattresses, Pillows, Contract, Textiles
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Australia
Online sales: Yes

Sealy

Dyer Holdings Pty Ltd
Group: Tempur Sealy
Headquarters/Main Location: 1299 Boundry Road, Wacol - Wacol, QLD, 4076
T: +61 7 33315200
Email: sealy@sealy.com.au
Web: https://www.sealy.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 5; Australia
Online sales: No

Simply the Best

Simply the Best
Headquarters/Main Location: 391 Victoria Road - Malaga, WA 6090
T: +61 08 9248 6449
Email: info@simplythebest.com.au
Web: https://simplythebest.com.au
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 2; Australia; (China)
Online sales: No

Sleepeezee au

Sleepeezee Bedding Australia Pty Ltd
Group: Mantzis Holdings Pty Ltd
Headquarters/Main Location: 29 Jessica Road - Campbellfield, Melbourne, VIC, 3061
T: +61 3 93579666
Email: info@sleepeezee.com.au
Web: http://www.sleepeezee.com.au
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 4; Australia
Online sales: No

Sleepmaker

Sleepmaker
Group: Comfort Group
Headquarters/Main Location: 48 Alexandra Place, Murarrie - Brisbane, QLD, 4172
Email: hello@sleepmaker.com.au
Web: https://www.sleepmaker.com.au
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Manufacturing plants: 5; Australia
Online sales: No

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Sleepyhead Manufacturing (Australia)

Sleepyhead Manufacturing
Group: Comfort Group
Headquarters/Main Location: 48 Alexandra Place - Murarrie, QLD, 4172
T: +61 7 39028888
Email: info@sleepyhead.com.au
Web: https://www.sleepyhead.com.au
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Employees range: 51-100
Manufacturing plants: 5; Australia; (New Zealand)
Online sales: No

SlumberCorp

Slumbercorp Pty Ltd
Headquarters/Main Location: 105 Radium Street - Welshpool, WA, 6106
T: +61 08 93583100
Web: https://www.slumbercorp.com.au
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 60% of total revenues
Employees range: 51-100
Online sales: No

Slumberest

Slumberest
Headquarters/Main Location: 30 Scammel Street - Campbellfield, Melbourne, VIC, 3061
T: +61 03 9303 9080
Email: sales@slumberest.com.au
Web: https://www.slumberest.com.au
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Australia
Online sales: No

The Natural bedding Company

The Natural Bedding Company
Headquarters/Main Location: 122 Percival Road - Stanmore, Sydney, 2048
T: +61 2 95694834
Email: natbed@iprimus.com.au
Web: https://www.thenaturalbeddingcompany.com.au
Activity: Manufacturer
Product Portfolio: Bedrooms, Beds, Mattresses, Pillows
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 51-100
Manufacturing plants: 1; Australia
Online sales: Yes

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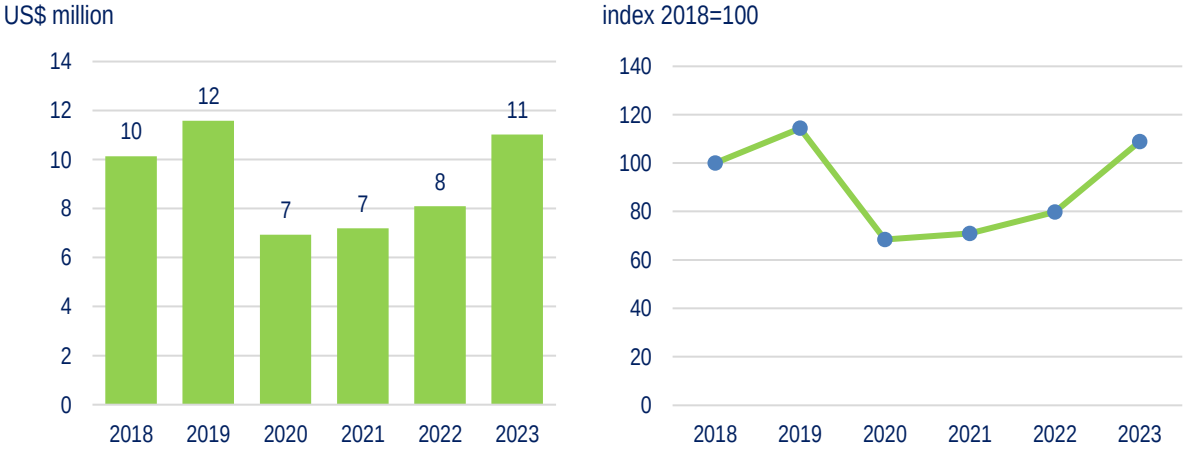
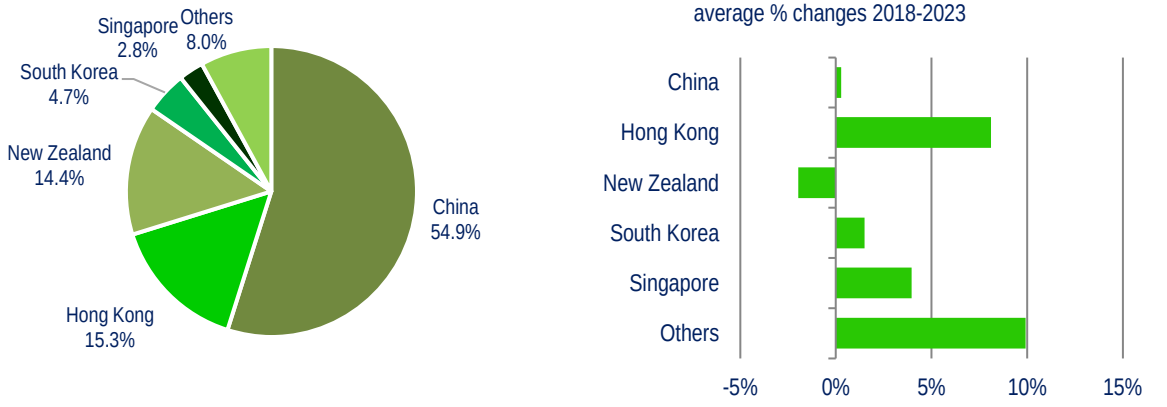
3.12.5 Australia. Mattresses exports

Figure 3.89 - Australia.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.90 - Australia.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.104 - Australia.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	6.0	5.0	4.0	3.4	3.6	6.0	58.8	54.9	66.8	0.3
Hong Kong	1.1	1.2	1.2	1.7	1.4	1.7	11.3	15.3	24.7	8.1
New Zealand	1.8	1.4	0.7	0.9	1.6	1.6	17.3	14.4	-3.2	-2.0
South Korea	0.5	0.3	0.2	0.1	0.1	0.5	4.7	4.7	n.s.	1.5
Singapore	0.3	0.2	0.2	0.2	0.2	0.3	2.5	2.8	23.4	4.0
Papua New Guinea	0.2	0.2	0.2	0.1	0.2	0.2	1.5	1.7	-12.8	3.8
Taiwan	0.1	0.2	0.2	0.2	0.3	0.1	0.9	1.2	n.s.	6.1
Philippines	0.0	0.0	0.1	0.1	0.1	0.1	0.2	0.9	-33.2	45.3
Christmas Island	0.0	0.1	0.0	0.1	0.0	0.1	0.1	0.7	n.s.	55.1
Nauru	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.5	-26.5	74.5
top 10	9.9	8.8	6.7	6.8	7.7	10.7	97.4	97.0	38.4	1.6
others	0.3	2.8	0.3	0.4	0.4	0.3	2.6	3.0	-8.8	4.1
Americas	0.0	0.1	0.0	0.1	0.0	0.0	0.3	0.1	-8.6	-13.3
- North America	0.0	0.1	0.0	0.1	0.0	0.0	0.3	0.1	-8.6	-13.1
- 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	10.0	11.3	6.8	7.1	8.1	10.9	98.5	99.0	35.5	1.8
Europe	0.0	0.1	0.1	0.0	0.0	0.1	0.3	0.7	n.s.	16.3
- European Union (27)	0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.5	n.s.	n.s.
- UK, CH, NO, IS	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	n.s.	-45.1
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.c.	n.c.
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	0.1	n.s.	24.4
Other Countries	0.1	0.1	0.0	0.0	0.0	0.0	0.8	0.0	n.s.	n.s.
World Total	10.1	11.6	6.9	7.2	8.1	11.0	100.0	100.0	36.3	1.7

Source: CSIL processing of official data

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

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

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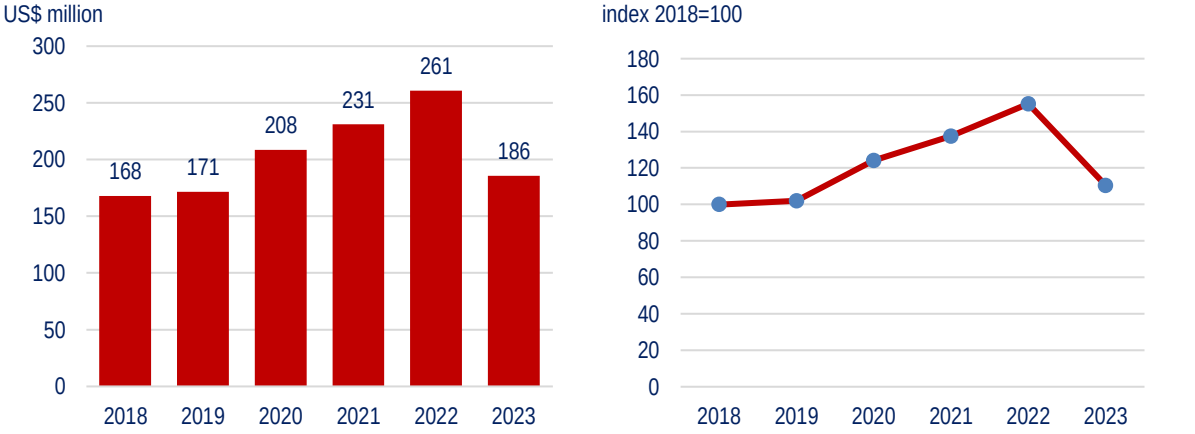
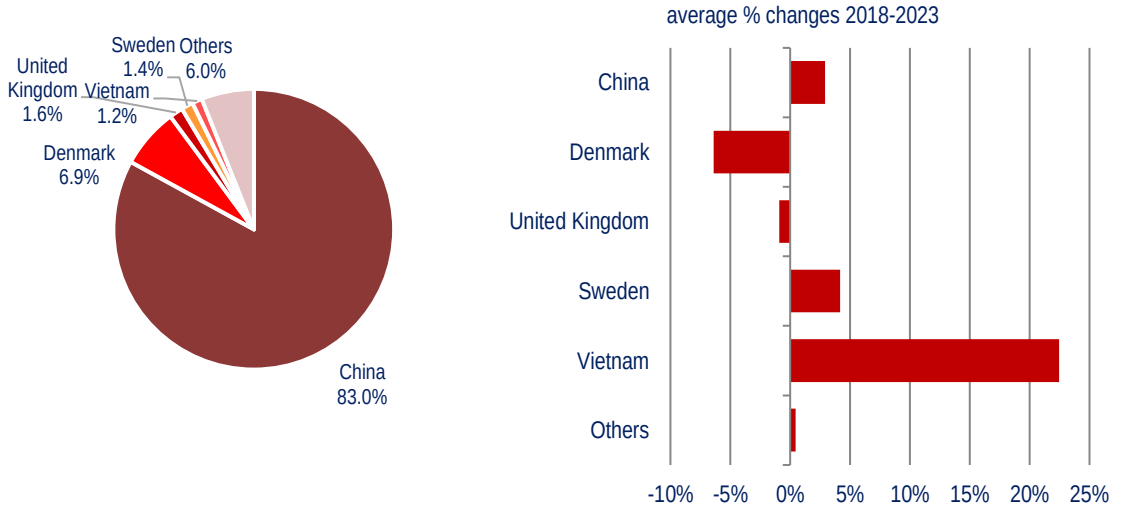
3.12.6 Australia. Mattresses imports

Figure 3.91 - Australia.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.92 - Australia.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.105 - Australia.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	133.4	141.5	168.6	185.2	211.9	154.0	79.4	83.0	-27.3	2.9
Denmark	17.8	13.1	15.8	17.3	22.4	12.8	10.6	6.9	-42.8	-6.4
United Kingdom	3.0	2.7	2.8	3.0	2.4	2.9	1.8	1.6	19.0	-0.9
Sweden	2.1	2.3	1.9	2.3	3.0	2.5	1.2	1.4	-14.7	4.2
Vietnam	0.8	0.6	1.7	2.0	2.3	2.1	0.5	1.2	-6.2	22.5
United States	2.8	2.5	3.5	3.0	3.5	2.1	1.6	1.1	-42.2	-5.7
Sri Lanka	0.6	1.0	1.5	2.7	2.9	1.5	0.3	0.8	-46.2	21.5
Taiwan	0.8	0.4	0.9	1.1	1.1	1.3	0.5	0.7	16.2	10.3
France	0.6	0.6	1.3	0.7	0.6	1.1	0.4	0.6	82.2	13.1
New Zealand	0.8	0.5	0.8	0.7	0.7	0.7	0.5	0.4	4.3	-0.5
top 10	162.5	165.3	198.8	218.0	250.8	181.2	96.8	97.6	-27.8	2.2
others	5.4	6.1	9.6	13.0	10.0	4.4	3.2	2.4	n.s.	-4.0
Americas	2.8	2.9	3.6	3.3	3.7	2.3	1.7	1.2	-38.6	-4.0
- North America	2.8	2.9	3.6	3.2	3.7	2.3	1.6	1.2	-38.7	-3.7
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-36.1
Asia and Pacific	138.9	147.2	176.0	199.7	223.8	161.2	82.7	86.9	-28.0	3.0
Europe	26.2	21.3	28.8	28.0	33.2	22.1	15.6	11.9	-33.5	-3.4
- European Union (27)	23.0	18.4	25.9	24.6	30.1	18.8	13.7	10.1	-37.3	-3.9
- UK, CH, NO, IS	3.1	2.7	2.8	3.0	2.5	2.9	1.8	1.6	15.1	-1.0
- Other Europe	0.2	0.2	0.1	0.4	0.6	0.3	0.1	0.2	-48.0	11.2
Middle East	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.0	-25.6	10.6
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-16.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	168.0	171.4	208.4	231.0	260.8	185.6	100.0	100.0	-28.8	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

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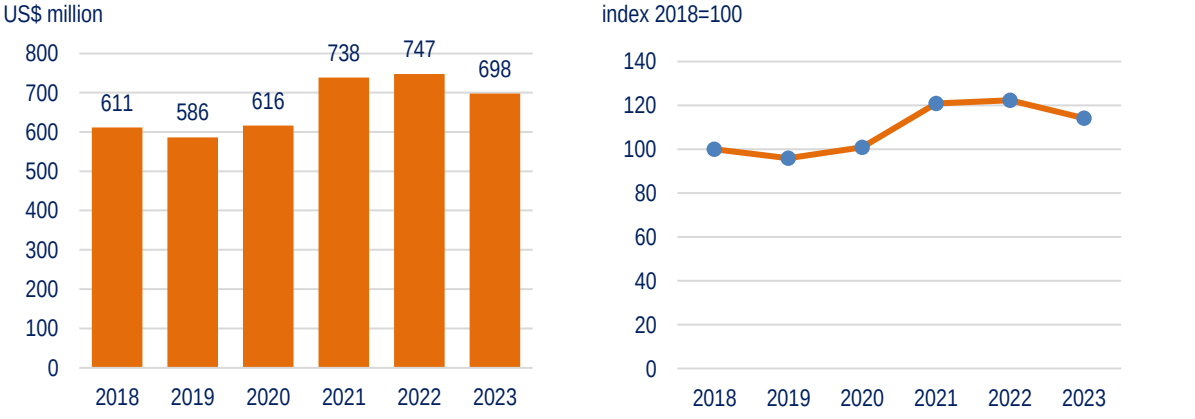
3.12.7 Australia. Mattresses consumption

Figure 3.93 - Australia.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.106 - Australia.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Australia	27%	29%	34%	31%	35%	27%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.107 - Australia.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Australia	1%	2%
World	0%	2%

Source: CSIL

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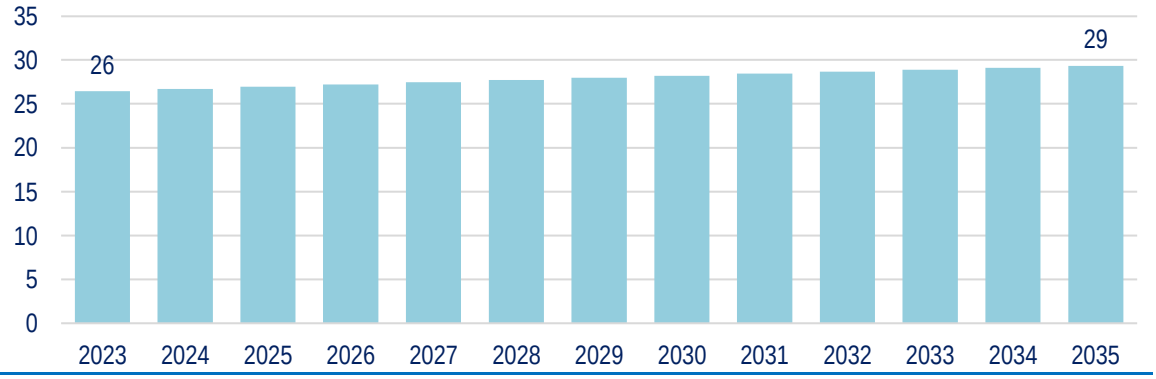
3.12.8 Australia. Population forecasts

Figure 3.94 - Australia.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.108 - Australia.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Melbourne	4,968	5,392	5,736
Sydney	4,926	5,249	5,566
Brisbane	2,406	2,568	2,724
Perth	2,042	2,169	2,299
Adelaide	1,336	1,393	1,472
Gold Coast-Tweed Head	699	753	799
Canberra	457	483	511
Newcastle-Maitland	450	470	496
Sunshine Coast	347	376	400
Central Coast	335	347	367
Wollongong	305	319	337

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.13 The mattress industry in France

3.13.1 France. Key figures and competitive landscape in the mattress industry

Key Figures

- France ranks 7th globally in mattress consumption, with a value of US$ 777 million, reflecting a 3% increase compared to 2022.
- The French mattress market partially relies on imports, which account for 42% of the total consumption.
- The primary sources of these imports are Poland, Portugal, and Belgium.
- Mattress production reached US$ 520 million. After a 17% increase from 2020 to 2021, it decreased by -12% (in current US$) from 2021 to 2022, followed by a 5% increase from 2022 to 2023.

Competitive System Landscape

The primary players in the French mattress market include Cofel, ADOVA, Groupe Jacquart, Tediber and André Renault. All of these top players are highly specialized in mattress production.

In the French mattress industry, prominent companies focus on maintaining local production. For instance, Cofel stands out as a key player with its well-known brands: Bultex, Epéda, and Mérinos. Cofel has enhanced its production capacity with four factories strategically located in Limoges, Noyen-sur-Sarthe, Vesoul, and Criquebeuf-sur-Seine. The company has implemented a vertical integration strategy, managing more of its production processes internally, including spring manufacturing and foam cutting. Notably, the foam used in their products is sourced from the Zaragoza factory in Spain, which is part of the Pikolin group—a group that fully owns Cofel.

Similarly, Adova Group, with its portfolio of brands including Tréca, Simmons, Hotelys, and Aube Sofa, operates five production facilities across France.

M&A Deals and Recent News

- In June 2024, Maison de la Literie officially signed the acquisition of three new stores located in Saint Laurent du Var, Mougins, and Vallauris, in France.
- In April 2024, Tréca (under the umbrella of Adova Group) opened its first point of sale in the south-east of France in Nice, and it is also expanding internationally, with recent efforts to penetrate the American market.
- In 2024, Grand Litier expanded its retail network to 120 stores, marking the year with four new openings at the beginning, including locations in Auxerre, Hazebrouck, Saint-Denis, and Saint-Leu on Reunion Island. The company plans to continue its growth trajectory with four additional store inaugurations scheduled for the second half of the year.
- In receivership since July 2023, the Maison de la Literie and Univers du Sommeil brands have been taken over by the Fremaux family, owner of the Fremaux Delorme group, a specialist in household linen.

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Table 3.109 - France

The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	611	528	521	553	534	523	482	565	497	520
Exports	US$ million	49	51	47	52	52	55	58	62	64	68
Imports	US$ million	262	242	281	264	318	322	327	415	324	325
Consumption*	US$ million	824	720	755	765	800	790	752	918	757	777
Production	% ch. -US$		-14%	-1%	6%	-3%	-2%	-8%	17%	-12%	5%
Exports	% ch. -US$		3%	-7%	10%	0%	6%	5%	8%	3%	6%
Imports	% ch. -US$		-7%	16%	-6%	21%	1%	2%	27%	-22%	0%
Consumption*	% ch. -US$		-13%	5%	1%	5%	-1%	-5%	22%	-18%	3%
export/production	%	8%	10%	9%	9%	10%	11%	12%	11%	13%	13%
import/consumption	%	32%	34%	37%	34%	40%	41%	44%	45%	43%	42%
Production	EUR million	460	476	471	490	452	467	423	478	472	481
Exports	EUR million	37	46	43	46	44	49	51	53	61	63
Imports	EUR million	197	218	254	233	269	288	287	351	308	300
Consumption*	EUR million	620	649	682	677	677	705	659	776	719	718
Production	% ch. - EUR		3%	-1%	4%	-8%	3%	-10%	13%	-1%	2%
Exports	% ch. - EUR		23%	-6%	8%	-5%	12%	3%	4%	15%	4%
Imports	% ch. - EUR		11%	16%	-8%	15%	7%	0%	22%	-12%	-2%
Consumption*	% ch. - EUR		5%	5%	-1%	0%	4%	-7%	18%	-7%	0%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.110 - France

Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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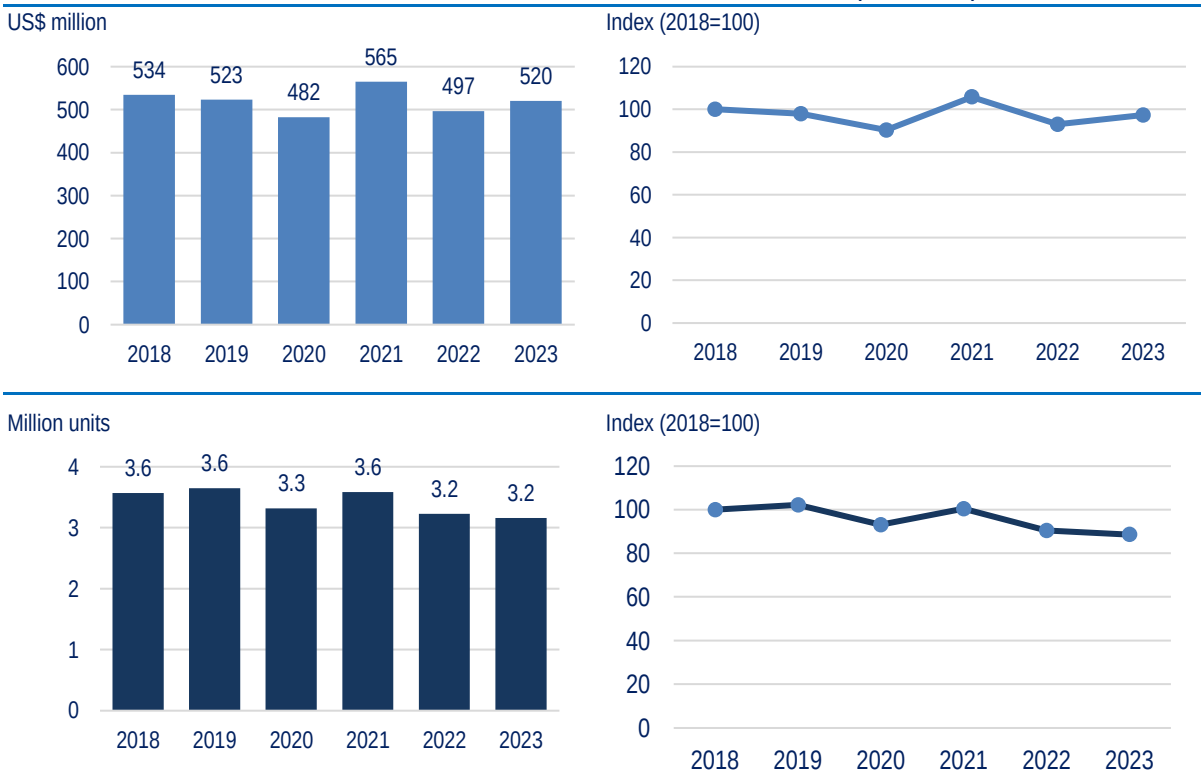
3.13.2 France. Mattresses production

Figure 3.95 - France

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.111 - France

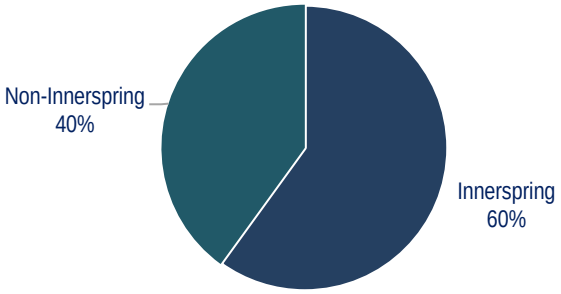
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
France	10%	11%	12%	11%	13%	13%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.96 - France

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.13.3 France. Major Mattresses manufacturers

Table 3.112 France. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Cofel	210	85	248
ADOVA	125	70	178
Groupe Jacquart	45	100	45
Tediber*	35	60	59
André Renault	31	80	39
Ebac	26	45	58
Finadorm Bedding Division	24	60	39
Thiriez Literie	19	65	29
Matfa	15	65	23
Senso Pur	11	80	14
GFL Générale Francaise de Literie	9	60	15
Davilaine	7	60	12
Carpenter France	7	10	72
Literie du Comtat	6	60	10
We Bed	5	50	11

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*Tediber does not own production plants. Half of the production is made by a French supplier and half by a Belgian supplier

3.13.4 France. Short Profiles of major mattresses manufacturers

Abadie

Abadie
Headquarters/Main Location: ZI les Mangles Acajou - 97232 Le Lamentin
T: +5 596 428580
Web: http://www.abadie.fr
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: Yes

ABC Meubles

ABC Meubles
Headquarters/Main Location: Le Tremblay, 29 Avenue de La Liberte - 61100 La Lande-Patry
T: +33 02 33 62 83 83
Web: https://abc-meubles.com
Activity: Manufacturer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Tables and Chairs, Occasional, Mattresses, RTA - DIY furniture
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Online sales: Yes

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ADOVA

ADOVA Group (ex Cauval)
Group: ADOVA (ex Cauval)
Headquarters/Main Location: 67 Boulevard Raspail - 75006 Paris, Île de France
Email: contact@adova-group.com
Web: http://adova-group.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses
Types of mattresses by materials: Latex, Innerspring, Other
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 5; France; 5 factories in France (2 for Simmons, 2 for Tréca and 1 dedicated to the hotel market)
Online sales: No

Biotex

Biotex
Group: Finadorm
Headquarters/Main Location: 25 Boulevard de Genève - 31200 Toulouse
T: +33 561371919
Email: contact@biotex.fr ; **Web**: http://www.biotex.fr
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Total Turnover range: 0-5 US$ million
Employees range: 0-20

André Renault

André Renault
Headquarters/Main Location: BP 8, Zone Industrielle Beausoleil - 44530 Saint Gildas des Bois
T: +33 2 40014287
Email: servicecommercial@andrerenault.fr
Web: http://www.andre-renault.fr
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Pillows, Contract, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; France
Online sales: No

Carpenter France

CARPENTER S.A.
Group: Carpenter
Headquarters/Main Location: Boulevard des Bretonnières Z.I. BP 55 - 49181 Saint Barthélémy d'Anjou
T: +33 2 41213131
Web: https://carpenter.com
Activity: Manufacturer
Product Portfolio: Chemicals, Foam
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; France; The plant in Craon, France, mainly produce technical foam.
Online sales: No

Cofel

Compagnie Financière Européenne de Literie
Group: Grupo Pikolin
Headquarters/Main Location: 27 Rue du Colonel Pierre Avia - 75015 Paris, Île de France
T: +33 1 41902828
Email: accueil@cofel.biz ; **Web**: http://www.cofel.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 85% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 4; France
Online sales: Yes

Davilaine

Davilaine
Headquarters/Main Location: ZI Kergoustard Saint Thuriau - 56300 Pontivy, Bretagne
T: +33 2 97250635
Email: info@davilaine.com
Web: http://www.davilaine.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 2; France
Online sales: No

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Diroy

Diroy sarl
Headquarters/Main Location: Route d'Obermodern 19 - 67330 Bouxwiller
T: +33 3 88033340
Email: info@diroy.com
Web: https://www.diroy.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: No

Ebac

Ebac Literie
Headquarters/Main Location: 61 Rue de la Mineraie - 79000 Niort
T: +33 5 49772977
Email: infosweb@ebac.fr
Web: https://ebac.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 45% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 51-100
Manufacturing plants: 1; France
Online sales: No

Finadorm Bedding Division

Finadorm
Group: Finadorm
Headquarters/Main Location: Naujac Zac - F-12450 Primaube
T: +33 0565 714441
Web: https://www.finadorm.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 101-250
Manufacturing plants: 3; France
Online sales: No

GFL Générale Francaise de Literie

GFL Générale Francaise de Literie
Headquarters/Main Location: ZA le Bord'Eau - 72530 Yvre l'Eveque
T: +33 2 4374010101
Email: serviceclient@maliterie.com
Web: http://www.maliterie.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: Yes

Groupe Jacquart

Jacquart & Fils sas
Group: Groupe Jacquart
Headquarters/Main Location: 131 Rue Du Bois - 59200 Tourcoing, Nord
T: +33 03 20280170
Email: contact@jacquart.fr ; **Web**: https://www.jacquart.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; France
Online sales: No

ICOA France

ICOA France SARL - Vitafoam
Group: Vita Group
Headquarters/Main Location: Zone Industrielle - 10100 Crancey
T: +33 3 25 39 59 10
Email: base@icoa-france.com ; **Web**: https://www.icoa-france.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Total Turnover range: 15-50 US$ million
Employees range: 51-100

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Literie Benoist

Literie Benoist SA
Headquarters/Main Location: Rue François Mitterrand - 95430 Auvers-sur-Oise
T: +33 1 30366000
Email: benoist@ibenoist.com
Web: https://www.ibenoist.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: No

Literie du Comtat

Literie du Comtat
Headquarters/Main Location: Route d'Orange RN7 - 84350 Courthezon
T: +33 4 90 11 04 84
Web: https://henri-literie.fr
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; France
Online sales: No

Literie Duvivier

Literie Duvivier
Group: Matfa
Headquarters/Main Location: Route de Civray - 86350 Joussé
T: +33 5 49879800
Email: info@literie-duvivier.fr
Web: https://www.literie-duvivier.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Semi-finished parts
Total Turnover range: 15-50 US$ million
Manufacturing plants: 2; France
Online sales: No

Marcel Jacquart & Fils

Jacquart & Fils sas
Group: O-NYX group / Jacquart
Headquarters/Main Location: 131 Rue Du Bois - 59200 Tourcoing, Nord
T: +33 03 20280170
Email: contact@jacquart.fr
Web: https://www.jacquart.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; France
Online sales: No

Mateflex

Mateflex
Group: O-NYX group / Jacquart
Headquarters/Main Location: Zone Industrielle, Les Mousseaux - 10100 Crancey, Aube
Web: http://mateflex.fr
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 21-50

Matfa

Matfa sas
Group: Matfa
Headquarters/Main Location: Route de Civray - 86350 Joussé
T: +33 5 49879800
Web: https://www.literie-duvivier.fr ; https://www.onrev.fr
Activity: Holding
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; France
Online sales: No

Neorev

Senso Pur
Headquarters/Main Location: 729 boulevard Pierre Pasquier - 69400 Villefranche-Sur-Saône
Email: contact@neroev.fr
Web: https://www.neorev.fr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: Yes

Technilat

Socofal
Group: Finadorm
Headquarters/Main Location: Socofal - ZAC de Naujac - 12450 La Primaube
T: +33 5 65714441
Web: https://www.technilat.fr
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 2; France
Online sales: No

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Tediber

Tediber

Headquarters/Main Location: 20, Rue Sainte-Croix-de-la-Bretonnerie - 75004 Paris, Île-de-France
T: +33 01 86954710
Email: hello@tediber.com
Web: https://www.tediber.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: Yes

Thiriez Literie

Thiriez Literie

Headquarters/Main Location: 8 rue Joseph Jacquard - 59393 Wattrelos Cedex
T: +33 03 20684890
Web: https://thiriez-literie.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; France
Online sales: No

We Bed

We Bed

Group: Weber Industries
Headquarters/Main Location: zac porte de Masevaux - 68290 Masevaux
T: +33 3 89386000
Web: http://we-bed.fr
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; France
Online sales: Yes

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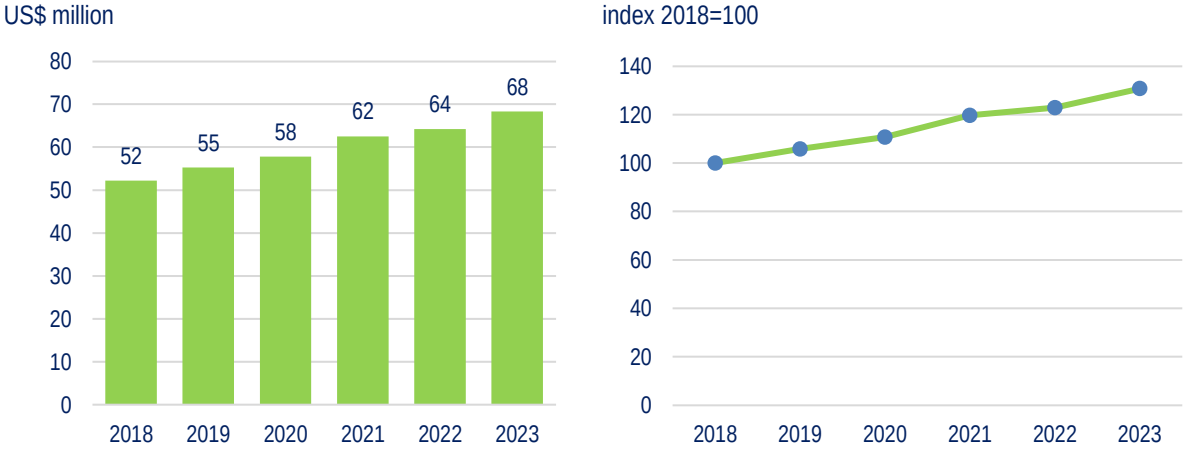
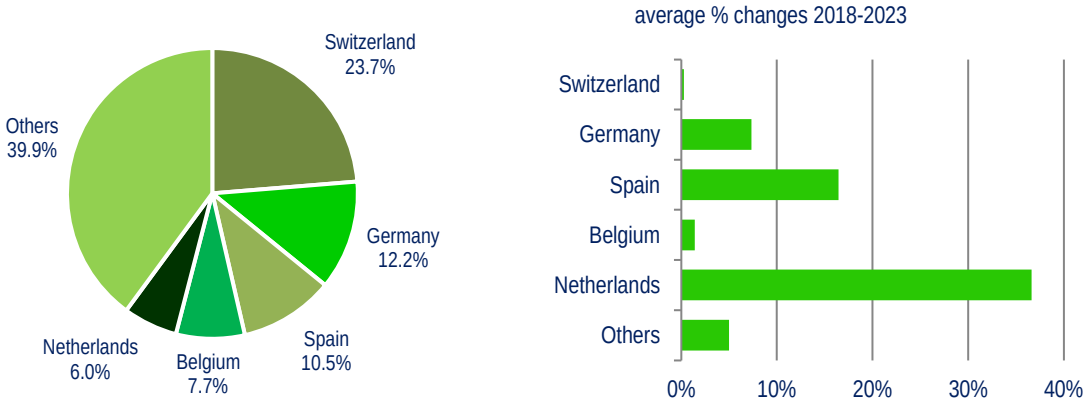
3.13.5 France. Mattresses exports

Figure 3.97 - France.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.98 - France.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.113 - France.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Switzerland	15.9	14.9	16.7	17.6	16.3	16.2	30.5	23.7	-0.9	0.3
Germany	5.8	5.4	4.7	6.2	7.5	8.3	11.2	12.2	10.1	7.4
Spain	3.4	5.8	5.9	4.4	6.2	7.2	6.4	10.5	15.7	16.4
Belgium	4.9	5.2	5.8	6.7	5.3	5.2	9.3	7.7	-1.6	1.4
Netherlands	0.9	1.5	1.2	2.1	2.4	4.1	1.7	6.0	71.8	36.7
Italy	1.6	1.8	4.8	4.6	3.8	3.6	3.0	5.2	-5.8	17.6
Poland	0.6	0.6	0.6	1.3	1.3	2.3	1.2	3.4	75.9	30.3
United Kingdom	1.0	1.6	1.2	1.4	1.2	1.3	1.9	2.0	9.3	6.7
South Korea	0.1	0.3	0.2	0.2	1.3	1.3	0.2	1.9	-4.2	61.7
Greece	1.5	1.0	1.0	0.9	1.9	1.1	2.9	1.6	-42.7	-5.9
top 10	35.7	38.1	42.1	45.4	47.4	50.6	68.3	74.1	6.8	7.3
others	16.5	17.1	15.7	17.1	16.8	17.7	31.7	25.9	5.2	1.3
Americas	1.1	1.6	1.4	1.8	1.5	1.3	2.1	1.9	-11.7	4.1
- North America	0.8	0.7	0.5	0.6	0.6	1.0	1.5	1.5	63.9	5.4
- Central-South America	0.3	0.9	0.9	1.1	0.9	0.3	0.6	0.5	n.s.	0.5
Asia and Pacific	4.3	4.6	4.3	5.6	5.4	4.5	8.2	6.5	-17.0	0.7
Europe	41.6	43.7	48.4	51.6	53.5	56.4	79.8	82.6	5.4	6.3
- European Union (27)	23.3	25.9	28.8	30.8	34.5	37.9	44.5	55.5	10.0	10.3
- UK, CH, NO, IS	16.9	16.6	17.9	19.0	17.6	17.6	32.4	25.7	-0.4	0.7
- Other Europe	1.4	1.3	1.6	1.8	1.4	0.9	2.8	1.4	-33.2	-8.5
Middle East	2.4	1.7	1.6	1.5	1.4	1.6	4.6	2.4	19.2	-7.8
Africa	2.4	3.0	1.6	1.7	2.0	3.9	4.6	5.8	n.s.	10.5
Other Countries	0.4	0.6	0.6	0.3	0.5	0.5	0.7	0.8	7.7	7.1
World Total	52.2	55.2	57.8	62.5	64.2	68.3	100.0	100.0	6.4	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

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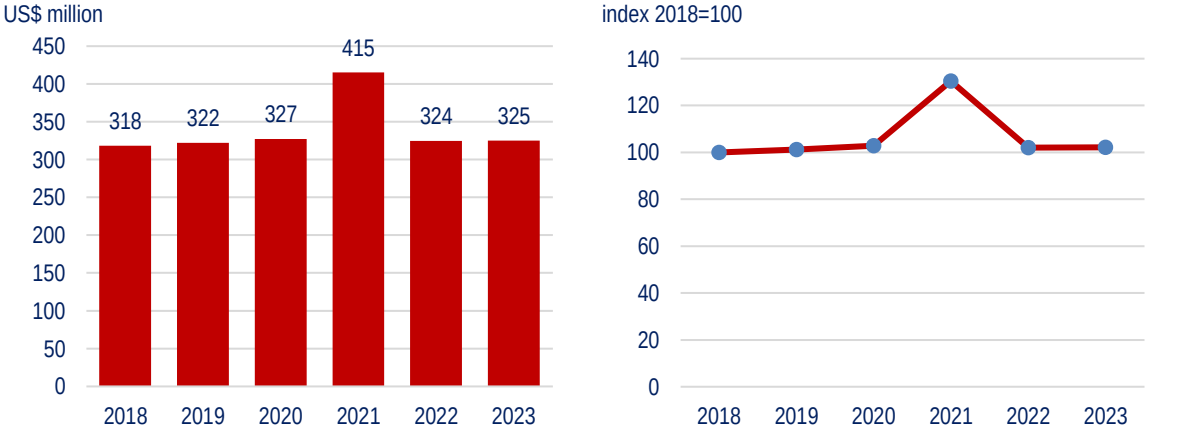
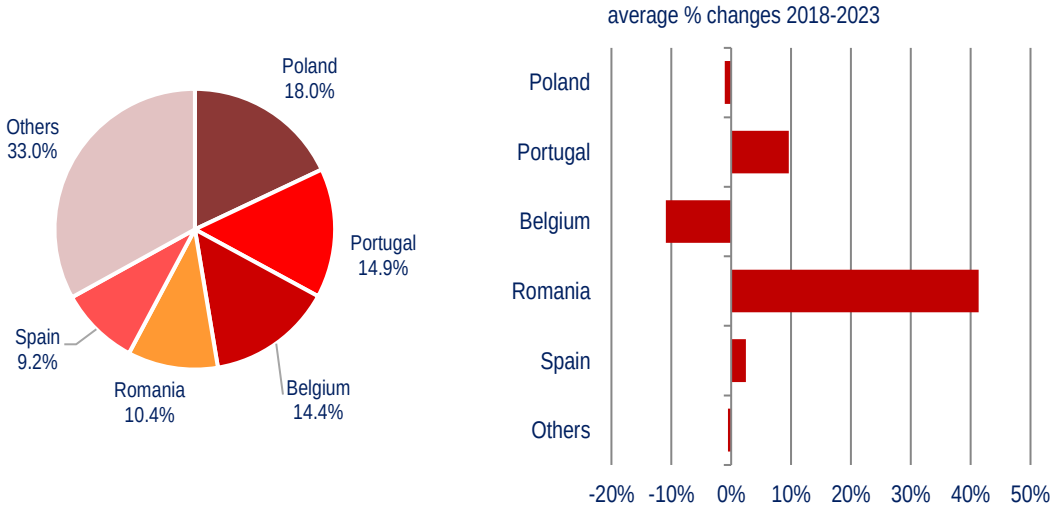
3.13.6 France. Mattresses imports

Figure 3.99 - France.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.100 - France.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.114 - France.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Poland	61.7	64.0	55.8	76.2	51.0	58.5	19.4	18.0	14.7	-1.1
Portugal	30.6	28.3	30.4	49.3	38.8	48.5	9.6	14.9	24.9	9.7
Belgium	83.4	81.0	62.5	74.0	54.8	46.8	26.2	14.4	-14.5	-10.9
Romania	6.0	11.0	14.8	31.7	38.6	33.9	1.9	10.4	-12.1	41.4
Spain	26.4	29.0	38.7	42.6	29.4	29.8	8.3	9.2	1.4	2.5
China	21.1	19.5	25.4	29.8	24.3	28.5	6.6	8.8	17.7	6.2
Italy	19.3	20.5	20.4	26.4	24.4	20.5	6.1	6.3	-15.8	1.3
Germany	22.0	33.5	36.3	23.8	20.8	20.3	6.9	6.2	-2.5	-1.6
Denmark	16.8	8.7	8.1	10.1	10.1	12.4	5.3	3.8	23.4	-5.9
Türkiye	3.5	4.1	2.7	4.0	5.1	8.6	1.1	2.6	67.8	19.5
top 10	290.7	299.6	295.1	367.8	297.3	308.0	91.4	94.8	3.6	1.2
others	27.4	22.4	31.9	47.2	27.1	16.9	8.6	5.2	-37.4	-9.1
Americas	2.3	2.6	6.0	6.1	3.5	3.1	0.7	0.9	-12.2	6.3
- North America	2.1	2.4	6.0	6.1	3.4	2.8	0.7	0.9	-15.6	6.0
- Central-South America	0.1	0.1	0.1	0.0	0.1	0.2	0.0	0.1	77.9	10.0
Asia and Pacific	23.5	22.2	28.3	34.4	27.6	30.4	7.4	9.4	10.1	5.3
Europe	291.8	296.7	292.0	372.7	292.3	290.4	91.7	89.4	-0.6	-0.1
- European Union (27)	275.4	284.5	283.5	362.2	282.4	277.7	86.6	85.5	-1.7	0.2
- UK, CH, NO, IS	8.6	6.0	5.3	5.1	3.5	4.0	2.7	1.2	14.1	-14.2
- Other Europe	7.8	6.2	3.1	5.5	6.4	8.7	2.5	2.7	36.1	2.2
Middle East	0.2	0.2	0.2	0.3	0.4	0.3	0.1	0.1	-34.5	4.8
Africa	0.3	0.3	0.4	1.5	0.5	0.7	0.1	0.2	55.7	21.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5.2	19.8
World Total	318.1	322.0	327.0	415.0	324.4	325.0	100.0	100.0	0.2	0.4

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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

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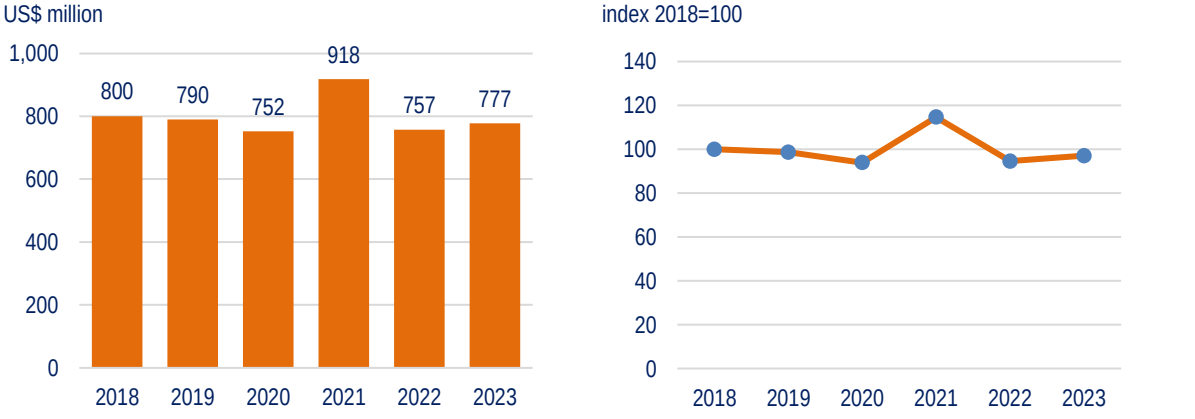
3.13.7 France. Mattresses consumption

Figure 3.101 - France.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.115 - France.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
France	40%	41%	44%	45%	43%	42%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.116 - France.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
France	-1%	1%
World	0%	2%

Source: CSIL

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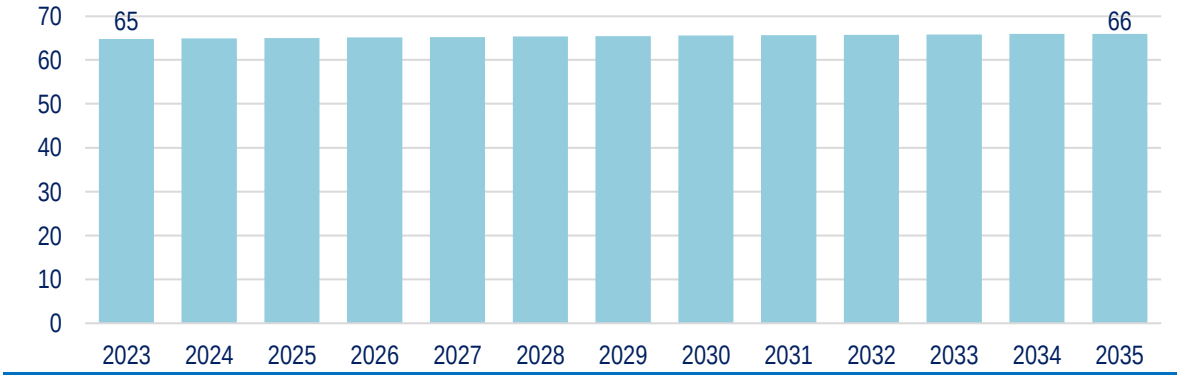
3.13.8 France. Population forecasts

Figure 3.102 - France.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.117 - France.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Paris	11,017	11,347	11,710
Lyon	1,719	1,787	1,847
Marseille-Aix-en-Provence	1,608	1,645	1,695
Lille	1,063	1,092	1,126
Toulouse	1,024	1,080	1,119
Bordeaux	969	1,018	1,054
Nice-Cannes	942	956	984
Nantes	678	711	737
Toulon	579	593	611
Grenoble	528	544	561
Douai-Lens	501	507	521
Strasbourg	475	490	506
Rouen	470	479	493
Avignon	470	484	499
Montpellier	462	487	504
Saint-Étienne	375	382	393
Tours	360	370	381
Béthune	358	365	376
Rennes	354	371	385
Valenciennes	338	344	355

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.14 The mattress industry in Germany

3.14.1 Germany. Key figures and competitive landscape in the mattress industry

Key Figures

- Germany holds the position of the 14th-largest producer of mattress globally, with a production value of US$ 496 million.
- On the consumption side, Germany ranks as the 8th-largest market for mattress worldwide. In 2023, the consumption of mattress reached US$ 744 million, representing a -11% (in current US$) decline compared to the previous year.
- A significant portion of Germany's mattress demand is met through imports, which account for about 67% of total consumption. The primary source of these imports is Poland, showcasing the robust trade relationship between the two countries and Poland's role as a key supplier in the European furniture market.
- In terms of exports, Germany exports 51% of its total mattress production, primarily to Switzerland.
- The German market experienced a downturn attributed to multiple factors. Firstly, low consumer confidence has contributed to decreased spending and investment. Secondly, rising inflation rates have led to reduced purchasing power, further dampening consumer demand. Additionally, a sluggish residential market has resulted in fewer housing transactions, affecting the demand for furniture and related goods.

Competitive System Landscape

The German mattress industry is made by around 30 medium size companies. The top five players in the German mattress sector are Emma – The Sleep Company, EuroComfort Holding, Sun Garden, Aquinos Bedding Germany, and BeCo Matratzen. Emma – The Sleep Company is an online mattress company, that does not own production plants, but it has a network of mattress suppliers in China, France, Germany, Ireland, Poland, Portugal, Serbia, Spain, Switzerland, UK, USA. Emma has revolutionized the German mattress market, achieving a milestone with total revenues surpassing US$ 1 billion.
Similarly, Adova Group, with its portfolio of brands including Tréca, Simmons, Hotelys, and Aube Sofa, operates five production facilities across France.

M&A Deals and Recent News

- At the end of June 2024, mattress and box spring bed manufacturer Breckle (based in Northeim) has to probably cease business operations if no investors found.
- In 2020, Franz B & Cie. GmbH (Haniel) has signed an agreement to acquire 50.1% of Emma – The Sleep Company (Bettzeit GmbH). Its two founders, Manuel Müller und Dr. Dennis Schmoltzi, will each retain a 24.95% stake in the company.
- Emma has been actively expanding its physical retail presence. In February 2023, the company opened its first European store in Netherlands. In November 2023, the company opened its first German store in Cologne. In May 2024, the company opened its first store in UK. These store openings are part of Emma's broader strategy to expand its retail presence across Europe, further strengthening its position as a leading global sleep brand. Also, Emma has made a move into India's online mattress market. It is selling its products on its own website, and also via platforms such as Amazon.

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Table 3.118 - Germany
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	722	661	640	634	623	586	586	626	525	496
Exports	US$ million	158	140	142	157	202	223	222	281	226	253
Imports	US$ million	393	346	348	399	440	439	473	569	533	501
Consumption*	US$ million	957	867	846	876	861	802	838	914	832	744
Production	% ch. -US$		-8%	-3%	-1%	-2%	-6%	0%	7%	-16%	-6%
Exports	% ch. -US$		-12%	1%	11%	29%	11%	0%	27%	-20%	12%
Imports	% ch. -US$		-12%	1%	15%	10%	0%	8%	20%	-6%	-6%
Consumption*	% ch. -US$		-9%	-2%	3%	-2%	-7%	4%	9%	-9%	-11%
export/production	%	22%	21%	22%	25%	32%	38%	38%	45%	43%	51%
import/consumption	%	41%	40%	41%	46%	51%	55%	57%	62%	64%	67%
Production	EUR million	543	596	578	561	527	523	514	529	499	459
Exports	EUR million	119	126	128	139	171	199	195	238	215	234
Imports	EUR million	296	312	314	353	373	392	415	481	506	463
Consumption*	EUR million	720	781	764	775	729	716	734	773	790	688
Production	% ch. - EUR		10%	-3%	-3%	-6%	-1%	-2%	3%	-6%	-8%
Exports	% ch. - EUR		6%	1%	9%	23%	17%	-2%	22%	-10%	9%
Imports	% ch. - EUR		5%	1%	12%	6%	5%	6%	16%	5%	-8%
Consumption*	% ch. - EUR		9%	-2%	1%	-6%	-2%	2%	5%	2%	-13%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat, Federal Statistical Office of Germany

Table 3.119 - Germany
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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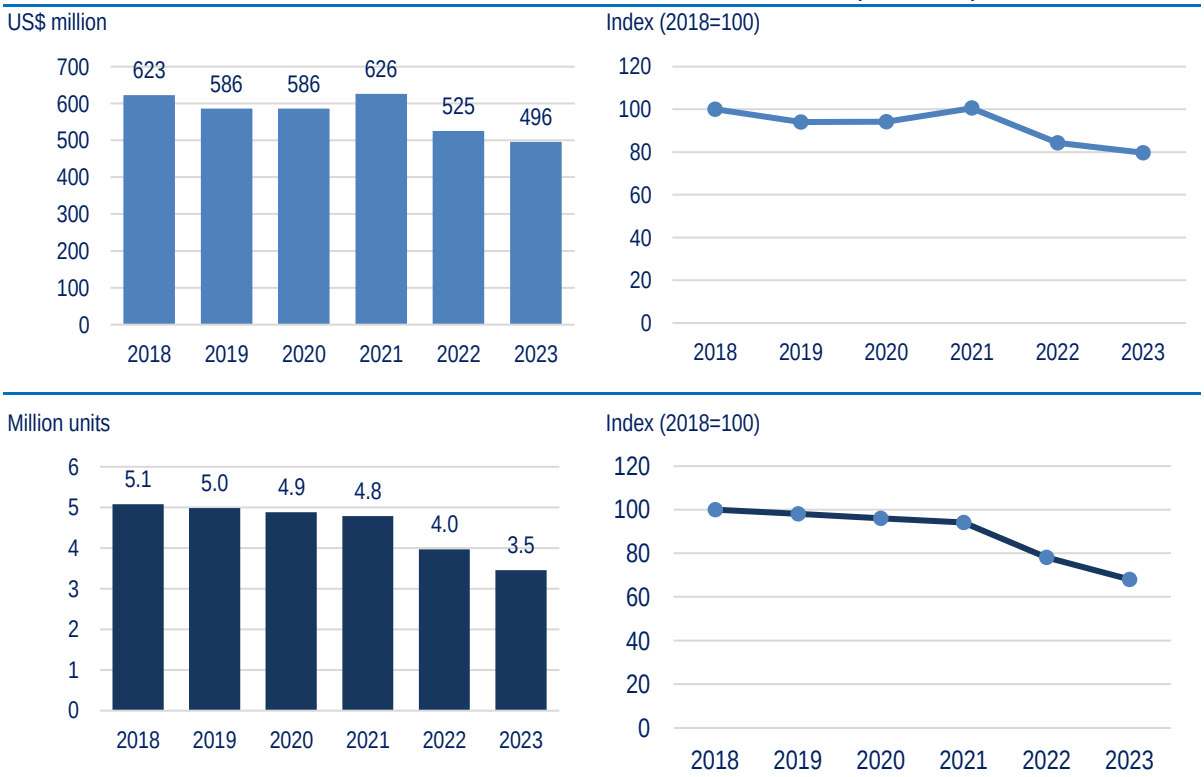
3.14.2 Germany. Mattresses production

Figure 3.103 - Germany

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.120 - Germany

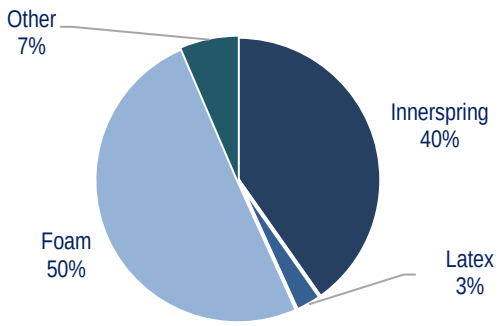
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Germany	32%	38%	38%	45%	43%	51%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.104 - Germany

Breakdown of mattress production by filling material. Percentages in values



Source: CSIL

Last available year

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3.14.3 Germany. Major Mattresses manufacturers

Table 3.121 Germany. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Emma – The Sleep Company*	936	90	1040
EuroComfort Holding	124	30	413
Sun Garden	107	33	326
Aquinos Bedding Germany	80	75	106
BeCo Matratzen	52	65	80
Thomas - Lattoflex	42	75	55
Breckle Matratzenfabrik	39	65	60
Schramm Werkstatten	21	60	35
Metzeler Schaum	16	21	76
Winkle	13	65	20
Femira Schlafsysteme	10	50	21
Hn8 Schlafsysteme	9	90	10
Röwa	8	40	19
MALIE Mecklenburgisches Matratzenwerk	7	100	7
Werkmeister	7	60	12
Houben	6	60	10
Grosana	6	100	6
Rummel Matratzen	5	100	5
Variowell	2	30	5

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*Emma does not own production plants. It has a network of mattress suppliers in China, France, Germany, Ireland, Poland, Portugal, Serbia, Spain, Switzerland, UK, USA

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3.14.4 Germany. Short Profiles of major mattresses manufacturers

Aquinos Bedding Germany

Aquinos Bedding Germany
Group: Aquinos
Headquarters/Main Location: Schlaraffiastraße 1-10 - 44841 Bochum
T: +49 2327 3250
Web: https://www.schlaraffia.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 100-250
Manufacturing plants: 2; Germany
Online sales: No

BeCo Matratzen

BeCo Matratzen GmbH & Co.KG
Headquarters/Main Location: Daimlerstr.16 - 32312 Lübbecke
T: +49 5741/3407-0
Email: beco@beco-gmbh.de
Web: http://www.beco-gmbh.de; https://beco-matratzen.de/
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: Yes

Bettwaren Stendebach & Co. Betten:Innovation

Bettwaren Stendebach & Co. Betten:Innovation
Headquarters/Main Location: Hammerweg 1-3 - 56410 Montabaur
T: +49 2602 995300
Email: info@betteninnovation.de
Web: http://www.betteninnovation.de
Activity: Manufacturer
Product Portfolio: Mattresses
Employees range: 100-250

Breckle Matratzenfabrik

Breckle GmbH Matratzenfabrik
Group: Hamburger Family Office
Headquarters/Main Location: Postfach 1167 - 37154 Northeim
T: +49 5551 60970
Email: info@breckle.de ; info@brecklemalratzenwerk.de
Web: https://www.breckle.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 3; Germany
Online sales: Yes

Dormiente

Dormiente GmbH
Headquarters/Main Location: Auf dem langen Furt 14-16 - 35452 Heuchelheim
T: +49 641 962130
Email: info@dormiente.com
Web: https://www.dormiente.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Textiles
Types of mattresses by materials: Latex, Natural/Organic
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Germany
Online sales: No

Emma – The Sleep Company

Emma Matratzen GmbH
Headquarters/Main Location: Wilhelm-Leuschner-Str. 78 - 60329 Frankfurt am Main
T: +49 069 989 723 - 300
Email: support@emma-mattress.co.uk
Web: https://www.emma-matratze.de
Activity: E-Commerce
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 0 The company does not operate manuafcturing plants. It has suppliers from China, France, Germany, Ireland, Poland, Portugal, Serbia, Spain, Switzerland, UK, USA.
Online sales: Yes

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EuroComfort Holding

EuroComfort Holding GmbH
Group: EuroComfort Group
Headquarters/Main Location: Vennweg 22 - 46395 Bocholt
T: +49 2871 9979
Email: info@eurocomfort.de
Web: https://eurocomfort.de
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Bedrooms, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 9; Germany; Poland (4), China, Lithuania, France
Online sales: No

Femira Schlafsysteme

Femira Bettensysteme GmbH
Group: Oeseder - Wiemann
Headquarters/Main Location: Daimlerstr. 2-4 - 33442 Herzebrock-Clarholz
T: +49 5245 9240600
Email: info@femira.de
Web: https://www.femira.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: No

Grosana

Groll GmbH & Co KG
Headquarters/Main Location: Hohenschildstraße 5 - 72766 Reutlingen
Email: info@grosana.de
Web: https://www.grosana.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Germany
Online sales: No

Hn8 Schlafsysteme

Schwarzwald Hn8 Schlafsysteme GmbH
Group: Matrafoam
Headquarters/Main Location: Schwarzwaldstraße 6 - 77716 Haslach im Kinzigtal
T: +49 7803 27050
Email: info@hn8.de
Web: https://www.hn8.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Germany
Online sales: No

Houben

Matratzenfabrik Houben GmbH
Group: Van Landschoot
Headquarters/Main Location: Breite Straße 180 - 41836 Hückelhoven, Hilfarth
T: +49 2433 9740
Email: info@mfhouben.de
Web: https://www.mfhouben.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Germany
Online sales: No

Hülsta-Werke

Hülsta-Werke Hüls GmbH & Co KG
Group: Hüls AG
Headquarters/Main Location: Karl-Hüls-Strasse 1 - 48703 Stadtlohn, Borken
T: +49 2563 861220 ; 861278 ; 860
Email: huelsta@huelsta.com
Web: https://www.huelsta.com
Activity: Manufacturer
Product Portfolio: Office Furniture, Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Mattresses, Contract, Hospitality furniture, Marine furniture, Semi-finished parts
Total Turnover range: 100-250 US$ million
Employees range: >500

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Koepp Schaum

Koepp Schaum GmbH
Group: Vita Group
Headquarters/Main Location: Rheingaustrasse 19 - 65375 Oestrich-Winkel
T: +49 6723 8880
Email: oestrich-winkel@koepp-schaum.de
Web: https://www.koepp-schaum.de
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Mattresses, Chemicals
Total Turnover range: 5-15 US$ million
Employees range: 51-100

Laroma Vertrieb- und Entwicklungs GmbH

Laroma Vertrieb- und Entwicklungs GmbH
Headquarters/Main Location: Gallberg 1 - 24837 Schleswig
T: +49 4621 989215
Email: info@laroma.de
Web: http://laroma.de
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 0-5 US$ million
Employees range: 0-20

MALIE

MALIE Mecklenburgisches Matratzenwerk GmbH
Headquarters/Main Location: Gewerbegebiet 1 - 19417 Warin
T: +49 3 84826310
Email: info@malie-matratzen.de
Web: https://malie-matratzen.de
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Germany
Online sales: No

Metzeler Schaum

Metzeler Schaum Gmbh - Vitafoam
Group: Vita Group
Headquarters/Main Location: Donaustrasse 51 - 87700 Memmingen
T: +49 8331 8300
Email: info@metzeler-schaum.de
Web: https://www.metzeler-schaum.de; https://www.metzeler-matratzen.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Semi-finished parts, Chemicals, PU Foam
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 21% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 3; Germany; (Slovakia, USA)
Online sales: No

Panther

Panther Deutschland GmbH
Headquarters/Main Location: Bayreuther Straße 8 - D-10787 Berlin
T: +49 30 20896300
Email: info@pantherschlafsysteme.de
Web: https://panther-schlafsysteme.de
Activity: Manufacturer, Trader
Product Portfolio: Mattresses, Pillows
Total Turnover range: 15-50 US$ million
Employees range: 21-50

Radium Latex

Radium Latex Gmbh - Vitafoam
Group: Vita Group
Headquarters/Main Location: Triftenstr. 81 - 32791 Lage / Lippe
T: +49 5232 60870
Email: info@radiumlatex.de
Web: https://www.radiumlatex.de
Activity: Manufacturer
Product Portfolio: Mattresses, Latex Foam
Total Turnover range: 5-15 US$ million
Employees range: 21-50

Ravensberger

RAVENSBERGER Matratzen GmbH
Headquarters/Main Location:
Web: https://www.ravensberger-matratzen.de
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Online sales: Yes

Röwa

Rössle & Wanner GmbH
Group:
Headquarters/Main Location: Ulrichstraße 102 - 72116 Mössingen
T: +49 7473 70120
Email: info@roewa.com
Web: https://roewa.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: No

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Ruf Betten

Ruf Betten International GmbH & Co KG
Group: Waterland / Ruf Group / Nord Holding
Headquarters/Main Location: Im Wöhr 1 - 76437 Rastatt, Karlsruhe
T: +49 7222 5070
Email: info@ruf-betten.de
Web: https://ruf-betten.de
Activity: Manufacturer
Product Portfolio: Beds, Occasional, Mattresses, Contract, Semi-finished parts
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Online sales: No

Rummel Matratzen

Rummel Matratzen GmbH
Headquarters/Main Location: Zum Klausberg 6 - 91413 Neustadt/Aisch
T: +49 9161 8800
Email: info@rummel-matratzen.de
Web: https://www.rummel-matratzen.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: No

Schramm Werkstatten

Schramm Werkstatten GmbH
Group: Grupo Flex
Headquarters/Main Location: Industriepark Langmeil - 67722 Winnweiler
T: +49 6302 92360
Email: info@schramm-werkstaetten.de
Web: https://www.schramm-werkstaetten.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract, Hospitality furniture
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: Yes

Sun Garden

Sun Garden GMBH
Group: Sun Garden
Headquarters/Main Location: Emsdettener Strasse 233 - 48485 Neuenkirchen
T: +49 5973 609 – 0
Email: info@sun-garden.de
Web: https://www.sun-garden.eu
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Garden and Outdoor, Mattresses, Contract, Semi-finished parts, Coverings, Textiles
Mattress production accounts for an estimated 33% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 3; Poland, Romania, Ukraine

Thomas - Lattoflex

Thomas GmbH + Co. Sitz- und Liegemöbel KG
Headquarters/Main Location: Walkmühlenstraße 93 - 27432 Bremervörde
T: +49 4761 979140
Email: info@lattoflex.com
Web: https://www.lattoflex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Germany
Online sales: No

Variowell

Variowell Development Gmbh
Headquarters/Main Location: Fridtjof-Nansen-Weg 5a - 48155 Münster, North Rhine
T: +49 2536 3489490
Email: info@variowell-development.com
Web: https://www.variowell-development.com
Activity: Service
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Germany

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Veenendaal

Veenendaal Gmbh - Vitafoam

Group: Vita Group
Headquarters/Main Location: Bamberger Strasse 58 - 96215 Lichtenfels
T: +49 9571 7910
Email: info@veenendaal.de
Web: https://www.veenendaal.gmbh
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals
Total Turnover range: 15-50 US$ million
Employees range51-100

Werkmeister

Erich Werkmeister Gmbh & Co. Kg

Headquarters/Main Location: Siebenstucken 3-5 - 24558 Henstedt-Ulzburg
T: +49 041 9377946-12
Email: info@werkmeister-schlafkultur.de
Web: https://www.werkmeister-schlafkultur.de
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Semi-finished parts
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Germany

Winkle

Winkle GmbH & Co KG

Headquarters/Main Location: Ludwigsburger Str. 91 - 71726 Benningen
T: +49 7144 9970
Email: info-be@winklekg.de
Web: https://winklekg.de
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Germany
Online sales: No

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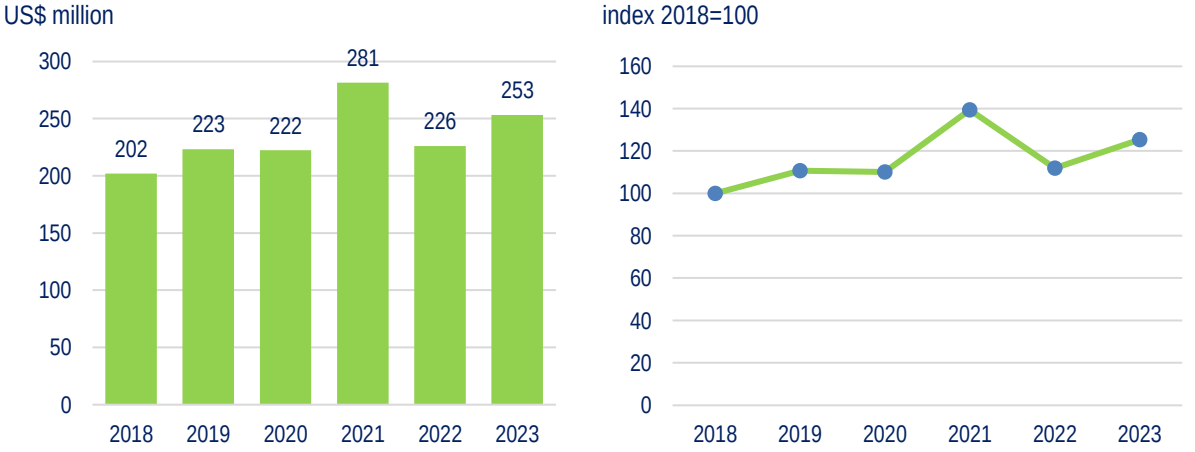
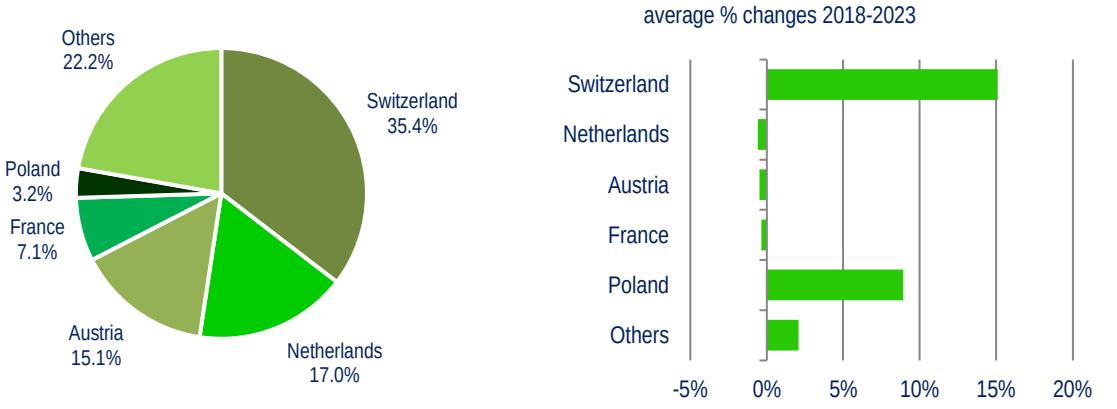
3.14.5 Germany. Mattresses exports

Figure 3.105 - Germany.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.106 - Germany.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.122 - Germany.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Switzerland	44.4	38.2	53.0	93.1	86.2	89.7	22.0	35.4	4.1	15.1
Netherlands	44.2	44.2	42.9	55.6	36.5	42.9	21.9	17.0	17.6	-0.6
Austria	39.0	35.7	36.7	43.2	33.3	38.1	19.3	15.1	14.5	-0.5
France	18.2	46.0	25.0	19.6	11.1	17.9	9.0	7.1	61.5	-0.3
Poland	5.4	1.9	4.6	3.1	5.7	8.2	2.7	3.2	43.8	8.9
Italy	5.7	5.1	3.1	5.9	7.0	8.1	2.8	3.2	15.7	7.0
Belgium	6.0	8.0	8.5	9.8	4.6	7.0	3.0	2.8	51.5	3.2
Czech Republic	5.7	4.7	4.2	6.0	5.9	6.7	2.8	2.6	12.9	3.4
China	4.0	3.8	4.5	5.3	3.2	4.2	2.0	1.6	32.1	0.8
Spain	1.9	5.1	3.7	2.7	2.5	4.1	0.9	1.6	61.7	16.6
top 10	174.5	192.8	186.3	244.2	195.9	226.9	86.4	89.6	15.8	5.4
others	27.4	30.5	35.9	37.2	30.0	26.2	13.6	10.4	-12.6	-0.9
Americas	4.3	3.9	5.5	4.8	2.9	2.8	2.1	1.1	-5.8	-8.3
- North America	4.1	3.7	5.3	4.6	2.8	2.6	2.0	1.0	-7.3	-8.9
- Central-South America	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1	21.9	3.3
Asia and Pacific	8.9	9.2	12.9	11.8	12.5	11.6	4.4	4.6	-7.0	5.6
Europe	185.4	205.6	201.9	263.2	208.4	236.2	91.8	93.3	13.3	5.0
- European Union (27)	136.6	163.6	144.3	167.8	119.6	143.6	67.7	56.7	20.1	1.0
- UK, CH, NO, IS	47.1	40.5	56.4	94.2	87.2	91.1	23.3	36.0	4.5	14.1
- Other Europe	1.7	1.5	1.1	1.3	1.7	1.5	0.8	0.6	-7.5	-1.9
Middle East	0.7	1.3	0.6	0.3	0.4	0.3	0.4	0.1	-27.2	-16.5
Africa	1.8	1.8	1.4	0.9	0.9	0.9	0.9	0.4	2.2	-11.9
Other Countries	0.8	1.6	-0.1	0.3	0.7	1.2	0.4	0.5	63.7	7.3
World Total	201.9	223.3	222.2	281.4	226.0	253.1	100.0	100.0	12.0	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

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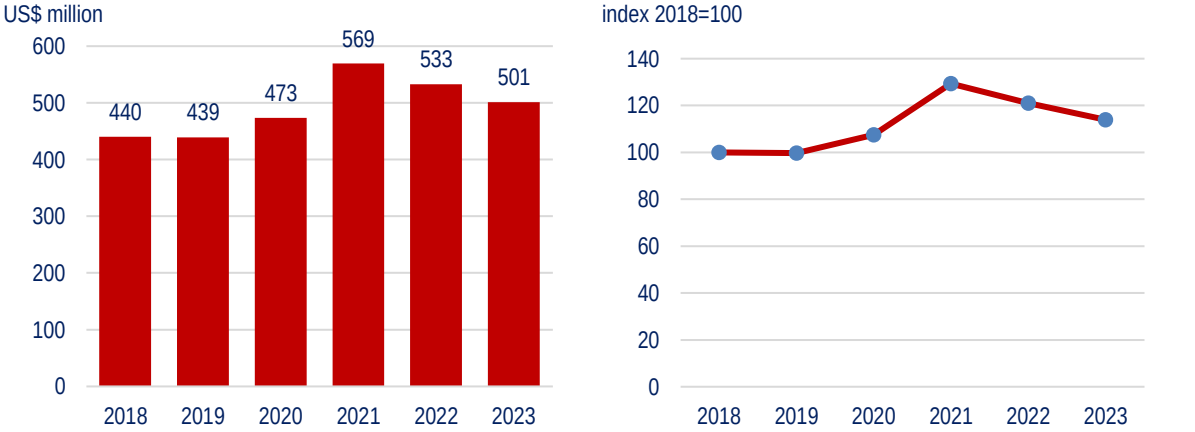
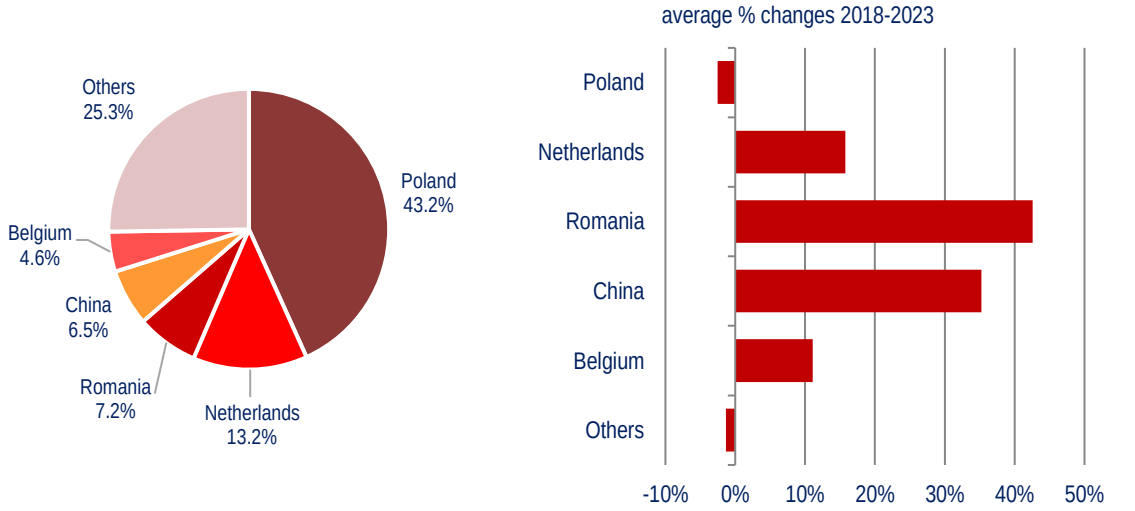
3.14.6 Germany. Mattresses imports

Figure 3.107 - Germany.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.108 - Germany.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.123 - Germany.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Poland	246.2	271.8	219.4	225.5	244.4	216.7	55.9	43.2	-11.4	-2.5
Netherlands	31.8	15.1	20.0	48.3	64.7	66.2	7.2	13.2	2.2	15.8
Romania	6.1	11.6	39.7	45.8	34.4	35.9	1.4	7.2	4.5	42.6
China	7.2	18.5	30.6	49.9	19.6	32.7	1.6	6.5	66.5	35.3
Belgium	13.7	21.8	36.9	49.5	22.4	23.2	3.1	4.6	3.6	11.1
Türkiye	12.0	8.0	12.5	18.2	23.7	22.8	2.7	4.5	-3.8	13.7
Denmark	25.2	15.6	25.4	31.0	30.6	18.7	5.7	3.7	-39.0	-5.8
Austria	15.8	12.3	14.9	16.2	13.8	13.7	3.6	2.7	-1.2	-2.9
Switzerland	10.3	9.4	9.7	11.3	9.5	11.0	2.3	2.2	15.6	1.3
Serbia	3.4	2.2	8.4	8.8	11.9	10.5	0.8	2.1	-11.8	25.1
top 10	371.8	386.4	417.5	504.5	475.0	451.2	84.4	90.0	-5.0	3.9
others	68.5	52.8	55.9	64.9	57.7	50.0	15.6	10.0	-13.3	-6.1
Americas	1.2	0.9	1.3	1.6	1.0	1.4	0.3	0.3	38.2	2.8
- North America	1.2	0.8	1.3	1.6	1.0	1.4	0.3	0.3	41.5	4.0
- Central-South America	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Asia and Pacific	9.5	20.7	33.0	54.7	21.9	35.3	2.2	7.0	60.9	30.0
Europe	429.5	417.6	439.0	513.1	509.6	464.4	97.6	92.7	-8.9	1.6
- European Union (27)	398.1	392.9	401.1	463.8	452.3	412.5	90.4	82.3	-8.8	0.7
- UK, CH, NO, IS	11.8	11.0	11.1	13.7	12.2	13.7	2.7	2.7	12.4	3.0
- Other Europe	19.6	13.7	26.8	35.6	45.2	38.2	4.5	7.6	-15.4	14.3
Middle East	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	54.0
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	29.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	9.9
World Total	440.3	439.2	473.4	569.4	532.7	501.2	100.0	100.0	-5.9	2.6

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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

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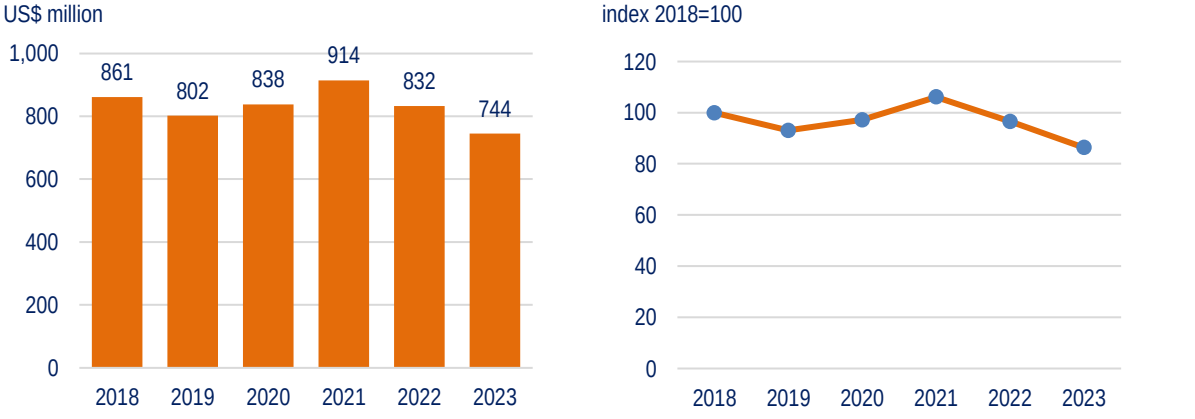
3.14.7 Germany. Mattresses consumption

Figure 3.109 - Germany.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.124 - Germany.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Germany	51%	55%	57%	62%	64%	67%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.125 - Germany.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Germany	-2%	2%
World	0%	2%

Source: CSIL

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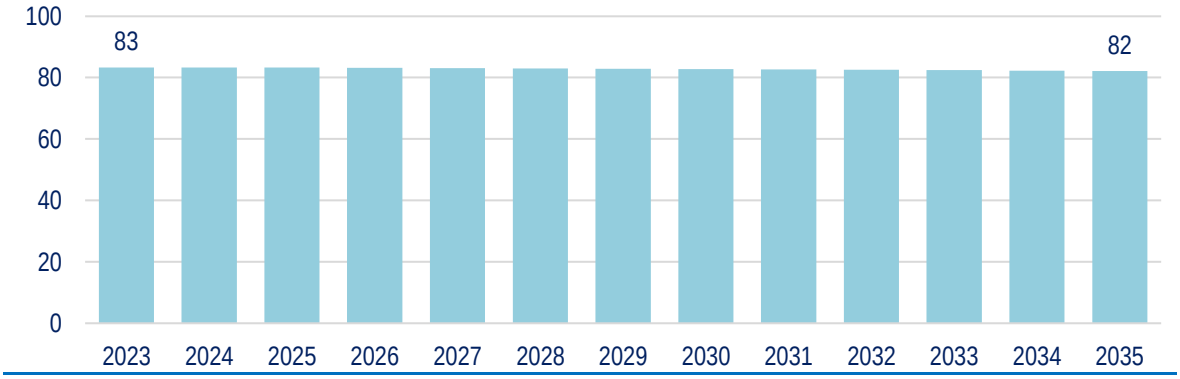
3.14.8 Germany. Population forecasts

Figure 3.110 - Germany.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.126 - Germany.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Berlin	3,562	3,580	3,606
Hamburg	1,790	1,788	1,799
München (Munich)	1,538	1,591	1,610
Köln (Cologne)	1,119	1,153	1,167
Frankfurt am Main	777	804	814
Stuttgart	633	637	642
Duesseldorf	632	643	649
Leipzig	591	609	616
Dortmund	590	590	594
Essen	582	581	584
Dresden	575	594	601
Bremen	565	569	573
Hannover	537	539	543
Duisburg	515	529	535
Nurenberg	512	512	515

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.15 The mattress industry in South Korea

3.15.1 South Korea. Key figures and competitive landscape in the mattress industry

Key Figures

- South Korea's mattress consumption reached US$ 390 million.
- About 35% of South Korea's mattress consumption is satisfied through imports.
- China stands out as the main importing country for South Korea's mattress market.
- The mattress production value reached US$ 299 million, reflecting a 10% increase compared to 2022. About 15% of the mattress production is exported.

Competitive System Landscape

The leading mattress companies operating in the South Korean mattress market include Zinus Group, Simmons-K, Ace Bed, Amos Bed, and Coway (Berex Tech).

The presence of foreign brands in the South Korean mattress market has been steadily building through years of cultivation and growth. One notable player is Simmons, which entered the Korean market in 1992. Operating independently from its American counterpart, Simmons Korea manufactures and sells products locally. The company uses the Simmons brand name under a licensing agreement.

M&A Deals and Recent News

- In 2023, Zinus established a new subsidiary in Mexico.
- In May 2022, South Korean major retailer Hyundai Department Store Group acquired a 30% stake in Zinus

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Table 3.127 - South Korea
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	281	279	264	278	270	264	276	313	272	299
Exports	US$ million	37	29	23	23	24	25	18	24	27	45
Imports	US$ million	90	95	99	98	121	138	148	168	143	136
Consumption*	US$ million	334	345	341	353	367	378	406	457	389	390
Production	% ch. -US$		0%	-5%	5%	-3%	-2%	4%	13%	-13%	10%
Exports	% ch. -US$		-23%	-20%	1%	4%	2%	-26%	30%	13%	70%
Imports	% ch. -US$		5%	5%	-1%	24%	14%	8%	13%	-15%	-5%
Consumption*	% ch. -US$		4%	-1%	4%	4%	3%	7%	13%	-15%	0%
export/production	%	13%	10%	9%	8%	9%	9%	7%	8%	10%	15%
import/consumption	%	27%	27%	29%	28%	33%	37%	37%	37%	37%	35%
Production	KRW million	295,215	315,880	306,202	314,043	296,807	308,304	325,382	357,920	351,690	390,376
Exports	KRW million	39,059	32,399	26,701	26,206	26,607	28,831	21,490	26,994	34,357	58,967
Imports	KRW million	94,943	107,260	115,271	110,638	133,060	160,950	175,267	191,886	184,751	177,800
Consumption*	KRW million	351,099	390,741	394,772	398,475	403,261	440,423	479,159	522,813	502,084	509,208
Production	% ch. - KRW		7%	-3%	3%	-5%	4%	6%	10%	-2%	11%
Exports	% ch. - KRW		-17%	-18%	-2%	2%	8%	-25%	26%	27%	72%
Imports	% ch. - KRW		13%	7%	-4%	20%	21%	9%	9%	-4%	-4%
Consumption*	% ch. - KRW		11%	1%	1%	1%	9%	9%	9%	-4%	1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.128 - South Korea
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
KRW per US$	1052.29	1130.96	1159.34	1129.04	1099.29	1165.80	1180.56	1144.89	1291.78	1306.76
KRW per EUR	1399.23	1254.91	1283.62	1275.93	1299.03	1305.00	1347.02	1354.41	1360.76	1413.53

Source: US Federal Reserve

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3.15.2 South Korea. Mattresses production

Figure 3.111 - South Korea
Production of mattresses, 2018-2023. US$ million and index (2018=100)

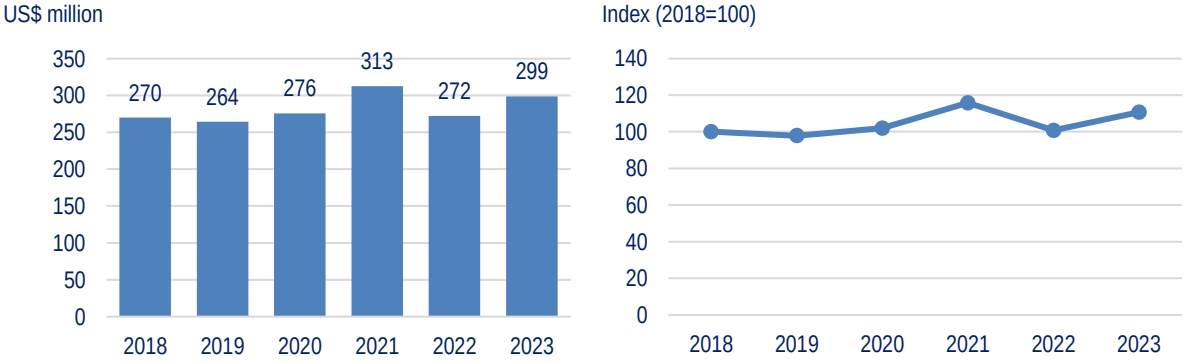

Table 3.129 - South Korea
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
South Korea	9%	9%	7%	8%	10%	15%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

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3.15.3 South Korea. Major Mattresses manufacturers

Table 3.130 South Korea. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Zinus Group*	397	55	729
Simmons-K	120	50	240
Ace Bed	94	40	234
Amos Bed	74	100	74
Berex Tech	44	75	58
KS Bed	24	50	48
Mud Mat	20	100	20
Hanssem Interior	19	5	383
Furnistem	19	100	19
Bedis	9	40	23
Shinwoo Palm& Latex	9	100	9
Luxnine	8	100	8
E & E Trading	8	100	8
Gentice	7	100	7
Emons Furniture	5	5	110

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*Zinus does not operate plants in South Korea

3.15.4 South Korea. Short Profiles of major mattresses manufacturers

Ace Bed

Ace Bed Co Ltd
Headquarters/Main Location: 310-1, Sanggok-ri, Samseong-myeon - 462-121 Eumseong-gun, Chungcheongbuk-do
T: +82 43 0317467111
Email: admin@acebeed.co.kr
Web: http://www.acebed.com ; http://acebedmall.co.kr http://www.aceheritz.com/ ; http://www.aceavenue.co.kr
Activity: Manufacturer, Trader
Product Portfolio: Office Seating, Dining and Living rooms, Bedrooms, Beds, Occasional, Mattresses, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 2; South Korea
Online sales: Yes

Amos Bed

Amosbed Ltd - Eclipse
Group: BIA Bedding Industries of America
Headquarters/Main Location: 446-4 Teajun Dong - 464800 Kwangju-City, Kyung Ki-Do
T: +82 31 7689451
Email: amosbed2@hanmail.net ; **Web**: http://www.eclipsebed.co.kr
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 51-100
Manufacturing plants: 1; South Korea ; **Online sales**: No

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Bedis

Sy Life Co. Ltd
Headquarters/Main Location: 219-53 Songseon-ro - Pocheon-si, Gyeonggi-do
Email: master@seyangbed.com
Web: https://www.bedis.co.kr
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Semi-finished parts
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; South Korea
Online sales: Yes

Berex Tech

Berex Tech Co., LTD
Group: Coway
Headquarters/Main Location: 2603, Daehwa-dong, Ilsan
T: +82 031 9076464
Web: http://kdbed.co.kr ; http://www.iobed.co.kr
Activity: Manufacturer, Importer, Retailer
Product Portfolio: Mattresses, Contract, Semi-finished parts
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 2; South Korea; Malaysia
Online sales: Yes

Daijin Bed

Daijin Bed
Headquarters/Main Location: 56, Panjeong-ri, Jiksan-eup - 330-811 Cheonan-si, Chungcheongnam-do
T: +82 41 5873500
Email: daijinbed@daijinbed.co.kr
Web: http://www.daijinbed.co.kr
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 2; South Korea
Online sales: No

E & E Trading

E & E Trading Co.,Ltd
Headquarters/Main Location: Nongmangmal-Gil 9Beon-Gil Paltan-Myeon 98 - Hwaseong-Si
Web: https://www.enetrading.co.kr
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; South Korea
Online sales: No

Emons Furniture

Emons Furniture
Headquarters/Main Location: 740-3, Namdong Industrial Complex, Gojan-dong - 169B 7L Namdong-gu, Incheon
T: +82 32 8162233
Email: emons@emons.co.kr
Web: http://www.emons.co.kr ; http://www.emonsinterior.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
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 251-500
Manufacturing plants: 1; South Korea
Online sales: Yes

Feliz Bed

Feliz Bed
Headquarters/Main Location: 236-3, Seongmo-ri, Yangchon-myeon - Gimpo-si, Gyeonggi-do
T: +82 31 996-8400
Email: felizbed@hanmail.net ; **Web**: http://www.felizbed.co.kr
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; South Korea
Online sales: Yes

Furnistem

Furnistem Co., Ltd.
Headquarters/Main Location: 74-38 Hogok-gil 168beon-gil, Ujeong-eup - Hwaseong-si, Gyeonggi-do
T: +82 07074504489
Email: youngmook@furnistem.co.kr
Web: http://www.furnistem.co.kr
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 21-50
Manufacturing plants: 1; South Korea
Online sales: Yes

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Gentice

Gentice Co
Headquarters/Main Location: F301,3-10, Gumi-ro 9beon-gil, Bundang-gu - Seongnam-si, Gyeonggi-do
T: +82 70-4471-8267
Web: http://gentice.co.kr
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; South Korea
Online sales: Yes

Grand Bed

Grand Bed Co Ltd
Headquarters/Main Location: 234 Grand Bed in Sam Hwagandong, Gwangtan-myeon - 1390 Paju City, Gyeonggi-do
T: +82 0319452233
Email: contact.grandbed@gmail.com
Web: https://www.grandbed.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; South Korea
Online sales: Yes

Hanssem Interior

Hansemm Interior Co.,Ltd
Group: Hanssem
Headquarters/Main Location: 665 Seongkok-dong, Danwon-gu - 425-836 AhnSahn-Si, Gyeonggi-do
T: +82 31 0264703114
Email: sgk@hanssem.com
Web: https://www.hanssem.com
Activity: Trader
Product Portfolio: Upholstered furniture, Home furniture, Furnishing accessories, Textiles
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
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).
Online sales: Yes

Hapos Bed

World Best BED Co.,Ltd
Headquarters/Main Location: 270-1 Seogyeong-ri, Moga-myeon, Icheon-si - 467-872 Gyeonggi-do
T: +82 7043502246
Web: https://smartstore.naver.com/haposbed
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million

Jangsoo Stonebed

Jangsoo Stonebed Co.,Ltd
Headquarters/Main Location: Yeongdong-Daero 511, Gangnam-Gu - 06164 Seoul
T: +82 260003636
Web: https://www.jangsoous.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Mattresses
Total Turnover range: 5-15 US$ million

KS Bed

Keum Sung Bed Co.,Ltd
Headquarters/Main Location: 109-14, Eohagogae-ro, Yangju-si, - Gyeonggi-do
T: +82 1566-2003
Email: godo@godo.co.kr
Web: http://www.ksbed.co.kr
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; South Korea
Online sales: Yes

Line Bed

Line Bed
Headquarters/Main Location: Gyeonggi daegotmyeon sangmari 121 Gimpo -
T: +82 31 9838402
Email: linebed@naver.com
Web: http://www.linebed.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20

Luxnine

Luxnine
Headquarters/Main Location: 5th floor, 132 Bangbae-ro, Bangbae-dong, Seocho-gu - Seoul
T: +82 16441598
Web: http://www.luxnine.co.kr
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; South Korea
Online sales: Yes

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Modern Intech

Modern Intech Co,.Ltd
Headquarters/Main Location: #939 Jurye 1-Dong Sasang-Ku - 617-837 Pusan
T: +82 51 3250260
Web: https://modernintecheng.modoo.at
Activity: Manufacturer
Product Portfolio: Furniture, Mattresses, Coverings, Textiles
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Total Turnover range: 0-5 US$ million
Employees range: 20-50
Manufacturing plants: 1; South Korea
Online sales: No

Mud Mat

Mud Mat Co. Ltd
Headquarters/Main Location: 281-10, Hakjang-dong, Sasang-gu - 617-844 Busan
T: +82 51 3155233
Email: mud@mudmat.co.kr
Web: http://www.mudmat.co.kr
Activity: Manufacturer
Product Portfolio: Bedrooms, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; South Korea
Online sales: Yes

Palmpring

Palmpring Co Ltd
Headquarters/Main Location: #196-4 Geumhyen-Li, Gasan-Myeon, - 487-813 Pochun-Si, Kyounggi-Do
T: +82 31 5412784
Email: pp@palmpring.co.kr
Web: http://www.palmpring.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: <10
Manufacturing plants: 1; USA
Online sales: Yes

Samick Furniture

Samick Furniture Co Ltd
Headquarters/Main Location: 180-103 Kajwa-dong - So-gu, Inchon
T: +82 32 5760331
Email: agnes5327@samickgagu.com
Web: https://samickgagu.com
Activity: Manufacturer, Retailer
Product Portfolio: Home Office, Upholstered furniture, Dining and Living rooms, Bedrooms, Children's rooms, Mattresses, Contract, Doors and windows
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 0-20
Manufacturing plants: 3; South Korea; China
Online sales: Yes

Shinwoo Palm& Latex

Shinwoo Palm& Latex Co. Inc.
Headquarters/Main Location: #96-1 Idonggyo-ri, Soheul-eup - Pochon, Gyunggi-do
T: +82 31 5435500
Email: latex@shinwoo.biz
Web: https://www.shinwoo.biz
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 2; South Korea
Online sales: No

Simmons-K

SIMMONS-K, Co., Ltd
Group: SSB / Simmons
Headquarters/Main Location: 227-4 Jangpyung-ri Daewol-myun - Ichon City , Gyeonggi-do
T: +82 31 6334071
Email: master@simmons.co.kr
Web: https://www.simmons.co.kr
Activity: Manufacturer
Product Portfolio: Furniture, Beds, Mattresses, Pillows
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 1; South Korea
Online sales: Yes

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Twinsaver

Twinsaver Co Ltd

Headquarters/Main Location: 466-20 Seoun-myeon - Anseong-si, Gyeonggi-do
T: +82 31 6786601
Web: https://www.calmamall.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; South Korea
Online sales: Yes

Zinus Group

Zinus Co. , Ltd.

Group: Zinus
Headquarters/Main Location: 10, Yatap-Ro 81Beon-Gil Bundang - 13497 Seongnam-si, Gyeonggi-do
T: +82 031 6221706
Email: customer-korea@zinus.com. ; sales@zinus.com
Web: https://www.zinus.co.kr
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 55% of total revenues
Total Turnover range: >250 US$ million
Manufacturing plants: 6; China (3), Indonesia (2), USA
Online sales: Yes

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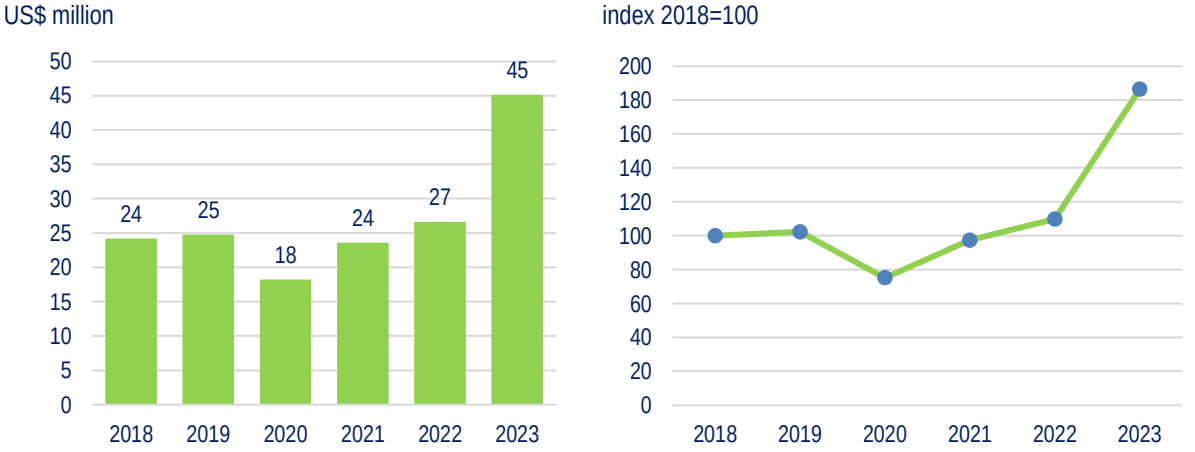
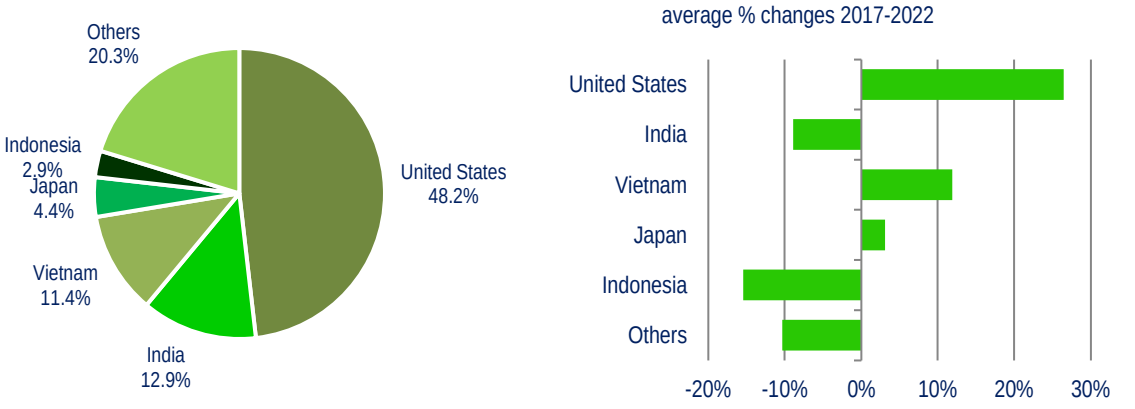
3.15.5 South Korea. Mattresses exports

Figure 3.112 - South Korea.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.113 - South Korea.
Mattress exports by country of destination, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of official data

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Table 3.131 - South Korea.
Mattress exports, by country and by geographical area, 2017-2022.

	US$ Million						% share		% annual changes	
	2017	2018	2019	2020	2021	2022	2017	2022	2022/21	aver 17-22
United States	4.0	3.8	4.1	7.5	15.1	12.8	17.0	48.2	-15.0	26.5
India	5.4	4.0	5.7	2.0	0.2	3.4	23.5	12.9	n.s.	-8.9
Vietnam	1.7	2.9	4.0	2.7	2.4	3.0	7.4	11.4	28.7	11.9
Japan	1.0	1.2	0.9	1.0	0.9	1.2	4.3	4.4	28.0	3.1
Indonesia	1.8	1.1	1.3	0.4	0.2	0.8	7.8	2.9	n.s.	-15.4
Tajikistan	0.0	0.1	0.1	0.1	0.2	0.5	0.1	2.0	n.s.	84.7
Taiwan	0.5	0.6	0.4	0.2	0.7	0.5	2.1	1.8	-28.1	-0.2
Colombia	0.3	0.4	0.4	0.2	0.0	0.4	1.2	1.4	n.s.	7.0
Australia	0.1	0.1	0.3	0.2	0.6	0.3	0.5	1.2	-41.5	25.0
Philippines	0.4	0.6	0.1	0.4	0.2	0.3	1.9	1.2	n.s.	-6.2
top 10	15.3	14.9	17.3	14.8	20.4	23.3	65.8	87.5	14.3	8.8
others	7.9	9.3	7.5	3.4	3.2	3.3	34.2	12.5	3.2	-16.0
Americas	5.0	5.6	5.6	8.3	15.3	13.9	21.7	52.3	-9.4	22.5
- North America	4.2	4.2	4.5	7.7	15.2	13.2	18.2	49.5	-13.3	25.6
- Central-South America	0.8	1.4	1.2	0.6	0.2	0.7	3.6	2.8	n.s.	-2.4
Asia and Pacific	14.5	14.3	16.3	8.0	6.7	11.5	62.6	43.1	72.0	-4.6
Europe	2.8	3.6	1.7	1.0	0.9	0.7	12.2	2.5	-28.5	-25.1
- European Union (27)	1.1	1.8	0.8	0.3	0.7	0.5	4.8	1.7	-35.3	-16.6
- UK, CH, NO, IS	0.1	0.1	0.0	0.4	0.0	0.1	0.6	0.3	n.s.	-10.0
- Other Europe	1.6	1.7	0.9	0.3	0.2	0.1	6.8	0.5	-41.8	-38.7
Middle East	0.1	0.0	0.1	0.3	0.0	0.2	0.6	0.8	n.s.	7.9
Africa	0.7	0.6	0.9	0.6	0.6	0.4	2.8	1.3	-42.0	-11.8
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	15.9
World Total	23.2	24.2	24.7	18.2	23.6	26.6	100.0	100.0	12.8	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

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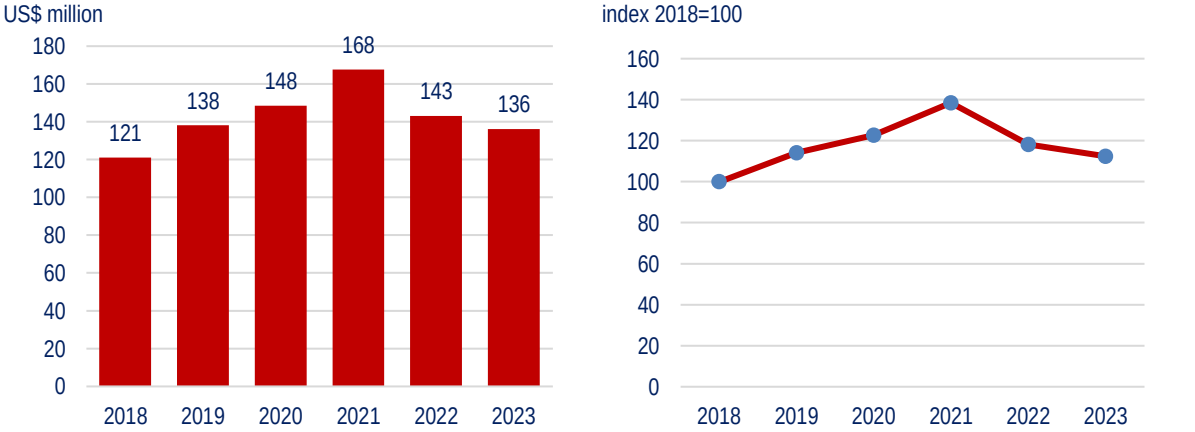
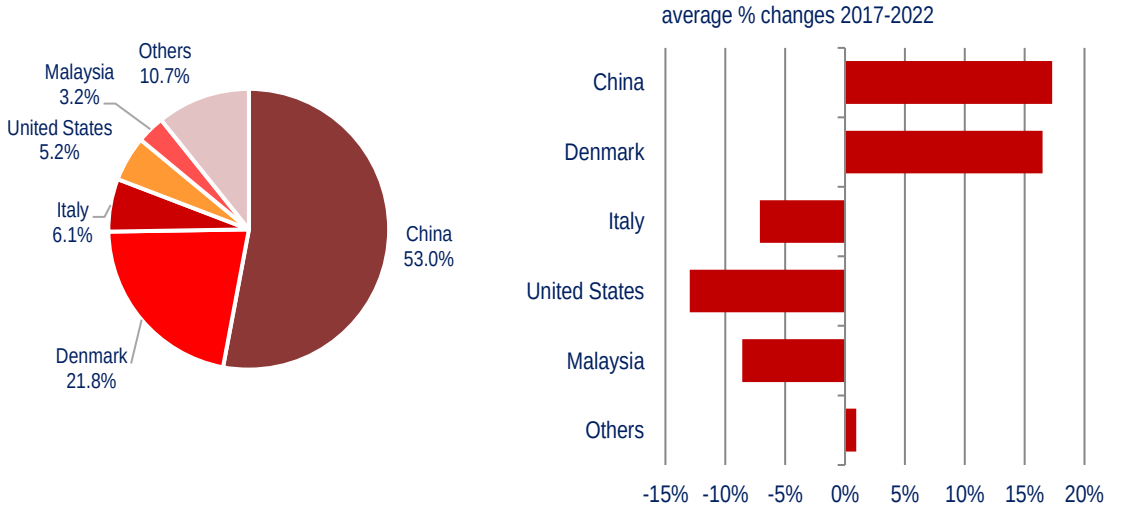
3.15.6 South Korea. Mattresses imports

Figure 3.114 - South Korea.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.115 - South Korea.
Mattresses imports by country of origin, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of Eurostat data

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Table 3.132 - South Korea.
Mattresses 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	34.1	44.9	61.1	72.3	89.4	75.7	34.8	53.0	-15.3	17.3
Denmark	14.5	16.9	24.0	26.9	33.0	31.1	14.8	21.8	-5.5	16.5
Italy	12.6	15.2	11.9	14.1	11.1	8.7	12.8	6.1	-21.6	-7.1
United States	14.9	17.3	19.8	14.4	12.9	7.5	15.2	5.2	-42.4	-13.0
Malaysia	7.2	8.3	6.2	6.0	6.8	4.6	7.4	3.2	-32.4	-8.6
Sweden	0.1	0.3	0.9	1.8	2.7	3.4	0.1	2.4	24.9	n.s.
Germany	0.4	0.3	0.8	2.4	1.7	3.3	0.4	2.3	96.5	55.6
Vietnam	3.0	2.9	2.3	2.7	2.4	1.7	3.0	1.2	-30.1	-10.6
United Kingdom	0.4	0.7	0.9	1.0	1.8	1.3	0.4	0.9	-29.7	25.6
France	0.2	0.2	0.2	0.2	0.3	1.3	0.2	0.9	n.s.	46.3
top 10	87.4	106.9	128.2	141.8	162.2	138.6	89.2	96.9	-14.5	9.7
others	10.6	14.2	9.8	6.7	5.4	4.4	10.8	3.1	-18.3	-16.2
Americas	15.0	17.3	19.8	14.4	12.9	7.5	15.3	5.2	-42.1	-12.9
- North America	15.0	17.3	19.8	14.4	12.9	7.5	15.3	5.2	-42.1	-12.9
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	19.7
Asia and Pacific	52.2	63.6	74.6	83.4	100.3	83.8	53.3	58.6	-16.4	9.9
Europe	30.8	40.2	43.6	50.6	54.4	51.7	31.5	36.2	-4.8	10.9
- European Union (27)	30.3	39.1	42.6	49.5	52.3	50.1	30.9	35.0	-4.2	10.6
- UK, CH, NO, IS	0.5	0.9	1.0	1.1	1.9	1.5	0.5	1.0	-23.9	24.8
- Other Europe	0.1	0.2	0.0	0.1	0.2	0.2	0.1	0.1	13.2	20.3
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-37.4	14.5
Africa	0.0	0.0	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.s.	n.s.
World Total	98.0	121.0	138.1	148.5	167.6	143.0	100.0	100.0	-14.7	7.9

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

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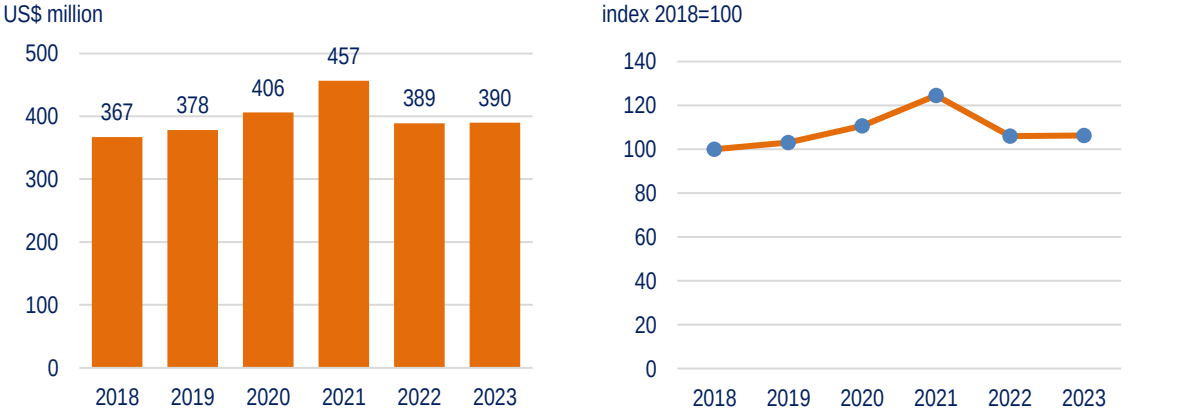
3.15.7 South Korea. Mattresses consumption

Figure 3.116 - South Korea.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.133 - South Korea.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
South Korea	33%	37%	37%	37%	37%	35%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.134 - South Korea.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
South Korea	-1%	2%
World	0%	2%

Source: CSIL

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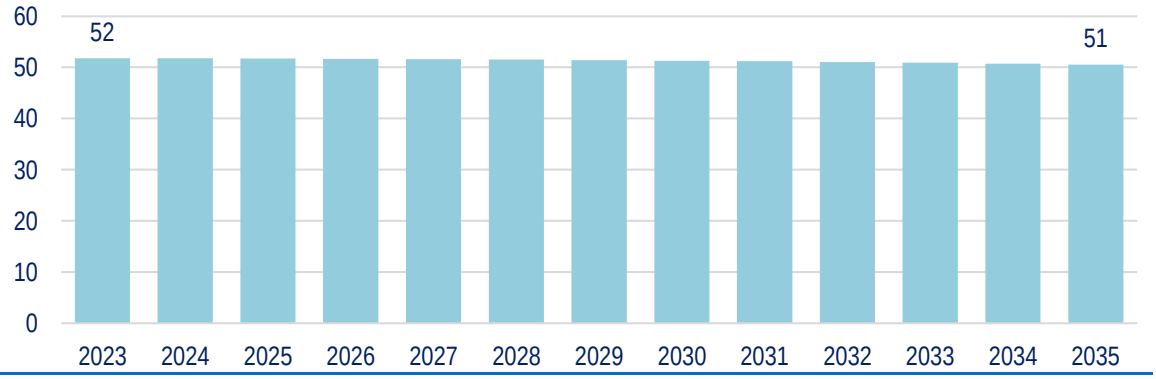
3.15.8 South Korea. Population forecasts

Figure 3.117 - South Korea.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.135 - South Korea.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Seoul	9,963	10,026	10,163
Busan	3,465	3,484	3,532
Incheon	2,801	2,874	2,923
Daegu	2,199	2,181	2,205
Daejon	1,566	1,586	1,610
Gwangju	1,522	1,537	1,559
Suweon	1,311	1,389	1,420
Yongin	1,083	1,158	1,186
Goyang	1,069	1,121	1,145
Changwon	1,056	1,057	1,070
Seongnam	944	943	955
Ulsan	910	916	929
Bucheon	832	828	837
Ansan	761	771	783
Cheongju	717	733	745
Cheonan	680	713	728
Jeonju	663	668	677
Anyang	568	560	565

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.16 The mattress industry in Japan

3.16.1 Japan. Key figures and competitive landscape in the mattress industry

Key Figures

- Japan ranks as the 11th largest mattress market globally. In 2023, mattress consumption reached nearly US$ 578 million, marking a 5% decline compared to 2022 and remaining below pre-COVID levels.
- The Japanese mattress market is highly dependent on imports, which constitute 54% of the total consumption.
- The primary sources of these imports are China and Vietnam.
- In 2023, mattress production in Japan was valued at US$ 281 million, showing a slight decrease compared to 2022.

Competitive System Landscape

The Japanese mattress industry is navigating a landscape shaped by a declining population, the rise of e-commerce, and the diversification of sales channels. The primary players in this market include France Bed Holding, Simmons (Japan), Nishikawa, Maruhachi Mawata, and Paramount Bed. In a significant industry development in February 2019, three leading bedding manufacturers—Nishikawa Sangyo, Kyoto Nishikawa, and Nishikawa Living—merged to consolidate their resources and strengthen their market presence.

Paramount Bed has carved out a niche for itself as a specialist in the manufacture of medical and nursing beds. The company commands a substantial market share in these sectors, not just in its home country of Japan but also on a global scale, with its products being utilized in over 100 countries worldwide.

M&A Deals and Recent News

- In 2021, France Bed Holdings Co., Ltd. acquired shares of "Homecare Service Yamaguchi Co., Ltd." and made it a subsidiary of "France Bed Co., Ltd." Major future initiatives include expanding rental services across all business segments.
- In 2021 France Bed engaged in a contract with Hilding Anders for bed manufacturing technology and trademark usage rights, which expires in at the end of 2025.

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Table 3.136 - Japan
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	324	277	308	296	300	309	313	337	286	281
Exports	US$ million	11	13	16	19	19	19	17	19	16	17
Imports	US$ million	216	208	222	243	259	309	320	343	342	315
Consumption*	US$ million	528	472	514	520	541	599	616	662	611	578
Production	% ch. -US$		-14%	11%	-4%	2%	3%	1%	8%	-15%	-2%
Exports	% ch. -US$		18%	19%	19%	0%	3%	-12%	13%	-14%	5%
Imports	% ch. -US$		-4%	7%	9%	7%	19%	4%	7%	-1%	-8%
Consumption*	% ch. -US$		-11%	9%	1%	4%	11%	3%	7%	-8%	-5%
export/production	%	3%	5%	5%	6%	6%	6%	5%	6%	6%	6%
import/consumption	%	41%	44%	43%	47%	48%	52%	52%	52%	56%	54%
Production	JPY million	34,235	33,550	33,476	33,142	33,142	33,713	33,376	37,047	37,641	39,454
Exports	JPY million	1,181	1,592	1,696	2,074	2,044	2,080	1,800	2,092	2,151	2,425
Imports	JPY million	22,825	25,176	24,088	27,209	28,611	33,640	34,194	37,707	44,897	44,189
Consumption*	JPY million	55,879	57,134	55,869	58,276	59,708	65,274	65,770	72,662	80,387	81,219
Production	% ch. - JPY		-2%	0%	-1%	0%	2%	-1%	11%	2%	5%
Exports	% ch. - JPY		35%	7%	22%	-1%	2%	-13%	16%	3%	13%
Imports	% ch. - JPY		10%	-4%	13%	5%	18%	2%	10%	19%	-2%
Consumption*	% ch. - JPY		2%	-2%	4%	2%	9%	1%	10%	11%	1%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Ministry of Economy, Trade and Industry, Ministry of Finance

Table 3.137 - Japan
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
JPY per US$	105.74	121.05	108.66	112.10	110.40	109.02	106.78	109.84	131.46	140.50
JPY per EUR	140.60	134.32	120.31	126.68	130.46	122.04	121.84	129.94	138.48	151.98

Source: US Federal Reserve

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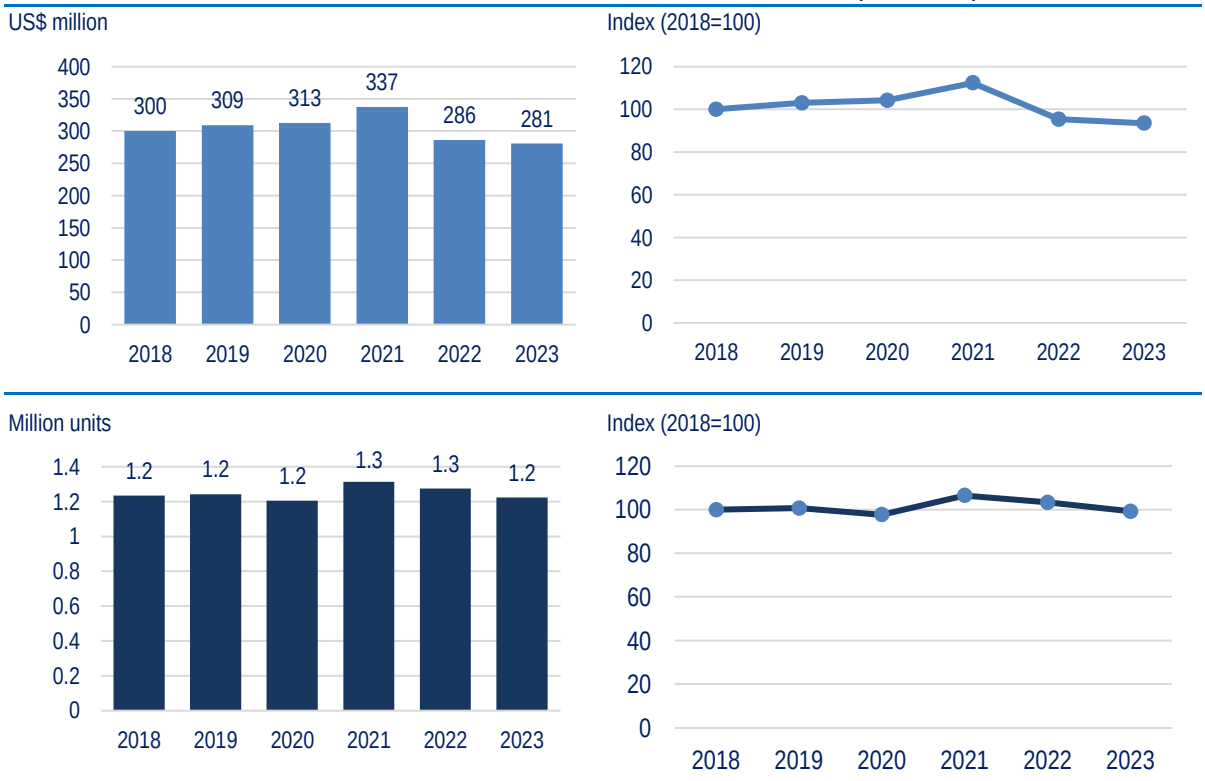
3.16.2 Japan. Mattresses production

Figure 3.118 - Japan

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.138 - Japan

Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Japan	6%	6%	5%	6%	6%	6%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

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3.16.3 Japan. Major Mattresses manufacturers

Table 3.139 Japan. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
France Bed Holdings*	154	37	421
Simmons (JP)	126	50	251
Nishikawa Sangyo	91	20	456
Maruhachi Mawata	85	92	92
Paramount Bed	48	6	755
Dream Bed	34	46	75
Achilles Corporation	32	5	631
Showa Nishikawa	22	20	110
Inoac	20	2	1242
Nihon Bed	17	80	21
Sleep Select	13	60	21
Taica Corporation	10	10	96
Tokyo bed	9	100	9
Motton Japan	9	90	10
G-Bed Japan	5	100	5
Platz	4	10	45
Karimoku Furniture	4	3	143
Eco World	4	100	4
Airweave	3	100	3
Union Bed	3	60	4

Source: CSIL estimates
Note: Data refer to the last available year, typically 2023 or 2022.
*including mattress production outside Japan

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3.16.4 Japan. Short Profiles of major mattresses manufacturers

Achilles Corporation

Achilles Corporation
Headquarters/Main Location: Shinjuku Front Tower, 2-21-1 - 169-8885 Shinjuku-ku, Tokyo
T: +81 3 53389200
Web: https://www.achilles.jp; https://www.achilles-freabell.jp
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam, Coverings
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 11; Japan; USA (1), China (3), Taiwan (1) Total plants
Online sales: Yes

Airweave

Airweave Inc.
Headquarters/Main Location: 4F Yaesu k building 2-1-6 Yaesu, Chuo-Ku - 1040028 Tokyo
T: +81 3 62142460
Web: https://airweave.jp ; **Activity**: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Manufacturing plants: 1; Japan
Online sales: Yes

Dream Bed

Dreambed Co Ltd
Headquarters/Main Location: 3-12-39 Koihonmachi, Nishi-ku - 733-0812 Hiroshima
T: +81 82 2714201
Email: info@dream-ark.co.jp
Web: https://dreambed.jp
Activity: Manufacturer, Showroom
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract, Textiles
Mattress production accounts for an estimated 46% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 4; Japan
Online sales: No

Eco World

Eco World Co.,Ltd.
Headquarters/Main Location: 2252-3, Mori, Kusu-Machi - 879-4404 Kusu-Gun
T: +81 973729710
Web: http://www.ecoworld-cushion.co.jp
Activity: Manufacturer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Japan; **Online sales**: No

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
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
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 37% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 9; Japan; China
Online sales: No

G-Bed Japan

G-Bed Japan Co., Ltd.
Group: G-Bed Japan Group
Headquarters/Main Location: JII 831-0006 Fukuoka Prefecture - Okawa City Oji
T: +81 0944899660
Web: http://www.g-bed-japan.com ; http://www.granz-jp.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Japan ; **Online sales**: No

Homori Manufacturing

Homori Manufacturing Co., Ltd. - Hotake
Headquarters/Main Location: 386, Yata, Yoshii-Machi - 370-2106 Takasaki-Shi
T: +81 0273878334
Email: info@hotake.com ; **Web**: https://www.hotake.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Japan ; **Online sales**: Yes

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Inoac

Inoac Corporation
Group: Inoac
Headquarters/Main Location: 2-13-4 Meieki Minami, Nakamura-ku - 450-0003 Nagoya, Aichi
T: +81 52 581-1086
Email: happohin@inoac.co.jp
Web: https://www.inoac.co.jp ; https://grantecs.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Chemicals, PU Foam
Mattress production accounts for an estimated 2% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 20; Japan; Thailand (2), Indonesia (1), Vietnam (2), Sri Lanka (1), Philippines (1), Taiwan (1), China (2) (Furniture&Bedding)
Online sales: No

Isseiki

Isseiki Corporation
Group: Isseiki
Headquarters/Main Location: 5-15-1 Honcho - 425-0022 Yaizu City, Shizuoka Prefecture
T: +81 54 6317210
Web: https://www.isseiki.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Dining and Living rooms, Bedrooms, Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 21-50

Karimoku Furniture

Karimoku Furniture Inc
Group: Karimoku Group
Headquarters/Main Location: 108 Kaieicho, Fujie, Higashiuracho - 470-2191 Chitagun, Aichi
T: +81 562 831111
Email: furniture@karimoku.co.jp
Web: https://www.karimoku.com ; https://www.karimoku.co.jp ; https://www.karimoku-newstandard.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
Types of mattresses by materials: Polyurethane Foam, Innerspring, Other
Mattress production accounts for an estimated 3% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: > 500
Manufacturing plants: 7; Japan

Koki International Corp

KOKI International Corporation
Headquarters/Main Location: Yamato Nagahori bldg.6F, 1-19-21, Shimanouchi, Chuo-ku - 542-0082 Osaka
T: +81 749 6245-8622
Web: https://koki-c.com
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; China
Online sales: Yes

Maruhachi Mawata

Maruhachi Mawata Co. Ltd
Group: Maruhachi Holding
Headquarters/Main Location: No.1533 Kozawatari-Cho - 432-8508 Hamamatsu-Shi, Shizuoka
Email: info@maruhachi.co.jp
Web: https://www.maruhachi.co.jp ; https://www.nemu2.net
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract
Mattress production accounts for an estimated 92% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: > 500
Manufacturing plants: 4; Japan; Laos
Online sales: Yes

Motton Japan

Chem-Trend Japan KK
Group: Chem-Trend
Headquarters/Main Location: 303 Great leap Building, 3-8-13 Tenjin - 810-0001 Fukuoka Prefecture, Chuo-ku
Web: https://chemtrend.com
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Mattress production accounts for an estimated 90% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Japan

Nihon Bed

Nihon Bed Manufacturing
Headquarters/Main Location: Yubinbango146-0082 Ota-ku - Tokyo Ikegami 5-6-3
T: +81 3 3752-3241
Web: http://nihonbed.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Japan
Online sales: No

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Nishikawa Sangyo

Nishikawa Co., Ltd.
Group: Nishikawa Sangyo
Headquarters/Main Location: 8-8 Nihonbashi Tomizawa-cho, Chuo-ku - 103-0006 Tokyo
T: +81 3 3664-8161
Email: hp@nishikawasangyo.co.jp
Web: https://www.nishikawa1566.com ; https://www.airsleep.jp
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Textiles
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; Japan
Online sales: Yes

Nitori

Nitori Co.,Ltd.
Group: Nitori Holding
Headquarters/Main Location: 6-20, Kamiya 3-chome - 115-0043 Kita-ku, Tokyo
T: +81 3 67411235 ; 67411111 ; 59399015
Web: https://www.nitorihd.co.jp
Activity: Importer, Retailer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Home furniture, Garden and Outdoor, Mattresses, Contract
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 6; Japan; Vietnam (3), Thailand (2)
Online sales: Yes

Paramount Bed

Paramount Bed Co., Ltd.
Group: Paramount
Headquarters/Main Location: 2-14-5. Higashisuna - 136-8671 Koto-ku, Tokyo
T: +81 01 20497009
Web: https://www.paramount.co.jp ; https://www.paramountbed-hd.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Home furniture, Mattresses, Contract, Healthcare furniture
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 6% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 2; Japan; In 2020, new mattress factory at Chiba factory (Japan) began operation.
Online sales: No

Platz

Platz Co., Ltd
Group: Platz
Headquarters/Main Location: 2-3-17 Nakahata - 816-0921 Fukuoka Prefecture, Onojo City
T: +81 092 5843434
Email: pinfo@platz-ltd.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Japan

Rubic JP

Rubic JP Co., Ltd.
Group: Rubic
Headquarters/Main Location: 112-1 Kitakoga Okawa-shi - 8310032 Fukuoka
T: +81 944 892180
Web: http://www.roomrecipe.co.jp
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; China (Dalian)
Online sales: No

Showa Nishikawa

Showa Nishikawa Co., Ltd.
Headquarters/Main Location: 1-4-15, Nihonbashi-hama-cho, - 103-0007 Chuo-Ku, Tokyo
T: +81 3 32715821
Email: info@showanishikawa.co.jp
Web: https://www.showanishikawa.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, Textiles
Mattress production accounts for an estimated 20% of total revenues
Total Turnover range: 100-250 US$ million
Employees range: 100-250
Manufacturing plants: 1; Japan
Online sales: Yes

Simmons (JP)

Simmons Co., Ltd
Group: Nifco
Headquarters/Main Location: 6F Japantimes-Nifco Building, 4-5-4, Shibaura - 108-0023 Minato-Ku, Tokyo
T: +81 3 57653121
Email: marketing@simmons.co.jp
Web: https://www.simmons.co.jp
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Bedrooms, Mattresses, Contract
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: >250 US$ million
Employees range: 251-500
Manufacturing plants: 1; Japan
Online sales: Yes

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Sleep Select

Sleep Select
Headquarters/Main Location: 13-5, Kitaaoyama 2-Chome - 107-0061 Minato-Ku, Tokyo
T: +81 3 54136600
Web: https://www.sleepselect.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Contract, Semi-finished parts
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Japan
Online sales: Yes

Taica Corporation

Taica Corporation
Headquarters/Main Location: Takanawa Sengakuji-ekimae Bldg. 3F, 2-18-10 Takanawa, Minato-ku - 108-0074 Tokyo
T: +81 3 3448-8600
Email: info@taica.co.jp
Web: https://taica.co.jp
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Japan
Online sales: No

Tokyo bed

Tokyo bed Co Ltd
Group: France Bed
Headquarters/Main Location: 4-1-16 Ropponghi - 106-0032 Minato-Ku, Tokyo
T: +81 3 35838521
Email: info@tokyo-bed.co.jp
Web: https://www.tokyo-bed.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Bedrooms, Mattresses, Coverings
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Japan

Union Bed

Union Bed Seizo K.K.
Headquarters/Main Location: 1760, Misakichoebado - 299-4612 Isumi-Gun, Chiba
T: +81 47 0877051
Activity: Manufacturer
Product Portfolio: Mattresses, Semi-finished parts
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Japan

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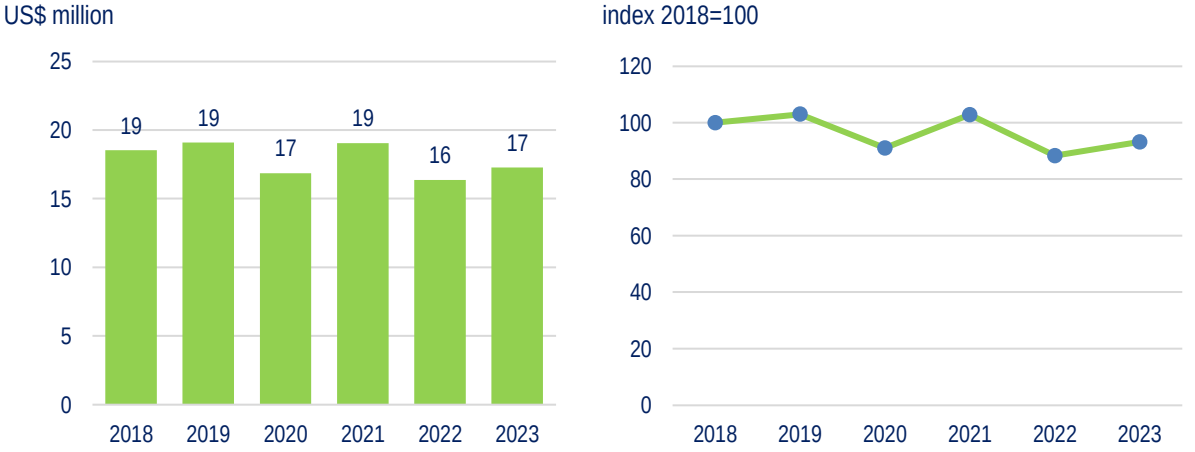
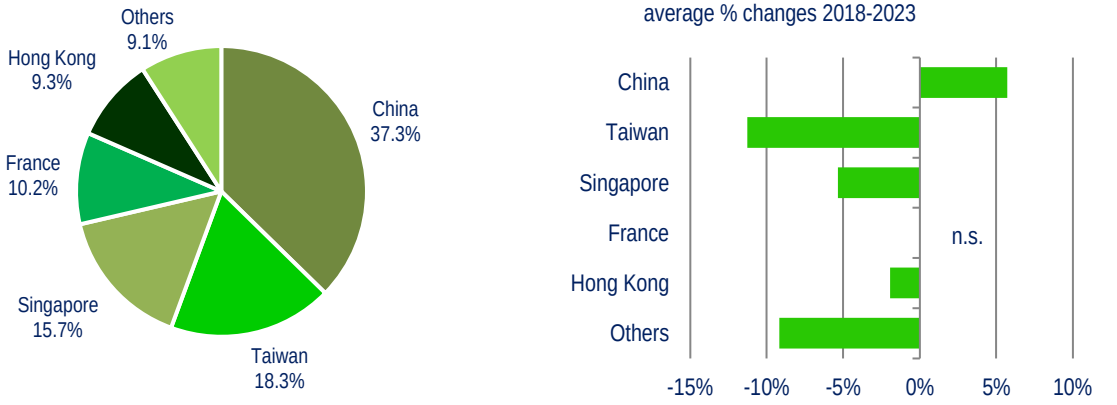
3.16.5 Japan. Mattresses exports

Figure 3.119 - Japan.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.120 - Japan.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.140 - Japan.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	4.9	5.3	5.4	7.5	5.6	6.4	26.3	37.3	15.8	5.7
Taiwan	5.7	5.2	4.9	4.4	4.2	3.2	31.0	18.3	-25.2	-11.3
Singapore	3.6	4.1	2.4	3.0	2.8	2.7	19.3	15.7	-2.2	-5.3
France	0.0	0.0	0.0	0.0	0.0	1.8	0.1	10.2	n.c.	n.s.
Hong Kong	1.8	1.6	2.0	2.4	2.1	1.6	9.6	9.3	-23.0	-1.9
Malaysia	0.8	1.0	0.3	0.2	0.4	0.4	4.4	2.5	0.1	-11.8
United States	0.5	0.3	0.7	0.6	0.4	0.3	2.5	2.0	-17.1	-6.1
Thailand	0.3	0.3	0.2	0.2	0.2	0.2	1.8	1.2	-9.3	-9.7
Indonesia	0.1	0.1	0.0	0.0	0.1	0.1	0.7	0.7	25.5	-3.4
South Korea	0.4	0.2	0.2	0.2	0.2	0.1	2.1	0.7	-36.0	-22.3
top 10	18.1	18.3	16.1	18.6	16.0	16.9	97.9	97.9	5.7	-1.4
others	0.4	0.8	0.8	0.4	0.4	0.4	2.1	2.1	-3.1	-1.3
Americas	0.5	0.3	0.7	0.7	0.4	0.5	2.6	2.7	6.8	-0.6
- North America	0.5	0.3	0.7	0.6	0.4	0.5	2.6	2.6	6.3	-0.7
- 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	18.0	18.6	16.1	18.3	15.9	15.0	97.1	86.8	-5.7	-3.6
Europe	0.0	0.1	0.0	0.1	0.0	1.8	0.2	10.5	n.s.	n.s.
- European Union (27)	0.0	0.1	0.0	0.0	0.0	1.8	0.1	10.5	n.s.	n.s.
- UK, CH, NO, IS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	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	0.0	0.0	0.0	0.0	0.0	0.2	0.0	n.s.	-31.4
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	-39.3	17.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	18.5	19.1	16.9	19.0	16.4	17.3	100.0	100.0	5.5	-1.4

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

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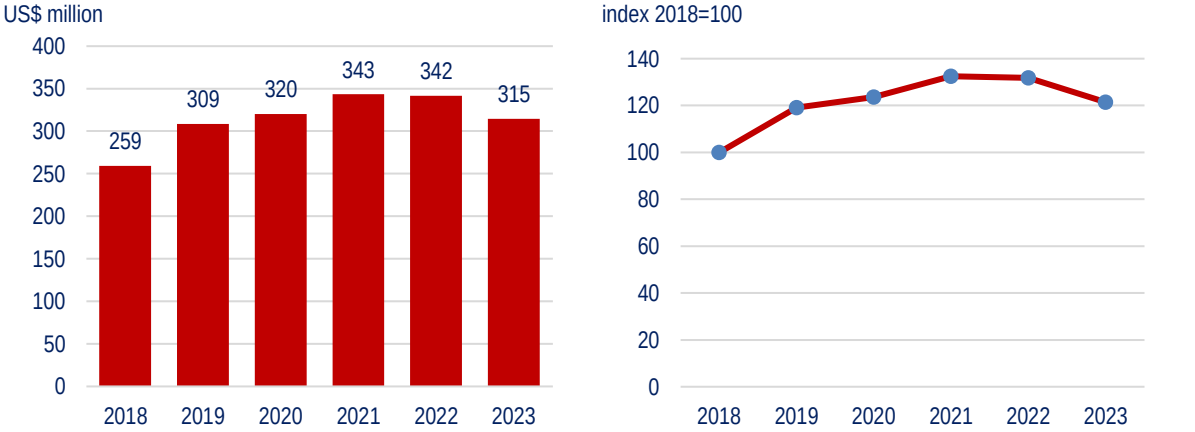
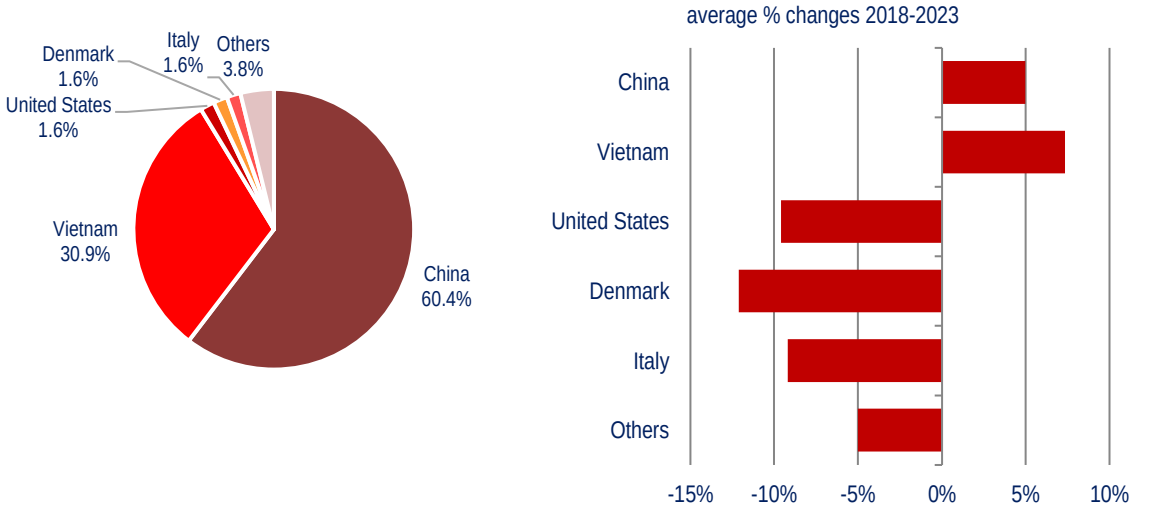
3.16.6 Japan. Mattresses imports

Figure 3.121 - Japan.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.122 - Japan.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.141 - Japan.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
China	149.0	171.1	182.1	192.9	183.0	189.9	57.5	60.4	3.8	5.0
Vietnam	68.2	86.6	98.8	109.8	123.4	97.3	26.3	30.9	-21.1	7.4
United States	8.5	6.2	5.6	5.8	7.1	5.1	3.3	1.6	-27.8	-9.6
Denmark	9.7	9.4	9.2	10.9	8.1	5.1	3.7	1.6	-37.3	-12.1
Italy	8.1	10.8	8.7	7.2	6.4	5.0	3.1	1.6	-22.2	-9.2
Taiwan	5.3	5.3	5.4	6.2	5.2	4.6	2.0	1.5	-11.1	-2.6
Malaysia	3.2	5.6	5.0	5.3	4.3	4.1	1.2	1.3	-3.0	5.4
Germany	2.2	2.0	0.9	1.1	0.8	0.7	0.8	0.2	-5.9	-19.5
Türkiye	0.5	1.4	0.8	1.0	1.0	0.6	0.2	0.2	-39.1	4.1
Sri Lanka	0.1	0.2	0.4	0.5	0.4	0.5	0.0	0.2	39.0	31.9
top 10	254.8	298.6	317.0	340.7	339.7	313.1	98.3	99.5	-7.8	4.2
others	4.3	9.9	3.2	2.6	1.8	1.5	1.7	0.5	-20.7	-19.6
Americas	8.6	6.3	5.9	5.9	7.1	5.1	3.3	1.6	-27.8	-9.8
- North America	8.6	6.2	5.6	5.8	7.1	5.1	3.3	1.6	-27.8	-9.8
- Central-South America	0.0	0.1	0.2	0.1	0.0	0.0	0.0	0.0	n.c.	n.s.
Asia and Pacific	228.3	277.2	292.8	315.6	317.1	296.9	88.1	94.4	-6.4	5.4
Europe	22.2	25.1	21.5	21.7	17.3	12.5	8.6	4.0	-28.1	-10.9
- European Union (27)	21.4	23.5	20.6	20.5	16.2	11.5	8.3	3.6	-29.0	-11.8
- UK, CH, NO, IS	0.3	0.2	0.1	0.2	0.2	0.4	0.1	0.1	n.s.	7.8
- Other Europe	0.5	1.4	0.8	1.0	1.0	0.6	0.2	0.2	-39.1	4.1
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	31.4	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.s.	n.c.
World Total	259.2	308.6	320.2	343.3	341.5	314.5	100.0	100.0	-7.9	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

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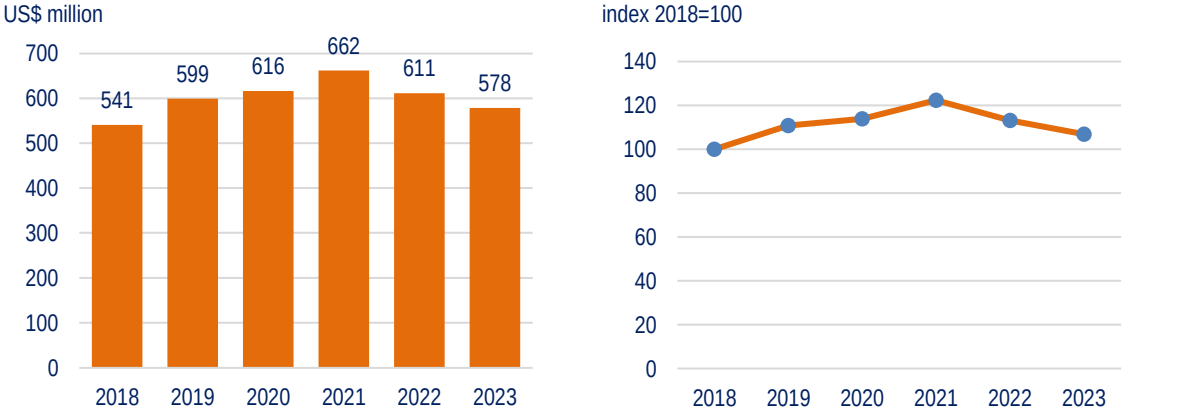
3.16.7 Japan. Mattresses consumption

Figure 3.123 - Japan.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.142 - Japan.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Japan	48%	52%	52%	52%	56%	54%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.143 - Japan.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Japan	0%	1%
World	0%	2%

Source: CSIL

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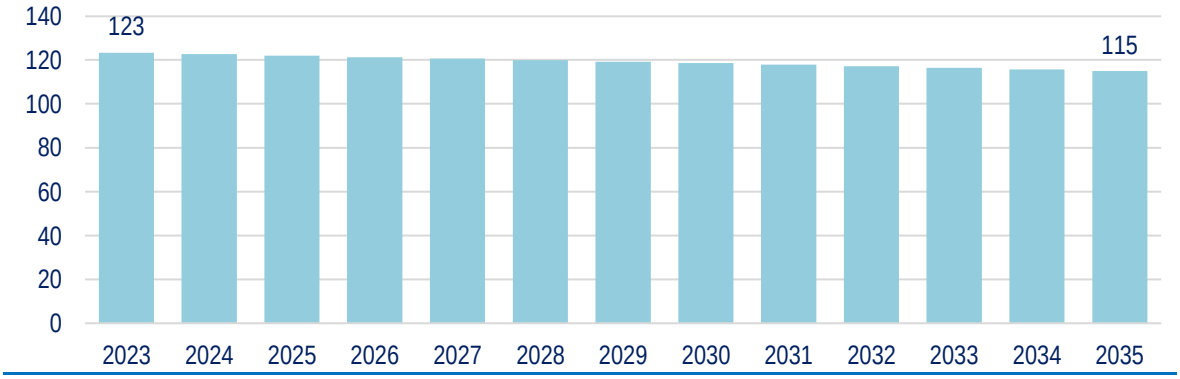
3.16.8 Japan. Population forecasts

Figure 3.124 - Japan.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.144 - Japan.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Tokyo	37,393	37,036	36,574
Kinki M.M.A. (Osaka)	19,165	18,922	18,658
Chukyo M.M.A. (Nagoya)	9,552	9,535	9,407
Kitakyushu-Fukuoka M.M.A.	5,529	5,466	5,395
Shizuoka-Hamamatsu M.M.A.	2,922	2,930	2,883
Sapporo	2,670	2,654	2,612
Sendai	2,327	2,338	2,301
Hiroshima	2,083	2,058	2,031
Niigata	804	794	783
Kumamoto	743	735	726
Okayama	725	719	709
Kagoshima	591	579	566
Utsunomiya	522	518	510
Matsuyama	510	502	494

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 500 thousand inhabitants or more in 2020

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3.17 The mattress industry in Portugal

3.17.1 Portugal. Key figures and competitive landscape in the mattress industry

Key Figures

- In 2023, mattress consumption in Portugal totaled US$ 118 million, with approximately 51% of this consumption met by imports.
- Major countries supplying mattress to Portugal included Spain, Romania, and Croatia.
- In 2023, Portugal's production of mattress amounted to US$ 263 million, marking an 8% increase from the previous year.
- Approximately 78% of mattress production was exported in 2023. Key export destinations included France, Spain, and Germany.

Competitive System Landscape

The top players in the Portugal mattress sector are Aquinos Bedding, Novaqui, Molaflex, Lusocolchão, JJLouro. The Portugal mattress sector is predominantly small to medium-sized companies, with Aquinos Bedding being one of the larger entities. Aquinos Group also operates Novaqui, a specialized mattress production subsidiary. Molaflex expands its presence internationally through a partnership with the brand Flex, reaching markets in Spain, UK, Brazil, Chile, and Cuba. J.J. Louro Pereira S.A., part of the Louro Group, manages a significant operation with activities centered around the production of Lourini furniture and sofas, and Lusocolchão mattresses. The group also produces its raw materials and components, including wood, metalwork, and springs, and it manufactures its own foam, under the Topfoam brand.

M&A Deals and Recent News

- Aquinos Group is advancing sustainability and traceability in the bedding industry through a collaboration with Avery Dennison and TripleR, set to implement RFID technology across its products starting in 2024. This initiative aims to tag one million mattresses by 2027, ensuring compliance with the EU's Digital Product Passport (DPP) regulations, thereby making Aquinos the first in its sector to meet these standards.
- In April 2022, Aquinos Group expanded its operations by acquiring Recticel's bedding business, which includes the production of mattresses, slat bases, and box springs under well-known brands such as Beka, Lattoflex, Literie Bultex, Schlaraffia, Sembella, Superba, Swissflex, and GELTEX. This acquisition further extends Aquinos' footprint with the addition of nine manufacturing facilities across Europe, enhancing its capacity and market reach.

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Table 3.145 - Portugal
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	152	148	172	194	209	208	205	277	244	263
Exports	US$ million	109	104	122	134	138	142	140	209	184	204
Imports	US$ million	18	16	15	19	26	26	33	57	60	60
Consumption*	US$ million	61	61	65	79	97	92	99	125	120	118
Production	% ch. -US$		-3%	16%	13%	7%	0%	-1%	35%	-12%	8%
Exports	% ch. -US$		-5%	17%	10%	3%	3%	-2%	50%	-12%	11%
Imports	% ch. -US$		-9%	-7%	22%	42%	-3%	30%	71%	5%	0%
Consumption*	% ch. -US$		-1%	7%	21%	23%	-5%	8%	26%	-4%	-1%
export/production	%	72%	70%	71%	69%	66%	68%	68%	75%	75%	78%
import/consumption	%	30%	27%	23%	24%	27%	28%	34%	46%	50%	51%
Production	EUR million	115	134	155	172	177	186	180	234	231	243
Exports	EUR million	82	94	110	119	117	127	122	177	174	189
Imports	EUR million	14	15	14	16	22	23	29	48	57	55
Consumption*	EUR million	46	55	59	70	82	82	87	106	114	109
Production	% ch. - EUR		17%	16%	11%	3%	5%	-3%	30%	-1%	5%
Exports	% ch. - EUR		14%	17%	8%	-2%	8%	-3%	44%	-1%	8%
Imports	% ch. - EUR		9%	-7%	19%	36%	2%	28%	65%	18%	-3%
Consumption*	% ch. - EUR		19%	8%	18%	18%	0%	6%	22%	8%	-4%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.146 - Portugal
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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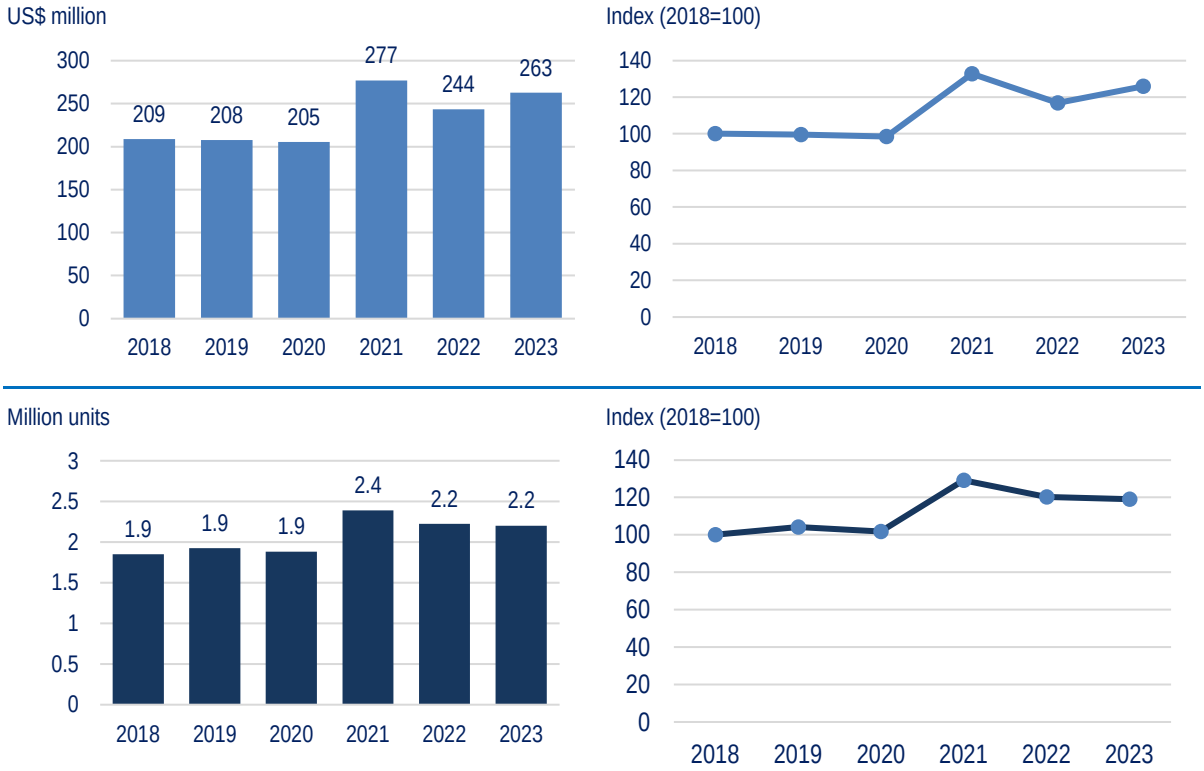
3.17.2 Portugal. Mattresses production

Figure 3.125 - Portugal

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.147 - Portugal

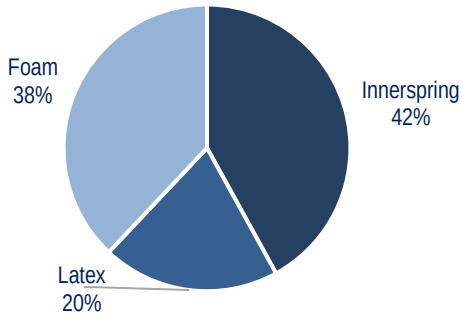
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Portugal	66%	68%	68%	75%	75%	78%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.126 - Portugal

Breakdown of mattress production by filling material. Percentages in values



Source: CSIL

Last available year

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3.17.3 Portugal. Major Mattresses manufacturers

Table 3.148 Portugal. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Novaqui	73	100	73
Molaflex	33	58	56
Lusocolchão	19	80	24
JJLouro	13	38	35
Dux Interiores	11	60	18
Colunex	10	100	10
Sleep8	8	50	17
Colmol	8	100	8
Flexidream	7	70	10
Eurocolchão	6	100	6
Planiflex	6	100	6
Dormiflex	5	100	5
Mindol	4	60	6
Colreis	4	100	4
Eraflex	3	100	3

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

3.17.4 Portugal. Short Profiles of major mattresses manufacturers

Alper

Almeida & Peres, LDA.
Headquarters/Main Location: R. Nova - 3700-797 Nogueira do Cravo, Oliveira De Azeméis
T: +351 256 866 028
Email: geral@alper.pt
Web: http://www.alper.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Portugal
Online sales: No

Aquinos Bedding

Aquinos S.A.
Group: Aquinos
Headquarters/Main Location: Lugar Paul , Aptd. 14 - 3420-260 Sinde, Tábua
T: +351 235 710210
Email: aquinos@aquinos.pt
Web: https://www.aquinosgroup.com
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Mattresses, Semi-finished parts, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 10; Portugal; Austria, Germany, Poland, Switzerland, Belgium, the Netherlands, Romania The plants include those acquired with the purchase of Recticel's bedding division.
Online sales: No

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Colmol

Colmol Colchões, S.A.
Headquarters/Main Location: ZI das Cavadas, Rua do Progresso, nº281, Vila de Cucujães - 3721-908 Oliveira de Azeméis
T: +351 256 880680
Email: suporte@colmol.pt ; colmol@colmol.pt
Web: https://colmol.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Portugal
Online sales: Yes

Colreis

Indústria de Colchões Colreis, Lda.
Headquarters/Main Location: Ru do Ribeiro n.70 - 4505 479 Lobão
T: +351 2569 17525
Email: geral@colreis.pt
Web: http://www.colreis.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: No

Colunex

Colunex Portuguesa SA
Headquarters/Main Location: Edificio Colunex, Rua da Estrada Velha, 932 - 4585-610 Recarei
T: +351 22 6088050
Email: info@colunex.com
Web: https://www.colunex.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Portugal
Online sales: Yes

Dormiflex

Dormiflex Colchões e Derivados, Lda
Headquarters/Main Location: Avenida Espírito Santo 125 - 3720-561 Besteiros, Oliveira de Azeméis
T: +351 256 990 050
Email: dormiflex@dormiflex.pt
Web: http://www.dormiflex.pt
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: No

Dux Interiores

DUX – Interiores, S.A
Group: Dux Industrier AB
Headquarters/Main Location: Rua N. Sra. de Fatima 117 - 4795-091 Vila das Aves, Santo Tirso
T: +351 252820130
Web: https://www.duxiana.pt
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Mattresses, Pillows
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Portugal
Online sales: No

Eraflex

Eraflex - Indústria de Colchões, Lda.
Headquarters/Main Location: Rua Da Indústria 57 - 3720-502 Vila De Cucujães, Oliveira de Azeméis
T: +351 256 882 195
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Online sales: No

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Eurocolchão

Eurocolchão Lda
Headquarters/Main Location: Zona Industrial de Albergaria-a-Velha, Vista Alegre, Arruamento C - 3850-184 Albergaria-a-Velha
T: +351 234 525 069
Email: comercial@eurocolchao.com
Web: https://www.eurocolchao.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: No

Flexidream

Flexidream LDA
Headquarters/Main Location: Rua Gandarinha 89 - 3700-847 Romariz, Santa Maria da Feira
T: +351 256 283903
Email: comercial@flexidream.pt ; flexidream@sapo.pt
Web: https://flexidream.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: No

JJLouro

JJ Louro Pereira SA
Group: Louro Group
Headquarters/Main Location: Rua Dr. Carlos Nunes Ferreira - Amiais de Cima - 2025-012 Abrã, Alentejo
T: +351 249 877060
Email: geral@jjlouro.com
Web: https://jjlouro.pt ; https://lourinihome.com
Activity: Manufacturer
Product Portfolio: Office Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Mattresses, Contract, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 38% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 9; Portugal
Online sales: No

Jolivex

Jolivex
Headquarters/Main Location: Rua Padre Manuel Gomes Resende - 3700-710 Macieira de Sarnes, Oliveira de Azeméis
T: +351 256 823 425
Email: geral@jolivex.com
Web: https://www.jolivex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Online sales: No

Jomotex

José Monteiro & Sons Ltd.
Headquarters/Main Location: Rua Fonte Chã - 3720612 Bustelo, São Roque
T: +351 256682369
Email: jomotex@gmail.com
Web: https://www.jomotex.com.pt
Activity: Manufacturer
Product Portfolio: Mattresses
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Online sales: No

Joviflex

Fabrico de Colchões de Molas Joviflex, Lda.
Headquarters/Main Location: Rua S. Salvador n.42 - 3860-025 Avanca
T: +351 234 884 380
Email: geral@joviflex.pt ; info@joviflex.pt
Web: http://www.joviflex.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: No

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Lusocolchão

Fábrica de Colchões Lusocolchão, Lda - Lourini
Group: Louro Group
Headquarters/Main Location: Rua Dr. Carlos Nunes Ferreira - Amiais de Cima - 2025-012 Abrã, Alentejo
T: +351 249 877060
Email: info@lusocolchao.com
Web: https://www.lusocolchao.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Semi-finished parts, PU Foam
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 3; Portugal
Online sales: No

Mindol

Mindol II - Colchões e Acessórios S.A
Group: Mindol Grupo
Headquarters/Main Location: Lugar de Cerqueda - Codal Apartado 36 - 3730-901 Vale de Cambra
T: +351 256 410400
Email: mindol@mindol.pt ; mindoflex@mindoflex.pt
Web: http://www.mindol.pt
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 51-100
Manufacturing plants: 1; Portugal
Online sales: No

Molaflex

Colchões Molaflex, SA
Group: Grupo Flex
Headquarters/Main Location: Avenida do Mar 460 - 4520-102 Santa Maria da Feira
T: +351 256 885500
Email: geral@molaflex.com
Web: https://www.molaflex.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 58% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 1; Portugal
Online sales: No

Novaqui

Novaqui - Equipamentos E Mobiliario De Conforto, S.A
Group: Aquinos
Headquarters/Main Location: Coplx Do Polo Industrial De Sinde, Aptd. 24 - 3420-260 Sinde, Tábua
T: +351 235 240 015
Web: https://www.aquinosgroup.com/novaqui
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 251-500
Manufacturing plants: 1; Portugal
Online sales: No

Planiflex

Planiflex Indústria de Colchões Lda
Headquarters/Main Location: Fonte dos Galegos, Estrada Nacional 1/IC2, Km 251.5-E - 3850-525 Branca, ALB
T: +351 234 525 292
Email: geral@planiflex.pt
Web: https://planiflex.pt
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Portugal
Online sales: Yes

Sleep8

SLEEP8 Holding LDA
Group: Sleep8
Headquarters/Main Location: Rua Castilho 59C - 1250-096 Lisboa
T: +351 935 087 616
Email: hello@sleep8.eu
Web: https://sleep8.pt/
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Beds, Occasional, Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Portugal
Online sales: Yes

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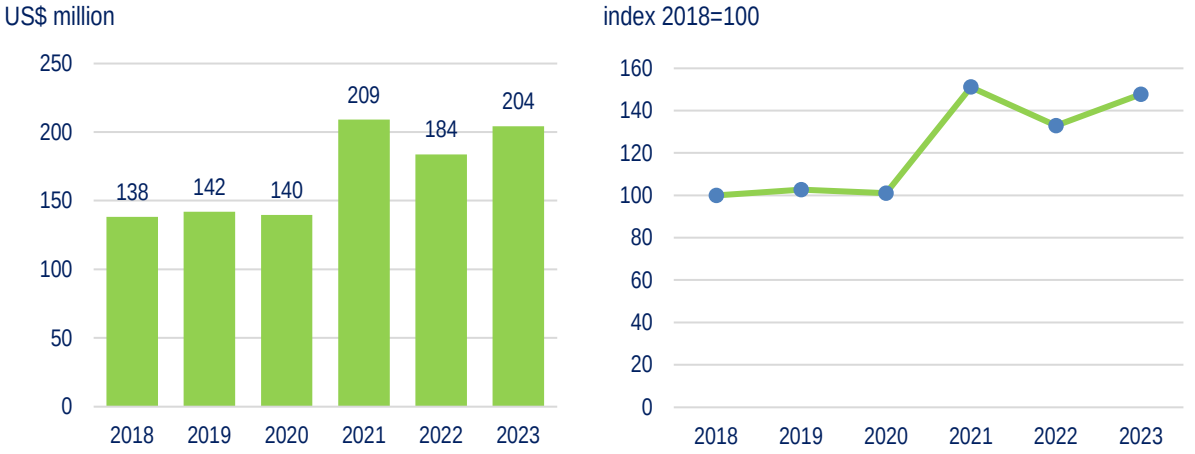
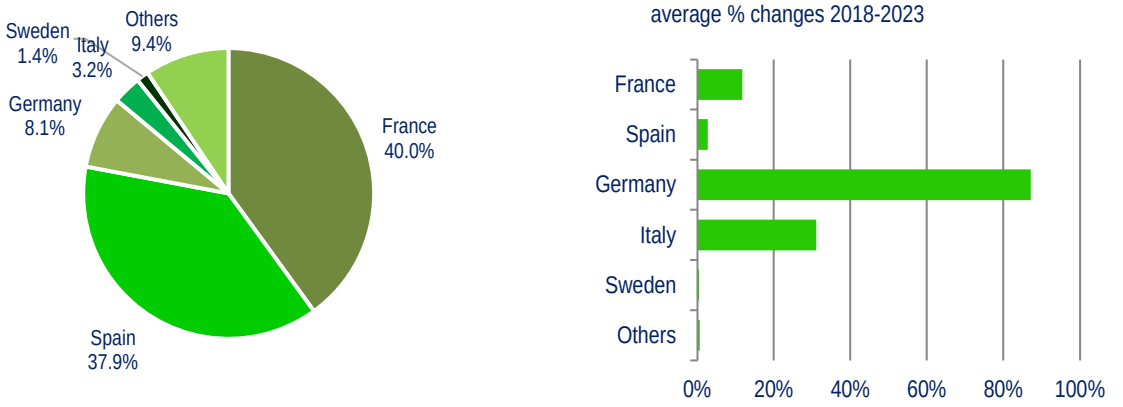
3.17.5 Portugal. Mattresses exports

Figure 3.127 - Portugal.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.128 - Portugal.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.149 - Portugal.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
France	46.8	48.0	51.2	82.0	65.8	81.7	33.8	40.0	24.2	11.8
Spain	67.7	69.1	67.7	77.3	66.9	77.5	49.0	37.9	15.8	2.7
Germany	0.7	0.9	1.4	17.1	13.8	16.5	0.5	8.1	19.6	87.2
Italy	1.7	1.7	0.7	3.2	5.6	6.5	1.2	3.2	15.5	31.1
Sweden	2.7	2.4	2.8	3.3	3.0	2.8	2.0	1.4	-6.2	0.4
Netherlands	0.4	0.2	1.3	3.1	3.1	2.7	0.3	1.3	-12.8	49.4
United States	2.4	2.8	2.3	3.7	2.5	2.5	1.7	1.2	-1.9	1.1
Switzerland	3.2	2.0	1.2	1.8	2.1	1.7	2.3	0.8	-16.1	-11.8
United Kingdom	1.8	2.9	2.8	0.6	1.2	1.7	1.3	0.8	41.3	-1.4
Denmark	0.1	0.0	0.1	1.7	0.7	1.0	0.1	0.5	39.6	59.7
top 10	127.5	130.0	131.5	193.6	164.7	194.5	92.2	95.3	18.1	8.8
others	10.8	11.9	8.1	15.3	19.0	9.7	7.8	4.7	-49.3	-2.2
Americas	3.0	3.2	3.0	7.1	9.0	3.5	2.1	1.7	n.s.	3.6
- North America	2.4	2.9	2.7	4.4	2.9	3.0	1.7	1.5	2.8	4.4
- Central-South America	0.5	0.3	0.3	2.7	6.1	0.5	0.4	0.3	n.s.	-0.7
Asia and Pacific	1.1	1.7	1.8	5.5	6.2	2.5	0.8	1.2	n.s.	17.5
Europe	129.8	132.7	131.3	192.5	164.4	194.0	93.9	95.0	18.0	8.4
- European Union (27)	124.3	127.5	127.0	189.7	160.9	190.4	89.9	93.3	18.4	8.9
- UK, CH, NO, IS	5.3	5.1	4.2	2.7	3.5	3.6	3.9	1.8	2.6	-7.5
- Other Europe	0.1	0.0	0.2	0.1	0.0	0.0	0.1	0.0	n.s.	-30.5
Middle East	0.8	1.2	0.9	1.2	1.3	1.5	0.6	0.8	14.1	13.1
Africa	3.6	3.2	2.6	2.6	2.7	2.6	2.6	1.3	-4.8	-6.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	138.3	141.9	139.6	208.9	183.7	204.2	100.0	100.0	11.2	8.1

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

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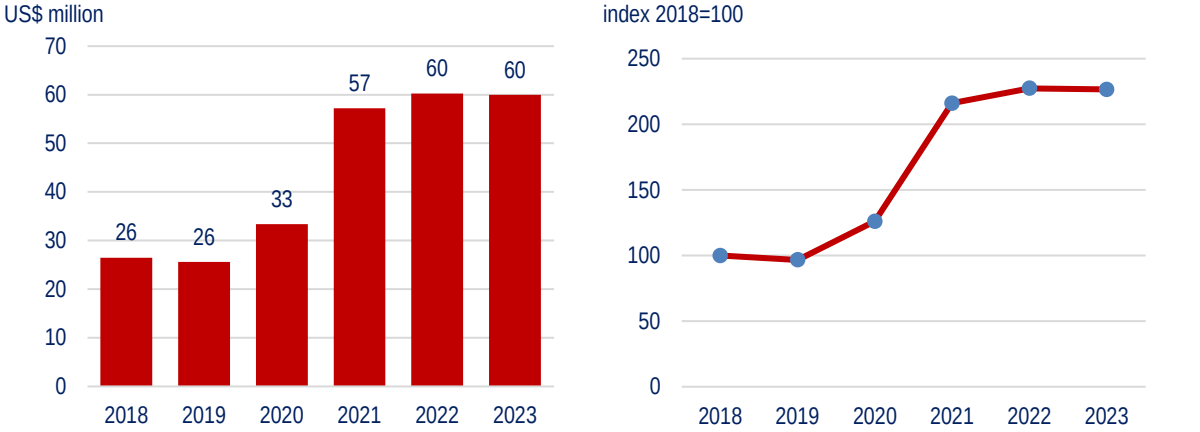
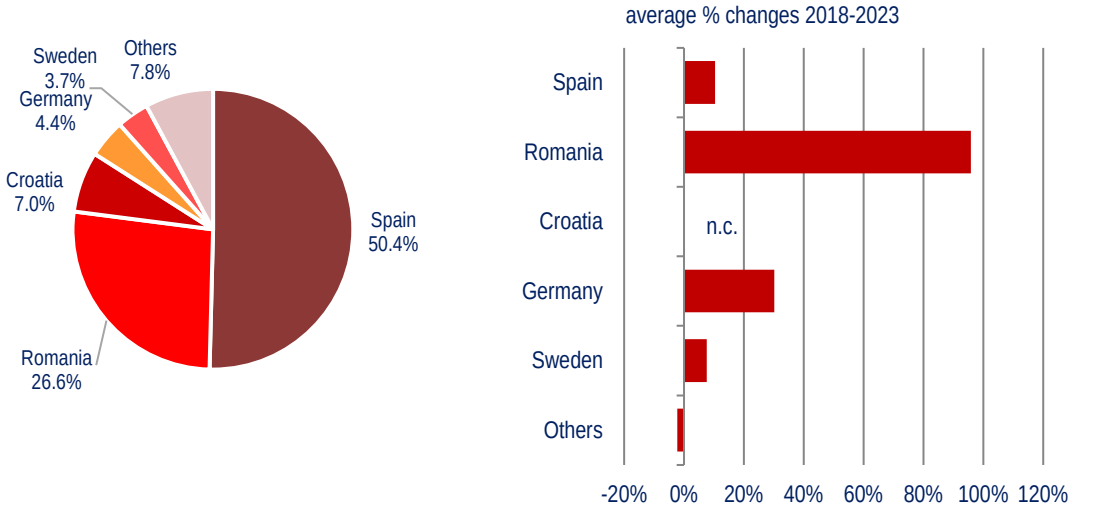
3.17.6 Portugal. Mattresses imports

Figure 3.129 - Portugal.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.130 - Portugal.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.150 - Portugal.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Spain	18.4	15.8	18.1	39.5	25.2	30.2	69.5	50.4	20.0	10.4
Romania	0.6	0.5	1.5	5.3	11.8	16.0	2.1	26.6	35.3	95.8
Croatia	0.0	0.0	0.0	0.0	9.7	4.2	0.0	7.0	n.s.	n.c.
Germany	0.7	0.4	6.1	4.0	2.5	2.6	2.7	4.4	4.8	30.2
Sweden	1.5	2.9	1.2	0.7	3.0	2.2	5.8	3.7	-25.2	7.7
Poland	3.9	3.2	4.2	4.7	4.0	1.9	14.7	3.1	n.s.	-13.4
China	0.4	0.3	0.5	0.7	0.3	1.0	1.5	1.6	n.s.	19.4
United Kingdom	0.4	0.4	0.4	0.7	0.9	0.7	1.4	1.1	-26.2	12.7
Türkiye	0.0	0.2	0.1	0.2	0.5	0.5	0.1	0.8	2.9	79.8
France	0.2	1.0	0.8	1.1	0.4	0.2	0.9	0.4	-35.1	-0.5
top 10	26.1	24.7	32.8	56.8	58.3	59.5	98.7	99.2	2.1	17.9
others	0.4	0.9	0.5	0.4	2.0	0.5	1.3	0.8	n.s.	5.6
Americas	0.1	0.0	0.0	0.0	0.1	0.1	0.2	0.1	n.s.	2.4
- North America	0.0	0.0	0.0	0.0	0.1	0.1	0.2	0.1	n.s.	5.0
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	35.7	-7.8
Asia and Pacific	0.4	0.3	0.5	0.7	0.4	1.0	1.5	1.7	n.s.	20.0
Europe	26.0	25.3	32.8	56.4	59.7	58.9	98.3	98.2	-1.4	17.7
- European Union (27)	25.6	24.7	32.3	55.5	57.9	57.7	96.8	96.3	-0.2	17.6
- UK, CH, NO, IS	0.4	0.4	0.4	0.7	0.9	0.7	1.4	1.1	-26.6	12.3
- Other Europe	0.0	0.2	0.2	0.3	1.0	0.5	0.1	0.8	-48.1	79.8
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-13.9	34.9
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	23.8	n.s.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	26.5	25.6	33.4	57.2	60.2	60.0	100.0	100.0	-0.4	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

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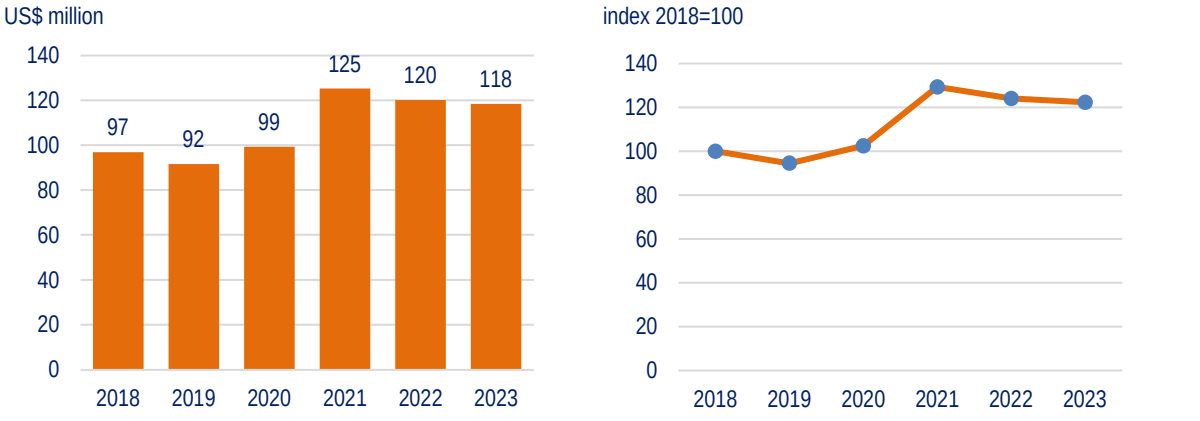
3.17.7 Portugal. Mattresses consumption

Figure 3.131 - Portugal.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.151 - Portugal.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Portugal	27%	28%	34%	46%	50%	51%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.152 - Portugal.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Portugal	0%	2%
World	0%	2%

Source: CSIL

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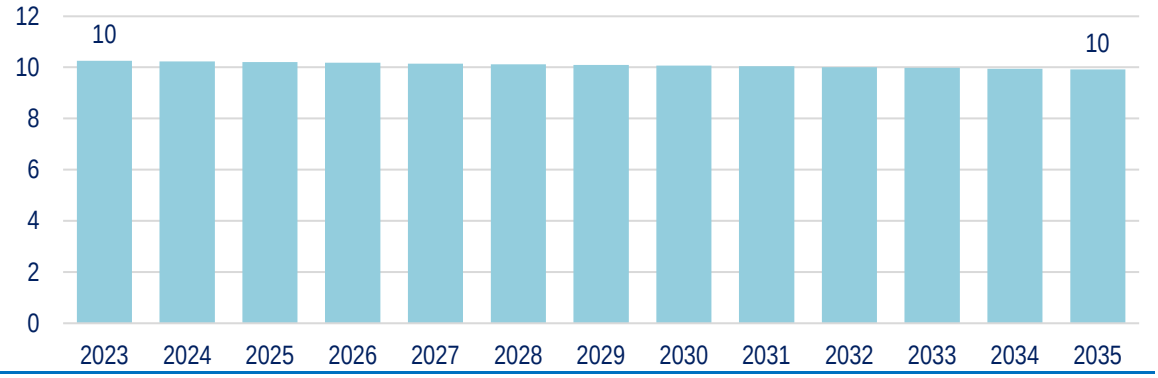
3.17.8 Portugal. Population forecasts

Figure 3.132 - Portugal.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.153 - Portugal.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Lisboa (Lisbon)	2,957	3,028	3,085
Porto	1,313	1,334	1,357

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration

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3.18 The mattress industry in Vietnam

3.18.1 Vietnam. Key figures and competitive landscape in the mattress industry

Key Figures

- Vietnam has emerged as a major global player in the mattress industry, with a production value reaching US$ 248 million in 2023.
- Over the past three years, mattress production in Vietnam has been dramatically unstable. After a surge increase in 2020, mainly driven by investments by foreign manufacturers in setting up production facilities to serve the US market, Vietnamese mattress production decreased sharply in 2021 (-55% in current US$) and stabilized to this level in the following years. The mattress production is highly dependent to US trade policies related to antidumping duties on imported mattresses.
- The country's robust manufacturing sector is primarily export-oriented, with approximately 74% of its mattress production destined for international markets, notably Japan and United States.

Competitive System Landscape

In Vietnam, the leading mattress manufacturers are Wanek Furniture, Nitori Furniture, Kymdan, Glory Industry, and Lien A, collectively achieving an average annual turnover of US$54 million. Wanek Furniture serves as the Vietnamese manufacturing arm of Ashley Furniture (USA), operating two major facilities—one near Ho Chi Minh City and another in Da Nang in the northern region. Additionally, Ashley operates a foam-pouring plant in Vietnam for its foam bedding products. NITORI Vietnam is part of the NITORI Group, a major Japanese furniture corporation with over 550 stores in Japan and 70 international locations in Taiwan, the United States, and China. NITORI also maintains a distribution center in Vietnam. Kymdan boasts a distribution network that includes two overseas branches and three within Vietnam, supported by over 400 stores and agents both domestically and internationally. Glory Industry operates in Vietnam as a subsidiary of the Chinese manufacturing firm Glory.

M&A Deals and Recent News

- In December 2023, Serta made its official entry into the Vietnamese market, launching three unique mattress collections tailored for local consumers. Beyond serving individual customers, Serta also supplies high-quality mattresses to renowned 5-star hotel chains in Vietnam.

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Table 3.154 - Vietnam
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	96	111	123	133	153	433	554	251	265	248
Exports	US$ million	31	48	63	79	102	385	509	190	206	183
Imports	US$ million	5	6	9	21	32	39	36	49	40	48
Consumption*	US$ million	70	68	69	75	83	87	81	110	100	113
Production	% ch. -US$		16%	11%	9%	15%	183%	28%	-55%	6%	-6%
Exports	% ch. -US$		57%	30%	26%	29%	277%	32%	-63%	8%	-11%
Imports	% ch. -US$		16%	56%	128%	51%	23%	-8%	37%	-18%	20%
Consumption*	% ch. -US$		-2%	1%	9%	10%	6%	-7%	35%	-9%	14%
export/production	%	32%	44%	51%	59%	67%	89%	92%	76%	78%	74%
import/consumption	%	7%	9%	13%	28%	38%	44%	44%	45%	41%	43%
Production	VND billion	2,025	2,425	2,740	3,024	3,517	10,058	12,875	5,751	6,211	5,913
Exports	VND billion	653	1,060	1,401	1,797	2,345	8,933	11,825	4,368	4,825	4,372
Imports	VND billion	107	129	206	476	729	902	834	1,130	945	1,154
Consumption*	VND billion	1,480	1,494	1,546	1,704	1,901	2,028	1,883	2,513	2,330	2,694
Production	% ch. - VND		20%	13%	10%	16%	186%	28%	-55%	8%	-5%
Exports	% ch. - VND		62%	32%	28%	31%	281%	32%	-63%	10%	-9%
Imports	% ch. - VND		20%	60%	131%	53%	24%	-8%	36%	-16%	22%
Consumption*	% ch. - VND		1%	3%	10%	12%	7%	-7%	33%	-7%	16%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, UN Comtrade database, DESA/UNSD

Table 3.155 - Vietnam
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
VND per US$	21195.3	21922.4	22365.5	22715.0	23022.0	23228.0	23233.0	22936.0	23411.0	23836.0
VND per EUR	28183.4	24325.1	24763.0	25670.2	27205.1	26001.4	26508.9	27133.3	24661.1	25783.4

Source: US Federal Reserve

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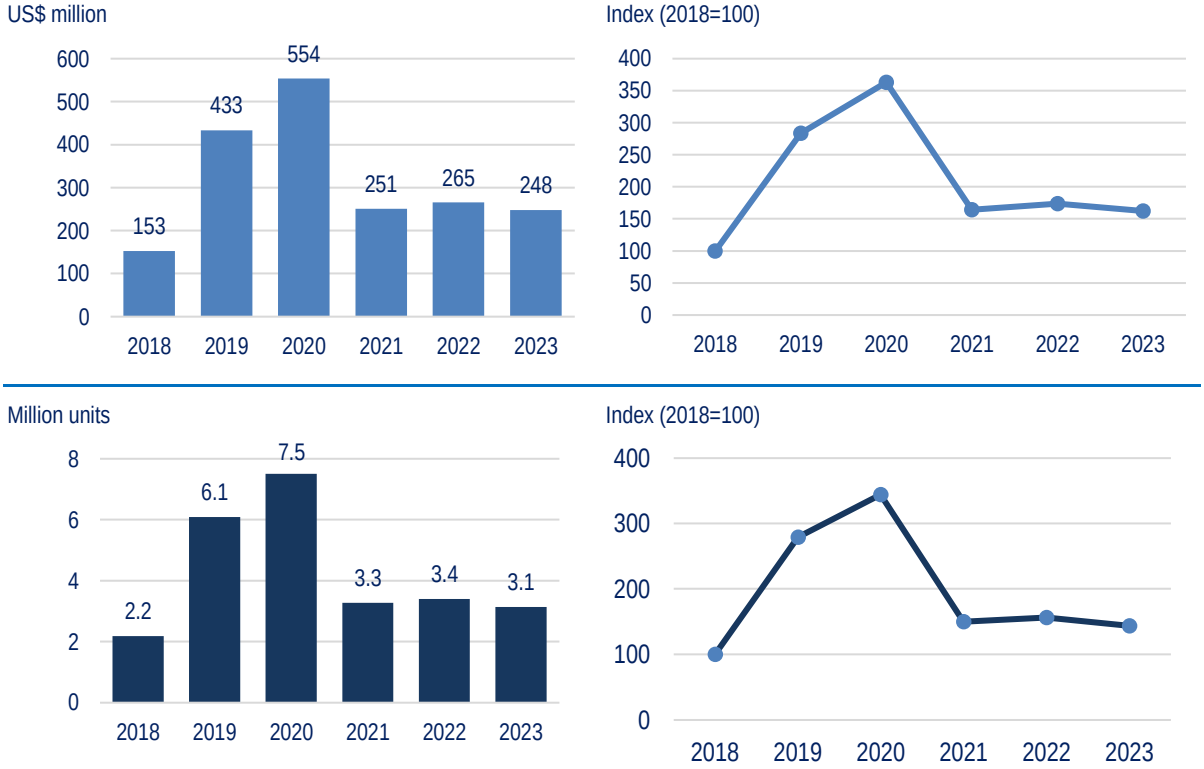
3.18.2 Vietnam. Mattresses production

Figure 3.133 - Vietnam

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.156 - Vietnam

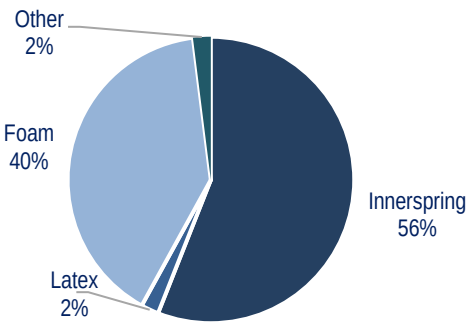
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Vietnam	67%	89%	92%	76%	78%	74%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.134 - Vietnam

Breakdown of mattress production by filling material. Percentages in volume



Source: CSIL

Last available year

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3.18.3 Vietnam. Major Mattresses manufacturers

Table 3.157 Vietnam. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Wanek Furniture	111	30	370
Nitori Furniture Vietnam	98	30	327
Kymdan	28	70	40
Glory (Vietnam) Industry	20	80	25
Lien A	15	80	19
Vietnam Glory Home Furnishings	14	80	17
Havas	13	50	26
Everpia Vietnam	13	40	33
Van Thanh Mattress	11	50	21
Nem Kim Cuong Mattress	11	100	11
Han Viet (Hanvico)	9	50	18
Dunlopillo Vietnam	7	70	11
Super Foam Vietnam	6	50	12
Comfort Bedding	4	100	4
Elan	3	30	9
Far East Foam Vietnam	2	30	6
Nem Son	1	100	1
Better ZS	1	100	1
Mirae Fiber VN	1	5	21
Taimei	1	100	1

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

3.18.4 Vietnam. Short Profiles of major mattresses manufacturers

Better ZS

Thien Kim Foam Company Ltd.
Headquarters/Main Location: Lot 2a6 Street Cn7 And Cn12 Tan Bi - Binh Duong Binh Duong
Email: sales@betterzs.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Vietnam
Online sales: No

Comfort Bedding

Comfort Bedding Company Limited
Group: Far East Foam
Headquarters/Main Location: Lo P1, Road N10, Industrial Park Nam Tan Uyen - Binh Duong
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 251-500
Manufacturing plants: 1; Vietnam
Online sales: No

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Dunlopillo Vietnam

Dunlopillo Vietnam Ltd.
Group: Grupo Pikolin
Headquarters/Main Location: 35 Huu Nghi Blvd., VSIP, Thuan An - Binh Duong
T: +84 6503756468
Email: dunlopillovietnam@gmail.com
Web: https://www.dunlopillo.com.vn ; https://dunlopillovietnam.vn
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam
Online sales: No

Elan

Viet Thang Mattress Co.,Ltd
Headquarters/Main Location: 80 Quang Trung - Hong Bang
T: +84 91 3017727
Web: https://elan.vn
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Vietnam
Online sales: No

Everpia Vietnam

Everpia JSC
Headquarters/Main Location: Duong Xa, Gia Lam - Hanoi
T: +84 024 3827 6490
Email: info@everpia.vn
Web: http://www.everpia.vn; https://everon.com
Activity: Manufacturer
Product Portfolio: Dining and Living rooms, Bedrooms, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Other
Mattress production accounts for an estimated 40% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 2; Vietnam
Online sales: Yes

Far East Foam

Indochine Foamtech Co. Ltd
Headquarters/Main Location: Lo 2A6, Road Cn 7 - Cn12, Industrial Park Tan Binh - Binh Duong
Web: http://comfortspring.com.vn
Activity: Manufacturer
Product Portfolio: Mattresses, PU Foam
Total Turnover range: 15-50 US$ million
Employees range: 251-500

Far East Foam Vietnam

Far East Foam Vietnam JSC
Group: Far East Foam
Headquarters/Main Location: Khanh Binh Ward - Tan Uyen, Binh Duong Province
T: +84 933386098
Email: fefvshowroom@fefv.com.vn
Web: https://www.fefv.com.vn ; http://comfortspring.com.vn
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Contract, PU Foam
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: > 500
Manufacturing plants: 3; Vietnam
Online sales: No

Glory (Vietnam) Industry

Glory (Vietnam) Industry Company Limited
Group: Glory
Headquarters/Main Location: Tan Binh Industrial Park, Tan Binh Commune - North Tan Uyen District, Binh Duong Province
T: +84 274 3878666
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam

Han Viet (Hanvico)

HAN Viet Company Limited - Hanvico Bedding
Headquarters/Main Location: Km 14 National Highway 1A - Thanh Tri, Hanoi
T: +84 18001211 ; (0243)8617978
Email: hanvico@hanvico.com.vn ; **Web**: https://hanvico.com.vn
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows, Textiles
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Vietnam
Online sales: Yes

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Havas

HAVA'S Mattress Co.,Ltd
Group: Americanstar Group
Headquarters/Main Location: Thanh Phu-Thien Tan Industrial Group - Vinh Cuu District, Dong Nai Province
T: +84 251 3928077 - 919 405024
Email: info@nemhavas.com
Web: https://havasmattress.com ; http://www.nemhavas.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Contract, PU Foam,
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 251-500
Manufacturing plants: 1; Vietnam
Online sales: No

Kymdan

Saigon - Kymdan Rubber Stock Company
Headquarters/Main Location: 28 Binh Thoi St.,Ward 14, Dist.11 - Ho Chi Minh
T: +84 28 3861 9999 - 3865 7158
Email: contactus@kymdan.com ;
Web: http://www.kymdan.com
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Occasional, Mattresses, Pillows
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 70% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam
Online sales: No

Lien A

Lien A Co., Ltd
Headquarters/Main Location: 23 Kinh Duong Vuong Street District 6 - Ho Chi Minh
T: +84 38 777 999
Email: isales@liena.com.vn
Web: https://www.liena.com.vn ; https://www.liena.vn
Activity: Manufacturer
Product Portfolio: Mattresses, Contract, PU Foam, Latex Foam
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 3; Vietnam
Online sales: Yes

Mirae Fiber VN

Mirae Fiber VN Co., Ltd.
Group: Mirae Fiber Tech Joint Stock Company
Headquarters/Main Location: Road DT 743, Quarter 1B - Ward An Phu, Thuan An District, Binh Duong Province
T: +84 (0650)3791038 ; 93737457
Email: msdung@miraefiber.com
Web: http://www.miraejsc.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 5% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam
Online sales: No

Nem Kim Cuong Mattress

Kim Cuong Mattress Trading - Diamond Mattress
Headquarters/Main Location: 462-464 Nguyen Oanh, Ward 6 - Ho Chi Minh, District of Go Vap
T: +84 1900555510
Email: info@nemkimcuong.vn
Web: https://www.nemkimcuong.vn
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 2; Vietnam
Online sales: No

Nem Son

Công Ty Tnhh Golden Vtec.
Headquarters/Main Location: Lot G1-G2-G25-G26, Road No. 9, Hai Son Industrial Park, Ap Binh Tien 2 - Duc Hoa Ha Commune, Duc Hoa District, Long An Province
T: +84 0907636666 ; 02862874444
Email: cskh@nemson.vn
Web: https://www.nemson.vn
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Vietnam
Online sales: Yes

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Nitori Furniture Vietnam

Nitori Furniture Vietnam EPE
Group: Nitori Holding
Headquarters/Main Location: Quang Minh Industrial Zone,Me Linh Dist - Hanoi
T: +84 4 38134898
Email: acc_mmv@hn.vnn.vn
Web: https://www.nitori-furniture.com ; http://www.nitori.co.jp
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Occasional, Mattresses, Furnishing accessories
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 3; Vietnam; The factory in Hanoi mainly produces furniture (e.g. cupboards and chests, beds, and sofas), while the Ba Ria-Vung Tau factory products curtains, bedding products, and dining table sets. In 2022 the company acquired land for a third factory near the Hanoi factory, to respond to the need for increased furniture production.
Online sales: No

Sinomax (Vietnam)

Sinomax (Vietnam) Household Products Limited
Group: Sinomax
Headquarters/Main Location: Nha Xuong 1 Va 2, Lo 2A4, Road Cn5 Va Cn7, Va Lo 2A3, Duong - Binh Duong
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam
Online sales: No

Super Foam Vietnam

Super Foam Vietnam Ltd
Group: Foamasters
Headquarters/Main Location: Lot B1.3, Duong D2, Industrial Zone Dong An 2 - Binh Duong
Web: http://www.chiyafoam.com.vn
Activity: Manufacturer
Product Portfolio: Mattresses, Foam
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Manufacturing plants: 1; Vietnam

Taimei

Taimei Company Limited
Headquarters/Main Location: Lo A-6A1-Cn, Industrial Park Bau Bang - Binh Duong
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam

The One

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
T: +84 4 9782914
Email: furniture@noithattheone.vn
Web: https://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
Manufacturing plants: 1; Vietnam

Tong Li Vietnam

Tong Li Vietnam Industrial Co., Ltd
Headquarters/Main Location: C4 Cn Industrial Zone My Phuoc 2 , Thi Commune Ben Cat - Binh Duong
Web: https://tongli-foam-sewing-vietnam.com
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 100-250
Manufacturing plants: 2; Vietnam
Online sales: No

Van Thanh Mattress

Van Thanh Mattress Company Limited
Headquarters/Main Location: 90/4 Luy Ban Bich Str - 70 Ho Chi Minh
T: +84 8 3961888
Email: info@vanthanh-mattress.vn
Web: http://www.nemvanthanh.vn
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 3; Vietnam
Online sales: Yes

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Vietnam Glory Home Furnishings

Vietnam Glory Home Furnishings Company Limited
Group: Glory
Headquarters/Main Location: Road D9, Rach Bap IP, An Tay Commune - Ben Cat Town, Binh Duong Province
T: +84 274 3515 080
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Vietnam

Wanek Furniture

Wanek Furniture
Group: Ashley Furniture Ind. Inc
Headquarters/Main Location: No.11, VSIP II, Street 6, Vietnam-Singapore Industrial Park II, Hoa Phu Ward - Thu Dau Mot City, Binh Duong Province
T: +84 027 436 55 200
Email: resume@wanekfurniture.com
Web: https://wanekcareer.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Dining and Living rooms, Bedrooms, Tables and Chairs, Garden and Outdoor, Mattresses, Semi-finished parts
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 30% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 4; Vietnam
Online sales: No

Xuan Hoa Vietnam

Xuan Hoa Vietnam JSC
Headquarters/Main Location: Nguyen Van Linh Street, Xuan Hoa Ward - 50450 Phuc Yen, Vinh Phuc
T: +84 211 3863244 ; 3877126
Email: info@xuanhoa.vn
Web: https://www.xuanhoa.vn
Activity: Manufacturer
Product Portfolio: Office Furniture, Upholstered furniture, Garden and Outdoor
Total Turnover range: 15-50 US$ million
Employees range: > 500
Manufacturing plants: 1; Vietnam

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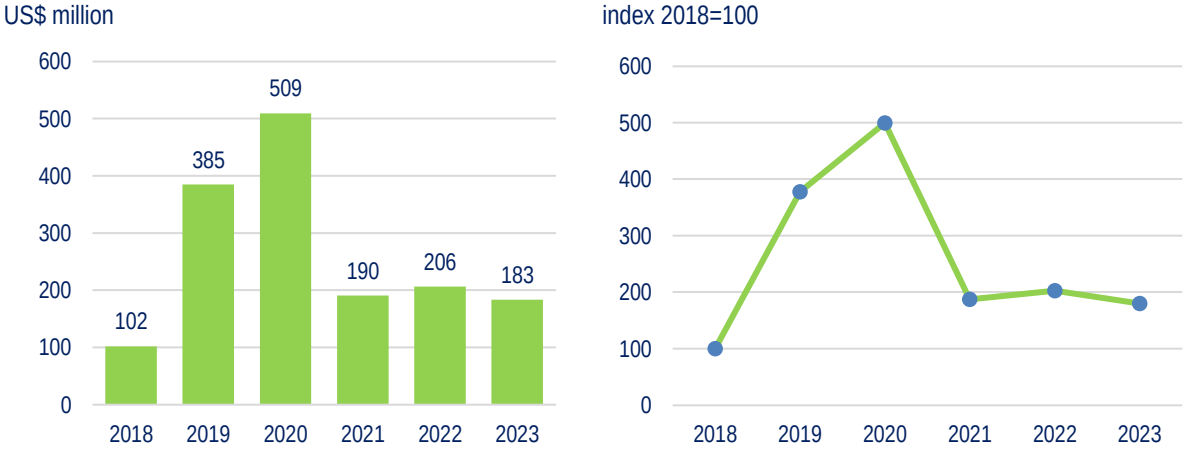
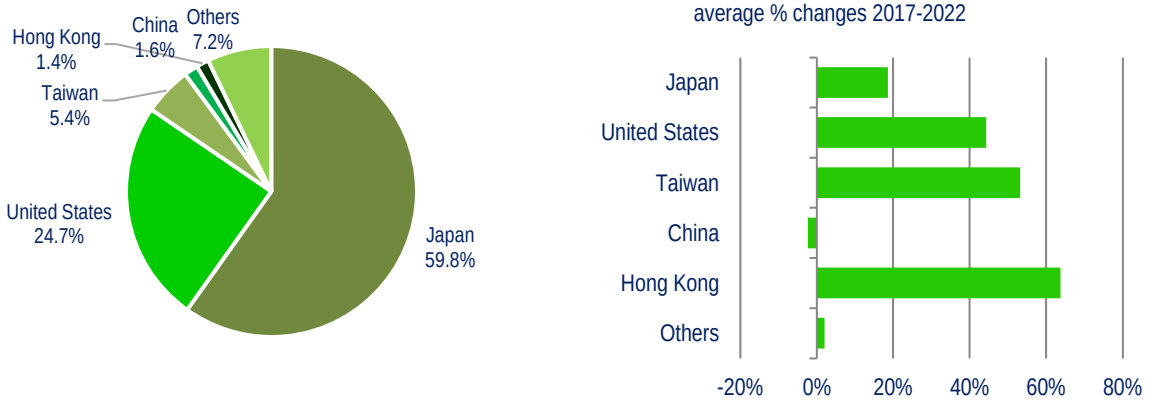
3.18.5 Vietnam. Mattresses exports

Figure 3.135 - Vietnam.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.136 - Vietnam.
Mattress exports by country of destination, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of official data

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Table 3.158 - Vietnam.

Mattress 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
Japan	52.5	68.2	86.6	98.8	109.9	123.3	66.3	59.8	12.2	18.6
United States	8.1	14.0	269.3	378.2	51.7	50.9	10.3	24.7	-1.7	44.3
Taiwan	1.3	1.5	1.6	2.4	8.2	11.1	1.7	5.4	35.3	53.2
China	3.6	5.0	9.4	5.3	3.4	3.2	4.6	1.6	-4.1	-2.3
Hong Kong	0.2	0.9	0.9	0.9	2.2	2.8	0.3	1.4	29.0	63.8
Singapore	2.1	2.3	3.8	4.6	2.3	2.5	2.7	1.2	8.8	3.0
Australia	0.8	0.8	0.6	1.7	2.0	2.3	1.0	1.1	14.3	23.6
Malaysia	2.1	1.4	0.7	1.0	1.4	2.0	2.6	1.0	42.5	-1.1
South Korea	3.0	2.9	2.3	2.7	2.4	1.7	3.8	0.8	-30.1	-10.6
Canada	0.3	0.1	3.7	4.5	1.1	1.6	0.4	0.8	38.9	37.6
top 10	74.1	97.0	379.0	500.0	184.6	201.4	93.7	97.7	9.1	22.1
others	5.0	4.9	5.5	8.9	5.8	4.7	6.3	2.3	-18.7	-1.1
Americas	8.5	14.1	273.2	383.2	53.3	52.7	10.7	25.6	-1.2	44.1
- North America	8.4	14.1	273.2	382.8	53.0	52.5	10.7	25.5	-0.9	44.1
- Central-South America	0.0	0.0	0.1	0.4	0.3	0.2	0.1	0.1	-36.8	39.1
Asia and Pacific	68.3	84.9	108.6	122.8	133.8	151.5	86.4	73.5	13.2	17.3
Europe	1.9	2.2	2.1	2.0	2.6	1.5	2.4	0.7	-42.2	-4.3
- European Union (27)	1.6	1.3	1.2	1.3	1.8	0.8	2.0	0.4	n.s.	-13.7
- UK, CH, NO, IS	0.2	0.7	0.7	0.4	0.5	0.7	0.2	0.4	37.2	31.8
- Other Europe	0.1	0.1	0.1	0.3	0.3	0.0	0.1	0.0	n.s.	-42.8
Middle East	0.3	0.6	0.6	1.0	0.7	0.4	0.4	0.2	-48.0	0.5
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	4.2
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	79.1	101.9	384.6	509.0	190.4	206.1	100.0	100.0	8.2	21.1

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

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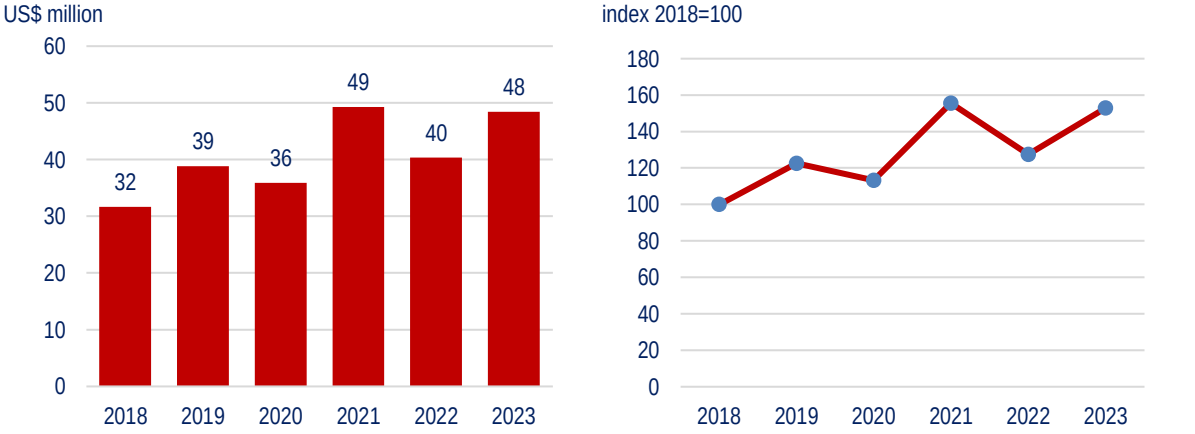
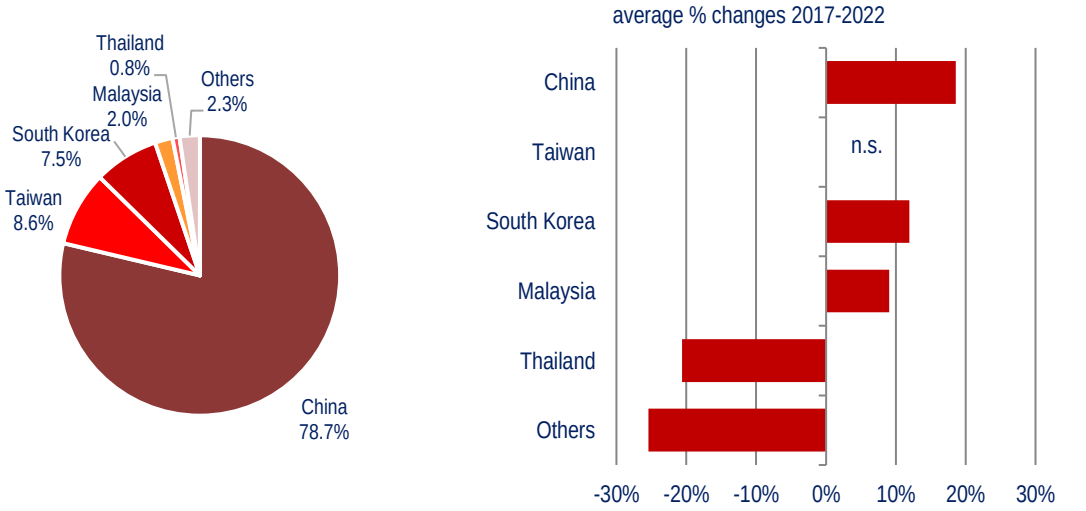
3.18.6 Vietnam. Mattresses imports

Figure 3.137 - Vietnam.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.138 - Vietnam.
Mattresses imports by country of origin, 2022.
% in values and average % changes 2017-2022



Source: CSIL processing of Eurostat data

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Table 3.159 - Vietnam.

Mattresses 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	13.5	25.5	32.3	30.5	35.3	31.8	64.6	78.7	-9.9	18.6
Taiwan	0.1	0.1	0.2	0.6	9.6	3.5	0.5	8.6	n.s.	n.s.
South Korea	1.7	2.9	4.0	2.7	2.4	3.0	8.2	7.5	28.7	11.9
Malaysia	0.5	0.5	0.6	0.4	0.1	0.8	2.5	2.0	n.s.	9.1
Thailand	1.0	1.4	0.6	0.5	0.3	0.3	5.0	0.8	4.3	-20.6
Italy	0.2	0.2	0.1	0.1	0.2	0.3	1.1	0.6	36.3	1.6
United States	0.0	0.4	0.1	0.3	0.1	0.2	0.2	0.4	n.s.	36.5
France	0.8	0.5	0.1	0.3	0.8	0.1	3.7	0.3	n.s.	-30.2
Denmark	0.1	0.0	0.0	0.1	0.1	0.1	0.3	0.3	60.2	10.6
Portugal	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.2	9.8	n.c.
top 10	18.0	31.4	38.1	35.4	48.9	40.2	86.1	99.5	-17.8	17.4
others	2.9	0.3	0.8	0.5	0.4	0.2	13.9	0.5	n.s.	-41.8
Americas	0.0	0.4	0.1	0.3	0.1	0.2	0.2	0.4	n.s.	36.2
- North America	0.0	0.4	0.1	0.3	0.1	0.2	0.2	0.4	n.s.	36.4
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-2.5
Asia and Pacific	19.7	30.5	38.4	35.0	47.9	39.5	94.1	97.9	-17.5	14.9
Europe	1.2	0.8	0.3	0.6	1.3	0.7	5.7	1.6	n.s.	-11.3
- European Union (27)	1.2	0.7	0.2	0.5	1.2	0.6	5.6	1.6	-48.5	-11.5
- UK, CH, NO, IS	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1	n.s.	8.4
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.s.	-47.2
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.c.	-13.8
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	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	21.0	31.7	38.8	35.9	49.3	40.3	100.0	100.0	-18.1	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

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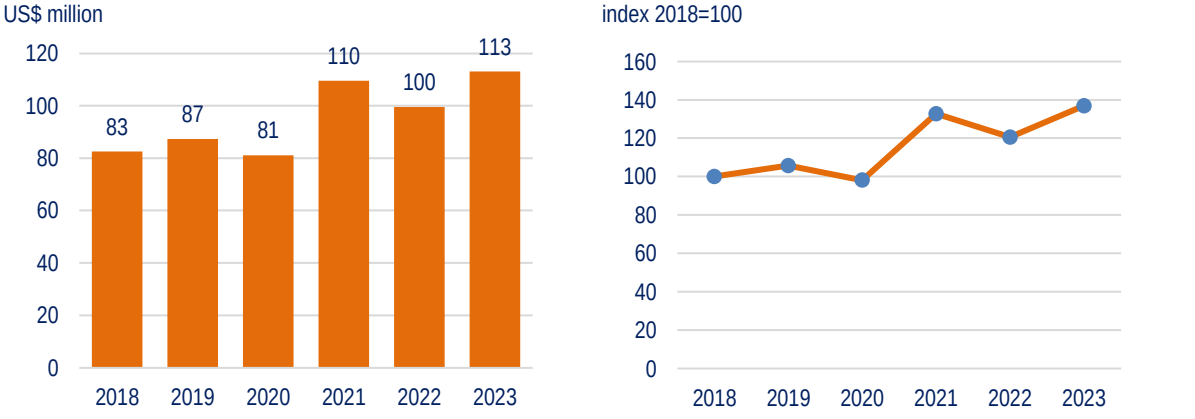
3.18.7 Vietnam. Mattresses consumption

Figure 3.139 - Vietnam.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.160 - Vietnam.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Vietnam	38%	44%	44%	45%	41%	43%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.161 - Vietnam.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Vietnam	4%	4%
World	0%	2%

Source: CSIL

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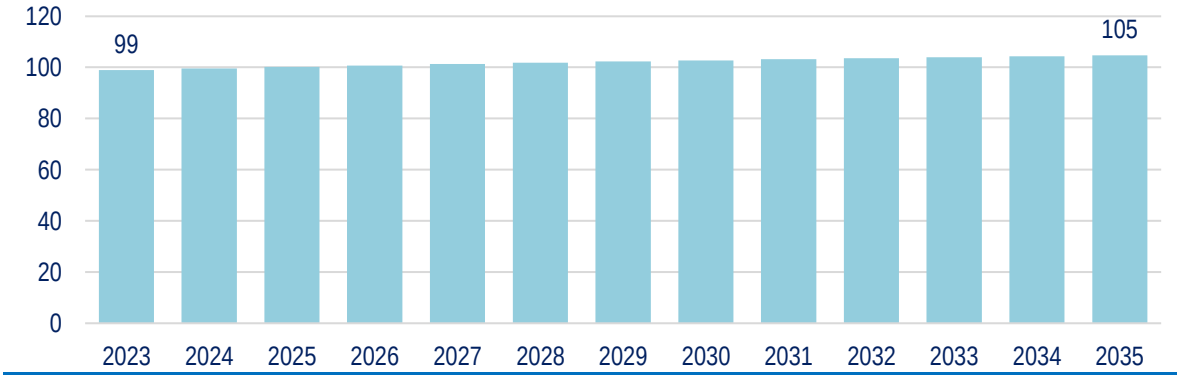
3.18.8 Vietnam. Population forecasts

Figure 3.140 - Vietnam.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.162 - Vietnam.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Thành Pho Ho Chí Minh	8,602	9,816	11,054
Hà Noi	4,678	5,602	6,362
Can Tho	1,618	2,007	2,294
Hai Phòng	1,300	1,504	1,698
Da Nang	1,125	1,286	1,449
Bien Hoa	1,013	1,175	1,327
Vungtau	418	479	540
Thu Dau Mot	413	521	597
Hue	400	447	501
Nha Trang	329	354	394
Long Xuyen	321	357	401

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration with 300 thousand inhabitants or more in 2020

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3.19 The mattress industry in Sweden

3.19.1 Sweden. Key figures and competitive landscape in the mattress industry

Key Figures

- Mattress consumption in Sweden totaled US$ 231 million in 2023, showing a -11% decrease (in current US$) compared to the previous year.
- Around 52% of Sweden's mattress consumption is satisfied by imports.
- Major countries supplying mattress to Sweden included Poland, China, and Estonia.
- In 2023, Sweden's production of mattress amounted to US$ 195 million, marking a -11% decrease from the previous year.
- Approximately 43% of Sweden's mattress production was exported in 2023.
- Key export destinations included neighboring countries such as Norway, Denmark, and Finland, highlighting strong trade relations within Scandinavia and broader European markets.

Competitive System Landscape

In Sweden, the mattress industry is led by several key players known for their commitment to quality and craftsmanship. These include Duxiana, KungSängen, Hilding Anders Sweden, Hästens Manufacturing, and the Englesson Group. Each company brings a distinct blend of traditional techniques and innovative designs to their products.

Hilding Anders is a leading bed and mattress manufacturer worldwide, owning different well-know brands and a diversified manufacturing footprint.

Duxiana stands out not only for its high-quality mattresses but also for operating its own hotel chain, which emphasizes the sleep experience by featuring its premium beds. Additionally, Duxiana has successfully relocated its bed manufacturing operations to Portugal, leveraging the renowned craftsmanship and cost efficiencies available there.

Hästens Manufacturing, a historic brand known for its luxury beds, uses natural materials to handcraft mattresses that offer unparalleled comfort and longevity. The Englesson Group, although smaller in comparison, maintains a strong market presence with its finely crafted mattresses and bedroom furniture that prioritize durability and aesthetic appeal.

M&A Deals and Recent News

- In 2024, Hilding Anders has secured an agreement to sell its Russian JV Askona business.
- In 2023, Hilding Anders underwent significant financial restructuring, marking its second debt restructuring within a year. KKR & Co., the American investment company, transferred ownership of Hilding Anders to its creditors. This was part of the company's second debt restructuring within a year, aimed at stabilizing the business financially.

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Table 3.163 - Sweden
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	236	200	203	215	217	208	212	248	219	195
Exports	US$ million	71	65	65	70	75	88	99	102	95	83
Imports	US$ million	109	96	97	100	110	123	131	142	138	120
Consumption*	US$ million	274	232	234	244	252	243	243	288	261	231
Production	% ch. -US$		-15%	1%	6%	1%	-4%	2%	17%	-12%	-11%
Exports	% ch. -US$		-9%	1%	8%	6%	18%	12%	3%	-7%	-12%
Imports	% ch. -US$		-12%	1%	3%	10%	12%	6%	9%	-3%	-13%
Consumption*	% ch. -US$		-15%	1%	4%	3%	-4%	0%	18%	-9%	-11%
export/production	%	30%	32%	32%	33%	35%	43%	47%	41%	43%	43%
import/consumption	%	40%	41%	42%	41%	44%	51%	54%	49%	53%	52%
Production	SEK million	1,617	1,688	1,732	1,833	1,888	1,963	1,950	2,127	2,212	2,069
Exports	SEK million	487	545	560	602	651	835	910	875	962	884
Imports	SEK million	748	810	833	857	958	1,168	1,203	1,218	1,395	1,270
Consumption*	SEK million	1,878	1,953	2,005	2,088	2,195	2,296	2,242	2,470	2,645	2,455
Production	% ch. - SEK		4%	3%	6%	3%	4%	-1%	9%	4%	-6%
Exports	% ch. - SEK		12%	3%	7%	8%	28%	9%	-4%	10%	-8%
Imports	% ch. - SEK		8%	3%	3%	12%	22%	3%	1%	15%	-9%
Consumption*	% ch. - SEK		4%	3%	4%	5%	5%	-2%	10%	7%	-7%

* Apparent consumption = Production – Exports + Imports

Sources: CSIL, Eurostat

Table 3.164 - Sweden
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
SEK per US$	6.86	8.44	8.55	8.54	8.69	9.46	9.22	8.58	10.12	10.61
SEK per EUR	9.12	9.36	9.47	9.65	10.27	10.59	10.52	10.15	10.66	11.48

Source: US Federal Reserve

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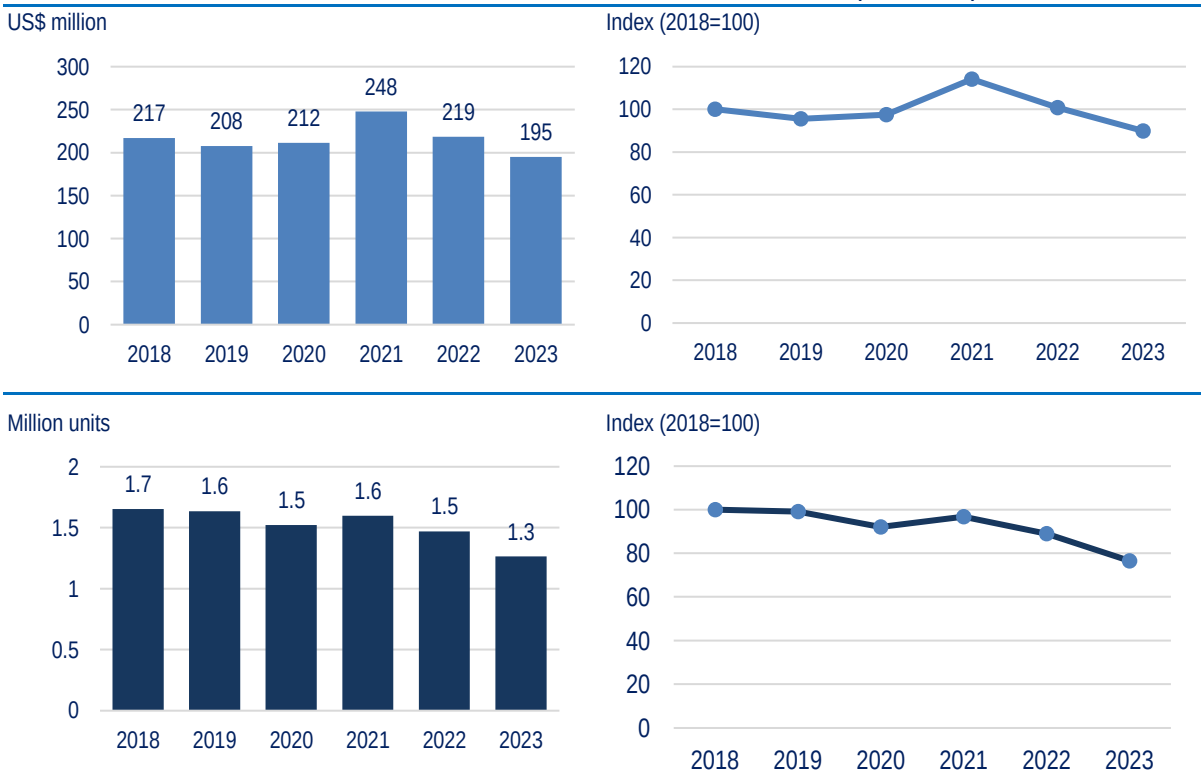
3.19.2 Sweden. Mattresses production

Figure 3.141 - Sweden

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.165 - Sweden

Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Sweden	35%	43%	47%	41%	43%	43%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

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3.19.3 Sweden. Major Mattresses manufacturers

Table 3.166 Sweden. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Duxiana	36	60	60
KungSängen	33	80	41
Hilding Anders Sweden	29	38	77
Hästens Manufacturing	19	65	29
Englesson Group	9	99	9
Värnamo Sängkläder	7	80	8
Viking Beds of Sweden	6	60	10
Carpenter Sweden	3	10	33
PASS of Sweden	1	60	1
Hälsa	1	80	1

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

3.19.4 Sweden. Short Profiles of major mattresses manufacturers

Bed Factory Sweden

Bed Factory Sweden
Group: Tempur Sealy
Headquarters/Main Location: 16A, Husarviksgatan - 115 47 Stockholm
T: +46 8 7676710
Email: showroom@bedfactorysweden.se
Web: http://www.bedfactorysweden.se
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract, Hospitality furniture, Semi-finished parts
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 3; Estonia
Online sales: Yes

Carpenter Sweden

Carpenter Sweden AB
Group: Carpenter
Headquarters/Main Location: PO Box 1007 - 57328 Tranas
T: +46 140 386000
Email: info-se@carpenter.com
Web: https://carpenter.com
Activity: Manufacturer
Product Portfolio: Mattresses, Chemicals, PU Foam
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Sweden

Duxiana

Dux International AB
Group: Dux Industrier AB
Headquarters/Main Location: Strandrindaregatan 8, Box 1002 - 23125 Trelleborg
T: +46 410 58700
Email: business@dux.se
Web: https://www.dux.se
Activity: Manufacturer, Trader
Product Portfolio: Upholstered furniture, Beds, Tables and Chairs, Occasional, Mattresses, Contract, Hospitality furniture
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 3; Sweden; Portugal
Online sales: No

Elite Sangar

Elite Sangar AB
Headquarters/Main Location: Fabriksgatan 6 - 736 36 Kungsör
T: +46 227 311 70
Email: info@elitesangar.se
Web: https://www.elitsangar.se
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Total Turnover range: 0-5 US$ million
Employees range: 0-20

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Englesson Group

Englesson Forvaltning AB
Group: Englesson
Headquarters/Main Location: Östbergavägen 16 - 182 62 Djursholm
T: +46 8 7530780
Email: info@englesson.com
Web: https://www.englesson.se
Activity: Manufacturer's Showroom
Product Portfolio: Upholstered furniture, Bedrooms, Beds, Tables and Chairs, Occasional, Mattresses
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 99% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 100-250
Manufacturing plants: 2; Sweden; Poland, Lithuania
Online sales: No

European House of Beds

European House of Beds AB
Group: European House of Beds
Headquarters/Main Location: Östersjövägen 88 - 236 36 Höllviken
T: +46 320 20 93 60
Web: https://europeanhouseofbeds.com
Activity: Retailer
Product Portfolio: Bedrooms, Beds, Mattresses
Mattress production accounts for an estimated 100% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Denmark
Online sales: Yes

Hälsa

Hälsa Sweden
Headquarters/Main Location: Profilgatan 5 - 261 35 Landskrona
T: +46 7 2159 9089
Email: se@sanghalsa.se
Web: http://sanghalsa.se
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Natural/Organic
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Sweden
Online sales: Yes

Hästens Manufacturing

Hästens Sängar Ab
Headquarters/Main Location: Nya Hamnvägen 7 - 73136 Köping, Vaestmanland
T: +46 221 27400
Email: beds@hastens.se
Web: https://www.hastens.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Innerspring, Natural/Organic
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Sweden
Online sales: No

Hilding Anders International AB

Hilding Anders International AB
Group: Hilding Anders
Headquarters/Main Location: Neptunigatan 1, Posthusplatsen - 211 20 Malmö, Sydsverige
T: +46 40 6656700
Email: info@hildinganders.com
Web: https://www.hildinganders.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 38% of total revenues
Total Turnover range: >250 US$ million
Employees range: > 500
Manufacturing plants: 22; Sweden; China (3), Russia (2), Belgium, Croatia, Czech Republic, Denmark, Estonia, Finland, Italy, Lithuania, Malaysia, Norway, Poland, Spain, Switzerland, Thailand
Online sales: Yes

Järven Health Care

Järven Health Care
Group: Järven Group
Headquarters/Main Location: Bromsvägen 3 - 89160 Örnsköldsvik
T: +46 660222850
Email: mailbox@jarven.se
Web: https://www.jarven.se
Activity: Manufacturer, Retailer
Product Portfolio: Mattresses, Pillows
Total Turnover range: 5-15 US$ million
Employees range: 0-20
Online sales: No

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KungSängen

KungSängen
Headquarters/Main Location: Annelundsgatan 13 - 74940 Enköping
Email: info@kungsangen.com
Web: https://www.kungsangen.com
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses, Pillows, Contract, Textiles
Types of mattresses by materials: Polyurethane Foam, Latex
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Sweden
Online sales: Yes

PASS of Sweden

PASS of Sweden AB
Headquarters/Main Location: Hallsta Gårdsgata 7 - 721 38 Västerås
T: +46 021 307000
Email: info@passofsweden.se
Web: http://www.passofsweden.se ; https://passofsweden.business.site
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Sweden
Online sales: No

Starsprings

Starsprings AB
Group: Starsprings
Headquarters/Main Location: Bjorkvagen, PO Box 44 - 52421 Herrljunga
T: +46 513 17800
Email: sales@starsprings.com
Web: https://www.starsprings.com
Activity: Manufacturer
Product Portfolio: Mattresses, Ironmongery and Hardware Items
Total Turnover range: 50-100 US$ million
Employees range: 251-500

Värnamo Sängkläder

Värnamo Sängkläder Ab
Headquarters/Main Location: Bangårdsgatan 107 BOX 537 - 331 25 Värnamo
T: +46 370 695520
Email: info@varnamo-sangklader.se
Web: https://varnamoofsweden.se
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Latex
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Sweden
Online sales: Yes

Viking Beds of Sweden

Viking Beds of Sweden Ab
Group: Lanab/Inev
Headquarters/Main Location: Panelvägen 10 - 570 12 Landsbro, Jönköping
T: +46 0383-608 60
Email: info@vikingbeds.se
Web: http://www.vikingbeds.se ; https://vikingbedden.nl
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Contract
Types of mattresses by materials: Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 5-15 US$ million
Employees range: 21-50
Manufacturing plants: 1; Sweden
Online sales: No

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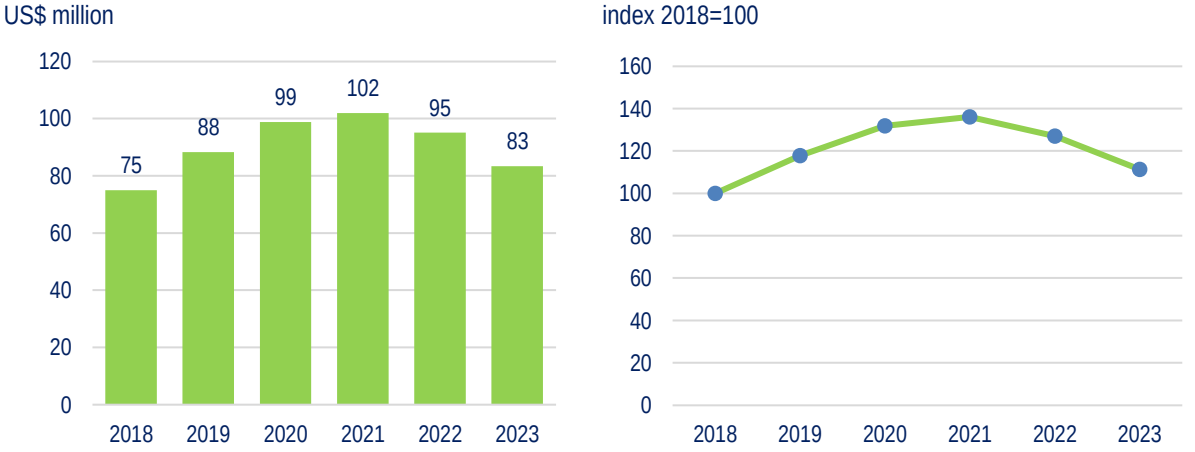
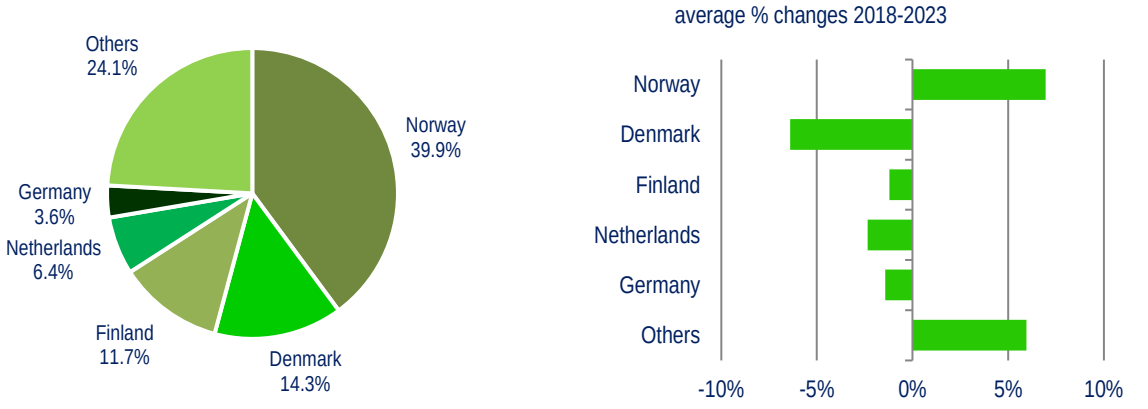
3.19.5 Sweden. Mattresses exports

Figure 3.142 - Sweden.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.143 - Sweden.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.167 - Sweden.

Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Norway	23.8	34.1	35.5	36.4	36.3	33.2	31.7	39.9	-8.5	7.0
Denmark	16.6	17.0	20.2	19.0	17.9	11.9	22.1	14.3	-33.5	-6.4
Finland	10.3	10.8	11.6	10.9	8.7	9.7	13.8	11.7	11.4	-1.2
Netherlands	6.0	5.6	5.3	6.9	5.7	5.4	8.1	6.4	-6.3	-2.3
Germany	3.2	2.7	3.1	5.2	3.3	3.0	4.2	3.6	-10.5	-1.4
Australia	0.5	1.4	3.0	3.8	3.8	2.8	0.7	3.4	-26.5	38.6
Italy	1.7	1.3	1.4	2.4	2.7	2.2	2.2	2.6	-17.7	5.6
China	1.8	1.5	3.2	2.1	2.2	2.0	2.5	2.4	-10.6	1.6
France	0.6	0.6	0.8	0.9	1.4	1.4	0.8	1.7	5.7	20.5
Czech Republic	0.7	1.0	1.2	1.3	1.3	1.3	0.9	1.6	3.5	15.1
top 10	65.2	76.0	85.4	88.9	83.4	73.0	87.0	87.6	-12.5	2.3
others	9.7	12.3	13.4	13.0	11.7	10.3	13.0	12.4	-11.7	1.1
Americas	0.4	0.6	0.8	0.8	0.7	0.2	0.6	0.2	n.s.	-17.1
- North America	0.3	0.5	0.7	0.7	0.5	0.2	0.4	0.2	n.s.	-10.9
- Central-South America	0.1	0.1	0.1	0.1	0.1	0.0	0.2	0.0	n.s.	n.s.
Asia and Pacific	3.3	4.7	9.5	8.0	7.6	7.8	4.4	9.3	2.3	18.6
Europe	70.8	82.8	88.1	92.4	86.5	75.1	94.5	90.1	-13.2	1.2
- European Union (27)	43.2	43.7	48.3	53.0	46.8	39.1	57.7	46.9	-16.5	-2.0
- UK, CH, NO, IS	27.4	38.9	39.6	39.1	39.5	35.8	36.6	42.9	-9.4	5.5
- Other Europe	0.2	0.2	0.3	0.3	0.3	0.3	0.2	0.3	-5.5	9.2
Middle East	0.1	0.1	0.2	0.5	0.1	0.0	0.1	0.1	n.s.	-4.4
Africa	0.4	0.1	0.3	0.3	0.2	0.3	0.5	0.3	49.1	-6.3
Other Countries	0.0	0.0	-0.1	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	74.9	88.3	98.8	101.9	95.1	83.3	100.0	100.0	-12.4	2.1

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

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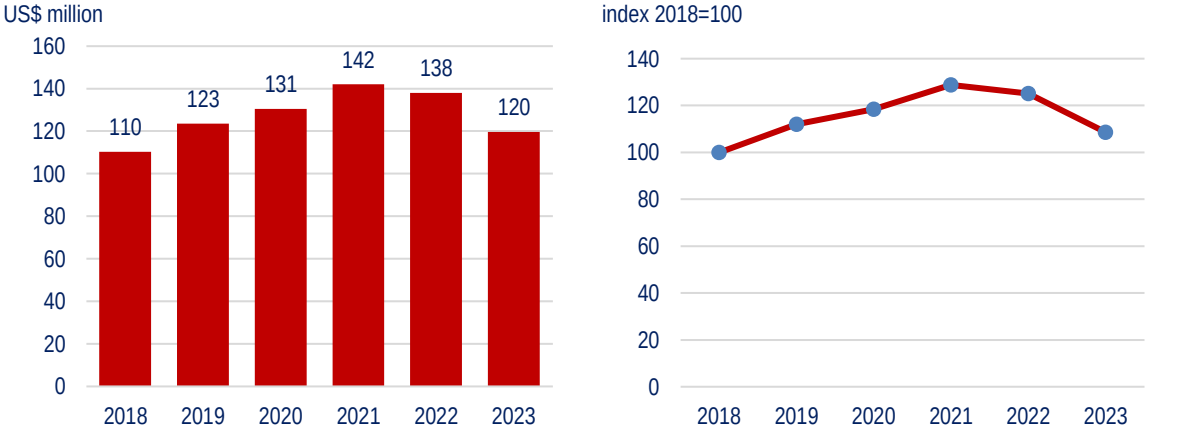
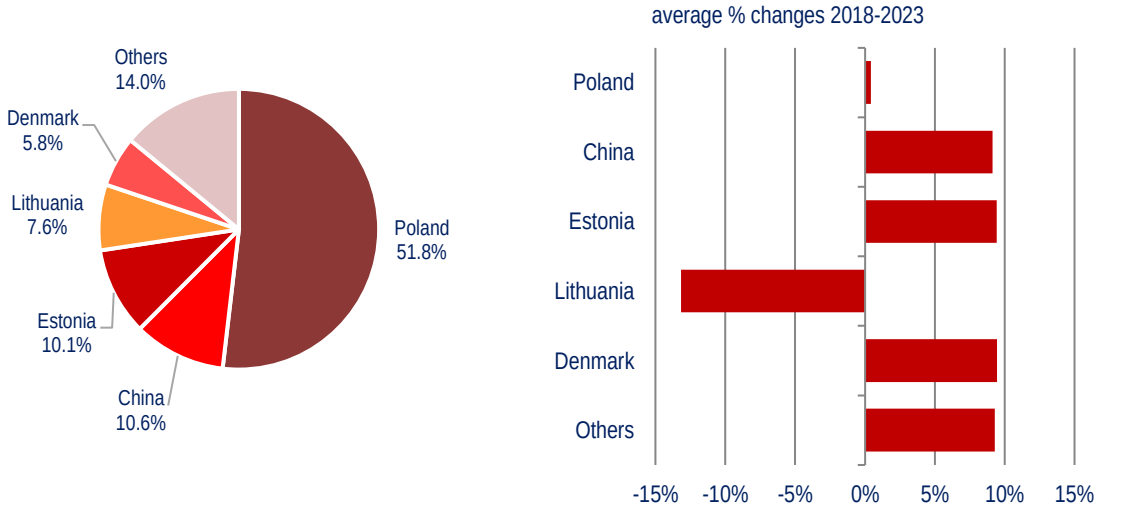
3.19.6 Sweden. Mattresses imports

Figure 3.144 - Sweden.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.145 - Sweden.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.168 - Sweden.

Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Poland	60.7	57.6	58.0	68.0	66.4	62.0	55.1	51.8	-6.6	0.4
China	8.2	10.5	12.2	14.5	11.0	12.7	7.4	10.6	15.6	9.1
Estonia	7.7	17.7	18.8	21.5	19.5	12.1	7.0	10.1	-37.7	9.4
Lithuania	18.4	22.2	22.3	12.6	8.7	9.1	16.7	7.6	4.6	-13.2
Denmark	4.4	3.7	5.5	6.6	8.8	6.9	4.0	5.8	-21.1	9.5
Romania	0.3	0.5	0.5	3.2	4.7	5.0	0.2	4.1	6.2	79.1
Norway	4.0	3.3	5.2	6.9	6.1	3.8	3.6	3.2	-37.8	-0.9
United Kingdom	1.8	2.0	2.0	1.7	2.2	1.9	1.6	1.6	-13.8	1.0
Germany	0.8	0.8	1.3	1.4	2.2	1.8	0.7	1.5	-19.3	18.7
Kosovo	0.0	0.0	0.0	0.0	0.0	1.1	0.0	1.0	n.s.	n.c.
top 10	106.3	118.4	125.9	136.3	129.6	116.5	96.4	97.3	-10.1	1.8
others	4.0	5.0	4.6	5.6	8.3	3.2	3.6	2.7	n.s.	-4.1
Americas	0.1	0.3	0.1	0.3	0.0	0.0	0.1	0.0	n.s.	-27.4
- North America	0.1	0.2	0.1	0.3	0.0	0.0	0.1	0.0	n.s.	-27.2
- Central-South America	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-35.1
Asia and Pacific	8.4	11.0	12.4	14.8	11.2	13.1	7.6	11.0	16.6	9.3
Europe	101.7	112.2	118.0	126.8	126.6	106.5	92.3	89.0	-15.8	0.9
- European Union (27)	95.6	106.6	110.4	117.3	117.5	98.7	86.7	82.5	-16.0	0.6
- UK, CH, NO, IS	5.8	5.3	7.2	8.6	8.3	5.7	5.2	4.8	-31.6	-0.3
- Other Europe	0.4	0.3	0.4	0.9	0.8	2.2	0.4	1.8	n.s.	40.1
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-32.5
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-18.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	110.2	123.5	130.5	142.0	137.9	119.7	100.0	100.0	-13.2	1.7

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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

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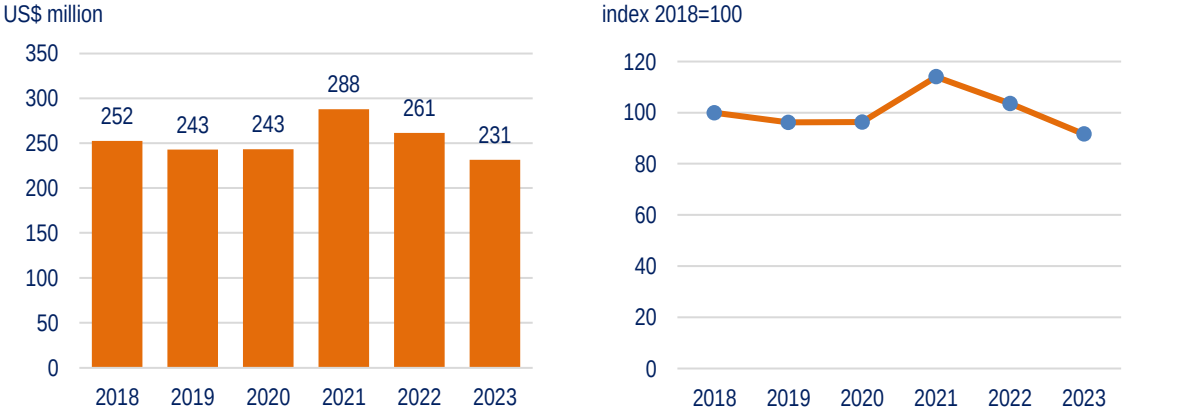
3.19.7 Sweden. Mattresses consumption

Figure 3.146 - Sweden.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.169 - Sweden.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Sweden	44%	51%	54%	49%	53%	52%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.170 - Sweden.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Sweden	-2%	2%
World	0%	2%

Source: CSIL

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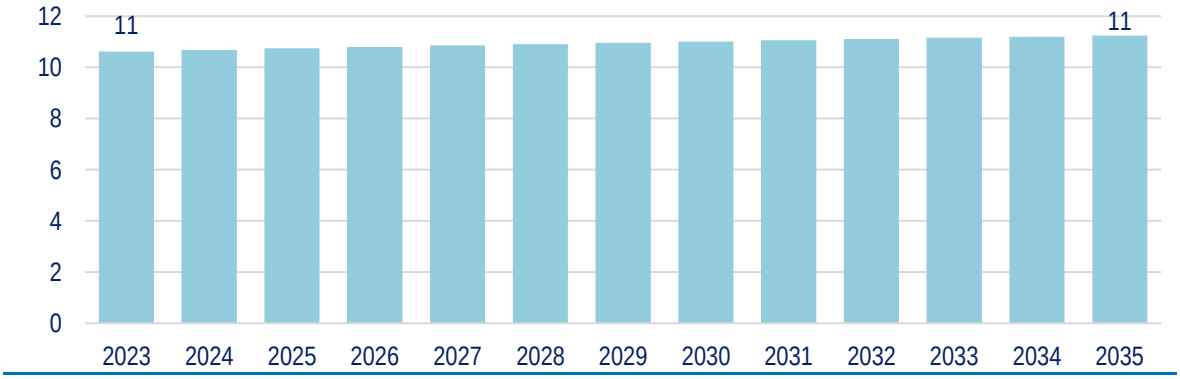
3.19.8 Sweden. Population forecasts

Figure 3.147 - Sweden.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.171 - Sweden.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Stockholm	1,633	1,738	1,814
Göteborg	611	644	671
Malmö	322	340	354

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration

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3.20 The mattress industry in Belgium

3.20.1 Belgium. Key figures and competitive landscape in the mattress industry

Key Figures

- In 2023, Belgium's mattress production reached a value of US$ 181 million. From 2020 to 2023, Belgium's mattress production has followed a decreasing trend.
- 96% of the production is exported, with the main destination countries being France, the Netherlands, and Germany.
- In 2023, Belgium's mattress consumption reached a value of US$ 136 million. After a 39% surge from 2020 to 2021, it decreased by -14% (in current US$) from 2021 to 2022 and then increased by 7% from 2022 to 2023.
- 95% of the consumption is met through imports, primarily from the Netherlands, China, and Poland

Competitive System Landscape

In Belgium, the mattress sector is predominantly comprised of small and medium-sized enterprises, with key players including Aquinos Bedding Belgium, Polypreen België, Hilding Anders Belgium, Revor Group, and SOMNIS Bedding. Polypreen België specializes in the production of foam products, catering to various needs within the mattress industry. The Revor Group, established from the merger of Revor Bedding, Styl Decor Luxury Beds, and Jaritex in June 2016, has consolidated its production in 2019 into a single facility located in Kuurne. The group maintains a production presence in Hungary, where it manufactures box springs and exports to 25 countries worldwide, demonstrating its significant international reach.

M&A Deals and Recent News

- In 2023, Veldeman Group, a manufacturer based in Limburg specializing in mattresses, slatted frames, and box springs, declared bankruptcy.

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Table 3.172 - Belgium
The Mattresses sector: production, consumption and international trade, 2014-2023.

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Production	US$ million	254	212	217	233	247	243	257	256	200	181
Exports	US$ million	206	170	175	202	220	216	236	237	191	174
Imports	US$ million	90	72	73	86	95	87	86	129	118	130
Consumption*	US$ million	137	115	115	117	123	114	107	148	128	136
Production	% ch. -US$		-16%	2%	7%	6%	-1%	5%	0%	-22%	-10%
Exports	% ch. -US$		-18%	3%	15%	9%	-2%	9%	0%	-20%	-8%
Imports	% ch. -US$		-19%	0%	19%	10%	-9%	-1%	50%	-9%	10%
Consumption*	% ch. -US$		-16%	0%	2%	5%	-7%	-7%	39%	-14%	7%
export/production	%	81%	80%	81%	87%	89%	89%	92%	93%	95%	96%
import/consumption	%	65%	63%	63%	74%	78%	76%	80%	87%	92%	95%
Production	EUR million	191	191	196	206	209	218	225	216	190	167
Exports	EUR million	155	153	158	179	186	193	207	200	181	161
Imports	EUR million	68	65	66	77	81	77	75	109	112	120
Consumption*	EUR million	103	103	104	104	104	102	93	125	121	126
Production	% ch. - EUR		0%	2%	5%	2%	4%	3%	-4%	-12%	-12%
Exports	% ch. - EUR		-1%	3%	13%	4%	4%	7%	-3%	-10%	-11%
Imports	% ch. - EUR		-3%	1%	17%	5%	-4%	-3%	45%	3%	7%
Consumption*	% ch. - EUR		0%	0%	0%	0%	-2%	-8%	34%	-3%	4%

* Apparent consumption = Production – Exports + Imports

Including data for Luxembourg

Sources: CSIL, Eurostat, DGSIE

Table 3.173 - Belgium
Exchange rates, 2014-2023.

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

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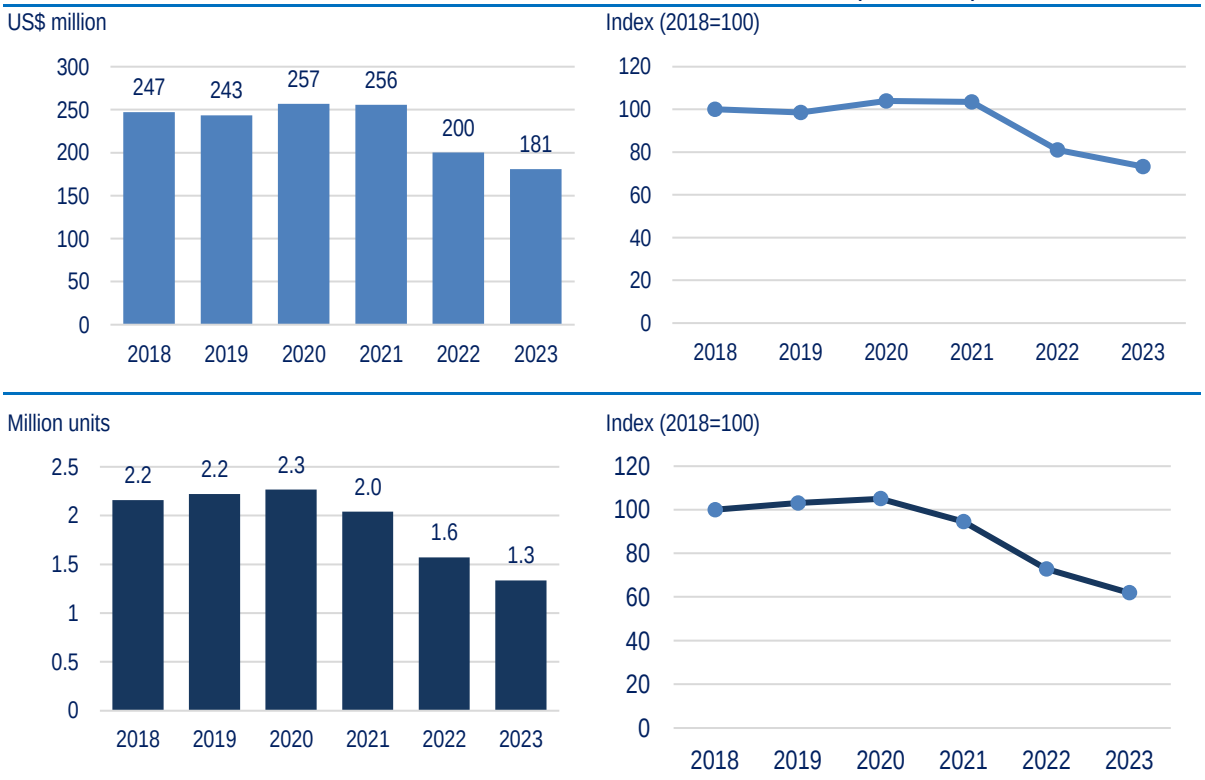
3.20.2 Belgium. Mattresses production

Figure 3.148 - Belgium

Production of mattresses, 2018-2023. US$ million, million units and index (2018=100)



Source: CSIL

Table 3.174 - Belgium

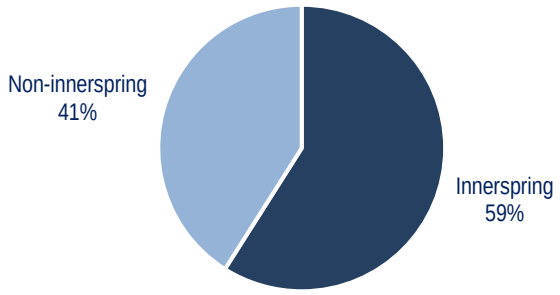
Exports/Production ratio (%) of mattresses, 2018-2023. Comparison with World

	2018	2019	2020	2021	2022	2023
Belgium	89%	89%	92%	93%	95%	96%
World	18%	18%	19%	18%	19%	19%

Source: CSIL

Figure 3.149 - Belgium

Breakdown of mattress production by filling material. Percentages in values



Source: CSIL

Last available year

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3.20.3 Belgium. Major Mattresses manufacturers

Table 3.175 Belgium. Major mattresses manufacturers by turnover

Company	Mattresses turnover (Million US$)	% share of mattresses in company's turnover	Total turnover (Million US$)
Aquinos Bedding Belgium	51	75	68
Polypreen België	36	80	44
Hilding Anders Belgium	32	80	40
Revor Group	24	60	41
SOMNIS Bedding	23	93	24
Jaritex Bedding	15	50	31
Van Landschoot	13	65	20
LS Bedding	13	45	28
Carpenter Belgium	7	10	72
Recor Bedding	3	60	5

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

3.20.4 Belgium. Short Profiles of major mattresses manufacturers

Aquinos Bedding Belgium

Aquinos Bedding Belgium
Group: Aquinos
Headquarters/Main Location: Damstraat 2 - 9230 Wetteren
Email: flexiblefoams@recticel.com
Activity: Manufacturer
Product Portfolio: Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 75% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 2; Belgium

Carpenter Belgium

Carpenter Belgium
Group: Carpenter
Headquarters/Main Location: Wijnendalestraat 171 - 8800 Roeselare
T: +32 51 230211
Web: https://carpenter.com
Activity: Manufacturer
Product Portfolio: Mattresses, Pillows, Chemicals, Foam
Mattress production accounts for an estimated 10% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 51-100
Manufacturing plants: 1; Belgium
Online sales: No

Dorsoo

Dorsoo International bvba
Headquarters/Main Location: Ten Beukenboom 13 - 9400 Ninove, Oost-Vlaanderen
T: +32 54 319721
Email: info@dorsoo.be
Web: http://www.dorsoo.be
Activity: Manufacturer, Retailer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 90% of total revenues
Employees range: 0-20
Manufacturing plants: 1; Belgium
Online sales: Yes

Duvatex Bvba

Duvatex Bvba
Headquarters/Main Location: Nijverheidslaan 7 - 8570 Anzegem
T: +32 56 77 72 94
Email: info@duvatex.be
Web: http://www.duvatex.be
Activity: Manufacturer
Product Portfolio: Mattresses
Mattress production accounts for an estimated 100% of total revenues
Employees range: 0-20
Manufacturing plants: 1; Belgium
Online sales: No

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Haelvoet

Haelvoet N.V.
Headquarters/Main Location: Leon Bekaertstraat 8 - 8770 Ingelmunster
T: +32 51 48 66 95
Web: https://www.haelvoet.be
Activity: Manufacturer
Product Portfolio: Beds, Tables and Chairs, Mattresses, Contract, Healthcare furniture
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Belgium
Online sales: No

Hilding Anders Belgium

Hilding Anders Belgium
Group: Hilding Anders
Headquarters/Main Location: Gentsesteenweg 73-79 - 9750 Zingem
T: +32 9 3898911
Email: info.be@hildinganders.com
Web: https://www.hildinganders.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Belgium
Online sales: No

Jaritex Bedding

Jaritex Bedding
Group: Revor/Jaritex Group
Headquarters/Main Location: Leon Bekaertstraat 10, - 8770 Ingelmunster
T: +32 51 480140
Email: info@jaritex.be
Web: https://www.jaritex.be
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Contract
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Belgium; Hungary Jaritex is a brand under the Revor Group, the group has a factory in Recsk, Hungary and Kuurne, Belgium.
Online sales: No

Kreamat

Kreamat
Group: Tectum Group
Headquarters/Main Location: Caetsbeekstraat 10 - 3740 Bilzen
T: +32 089 50 29 29
Web: https://www.kreamat.be
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Employees range: 0-20 ;**Manufacturing plants**: 1; Belgium
Online sales: No

LS Bedding

LS Bedding NV
Group: LS Bedding Group
Headquarters/Main Location: Bogaardestraat 228b - 9990 Maldegem
T: +32 50 729970
Email: info@lsbedding.com ;**Web**: https://www.lsbedding.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 45% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Belgium
Online sales: No

Nill Spring

Nill Spring bvba
Headquarters/Main Location: Textielstraat 12 - 7780 Komen
T: +32 472 440434
Email: info@nillspring.be ; **Web**: https://www.nillspring.be
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Employees range: 0-20
Manufacturing plants: 1; Belgium
Online sales: No

Polypreen België

Polypreen Belgium
Group: Mecaseat - Sedac Mecobel
Headquarters/Main Location: Kerkhovensteenweg 88 - 3920 Lommel
T: +32 11 549000
Email: verkoop-nl@polypreen.nl ; info@polypreen.com
Web: https://www.polypreen.com
Activity: Manufacturer
Product Portfolio: Mattresses, Foam, Ironmongery and Hardware Items
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Other
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 1; Belgium
Online sales: No

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Rako Sleep Systems

Rako Sleep Systems bv
Group: Matrafoam
Headquarters/Main Location: Bodemstraat 12 - 3830 Wellen
T: +32 11 591926
Email: info@rako.be
Web: https://rako.be
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Mattress production accounts for an estimated 50% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 0-20
Manufacturing plants: 1; Belgium
Online sales: No

Recor Bedding

Recor Bedding NV SA
Group: Recor Group
Headquarters/Main Location: Melbergstraat 6 - 3600 Genk
T: +32 89 365111
Web: https://www.recorbedding.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Innerspring
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 0-5 US$ million
Employees range: 21-50
Manufacturing plants: 1; Belgium
Online sales: No

Revor Group

Revor Bedding N.V.
Group: Revor/Jaritex Group
Headquarters/Main Location: Noordlaan 2 B - 8520 Kurne
T: +32 56 54 12 00
Email: info@revorgroup.com ; sales@revorgroup.com
Web: https://www.revor.be ; https://www.revorgroup.com
Activity: Manufacturer, Retailer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic
Mattress production accounts for an estimated 60% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 100-250
Manufacturing plants: 2; Belgium; Hungary
Online sales: Yes

SOMNIS Bedding

SOMNIS Bedding NV
Group: Matrafoam
Headquarters/Main Location: Daknamstraat 89 - 9160 Lokeren
T: +32 9 340 59 10
Email: info@somnis.com
Web: https://somnis.com
Activity: Manufacturer
Product Portfolio: Beds, Mattresses, Pillows, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 93% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Belgium
Online sales: No

Van Landschoot

Van Landschoot
Group: Van Landschoot
Headquarters/Main Location: Aalterbaan 119 - 9990 Maldegem
T: +32 50 711238
Email: info@vanlandschoot.be
Web: https://vanlandschoot.be
Activity: Manufacturer
Product Portfolio: Beds, Mattresses
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 65% of total revenues
Total Turnover range: 15-50 US$ million
Employees range: 51-100
Manufacturing plants: 1; Belgium
Online sales: No

Veldeman Bedding

Veldeman Bedding NV
Group: Veldeman Group
Headquarters/Main Location: Industrieweg Noord 1153 - 3660 Oudsbergen
T: +32 89 857860
Email: info@veldeman.com
Web: http://www.veldeman.com
Activity: Manufacturer
Product Portfolio: Upholstered furniture, Beds, Mattresses, Contract, Semi-finished parts
Types of mattresses by materials: Polyurethane Foam, Latex, Innerspring
Mattress production accounts for an estimated 80% of total revenues
Total Turnover range: 50-100 US$ million
Employees range: 100-250
Manufacturing plants: 5; Belgium; France (2), Poland
Online sales: No

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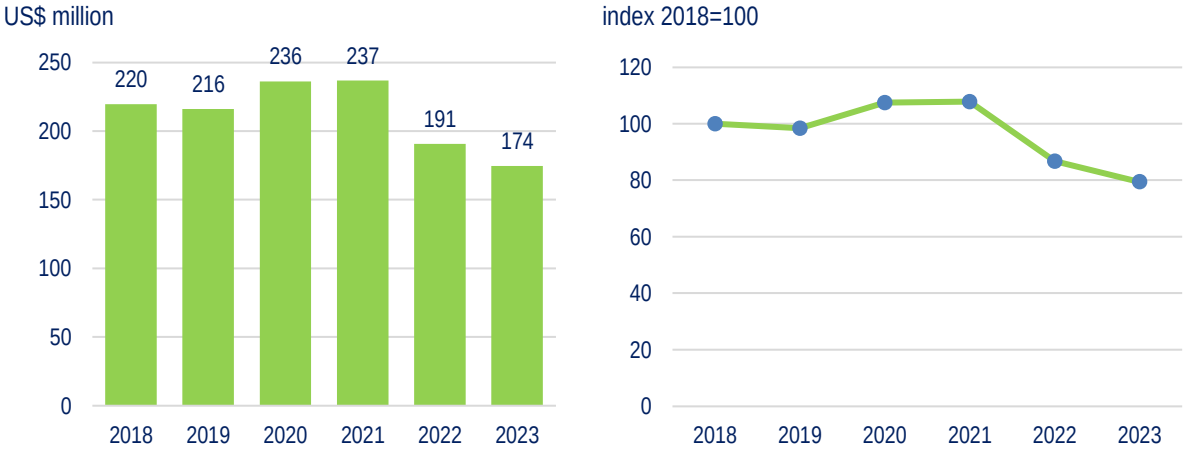
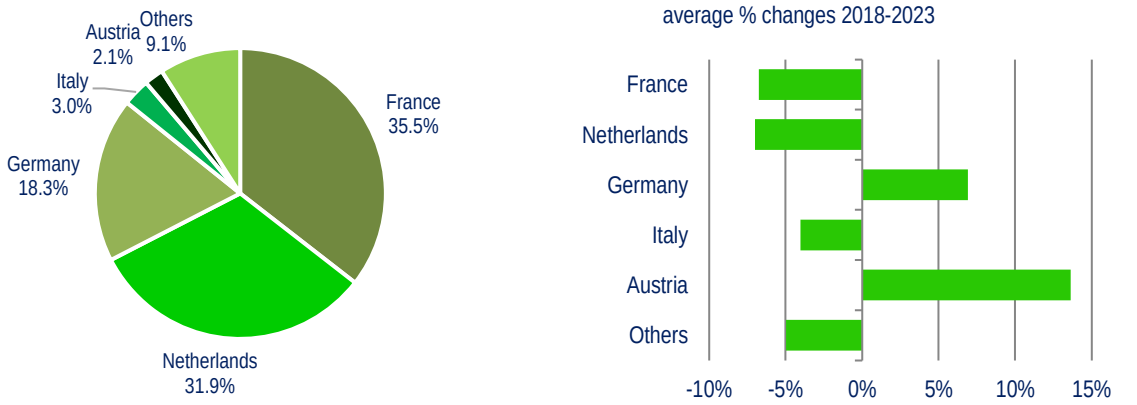
3.20.5 Belgium. Mattresses exports

Figure 3.150 - Belgium.
Mattresses exports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.151 - Belgium.
Mattress exports by country of destination, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of official data

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Table 3.176 - Belgium.
Mattress exports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
France	87.9	82.2	64.4	76.6	71.1	62.0	40.0	35.5	-12.9	-6.7
Netherlands	80.0	76.0	79.2	70.5	64.6	55.7	36.4	31.9	-13.7	-7.0
Germany	22.9	29.8	57.6	55.3	30.1	32.0	10.4	18.3	6.3	6.9
Italy	6.4	7.8	6.3	10.0	5.2	5.2	2.9	3.0	0.9	-4.0
Austria	2.0	2.4	3.9	3.1	3.0	3.7	0.9	2.1	23.5	13.6
Denmark	0.9	3.1	5.5	5.1	3.7	3.2	0.4	1.8	-13.0	27.5
Switzerland	3.0	2.8	2.8	3.1	2.5	2.4	1.4	1.4	-2.3	-3.9
Cyprus	0.0	0.1	0.1	0.0	0.4	1.5	0.0	0.9	n.s.	n.s.
United Kingdom	1.9	2.4	2.8	2.5	1.7	1.3	0.9	0.7	-21.0	-7.5
Spain	2.5	2.0	1.7	1.3	0.8	0.9	1.2	0.5	2.9	-19.4
top 10	207.6	208.6	224.2	227.5	183.0	167.9	94.5	96.2	-8.3	-4.2
others	12.0	7.4	11.9	9.3	7.6	6.6	5.5	3.8	-13.4	-11.4
Americas	0.6	0.1	0.3	0.7	0.3	0.2	0.3	0.1	-35.6	-20.2
- North America	0.1	0.0	0.2	0.5	0.2	0.1	0.0	0.0	n.s.	-7.0
- Central-South America	0.5	0.1	0.1	0.2	0.1	0.1	0.2	0.1	43.3	-23.7
Asia and Pacific	0.6	0.7	4.6	0.6	0.4	0.2	0.3	0.1	n.s.	-22.1
Europe	217.7	214.0	229.4	233.5	187.6	171.4	99.1	98.3	-8.6	-4.7
- European Union (27)	211.2	207.8	223.0	226.7	182.4	167.0	96.2	95.7	-8.5	-4.6
- UK, CH, NO, IS	6.4	6.2	6.4	6.7	5.1	4.4	2.9	2.5	-13.6	-7.1
- Other Europe	0.1	0.1	0.1	0.0	0.0	0.0	0.1	0.0	39.3	-43.3
Middle East	0.2	0.5	1.0	1.3	1.1	1.0	0.1	0.6	-1.6	35.5
Africa	0.6	0.6	0.7	0.8	1.2	1.6	0.3	0.9	32.2	24.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	219.6	216.0	236.1	236.8	190.6	174.5	100.0	100.0	-8.5	-4.5

Source: CSIL processing of official data n.a.: not available n.c.: not calculable n.s.: not significant

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

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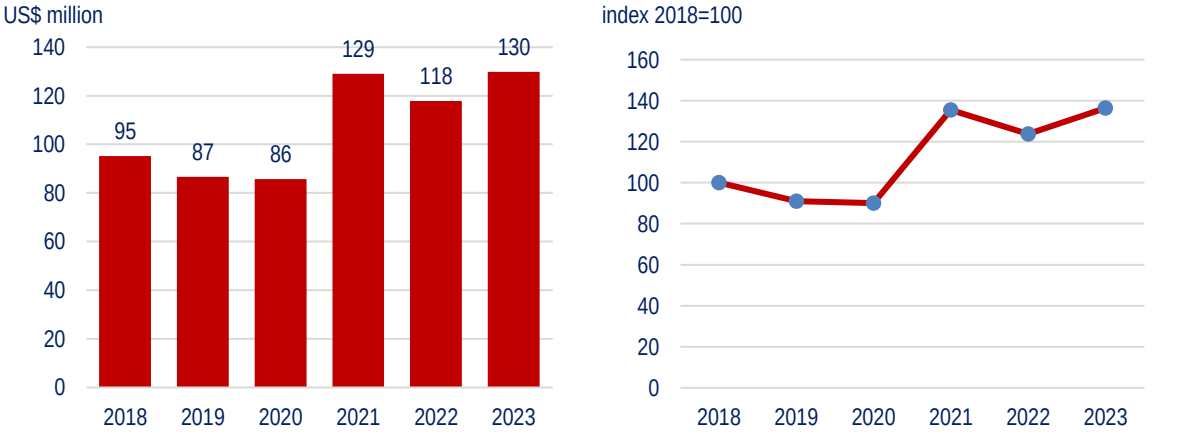
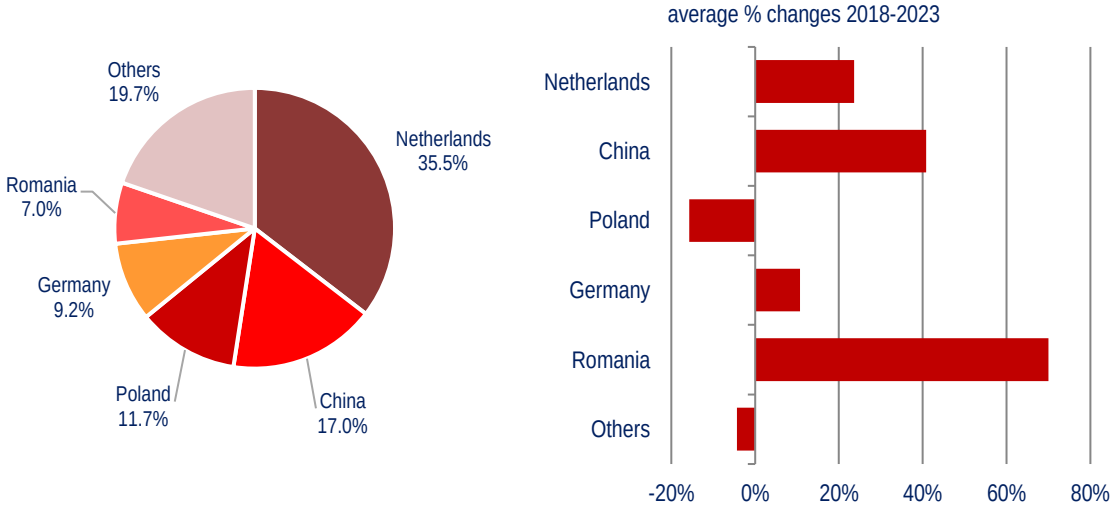
3.20.6 Belgium. Mattresses imports

Figure 3.152 - Belgium.
Mattresses imports, 2018-2023. US$ million and index (2018=100)



Source: CSIL processing of official data

Figure 3.153 - Belgium.
Mattresses imports by country of origin, 2023.
% in values and average % changes 2018-2023



Source: CSIL processing of Eurostat data

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Table 3.177 - Belgium.
Mattresses imports, by country and by geographical area, 2018-2023.

	US$ Million						% share		% annual changes	
	2018	2019	2020	2021	2022	2023	2018	2023	2023/22	aver 18-23
Netherlands	15.9	13.8	16.7	30.6	38.6	46.0	16.7	35.5	19.2	23.6
China	4.0	3.1	5.9	17.7	11.5	22.0	4.2	17.0	92.0	40.9
Poland	35.6	36.8	28.5	32.2	18.0	15.1	37.4	11.7	-15.6	-15.7
Germany	7.2	8.7	7.5	11.4	16.3	11.9	7.5	9.2	-27.0	10.7
Romania	0.6	0.9	2.5	6.7	8.4	9.1	0.7	7.0	8.9	70.0
Türkiye	3.0	4.2	7.1	9.2	7.6	8.7	3.2	6.7	14.0	23.6
France	6.9	5.5	4.8	5.6	7.4	7.4	7.3	5.7	-0.6	1.2
Denmark	1.1	1.2	1.6	1.7	1.6	1.9	1.2	1.5	15.5	10.7
United Kingdom	6.6	3.6	2.9	3.1	1.7	1.5	6.9	1.1	-10.6	-25.7
Sweden	1.2	1.2	1.2	1.9	1.1	1.2	1.3	0.9	12.9	-0.4
top 10	82.2	79.0	78.7	120.1	112.1	124.9	86.3	96.2	11.4	8.7
others	13.0	7.6	7.1	8.9	5.7	5.0	13.7	3.8	-12.2	-17.5
Americas	1.7	0.1	0.7	0.5	0.2	0.3	1.8	0.3	66.9	-27.0
- North America	1.7	0.1	0.7	0.5	0.2	0.3	1.7	0.2	55.9	-27.9
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	27.6
Asia and Pacific	4.5	3.8	6.4	18.6	12.4	22.5	4.7	17.3	81.2	38.1
Europe	88.6	82.3	78.2	109.5	105.0	106.9	93.0	82.3	1.8	3.8
- European Union (27)	78.6	74.2	67.7	96.8	95.5	96.5	82.6	74.3	1.0	4.2
- UK, CH, NO, IS	6.7	3.7	2.9	3.2	1.7	1.5	7.0	1.2	-10.5	-25.7
- Other Europe	3.3	4.4	7.6	9.6	7.8	8.9	3.5	6.8	14.1	21.8
Middle East	0.0	0.0	0.0	0.1	0.0	0.1	0.0	0.1	n.s.	54.7
Africa	0.5	0.4	0.4	0.3	0.1	0.1	0.5	0.1	-39.1	-29.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
World Total	95.2	86.6	85.7	129.0	117.8	129.9	100.0	100.0	10.2	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

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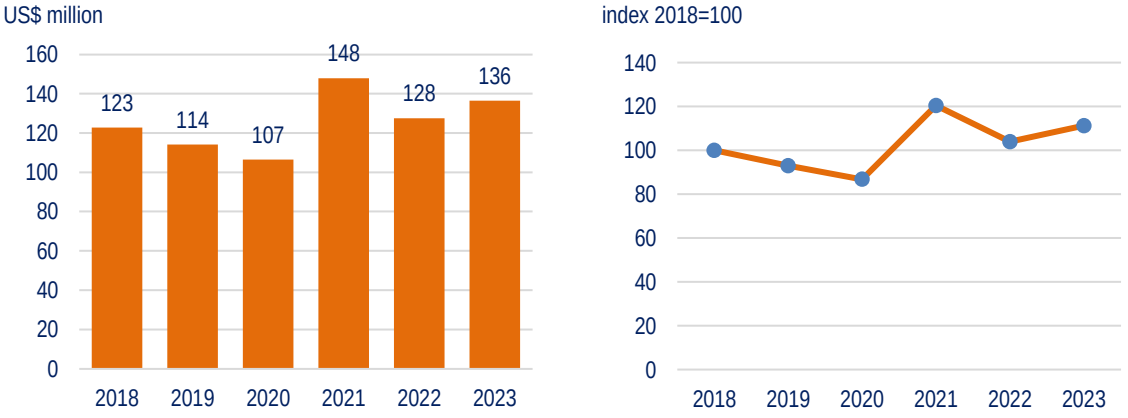
3.20.7 Belgium. Mattresses consumption

Figure 3.154 - Belgium.
Mattresses consumption, 2018-2023. US$ million and index (2018=100)



Source: CSIL

Table 3.178 - Belgium.
Import/Consumption ratio (%) for mattresses, 2018-2023.
Comparison with World

	2018	2019	2020	2021	2022	2023
Belgium	78%	76%	80%	87%	92%	95%
World	16%	16%	18%	17%	18%	18%

Source: CSIL

Table 3.179 - Belgium.
Real Growth of mattresses consumption. Forecasts 2024-2025

	2024	2025
Belgium	-1%	2%
World	0%	2%

Source: CSIL

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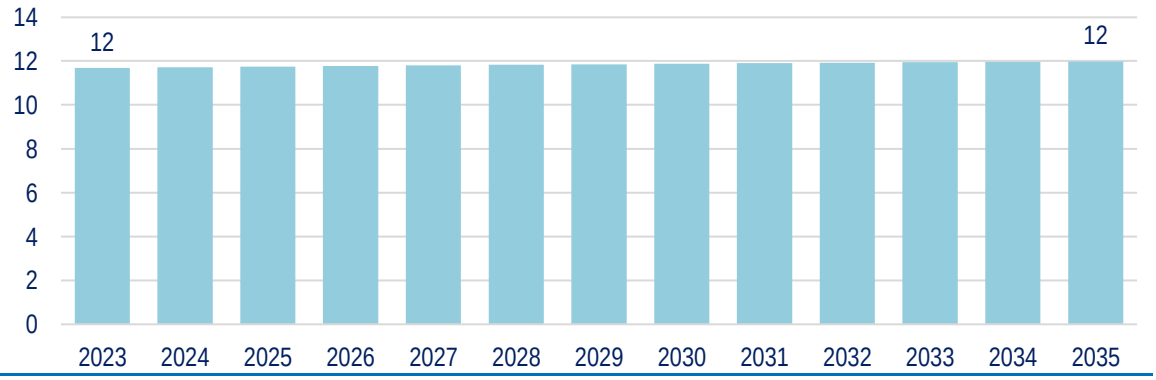
3.20.8 Belgium. Population forecasts

Figure 3.155 - Belgium.
Population. Million inhabitants, 2023-2035



Source: United Nations, Department of Economic and Social Affairs, Population Division. World Population Prospects.

Table 3.180 - Belgium.
Resident population in main cities* and projected growth

Cities	Population (thousand)		
	2020	2025	2030
Bruxelles-Brussel	2,081	2,142	2,182
Antwerpen	1,042	1,065	1,084
Liège	678	689	700
Gent	466	479	488
Charleroi	413	419	426

Source: United Nations, Department of Economic and Social Affairs, Population Division. World Urbanization Prospects.

* Urban Agglomeration

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PART IV.
SELECTED PROFILES OF MAJOR MATTRESS MANUFACTURERS

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Major Mattress Manufacturers by country

Country	Company	Page
Argentina	Bitali (formerly Grupo Piero)	343
Australia	A.H.Beard Holding	335
Brazil	Herval	354
China	De Rucci Beddings	346
	Jason Furniture-Kuka	359
	Mlily	362
	Xilinmen Group	370
France	ADOVA	336
Germany	Emma – The Sleep Company	349
	EuroComfort Holding	350
Hong Kong, China	Sinomax (Holding) Group	366
India	Duroflex	348
	Kurlon	360
	Sheela Foam (Sleepwell)	364
Italia	Dorelan	347
	Materassificio Montalese-Perdormire	361
Japan	France Bed Holdings	351
Korea South	Zinus Group	372
Netherlands	Auping	341
Poland	Correct	345
	Ikano Industry (ex Dendro)	357
Portugal	Aquinos Bedding	337
Romania	Aramis Invest	339
Spain	Grupo Flex	352
	Grupo Pikolin	353
Sweden	Hilding Anders International	355
Türkiye	BRN Sleep Products	344
	Istikbal Mobilya	358
	Yatas Yatak	371
United Kingdom	Silentnight Group	365
USA	Ashley Furniture	340
	BIA Bedding Industries of America	342
	Serta Simmons Bedding	363
	Sleep Number Corporation	367
	Tempur Sealy	368

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A.H.Beard Holding — Australia

Headquarters

AH Beard Pty Ltd
1/35 Bryant Street, Padstow - Sydney, NSW, 2211 - Australia-
T: +61 2 97748888
https://ahbeard.com
customercare@ahbeard.com

Year of establishment: 1899

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Pillows, Contract

Product specialization: Mattresses

Turnover: 102 million USD (2023)

Number of employees: 453 (2022)

Group: A.H.Beard

Controlled companies, subsidiaries and other related companies

A H Beard Advanced Sleep Products Pty Limited - AU;
A H Beard Holdings Pty Limited - AU;
A.H. Beard Pty Ltd - AU;
A H Beard Limited - NZ;
The company also has a partnership with retailer Shanghai Green Foreign Trade Ltd (CN) through which owned and franchised stores are operated.

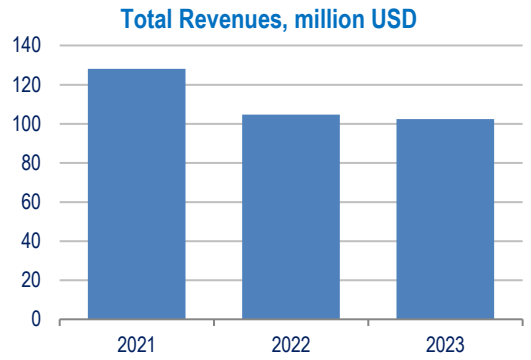
Brands

Own Brands: A.H.Beard, Domino, Nature's Rest, iComfort, Health Rest, Sleepsense, Flex gel (New Zealand)
Licensed Brands: King Koil

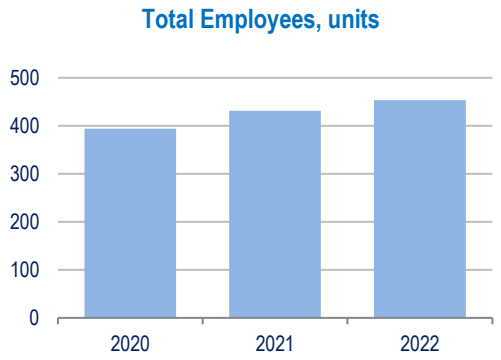
Recent M&A News:

In September 2021, the company introduced A.H. Beard Origins, Australia's fully recyclable sleep range. This expertly designed and handcrafted collection features components that are natural, sustainably sourced, and entirely recyclable.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Exports account for about 10% of total company sales, and have increased in the past three years. The main export market is China.

Production

Manufacturing plants

Total number of manufacturing plants: 8; Australia; New Zealand

Sales Breakdown by product

An estimated 80% of turnover is accounted for by mattresses.

Mattress materials: Latex, Innerspring

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ADOVA France

Headquarters
ADOVA Group (ex Cauval)
67 Boulevard Raspail - 75006 Paris, Île de France - France
http://adova-group.com
contact@adova-group.com

Year of establishment: 1993

Activity: Manufacturer
Production: Upholstered furniture, Beds, Mattresses
Product specialization: Soft furniture
Turnover: 178 million USD (2023)
Number of employees: 780 (2023)

Group: **ADOVA (ex Cauval)**

Controlled companies, subsidiaries and other related companies

Adova Benelux - BE;
Interval Benelux - BE;
Adova Helvetia SA - CH;
ADOVA GmbH - DE;
Dunlopillo GmbH - DE;
Adova Iberica SA. - ES;
Adova Group - FR;
Adova Holding - FR;
Alsace Bedding - FR;
Aube Bedding - FR;
Centre Bedding - FR;
Ekem - FR;
FR Bedding - FR;
Francois Duparc Conseil - FR;
Keyor - FR;
Magri - FR;
Nord Bedding - FR;
Ouest Bedding - FR;
SA Batimetal - FR;
Sarl Reseau Bois - FR;
Adova Bedding Limited - GB;
Adova Italia S.R.L. - IT;
TRANSPOL CI Sp. z o.o. - PL;
Dummel - TN;

Brands

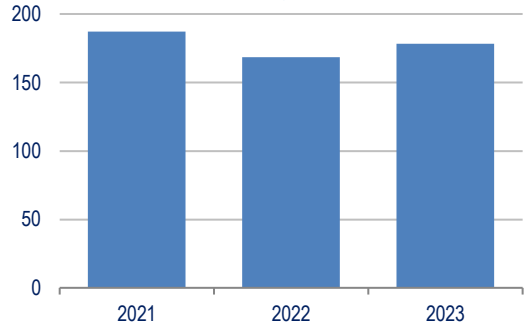
Own Brands: Tréca®, Simmons®, Hotelys® and Aube Sofa

Recent M&A News:

In 2020 Adova sold the Dunlopillo mattress brand (Paris Bedding) to Finadorm as well as the Diva Salon sofa brand (Steiner) to Market Maker.

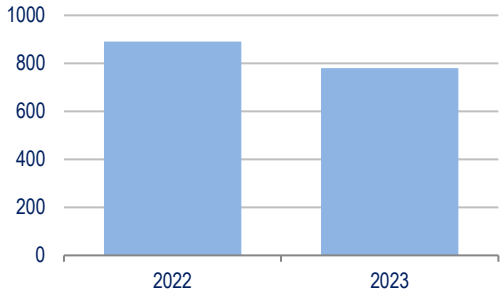
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

15% of the company turnover driven by export market. In 2024, with the brand Treca, the company entered the US market.

Production

Manufacturing plants

Total number of manufacturing plants: 5; France;

Sales Breakdown by product

Mattress accounts for about 70% of the company's turnover. In 2023, Adova Group's Alsace Bedding facility was labeled as a French Living Heritage Company (EPV – Entreprise du Patrimoine Vivant).This designation recognizes French companies that demonstrate exceptional craftsmanship and expertise.

Mattress materials: Latex, Innerspring, Polyurethane Foam

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Aquinos Bedding — 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

Year of establishment: 1985

Activity: Manufacturer, Trader

Production: Upholstered furniture, Mattresses, Semi-finished parts, PU Foam

Product specialization: Soft furniture

Turnover: 341 million USD (2023)

Number of employees: 1550 (2022)

Group: Aquinos

Controlled companies, subsidiaries and other related companies

Aquinos Bedding Austria GmbH - AT; Aquinos Bedding Belgium - BE; Aquinos Bedding Switzerland AG - CH; Sofibo China Limited - CN; Aquinos Bedding Germany GmbH - DE; A Loja DO Gato Preto-Espana SL - ES; Blackred France - FR; Finot et CIE - FR; Home&Furnitures - FR; JP Gruhier SOC - FR; Sofibo Logistic - FR; Sofibo China Limited - HK; Aquinos Bedding Netherlands B.V. - NL; Aquinos Bedding Poland Sp. z o.o. - PL; INTERTREND POLSKA SP ZOO (ex : SOFIBO POLSKA) - PL; INTERTREND Polska Sp. z o.o. - PL; SOFIBO LOGISTIC POLSKA Sp. z o.o. - PL; Aquinos Group, Sgps, S.A. - PT; Aquinos Industry - Business and Management, S.A. - PT; Aquinos Retail Sgps, S.A. - PT; Aquinos, S.A. - PT; Aquisave, LDA - PT; Betercom, S.A. - PT; Blackred, LDA - PT; Clibed, LDA - PT; Eurotabua, S.A. - PT; Gofoam - Industria E Transformacao Espuma, LDA - PT; 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. - PT; Aquinos Bedding Romania S.R.L. - RO;

Brands

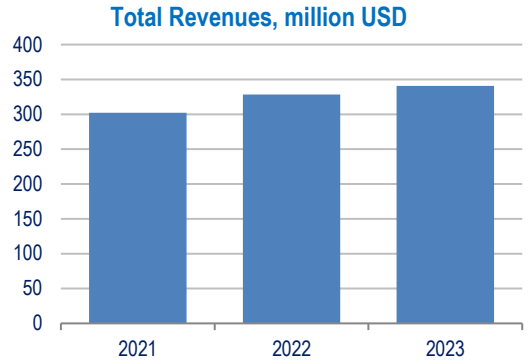
Own Brands: Aquinos, Ednis, Lecalit, Anoeli, Gruhier, Aquinos Bedding (ex-Recticel):Beka, Superba, Schlaraffia, Sembella, Lattoflex, Swissflex, Literie Bultex Matrassen, Geltex

Recent M&A News:

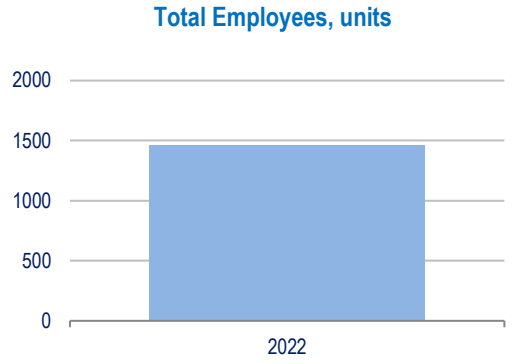
Digital Product Passport Initiative: Aquinos Group is collaborating with Avery Dennison and TripleR to tag its bedding products with RFID technology starting in 2024. This initiative aims to ensure the traceability of materials and enhance sustainability. By 2027, they plan to have tagged one million mattresses, aligning with the EU's Digital Product Passport (DPP) regulations. This will make Aquinos the first in its sector to comply with these rules, promoting transparency and circularity in the bedding industry.

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



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

93% of production is exported. 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.

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Production

Manufacturing plants

Total number of manufacturing plants: 10; Portugal; Austria, Germany, Poland, Switzerland, Belgium, the Netherlands, Romania

Sales Breakdown by product

Upholstered furniture accounts for about 47% of total turnover and mattress for 40%. The remaining share is PU foam.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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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

Year of establishment: 1994

Activity: Manufacturer

Production: Upholstered furniture, Mattresses, PU Foam,

Product specialization: Soft Furniture

Turnover: 420 million USD (2023)

Number of employees: 6013 (2023)

Controlled companies, subsidiaries and other related companies

Aramis Elog Intermodal S.R.L. - RO;
Aramis Feeling SRL - RO;
Aramis Invest SRL - RO;
Aramis SRL - RO;

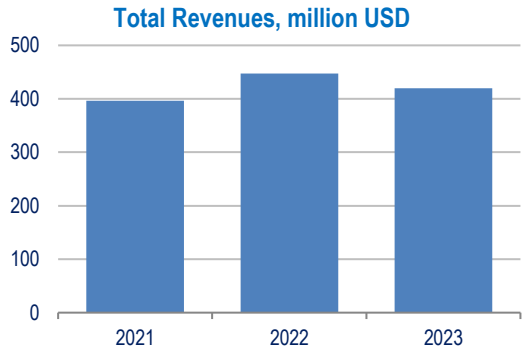
Brands

Own Brands: Aramis, Aramis Feeling

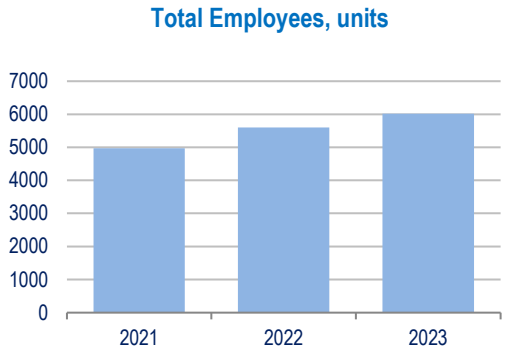
Recent M&A News:

In 2024, the company initiated a new investment: building a facility to house TIR drivers working with the furniture manufacturer in Baia Mare and expanding the parking area for car transporters. In 2023, the company began operating its own photovoltaic plant, with solar panels installed on the roofs of its industrial buildings.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The domestic market of Romania only accounts for about 5% of the company's total turnover. Major export markets include France, Spain, and Italy, which each account for about 20% of total turnover.

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%. The company is vertically integrated and produces its own foam and filling.

Mattress materials: Polyurethane Foam, Innerspring

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Ashley Furniture USA

Headquarters

Ashley Furniture Industries Inc
1 Ashley Way - Arcadia, WI, 54612 - USA-
T: +1 608 3233377
https://www.ashleyfurnitureindustriesinc.com ; https://ashley.biz

Year of establishment: 1945

Activity: Manufacturer, Retailer

Production: Home Office, Bathroom Furniture, Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Home furniture, Garden and Outdoor, Mattresses, Pillows, RTA - DIY furniture, Lighting

Product specialization: Upholstered furniture

Turnover: 12300 million USD (2023)

Number of employees: 35000 (2023)

Group: **Ashley Furniture Ind. Inc**

Controlled companies, subsidiaries and other related companies

Ashley Distribution Services LTD - US
Ashley Furniture Home Store - US
Ashley Global Retail, LLC - US
Wanek Furniture Co., Ltd - VN
Wanvog Furniture Ltd - CN
Wilson Logistics - US

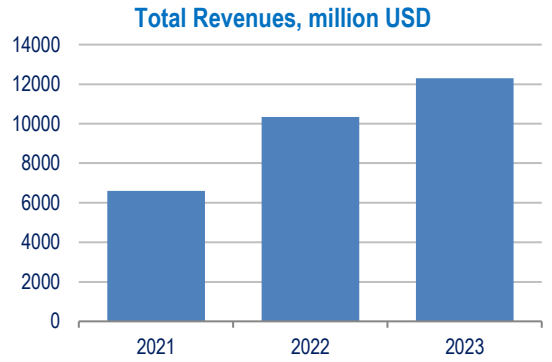
Brands

Own Brands: Ashley-Sleep, Ashley, Millenium, Sierrasleep

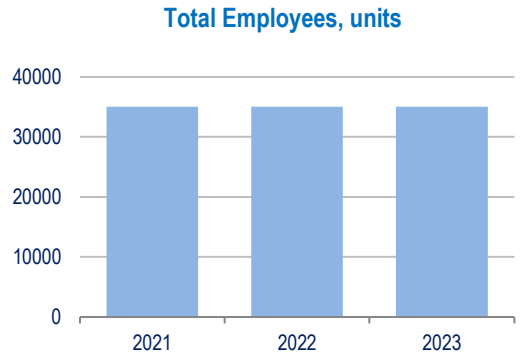
Recent M&A News:

In March 2024, Ashley announced the acquisition of Resident Home, a leading digital retailer and wholesaler of mattresses and bedding accessories (Nectar and DreamCloud mattress brands).

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Although Ashley has a strong international presence with many stores located in 155 countries, many international storefronts are franchises and operated independently. Ashley exports about 5% of total sales.

Production

Manufacturing plants

Total number of manufacturing plants: 23; USA; Vietnam

Sales Breakdown by product

Upholstered furniture accounts for about half of company's turnover, while mattresses account for 6%.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Auping — Netherlands

Headquarters

Royal Auping
Maagdenburgstraat 26 - 7421 ZC Deventer, AA - Netherlands-
T: +31 570 681911
https://www.auping.com
info@auping.nl

Year of establishment: 1921

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Contract, Hospitality furniture, Semi-finished parts

Product specialization: Mattresses

Turnover: 101 million USD (2023)

Number of employees: 350 (2023)

Group: Auping

Controlled companies, subsidiaries and other related companies

Royal Auping - BE;
Auping Germany GmbH - DE;
Auping Plaza Deutschland GmbH - DE;
Auping Germany B.V. - NL;
Auping Groep B.V. - NL;
Bedzy B.V. - NL;
Koninklijke Auping B.V. - NL;
Royal Auping International B.V. - NL;
Sustainable Sleep B.V. - NL;

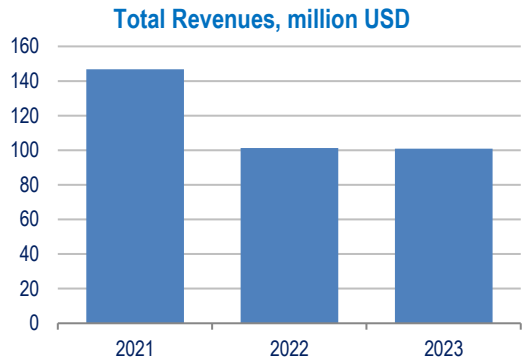
Brands

Own Brands: Auping

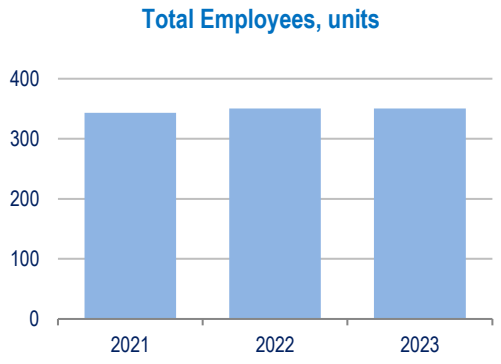
Recent M&A News:

In 2024, Auping opened a new mattress factory. With the newly developed, automated, and largely robotized production line, Auping can significantly scale up the production of circular mattresses.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

About 40% of total turnover is exported. Important export markets include Belgium, Germany, and Denmark, but the company has partnerships that allow its products to reach markets in South America, the Middle East, and Asia.

Production

Manufacturing plants

Total number of manufacturing plants: 1; Netherlands;

Sales Breakdown by product

An estimated 75% of total turnover is accounted for by mattresses. The rest is composed of bedroom furniture and beds.

Mattress materials: Innerspring

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BIA Bedding Industries of America USA

Headquarters

BIA Bedding Industries of America
1375 Jersey Ave. - North Brunswic, NJ 08902 - USA-
T: +1 800-233-7467
https://biamattress.com; https://beddingindustriesofamerica.com
info@bia-nj.com

Year of establishment: 1866

Activity: Holding, Manufacturer
Production: Mattresses, Pillows
Product specialization: Mattresses
Turnover: 475 million USD (2021)
Number of employees: n.a.

Group: **BIA Bedding Industries of America**

Controlled companies, subsidiaries and other related companies

Bedding Industries of America - US;
Saatva INC - US;
BIA's licensing network includes 83 partners, 67 of which are international and 16 of which are based in the United States.

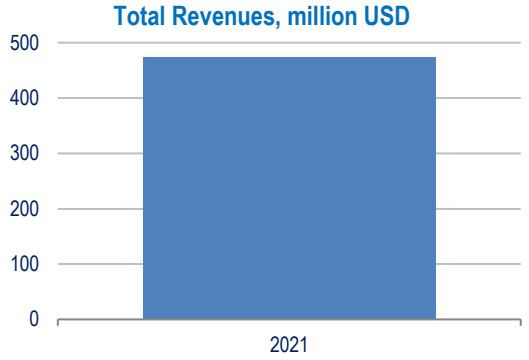
Brands

Licensed Brands: Eclipse, Eastman House, Millbrook Beds, Velika, Hemingway, Natural Dreams Talalay, Chittenden & Eastman, and Van Vorst
The company also produces private label mattresses.

Recent M&A News:

In 2024 Bedding Industries of America (BIA) is significantly expanding its presence in the Middle East and North Africa with the signing of a new license with leading Saudi Arabia-based Bed Quarter Company, a division of MAZ Holding Group.
In 2024, the company announced Embrace Sleep, a new line of latex split-head beds. A new addition to BIA's brand, the line addresses the growing demand for eco-friendly, comfortable mattresses at an affordable price point.
In November 2023, BIA has merged with Saatva, an online luxury mattress retailer.
In 2021, the Group opened a mattress manufacturing facility in Rialto (California).

Financial Performance



Source: CSIL estimates

Production

Manufacturing plants

Total number of manufacturing plants: 22; USA; Australia, Brazil, Morocco, United Kingdom, Greece, Türkiye, Saudi Arabia, India, China, South Korea, Sri Lanka, Singapore and Malaysia

Sales Breakdown by product

An estimated 80% of turnover is accounted for by mattresses.

Mattress materials: Polyurethane Foam, Latex, Natural/Organic

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Bitali (formerly Grupo Piero) Argentina

Headquarters

Bitali (formerly Grupo Piero)
Ruta Panamericana Km. 31,500 - 1617 El Talar De Pacheco, BSAS - Argentina-
T: +54 11 47362900
http://www.piero.com.ar ; https://www.ohmybed.com.ar; https://bitali.com/index.html
atencionalcliente@piero.com.ar

Year of establishment: 1960

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Foam

Product specialization: Mattresses

Turnover: 200 million USD (2021)

Number of employees: 1000 (2023)

Group: Bitali

Controlled companies, subsidiaries and other related companies

GPV SA - AR
Gani - SA

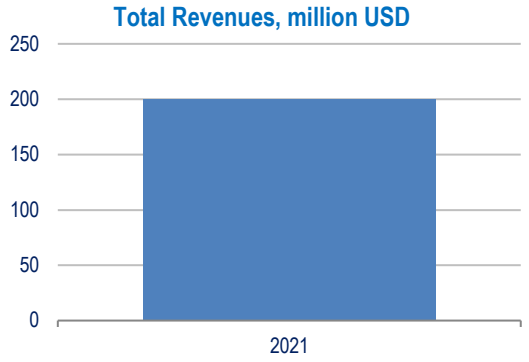
Brands

Own Brands: Piero, Cannon , Suavestar, Gani, Suavegom, Rosen, Oh!MyBed, Hiflex, Bitali

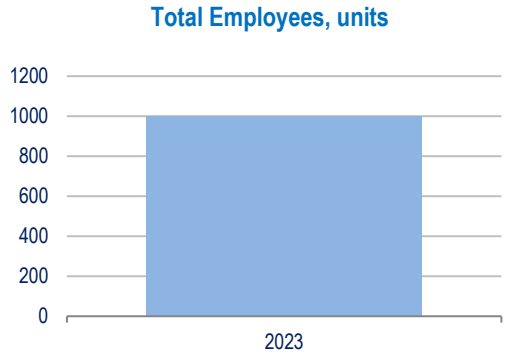
Recent M&A News:

At the beginning of 2023, Grupo Piero acquired the commercial rights of the company Rosen Chile for the manufacture and distribution of its products in Argentina.
At the end of 2022, Grupo Piero changed its name to Bitali.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company serves mostly the South American market.

Production

Manufacturing plants

Total number of manufacturing plants: 5; Argentina;

Sales Breakdown by product

An estimated 80% of total turnover is accounted for mattresses. Bitali today has three large strategic business units: Soñar UEN (mattresses and box springs), Almohadas UEN (pillows and accessories) and Industrial UEN (which manufactures and sells foam and springs).

Mattress materials: Polyurethane Foam, Innerspring

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BRN Sleep Products — Türkiye

Headquarters

BRN Sleep Products - Mattress & Components Co Ltd
Kaysri Serbest Bölgesi, Kayseri Ankara Karayolu 15. Km,
Ambar Mevkii No:467 - Kayseri - Türkiye-
T: +90 352 3114499
https://brnbed.com
info@brnbed.com

Year of establishment: 2006

Activity: Manufacturer
Production: Mattresses, Semi-finished parts
Product specialization: Mattresses
Turnover: 40 million USD (2023)
Number of employees: 600 (2022)

Group: BRN

Controlled companies, subsidiaries and other related companies

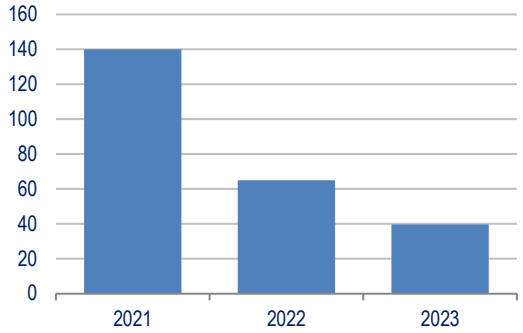
BRN Sleep Products Bulgaria - BG
BRN Sleep Products LLC - US

Brands

Own Brands: BRN, Royal Coil

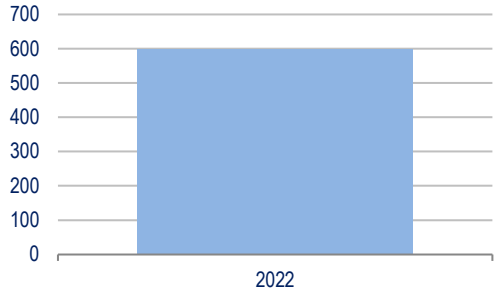
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The company exports the bulk of its production, traditionally to the United States (about 60%) and European markets (in particular the United Kingdom, Germany, Netherlands). After the introduction of antidumping duties, exports to the US have decreased significantly.

Production

Manufacturing plants

Total number of manufacturing plants: 3; Türkiye; USA, Bulgaria

Sales Breakdown by product

Approximately 95% of the total turnover comes from mattresses, while the remainder is from upholstered beds and semi-finished mattresses.

Mattress materials: Polyurethane Foam, Innerspring

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Correct — Poland

Headquarters

Correct Sp. z o.o.
ul. Podkocka 4b - 63460 Nowe Skalmierzyce, Wielkopolskie - Poland-
T: +48 62 762 99 89
info@vcorrect.eu ; info@correct.eu

Year of establishment: 1990

Activity: Manufacturer
Production: Mattresses, Foam
Product specialization: Mattresses
Turnover: 410 million USD (2022)
Number of employees: 1969 (2022)

Group: C4D COM40

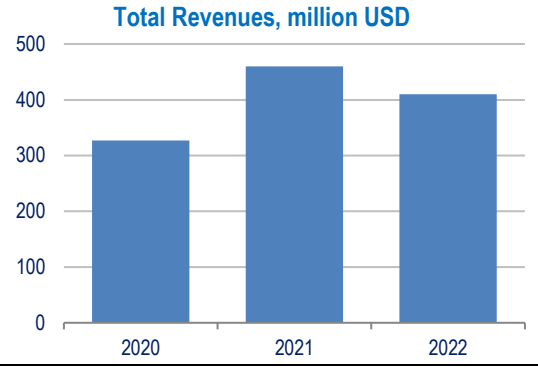
Controlled companies, subsidiaries and other related companies

The company is part of the group C4D together with Com40 Sp. z. o.o. sp.k (PL), a large upholstered furniture manufacturer and EBI LLC (US), another upholstered furniture and mattress manufacturer.

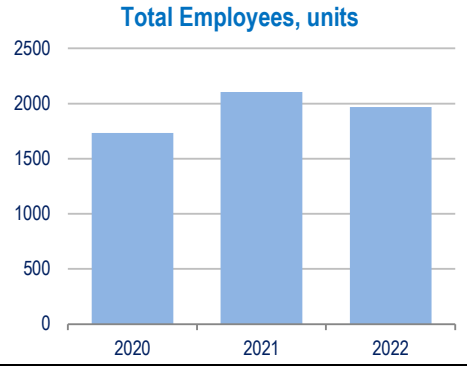
Brands

Own Brands: Correct

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

About 78% of turnover is exported.

Production

Manufacturing plants

Total number of manufacturing plants: 1; Poland;

Sales Breakdown by product

The company produces only mattresses, and since it is vertically integrated also produces its own foam.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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De Rucci Beddings — China

Headquarters

De Rucci Healthy Sleep Co., Ltd
Science and Technology Avenue No.1, Houjie - 523948
Dongguan, Guandgong - China-
T: +86 769 85058288 ; 85052088
https://www.derucci.com; http://www.musiguoji.com
china@derucci.com

Year of establishment: 2004

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Beds, Mattresses

Product specialization: Soft Furniture

Turnover: 788 million USD (2023)

Number of employees: 5728 (2023)

Group: De Rucci

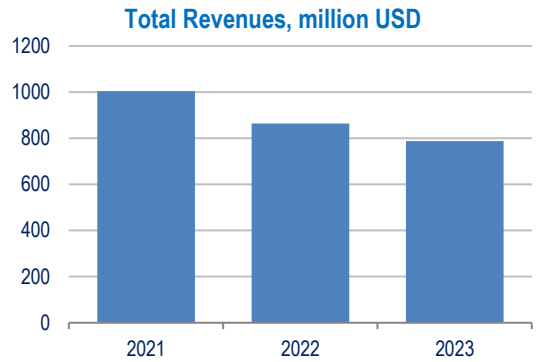
Controlled companies, subsidiaries and other related companies

de Rucci Healthy Sleep Co.,Ltd. - CN;
Dongguan aimu beddings co., ltd. - CN;
Dongguan derucci bedding e-commerce company limited. - CN;
Dongguan derucci bedding sales co., ltd. - CN;
Dongguan huicui household co., ltd. - CN;
Dongguan keshi aisipu bedroom supplies co., ltd. - CN;
Dongguan muyang bedding co., ltd. - CN;
Guangzhou muchi bedding supplies co., ltd. - CN;
Jiaxing musi bedding products co., ltd. - CN;
Derucci Bedding NY Ltd. – US
Derucci Bedding Germany GmbH - DE

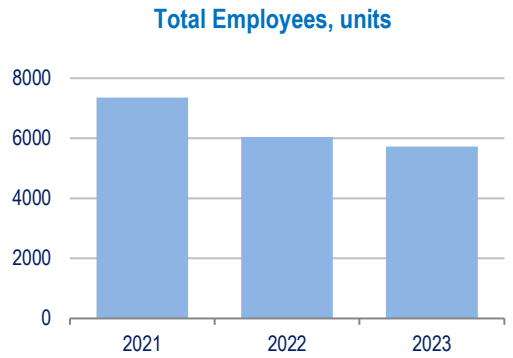
Brands

Own Brands: De Rucci, V6, SleepDesigns, DeKrey, Glodia, Kage
Licensed Brands: Treca, Calia
The company also produces private label mattresses.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company exports less than 2% of its total turnover. However, DeRUCCI boasts over 5,600 exclusive stores across more than 20 countries and regions, including Australia, New Zealand, the USA, Canada, Singapore, India, Germany and Mongolia. The company has direct stores in Dongguan, Guangzhou, Beijing, Hong Kong, China, and the United States, which are directly invested and established by the company.

Production

Manufacturing plants

Total number of manufacturing plants: 2; China;

Sales Breakdown by product

Mattresses account for about 46% of total turnover and upholstered furniture for about 8%. The rest is comprised of beds and bedding products.

Mattress materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic

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Dorelan — Italia

Headquarters
B&T Spa - Dorelan
Via Due Ponti, 9 - 47122 Forlì FC - Italy-
T: +39 0543 1917400
https://www.dorelan.it
info@dorelan.it

Year of establishment: 1968

Activity: Manufacturer

Production: Mattresses, Beds, Bed frames, Pillows , Upholstered Furniture, Contract,

Product specialization: Mattresses

Turnover: 91 million USD (2023)

Number of employees: 284 (2023)

Group: **Gruppo B&T**

Controlled companies, subsidiaries and other related companies

D.B. SRL - IT
Dorelan USA Corp - US
Facondini Materassi SRL - IT;
Dorelan International SA - CH
Dorelan Hong Kong - HK
Dorelan France - FR
Dorelan Taiwan - TW

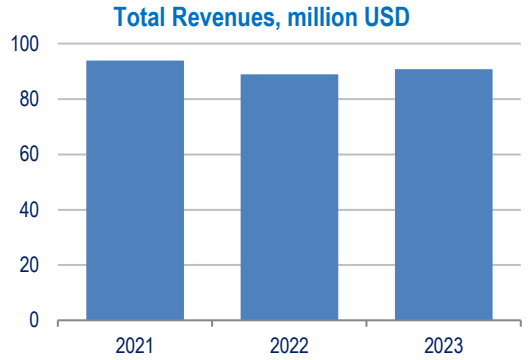
Brands

Own Brands: Dorelan, Facondini

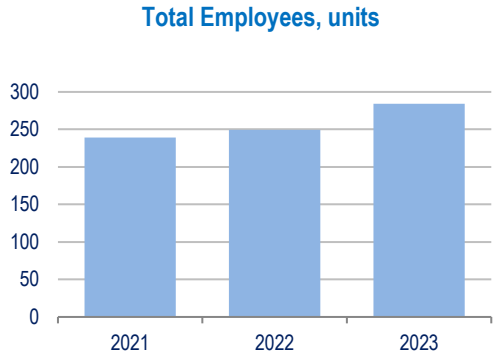
Recent M&A News:

In 2022, B&T acquired direct competitor Facondini Materassi, with a notable brand and strong e-commerce presence. Also,in September 2022, the company announced the Joint Venture Dorelan Korea with the local distributor "The Home", of which B&T will hold 60% of the share capital.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company exports about 12% of total turnover. Although only about 5% of total turnover comes from markets outside the European Union, the company is expanding its presence in Asia.

Production

Manufacturing plants

Total number of manufacturing plants: 1; Italy;

Sales Breakdown by product

Mattresses account for about 80% of total turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Duroflex — India

Headquarters

Duroflex Pvt. Ltd
No. 7, First Floor, Kodava Samaja Building, First Main, Vasanthnagar - 560 052 Bangalore, Karnataka - India-
T: +91 80 22289290 ; 22289663
http://www.duroflexworld.com
duroflex@vsnl.com

Year of establishment: 1964

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Beds, Mattresses, Contract, PU Foam

Product specialization: Mattresses

Turnover: 136 million USD (2022)

Number of employees: 850 (2022)

Group: Duroflex

Controlled companies, subsidiaries and other related companies

Alleppey Latex PVT LTD - IN;
Coco-Latex Exports Private Limited - IN;
Comfortek Advanced Products Private Limited(Alteration) - IN;
Duroflex Private Limited - IN;
Palmspring Mattresses Private Limited - IN;
Rem42 Technologies Private Limited - IN;
Shivaarna Technofoams Private Limited - IN;
Sleepyhead Home Decor Private Limited - IN;
Unisun Technologies Private Limited - IN;

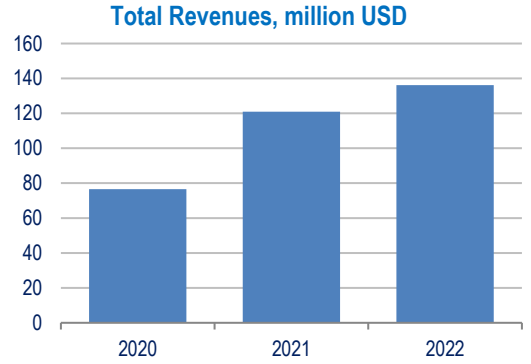
Brands

Own Brands: Duroflex, Sleepyhead, Neuma, Duropedic, Energise, Natural Living, Essential

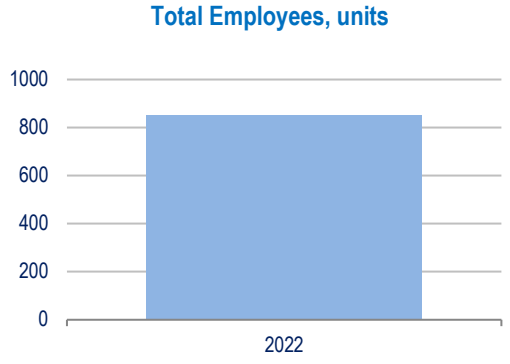
Recent M&A News:

The company is likely to launch an IPO in the next years.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company has a subsidiary dedicated to production for exports, which accounts for about 5% of total turnover.

Production

Manufacturing plants

Total number of manufacturing plants: 8; India;

Sales Breakdown by product

An estimated 90% of total turnover is accounted for by mattresses. In 2020/21, in the wake of the pandemic, the company started producing upholstered and home furniture.
D2C channel (its own stores and website) accounts for around 30% of Duroflex's total revenue. Within this segment, the Sleepyhead brand contributes nearly Rs 200 crore, making up about 15% of the company's overall revenue.

Mattress materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic

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Emma – The Sleep Company — Germany

Headquarters

Emma Matratzen GmbH
Wilhelm-Leuschner-Str. 78 - 60329 Frankfurt am Main - Germany-
T: +49 069 989 723 - 300
https://www.emma-matratze.de ; support@emma-mattress.co.uk

Year of establishment: 2013

Activity: Retailer
Production: Beds, Mattresses, Pillows, Semi-finished parts
Product specialization: Mattresses
Turnover: 1040 million USD (2023)
Number of employees: 850 (2022)

Group: Franz B & Cie. GmbH (Haniel)

Controlled companies, subsidiaries and other related companies

Emma Sleep Comercio de Colchoes Brasil Ltda - BR Emma Sleep Hong Kong Limited - HK Emma Sleep Italy SRL - IT Emma Sleep New Zealand Limited - NZ Emma Sleep NL BV - NL Emma Sleep Prtugaal, Unipessoal LDA - PT Emma Sleep Singapore Pte Ltd. - SG Emma Sleep UK Limited - UK Emma Sleep India Private Limited - IN Emma Mattres Inc - US Emma Sleep Pty Ltd. - AU Emma Sleep Canada Inc. - CA Ema Sleep Japan GK - JP Emma Sleep Mexico S de RL de CV - MX Bedtime (Shanghai) Co. Ltd. - CN Emma Sleep France - FR Emma Sleep SAS - CO

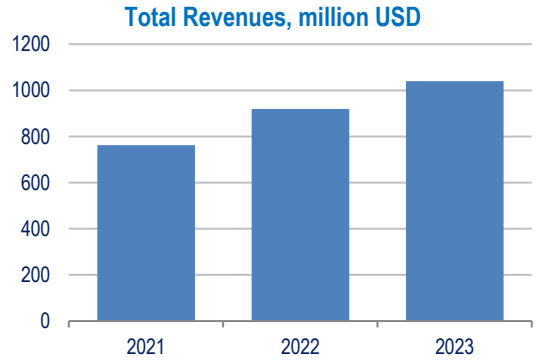
Brands

Own Brands: Emma

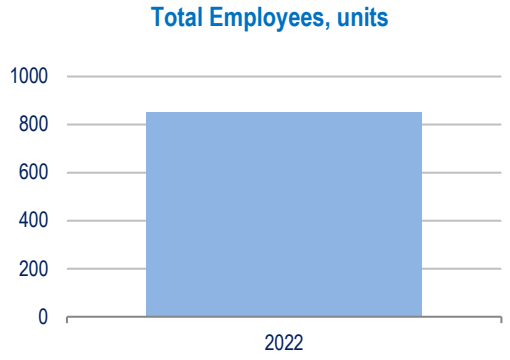
Recent M&A News:

In 2020, Franz B & Cie. GmbH (Haniel) has signed an agreement to acquire 50.1% of Emma – The Sleep Company (Bettzeit GmbH). Its two founders, Manuel Müller und Dr. Dennis Schmoltzi, will each retain a 24.95% stake in the company.
Emma has been actively expanding its physical retail presence. In February 2023, the company opened its first European store in Netherlands.In November 2023, the company opened its first German store in Cologne. In May 2024, the company opened its first store in UK. These store openings are part of Emma's broader strategy to expand its retail presence across Europe, further strengthening its position as a leading global sleep brand.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

About 75% of turnover is accounted for by exports. In 2023, the company saw significant revenue growth in the Asia-Pacific (APAC) and Americas regions, with triple-digit increases in Taiwan, the US, and Mexico. Europe, a key market, also contributed to sustained profitability, with Belgium emerging as the top-performing market in the region.

Production

Manufacturing plants

The company does not operate manufacturing plants. It has suppliers from China, France, Germany, Ireland, Poland, Portugal, Serbia, Spain, Switzerland, UK and USA.

Sales Breakdown by product

An estimated 90% of total turnover is accounted for by mattresses. The rest is comprised of pillows, toppers, beds, and slatted bases.

Mattress materials: Polyurethane Foam, Innerspring

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EuroComfort Holding — Germany

Headquarters

EuroComfort Holding GmbH
Vennweg 22 - 46395 Bocholt - Germany-
T: +49 2871 9979
https://eurocomfort.de
info@eurocomfort.de

Year of establishment: 1976

Activity: Manufacturer

Production: Upholstered furniture, Bedrooms, Mattresses, Pillows, Contract

Product specialization: Soft Furniture

Turnover: 413 million USD (2022)

Number of employees: 4077 (2022)

Group: **EuroComfort Group**

Controlled companies, subsidiaries and other related companies

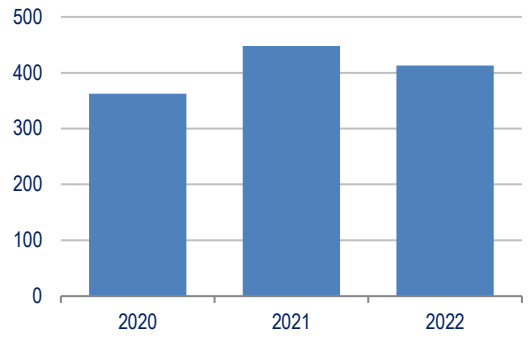
Elschenbroich Druck GmbH - DE;
Euro Comfort Holding GmbH - DE;
Euroline Sp. Z oo – PL;
Luck GmbH & Co. KG – DE;
Brinkhaus GmbH – DE;
Sleepling GmbH - DE;
TB Beratungs GmbH - DE;
TB Bettwaren GmbH - DE;
TB Comfort GmbH - DE;
TB Furniture GmbH - DE;
TB Solar GmbH - DE;
TB Venture Capital GmbH - DE;
TB Verwaltungs GmbH - DE;
Abeil - FR;
Tb Foam Solutions Sp. z o.o. - PL;
TB Logistics Sp. z o.o. - PL;

Brands

Own Brands: Irisette, Brinkhaus, Trendline, Bedcare, Ewald Schillig

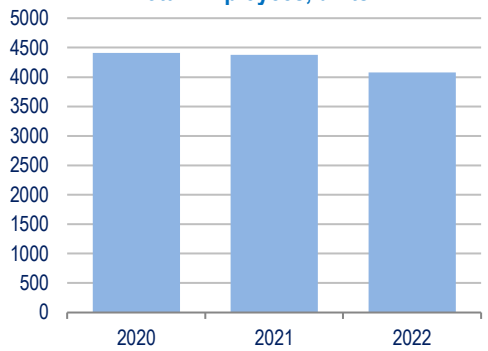
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

About half of total turnover is exported. Around 35% of turnover comes from Western Europe, 11% from Eastern Europe, and 1% from both Asia and America.

Production

Manufacturing plants

Total number of manufacturing plants: 9; Germany; Poland (4), China, Lithuania, France

Sales Breakdown by product

Mattresses account for an estimated 30% of total turnover and upholstered furniture accounts for 40%.

Mattress materials: Polyurethane Foam, Innerspring,

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France Bed Holdings — Japan

Headquarters

France Bed Holdings Co., Ltd.
Shinjuku Square Tower 5F, 6-22-1, Nishi-Shinjuku, Shinjuku-ku - 163-1105 Tokyo - Japan-
T: +81 3 67415580
https://www.francebed.co.jp

Year of establishment: 1949

Stock Exchange: TYO:78400 (Tokyo)

Activity: Manufacturer, Retailer

Production: Furniture, Upholstered furniture, Bedrooms, Tables and Chairs, Home furniture, Mattresses, Contract, Coverings

Product specialization: Multiproduct furniture

Turnover: 421 million USD (2023)

Number of employees: 1785 (2023)

Group: France Bed

Controlled companies, subsidiaries and other related companies

Jiangsu france bed co., ltd. - CN; Efubi Tomonokai, KK - JP; France BED Co.,Ltd. - JP; France BED Holdings CO LTD - JP; France Bed Medical Service K.K. - JP; France BED Sales Co.,Ltd. - JP; Francebed Furniture Co.,Ltd. - JP; Homecareservice Yamaguchi Co., Ltd. - JP; Kashidasu KK - JP; Tokyo BED Co.,Ltd. - JP; Tsubasa Co.,Ltd. - JP;

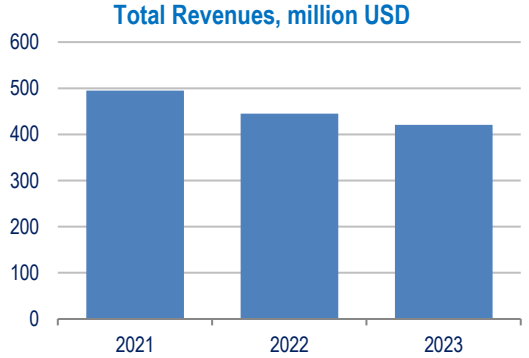
Brands

Own Brands: France Bed, Reha Tech, FB Furniture, Tokyo Bed
Licensed Brands: Slumberland

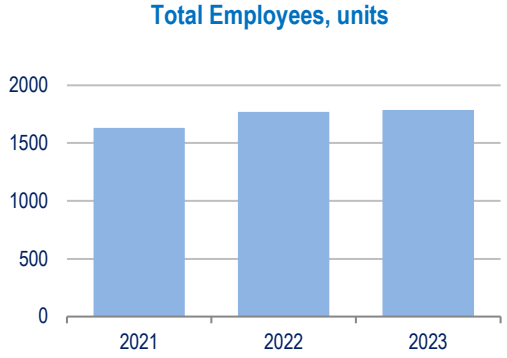
Recent M&A News:

In 2021, France Bed Holdings Co., Ltd. acquired shares of "Homecare Service Yamaguchi Co., Ltd." and made it a subsidiary of "France Bed Co., Ltd." Major future initiatives include expanding rental services across all business segments.
In 2021 France Bed engaged in a contract with Hilding Anders for bed manufacturing technology and trademark usage rights, which expires in at the end of 2025.

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

The company is actively developing overseas markets as future growth drivers, with a particular focus on Vietnam.

Production

Manufacturing plants

Total number of manufacturing plants: 9; Japan; China

Sales Breakdown by product

The company operates in two main segments: Medical Services Business, which accounts for 65.7% of total turnover and includes the production and supply of medical and nursing care beds, welfare equipment rental, and linen supply for hospitals and hotels; and Home Furnishings and Health Business, which makes up 33.3% of total turnover and involves the manufacture and sale of beds, mattresses, furniture, and other bedding products. Notably, mattresses alone represent an estimated 37% of the company's total turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Grupo Flex — Spain

Headquarters

Flex Equipos de Descanso SA
Area empresarial Andalucia, Sector 7-C/Rio Almanzora 2 - 28906 Getafe, Madrid - Spain-
T: +34 91 6918689
https://www.flex.es ; http://www.flexhoteles.com
atc.flex@flex.es

Year of establishment: 1999

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Contract

Product specialization: Mattresses

Turnover: 415 million USD (2022)

Number of employees: 2200 (2022)

Group: Grupo Flex

Controlled companies, subsidiaries and other related companies

Flex DO Brasil Ltda - BR; Byl, SPA - CL; Flex Equipos de Descanso Chile Limitada - CL; Schramm GmbH - DE; Schramm Werkstatten Gmbh - DE; Artedescanso 2004 SL - ES; Ecom Digital Factory SL. - ES; Flex Equipos de Descanso SA - ES; Flex Premium Bedding SL. - ES; Flexinter SA - ES; Noctalia SL - ES; Productos KOL SL - ES; Promoflex Descanso SL - ES; and SO TO BED Limited - GB; VI - Spring Limited - GB; Molaflex - Colchoes, S.A. - PT; Aireloom Bedding - US; ES Kluft & CO INC - US; Klust LLC E S - US;

Brands

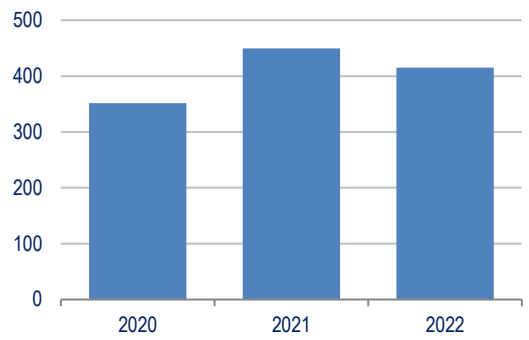
Own Brands: Flex, Mash, Molaflex, Klinum, Dormilón, Dorwin, ES Kluft, Vi-Spring, Aireloom, Marshall, Schramm

Recent M&A News:

In 2022, luxury mattress producer E.S. Kluft & Company (acquired by Flex in 2013) opened a new factory in Texas.
In 2022, Grupo Flex acquired the German luxury mattress and bed manufacturer Schramm.
In 2021, Grupo Flex acquired a Spanish online bedding start up Marmota.
In 2021, Grupo Flex acquired a majority stake in Chilean company ByL, an e-commerce specialist.
In 2019, Grupo Flex acquired Canadian company Marshall Mattress, which in 2020 was merged with subsidiary ES Kluft.

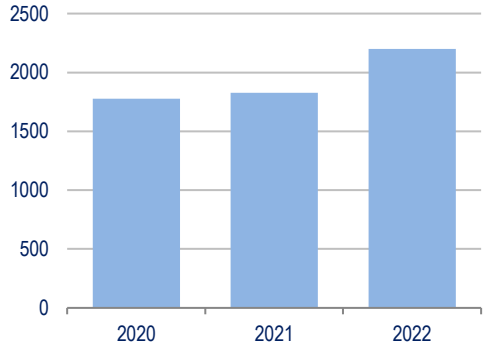
Financial Performance

Total Revenues, million USD



Source: CSIL estimates

Total Employees, units



Source: CSIL estimates

Sales Breakdown by geographical area

The Group has a strong presence in Spain, Portugal, the United Kingdom, as well as in North and South America (Brazil and Chile).

Production

Manufacturing plants

Total number of manufacturing plants: 10; Spain; USA (3), Portugal, Brazil, Chile, UK, Germany

Sales Breakdown by product

Mattress account for about 70% of total turnover.

Mattress materials: Latex, Innerspring, Natural/Organic

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Grupo Pikolin — Spain

Headquarters
Grupo Pikolin, S.L.
Ronda Ferrocarril 24 - 50197 Zaragoza - Spain-
T: +34 976 300030
https://www.grupopikolin.com ; https://www.pikolin.com
corporativo@grupopikolin.com ; corporate@grupopikolin.com

Year of establishment: 1948

Activity: Manufacturer, Trader

Production: Beds, Mattresses, Pillows, Contract, Hospitality furniture, Healthcare furniture, Semi-finished parts

Product specialization: Soft Furniture

Turnover: 562 million USD (2023)

Number of employees: 3096 (2022)

Group: **Grupo Pikolin**

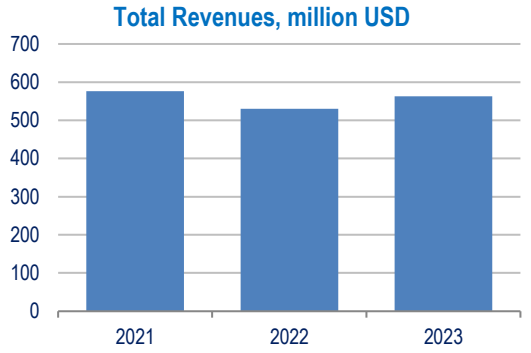
Controlled companies, subsidiaries and other related companies

Guaramirim Colchoes E Travesseiros Ltda – BR;
Pikolin Brasil Industria de Colchoes Ltda – BR;
Sleep Franchising Ltda – BR;
Sleep House Colchoes E Acessorios Ltda – BR;
Dunlopillo (shenzhen) ltd. – CN;
Astaburuaga Healthcare SL – ES;
Compania Europea de Articulos DEL Descanso SL – ES;
Confordes Sociedad Limitada – ES;
Espadesa Retail Sociedad Limitada. – ES;
Grupopikolin SL – ES;
Industrias Hidraulicas Pardo, SL – ES;
Lideka Iber Sociedad Limitada. – ES;
Pikolin SL – ES;
Seiviriber SA – ES;
Smattex SL – ES;
Spacio Repos SL – ES;
Cofel Holding – FR;
Dunlopillo (Hong Kong) Limited – HK;
Dunlopillo (Malaysia) Sdn. Bhd. – MY;
Pikolin Lusitana – Fabrica de Artigos de Descanso, LDA – PT;
Dunlopillo (Singapore) Pte. Ltd. – SG;

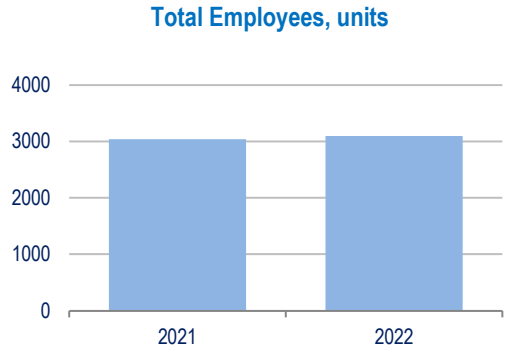
Brands

The portfolio currently comprises twelve commercial brands: Pikolin, Bultex, Swissflex, Lattoflex, Dunlopillo, Orthorest, Epeda, Merinos, Sema, Sunlay, Pardo and Mediterraneo®.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Grupo Pikolin generates the majority of its consolidated sales in Spain and France, accounting for approximately 40% and 50% of its total turnover, respectively. In addition to these primary markets, other significant markets for export include Brazil and countries in the Asia-Pacific (APAC) region.

Production

Manufacturing plants

Total number of manufacturing plants: 10; Spain; Brazil (1), China (1), France (4), Vietnam (1)

Sales Breakdown by product

Mattresses contribute to approximately 60% of Grupo Pikolin's total turnover. The remaining 40% is derived from sales of slatted bases, box springs, and other bedding products.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Herval — Brazil

Headquarters

Herval Industria de Moveis, Colchões e Espumas
Rod. Br 116 - Km 223,5 n.°7070 - 93950-000 Dois Irmãos, RS - Brazil-
T: +55 51 35648300 ; 35648438
https://www.moveisherval.com.br
Year of establishment: 1959

Activity: Manufacturer, Retailer
Production: Upholstered furniture, Beds, Tables and Chairs, Mattresses, Contract, Foam
Product specialization: Soft Furniture
Turnover: 194 million USD (2022)
Number of employees: 700 (2023)

Group: Herval

Controlled companies, subsidiaries and other related companies

Herval Industria de Moveis, Colchoes e Espumas is a subsidiary of the Herval Group which is active in many different industries.
Herval Industria de Moveis, Colchoes E Espumas Ltda. - BR
Herval Nordeste Industria de Moveis, Colchoes E Espumas Ltda. - BR
H Quimica - BR

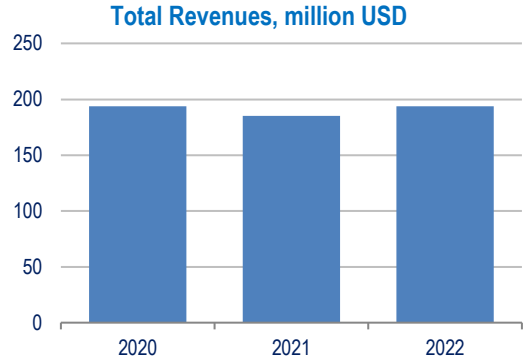
Brands

Own Brands: Herval Moveis e Colchoes, H Quimica, Moveis Edez, Uultis, Herval Móveis Corporativos,

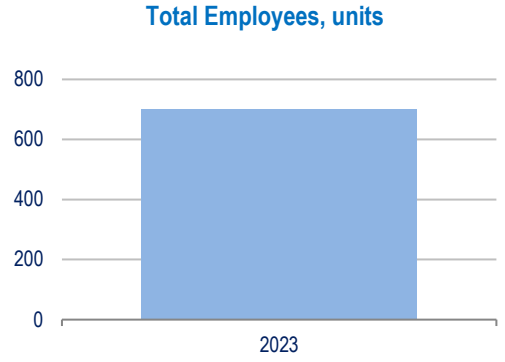
Recent M&A News:

In 2022 the group finished the expansion (by 66,000 m²) of its furniture and mattress factory in Dois Irmãos.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Export sales represent around 20% of total company sales. Exports are mainly directed to the Latin America countries.

Production

Manufacturing plants

Total number of manufacturing plants: 2; Brazil;

Sales Breakdown by product

Herval specializes in manufacturing a wide range of furniture, with a primary focus on upholstered furniture and mattresses. Additionally, the company produces furniture lines for living rooms, dining rooms, and bedrooms. The majority of Herval's product portfolio is composed of "soft furniture," with upholstered furniture accounting for approximately 30% and mattresses for 40% of their offerings. Herval's mattresses are divided into two main categories: foam and springs.

Mattress materials: Polyurethane Foam, Innerspring

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Hilding Anders International — Sweden

Headquarters

Hilding Anders International 3 AB
Neptunigatan 1, Posthusplatsen – 211 20 Malmö, Sydsverige – Sweden
T: +46 40 6656700
https://www.hildinganders.com ; info@hildinganders.com

Year of establishment: 1939

Activity: Manufacturer
Production: Beds, Mattresses, Contract
Product specialization: Mattresses
Turnover: 613 million USD (2023)
Number of employees: 10313 (2022)

Group: Hilding Anders

Controlled companies, subsidiaries and other related companies

Hilding Anders is owned by affiliated investment funds which are advised and managed by KKR Credit Advisors (US) LLC or its affiliates. KKR Credit Advisors (US) LLC is a subsidiary of KKR, a leading global investment firm that manages multiple alternative asset classes.
Hilding Anders Belgium - BE; LLC Matrasko - BY; Hilding Anders Switzerland AG - CH; Hilding anders (harbin) furniture co., ltd. - CN; Hilding anders (tianjin) beds co., ltd. - CN; Halecroft Ltd - CY; Hilding Anders Ceska republika a.s. - CZ; Hilding Anders Deutschland GmbH - DE; Sleep8 DE GmbH - DE; Springs and Foam GmbH - DE; B-Fly Denamrk Aps - DK; Hilding Anders Danmark A/S - DK; Hilding Baltics AS (Estonia) - EE; Hilding Anders Spain SL. - ES; Hilding Anders Finland Oy - FI; Hilding Anders Alsace - FR; Wifor - FR; Jensen Skandinavia Limited - GB; Sleep 8 UK Limited - GB; Hilding Anders d.o.o. - HR; PT Slumberland Indonesia - ID; Hilding Anders Italy S.R.L. - IT; UAB Mingridas - LT; SIA TH Askona - LV; Hilding Anders Malaysia Sdn. Bhd. - MY; Hilding Anders Netherlands B.V. - NL; Pullman Slaapcomfort B.V. - NL; B-Fly Norways AS - NO; Hilding Anders Norway AS - NO; Jensen Scandinavia Ltd. - NO; Hilding Anders Polska Sp. z o.o. - PL; Dormir Retail, LDA - PT; Hilding Anders DOO - RS; Askona-Vek - RU; Biesa RU - RU; Hilding Anders Russia - RU; Hilding Anders Sweden AB - SE; New Hilding Anders Services AB - SE; Hilding Anders Singapore Pte. Ltd. - SG; Hilding Anders Slovenska republika s.r.o. - SK; Hilding Anders Thailand Ltd - TH; Askona-Ukraena TOV - UA; Llc Matratsko Ua - UA; Hilding Anders US Corp. - US; Hilding Anders Asia Pacific Ltd. - VG;

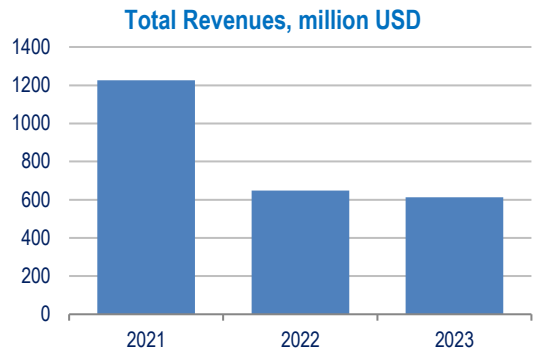
Brands

Own Brands: Carpe Diem Beds, Jensen, Bico, Slumberland, Pullman, Eastborn, Hespo, Tropico, Ekens, PerfectaDreams, Bedding Italia, Happy,Licensed Brands: Dunlopillo.
The company also produces private label mattresses.

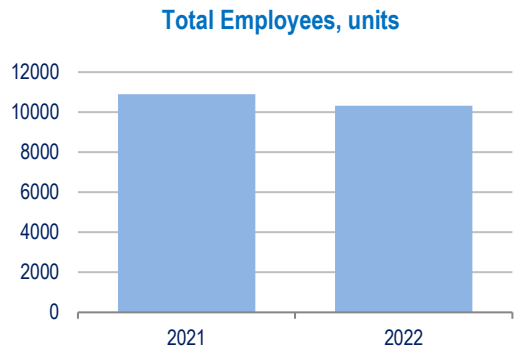
Recent M&A News:

In 2024, Hilding Anders has secured an agreement to sell its Russian JV Askona business.
Debt Restructuring: In 2023, Hilding Anders underwent a major debt restructuring. KKR & Co., the American investment company, transferred ownership of Hilding Anders to its creditors. This was part of the company's second debt restructuring within a year, aimed at stabilizing the business financially.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The group has a global presence with sales networks in Europe, Asia, South America, and the Middle East.

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Production

Manufacturing plants

Total number of manufacturing plants: 22; Sweden; China (3), Russia (2), Belgium, Croatia, Czech Republic, Denmark, Estonia, Finland, Italy, Lithuania, Malaysia, Norway, Poland, Spain, Switzerland, Thailand

Sales Breakdown by product

An estimated 80% of total turnover is driven by mattresses.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Ikano Industry (ex Dendro) Poland

Headquarters

Ikano Industry Sp. z o.o (ex Dendro)
Ul. Magazynowa 4 - 64610 Rogozno - Poland-
T: +48 67 3525400
http://www.dendro.pl; https://ikanoindustry.pl
iod@ikanoindustry.pll

Year of establishment: 2008

Activity: Manufacturer

Production: Upholstered furniture, Mattresses, Foam

Product specialization: Mattresses

Turnover: 189 million USD (2023)

Number of employees: 1637 (2023)

Group: Ikano

Controlled companies, subsidiaries and other related companies

Ikano Industry Sp. z oo - PL, is a subsidiary of the Ikano Group, one of its six business units that operates in mattress and upholstered furniture manufacturing. IKEA is one of its biggest customers, accounting for about 90% of sales. The company also supplies for Emma.
Ikano Industry Mexico - MX
Ikano Retail, another subsidiary of the group, owns the franchising rights for Malaysia, Singapore, Mexico and Thailand, and operates IKEA stores in those markets.

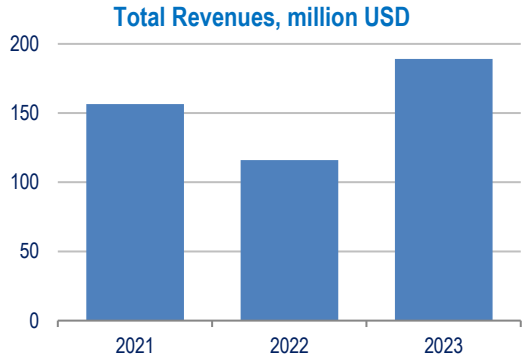
Brands

The company exclusively produces private label mattresses.

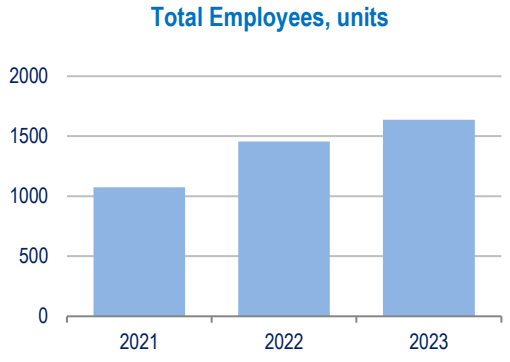
Recent M&A News:

In 2022 a facility was opened in the Netherlands for chemical recycling, allowing for 1.3 million mattresses to be recycled, which corresponds to 54% of the company's total production.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Ikano Industry exports about 95% of total turnover. Important markets of export include Germany (25%), Sweden (20%), and France (18%).

Production

Manufacturing plants

Total number of manufacturing plants: 3; Poland; Mexico

Sales Breakdown by product

Mattresses account for 85% of company's turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Istikbal Mobilya — Türkiye

Headquarters

Istikbal Mobilya Sanayi ve Ticaret AS
OSB 8. Cad. No 60 - 38070 Kayseri - Türkiye-
T: +90 352 3220101
https://www.istikbal.com.tr
info@boydakexport.com

Year of establishment: 1957

Activity: Manufacturer, Trader

Production: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Tables and Chairs, Occasional, Garden and Outdoor, Mattresses, Contract

Product specialization: Soft Furniture

Turnover: 405 million USD (2023)

Number of employees: 3500 (2022)

Group: Erciyes Anadolu Holding

Controlled companies, subsidiaries and other related companies

Bellona Mobilya Sanayi VE Ticaret Anonim Sirketi - TR
Istikbal Mobilya Sanayi VE Ticaret Anonim Sirketi - TR
Mondi Mobilya Sanayi VE Ticaret Anonim Sirketi - TR
Doqu EV Tekstili Sanayi VE Ticaret Anonim Sirketi - TR
Boyteks Tekstil Sanayi VE Ticaret Anonim Sirketi - TR
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

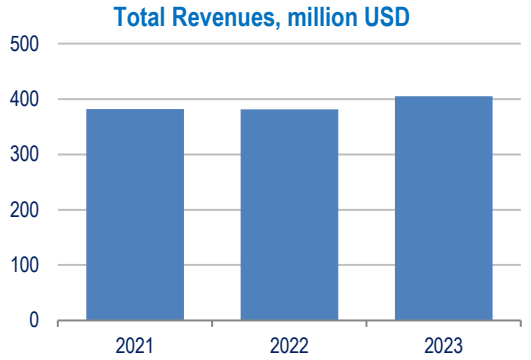
Brands

Own Brands: Istikbal,

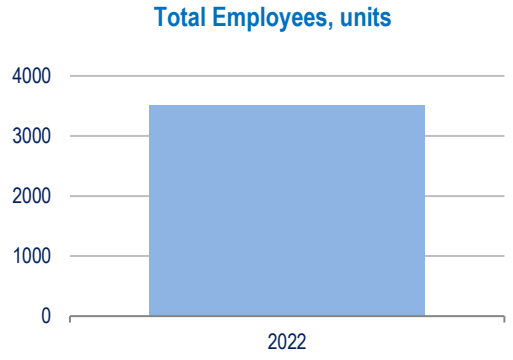
Recent M&A News:

Istikbal, a company under Erciyes Anadolu Holding, expanded its business to Iraq in 2023. The company opened their 12th store in Iraq.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

Around 15% total turnover of the company driven by the exports market. The main export markets are Germany, UK,France, Italy and US.

Production

Manufacturing plants

Total number of manufacturing plants: 4; Türkiye;

Sales Breakdown by product

Mattress accounts for about 20% of total turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Jason Furniture-Kuka — China

Headquarters

Jason Furniture (Hangzhou) Co.,Ltd.
The KUKA building, N.599, Dongning Road, 1, Jianggan District - 310018 Hangzhou , Zhejiang - China-
T: +86 571 86755388
https://www.kukahome.com ; service@kukahome.com

Year of establishment: 1982

Stock Exchange: SHA:603816 (Shanghai)

Activity: Manufacturer, Retailer

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

Product specialization: Soft Furniture

Turnover: 2713 million USD (2023)

Number of employees: 21088 (2023)

Group: Kuka

Controlled companies, subsidiaries and other related companies

Gu jia household (qushui) co., ltd. - CN 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 si-ta GmbH - 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 Kuka Furniture INC - US Zhejiang kujia home sales co., ltd. - CN Zhuang Sheng Furniture Co., Ltd. - VN Hangzhou gujia smart home co., ltd. - CN Hangzhou kuka custom furnishing co., ltd. - CN Hangzhou jingxiao furniture manufacturing co., ltd. - CN Xibao Home Furnishing SDN BHD - MY Delandis Furniture (M) SDN BHD – MY

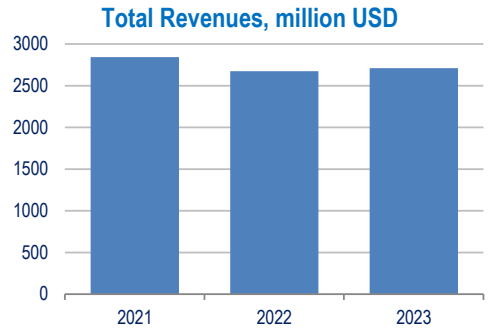
Brands

Own Brands: Kuka Home, Kuka Sofa, Rolf Benz,Licensed Brands: Natuzzi, La-Z-Boy

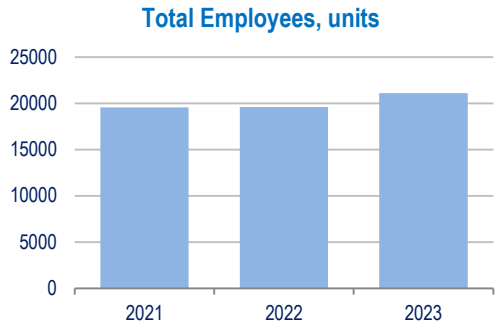
Recent M&A News:

At the end of January 2024, Kuka Sleep, a division of Kuka Home, inaugurated a new mattress manufacturing facility in Dallas, Texas.
In November 2023, Infore Group (a diversified industrial investment holding group linked to Midea) has purchased controlling interest in Kuka Group Co. Ltd. The Gu family, which owns the most shares in Kuka Group, has sold 29.42% of them to Infore Group. The Gu family will keep 10.15% of their shares, while other investors will hold the remaining 60%. In 2021, Kuka launched a mattress division for the North America market.

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

About 40% of total turnover is exported.

Production

Manufacturing plants

Total number of manufacturing plants: 16; China; Vietnam (1), Mexico (4), USA(1)

Sales Breakdown by product

About 50% of total turnover is represented by upholstered furniture, 22% by mattresses, 5% customized furniture.
Mattress materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic

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Kurlon — India

Headquarters

Kurlon Enterprise Limited
N-301, North Block, Manipal Centre, Dickenson Road - 560042
Bangalore, Karnataka - India-
T: +91 80 25587132 ; 40313156 ; 40313131
https://kurlon.com
customercare@kurlon.com

Year of establishment: 1962

Stock Exchange: KEL-KL

Activity: Manufacturer, Retailer

Production: Furniture, Upholstered furniture, Home furniture, Mattresses, Contract, Foam

Product specialization: Mattresses

Turnover: 110 million USD (2022)

Number of employees: 716 (2021)

Group: **Sheela Group**

Controlled companies, subsidiaries and other related companies

Kurlon Retail Limited - IN
Komfort Universe Products and Services Limited - IN
Belvedere International Limited - IN (Spring Air)
Kanvas Concepts Private Limited - IN
Starships Value Chain and Manufactruing Private Limited - IN

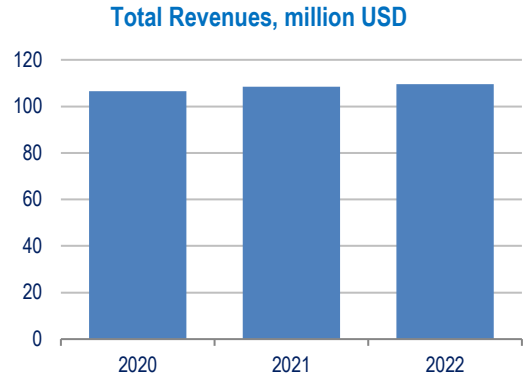
Brands

Own Brands: Kurl-on, Homekomforts,Licensed Brands: Spring Air, Englader

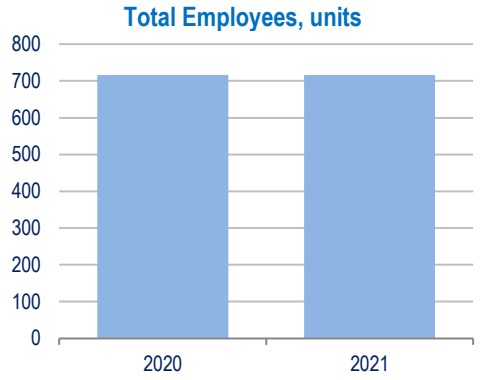
Recent M&A News:

In 2023, Sheela Foam Ltd. acquired around 95% stake in Kurlon Enterprises Ltd. for approximately ₹2,150 crores (around $262 million).

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company serves mostly the domestic market, with exports accounting for less than 1% of total turnover.

Production

Manufacturing plants

Total number of manufacturing plants: 12; India;

Sales Breakdown by product

An estimated 94% of total turnover is derived from mattress sales.

Mattress materials: Polyurethane Foam, Innerspring, Natural/Organic, Other

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Materassificio Montalese-Perdormire — Italia

Headquarters

Materassificio Montalese spa
Via S. Pierino Casa al Vescovo - 51100 Pistoia Pistoia PT - Italy-
T: +39 0573 1798992
https://perdormire.com
info@perdormire.com

Year of establishment: 1971

Activity: Manufacturer, Retailer

Production: Mattresses, Beds, Bed frames, Upholstered Furniture, Contract

Product specialization: Mattresses

Turnover: 123 million USD (2023)

Number of employees: 554 (2023)

Controlled companies, subsidiaries and other related companies

Montalese SpA - IT
Montalese Far East Co., Ltd. – CN
Greenmont RE S.R.L. - IT;

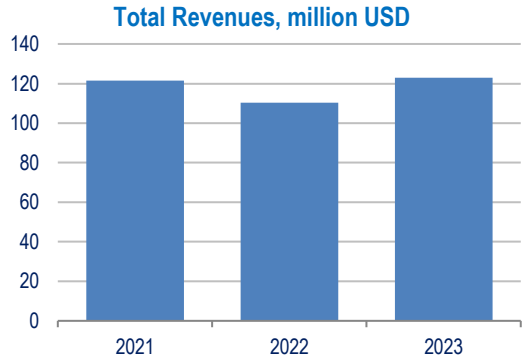
Brands

Own Brands: PerDormire, Enuit21,

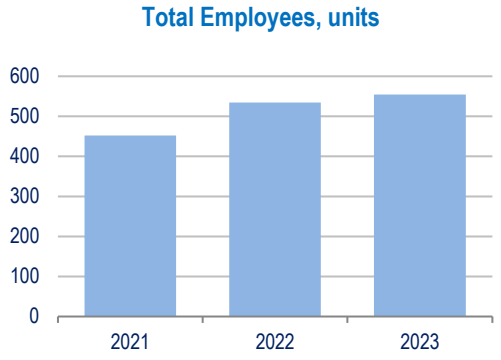
Recent M&A News:

In 2023, the company opened the Perdormire Lab, a 10,000 m2 hub set up in the new production center of Montalese, responsible for managing the supply chain.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

About 27% of total turnover is driven by exports market. Important export markets include European countries such as France, Spain, Poland, Slovakia and the Czech Republic.

Production

Manufacturing plants

Total number of manufacturing plants: 2; Italy;

Sales Breakdown by product

About 75% of total turnover is accounted for by mattress sales, and the rest is accounted for by bedroom furniture.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Mlily China

Headquarters
Healthcare Co., Ltd. - Mlily
No. 999, Gaonan Road, Dingyan Town - 226521 Rugao, Jiangsu - China-
T: +86 513 68169482
https://www.mlily.com
hkfoam@hkfoam.com

Year of establishment: 2003

Stock Exchange: SHA603313

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Beds, Mattresses, Pillows, Foam

Product specialization: Soft Furniture

Turnover: 1145 million USD (2023)

Number of employees: 7443 (2023)

Group: Healthcare Co., Ltd.-Mlily

Controlled companies, subsidiaries and other related companies

Healthcare Europe DOO - RS
Shanghai mlily home technology co., ltd. - CN
Nisco co., ltd. - CN
Nisco (Thailand) CO LTD - TH
Healthcare SC LLC - US
Mor Furniture for Less- US
Max Colchon - ES
Comotex Sistemas Del Descanso SLU - ES

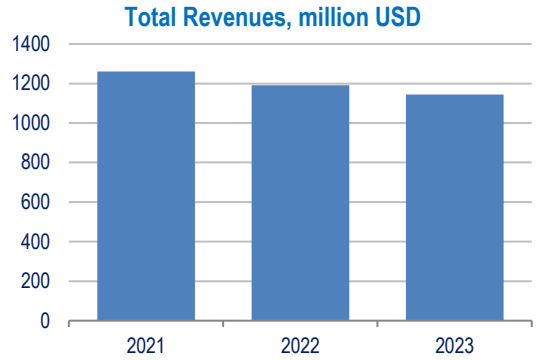
Brands

Own Brands: Mlily, Nisco Living, Max Colchones, Essence Sleep
The company also produces private label mattresses.

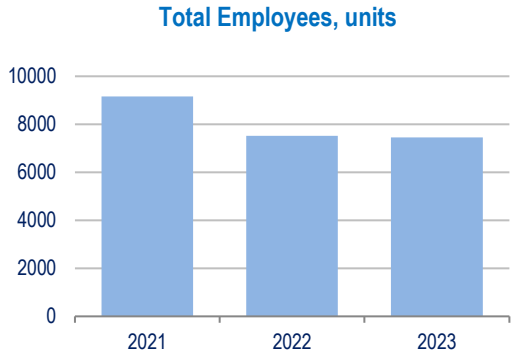
Recent M&A News:

The company has continuously expanded its overseas retail channels. In 2018, the company acquired Spanish mattress manufacturer and retailer Max Colchon; in 2020, it acquired the American home furnishings chain MOR; and in 2021, it established a deep cooperation with the German furniture chain brand Matratzen Concord, which has approximately 600 stores in Germany.

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

About 82% of total turnover is driven by export market. Major export markets are those in which the company has invested in production facilities, namely the United States, Europe, and Thailand.

Production

Manufacturing plants

Total number of manufacturing plants: 10; China; USA (4), Serbia (1), Thailand (1), Spain (1)

Sales Breakdown by product

Mattress production accounts for about 51% of total turnover. The remaining segment is mainly made by upholstered furniture (15%), adjustable beds, and pillows.

Mattress materials: Polyurethane Foam, Innerspring

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Serta Simmons Bedding USA

Headquarters
Serta Simmons Bedding LLC
2451 Industry Avenue - Doraville, GA, 30360 - USA-
T: +1 770 5127700 ; 404-5345000
https://sertasimmons.com

Year of establishment: 1871

Activity: Manufacturer, Retailer
Production: Beds, Mattresses, Contract
Product specialization: Mattresses
Turnover: 1408 million USD (2023)
Number of employees: 3300 (2023)

Group: **SSB / Simmons**

Controlled companies, subsidiaries and other related companies

Canwest Bedding LTD - CA;
SSH Bedding Canada CO - CA;
Serta Simmons Bedding LLC - US;
Serta Simmons Home Delivery & Hospitality - US;
Simmons Bedding - US;
Simmons Center FOR - US;
Ss6300, LLC - US;
SSB Logistics, LLC - US;
SSB Manufacturing CO - US;
World of Sleep Outlets LLC - US;
Tuft & Needle, LLC – US;

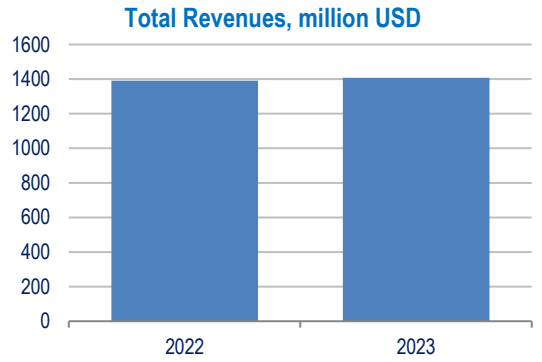
Brands

Own Brands: Serta, Simmons, Beautyrest, Tuft&Needle

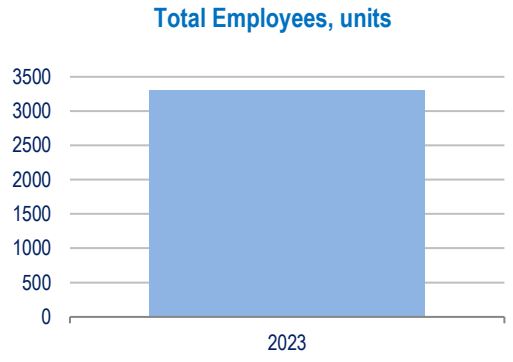
Recent M&A News:

At the end of June 2023, Serta Simmons Bedding completed its financial restructuring and emerged from a Chapter 11 bankruptcy filed at the beginning of the year, marking the completion of a critical step in the company's turnaround effort. In November 2023, Serta Simmons Bedding opened new manufacturing plant in Wisconsin.
In 2022, SSB closed two factories in Lenexa and Clear Lake.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Production

Manufacturing plants

Total number of manufacturing plants: 23; USA; Canada

Mattress materials: Polyurethane Foam, Innerspring

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Sheela Foam (Sleepwell) India

Headquarters

Sheela Foam Limited
Sleepwell Tower #14, Sector 135 - 201301 Noida, Uttar Pradesh - India-
T: +91 120 4512260
https://www.sheelafoam.com ; https://mysleepwell.com ; https://www.polyurethanes.org
export@sheelafoam.com ; b2b@sheelafoam.com

Year of establishment: 1971

Stock Exchange: NSE:540203

Activity: Manufacturer

Production: Mattresses, Chemicals, PU Foam

Product specialization: Mattresses

Turnover: 375 million USD (2023)

Number of employees: 3241 (2023)

Group: Sheela Group

Controlled companies, subsidiaries and other related companies

Joyce Foam Pty Ltd - AU;
International Foam Technologies Spain SL. - ES;
Interplasp SL - ES;
Divya Software Solutions Private Limited - IN;
International Comfort Technologies Private Limited - IN;
Kurlon Enterprise Limited - IN;
Sheela Foam LTD - IN;
Sleepwell Enterprises Private Limited - IN;
Staqo World Private Limited - IN;

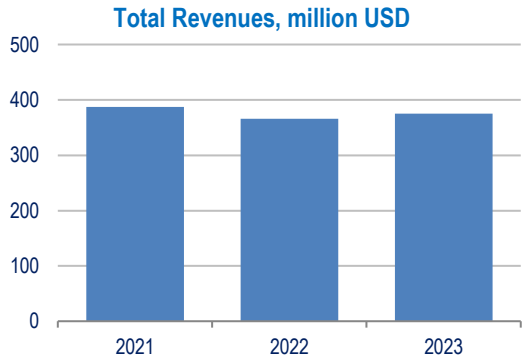
Brands

Own Brands: Sleepwell, Feather Foam

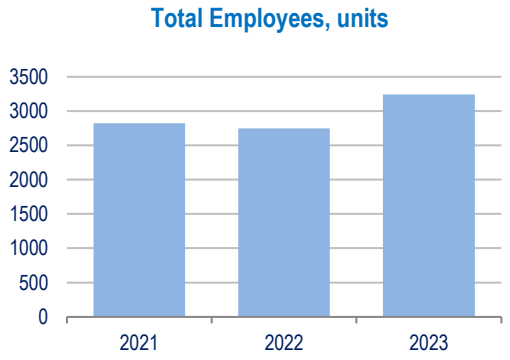
Recent M&A News:

In 2023, Sheela Foam acquired a 94.6% stake in Kurlon (a leading Indian mattress manufacturer) and a 35% stake in Furlenco (online furniture company).

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

About 6% of the company's turnover comes from foreign markets. Main export markets include Europe, Russia, Australia, America, South Asia and the Middle East. Additionally, the company seeks to enhance export operations by using Spain's manufacturing facility to access European and North American markets.

Production

Manufacturing plants

Total number of manufacturing plants: 27; India; Australia (5), Spain (1)

Sales Breakdown by product

Mattresses accounted for 43% of total turnover in 2023.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Silentnight Group — United Kingdom

Headquarters

Silentnight Group Ltd
Silentnight House Salterforth - Barnoldswick, Lancashire, BB18 5UE - United Kingdom-
T: +44 1282 813051
https://www.silentnight.co.uk
enquiries@silentnightgroup.co.uk

Year of establishment: 1946

Activity: Manufacturer
Production: Bedrooms, Beds, Mattresses, Contract
Product specialization: Mattresses
Turnover: 141 million USD (2022)
Number of employees: 735 (2022)

Group: **Silentnight Group**

Controlled companies, subsidiaries and other related companies

Silentnight Group is owned by The Sleep Group, which is itself owned by H.I.G. Capital.
Silentnight Group Limited - GB;
Silentnight Limited - GB;
STH Westco Holdings Limited - GB;
THE Sleep Group Holdco Limited - GB;

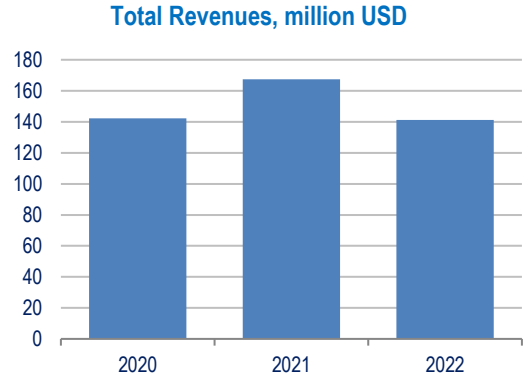
Brands

Own Brands: Silentnight, Studio by Silentnight

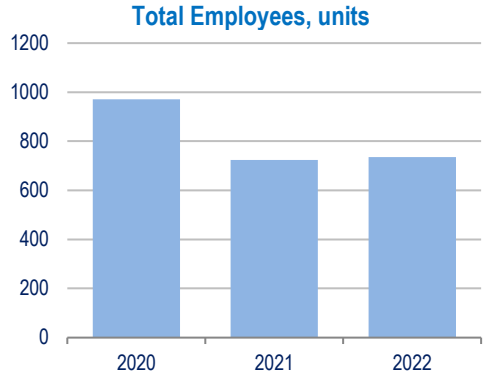
Recent M&A News:

In May 2024, Silentnight Group, backed by its majority shareholder H.I.G. Capital, acquired Sleepeezee, a historic bed and mattress manufacturer based in Kent, expanding its control of the U.K. beds market.

Financial Performance



Source: CSIL estimates



Source: CSIL estimates

Sales Breakdown by geographical area

The company generates over 99% of its total turnover from the domestic market, with minimal export sales.

Production

Manufacturing plants

Total number of manufacturing plants: 1; United Kingdom;

Sales Breakdown by product

Mattresses are estimated to contribute approximately 70% of the company's total turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Sinomax (Holding) Group — Hong Kong, China

Headquarters

Sinomax (Holding) Group
No. 38 Wang Chiu Road, Kowloon Bay - Kowloon - Hong Kong-
T: +852 25747798
https://www.sinomax.com
ir@sinomax.com ; sales@sinomax.com.hk

Year of establishment: 2001

Stock Exchange: HKG:1418

Activity: Manufacturer, Retailer

Production: Mattresses, Contract, Foam

Product specialization: Mattresses

Turnover: 461 million USD (2023)

Number of employees: 2846 (2023)

Group: Sinomax

Controlled companies, subsidiaries and other related companies

Sinomax Health & Household Products Ltd - HK
Sinomax International Trading Ltd - HK
Dongguan Sinohome Ltd - CN
Shandogn Sinomax Household Products and Technology Ltd - CN
Shanghai Luen Tai Polyurethane Co., Ltd. - CN
Sinohome Household Products (Shenzhen) Ltd - CN
Sinomax (Zhejiang) Polyurethane Technology Ltd - CN
Sinomax Kuka (Zhejiang) Foam Co., Ltd. - CN
Sinomax USA, Inc. - US
Sinomax East, Inc. - US
Dormeo Canada Limited - CA
Sinomax (Vietnam) Polyurethane Technology Ltd - VN
Sinomax (Vietnam) Household Products Ltd - VN

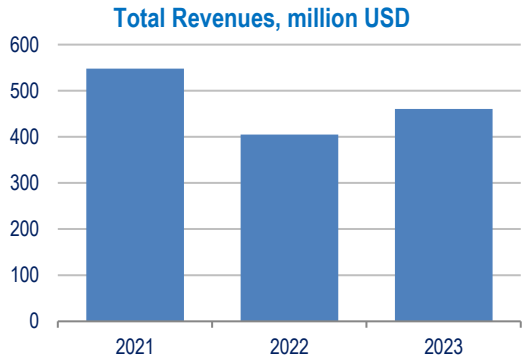
Brands

Own Brands: Sinomax, ComforZen, Dream Serenity, SPA Supreme, Zeopedic, Customizer, Dormeo Octaspring, Kidspedics, Tung Ah Foam,Licensed Brands: Sharper Image, HoMedics, Awaken by Joan Lunden.
The company also produces private label mattresses.

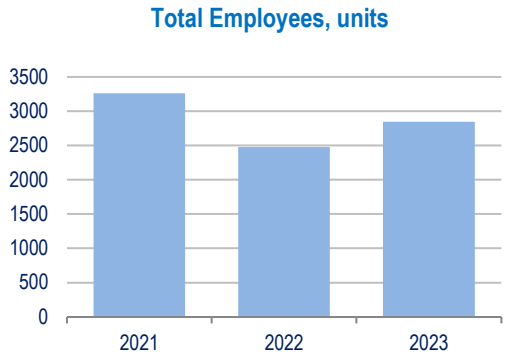
Recent M&A News:

In January 2023, Sinomax USA acquired the exclusive license for Vibe branded mattresses and bedding products from Kimberly, LLC.

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

About 55% of total turnover comes from exports. The North American market accounts for about 38% of total turnover, while Europe and other overseas markets account for about 18%.

Production

Manufacturing plants

Total number of manufacturing plants: 7; China (4), USA (1), Vietnam (2)

Sales Breakdown by product

Abot 65% of total turnover is accounted for by mattresses.

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Sleep Number Corporation USA

Headquarters

Sleep Number Corporation
1001 Third Avenue South - Minneapolis, MN, 55404 - USA-
T: +1 888 4112188
https://www.sleepnumber.com
info@sleepnumber.com ; commercialsales@sleepnumber.com

Year of establishment: 1987

Stock Exchange: NASDAQ:SNBR

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Pillows, Contract

Product specialization: Mattresses

Turnover: 1887 million USD (2023)

Number of employees: 4131 (2023)

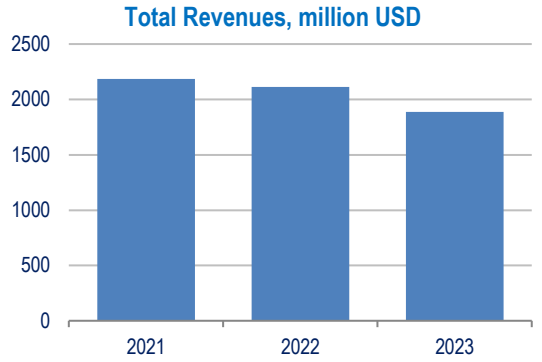
Controlled companies, subsidiaries and other related companies

Comfortaire Corp - US;
Select Comfort Canada Holding Inc. - US;
Select Comfort Distribution CO - US;
Select Comfort Retail - US;
Select Comfort Sleep Number Store - US;

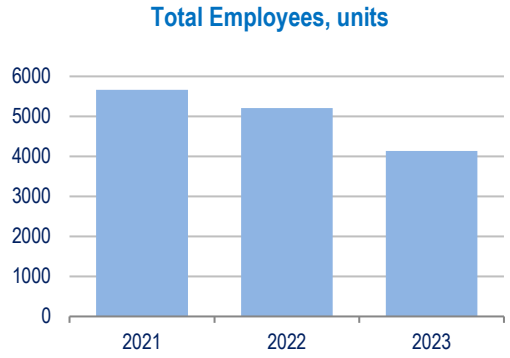
Brands

Own Brands: Sleep Number, Select Comfort,

Financial Performance



Source: Annual Report



Source: Annual Report

Sales Breakdown by geographical area

The company primarily serves the domestic market, with a minor share of its products being exported to Canada and the United Kingdom.

Production

Manufacturing plants

Total number of manufacturing plants: 2; USA;

Sales Breakdown by product

The company specializes in mattress production, along with adjustable bases, beds, pillows, and other bedding products.

Mattress materials: Polyurethane Foam, Innerspring

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Tempur Sealy USA

Headquarters

Tempur Sealy International, Inc.
1000 Tempur Way - Lexington, KY, 40511 - USA-
T: +1 888 811 5053
https://www.tempursealy.com
marketing@tempurpedic.com

Year of establishment: 1964

Stock Exchange: NYSE:TPX (NYSE)

Activity: Manufacturer, Retailer

Production: Beds, Mattresses, Contract

Product specialization: Mattresses

Turnover: 4925 million USD (2023)

Number of employees: 12000 (2023)

Group: **Tempur Sealy**

Controlled companies, subsidiaries and other related companies

Tempur Osterreich GmbH - AT;
Tempur Australia Pty Ltd - AU;
Sealy DO Brasil Ltda - BR;
1390658 Ontario Inc. - CA;
Gestion Cent UN Inc. - CA;
Sealy Canada INC - CA;
Tempur Pedic Canada - CA;
Tempur Sealy Schweiz AG - CH;
Tempur Holding GmbH - DE;
Dan-Foam ApS - DK;
BED Factory Sweden OU - EE;
Tempur Sealy Iberica SA. - ES;
Tempur Suomi OY - FI;
Tempur France SARL - FR;
Dreams Limited - GB;
Hyde & Sleep Limited - GB;
THE BED People Limited - GB;
Sealy Asia (Hong Kong) Limited - HK;
Tempur Pedic China Holding Co.Ltd - HK;
Sealy Kurlon Limited - IN;
Tempur Japan Ltd - JP;
Sealy Korea, Inc - KR;
Sealy Colchones de Mexico SA de CV - MX;
Tempur Sealy Mexico - MX;
Mattress Holdings International B.V. - NL;
Tempur Sealy Benelux B.V. - NL;
Tempur Norge AS - NO;
Tempur NEW Zealand Limited - NZ;
Tempur Sealy Portugal, Unipessoal, LDA - PT;
Tempur Sealy Sverige AB - SE;
Tempur Singapore Ltd - SG;
Advanced Sleep Products - US;
Brandwein & Company - US;
Burlington Mattress CO. LLC - US;
Cocoon International Sales LLC - US;
Comfort Revolution LLC - US;
Innovative Mattress Solutions, LLC - US;
Mattress Holdings International LLC - US;
North American Bedding Company - US;
Ohio Mattress CO Licensing & Components Group - US;
Ohio Sealy Mattress Manufacturing CO - US;
Sealy Corporation - US;
Sleep Outfitters Outlet, LLC - US;
Stearns & Foster - US;
Tempur Pedic International - US;

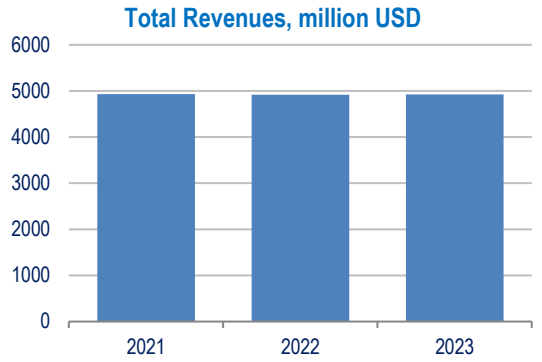
Brands

Own Brands: Tempur, Tempur-Pedic, Sealy, Stearns & Foster, Cocoon by Sealy, Sleep Outfitters, Dreams, SOVA

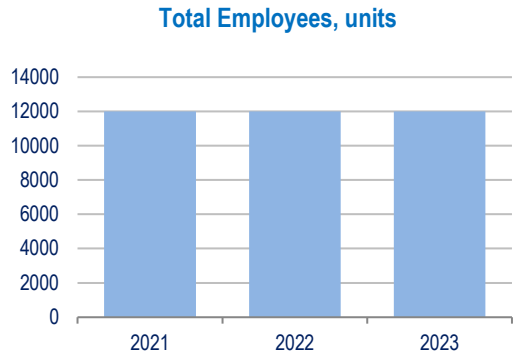
Recent M&A News:

In 2023, Tempur Sealy International, Inc. announced its plans to acquire Mattress Firm in a deal valued at approximately $4 billion. However, in July 2024, the Federal Trade Commission (FTC) has moved to block this acquisition, citing concerns that it would significantly reduce competition in the mattress market.
In 2021, the company acquired Dreams Topco Limited, the "Dreams" leading specialty bed retailer based in the UK, along with its direct and indirect subsidiaries, for $475 million.
In 2020 the company acquired an 80% ownership interest in an LLC containing the Sherwood Bedding business, a major manufacturer in the US private label and OEM bedding market.

Financial Performance



Source: Annual Report



Source: Annual Report

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Sales Breakdown by geographical area

Most of the company's sales come from North America. Exports contribute approximately 24% to the total turnover.

Production

Manufacturing plants

Total number of manufacturing plants: 8; USA; Canada, Mexico, Denmark, United Kingdom. The facility in Denmark is operated by subsidiary Dan-Foam, and the facility in the United Kingdom is operated by subsidiary Dreams. The group is also engaged in other manufacturing activities through international joint ventures and licensee agreements.

Sales Breakdown by product

The company's sales can be divided into two segments: bedding (mattresses, foundations and adjustable foundations) which accounts for 91% of total turnover, and other products (pillows, mattress covers, sheets, etc). Mattresses alone are estimated to account for about 60% of total turnover.

Mattress materials: Polyurethane Foam, Innerspring

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Xilinmen Group — China

Headquarters

Xilinmen Furniture Co.,Ltd
Xilinmen Industrial Park, No.1, Second Ring Road - 312001
Shaoxing, Zhejiang - China-
T: +86 575 85169669
https://www.sleemon.cn ; http://www.sleemon.com
inquiry@sleemon.com ; international@chinabed.com ;

Year of establishment: 1984

Stock Exchange: SHA:603008

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Bedrooms, Beds, Mattresses, Contract

Product specialization: Soft Furniture

Turnover: 1225 million USD (2023)

Number of employees: 9317 (2023)

Group: **Xilinmen Group**

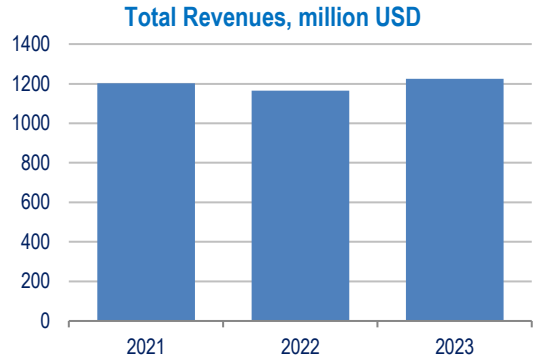
Controlled companies, subsidiaries and other related companies

Beijing babaoli furniture co., ltd. - CN
Chengdu xilinmen furniture co., ltd. - CN
Hangzhou xinxi furniture sales co., ltd. - CN
Hangzhou xiyue furniture sales co., ltd. - CN
Jiacheng (xianghe) furniture co.,ltd. - CN
Xilinmen guangdong furniture co., ltd. - CN
Xilinmen hotel furniture co., ltd. - CN
Xilinmen northern furniture co., ltd. - CN
Zhejiang xilinmen upholstered furniture co., ltd. - CN
Jiaxing milano design furniture co., ltd. - CN
Henan Hengda Xilinmen Home Furnishing Co., Ltd. (CN)

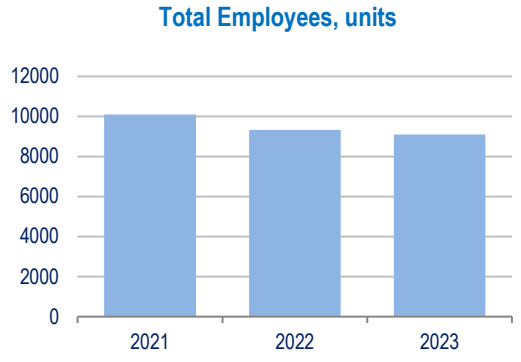
Brands

Own Brands: Xilinmen, Ximian, M&D,Licensed Brands: IKEA, Nitori. The company also produces private label mattresses

Financial Performance



Source: Annual Report



Source: Annual Report.

Sales Breakdown by geographical area

About 20% of total turnover driven by export market.

Production

Manufacturing plants

Total number of manufacturing plants: 9; China; Thailand

Sales Breakdown by product

Mattress accounts for about 58% total turnover; Soft bed and accessories accounts for about 31% total turnover.

Mattress materials: Polyurethane Foam, Latex, Innerspring, Natural/Organic

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Yatas Yatak — Türkiye

Headquarters

Yatas Yatak ve Yorgan San. Tic. AS
41A, Kartal Caddesi, Cumhuriyet Mahallesi - 34876 Kartal , Istanbul - Türkiye-
T: +90 216 4440987
https://www.yatasbedding.com.tr ; https://www.divanev.com.tr ; https://www.puffy.com.tr ; https://www.enzahome.com.tr ; https://www.yatasprojects.com
yatas@yatas.com.tr

Year of establishment: 1976

Stock Exchange: YATAS (Istanbul)

Activity: Manufacturer, Retailer

Production: Upholstered furniture, Dining and Living rooms, Bedrooms, Beds, Children's rooms, Mattresses, Contract, Textiles

Product specialization: Soft Furniture

Turnover: 568 million USD (2023)

Number of employees: 3702 (2023)

Group: Yatas

Controlled companies, subsidiaries and other related companies

Enza Home International - US
Yatas Europe Gmbh - TR
Yatas International GmbH - DE
Yatas RUS Limidet Sirketi - RU

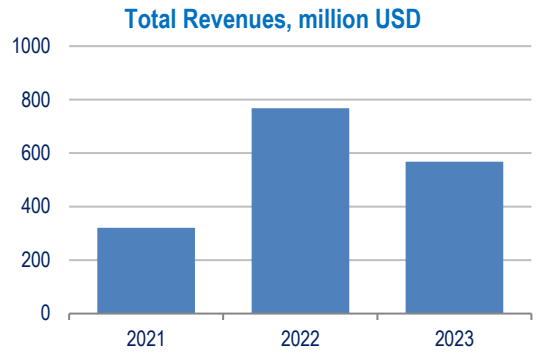
Brands

Own Brands: Yataş Bedding, Enza Home, Puffy

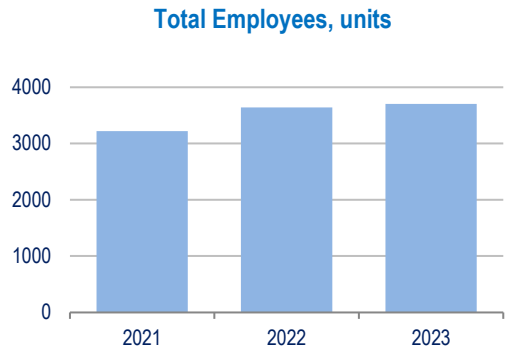
Recent M&A News:

In February 2022, the company announced an investment to enhance the capacity of its existing sponge production facility in Kayseri. The facility is expected to become operational in the first half of 2025.

Financial Performance



Source: Annual Report



Source: Annual Report

Note: Starting from the activity period ending on 31.12.2023, inflation adjustment has been applied to the financial statements within the scope of Turkish Accounting Standard 29 "TMS29".

Sales Breakdown by geographical area

92% of total sales are driven by domestic market and 8% driven by export market. The Middle East, Africa, Europe, Central Asia and the Far East are priority export market.

Production

Manufacturing plants

Total number of manufacturing plants: 3; Türkiye

Sales Breakdown by product

Upholstered furniture accounts for about 35% of total turnover, mattresses for 40%, and the rest includes furniture (beds, dining and living room, children's room furniture) and textiles

Mattress materials: Polyurethane Foam, Latex, Innerspring

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Zinus Group — Korea South

Headquarters

Zinus Co. , Ltd.
10, Yatap-Ro 81Beon-Gil Bundang - 13497 Seongnam-si, Gyeonggi-do - Korea South-
T: +82 031 6221706
https://www.zinus.co.kr
customer-korea@zinus.com. ; sales@zinus.com

Year of establishment: 1979

Stock Exchange: KRX: 013890 (0)

Activity: Manufacturer, Trader

Production: Upholstered furniture, Dining and Living rooms, Beds, Tables and Chairs, Garden and Outdoor, Mattresses, Pillows

Product specialization: Mattresses

Turnover: 729 million USD (2023)

Number of employees: n.a.

Group: Zinus

Controlled companies, subsidiaries and other related companies

Zinus Australia Pty Ltd - AU;
Zinus Canada INC - CA;
Zinus Chile SPA - CL;
Zinus (fujian) inc. - CN;
Zinus (xiamen) inc. - CN;
Zinus (zhangzhou) inc. - CN;
Zinus Vietnam LLC - VN;
Zinus EU Limited - GB;
PT Zinus Dream Indonesia - ID;
PT Zinus Furniture Indonesia - ID;
Zinus.Jp - JP;
Zinus Inc. - KR;
Zinus Malaysia SDN BHD - MY;
Zinus NEW Zealand Limited - NZ;
Zinus Singapore Pte. Ltd. - SG;
Best Price Mattress, Inc. - US;
Zinus International, Inc. - US;
Zinus USA Inc. - US;

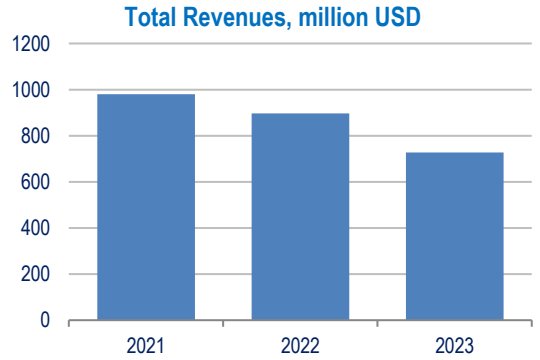
Brands

Own Brands: Zinus

Recent M&A News:

In 2023,the company established a new subsidiary in Mexico. In May 2022,South Korean major retailer Hyundai Department Store Group acquired a 30% stake in Zinus.

Financial Performance



Source: Annual Report

Sales Breakdown by geographical area

More than 95% of sales are driven by the export market, with the US market comprising 82% of total sales. Other key export markets include Canada, Australia, and EU countries.

Production

Manufacturing plants

Total number of manufacturing plants: 6; China (3), Indonesia (2), USA

Sales Breakdown by product

Mattresses contribute approximately 67% to the total turnover. The bedroom furniture accounts for 30%, the remaining shares are driven by other furniture like living room furniture.

Mattress materials: Polyurethane Foam, Innerspring

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PART V.

COUNTRY TABLES

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Table C1 Argentina — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	229	275	202	216	159	118	117	118	145	147	28
Exports	2	2	2	1	1	1	1	1	1	1	47
Imports	1	1	4	5	5	4	3	3	2	2	49
Consumption*	228	274	204	220	164	121	119	121	146	148	22

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	1%	1%	1%	1%	0%	1%	1%	1%	1%	1%	49
Imp/Consumption	0%	0%	2%	2%	3%	3%	3%	3%	1%	1%	47

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
ARS per US$	8.12	9.25	14.77	16.55	28.06	48.17	70.60	95.14	130.58	290.30
ARS per EUR	10.80	10.27	16.35	18.71	33.16	53.92	80.56	112.55	137.55	314.02

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	62.2%	Uruguay	100.0%
Paraguay	13.2%		
Chile	5.2%		
Türkiye	4.2%		
Germany	3.6%		
Brazil	3.6%		
Spain	2.5%		
Denmark	2.1%		
France	1.3%		
Italy	1.1%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-7%	3%

Source: CSIL

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Table C2 Australia Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	501	436	440	461	453	426	415	514	494	523	12
Exports	4	4	5	8	10	12	7	7	8	11	43
Imports	120	123	130	150	168	171	208	231	261	186	8
Consumption*	617	555	566	602	611	586	616	738	747	698	10

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	1%	1%	1%	2%	2%	3%	2%	1%	2%	2%	45
Imp/Consumption	19%	22%	23%	25%	27%	29%	34%	31%	35%	27%	33

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
AUD per US$	1.11	1.33	1.34	1.30	1.34	1.44	1.45	1.33	1.44	1.51
AUD per EUR	1.47	1.48	1.49	1.47	1.58	1.61	1.65	1.57	1.52	1.63

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	83.0%	China	54.9%
Denmark	6.9%	Hong Kong, CN	15.3%
UK	1.6%	New Zealand	14.4%
Sweden	1.4%	South Korea	4.7%
Vietnam	1.2%	Singapore	2.8%
USA	1.1%	Papua New Guinea	1.7%
Sri Lanka	0.8%	Taiwan, CN	1.2%
Taiwan, CN	0.7%	Philippines	0.9%
France	0.6%	Christmas Island	0.7%
New Zealand	0.4%	Nauru	0.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	2%

Source: CSIL

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Table C3 Austria — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	118	97	97	96	93	90	90	101	89	87	36
Exports	81	66	68	67	67	58	57	64	59	67	22
Imports	83	75	74	70	84	83	87	99	111	103	15
Consumption*	120	106	103	99	110	116	120	136	141	123	26

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat, Central Statistical Office

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	69%	68%	70%	70%	72%	64%	63%	63%	67%	77%	9
Imp/Consumption	69%	70%	72%	71%	77%	72%	72%	73%	79%	84%	4

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Germany	53.3%	Germany	59.8%
Poland	16.0%	Switzerland	20.6%
Netherlands	7.2%	Czech Rep	5.4%
Slovenia	4.6%	Italy	3.7%
Romania	3.7%	Netherlands	1.6%
Türkiye	3.6%	Poland	1.4%
Hungary	3.4%	Slovenia	1.4%
Belgium	2.6%	Hungary	1.2%
Italy	1.5%	Denmark	0.7%
Czech Rep	0.7%	Belgium	0.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	1%

Source: CSIL

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Table C4 Belgium — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	254	212	217	233	247	243	257	256	200	181	24
Exports	206	170	175	202	220	216	236	237	191	174	13
Imports	90	72	73	86	95	87	86	129	118	130	11
Consumption*	137	115	115	117	123	114	107	148	128	136	24

* Apparent consumption = Production – Exports + Imports Including Luxembourg ** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat, DGSIE

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	81%	80%	81%	87%	89%	89%	92%	93%	95%	96%	3
Imp/Consumption	65%	63%	63%	74%	78%	76%	80%	87%	92%	95%	3

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Netherlands	35.5%	France	35.5%
China	17.0%	Netherlands	31.9%
Poland	11.7%	Germany	18.3%
Germany	9.2%	Italy	3.0%
Romania	7.0%	Austria	2.1%
Türkiye	6.7%	Denmark	1.8%
France	5.7%	Switzerland	1.4%
Denmark	1.5%	Cyprus	0.9%
UK	1.1%	UK	0.7%
Sweden	0.9%	Spain	0.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C5 Brazil — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	1,508	994	917	1,088	1,015	1,034	751	915	833	873	5
Exports	8	8	11	13	14	16	15	21	19	20	36
Imports	5	3	3	3	3	3	2	3	3	3	47
Consumption*	1,504	989	909	1,078	1,005	1,021	738	897	817	856	5

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, IBGE

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	1%	1%	1%	1%	1%	2%	2%	2%	2%	2%	44
Imp/Consumption	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	49

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
BRL per US$	2.35	3.34	3.48	3.19	3.65	3.94	5.16	5.40	5.16	4.99
BRL per EUR	3.13	3.70	3.86	3.61	4.31	4.41	5.89	6.38	5.44	5.40

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	62.8%	Uruguay	47.8%
Denmark	12.2%	Bolivia	42.2%
Netherlands	7.1%	Paraguay	3.8%
Italy	4.2%	Chile	3.7%
France	3.6%	USA	0.4%
Poland	2.6%	Angola	0.3%
UK	2.4%	Argentina	0.3%
USA	2.3%	Costa Rica	0.2%
Mexico	0.8%	Cuba	0.2%
Sweden	0.6%	China	0.1%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C6 Bulgaria — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	38	33	42	48	55	58	69	126	82	63	42
Exports	13	14	20	22	28	35	49	102	60	37	27
Imports	11	8	9	11	13	16	17	24	25	26	36
Consumption*	35	27	31	36	41	39	37	47	47	52	43

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	35%	42%	47%	46%	51%	61%	71%	82%	73%	58%	17
Imp/Consumption	30%	30%	28%	29%	33%	41%	46%	51%	53%	49%	19

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
BGN per US$	1.47	1.76	1.77	1.73	1.66	1.75	1.71	1.65	1.86	1.81
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 mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	38.0%	Romania	36.2%
Italy	21.8%	Greece	17.0%
Romania	16.2%	Denmark	15.1%
Türkiye	12.7%	Germany	8.3%
Poland	4.7%	Serbia	4.5%
Croatia	2.4%	Netherlands	3.4%
Denmark	0.7%	Bosnia Herz	2.8%
Greece	0.6%	Hungary	2.3%
France	0.6%	France	1.6%
Belgium	0.5%	USA	1.3%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	2%

Source: CSIL

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Table C7 Canada — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	698	638	637	657	622	587	604	735	687	593	10
Exports	32	34	36	34	32	29	29	56	47	33	30
Imports	129	139	148	180	201	206	206	236	241	242	7
Consumption*	795	743	748	803	791	764	781	915	881	803	6

* Apparent consumption = Production – Exports + Imports ** Ranking among 50 countries, last available year

Sources: CSIL, Statistics Canada

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	5%	5%	6%	5%	5%	5%	5%	8%	7%	6%	42
Imp/Consumption	16%	19%	20%	22%	25%	27%	26%	26%	27%	30%	29

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
CAD per US$	1.10	1.28	1.32	1.30	1.30	1.33	1.34	1.25	1.30	1.35
CAD per EUR	1.47	1.42	1.47	1.47	1.53	1.49	1.53	1.48	1.37	1.46

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
USA	42.9%	USA	88.1%
Mexico	21.7%	Taiwan, CN	3.1%
Cambodia	6.3%	France	2.8%
Indonesia	6.3%	China	2.2%
China	4.9%	UK	0.9%
Vietnam	3.8%	Hong Kong, CN	0.6%
Spain	3.1%	St. Christopher and Nevis	0.5%
Malaysia	2.0%	Saint Kitts and Nevis	0.5%
Taiwan, CN	1.5%	St. Lucia	0.4%
Myanmar	1.2%	Jamaica	0.3%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	2%

Source: CSIL

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Table C8 Chile — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	157	138	135	144	154	143	130	156	119	104	32
Exports	9	6	4	4	4	3	2	3	2	1	48
Imports	4	3	4	3	5	5	5	19	17	9	45
Consumption*	151	136	135	144	155	145	132	172	133	112	30

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	6%	4%	3%	3%	3%	2%	2%	2%	2%	1%	48
Imp/Consumption	2%	2%	3%	2%	3%	3%	4%	11%	13%	8%	43

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
CLP per US$	570.53	654.96	676.24	648.97	641.90	703.25	791.71	760.61	874.01	840.21
CLP per EUR	758.64	726.74	748.73	733.40	758.53	787.22	903.34	899.80	920.68	908.86

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	69.2%	Peru	57.1%
USA	7.4%	Bolivia	16.1%
Mexico	2.8%	Germany	9.0%
Brazil	2.5%	Argentina	4.5%
Czech Rep	2.5%	Colombia	4.1%
Germany	2.2%	Costa Rica	3.7%
Türkiye	1.9%	Uruguay	2.0%
Poland	1.8%	USA	0.6%
Vietnam	1.7%	Paraguay	0.3%
Peru	1.6%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C9 China — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	7,641	8,139	8,300	8,973	9,907	9,334	9,148	10,703	9,097	8,991	1
Exports	900	933	1,011	1,358	1,616	1,079	799	914	843	898	1
Imports	24	26	38	57	76	88	62	58	47	61	21
Consumption*	6,766	7,233	7,328	7,671	8,368	8,344	8,410	9,847	8,301	8,154	2

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	12%	11%	12%	15%	16%	12%	9%	9%	9%	10%	36
Imp/Consumption	0%	0%	1%	1%	1%	1%	1%	1%	1%	1%	48

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

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

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Thailand	48.8%	Japan	21.1%
New Zealand	9.1%	South Korea	9.6%
Italy	6.1%	Australia	8.5%
Vietnam	5.8%	UK	6.6%
Malaysia	2.9%	Germany	5.8%
Denmark	2.8%	Vietnam	4.7%
USA	2.8%	Malaysia	3.9%
Philippines	2.7%	France	3.5%
Sweden	2.5%	Singapore	3.5%
Australia	2.4%	Hong Kong, CN	2.9%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
2%	3%

Source: CSIL

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Table C10 Croatia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	54	45	50	55	63	59	54	68	59	65	41
Exports	14	14	14	17	21	16	15	19	17	23	34
Imports	15	12	14	18	19	18	17	18	19	21	38
Consumption*	55	43	50	56	61	61	56	67	60	62	40

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	25%	31%	28%	31%	33%	27%	27%	28%	29%	36%	26
Imp/Consumption	28%	28%	28%	32%	31%	30%	29%	27%	31%	33%	28

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Hungary	18.4%	Slovenia	22.1%
Romania	13.9%	Switzerland	18.7%
Slovenia	13.4%	Germany	15.8%
Poland	11.2%	Netherlands	9.4%
Bosnia Herz	10.9%	Belgium	5.4%
Türkiye	9.1%	Serbia	5.3%
Serbia	6.6%	Austria	4.1%
Italy	3.7%	Hungary	3.9%
Slovakia	3.1%	Bosnia Herz	3.3%
Kosovo	1.9%	Bulgaria	2.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	1%

Source: CSIL

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Table C11 Czech Republic — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	60	57	62	67	75	75	74	83	71	66	39
Exports	22	25	28	30	35	34	34	38	38	43	26
Imports	34	33	43	51	57	57	63	88	82	80	18
Consumption*	73	66	77	88	97	98	103	133	114	103	32

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	36%	44%	44%	45%	47%	45%	46%	46%	54%	64%	13
Imp/Consumption	47%	51%	55%	58%	59%	58%	61%	66%	72%	77%	5

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
CZK per US$	20.76	24.60	24.44	23.37	21.74	22.93	23.20	21.69	23.38	22.21
CZK per EUR	27.61	27.30	27.06	26.41	25.69	25.67	26.47	25.66	24.63	24.02

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	49.7%	Slovakia	31.9%
Italy	18.1%	Germany	24.9%
Germany	8.2%	Italy	10.5%
Slovakia	8.2%	Poland	9.4%
Romania	4.9%	Austria	7.0%
Denmark	4.1%	Hungary	4.3%
Sweden	1.5%	Russia	2.6%
Austria	1.0%	Spain	1.6%
Spain	0.8%	Romania	1.5%
UK	0.5%	Croatia	0.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C12 Denmark — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	280	250	257	280	277	246	281	321	288	281	17
Exports	238	217	209	219	218	190	219	245	240	241	7
Imports	92	86	89	85	96	102	116	130	101	98	16
Consumption*	134	119	136	146	155	159	178	206	149	138	23

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat, Statistics Denmark

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	85%	87%	81%	78%	79%	77%	78%	76%	83%	86%	7
Imp/Consumption	69%	73%	65%	58%	62%	64%	65%	63%	68%	71%	7

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
DKK per US$	5.62	6.73	6.73	6.60	6.31	6.67	6.54	6.29	7.08	6.89
DKK per EUR	7.47	7.46	7.45	7.45	7.46	7.47	7.47	7.44	7.46	7.45

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	23.4%	Germany	16.9%
China	18.3%	UK	14.2%
Sweden	15.3%	South Korea	10.7%
Norway	11.8%	Norway	8.4%
Belgium	5.8%	Netherlands	7.3%
Lithuania	5.3%	Australia	6.0%
Romania	4.6%	France	4.7%
Estonia	3.4%	Sweden	4.4%
Netherlands	1.9%	Singapore	4.3%
France	1.8%	Spain	3.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C13 Estonia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	43	45	47	50	53	53	55	57	51	46	45
Exports	19	23	23	27	29	30	35	37	33	30	31
Imports	5	5	6	8	10	10	12	16	11	10	44
Consumption*	30	27	29	31	34	33	31	36	29	27	48

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	44%	51%	50%	53%	54%	56%	65%	64%	65%	65%	12
Imp/Consumption	18%	19%	21%	25%	29%	29%	38%	43%	38%	39%	26

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Sources: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Latvia	23.0%	Sweden	30.1%
Denmark	20.4%	Finland	27.1%
Poland	12.2%	Switzerland	13.2%
Netherlands	10.4%	Germany	12.3%
Lithuania	8.5%	Denmark	7.9%
Italy	7.5%	Lithuania	4.5%
China	6.5%	Norway	1.8%
Finland	2.0%	Latvia	0.7%
Romania	1.6%	Netherlands	0.7%
Belarus	1.1%	Austria	0.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	2%

Source: CSIL

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Table C14 Finland

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	75	60	61	65	67	65	59	66	58	54	44
Exports	1	1	1	1	1	1	1	1	2	1	49
Imports	28	25	26	28	34	37	42	53	50	45	26
Consumption*	101	85	85	92	101	100	100	118	107	98	34

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	2%	2%	2%	1%	1%	2%	2%	2%	3%	2%	47
Imp/Consumption	28%	30%	30%	31%	34%	37%	42%	45%	47%	46%	20

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	30.0%	Sweden	43.6%
Sweden	29.3%	Estonia	23.3%
Estonia	28.1%	Lithuania	14.4%
Denmark	4.3%	Poland	3.4%
Romania	2.3%	UK	2.6%
Lithuania	2.0%	Türkiye	2.4%
Belgium	1.2%	USA	2.1%
UK	0.8%	Norway	1.3%
Germany	0.6%	New Zealand	0.8%
Netherlands	0.4%	Cameroon	0.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C15 France

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	611	528	521	553	534	523	482	565	497	520	13
Exports	49	51	47	52	52	55	58	62	64	68	21
Imports	262	242	281	264	318	322	327	415	324	325	3
Consumption*	824	720	755	765	800	790	752	918	757	777	7

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	8%	10%	9%	9%	10%	11%	12%	11%	13%	13%	33
Imp/Consumption	32%	34%	37%	34%	40%	41%	44%	45%	43%	42%	25

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	18.0%	Switzerland	23.7%
Portugal	14.9%	Germany	12.2%
Belgium	14.4%	Spain	10.5%
Romania	10.4%	Belgium	7.7%
Spain	9.2%	Netherlands	6.0%
China	8.8%	Italy	5.2%
Italy	6.3%	Poland	3.4%
Germany	6.2%	UK	2.0%
Denmark	3.8%	South Korea	1.9%
Türkiye	2.6%	Greece	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	1%

Source: CSIL

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Table C16 Germany — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	722	661	640	634	623	586	586	626	525	496	14
Exports	158	140	142	157	202	223	222	281	226	253	5
Imports	393	346	348	399	440	439	473	569	533	501	2
Consumption*	957	867	846	876	861	802	838	914	832	744	8

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat, Federal Statistical Office of Germany

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	22%	21%	22%	25%	32%	38%	38%	45%	43%	51%	20
Imp/Consumption	41%	40%	41%	46%	51%	55%	57%	62%	64%	67%	8

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	43.2%	Switzerland	35.4%
Netherlands	13.2%	Netherlands	17.0%
Romania	7.2%	Austria	15.1%
China	6.5%	France	7.1%
Belgium	4.6%	Poland	3.2%
Türkiye	4.5%	Italy	3.2%
Denmark	3.7%	Belgium	2.8%
Austria	2.7%	Czech Rep	2.6%
Switzerland	2.2%	China	1.6%
Serbia	2.1%	Spain	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	2%

Source: CSIL

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Table C17 Greece — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	64	59	63	68	77	72	68	84	81	90	34
Exports	6	7	10	11	9	9	9	11	9	9	44
Imports	13	10	11	13	18	22	23	27	24	29	32
Consumption*	72	63	64	70	86	86	82	100	95	109	31

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	9%	11%	16%	16%	11%	12%	13%	13%	12%	10%	37
Imp/Consumption	18%	17%	18%	18%	21%	26%	28%	27%	25%	26%	35

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Türkiye	35.2%	Cyprus	22.7%
China	18.8%	Germany	13.5%
Bulgaria	14.7%	Netherlands	8.4%
Romania	14.3%	China	6.2%
Poland	4.1%	Italy	5.8%
Denmark	3.4%	France	4.7%
France	2.8%	Spain	4.6%
Albania	1.6%	Morocco	4.5%
USA	1.0%	Poland	3.5%
Italy	0.9%	Hungary	3.3%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	1%

Source: CSIL

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Table C18 Hungary

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	24	25	27	28	30	29	25	28	26	28	47
Exports	15	16	16	16	16	18	15	14	13	16	42
Imports	23	21	23	25	30	30	31	34	43	38	27
Consumption*	32	30	34	37	43	41	41	48	56	50	44

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	62%	63%	61%	55%	55%	62%	61%	50%	51%	58%	15
Imp/Consumption	71%	70%	69%	66%	69%	73%	76%	71%	77%	77%	6

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
HUF per US$	232.77	279.53	281.51	274.28	270.42	290.68	307.82	303.37	373.20	353.27
HUF per EUR	309.51	310.17	311.68	309.96	319.56	325.39	351.22	358.88	393.13	382.13

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	47.3%	Germany	26.9%
China	18.5%	Austria	19.4%
Romania	9.3%	Croatia	18.5%
Serbia	7.2%	Slovakia	12.4%
Türkiye	6.0%	Switzerland	7.4%
Germany	4.9%	Slovenia	7.0%
Croatia	2.0%	Armenia	1.5%
Italy	1.3%	Netherlands	1.4%
Austria	1.1%	Belgium	1.1%
North Macedonia	0.7%	Romania	0.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	3%

Source: CSIL

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Table C19 India — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	821	851	904	1,024	1,082	1,136	1,059	1,189	1,316	1,425	3
Exports	7	6	5	8	14	29	16	57	51	34	28
Imports	10	12	10	15	15	14	8	8	16	18	39
Consumption*	823	858	909	1,031	1,084	1,121	1,050	1,140	1,280	1,409	3

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	1%	1%	1%	1%	1%	3%	2%	5%	4%	2%	43
Imp/Consumption	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	46

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
INR per US$	61.00	64.11	67.16	65.07	68.37	70.38	74.14	73.94	78.58	82.57
INR per EUR	81.11	71.14	74.36	73.54	80.79	78.78	84.59	87.47	82.78	89.32

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
South Korea	21.8%	USA	55.8%
Germany	18.7%	Un Arab Emir	13.0%
China	18.4%	Nepal	6.8%
Sri Lanka	14.6%	France	5.2%
Thailand	9.6%	Kuwait	5.1%
Malaysia	7.7%	Qatar	2.6%
Italy	2.9%	Denmark	1.9%
Denmark	1.2%	Maldives	1.6%
Un Arab Emir	0.9%	Germany	0.9%
Oman	0.7%	Canada	0.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
5%	6%

Source: CSIL

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Table C20 Indonesia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	77	73	74	71	78	238	337	418	389	365	15
Exports	22	24	24	18	23	207	299	377	356	329	4
Imports	9	8	7	12	12	43	20	20	29	28	33
Consumption*	65	57	58	66	68	75	58	61	63	64	38

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	28%	32%	32%	25%	29%	87%	89%	90%	91%	90%	4
Imp/Consumption	14%	14%	13%	19%	18%	58%	34%	33%	47%	44%	22

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
IDR per US$	11864.43	13405.44	13301.23	13380.65	14242.19	14145.23	14562.64	14306.99	14853.91	15243.69
IDR per EUR	15776.13	14874.67	14727.12	15121.47	16830.00	15834.17	16615.97	16925.17	15647.11	16489.10

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	70.0%	USA	93.3%
Singapore	17.0%	Singapore	1.1%
USA	3.9%	Hong Kong, CN	1.0%
Malaysia	2.1%	Canada	0.9%
Thailand	1.5%	Timor Leste	0.8%
South Korea	1.3%	Poland	0.7%
Italy	1.1%	Malaysia	0.5%
Denmark	0.9%	Denmark	0.4%
Japan	0.9%	Thailand	0.3%
Vietnam	0.4%	France	0.2%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
4%	4%

Source: CSIL

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Table C21 Ireland — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	68	58	58	58	63	62	52	78	81	79	37
Exports	2	1	1	1	5	20	12	29	37	33	29
Imports	14	14	15	18	24	29	29	38	49	50	23
Consumption*	81	71	72	74	81	71	69	87	92	95	35

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	2%	2%	2%	2%	9%	33%	22%	38%	46%	42%	23
Imp/Consumption	18%	20%	21%	24%	30%	41%	41%	44%	53%	52%	16

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
UK	43.6%	UK	96.7%
Türkiye	24.0%	Netherlands	2.4%
China	11.6%	Germany	0.6%
Germany	5.3%	Un Arab Emir	0.1%
Poland	4.7%		
Netherlands	3.8%		
Denmark	2.5%		
Taiwan, CN	1.1%		
France	0.8%		
Spain	0.7%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C22 Italy

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	665	612	612	639	678	655	694	835	728	745	7
Exports	202	171	173	178	201	191	229	238	177	154	15
Imports	88	73	77	84	137	121	103	132	126	128	12
Consumption*	552	513	516	545	615	585	568	728	677	718	9

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	30%	28%	28%	28%	30%	29%	33%	29%	24%	21%	31
Imp/Consumption	16%	14%	15%	15%	22%	21%	18%	18%	19%	18%	37

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	22.4%	France	26.5%
Sweden	16.5%	Germany	12.7%
Romania	12.6%	Czech Rep	7.0%
China	12.4%	USA	5.3%
Serbia	7.9%	Switzerland	4.1%
Türkiye	6.2%	Poland	3.9%
Germany	4.8%	Bulgaria	3.7%
Czech Rep	3.6%	Japan	3.3%
Belgium	3.1%	Spain	3.1%
Spain	3.0%	South Korea	2.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	2%

Source: CSIL

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Table C23 Japan — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	324	277	308	296	300	309	313	337	286	281	18
Exports	11	13	16	19	19	19	17	19	16	17	37
Imports	216	208	222	243	259	309	320	343	342	315	4
Consumption*	528	472	514	520	541	599	616	662	611	578	11

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Ministry of Economy, Trade and Industry, Ministry of Finance

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	3%	5%	5%	6%	6%	6%	5%	6%	6%	6%	40
Imp/Consumption	41%	44%	43%	47%	48%	52%	52%	52%	56%	54%	14

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
JPY per US$	105.74	121.05	108.66	112.10	110.40	109.02	106.78	109.84	131.46	140.50
JPY per EUR	140.60	134.32	120.31	126.68	130.46	122.04	121.84	129.94	138.48	151.98

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	60.4%	China	37.3%
Vietnam	30.9%	Taiwan, CN	18.3%
USA	1.6%	Singapore	15.7%
Denmark	1.6%	France	10.2%
Italy	1.6%	Hong Kong, CN	9.3%
Taiwan, CN	1.5%	Malaysia	2.5%
Malaysia	1.3%	USA	2.0%
Germany	0.2%	Thailand	1.2%
Türkiye	0.2%	Indonesia	0.7%
Sri Lanka	0.2%	South Korea	0.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C24 Kuwait — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	20	18	20	21	19	19	17	20	18	19	48
Exports	2	1	1	1	1	1	1	1	1	1	46
Imports	27	28	27	29	33	30	23	25	24	21	37
Consumption*	45	44	46	48	51	48	40	43	42	39	47

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	8%	6%	3%	5%	7%	5%	7%	6%	5%	7%	39
Imp/Consumption	60%	62%	58%	59%	64%	62%	59%	57%	59%	55%	13

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
KWD per US$	0.28	0.30	0.30	0.30	0.30	0.30	0.31	0.30	0.31	0.31
KWD per EUR	0.38	0.33	0.33	0.34	0.36	0.34	0.35	0.36	0.32	0.33

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Saudi Arabia	31.3%	Saudi Arabia	93.8%
Un Arab Emir	25.1%	Un Arab Emir	3.0%
India	10.7%	Qatar	2.5%
China	8.0%	Pakistan	0.4%
Romania	5.7%	Togo	0.1%
Poland	4.0%	Bahrain	0.1%
Türkiye	3.2%	Iraq	0.1%
Oman	2.3%		
USA	2.2%		
Portugal	1.4%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	3%

Source: CSIL

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Table C25 Latvia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	5	6	6	7	9	9	20	17	16	17	49
Exports	5	5	6	6	8	8	20	16	16	17	38
Imports	8	8	9	9	11	10	13	13	13	14	42
Consumption*	8	8	10	9	11	10	13	14	13	14	49

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	95%	95%	98%	97%	97%	98%	100%	93%	100%	99%	1
Imp/Consumption	97%	96%	99%	97%	98%	98%	100%	92%	100%	98%	1

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	57.5%	Germany	27.0%
Lithuania	6.2%	Estonia	17.2%
China	6.0%	Czech Rep	14.2%
Ukraine	5.6%	Lithuania	14.0%
Türkiye	5.2%	Poland	5.7%
Italy	4.3%	Russia	5.5%
Romania	3.1%	Slovenia	2.8%
Denmark	2.1%	Spain	2.7%
Estonia	2.0%	Belgium	1.7%
Belarus	1.8%	Italy	1.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	2%

Source: CSIL

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Table C26 Lithuania

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	61	55	56	57	72	64	66	77	67	62	43
Exports	29	22	25	23	36	28	27	31	26	24	32
Imports	14	11	16	11	13	13	14	20	15	15	41
Consumption*	46	44	47	45	50	49	53	66	56	53	41

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	48%	40%	45%	40%	50%	44%	41%	40%	39%	39%	24
Imp/Consumption	30%	25%	34%	25%	27%	26%	26%	30%	26%	29%	30

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	47.2%	Sweden	22.8%
Latvia	12.4%	Germany	14.3%
Belarus	12.1%	Norway	9.6%
Estonia	3.7%	UK	9.3%
Romania	3.6%	Netherlands	8.4%
Denmark	3.4%	Poland	7.3%
Slovakia	2.8%	Finland	7.0%
China	2.6%	Latvia	5.3%
Slovenia	2.0%	Estonia	3.9%
Belgium	1.3%	Denmark	3.0%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	1%

Source: CSIL

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Table C27 Malaysia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	120	105	98	98	106	220	169	112	108	115	31
Exports	76	69	66	68	72	185	134	71	68	78	18
Imports	13	22	27	27	23	21	20	19	24	27	35
Consumption*	57	58	59	57	56	56	55	59	64	64	37

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	63%	66%	68%	70%	68%	84%	79%	64%	63%	68%	11
Imp/Consumption	23%	38%	46%	48%	40%	37%	36%	32%	37%	43%	24

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MYR per US$	3.27	3.90	4.14	4.30	4.03	4.14	4.20	4.14	4.40	4.56
MYR per EUR	4.35	4.33	4.58	4.86	4.76	4.64	4.80	4.90	4.63	4.93

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	60.9%	Japan	26.5%
Japan	19.7%	USA	26.1%
Vietnam	6.8%	Singapore	18.3%
Indonesia	4.7%	Taiwan, CN	4.6%
Thailand	2.9%	South Korea	4.6%
USA	1.7%	Canada	4.6%
Singapore	1.1%	China	2.5%
India	0.7%	Hong Kong, CN	2.1%
Italy	0.4%	Brunei	1.6%
UK	0.3%	Indonesia	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
2%	2%

Source: CSIL

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Table C28 Mexico — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	476	446	390	405	441	452	357	557	656	733	8
Exports	119	121	131	139	156	151	124	290	389	446	3
Imports	15	20	15	13	15	21	14	19	28	46	25
Consumption*	373	345	274	279	300	321	247	286	295	333	15

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, INEGI

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	25%	27%	34%	34%	35%	33%	35%	52%	59%	61%	14
Imp/Consumption	4%	6%	6%	5%	5%	6%	6%	7%	10%	14%	42

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MXN per US$	13.30	15.87	18.67	18.88	19.22	19.25	21.55	20.28	20.12	17.73
MXN per EUR	17.69	17.61	20.67	21.34	22.71	21.55	24.58	24.00	21.20	19.18

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	73.0%	USA	94.5%
USA	24.1%	Canada	5.4%
Indonesia	1.2%		
France	0.8%		
Spain	0.3%		
India	0.2%		
Canada	0.1%		
Italy	0.1%		
Taiwan, CN	0.1%		
Vietnam	0.0%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	2%

Source: CSIL

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Table C29 Netherlands — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	262	220	256	266	259	240	235	287	248	252	20
Exports	145	130	166	177	153	132	140	195	212	244	6
Imports	152	144	150	182	188	204	231	287	303	294	5
Consumption*	269	234	240	271	294	312	326	380	339	302	17

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	55%	59%	65%	67%	59%	55%	60%	68%	86%	97%	2
Imp/Consumption	56%	61%	62%	67%	64%	65%	71%	76%	89%	97%	2

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	24.1%	Germany	44.9%
China	19.1%	Belgium	36.0%
Belgium	16.6%	Poland	2.6%
Germany	16.1%	UK	1.9%
Denmark	6.3%	France	1.7%
Philippines	4.1%	Spain	1.7%
Türkiye	3.8%	Switzerland	1.4%
Romania	1.9%	Austria	1.3%
UK	1.5%	Denmark	1.1%
Lithuania	1.4%	Italy	0.9%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	1%

Source: CSIL

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Table C30 Norway

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	106	86	86	88	84	76	81	95	78	66	40
Exports	39	29	30	18	16	15	19	21	20	17	39
Imports	72	67	67	71	74	67	77	89	83	74	19
Consumption*	139	124	123	141	142	128	138	162	141	124	25

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Statistics Norway

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	36%	34%	35%	20%	19%	20%	24%	23%	25%	26%	29
Imp/Consumption	52%	54%	54%	50%	52%	52%	56%	55%	59%	60%	10

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
NOK per US$	6.30	8.07	8.39	8.27	8.13	8.80	9.43	8.60	9.61	10.57
NOK per EUR	8.37	8.95	9.29	9.34	9.61	9.85	10.76	10.17	10.13	11.43

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	39.5%	Denmark	36.5%
Lithuania	20.6%	Germany	20.6%
Sweden	12.0%	Sweden	17.7%
Denmark	9.3%	USA	6.6%
China	8.3%	Finland	4.8%
Romania	2.0%	Spain	3.2%
Belgium	1.9%	Netherlands	2.7%
UK	1.2%	Switzerland	2.6%
Estonia	1.0%	UK	1.2%
Germany	0.9%	Poland	1.0%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C31 Philippines — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	88	99	106	132	135	147	n.a.	127	107	127	30
Exports	25	34	42	60	60	68	n.a.	49	28	48	24
Imports	4	4	7	8	9	11	9	12	15	17	40
Consumption*	67	69	71	81	83	90	75	90	93	95	36

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	29%	35%	40%	45%	45%	47%	n.a.	38%	27%	38%	25
Imp/Consumption	6%	6%	10%	10%	11%	13%	11%	13%	16%	17%	38

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
PHP per US$	44.40	45.54	47.50	50.41	52.70	51.79	49.61	49.31	54.54	55.65
PHP per EUR	59.04	50.53	52.59	56.97	62.27	57.98	56.60	58.34	57.45	60.19

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	62.9%	Netherlands	67.9%
Japan	5.4%	USA	24.3%
South Korea	4.9%	Denmark	4.5%
Denmark	4.6%	Canada	1.5%
Thailand	4.4%	China	1.1%
Malaysia	4.3%		
Indonesia	3.9%		
Belgium	3.5%		
Vietnam	2.2%		
Australia	1.1%		

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
3%	3%

Source: CSIL

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Table C32 Poland — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	741	711	717	832	918	885	826	993	884	876	4
Exports	685	646	637	741	822	794	732	865	813	786	2
Imports	49	50	48	51	56	63	63	77	70	73	20
Consumption*	105	116	129	142	152	154	157	206	141	163	20

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	92%	91%	89%	89%	90%	90%	89%	87%	92%	90%	5
Imp/Consumption	46%	43%	38%	36%	37%	41%	40%	38%	49%	45%	21

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

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

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	17.7%	Germany	35.1%
Serbia	15.7%	Netherlands	10.2%
Italy	9.8%	France	8.3%
Germany	9.6%	Sweden	6.3%
Romania	8.9%	Czech Rep	4.7%
Denmark	8.2%	UK	4.5%
Slovakia	7.0%	Denmark	3.1%
Czech Rep	3.6%	Belgium	3.0%
North Macedonia	3.0%	Switzerland	2.9%
Türkiye	3.0%	Italy	2.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	3%

Source: CSIL

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Table C33 Portugal — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	152	148	172	194	209	208	205	277	244	263	19
Exports	109	104	122	134	138	142	140	209	184	204	10
Imports	18	16	15	19	26	26	33	57	60	60	22
Consumption*	61	61	65	79	97	92	99	125	120	118	27

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	72%	70%	71%	69%	66%	68%	68%	75%	75%	78%	8
Imp/Consumption	30%	27%	23%	24%	27%	28%	34%	46%	50%	51%	18

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Spain	50.4%	France	40.0%
Romania	26.6%	Spain	37.9%
Croatia	7.0%	Germany	8.1%
Germany	4.4%	Italy	3.2%
Sweden	3.7%	Sweden	1.4%
Poland	3.1%	Netherlands	1.3%
China	1.6%	USA	1.2%
UK	1.1%	Switzerland	0.8%
Türkiye	0.8%	UK	0.8%
France	0.4%	Denmark	0.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	2%

Source: CSIL

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Table C34 Romania — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	67	59	80	105	127	128	145	211	237	231	22
Exports	35	35	59	78	97	101	121	186	214	205	9
Imports	27	32	46	49	54	31	40	41	33	36	28
Consumption*	59	57	67	76	83	58	63	66	56	62	39

* Apparent consumption = Production – Exports + Imports ** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	52%	59%	73%	74%	77%	79%	84%	88%	90%	89%	6
Imp/Consumption	46%	57%	68%	65%	65%	54%	63%	61%	59%	58%	11

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
ROL per US$	3.35	4.01	4.06	4.05	3.94	4.24	4.24	4.16	4.69	4.58
ROL per EUR	4.45	4.45	4.49	4.58	4.66	4.75	4.84	4.93	4.94	4.95

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Bulgaria	31.9%	Spain	15.3%
Türkiye	25.1%	France	13.9%
Poland	18.7%	UK	13.3%
Moldova	6.7%	Germany	10.9%
China	6.4%	Italy	7.0%
Italy	4.5%	Poland	5.4%
Serbia	1.1%	Portugal	5.2%
Czech Rep	0.9%	Belgium	3.6%
Portugal	0.8%	Netherlands	2.4%
Spain	0.7%	Bulgaria	2.0%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
3%	3%

Source: CSIL

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Table C35 Russia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	384	243	232	276	269	284	284	354	340	n.a.	n.a.
Exports	10	9	10	11	11	15	16	23	21	n.a.	n.a.
Imports	40	19	13	14	15	14	16	19	14	n.a.	n.a.
Consumption*	415	253	235	279	273	283	284	351	334	n.a.	n.a.

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

n.a.:not available

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	3%	4%	4%	4%	4%	5%	6%	6%	6%	n.a.	n.a.
Imp/Consumption	10%	7%	6%	5%	6%	5%	6%	5%	4%	n.a.	n.a.

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
RUB per US$	38.57	61.34	66.98	58.36	62.81	64.72	72.34	73.68	78.09	85.51
RUB per EUR	51.28	68.06	74.16	65.96	74.22	72.45	82.54	87.16	82.26	92.49

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Belarus	36.0%	Kazakhstan	43.9%
China	13.2%	Ukraine	19.5%
Italy	11.6%	Belarus	9.7%
France	5.6%	Czech Rep	4.6%
South Korea	5.6%	Lithuania	2.3%
Poland	4.7%	Kyrgyzstan	2.3%
UK	4.3%	Mongolia	2.2%
Germany	3.8%	Uzbekistan	1.9%
Türkiye	3.1%	Latvia	1.7%
Lithuania	2.8%	Romania	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
n.a.	n.a.

Source: CSIL

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Table C36 Saudi Arabia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	73	74	78	79	90	88	83	78	82	90	33
Exports	9	8	11	15	13	11	9	5	7	5	45
Imports	47	53	47	46	43	47	42	33	34	32	29
Consumption*	112	118	114	110	120	124	116	107	110	118	28

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	13%	11%	14%	19%	15%	12%	11%	6%	8%	6%	41
Imp/Consumption	42%	45%	41%	42%	36%	38%	36%	31%	31%	28%	32

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
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	4.99	4.16	4.15	4.24	4.43	4.20	4.28	4.44	3.95	4.06

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Un Arab Emir	29.8%	Bahrain	44.9%
China	15.8%	Kuwait	23.5%
India	14.3%	Un Arab Emir	23.1%
Oman	10.3%	Yemen	4.1%
Romania	5.4%	Oman	2.3%
Poland	3.7%	Libya	1.6%
Denmark	3.6%	Sudan	0.3%
Kuwait	3.4%	Qatar	0.1%
USA	3.4%	Eritrea	0.1%
Egypt	2.5%	Egypt	0.1%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	3%

Source: CSIL

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Table C37 Serbia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	35	29	38	42	62	111	129	68	84	89	35
Exports	4	5	8	11	30	80	96	28	42	49	23
Imports	4	3	5	6	6	7	9	8	9	8	46
Consumption*	34	28	36	37	38	38	42	48	51	48	45

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	12%	16%	20%	27%	48%	72%	74%	41%	50%	55%	18
Imp/Consumption	11%	11%	13%	17%	17%	18%	21%	17%	17%	16%	39

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
RSD per US$	88.45	108.84	111.28	107.73	100.21	105.26	103.13	99.44	111.75	108.46
RSD per EUR	117.61	120.77	123.20	121.74	118.42	117.82	117.67	117.64	117.72	117.32

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	24.2%	Germany	27.0%
Türkiye	21.1%	Italy	23.0%
Croatia	18.8%	Poland	22.3%
Italy	8.6%	Hungary	4.3%
Romania	6.6%	Montenegro	3.7%
Slovenia	5.8%	UK	3.1%
France	4.2%	Croatia	2.7%
Poland	2.7%	France	2.6%
Bosnia Herz	2.3%	Bosnia Herz	1.7%
Bulgaria	1.5%	North Macedonia	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
2%	3%

Source: CSIL

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Table C38 Slovakia — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	27	23	23	27	32	31	31	39	37	36	46
Exports	9	9	11	12	14	15	16	20	18	21	35
Imports	18	18	21	22	24	25	23	29	27	29	31
Consumption*	36	31	34	37	41	42	39	49	47	44	46

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	34%	41%	46%	46%	45%	47%	51%	50%	48%	58%	16
Imp/Consumption	51%	57%	63%	60%	57%	60%	60%	60%	59%	66%	9

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Sources: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Czech Rep	33.1%	Czech Rep	46.9%
Poland	30.5%	Poland	31.3%
Italy	14.5%	Germany	3.7%
Hungary	7.0%	Lithuania	3.3%
Germany	3.8%	Hungary	3.2%
Romania	3.4%	Ukraine	2.4%
Denmark	1.9%	Switzerland	2.3%
Serbia	1.5%	Austria	1.6%
Belarus	1.4%	Netherlands	0.9%
Austria	0.7%	Romania	0.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C39 South Africa — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	86	70	61	71	78	79	60	71	70	67	38
Exports	16	11	10	13	16	16	15	15	16	16	41
Imports	3	2	3	3	3	4	2	5	4	2	48
Consumption*	72	61	53	60	64	67	47	60	57	53	42

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	19%	16%	16%	19%	21%	21%	25%	21%	23%	24%	30
Imp/Consumption	4%	3%	5%	4%	4%	6%	5%	8%	6%	4%	44

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
ZAR per US$	10.84	12.76	14.68	13.29	13.23	14.45	16.49	14.78	16.36	18.45
ZAR per EUR	14.42	14.16	16.26	15.02	15.63	16.17	18.82	17.48	17.23	19.96

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	40.7%	Namibia	30.7%
Denmark	23.5%	Lesotho	15.9%
Italy	8.5%	Botswana	13.8%
Germany	6.8%	Zambia	10.9%
El Salvador	4.1%	Mozambique	6.6%
UK	3.7%	Eswatini	5.6%
Switzerland	2.0%	Tanzania	3.5%
Belgium	2.0%	Congo DR	2.5%
Türkiye	1.7%	Zimbabwe	2.1%
Canada	1.3%	Angola	1.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
0%	1%

Source: CSIL

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Table C40 South Korea — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	281	279	264	278	270	264	276	313	272	299	16
Exports	37	29	23	23	24	25	18	24	27	45	25
Imports	90	95	99	98	121	138	148	168	143	136	10
Consumption*	334	345	341	353	367	378	406	457	389	390	14

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	13%	10%	9%	8%	9%	9%	7%	8%	10%	15%	32
Imp/Consumption	27%	27%	29%	28%	33%	37%	37%	37%	37%	35%	27

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
KRW per US$	1052.29	1130.96	1159.34	1129.04	1099.29	1165.80	1180.56	1144.89	1291.78	1306.76
KRW per EUR	1399.23	1254.91	1283.62	1275.93	1299.03	1305.00	1347.02	1354.41	1360.76	1413.53

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	53.0%	United States	48.2%
Denmark	21.8%	India	12.9%
Italy	6.1%	Vietnam	11.4%
USA	5.2%	Japan	4.4%
Malaysia	3.2%	Indonesia	2.9%
Sweden	2.4%	Tajikistan	2.0%
Germany	2.3%	Taiwan	1.8%
Vietnam	1.2%	Colombia	1.4%
UK	0.9%	Australia	1.2%
France	0.9%	Philippines	1.2%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	2%

Source: CSIL

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Table C41 Spain — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	390	341	386	420	500	489	473	609	558	556	11
Exports	65	59	67	58	103	111	140	224	196	175	12
Imports	109	90	95	101	107	110	123	160	147	120	13
Consumption*	434	371	414	464	504	488	456	544	509	501	13

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	17%	17%	17%	14%	21%	23%	30%	37%	35%	32%	27
Imp/Consumption	25%	24%	23%	22%	21%	23%	27%	29%	29%	24%	36

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EUR per US$	0.75	0.90	0.90	0.88	0.85	0.89	0.88	0.85	0.95	0.92

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Portugal	31.5%	France	48.5%
Romania	28.2%	USA	15.6%
Poland	15.0%	Portugal	11.6%
China	8.7%	Canada	4.0%
Germany	4.1%	Italy	3.8%
Italy	2.5%	Germany	3.8%
France	2.5%	Andorra	1.3%
South Korea	1.3%	Belgium	1.1%
Türkiye	1.3%	Ceuta and Melilla	0.9%
Netherlands	0.8%	Morocco	0.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	1%

Source: CSIL

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Table C42 Sweden

Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	236	200	203	215	217	208	212	248	219	195	23
Exports	71	65	65	70	75	88	99	102	95	83	17
Imports	109	96	97	100	110	123	131	142	138	120	14
Consumption*	274	232	234	244	252	243	243	288	261	231	18

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	30%	32%	32%	33%	35%	43%	47%	41%	43%	43%	22
Imp/Consumption	40%	41%	42%	41%	44%	51%	54%	49%	53%	52%	17

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
SEK per US$	6.86	8.44	8.55	8.54	8.69	9.46	9.22	8.58	10.12	10.61
SEK per EUR	9.12	9.36	9.47	9.65	10.27	10.59	10.52	10.15	10.66	11.48

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Poland	51.8%	Norway	39.9%
China	10.6%	Denmark	14.3%
Estonia	10.1%	Finland	11.7%
Lithuania	7.6%	Netherlands	6.4%
Denmark	5.8%	Germany	3.6%
Romania	4.1%	Australia	3.4%
Norway	3.2%	Italy	2.6%
UK	1.6%	China	2.4%
Germany	1.5%	France	1.7%
Kosovo	1.0%	Czech Rep	1.6%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-2%	2%

Source: CSIL

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Table C43 Switzerland — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	186	167	159	160	161	156	149	160	151	158	26
Exports	31	23	21	20	17	15	14	17	15	16	40
Imports	133	130	135	134	137	125	140	185	165	168	9
Consumption*	288	274	273	274	281	266	275	328	302	309	16

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	16%	13%	13%	12%	10%	9%	9%	11%	10%	10%	35
Imp/Consumption	46%	47%	49%	49%	49%	47%	51%	57%	55%	54%	15

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
CHF per US$	0.91	0.96	0.98	0.98	0.98	0.99	0.94	0.91	0.96	0.90
CHF per EUR	1.22	1.07	1.09	1.11	1.16	1.11	1.07	1.08	1.01	0.97

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Germany	33.1%	Germany	30.4%
Poland	17.6%	France	22.7%
Austria	8.0%	Netherlands	9.4%
France	7.2%	Belgium	6.6%
Denmark	6.5%	China	6.0%
Italy	4.6%	Uzbekistan	5.5%
China	3.8%	Spain	3.7%
Romania	3.4%	Austria	3.7%
Estonia	3.1%	Luxembourg	2.4%
Belgium	2.9%	Italy	1.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	1%

Source: CSIL

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Table C44 Taiwan, China — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	100	101	102	109	112	115	127	188	170	144	29
Exports	15	17	18	18	20	27	38	109	105	73	20
Imports	34	35	35	38	41	45	47	71	81	90	17
Consumption*	120	120	119	128	134	133	136	150	146	161	21

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Taiwan Board of Foreign Trade

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	15%	17%	17%	17%	18%	24%	30%	58%	62%	51%	21
Imp/Consumption	29%	30%	30%	29%	31%	34%	35%	47%	56%	56%	12

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
TWD per US$	30.30	31.74	32.23	30.40	30.13	30.91	29.46	27.94	29.80	31.15
TWD per EUR	40.29	35.22	35.68	34.36	35.60	34.60	33.61	33.05	31.39	33.70

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	62.4%	USA	80.7%
Vietnam	13.0%	Australia	4.6%
Thailand	5.4%	Japan	4.5%
Malaysia	3.1%	UK	3.1%
USA	2.3%	Vietnam	2.1%
Sri Lanka	2.3%	Hong Kong, CN	1.8%
Japan	1.9%	Germany	0.6%
Denmark	1.7%	Iran	0.6%
Portugal	1.4%	Poland	0.4%
Canada	1.3%	Canada	0.3%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	1%

Source: CSIL

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Table C45 Thailand — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	101	101	100	123	149	196	232	170	155	156	27
Exports	27	34	32	48	59	109	146	81	81	84	16
Imports	17	24	24	21	24	36	22	19	24	28	34
Consumption*	90	91	92	97	114	123	109	107	98	100	33

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	27%	34%	32%	39%	40%	56%	63%	48%	53%	54%	19
Imp/Consumption	19%	27%	26%	22%	21%	29%	21%	17%	25%	28%	31

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
THB per US$	32.46	34.24	35.26	33.91	32.30	31.04	31.31	32.01	35.05	34.78
THB per EUR	43.16	37.99	39.04	38.33	38.17	34.75	35.72	37.86	36.92	37.63

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	84.8%	USA	33.7%
Indonesia	3.8%	China	28.1%
Japan	2.4%	Lao PDR	7.6%
UK	1.9%	Singapore	5.0%
Malaysia	1.3%	Cambodia	4.0%
Italy	0.9%	Hong Kong, CN	3.8%
Germany	0.7%	Myanmar	3.8%
Denmark	0.6%	Taiwan, CN	3.0%
Vietnam	0.4%	Australia	2.0%
South Korea	0.4%	India	1.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	2%

Source: CSIL

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Table C46 Türkiye — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	371	337	344	386	343	408	521	595	607	704	9
Exports	68	66	64	83	104	176	255	242	215	215	8
Imports	13	11	12	12	11	10	10	13	14	13	43
Consumption*	317	282	292	314	250	241	276	366	406	502	12

* Apparent consumption = Production – Exports + Imports **NEW SERIES** ** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD, Turkish Statistical Institute

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	18%	19%	19%	22%	30%	43%	49%	41%	35%	31%	28
Imp/Consumption	4%	4%	4%	4%	4%	4%	4%	4%	3%	3%	45

Sources: CSIL ** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
TRL per US$	2.19	2.73	3.02	3.65	4.85	5.68	7.03	8.92	16.61	23.82
TRL per EUR	2.91	3.03	3.35	4.12	5.74	6.36	8.02	10.56	17.50	25.77

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Romania	31.0%	UK	12.1%
Poland	23.1%	Germany	9.8%
Denmark	14.8%	Netherlands	7.1%
UK	7.9%	France	5.9%
Italy	4.3%	Ireland	5.9%
USA	4.1%	USA	4.9%
Belgium	3.1%	Greece	4.1%
Sweden	1.7%	Iraq	3.7%
Croatia	1.7%	Romania	3.7%
Netherlands	1.3%	Belgium	3.5%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
1%	1%

Source: CSIL

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Table C47 United Arab Emirates — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	121	132	131	138	146	162	149	174	169	180	25
Exports	58	63	54	49	44	50	38	48	32	23	33
Imports	32	36	35	27	27	23	18	34	29	29	30
Consumption*	95	106	112	117	129	135	129	160	166	186	19

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	48%	48%	41%	35%	30%	31%	26%	27%	19%	13%	34
Imp/Consumption	34%	34%	31%	24%	21%	17%	14%	21%	18%	16%	40

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
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	4.07	4.06	4.15	4.34	4.11	4.19	4.34	3.87	3.97

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Oman	29.2%	Saudi Arabia	15.1%
India	18.0%	Oman	14.5%
China	8.6%	Kuwait	11.4%
Poland	8.5%	Bahrain	6.3%
UK	7.0%	Qatar	6.2%
Romania	6.9%	USA	3.1%
Italy	5.8%	Maldives	0.9%
Türkiye	3.0%	Seychelles	0.6%
USA	2.7%	Congo DR	0.6%
Denmark	1.9%	Eritrea	0.4%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
2%	2%

Source: CSIL

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Table C48 United Kingdom — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	748	749	715	707	751	714	647	819	777	763	6
Exports	54	53	50	53	67	61	54	68	66	74	19
Imports	112	118	131	146	179	173	181	226	230	245	6
Consumption*	806	814	797	800	863	826	775	978	942	934	4

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, Eurostat

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	7%	7%	7%	7%	9%	9%	8%	8%	8%	10%	38
Imp/Consumption	14%	14%	16%	18%	21%	21%	23%	23%	24%	26%	34

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
GBP per US$	0.61	0.65	0.74	0.78	0.75	0.78	0.78	0.73	0.81	0.80
GBP per EUR	0.81	0.73	0.82	0.88	0.88	0.88	0.89	0.86	0.85	0.87

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	27.2%	Ireland	28.1%
Poland	15.0%	USA	12.2%
Ireland	14.5%	China	8.8%
Denmark	13.5%	Netherlands	4.5%
Romania	12.7%	France	3.8%
Türkiye	8.0%	Germany	3.8%
Taiwan, CN	1.1%	Sweden	3.4%
Lithuania	1.0%	Saudi Arabia	3.2%
USA	0.7%	Japan	3.0%
Italy	0.6%	Un Arab Emir	2.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-1%	1%

Source: CSIL

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Table C49 United States — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	6,361	6,915	7,457	7,461	7,398	7,540	7,716	9,542	8,503	7,942	2
Exports	116	140	151	164	178	159	162	193	179	166	14
Imports	454	558	659	985	1,201	1,156	1,460	1,286	1,428	1,322	1
Consumption*	6,699	7,333	7,966	8,283	8,421	8,537	9,014	10,635	9,753	9,098	1

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, US Census Bureau, ISPA

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	46
Imp/Consumption	7%	8%	8%	12%	14%	14%	16%	12%	15%	15%	41

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

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

Source: US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
Mexico	31.9%	Canada	73.6%
Indonesia	24.8%	Mexico	6.7%
Myanmar	10.7%	South Korea	2.4%
Kosovo	6.6%	Japan	2.1%
Taiwan, CN	5.5%	China	1.7%
South Korea	3.8%	Taiwan, CN	1.3%
Vietnam	3.4%	Türkiye	1.2%
Philippines	2.3%	Poland	1.1%
Canada	1.9%	Germany	0.8%
Spain	1.8%	Bermuda	0.7%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
-3%	2%

Source: CSIL

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Table C50 Vietnam — Mattress Indicators

The mattress sector. Million of US$

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Production	96	111	123	133	153	433	554	251	265	248	21
Exports	31	48	63	79	102	385	509	190	206	183	11
Imports	5	6	9	21	32	39	36	49	40	48	24
Consumption*	70	68	69	75	83	87	81	110	100	113	29

* Apparent consumption = Production – Exports + Imports

** Ranking among 50 countries, last available year

Sources: CSIL, UN Comtrade database, DESA/UNSD

Opening of the mattress sector to foreign trade

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Ranking**
Exp/production	32%	44%	51%	59%	67%	89%	92%	76%	78%	74%	10
Imp/Consumption	7%	9%	13%	28%	38%	44%	44%	45%	41%	43%	23

Sources: CSIL

** Ranking among 50 countries, last available year

Exchange rates

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
VND per US$	21195.3	21922.4	22365.5	22715.0	23022.0	23228.0	23233.0	22936.0	23411.0	23836.0
VND per EUR	28183.4	24325.1	24763.0	25670.2	27205.1	26001.4	26508.9	27133.3	24661.1	25783.4

Sources: Bank of Italy, US Federal Reserve

Main mattress trading partners

Origin of mattress imports		Destination of mattress exports	
China	78.7%	Japan	59.8%
Taiwan, CN	8.6%	United States	24.7%
South Korea	7.5%	Taiwan	5.4%
Malaysia	2.0%	China	1.6%
Thailand	0.8%	Hong Kong	1.4%
Italy	0.6%	Singapore	1.2%
USA	0.4%	Australia	1.1%
France	0.3%	Malaysia	1.0%
Denmark	0.3%	South Korea	0.8%
Portugal	0.2%	Canada	0.8%

Source: CSIL. Data are for the last available year

Real growth of mattress consumption. Forecasts

2024	2025
4%	4%

Source: CSIL

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Appendix

Types of product covered

1. Mattresses include mattresses of cellular rubber or plastic, whether or not covered, with innersprings interiors and of other materials. They don't include mattress supports, sleeping bags, articles of bedding and similar furnishings.
2. Classification of mattresses by material is as follows:
   - Latex: Mattresses of cellular rubber (incl. with a metal frame) (excl. water mattresses, pneumatic mattresses)
   - Foam: Mattresses of cellular plastic (incl. with a metal frame) (excl. water mattresses, pneumatic mattresses)
   - Innerspring: Mattresses with spring interiors (excl. of cellular rubber or plastics)
   - Others: Other Mattresses (excl. with spring interiors, of cellular rubber or plastics)

Geographical coverage

3. This report focuses on the 50 most important mattress manufacturing countries. The geographical classification of countries is as follows:

   EU 27 + UK, Norway and Switzerland: Austria, Belgium (including data for Luxembourg), Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Spain, Sweden, Switzerland, United Kingdom (26 countries).

   Central-East Europe and Russia: Russia, Serbia and Türkiye (3 countries).

   Asia and Pacific: Australia, China, India, Indonesia, Japan, Malaysia, Philippines, South Korea, Taiwan (China), Thailand, Vietnam (11 countries).

   Middle East and Africa: Kuwait, Saudi Arabia, South Africa, United Arab Emirates (4 countries).

   North America: Canada, Mexico, United States (3 countries).

   South America: Argentina, Brazil, Chile (3 countries).

   The 50 countries were selected primarily on the basis of the size of their contribution to world mattress production, consumption and international trade, but also on the basis of geographical coverage considerations. The resulting list includes all major countries but should not be interpreted as covering exactly all 50 largest producers and consumers. The same caveat applies to the selection of 20 countries analyzed in depth.
4. Data on international trade of mattresses cover, in addition to the 50 countries listed above, 10 other countries, (Cyprus, Egypt, Hong Kong (China), Israel, Lebanon, Malta, New Zealand, Singapore, Slovenia, Ukraine) for a total of 60 countries.

The selection of the top 20 markets for the world mattress industry

5. The top 20 markets for the world mattress industry were selected with the criteria of their representativeness in terms of production and consumption of mattresses within the 50 countries considered by CSIL and within their geographical area. Together, the top 20 countries represent 89% and 90% of the world's mattress production and consumption, respectively.

Data gathering and processing methodology

6. 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).

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- 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.

7. Mattress production data for each country include mattresses 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.
8. The figures in quantity (expressed in terms of units of single mattresses produced) are a tentative estimate by CSIL and should be used with caution. They are the result of CSIL processing of official statistics of production and of international trade in value and quantity, considerations on the average unitary prices and interviews with sector experts.
9. Mattress trade data were processed by CSIL mainly on the basis of UN and Eurostat data. Other sources include: US International Trade Commission, Industry Canada, Ministry of Finance (Japan), Board of Foreign Trade (Taiwan). When statistics are either not available or not completely reliable, CSIL uses mirror statistics, that is a bilateral comparison of two basic measures of a trade flow.
   In general exports are valued FOB (free on board) and imports are valued CIF (cost, insurance and freight).
10. The total amount of exports and the total amount of imports for the 60 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 transhipments, over and under invoicing and customs misdeclarations.
11. Consumption means apparent consumption at production prices excluding retail markup. It is calculated as follows: production-exports+imports.
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
13. As a consequence of the war, data for Russia and Ukraine are subject to major uncertainties and should be used with special caution.

Notes and presentation conventions

14. Billion means 1000 million.
15. Numbers may not add to totals because of rounding
16. All dollar figures are in current US$ unless otherwise indicated. They are affected by exchange rate variations,
17. Growth rates in consumption forecasts are in real terms.
18. 0 means zero or less than half the unit shown.
19. Population and GNP data for all countries are either from the World Development Indicators, World Bank, or from the World Economic Outlook Database, IMF.
20. Eurostat data were converted to US$ using exchange rates from the US Federal Reserve.
21. Discrepancies in data presented in different editions of the Indicators 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 Indicators.
22. N.a: not available; n.s: not significant; n.c.: not calculable

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23. The cutoff date for data in this report is July 1, 2024. Forecasts are based on macroeconomic projections provided by international organizations (particularly the International Monetary Fund and the Organization for Economic Cooperation and Development), adapted to the specific features and prospects of the mattress sector.

Definitions and abbreviations used in the report for companies' variables

1. 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.
2. Employees: total number of full-time employees of the company (personnel).
3. 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: Mattresses, 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 mattress manufacturers selection

1. To rank the top mattress manufacturers, CSIL collected the most up-to-date information available at the time the report was written, the editorial closing date being 1 July 2024. Figures for 2023 and 2022 turnover were available for the majority of companies.
2. The selection of the top mattress manufacturers worldwide is the result of an extensive effort by CSIL to identify the leading players operating in the mattress 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 June 2024 and addressed to leading mattress manufacturers;
- CSIL direct interviews to leading mattress 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 mattress turnover.

3. Mattress 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.
4. The top 35 mattress manufacturers, for which a detailed profile is provided, were selected following the criteria of company's turnover and geographical representativeness.

Companies were ranked by mattress turnover, otherwise indicated.

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