

**B+R** STUDIO  
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# Polish Furniture Outlook

REPORT 2024

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## Polish furniture industry compared with the rest of the world

### Production and export

Data on international rankings are provided for the year 2022 due to various reporting standards and significant delays in data publication by some countries. Despite initial predictions, Poland was not surpassed by Vietnam and maintained its sixth position as the world's largest furniture producer. The top spot in the ranking of the world's largest furniture producers is consistently held by China, with a value of furniture sold at \$177.9 billion. The United States secured the second position in the ranking, with a result almost three times lower, reaching \$63.3 billion. Italy (22.2 billion dollars) and Germany (21.3 billion dollars), the leading furniture producers in Europe, claimed the third and fourth positions. In 2022, Poland produced furniture worth \$15.0 billion, securing the sixth place after India (19.2 billion dollars) and ahead of Vietnam (14.5 billion dollars). Further down the list were Canada (11.2 billion dollars) and South Korea (9.4 billion dollars). The ranking was closed by the United Kingdom with furniture production valued at \$9.0 billion.

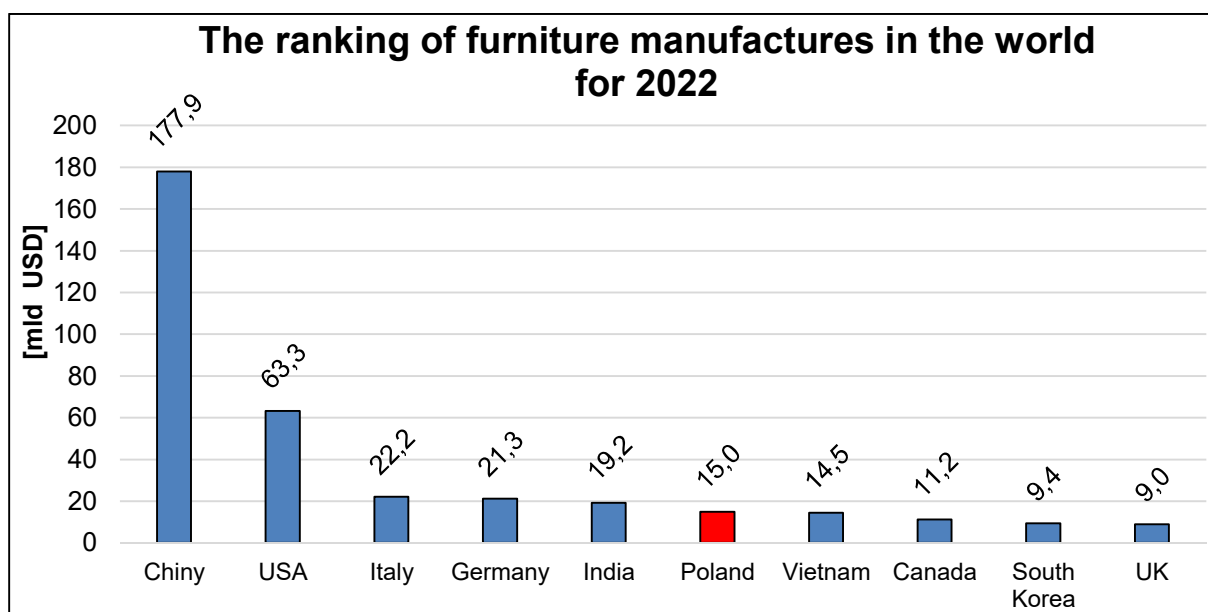


Figure 2 The ranking of furniture manufacturers in the world for 2022.

Source: estimated data on the basis of the national statistical offices and CSIL.

## Furniture production in Poland

### Production mix by size of the companies and location

The table below presents the number of entities declaring activity under PKD31 codes – furniture production, divided into size classes.

According to data as of the end of Q3 2023, there were 31,685 firms engaged in furniture production in Poland. This indicates a decrease of 475 firms (-1.48%) compared to the same period in 2022. The number of micro firms decreased by 422 (-1.38%), small firms by 43 (-3.57%), and medium-sized firms by 10 (-3.46%). The number of large firms remained unchanged at 81 by the end of Q3 2023.

*Table 4 Structure of sizes of the furniture companies acc. to the REGON register*

Size class	Unit	2021	2022*	2023**	Balance 2023**/2022	Balance/2022*
<b>Micro</b>	no. of companies	30 459	30 586	30 164	-422	-1,38%
	y/y		1,00	0,99	-	-
<b>Small</b>	no. of companies	1 232	1 204	1 161	-43	-3,57%
	y/y		0,98	0,96	-	-
<b>Medium</b>	no. of companies	291	289	279	-10	-3,46%
	y/y		0,99	0,97	-	-
<b>Large</b>	no. of companies	81	81	81	0	0,00%
	y/y		1,00	1,00	-	-
<b>Total</b>	no. of companies	32 063	32 160	31 685	-475	-1,48%
	y/y		1,00	0,99	-	-

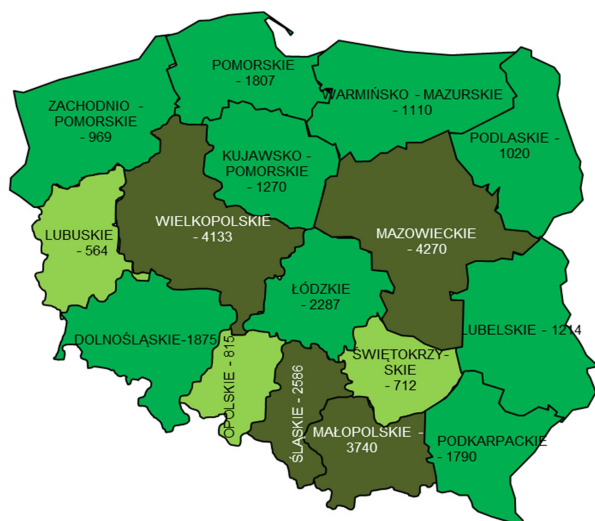
*Source: B+R Studio calculations based on the REGON register.*

*\*as of 30.09.2023 r.*

*\*\*as of 30.09.2023 r.*

According to the REGON register as of September 30, 2023, the highest number of furniture companies was located in the Wielkopolskie Voivodeship, with a total of 4,501 entities. This consisted of 4,133 micro firms, 254 small firms, 87 medium-sized firms, and 27 large firms. In the second position, in terms of the number of registered entities, was the Mazowieckie Voivodeship, with a total of 4,402 furniture-producing businesses. The highest number of large firms is found in Wielkopolskie (27), Warmińsko-Mazurskie (11), Dolnośląskie (7), and Pomorskie (7).

### Micro companies



### Small companies



### Medium companies



### Large companies



Micro-enterprises	Small enterprises	Medium enterprises	Large enterprises
2401-5000	201-400	51-100	21-30
1001-2400	100-240	21-50	6-20
0-1000	51-100	11-20	4-5
	0-50	0-10	0-3

Figure 7 The distribution of the companies manufacturing the furniture acc. to the National Business Registry Number (REGON) register for 2023\*

Source: B+R Studio calculations based on the REGON; \*as of 30.09.2023

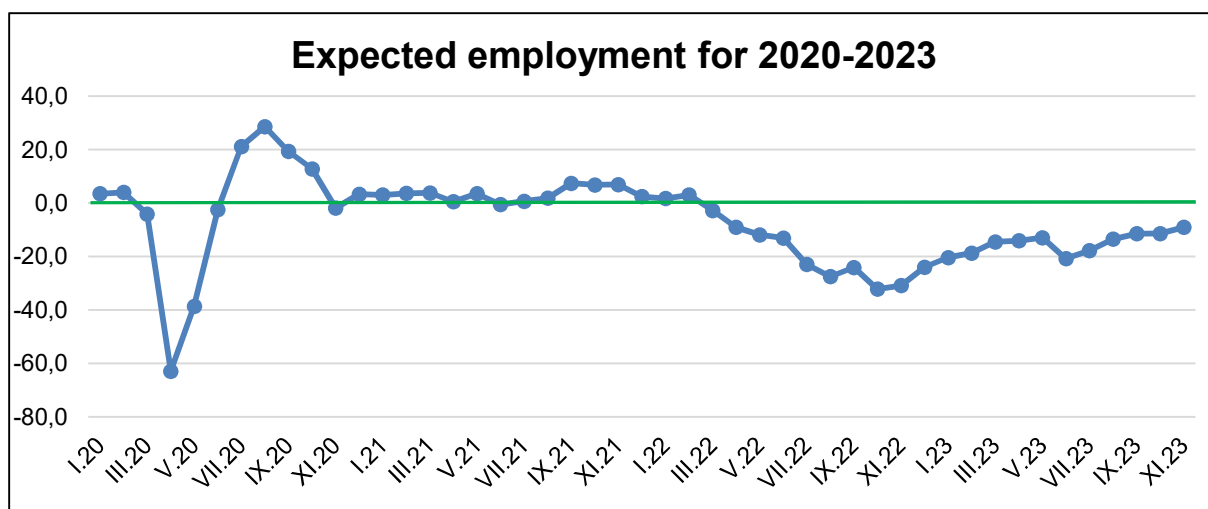


Figure 24 Economic situation in the furniture industry - index of expected employment for 2020-2023  
Source: B+R Studio document based on the Polish Central Statistical Office [GUS] data.

Negative assessments by managers in the furniture industry regarding anticipated employment starting from the second quarter of 2022 indicated the need for layoffs. As shown by GUS data on average employment presented in the previous section, such layoffs did occur. Managers expressed the greatest need for reducing employment in October and November 2022, with scores of -32.2 and -30.9, respectively. In the last months of the surveyed period, i.e., October and November 2023, the recorded scores were -11.4 and -9.1, indicating that the process of layoffs slowed down but was not completed.

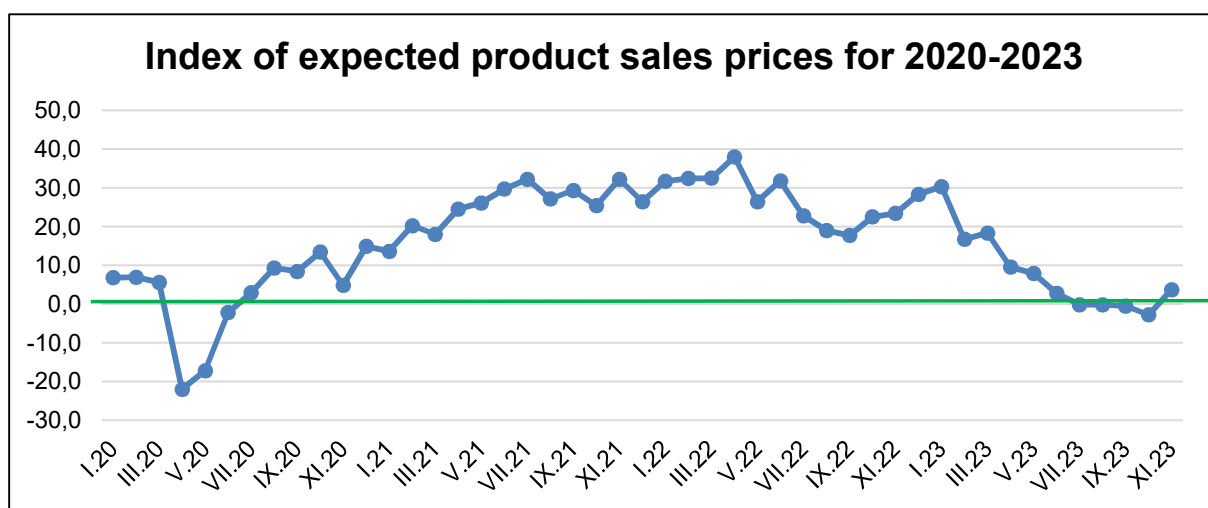


Figure 25 Economic situation in the furniture industry - index of expected product sales prices for 2020-2023  
Source: B+R Studio document based on the Polish Central Statistical Office [GUS] data.

The assessments of the expected sales prices index in the years 2020-2023 remained positive for a significant portion of this period, indicating that entrepreneurs in the furniture industry pointed to the need to raise prices for their products. From mid-2020 to almost mid-2022, the ratings steadily increased and peaked in April 2022 (38.0). In the following months,



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