

**B+R** STUDIO  
Tomasz Wiktorski

# Polish Furniture Outlook

REPORT 2025

[www.brstudio.eu](http://www.brstudio.eu)



The report has been prepared between November 2024 to December 2024 by B+R STUDIO  
Tomasz Wiktorski.

**Substantive development:** Tomasz Wiktorski, Milena Dorozińska, Mateusz Strzelczyk, B+R Studio

**Graphic design:** B+R Studio, Tomasz Dąbrowski

**Photo on the cover:** dining room furniture in collection "Cantiero".

Producer: Meble Krysiak sp.k./ with the permission / [www.meblekrysiak.pl](http://www.meblekrysiak.pl)

Copyrights to the report belong to B+R Studio Tomasz Wiktorski.

Copying and distribution, in whole or in parts, using any techniques, requires the consent of the authors.

All calculations, estimates and forecasts have been made by B+R Studio. They are based on the official data. The missing data was supplemented on the basis of the expert's interview. The sources are given below the tables, figures and charts.

B+R Studio shall not be responsible for the way the data are used, in particular, it applies to the forecasts presented in this document. Despite every effort that has been made to reflect the real scenario of future events, there is no certainty that such a scenario will take place.

Distribution: OIGPM

**B+R STUDIO**  
Tomasz Wiktorski

**B+R Studio Tomasz Wiktorski**  
Kietlin, ul. Słoneczna 3  
97-500 Radomsko  
VAT 776-153-73-55 REGON 100652159  
[www.brstudio.eu](http://www.brstudio.eu)



**The Polish Chamber of Commerce of Furniture  
Manufacturers**

ul. Obywatelska 26/2a  
02-409 Warszawa  
Tel. 22 245 19 20  
[www.oigpm.org.pl](http://www.oigpm.org.pl)

## Table of contents

Table of contents.....	3
Introduction.....	4
Conclusions.....	5
Opinions .....	8
Polish furniture industry compared with the rest of the world .....	12
Production and export .....	12
Employment and efficiency of the furniture industry.....	14
Furniture production in Poland .....	19
Production mix by size of the companies and location.....	19
Summary of the 50 biggest manufacturers of furniture in Poland .....	23
Structure of production by the furniture groups .....	26
Financial results and indices in the furniture industry .....	28
Economic situation in the furniture production.....	36
Furniture sales in Poland .....	44
Consumption .....	44
Dynamics of price and margin evolutions.....	48
Furniture prices on the consumer market .....	49
Foreign trade .....	50
Furniture export .....	50
The geographical structure of exports .....	52
Structure of export value by the furniture groups .....	55
Structure of export volume by the furniture groups.....	58
Furniture import.....	61
The geographical structure of import .....	62
Structure of import value by the furniture groups .....	65
Structure of import volume by the furniture groups .....	68
Prices in foreign trade .....	70
Average prices of import furniture.....	70
Average prices of exported furniture .....	72
Indices and classifications .....	74
Assignment of NACE/PKWiU codes for the main groups of furniture .....	74
List of drawings.....	79
List of tables .....	81

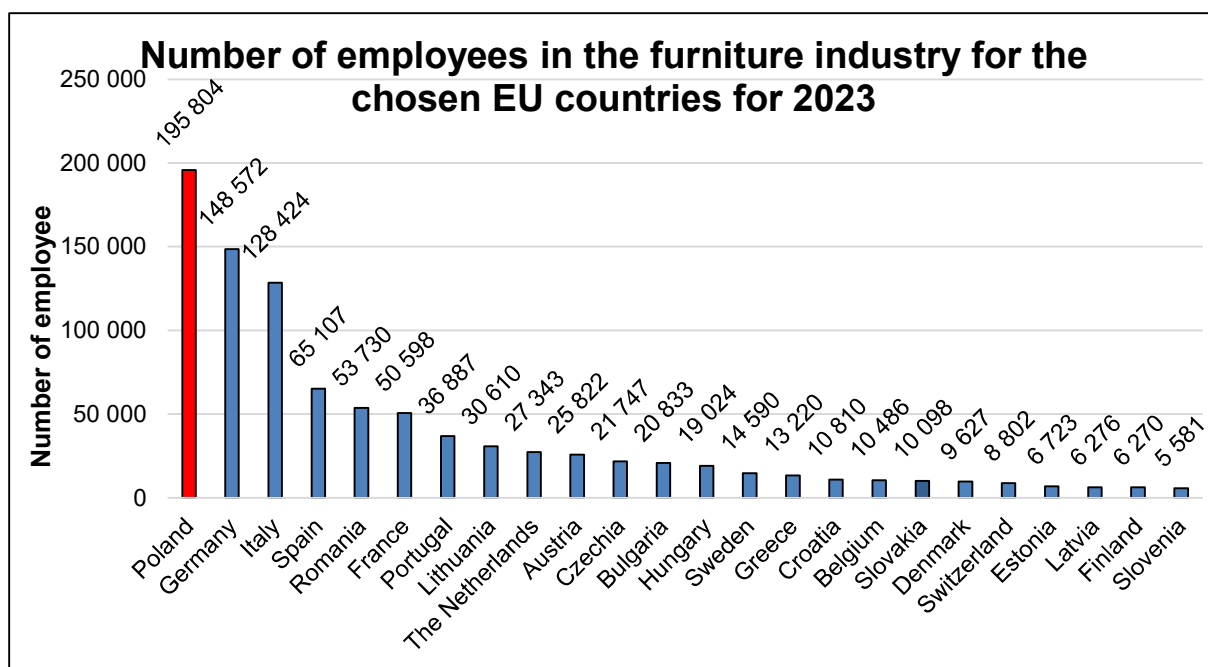


Figure 4. Number of employees in the furniture industry for the chosen EU countries for 2023  
Source: B+R Studio document based on the Eurostat data.

In total, the entire furniture industry in all European Union countries employed 927,000 people in 2023, which is 3% less compared to the year 2022.

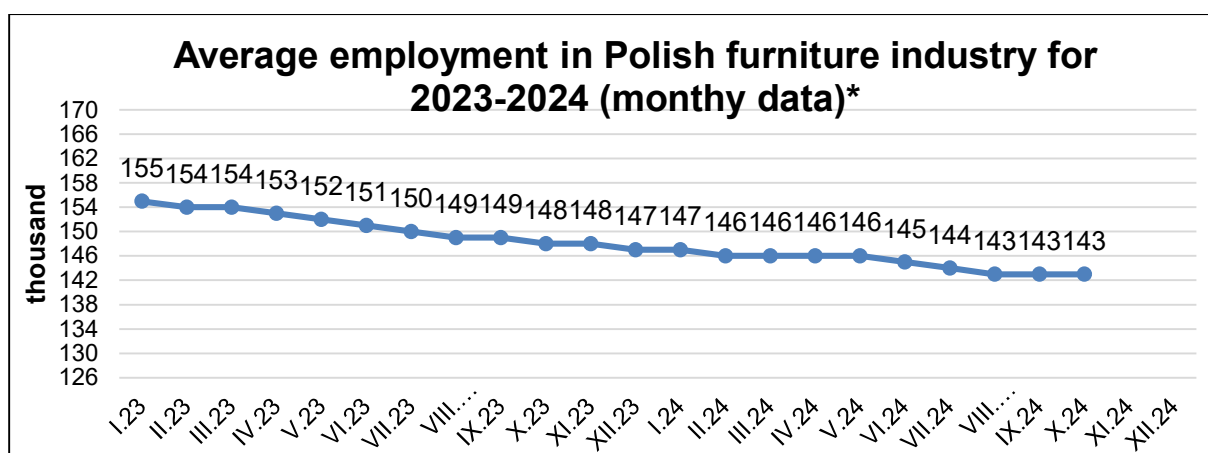


Figure 5. Average employment in the Polish furniture industry for 2023-2024 (monthly data)\*  
Source: B+R Studio document based on the Polish Central Statistical Office [GUS] data; \*translated into full-time employees.

According to data from the Central Statistical Office (GUS), the process of workforce reduction in the furniture industry continued in 2024, although the pace of decline clearly slowed compared to previous years. The average employment in the sector after ten months of 2024 amounted to 145,000 full-time jobs, representing a decrease of approximately 7,000 compared to the same period in 2023. The reduction in employment began after the second quarter of 2023, when average employment still stood at 165,000. Over nearly two years, the Polish furniture industry has reduced the number of jobs by more than 22,000.

## 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 from the end of Q3 2024, there were 31,818 firms engaged in furniture production in Poland. Compared to the same period in 2023, this number increased by 133 entities, representing a growth of 0.42%. The largest increase was observed among micro-enterprises, which grew by 159 (0.53%). The number of medium-sized companies remained unchanged at 279. However, declines were recorded in other business categories. The most significant decrease was among small enterprises, which dropped by 23, while the number of large enterprises decreased by 3.

These changes in the industry's structure indicate the continued dominance of micro-enterprises but also highlight the challenges faced by larger entities, which are more frequently experiencing a decline in numbers.

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

Size class	Unit	2022	2023*	2024**	Balance 2024** - 2023*	Balance/2023*
<b>Micro</b>	no. of companies	30 550	30 164	30 323	159	0,53%
	y/y		0,99	1,01	-	-
<b>Small</b>	no. of companies	1 189	1 161	1 138	-23	-1,98%
	y/y		0,98	0,98	-	-
<b>Medium</b>	no. of companies	287	279	279	0	0,00%
	y/y		0,97	1,00	-	-
<b>Large</b>	no. of companies	81	81	78	-3	-3,70%
	y/y		1,00	0,96	-	-
<b>Total</b>	no. of companies	32 107	31 685	31 818	133	0,42%
	y/y		0,99	1,00	-	-

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

\* as of 30.09.2023 r.;

\*\* as of 30.09.2024 r.

According to the REGON register as of September 30, 2024, the highest number of furniture companies was located in the Wielkopolskie Voivodeship, where 4,563 entities were operating. This number included 4,195 micro firms, 253 small firms, 88 medium-sized firms, and 27 large firms.

The Mazowieckie Voivodeship ranked second in terms of the number of registered entities, with a total of 4,479 furniture producing businesses.

The highest number of large firms was located in the following voivodeships: Wielkopolskie (27), Warmińsko-Mazurskie (10), Dolnośląskie (7), and Pomorskie (6).

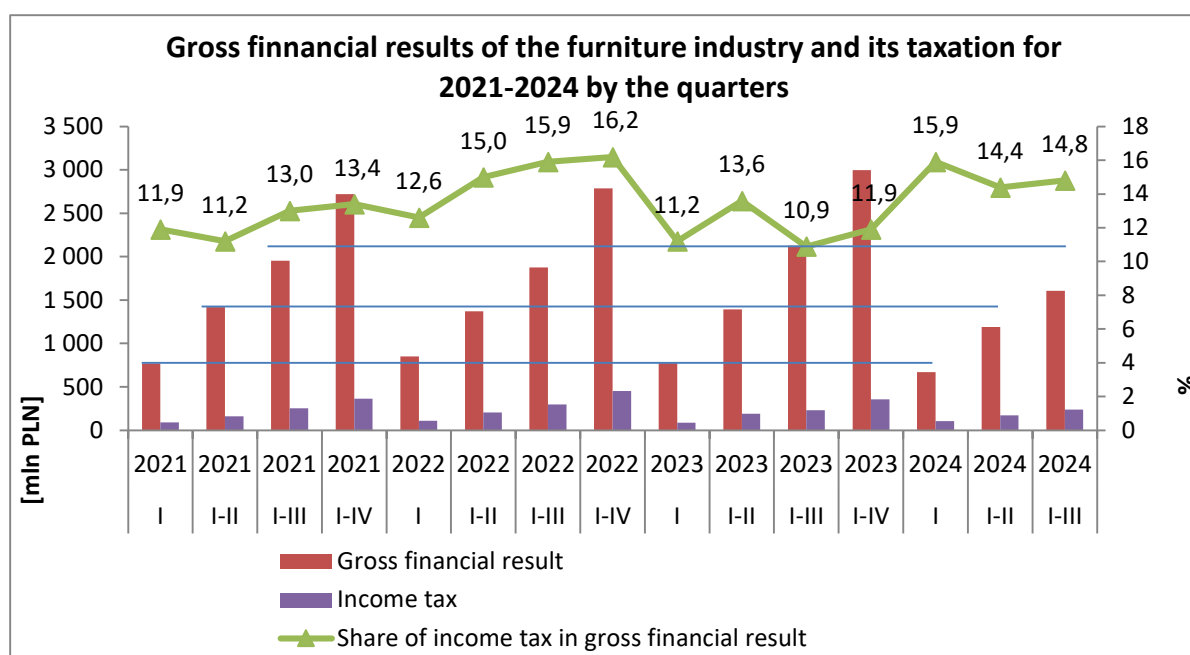


Figure 14. Gross financial result of the furniture industry and its taxation for 2021-2024 by the quarters  
Source: B+R Studio calculations based on the Polish Central Statistical Office [GUS] data.

Table 10. Gross financial result of the furniture industry and its taxation for 2021-2024 by the quarters

Quarte			2021	2022	2023	2024
Gross financial result.	I	mIn PLN	770,1	852,2	771,8	670,3
	I-II	mIn PLN	1 417,4	1 370,4	1 394,6	1 189,8
	I-III	mIn PLN	1 952,7	1 876,7	2 128,6	1 605,1
	I-IV	mIn PLN	2 722,7	2 788,4	2 999,2	
Income tax	I	mIn PLN	91,4	107,4	86,4	106,7
	I-II	mIn PLN	159,1	205,2	189,3	171,2
	I-III	mIn PLN	253,8	297,9	232,3	237,4
	I-IV	mIn PLN	365,4	451,0	357,8	
Share of income tax in gross financial result	I	%	11,9	12,6	11,2	15,9
	I-II	%	11,2	15,0	13,6	14,4
	I-III	%	13,0	15,9	10,9	14,8
	I-IV	%	13,4	16,2	11,9	
Net financial result	I	mIn PLN	678,7	744,8	685,4	563,6
	I-II	mIn PLN	1 258,2	1 165,2	1 205,2	1 018,6
	I-III	mIn PLN	1 699,0	1 578,8	1 896,2	1 367,8
	I-IV	mIn PLN	2 357,3	2 337,4	2 641,3	

Source: B+R Studio calculations based on the Polish Central Statistical Office [GUS] data.

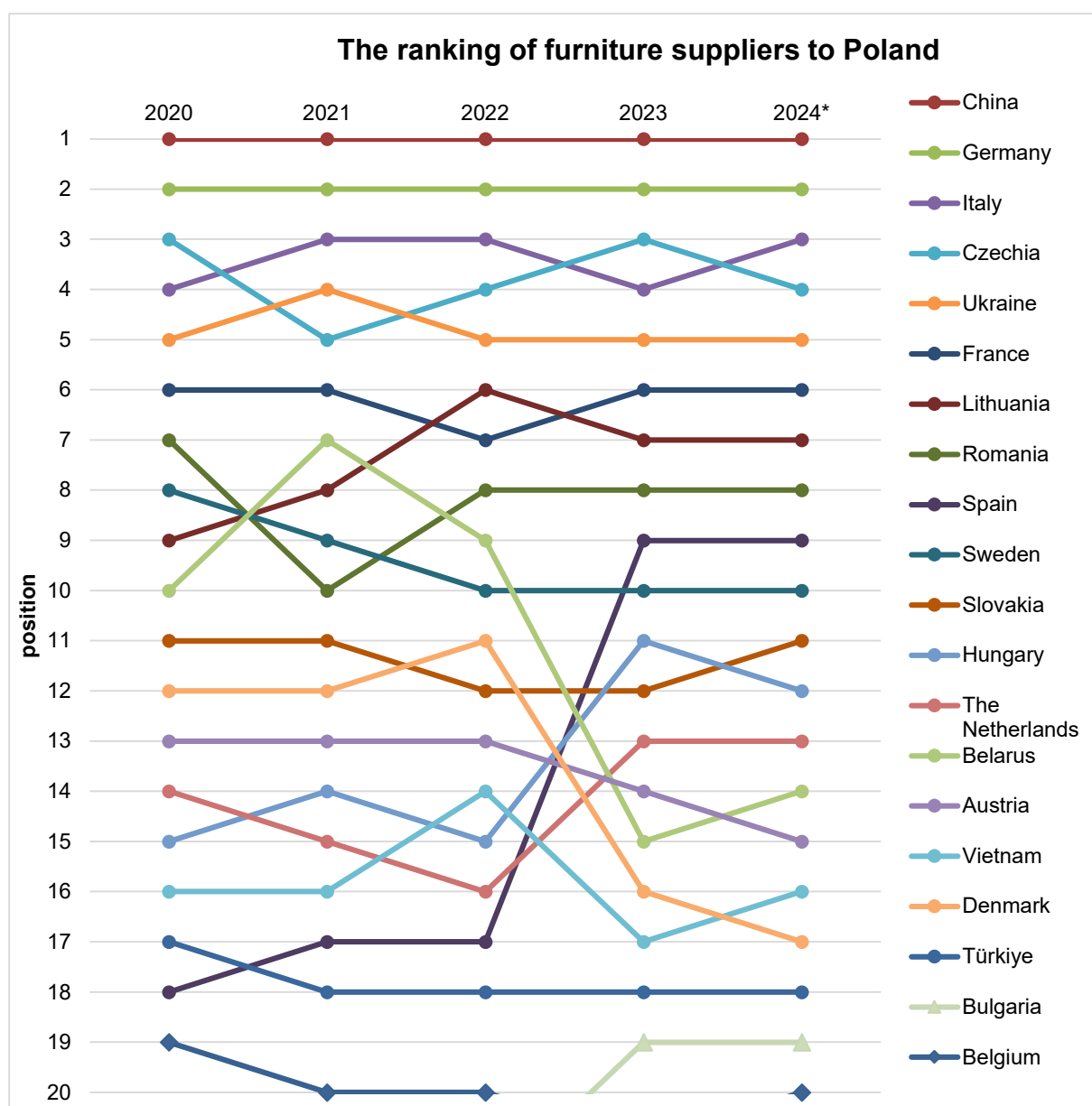


Figure 42. The ranking of furniture suppliers to Poland for 2020-2024\*

Source: B+R Studio calculations based on the Eurostat data; \*estimates of B+R Studio

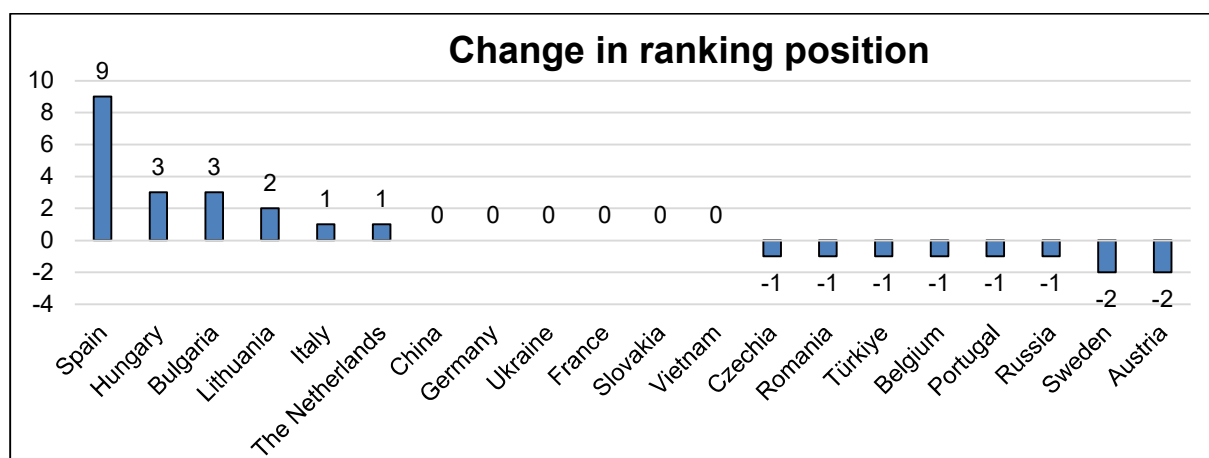


Figure 43. The change in the ranking of furniture suppliers for 2020-2024\*

Source: B+R Studio calculations based on the Eurostat data; \*estimates of B+R Studio



## List of drawings

Figure 1. Turnover of the furniture companies for 2023-2024*2024-2025* .....	7
Figure 2. The ranking of furniture manufacturers in the world for 2023 .....	12
Figure 3. The ranking of furniture exporters for 2022 - value .....	13
Figure 4. Number of employees in the furniture industry for the chosen EU countries for 2023 .....	15
Figure 5. Average employment in the Polish furniture industry for 2023-2024 (monthly data)* .....	15
Figure 6. Labour productivity of the furniture industry for the chosen EU countries for 2022 .....	16
Figure 7. The distribution of the companies manufacturing the furniture acc. to the National Business Registry Number (REGON) register for 2024* .....	20
Figure 8. Structure of the furniture companies by the size classes for 2024 .....	22
Figure 9. Structure of marketed production of the furniture industry by size classes of entities for 2023 .....	22
Figure 10. Change in net revenues of TOP20 of furniture companies for 2023 (biggest gains and biggest declines) .....	25
Figure 11. The furniture production value and its estimates for 2024 and 2025 according to groups of the Polish Classification of Products and Services (PKWiU) .....	26
Figure 12. Index of the marketed production prices for the furniture industry for 2021-2024* .....	28
Figure 13. The revenues and costs of the furniture industry related to sales of the products, goods and materials for 2021-2024 by the quarters of the year .....	30
Figure 14. Gross financial result of the furniture industry and its taxation for 2021-2024 by the quarters .....	31
Figure 15. Sales profitability index for the furniture production for 2021-2024* .....	32
Figure 16. Financial liabilities of the companies from the furniture industry for 2021-2024 by the quarters .....	35
Figure 17. Economic situation in the furniture industry - general climate of the economic situation for 2001-2024 .....	36
Figure 18. Economic situation in the furniture industry - general climate of the economic situation for 2021-2024 .....	36
Figure 19. Economic situation for the furniture industry - current and expected index of general economic situation for 2021-2024 .....	37
Figure 20. Economic situation in the furniture industry - current and expected index of the general economic situation for 2021-2024 .....	38
Figure 21. Economic situation in the furniture industry - current and expected ability to settle the financial liabilities for 2021-2024. ....	39
Figure 22. Economic situation in the furniture industry - current and expected order portfolio index for national and foreign orders for 2021-2024 .....	40
Figure 23. Economic situation in the furniture industry - Index of stocks of finished products for 2021-2024 .....	41
Figure 24. Economic situation in the furniture industry - index of expected employment for 2021-2024 .....	42
Figure 25. Economic situation in the furniture industry - index of expected product sales prices for 2021-2024 .....	43
Figure 26. Number and distribution of companies with PKD 4759 acc. to the REGON register .....	46
Figure 27. Furniture and articles for fit-out and interior decor for 2017-2024* .....	48



Figure 28. Average change in furniture price in 2024 roku (monthly data) .....	49
Figure 29. Average change in furniture price by groups in 2024 .....	49
Figure 30. Average change in furniture price in 2024 by the stores .....	50
Figure 31. Furniture export from Poland for 2017-2025* .....	51
Figure 32. Value of Polish export of furniture to the chosen countries for 2023-2024* .....	53
Figure 33. Ranking of furniture recipients from Poland for 2020-2024* .....	54
Figure 34. Change in ranking position of the main furniture recipients for 2020-2024* .....	54
Figure 35. Dynamics of furniture export value to the top20 of the recipients of the Polish furniture 2024*/2023.....	55
Figure 36. Structure of export by the furniture groups for 2021-2024*.....	57
Figure 37. Structure of export volume by the furniture groups for 2021-2024*.....	59
Figure 38. The summary of dynamics of export value and volume by the furniture groups 2024*/2023 .....	59
Figure 39 The summary of dynamics of export value and volume by the furniture groups 2024*/2021 .....	60
Figure 40. Furniture import to Poland for 2017-2024* .....	61
Figure 41. Main furniture suppliers to Poland for 2023-2024* .....	62
Figure 42. The ranking of furniture suppliers to Poland for 2020-2024* .....	64
Figure 43. The change in the ranking of furniture suppliers for 2020-2024* .....	64
Figure 44. Furniture import dynamics to Poland 2024*/2023 .....	65
Figure 45. Value of the individual furniture groups in import for 2021-2024* .....	67
Figure 46. Structure of import volume by the furniture groups for 2021-2024*.....	69
Figure 47. The summary of dynamics of import value and volume by the furniture groups ...	69
Figure 48. Average prices of furniture in import by the groups for 2021-2024* .....	71
Figure 49 Average prices of furniture in export and import by the groups for 2021-2024* .....	73
Figure 50. Average prices of furniture in export by the groups for 2021-2024* .....	73

## List of tables

Table 1. Main numbers of the furniture industry .....	5
Table 2. Value of furniture production of the main manufacturers, production per capita in 2023 .....	14
Table 3. Labour productivity of the furniture industry for the chosen EU countries for 2022..	17
Table 4. Structure of sizes of the furniture companies acc. to the REGON register .....	19
Table 5. Value of marketed production of the furniture industry with a division to size class of entities for 2023.....	21
Table 6. Summary of the 50 biggest manufacturers of furniture in Poland for 2023.....	23
Table 7. The furniture production value and its estimates for 2024 and 2025 by the main groups of the Polish Classification of Products and Services (PKWiU).....	27
Table 8. Index of the marketed production prices for the furniture industry .....	28
Table 9. The revenues and costs of the furniture industry related to sales of the products, goods and materials for 2021-2024 by the quarters of the year .....	29
Table 10. Gross financial result of the furniture industry and its taxation for 2021-2024 by the quarters .....	31
Table 11. Industrial enterprises according to the net turnover profitability ratio .....	32
Table 12. Capital expenditures in the furniture industry for 2020-2024* .....	33
Table 13. Changes in the structure of furniture production costs for 2021-2024.....	34
Table 14. Financial liabilities of the companies from the furniture industry for 2021-2024 by to the quarters.....	35
Table 15. Value of the furniture market for the retail customers .....	44
Table 16. Summary of the biggest furniture stores in Poland for 2023.....	45
Table 17 Furniture stores in Poland with more than 5 retail outlets in 2024 .....	47
Table 18. Furniture export from Poland for 2017-2025* .....	51
Table 19. Value and the geographical structure of furniture exports for 2021-2024* .....	53
Table 20. Structure of export value by the furniture groups for 2021-2024* .....	56
Table 21. Compound annual growth rate for furniture export by the groups for 2021-2024* .	57
Table 22. Structure of export volume by the furniture groups for 2021-2024* .....	58
Table 23. Furniture import to Poland for 2017-2024* .....	61
Table 24. The geographical structure of furniture import for 2021-2024* .....	63
Table 25. Structure of import value by the furniture groups for 2021-2024* .....	66
Table 26. Compound annual growth rate for furniture import by the furniture groups for 2021-2024* .....	67
Table 27. Volume of import by the furniture groups for 2021-2024*.....	68
Table 28. Average prices of furniture in import by the groups for 2021-2024* .....	70
Table 29. Average prices of furniture in export by the groups for 2021-2024* .....	72
Table 30. Assignment of furniture groups to the codes of the Polish Classification of Products and Services and NACE .....	74
Table 31. Assignment of furniture groups to the CN codes .....	75