



Polish Investment  
& Trade Agency  
PFR Group

# THE FURNITURE SECTOR

**Poland.** Business Forward





**Poland is an internationally acclaimed destination for:**

**A place where East meets West**  
Dynamic business hub at the heart of Europe

**Pristine nature**  
A top 10 country to visit according to Lonely Planet

**Vibrant food scene**  
Warsaw among Top 10 Vegan-Friendly Cities in the World



**Great cities**  
Wrocław – most business friendly medium – sized European city (2022)  
Kraków – a TOP 25 Travellers’ Choice 2022  
Łódź – in the „Best of the World 2022” List by National Geographic

**Attractive place for expats**  
Young, increasingly international society, with a very high level of English proficiency

**Rich history**  
Vast legacy of bravery and resilience





WHY  
POLAND



FACTS ABOUT  
THE POLISH  
FURNITURE  
SECTOR



WHAT MAKES  
US DIFFERENT



DID YOU KNOW  
THAT



SUPPORT  
INSTITUTIONS



HOW WE CAN  
HELP YOU

## Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

## Superb market share

40% of the region's total GDP and a gateway to the wider EU market

## Large, high-quality talent pool

300k+ of well-educated graduates annually

## Resilient economy

Max score for Macroeconomic Stability in the Global Competitiveness

Almost 30 years of continuous growth

Almost 10 years of stable growth in foreign trade turnover

## Transparent

Regional leader in the Transparency International Corruption Index

## FDI magnet

2nd in the EU, 5th in the world in terms of value of new greenfield projects (2020)

One third of all FDI stock in the region

## Top-notch infrastructure

1st in CEE in Airport Connectivity & Quality of Road Infrastructure  
(Global Competitiveness Report)

## Ratings remain high despite the turbulent Times

Moody's: A2, S&P: A-, Fitch: A-, as of the first half of 2022

## Competitive, well-developed cities

European Cities of the Future (fDi Intelligence)

Warsaw: 7th position (ahead of Berlin and Stockholm)

Kraków: 2nd in EU in Business Friendliness among Large Cities



# FACTS ABOUT THE POLISH FURNITURE SECTOR



## Poland is a TOP furniture exporter:

The 2nd exporter in the World (1st in EU)\*  
98.1% of furniture manufactured in Poland is exported

\*in terms of export value in 2021 (USD)



## Employment in the sector:

Nearly 200,000 people



## Number of manufacturers:

Over 32,000 furniture manufacturers operating in Poland

## Value of Polish export:

\$7.97 bn (2010)



\$15.85 bn (2021)

## CAGR (2010 - 2021):

+6.4% annually



Sources:

OIGPM, „Polskie Meble Outlook 2022” via [businessinsider.com.pl](https://businessinsider.com.pl) and [pb.pl](https://pb.pl)

Statistics Poland, „REGON” registry statistics (30.09.2022),

Statistics Poland, Foreign Trade Database

Growth icon made by iconixar from [www.flaticon.com](https://www.flaticon.com).

# WHAT MAKES US DIFFERENT



## Excellent Polish design

Poland's Institute of Industrial Design was one of the first institutions promoting design in post-war Europe. It was established in 1950, earlier than the famous Jacques Vienot's Parisian Institute of Industrial Aesthetics. The Institute's founder and director up till 1968 was Professor Wanda Telakowska, known as the Joan of Arc of Polish design.

*„Everyday beauty for everyone. Good design of mass production products is an economic value. Good designs are also a cultural value” - she pursued these ideas by popularizing new, rational design.*



## Competitive production costs

Production costs in Poland are more favorable than in other Western European countries. At the same time, thanks to the single European market, Polish producers have access to demanding but also large markets such as Germany or France - creating potential for generating high profits.



## Good access to wood and its products

The Polish wood industry is thriving and provides excellent raw material for our furniture industry. Proactive measures implemented by Poland's State Forests ensure sustainable management.

# DID YOU KNOW THAT

## Poland is the location of the leading furniture sector events in CEE

Two important furniture sector events take place in Poland.

The „*Meble Polska*” fair is the biggest furniture sector event in Central Europe and an excellent opportunity to establish business contacts. It is also one of the most important furniture fairs in Europe.

The *Warsaw Home & Contract* is a business fair dedicated for enthusiasts of good interior design and leading companies in this sector. The event is the 4th largest interior design trade fair in Europe.

## A Polish artist holds a Guinness Book Record in the art field

BEACON - Since 2021, Karolina Halatek’s light sculpture holds the Guinness World Record in the category of The Largest LED Structure in the World. The light sculpture can be seen in Riyadh, Saudi Arabia – it was created with a Polish manufacturer’s products. It is an example of how a creative mind can transform everyday items into pieces of art.

## Poland is a major player on the global market

Despite the Covid-19 pandemic, Poland remains one of the strongest players on the global furniture market. In 2021, it had record sales at a level of almost 65 bn PLN\*.



# SUPPORT INSTITUTIONS

## The Polish Chamber of Commerce of Furniture Manufacturers

The organisation that integrates the Polish furniture sector in order to support its activity and promote it on the home market and abroad.

- Cooperation with Polish companies and international partners
- Activities to support the Polish furniture industry
- Conferences, seminars and training
- Promotion of furniture exports



## The Polish Economic Chamber of the Wood Industry

One of the largest Polish organisations in the wood industry.

Wood is a basic resource for the furniture sector. The Polish Economic Chamber of the Wood Industry supports competitive and sustainable wood production in Poland. The organisation serves:

- Sawmills
- Manufacturers of wood products
- Producers of machinery for the wood industry
- Service providers, traders and others operating in this sector





# The Polish Investment and Trade Agency

The Polish Investment and Trade Agency's (PAIH) mission as a Government Agency is:

- To enable small- and medium-sized companies to reach their full potential in exporting their products and services around the world
- To support potential investors in Poland by providing comprehensive and up-to-date information services regarding legal and tax aspects, location and human capital, as well as on the available financial incentives
- To promote 'Poland as a Brand'

## How we can help

PAIH's experienced team of experts with a hands-on approach and excellent understanding of the needs of entrepreneurs will ensure that your projects will move as fast and smooth as possible.



**Information packs**  
macroeconomic, HR,  
legal, sectoral data



**Analysis  
of export  
potential**



**Preparing  
information  
packs**



**Verifying  
business  
partners**



**Organising  
business  
missions**



**Preparing lists  
of possible  
business partners**



**Organising  
B2B meetings**



**Support in contacts  
with Government  
Agencies**

# Contact us

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