



Polish Investment
& Trade Agency
PFR Group

THE FURNITURE SECTOR

Poland. Business Forward



Poland is an internationally acclaimed destination for:



Pristine nature

A top 10 country to visit according to Lonely Planet



A place where East meets West

Dynamic business hub at the heart of Europe



Vibrant food scene

Warsaw among Top 10 Vegan-Friendly Cities in the World



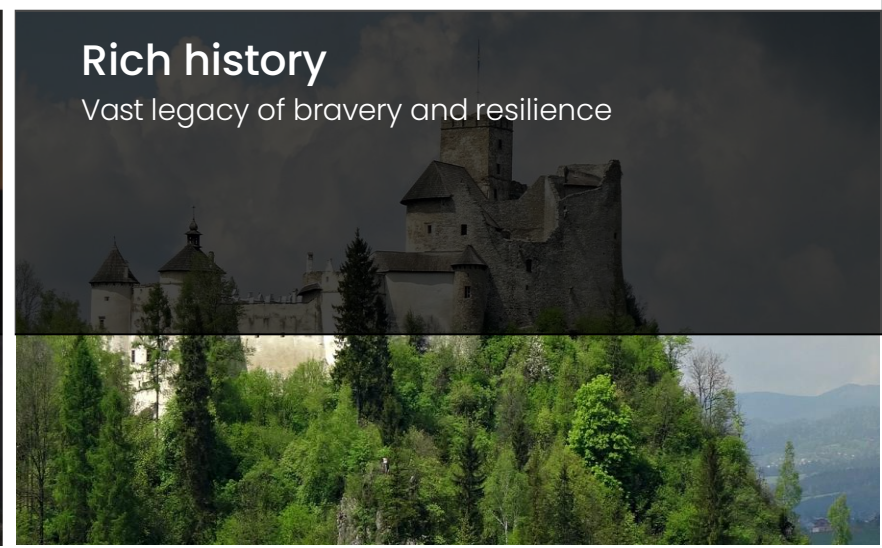
Great cities

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

Poland is the sixth largest economy in the European Union in terms of GDP

Large, high-quality talent pool

300k+ of well-educated graduates annually

Resilient economy

Poland is considered to be one of the most economically stable and fastest developing countries in the world.

Transparent

Regional leader (2nd in CEE) in the Transparency International Corruption Perceptions Index

FDI magnet

In 2022, Poland was ranked highest in the CEE region and eighth in Europe in terms of the number of inward foreign direct investments.

Top-notch infrastructure

5th longest highway network in the EU
Over 5,115 km total length of motorways and expressways

Ratings remain high despite the turbulent times

Moody's: A2, S&P: A-, Fitch: A-, as of the second half of 2023

Competitive, well-developed cities

European Cities of the Future 2023 (fDi Intelligence):

Warsaw – 6th position overall (ahead of Berlin and Stockholm)
and 2nd in the business friendliness category among major cities;

The Silesia Region – European Entrepreneurial Region in 2021-2022,

among the top ten European regions in terms of attracting FDI and cost-effectiveness



FACTS ABOUT THE POLISH FURNITURE SECTOR



Poland is a TOP furniture exporter:

The 2nd exporter in the World (1st in Europe)*
~7% growth of Polish furniture export in 2022
(comparing to 2021)*

*in terms of export value in 2022 (EUR) – OIGPM „Polskie Meble Outlook 2023”



Employment in the sector:

About 200,000 people (2023)



Number of manufacturers:

Over 32,000 furniture manufacturers
operating in Poland (2023)

Value of Polish export:

\$8.80 bn (2012)



\$15.35 bn (2022)

CAGR (2012 – 2022):

+5.7% annually



Sources:

OIGPM, „Polskie Meble Outlook 2023” via brstudio.eu

Polish Economic Chamber of Wood Industry: pigpd.pl

Statistics Poland, „REGON” registry statistics,

Statistics Poland, Foreign Trade Database

Growth icon made by iconixar from www.flaticon.com.

WHAT MAKES US DIFFERENT



Excellent Polish design

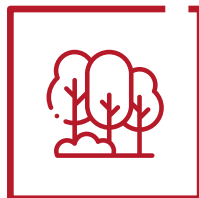
Poland's Institute of Industrial Design was one of the first institutions promoting design in post-war Europe. It was established in 1950, earlier than the famous Jacques Vienot's Parisian Institute of Industrial Aesthetics. The Institute's founder and director up till 1968 was Professor Wanda Telakowska, 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 Hałatek’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 2022, it had record sales at a level of over 68 bn PLN*.

*Source: OIGPM „Polskie Meble Outlook 2023”

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

The Polish Investment & Trade Agency

Krucza St. 50
00-025 Warsaw

NIP: 526-030-01-67
KRS: 0000109815

Contact FORM:



Service PAIH24: +48 22 334 99 55
Contact PAIH24: paih24@paih.gov.pl

Social media:



Polish Investment
& Trade Agency
PFR Group

Department of Analysis and Market Strategies,
December, 2023



Polish Investment
& Trade Agency
PFR Group

Poland. Business Forward