



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



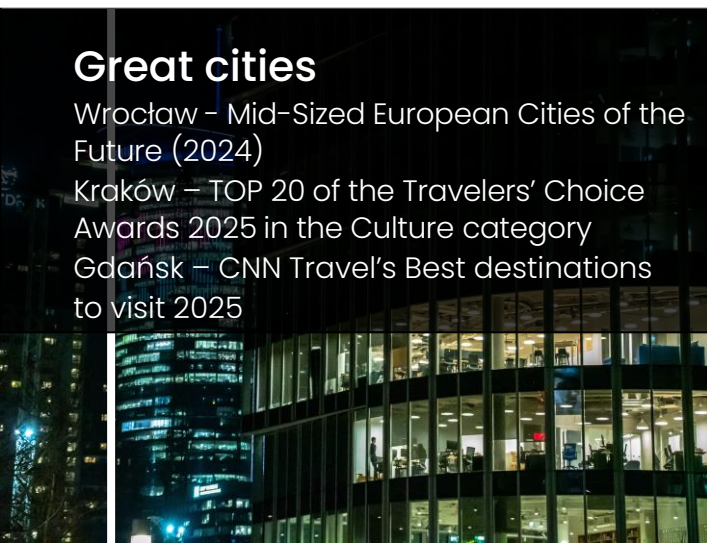
### A place where East meets West

Dynamic business hub at the heart of Europe



### Vibrant food scene

Warsaw among Top 20 Vegan-Friendly Cities in the World (HappyCow 2024)  
Poland ranked 11th in the TasteAtlas awards 24/25 of the 100 best cuisines in the World



### Great cities

Wrocław – Mid-Sized European Cities of the Future (2024)

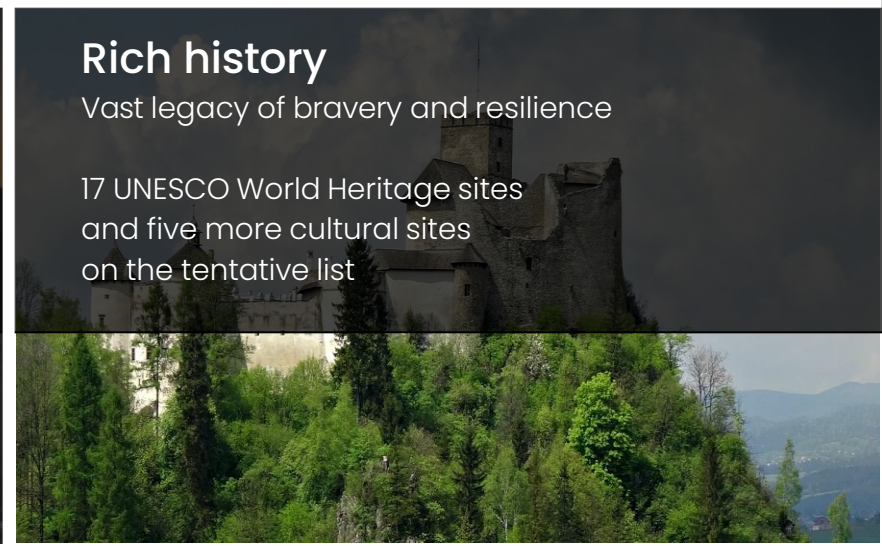
Kraków – TOP 20 of the Travelers' Choice Awards 2025 in the Culture category

Gdańsk – CNN Travel's Best destinations to visit 2025



### Attractive place for expats

Young, increasingly international society, with a very high level of English proficiency



### Rich history

Vast legacy of bravery and resilience

17 UNESCO World Heritage sites and five more cultural sites on the tentative list





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

Nearly 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 2023, Poland was ranked highest in the CEE region and sixth in Europe in terms of the number of inward foreign direct investments.

## Top-notch infrastructure

5th longest highway network in the EU  
Over 5,205 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 2024

## Competitive, well-developed cities

European Cities of the Future 2024 (fDi Intelligence):  
Warsaw – 4th position overall (ahead of Paris and Munich)  
and 2nd in the business friendliness category among major cities;  
The Silesia region ranked 3rd in the “cost-effectiveness” category;  
Western Pomerania – European Entrepreneurial Region in 2022–2023,



# FACTS ABOUT THE POLISH FURNITURE SECTOR



## Poland is a TOP furniture exporter:

The 2nd exporter in the World (1st in Europe)\*  
~2.1% growth of Polish furniture export in 2023  
(comparing to 2022)\*

\*in terms of export value in 2023 (USD) – OIGPM „Polskie Meble Outlook 2024”



## Employment in the sector:

approximately 196,000 people (2023)



## Number of manufacturers:

Nearly 32,000 furniture manufacturers  
operating in Poland (2024)

## Value of Polish export:

\$11.47 bn (2014)



\$15.94 bn (2024)

## CAGR (2013 – 2023):

+3.34% annually



Sources:

OIGPM, „Polskie Meble Outlook 2025” via brstudio.eu

Polish Economic Chamber of Wood Industry: pigpd.pl

Statistics Poland, „REGON” registry statistics, data for CN 9401-9404

Statistics Poland, Foreign Trade Database

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

# WHAT MAKES US DIFFERENT



## Excellent Polish design

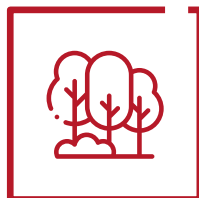
Poland's Institute of Industrial Design was one of the first institutions promoting design in post-war Europe. It was established in 1950, earlier than the famous Jacques Vienot's Parisian Institute of Industrial Aesthetics. The Institute's founder and director up till 1968 was Professor Wanda Telakowska, 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. According to Statistics Poland (GUS), 39 164 thous. m<sup>3</sup> of timbers were sold by the State Forests National Forest Holding in 2023.

# 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 and conflict in Ukraine, Poland remains one of the strongest players on the global furniture market. In 2023, it recorded sales of approximately 64 bn PLN\*. Poland also ranks in top 20 countries with best designers in the World Design Rankings 2024.

\*Source: OIGPM and B+R Studio; „Polskie Meble Outlook 2024”

World Design Rankings, [www.worlddesignrankings.com](http://www.worlddesignrankings.com)

# 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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Strategy and Analysis Division  
Promotion Department  
2025



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