



Polish Investment  
& Trade Agency  
PFR Group

# Poland. Business Forward

THE FURNITURE SECTOR

## Poland. Furnitures



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



**Pristine nature**

Top 10 country to visit according to Lonely Planet



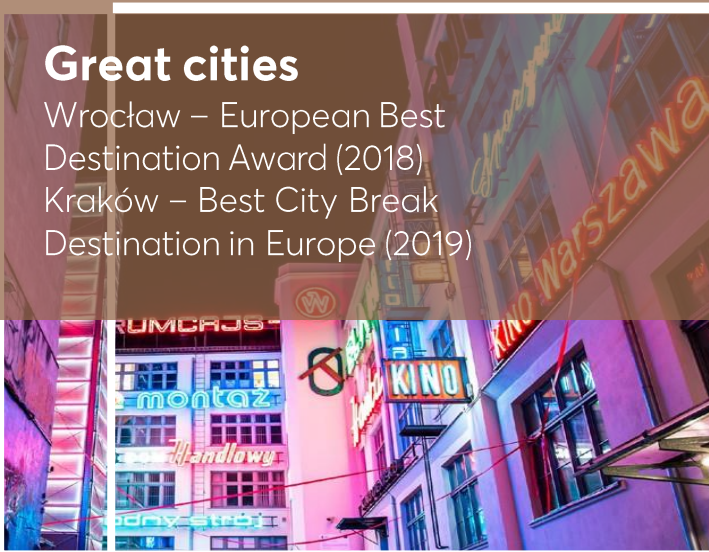
**A place where east meets west**

Dynamic business hub at the heart of Europe



**Vibrant food scene**

Warsaw among top 10 vegan-friendly cities in the world



**Great cities**

Wrocław – European Best Destination Award (2018)  
Kraków – Best City Break Destination in Europe (2019)



**Attractive place for expats**

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



**Rich history**

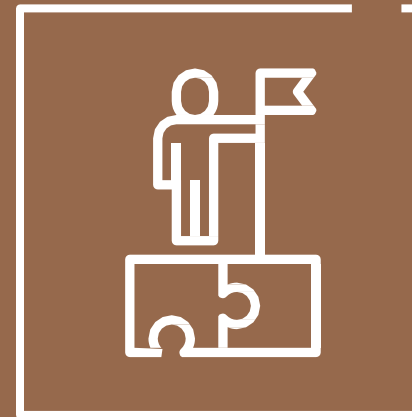
Vast legacy of bravery and resilience



**WHY  
POLAND**



**WHAT THE  
POLISH  
FURNITURE  
SECTOR STANDS  
FOR?**



**WHAT MAKES  
US  
DIFFERENT?**



**DID YOU  
KNOW?**



**INSTITUTIONAL  
ENVIRONMENT**



**HOW WE CAN  
HELP YOU**

## Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

## Superb market access

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)

## Largest share of the EU budget

EUR 160bn for Poland in subsidies and loans until 2027

## 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



# WHAT THE POLISH FURNITURE SECTOR STANDS FOR?



## Poland is TOP producer and exporter\*:

The 2nd exporter in the World (1st in EU)

The 6th producer in the World

\*in terms of value sold



## Employment in sector:

Nearly 200 000 people



## Sectoral landscape:

Over 30 000 companies operating in Poland

## Value of Polish export:

7.97 b. USD (2010)



13.05 b. USD (2020)

## CAGR (2010 - 2020):

+5.1%



Sources:

OIGPM, „Smart Furniture Export Catalog 2021“

Statistics Poland, Foreign Trade Database, <http://swaid.stat.gov.pl/en/SitePages/DBW/HandelZagraniczny.aspx>

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

# WHAT MAKES US DIFFERENT?



## Excellent Polish design

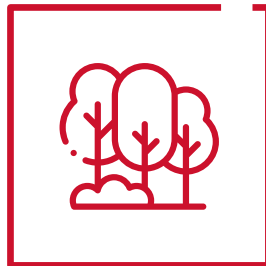
The Institute of Industrial Design was one of the first institutions promoting design in post-war Europe. It was established in 1950, earlier than the famous Parisian Institute of Industrial Aesthetics of Jacques Vienot. The Institute's founder and, until 1968, artistic director was Professor Wanda Telakowska,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

*„Everyday beauty for everyone. Good designs of mass production products are 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 Western European countries. At the same time, thanks to the single European market, Polish producers have access to demanding but also absorptive economies such as Germany or France - creating potential for generating high profits.



## A good access to wood and wooden materials

The Polish wood industry is thriving and provides excellent raw material for the furniture industry. Proactive measures conducted by the State Forests ensure sustainable forest management.

# DID YOU KNOW?

## Poland is a location of well-known furniture sector events in CEE

Two important events of the furniture sector are taking place in Poland.

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

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

## Polish artist holds the Guinness Record in a field of art

BEACON - Since 2021 the light sculpture of Karolina Hałqtek holds the Guinness World Record in the category of The Largest LED Structure in the World. The light sculpture was created in Riyadh, Saudi Arabia – based on products manufactured by a Polish producer. This is an example of how a creative mind can transform the usable objects into an art piece.

## *The Polish Table*

One of the unique elements of the Polish pavilion at Expo2020 is the *Polish Table* - a mosaic art installation that showcases Polish art and design using a variety of styles and materials.

# INSTITUTIONAL ENVIRONMENT

## Polish Chamber of Commerce of Furniture Manufacturers

The organisation that integrates Polish furniture sector in order to support its activity and promotion in the home country and abroad.

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



## Polish Economic Chamber of Wood Industry

One of the largest Polish organisations in wood industry.

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

- Sawmill companies
- Wood products manufacturers
- Wood processing machinery producers
- Service providers, traders and other subjects in 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 the needs of entrepreneurs will ensure that your cooperation will be as fast and smooth as possible



**Information packages**  
(macroeconomic, HR, legal, sectoral data)



**Analysis of export potential**



**Preparing information packages**



**Verifying business partners**



**Organising business missions**



**Preparing lists of possible business partners**



**Organising B2B meetings**



**Supporting in contacts with government agencies**

# Contact us

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**Poland.**Furnitures

