



OVERVIEW

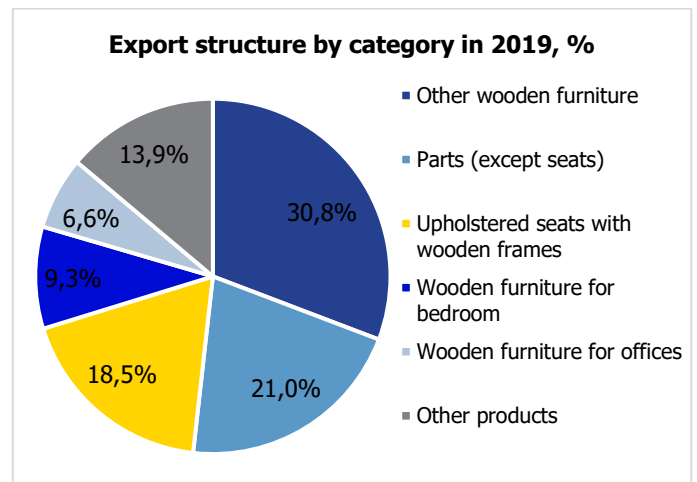
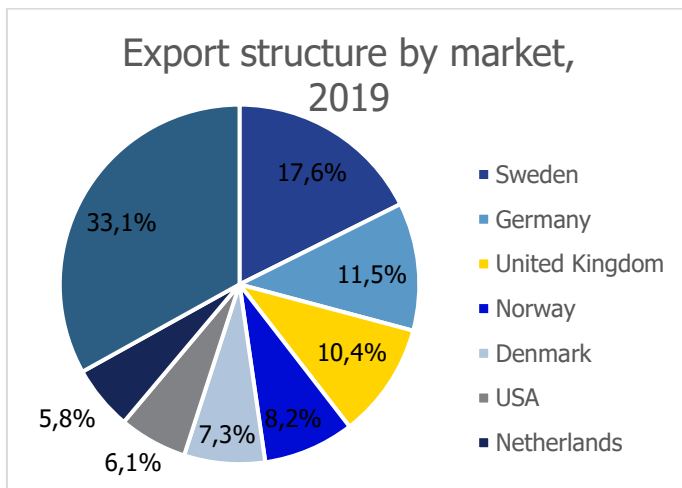
- ▶ In 2018 the furniture industry accounted for about 2.5% of GDP. At the beginning of 2020 the industry has employed around 29 thousand workers or 3.0% of the total employment.
- ▶ 971 companies were active in the industry at the beginning of 2020, 97.5% of them were small and medium sized enterprises (SMEs) with 1-249 persons employed.

Indicator	2016	2017	2018	2019	2020
Number of companies	895	907	924	930	971
Number of employees	27,175	27,558	27,951	28,664	29,178

- ▶ In 2018 production of the furniture industry (at current prices) amounted to 1.7 billion EUR, which was 0.9% more than in 2017.

Indicator	2015	2016	2017	2018	2019
Exports (million EUR)	1,198.6	1,285.5	1,447.0	1,581.4	1,756.9
Industrial production (million EUR)	1412.8	1466.5	1641.8	1656.9	-

- ▶ In 2019 the growth of domestically produced furniture exports was around 11.1% – the value of which reached 1,756.9 million euros. In 2019 exports of domestically produced goods consisted mainly of wooden furniture n.e.c. (30.8%), parts of furniture (except seats) (21.0%), upholstered seats primarily with wooden frames (18.5%), wooden furniture of bedroom (9.3%) and wooden furniture for offices (6.6%). The increase in domestically produced furniture exports in 2019 was driven by the growth of wooden furniture n.e.c. exports, whereas the largest decline in exports was recorded for mattresses of other materials. In 2019 furniture represented about 97.2% of the exported products, mattresses - about 2.8%.
- ▶ The most important export markets for the domestically produced furniture industry in 2019 were Sweden (17.6%), Germany (11.5%), the United Kingdom (10.4%), Norway (8.2%) and Denmark (7.3%). Countries in the European Union accounted for 76.6% of exports value by the furniture industry. The export of domestically produced furniture industry in 2019 has grown most significantly to Germany, Sweden and the United Kingdom.
- ▶ Several factors have determined recent trends in the European furniture market: rapid economic growth and rising personal income stimulate the demand for furniture made according to individual orders, the growing EU population and the diminishing living space increase the demand for multifunctional, mobile, space-saving furniture (the sofa-bed, uplifted, folding beds and coffee tables, folding tables, even mobile kitchen sets); the lifestyle changes increase the demand for home office furniture and the furniture, which spares nature. All these factors create favorable conditions for further development of the Lithuanian furniture sector companies, producing furniture according to individual orders and manufacturing the mass production of furniture, in the EU market. Meanwhile, the trend to promote sales producing furniture collections with the famous people names has become increasingly popular in the US market. Using such method of the partnership, manufacturers can introduce new trademarks into the market and increase their visibility more easily, saving time and other costs that occur, when the trademark is being developed and delivered to the market in the normal way.



Source: Statistics Lithuania

Exports of Lithuanian furniture by category, million EUR

Category	2015	2016	2017	2018	2019
Other wooden furniture	389.2	419.9	436.2	468.9	540.8
Parts of furniture (except seats)	249.7	261.0	311.2	328.2	368.9
Upholstered seats with wooden frames	223.3	250.4	275.3	301.1	324.3
Wooden furniture for bedroom	134.3	133.4	149.7	148.4	163.3
Wooden furniture for offices	54.6	66.1	91.8	111.4	116.1
Parts of seats	25.8	24.1	28.7	42.2	57.5
Metal furniture n.e.c.	22.4	23.4	26.9	34.6	36.6
Mattress supports	23.2	21.2	24.6	27.7	27.1
Mattresses of other materials	17.0	16.4	14.4	22.5	18.6
Other products	59.1	69.6	88.2	96.4	103.8
Total	1,198.6	1,285.5	1,447.0	1,581.4	1,756.9

Source: Statistics Lithuania

Strengths of Lithuanian furniture industry

- ▶ Time-honored traditions;
- ▶ One of the most competitive and highly developed branches in Lithuania's manufacturing industry;
- ▶ Innovative production methods, high quality furniture;
- ▶ Up to date design solutions, custom, handcrafted furniture and whole concepts;
- ▶ High technological and linguistic staff competences and work culture;
- ▶ Integration into global value chains.