



Furniture Industry Research Association

# STATISTICS DIGEST FOR THE UK FURNITURE INDUSTRY

Winter 2025/26



Members: Free  
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## Executive Summary

The UK furniture and furnishings industry remains a significant contributor to the national economy, supporting employment, manufacturing capability, and a broad value chain spanning production, wholesale, retail, and international trade. This winter 2025/26 edition of the Statistics Digest for the UK Furniture Industry brings together the latest available official data to provide decision-makers and stakeholders with a clear, evidence-based overview of recent performance and underlying structural trends. The digest draws on authoritative sources including the Office for National Statistics (ONS) and HM Revenue & Customs (HMRC), and covers the period from 2019 to 2024.

Manufacturing data by product, sourced from the ONS Prodcorn series, is available to 2024, while data by business activity is available to 2023. Based on historic publication schedules, 2024 activity-based data is expected in spring 2026 following the release of the Annual Business Survey. The report uses a dual classification framework, combining the UK Standard Industrial Classification (SIC) system for domestic business activity with the internationally recognised Harmonised System (HS) for trade, enabling consistent analysis of production, business structure, and global trade flows.

## Consumer Spending Trends

UK household final consumption expenditure reached £1.71 trillion in 2024, an increase of 42 percent compared with 2020, driven primarily by growth in domestic spending. In contrast, consumer expenditure on furnishings and household equipment has moderated since its post-pandemic peak. After reaching £79.5 billion in 2022, spending declined to £76.1 billion in 2024, with expenditure on furniture and furnishings falling by £3.2 billion over the same period. This trend diverges from continued growth in categories such as housing, recreation and culture, and hospitality, reflecting a degree of rebalancing in discretionary consumer behaviour.

Within this overall picture, several areas of household-related spending have remained comparatively resilient. Expenditure on small household appliances increased in 2024, while spending on tools and equipment for the home and garden has held steady at close to £9 billion. Routine household maintenance rose to a five-year high of £12.5 billion, indicating sustained investment in the upkeep and improvement of existing homes despite larger discretionary purchases softening.

## UK Furniture Manufacturing: Activity and Business Structure

### Output and Employment

The UK furniture manufacturing sector (SIC Division 31) comprised 6,705 enterprises, supporting an estimated 72,000 jobs, turning over £10.4 billion in 2023 (by activity, not product), according to the latest Annual Business Survey, published in April 2025. While turnover has grown since 2020, employment has declined over the same period, underscoring structural shifts towards automation, productivity gains, or consolidation. Sub-sector activity shows diverse performance patterns:

- Kitchen furniture (SIC 31.02): The largest segment by turnover at £3.28 billion.
- Other furniture (SIC 31.09): Most populous sub-sector by enterprise count (4,036 businesses).
- Office and shop furniture (SIC 31.01): Turnover rose to £2.44 billion, recovering from pandemic lows.
- Mattresses (SIC 31.03): Turnover contracted to £858 million in 2023, despite maintaining enterprise and employment levels, the latter increasing in 2024.

### Business Structure and Scale

Across manufacturing, the industry is characterised by a large base of small and medium-sized businesses alongside a material number of higher-turnover manufacturers. This business structure underpins regional employment and supports a wide range of specialist capabilities across the UK, with concentrations of activity evident in regions such as the South East, Yorkshire and The Humber, and Northern Ireland, depending on product category.

## UK Furniture Manufacturing by Product

### Total Manufacturer Sales

Measured by product, total UK manufacturer sales across furniture categories reached £10.8 billion in 2024, remaining above pre-pandemic levels despite easing from the 2022 peak. Kitchen furniture continues to be the leading domestic product category, while upholstered seating, mattresses, and bedroom furniture all recorded lower sales in 2024, reflecting softer demand conditions in parts of the consumer market.

Breakdowns by product type include:

- Kitchen furniture: Leading product category, with product sales reaching £2.34 billion. Note that kitchen manufacturers' sales, by activity, are higher still.
- Upholstered wooden seating: Proxy for sofas, and the largest single category of domestic seating, with sales of £784 million in 2024 — the lowest since the Covid period, and down 17 percent compared with 2023.
- Mattresses: Coil and pocket sprung mattresses remained dominant at £531.7 million, with mattresses of other construction, including foam, at £79.8 million.
- Bedroom furniture: Wooden bedroom furniture remained a top-selling cabinet category at £515.4 million, though that represents a nine-year low.

The manufacturing of office and shop furniture, plastic furniture, and component parts (wood/metal) also contribute significantly to the domestic production landscape.

## The Wider Furniture and Furnishings Sector

When viewed across the full supply chain, the scale of the furniture and furnishings sector is more pronounced. Manufacturing, wholesale, retail, and related services together generated more than £39 billion in turnover in 2023 and employed over 235,000 people. Furniture manufacturing accounted for approximately three-quarters of furnishings-related manufacturing turnover, with retail representing the largest employment segment.

## International Trade

International trade remains a defining feature of the sector. In 2024, the UK imported £10.29 billion of furniture and related products while exporting £3.25 billion, resulting in a trade deficit of more than £7 billion. Imports continue to be dominated by furniture, seating, and lighting products, with China the largest single source. On the export side, seating, including for aircraft, together with lighting and furniture accounted for the majority of outbound trade, with the United States the fastest-growing major export destination.

Taken together, the data presented in this digest illustrates a sector of considerable economic importance, with a broad and diverse industrial base spanning domestic manufacturing, extensive retail activity, and deep integration into global trade networks. While consumer demand and production patterns have adjusted since the post-pandemic peak, the furniture and furnishings industry continues to play a central role in employment, and makes a substantial contribution to the national economy.

## 1. Introduction

This Statistics Digest for the UK Furniture Industry presents a comprehensive compilation of published data and market intelligence drawn from official sources, including the Office for National Statistics (ONS) and HM Revenue and Customs. Assembled by the Furniture Industry Research Association, the report offers an authoritative reference point for understanding recent trends and structural developments within the UK furniture market.

The digest is designed to support decision-makers, including manufacturers, importers, wholesalers, retailers, policymakers, and affiliated stakeholders, by providing a factual basis upon which to assess performance, identify opportunities, and inform strategic planning. The scope of the report spans the period from 2019 through 2024, with available data for 2024 encompassing trade flows, manufacturing (by product), and consumer spending. Manufacturing data by activity is available to 2023.

The UK furniture industry is multifaceted, encompassing businesses engaged in the production and sale of both domestic and contract furniture. This includes a wide spectrum of products, from fitted kitchens and wardrobes to standalone items such as sofas, beds, chairs, mattresses, and occasional furniture. For completeness, the digest also includes relevant data on associated sectors, including seats used in cars and aircraft.

Every effort has been made to ensure the accuracy and consistency of the statistics presented. Standard data sets have been used wherever possible, and methodological consistency has been prioritised. However, users are reminded that all statistics are subject to limitations inherent in the original data. Where discrepancies exist, the best available figures have been applied.

A summary of the analyses included in this digest can be found on the Contents page.

## 2. Furniture Source Data

Economic and trade data is structured using internationally recognised classification systems to enable consistent reporting, analysis and comparison. For this market report, two such systems form the basis of the underlying data: the Standard Industrial Classification (SIC) for business activities and the Harmonised System (HS) for traded goods. Each provides a framework for organising complex economic information into a standardised format suitable for policymaking, market analysis and commercial planning.

The SIC system categorises businesses according to the type of work they perform. It is widely used in the UK by agencies such as Companies House and the Office for National Statistics to organise data on manufacturing, distribution, retail and service-based activities. The UK version — UK SIC 2007 — is based on the EU's NACE classification and provides a common language for describing business activity across official filings and national statistics. For example, SIC codes allow us to distinguish between different sectors of the furniture industry, from office and shop furniture production to furniture retail, providing insights into structural trends, employment and output within the wider economy.

The HS system, maintained by the World Customs Organization, classifies physical goods using a six-digit code and is the global standard for customs and trade statistics. It is used in over 200 countries and underpins import and export reporting, making it essential for understanding cross-border flows of goods such as furniture, mattresses, and fittings. HS codes allow for direct comparison of product-level data across national boundaries, supporting analysis of trade volumes, patterns and competitiveness.

Within the European Union, the Combined Nomenclature (CN) builds on the HS by adding two additional digits for EU-specific requirements. While not the primary basis of this report, CN codes are important for understanding how goods are treated for customs and tariff purposes within the EU and are particularly relevant to businesses trading with or within the Single Market. CN codes help refine analysis when examining detailed trade flows, particularly where different product subtypes attract varying duties or are subject to specific regulatory provisions.

In summary, this report draws on SIC and HS classifications to structure the analysis of the UK furniture industry by both economic activity and traded goods. These systems enable clarity and consistency in the presentation of statistical information, while references to the CN system provide additional context where EU-specific classifications may affect interpretation of trade data. Understanding these coding

systems is essential for readers seeking to draw meaningful conclusions from industry metrics and market trends.

## 2.1 SIC code system

### 31 Manufacture of furniture

This division includes the manufacture of furniture and related products of any material except stone, concrete and ceramic. The processes used in the manufacture of furniture are standard methods of forming materials and assembling components, including cutting, moulding and laminating. The design of the article, for both aesthetic and functional qualities, is an important aspect of the production process. The division is subdivided into the following categories and sub-categories:

#### 31.01 Manufacture of office and shop furniture

This class includes the manufacture of furniture of any kind (other than domestic), of any material (except stone, concrete or ceramic) for any place and for various purposes.

This class includes:

- manufacture of chairs and seats for offices, workrooms, hotels, restaurants and public premises
- manufacture of chairs and seats for theatres, cinemas and the like
- manufacture of special furniture for shops: counters, display cases, shelves etc.
- manufacture of office furniture
- manufacture of laboratory benches, stools, and other laboratory seating, laboratory furniture (e.g. cabinets and tables)
- manufacture of furniture for churches, schools, restaurants

This class excludes: blackboards, manufacture of car seats, manufacture of railway car seats, manufacture of aircraft seats, manufacture of medical, surgical, dental or veterinary furniture, modular furniture attachment and installation, partition installation, laboratory equipment furniture installation.

### 31.02 Manufacture of kitchen furniture

This class includes:

- manufacture of kitchen furniture

### 31.03 Manufacture of mattresses

This class comprises the manufacture of mattresses, including:

- mattresses fitted with springs or stuffed or internally fitted with a supporting material
- uncovered cellular rubber or plastic mattresses

This class excludes inflatable rubber mattresses and rubber waterbed mattresses.

### 31.09 Manufacture of other furniture

This class includes:

- manufacture of sofas, sofa beds and sofa sets
- manufacture of garden chairs and seats
- manufacture of furniture for bedrooms, living rooms, gardens, etc
- manufacture of cabinets for sewing machines, televisions, etc

This class also includes:

- finishing such as upholstery of chairs and seats
- finishing of furniture such as spraying, painting, French polishing and upholstering

This class excludes: manufacture of pillows, pouffes, cushions, quilts and eiderdowns, manufacture of furniture of ceramics, concrete and stone, manufacture of lighting fittings or lamps, manufacture of car seats, manufacture of railway car seats, manufacture of aircraft seats, reupholstering and restoring of furniture.

## 2.2 HS code system

### 94 Furniture/Bedding/Lighting

This class includes subclasses:

- 9401: Seats, whether or not convertible into beds, and parts thereof
- 9402: Medical, surgical, dental, or veterinary furniture
- 9403: Furniture and parts thereof
- 9404: Mattress supports; Mattresses; Bedding
- 9405: Luminaires and lighting fittings
- 9406: Prefabricated buildings

The above classes are further broken down into subclasses, with more detailed category information detailed in the international trade data section of this report.

## 3. Consumer Spending

### 3.1 Household final consumption expenditure summary

UK household final consumption expenditure reached £1.71 trillion in 2024, up 42 percent from £1.20 trillion in 2020. The growth was driven almost entirely by domestic spending, which rose by nearly £480 billion over the period. Net tourism, which had dipped into negative figures in 2021, recovered to £29.2 billion in 2024. The data reflects a strong post-pandemic recovery in overall consumer demand.

Spending on furnishings, household equipment and routine maintenance rose sharply in the first half of the period, climbing from £68.2 billion in 2020 to a peak of £79.5 billion in 2022. However, it then declined to £78.9 billion in 2023 and fell again in 2024 to £76.1 billion. This contrasts with consistent upward trends seen in housing, transport and recreation and culture, which all recorded substantial and uninterrupted growth from 2020 to 2024.

The relative flatlining of furnishings spend is further highlighted by stronger growth in adjacent categories such as restaurants and hotels, which more than doubled over the five-year period, and miscellaneous goods and services, which rose from £143.9 billion to £221.8 billion. While some categories like communication and alcohol, tobacco and narcotics also saw minimal growth, most others, including health, education and food and drink, posted solid gains.

(£ millions)

| Series Name                                                                  | 2020             | 2021             | 2022             | 2023             | 2024             |
|------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|------------------|
| Food and drink                                                               | 115,658          | 117,207          | 127,216          | 143,241          | 146,028          |
| Alcohol, tobacco and narcotics                                               | 49,311           | 49,654           | 47,435           | 48,400           | £50,705          |
| Clothing and footwear                                                        | 55,425           | 62,254           | 72,536           | 79,009           | 79,835           |
| Housing                                                                      | 355,211          | 366,725          | 393,123          | 420,041          | 442,196          |
| <b>Furnishings, household equipment and routine maintenance of the house</b> | <b>68,187</b>    | <b>74,991</b>    | <b>79,533</b>    | <b>78,962</b>    | <b>76,135</b>    |
| Health                                                                       | 22,269           | 27,338           | 30,194           | 34,102           | 35,832           |
| Transport                                                                    | 123,080          | 145,908          | 198,924          | 207,455          | 212,772          |
| Communication                                                                | 29,565           | 28,877           | 30,181           | 30,333           | 32,981           |
| Recreation and culture                                                       | 117,372          | 131,914          | 149,789          | 151,870          | 158,522          |
| Education                                                                    | 30,004           | 32,435           | 35,473           | 38,196           | 40,942           |
| Restaurants and hotels                                                       | 87,994           | 122,168          | 163,016          | 173,044          | 179,383          |
| Miscellaneous goods and services                                             | 143,883          | 159,962          | 192,517          | 216,527          | 221,792          |
| <b>Total domestic expenditure</b>                                            | <b>1,197,959</b> | <b>1,319,433</b> | <b>1,519,937</b> | <b>1,621,180</b> | <b>1,677,123</b> |
| Net tourism                                                                  | 2,387            | -110             | 14,807           | 25,536           | 29,241           |
| <b>Total expenditure</b>                                                     | <b>1,200,346</b> | <b>1,319,323</b> | <b>1,534,744</b> | <b>1,646,716</b> | <b>1,706,364</b> |

**Source:** Source: Office for National Statistics [<https://www.ons.gov.uk>] Consumer Trends, Table 0a: UK national and domestic household final consumption expenditure, £ millions; Published 28 March 2025.

**Note:** Current Prices, not seasonally-adjusted

## 3.2 Consumer expenditure on furnishings, household equipment and routine maintenance of the house

Consumer expenditure on furnishings, household equipment and maintenance peaked in 2022 at £79.5 billion before declining slightly to £76.1 billion in 2024. The combined category of furniture, carpets and floor coverings reached £30.2 billion in 2022 but dropped to £26.8 billion last year, driven primarily by a fall in furniture and furnishings, which declined by £3.2 billion from its high in 2022. Despite this, spending on carpet and floor coverings remained comparatively stable.

Household appliances—including both major and small electric appliances—peaked at £13.9 billion in 2022, before falling in both subsequent years to finish at £12.4 billion in 2024. Notably, spending on small electric household appliances rose year-on-year in 2024, in contrast to major appliances, which saw a sharp decline of £1.2 billion from their 2022 high. Tools and equipment for the home and garden have remained consistently strong, maintaining expenditure levels of nearly £9 billion across the past three years.

Routine maintenance and everyday household items continued to receive strong investment. Spending on non-durable goods climbed back above £8 billion in 2024, while routine household maintenance rose to its highest level in five years at £12.5 billion. Expenditure on glassware and tableware remained near peak levels, while household textiles declined slightly year-on-year.

£ millions

| Series Name                                                              | 2020          | 2021          | 2022          | 2023          | 2024          |
|--------------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
| Furniture and furnishings                                                | 20,340        | 23,683        | 24,750        | 23,841        | 21,508        |
| Carpets and other floor coverings                                        | 4,109         | 4,864         | 5,416         | 4,803         | 5,175         |
| Repair of furniture, furnishings and floor coverings                     | 14            | 36            | 41            | 65            | 122           |
| <b>Furniture and furnishings, carpets, and other floor coverings</b>     | <b>24,463</b> | <b>28,583</b> | <b>30,207</b> | <b>28,709</b> | <b>26,805</b> |
| Major appliances whether electrical or not                               | 8,948         | 9,580         | 11,452        | 11,110        | 9,872         |
| Small electric household appliances                                      | 1,861         | 2,016         | 1,815         | 1,701         | 2,069         |
| Repair of household appliances                                           | 488           | 546           | 646           | 817           | 496           |
| <b>Household appliances</b>                                              | <b>11,297</b> | <b>12,142</b> | <b>13,913</b> | <b>13,628</b> | <b>12,437</b> |
| Major tools and equipment                                                | 832           | 1,351         | 1,394         | 1,112         | 1,302         |
| Small tools and equipment                                                | 5,847         | 7,504         | 7,472         | 7,744         | 7,629         |
| <b>Tools and equipment for house and garden</b>                          | <b>6,679</b>  | <b>8,855</b>  | <b>8,866</b>  | <b>8,856</b>  | <b>8,931</b>  |
| Non-durable household goods                                              | 8,067         | 7,182         | 7,247         | 7,631         | 8,054         |
| Domestic and household services                                          | 3,933         | 3,565         | 3,628         | 4,059         | 4,434         |
| <b>Goods and services for routine household maintenance</b>              | <b>12,000</b> | <b>10,747</b> | <b>10,875</b> | <b>11,690</b> | <b>12,488</b> |
| Glassware, tableware and household utensils                              | 6,605         | 7,083         | 8,369         | 8,635         | 8,473         |
| Household textiles                                                       | 7,143         | 7,581         | 7,303         | 7,444         | 7,001         |
| <b>Furnishing, household equipment and routine household maintenance</b> | <b>68,187</b> | <b>74,991</b> | <b>79,533</b> | <b>78,962</b> | <b>76,135</b> |

**Source:** Office for National Statistics ([www.ons.gov.uk](http://www.ons.gov.uk)), Consumer Trends, Table 05CN Household final consumption expenditure published 28 March 2025

**Note:** Current Prices, not seasonally-adjusted

## 4. UK furniture manufacturing by activity

The data in this section is derived from the Annual Business Survey (ABS), and examines the production of furniture by activity, including the number of enterprises carrying out that activity, their turnover, how many people they employ, and some of their costs. In section 5, UK furniture manufacturing output is measured by product, looking at the individual categories themselves, rather than the enterprises manufacturing them. That data is from the Office for National Statistics (ONS) Prodcom series, for which data is available to 2024.

In 2023, the latest year in which data by activity was available from the ABS, there were 6,705 enterprises operating across furniture manufacturing sector in its entirety, down on the previous year but still 350 more than in the last full year before the pandemic. Their combined turnover in 2023 was just under £10.4 billion. The manufacturing of furniture is further broken down by sub-sectors (at 4-digit SIC code level), in sections 4.2 though 4.5.

The release of the Business Register and Employment Survey (BRES) in November 2025 confirmed that 2024 total employment remained unchanged from the previous year, at 72,000. However, there were changes within the sub-segments. Total employment in the manufacture of office and shop furniture declined by 1,000 to 13,000, but was balanced by an increase of the same amount to 20,000 in the manufacture of kitchen furniture. Similarly, employment in mattress production increased by 1,000 to 8,000 in 2024, while headcount in the manufacture of other furniture decreased by 1,000 to a total of 31,000.

## 4.1 Manufacture of furniture (SIC Code 31)

| Manufacture of furniture                         | Units      | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------------------------------------|------------|--------|--------|--------|--------|--------|
| Number of enterprises                            | Number     | 6,355  | 6,504  | 6,857  | 6,961  | 6,705  |
| Total turnover                                   | £ millions | 8,994  | 8,065  | 9,434  | 10,347 | 10,376 |
| Approximate gross value added at basic prices    | £ millions | 3,714  | 3,406  | 3,906  | 4,247  | 4,228  |
| Total purchases of goods, materials and services | £ millions | 5,317  | 4,900  | 5,718  | 6,183  | 6,133  |
| Total employment - point in time                 | Number     | 88,000 | 75,000 | 89,000 | 80,000 | 72,000 |
| Total employment costs                           | £ millions | 2,267  | 2,168  | 2,485  | 2,653  | 2,642  |

**Source:** Office for National Statistics, Annual Business Survey, Section C. Manufacturing, April 2025

**Note:** Total employment number data is for Great Britain, and sourced from Nomisweb.co.uk (Official Census/Labour Market Statistics) from the Business Register and Employment Survey (BRES), November 2025

The Annual Business Survey further segregates furniture manufacturing into the following sub-sectors:

- 31.01 Manufacture of office and shop furniture
- 31.02 Manufacture of kitchen furniture
- 31.03 Manufacture of mattresses
- 31.09 Manufacture of other furniture

## 4.2 Manufacture of office and shop furniture (SIC Code 31.01)

| Manufacture of office and shop furniture          | Units      | 2019   | 2020   | 2021   | 2022   | 2023   |
|---------------------------------------------------|------------|--------|--------|--------|--------|--------|
| Number of enterprises                             | Number     | 895    | 876    | 882    | 909    | 826    |
| Total turnover                                    | £ millions | 2,201  | 1,793  | 2,082  | 2,236  | 2,438  |
| Approximate gross value added at basic prices     | £ millions | 936    | 756    | 877    | 976    | 1,022  |
| Total purchases of goods, materials, and services | £ millions | 1,276  | 1,074  | 1,243  | 1,287  | 1,400  |
| Total employment - point in time                  | Number     | 19,000 | 15,000 | 17,000 | 15,000 | 14,000 |
| Total employment costs                            | £ millions | 572    | 512    | 492    | 604    | 622    |

## 4.3 Manufacture of kitchen furniture (SIC Code 31.02)

| Manufacture of kitchen furniture                 | Units      | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------------------------------------|------------|--------|--------|--------|--------|--------|
| Number of enterprises                            | Number     | 1,445  | 1,490  | 1,592  | 1,614  | 1,599  |
| Total turnover                                   | £ millions | 2,692  | 2,578  | 2,974  | 3,428  | 3,281  |
| Approximate gross value added at basic prices    | £ millions | 1,029  | 1,058  | 1,201  | 1,394  | 1,330  |
| Total purchases of goods, materials and services | £ millions | 1,679  | 1,581  | 1,821  | 2,065  | 1,951  |
| Total employment - point in time                 | Number     | 20,000 | 19,000 | 23,000 | 22,000 | 19,000 |
| Total employment costs                           | £ millions | 614    | 644    | 805    | 808    | 783    |

## 4.4 Manufacture of mattresses (SIC Code 31.03)

| Manufacture of mattresses                        | Units      | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------------------------------------|------------|-------|-------|-------|-------|-------|
| Number of enterprises                            | Number     | 191   | 218   | 230   | 252   | 244   |
| Total turnover                                   | £ millions | 776   | 752   | 905   | 926   | 858   |
| Approximate gross value added at basic prices    | £ millions | 298   | 298   | 348   | 389   | 375   |
| Total purchases of goods, materials and services | £ millions | 481   | 468   | 573   | 542   | 488   |
| Total employment - point in time                 | Number     | 7,000 | 7,000 | 8,000 | 7,000 | 7,000 |
| Total employment costs                           | £ millions | 201   | 178   | 197   | 219   | 224   |

## 4.5 Manufacture of other furniture (SIC Code 31.09)

| Manufacture of other furniture                   | Units      | 2019   | 2020   | 2021   | 2022   | 2023   |
|--------------------------------------------------|------------|--------|--------|--------|--------|--------|
| Number of enterprises                            | Number     | 3,824  | 3,920  | 4,153  | 4,186  | 4,036  |
| Total turnover                                   | £ millions | 3,324  | 2,941  | 3,474  | 3,756  | 3,800  |
| Approximate gross value added at basic prices    | £ millions | 1,451  | 1,293  | 1,480  | 1,488  | 1,502  |
| Total purchases of goods, materials and services | £ millions | 1,880  | 1,776  | 2,081  | 2,289  | 2,293  |
| Total employment - point in time                 | Number     | 41,000 | 34,000 | 40,000 | 36,000 | 32,000 |
| Total employment costs                           | £ millions | 879    | 834    | 991    | 1,022  | 1,013  |

## 5. UK furniture manufacturing by product

The broad sub-sector classifications outlined in the previous section can be further refined into specific product categories using data from the Prodcom report published annually by the Office for National Statistics (ONS). It is important to note that differences exist between UK production figures sourced from the Annual Business Survey (ABS), reported in Section 4.1, and those presented in the Prodcom reports referenced here.

These discrepancies arise from several key factors. While Prodcom is structured around products, the ABS focuses on business activities. The datasets also differ in terms of the company samples used, with each survey drawing from distinct reporting populations. Furthermore, the timing of data collection varies: the ABS is based on financial year-end data, whereas Prodcom is aligned with the calendar year. Additionally, Prodcom may include or exclude income from non-manufacturing activities, depending on its classification criteria. A comprehensive explanation of the methodologies and distinctions can be found on the ONS website.

## 5.1 Manufacture of furniture

Total sales of businesses classified to the manufacturing of furniture (Division 31) declined for the second straight year, to £10.8 billion in 2024. Of the total, £7.2 billion was total UK manufacturer sales of products in this product group, with the remainder made up of merchanted goods, work done, waste products, non-production income, and net carry in/carry out.

### 5.1.1 Manufacture of furniture (31)

| 31: Manufacture of Furniture                                               | 2020  | 2021   | 2022   | 2023   | 2024   |
|----------------------------------------------------------------------------|-------|--------|--------|--------|--------|
| Total UK manufacturer sales of products in this product group (£ millions) | 6,437 | 7,879  | 8,186  | 7,907  | 7,246  |
| Total sales of businesses classified to this industry (£ millions)         | 8,939 | 10,350 | 11,427 | 11,044 | 10,787 |

The following four tables show the sub-classes within Division 31 at 4-digit SIC code level, namely the manufacture of office and shop furniture, manufacture of kitchen furniture, manufacture of mattresses, and manufacture of other furniture.

### 5.1.2 Manufacture of office and shop furniture (31.01)

| 31.01: Manufacture of office and shop furniture                            | 2020  | 2021  | 2022  | 2023  | 2024  |
|----------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| Total UK manufacturer sales of products in this product group (£ millions) | 962   | 1,223 | 1,271 | 1,244 | 1,140 |
| Total sales of businesses classified to this industry (£ millions)         | 1,699 | 1,944 | 2,286 | 2,324 | 2,549 |

### 5.1.3 Manufacture of kitchen furniture (31.02)

| 31.02: Manufacture of kitchen furniture                                    | 2020  | 2021  | 2022  | 2023  | 2024  |
|----------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| Total UK manufacturer sales of products in this product group (£ millions) | 1,967 | 2,206 | 2,446 | 2,494 | 2,338 |
| Total sales of businesses classified to this industry (£ millions)         | 2,898 | 3,522 | 3,829 | 3,732 | 3,584 |

5.1.4 Manufacture of mattresses (31.03)

| 31.03: Manufacture of mattresses                                           | 2020 | 2021 | 2022 | 2023  | 2024 |
|----------------------------------------------------------------------------|------|------|------|-------|------|
| Total UK manufacturer sales of products in this product group (£ millions) | 730  | 889  | 833  | 872   | 808  |
| Total sales of businesses classified to this industry (£ millions)         | 749  | 893  | 871  | 1,009 | 887  |

5.1.4 Manufacture of other furniture (31.09)

| 31.09: Manufacture of other furniture                                      | 2020  | 2021  | 2022  | 2023  | 2024  |
|----------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| Total UK manufacturer sales of products in this product group (£ millions) | 2,778 | 3,662 | 3,635 | 3,297 | 2,959 |
| Total sales of businesses classified to this industry (£ millions)         | 3,593 | 3,992 | 4,442 | 3,979 | 3,767 |

**Source:** Source: Office for National Statistics (Prodcom), July 22, 2025

**Note:** Total sales of businesses classified to this industry is the sum of total UK manufacturer sales of products in Division 31, plus merchanted goods, work done, waste products, non-production income, and net carry in/carry out; Division 31 does not include plane and car seats, or medical, veterinary or surgical furniture. UK manufactured sales of these are provided in sections 5.2 and 5.4.

5.2 Seating

Upholstered seats with wooden frames — widely regarded within the industry as a proxy for sofas — represent the largest sub-segment of the mainstream seating category. In 2024, sales totalled £784 million, marking the lowest annual figure since the first Covid-affected period.

For context and completeness, the figures below also include sales of car seats and aircraft seats, which, while not part of Standard Industrial Classification (SIC) code 31 (manufacture of furniture), are captured under Harmonised System (HS) Chapter 94 — the broad international classification for traded furniture products. These sectors generated £1.26 billion and £1.03 billion respectively in 2024, underscoring their significance within the wider furniture landscape.

£ '000

| SIC Code | Description                                                        | 2020      | 2021    | 2022      | 2023      | 2024      |
|----------|--------------------------------------------------------------------|-----------|---------|-----------|-----------|-----------|
| 31001150 | Swivel seats with variable height adjustments                      | 147,983   | 202,345 | 210,999   | 258,156   | 217,082   |
| 31001170 | Upholstered seats with metal frames                                | 94,336    | 149,774 | 150,420   | 147,794   | 147,915   |
| 31001190 | Non-upholstered seats with metal frames                            | 24,952    | 44,603  | 25,587    | 19,059    | 16,039    |
| 31001210 | Seats convertible into beds                                        | 5,902     | 6,211   | 11,784    | 10,860    | 12,704    |
| 31001250 | Upholstered seats with wooden frames, including three-piece suites | 717,405   | 968,526 | 1,027,157 | 944,992   | 784,009   |
| 31001290 | Non-upholstered seats with wooden frames                           | 9,042     | 38,403  | 32,490    | 28,080    | 27,553    |
| 31001300 | Other seats, including plastic garden seats, camping seats         | 20,164    | 16,792  | 39,101    | 16,209    | 14,630    |
| 31001400 | Parts for seats                                                    | 180,051   | 234,939 | 169,791   | 154,109   | [a]       |
| 29321000 | Seats for motor vehicles                                           | 1,029,173 | 953,219 | 1,034,873 | 1,308,298 | 1,257,831 |
| 30305010 | Seats for aircraft; parts thereof                                  | 1,032,843 | 655,373 | 724,069   | 925,077   | 1,025,748 |

**Source:** Office for National Statistics (Prodcom), July 22, 2025; **Note:** [a] = data is disclosive and is aggregated within the UK Manufacturer Sales of other products

#### Full SIC Code Descriptions

31001150: Swivel seats with variable height adjustments, EXCLUDING: medical, surgical, dental or veterinary seats, barbers or similar chairs

31001170: Upholstered seats with metal frames, EXCLUDING: swivel seats with variable height adjustment, medical, surgical, dental or veterinary seats, barbers' or similar chairs, for motor vehicles, for aircraft

31001190: Non-upholstered seats with metal frames, EXCLUDING: medical, surgical, dental or veterinary seats, barbers' or similar chairs, swivel seats with variable height adjustment

31001210: Seats convertible into beds, EXCLUDING: garden seats or camping equipment

31001250: Upholstered seats with wooden frames, INCLUDING: three-piece suites, EXCLUDING: swivel seats with variable height adjustment

31001290: Non-upholstered seats with wooden frames, EXCLUDING: swivel seats with variable height adjustment

31001300: Other seats, INCLUDING: plastic garden seats, camping seats, EXCLUDING: for aircraft, for motor vehicles, swivel seats with variable height adjustment, seats convertible into beds, seats of cane, osier, bamboo or similar, seats with wooden or metal frames, medical, surgical, dental/veterinary seats, barbers' or similar chairs

31001400: Parts for seats, EXCLUDING: for medical, surgical dental or veterinary seats, for barbers' and similar chairs, of a kind used for aircraft

29321000: Seats for motor vehicles

30305010: Seats for aircraft; parts thereof, EXCLUDING: separately presented cushions and mattresses

5.3 Mattresses & Bedroom Furniture

Mattresses of coil and pocket sprung construction remain the dominant category within the beds segment, despite falling to £531.7 million in 2024.

£ '000

| SIC Code | Description                                                                 | 2020    | 2021    | 2022    | 2023    | 2024    |
|----------|-----------------------------------------------------------------------------|---------|---------|---------|---------|---------|
| 31031100 | Mattress supports, including frames, upholstered bases and divans           | 177,549 | 209,336 | 198,991 | 211,363 | 192,325 |
| 31031230 | Mattresses of cellular rubber                                               | 17,820  | 23,317  | 16,772  | 16,923  | 17,002* |
| 31031250 | Mattresses of cellular plastics                                             | 19,454  | 27,568  | 27,656  | [a]     | 28,612  |
| 31031270 | Mattresses with spring interiors                                            | 443,584 | 564,278 | 510,978 | 552,956 | 531,738 |
| 31031290 | Mattresses, excluding with spring interiors, of cellular rubber or plastics | 69,793  | 62,524  | 75,626  | 44,696  | 34,204  |
| 31091230 | Wooden furniture for the bedroom, including headboards                      | 541,370 | 664,029 | 572,420 | 584,265 | 515,355 |

**Source:** Office for National Statistics (Prodcom), July 22, 2025; Note: \* = data has low response, and therefore a high level of estimation, which may impact on the quality of the estimate; [a] = data is disclosive and is aggregated within the UK Manufacturer Sales of other products

Full SIC Code Descriptions

31031100: Mattress supports, INCLUDING: wooden or metal frames fitted with springs or steel wire mesh, upholstered mattress bases, with wooden slats, divans

31031230: Mattresses of cellular rubber, INCLUDING: with a metal frame, EXCLUDING: water-mattresses, pneumatic mattresses

31031250: Mattresses of cellular plastics, INCLUDING: with a metal frame, EXCLUDING: water-mattresses, pneumatic mattresses

31031270: Mattresses with spring interiors, EXCLUDING: of cellular rubber or plastics

31031290: Mattresses, EXCLUDING: with spring interiors, of cellular rubber or plastics

31091230: Wooden furniture for the bedroom, INCLUDING: headboards, EXCLUDING: builders' fittings for cupboards to be built into walls, mattress supports, lamps and lighting fittings, floor standing mirrors, seats

5.4 Other Furniture

Other furniture includes cabinets made up of wood, metal, plastics, and other materials, as well as component parts used in the production of furniture. At £2.28 billion and just under £471 million respectively in 2024, wooden kitchen furniture and metal domestic and contract furniture are the largest categories within the overarching segment.

£ '000

| SIC Code | Description                                                         | 2020      | 2021      | 2022      | 2023      | 2024      |
|----------|---------------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| 31002030 | Parts of furniture, of metal                                        | 40,211    | 51,167    | 32,691    | 47,930    | 56,688    |
| 31002050 | Parts of furniture, of wood                                         | 147,106   | 222,592   | 151,215   | 145,110   | 116,939   |
| 31002090 | Parts of furniture not elsewhere specified                          | 22,682    | 23,675    | 31,018    | 28,633    | 31,687    |
| 31011100 | Metal furniture for offices                                         | 194,607   | 211,255   | 239,121   | 235,788   | 197,225   |
| 31011200 | Wooden furniture of a type used in offices                          | 403,675   | 412,994   | 500,990   | 486,038   | 466,054   |
| 31011300 | Wooden furniture for shops                                          | 177,125   | 229,211   | 269,627   | 200,787   | 207,059   |
| 31021000 | Wooden kitchen furniture including wooden units for fitted kitchens | 1,946,862 | 2,154,021 | 2,377,908 | 2,430,406 | 2,281,796 |
| 31091100 | Metal furniture for domestic and contract use                       | 406,872   | 522,607   | 676,209   | 494,276   | 470,957   |
| 31091250 | Wooden furniture for the dining room and living room                | 93,086    | 197,454   | 90,986    | 87,075    | 74,605    |
| 31091300 | Wooden furniture for domestic and contract use                      | 363,267   | 444,618   | 526,954   | 507,135   | 380,964   |
| 31091430 | Plastic furniture                                                   | 25,911    | 21,620    | 34,368    | 32,043    | 26,961    |
| 31091450 | Furniture of materials other than metal, wood or plastic            | 3,406     | 2,085     | 2,952     | 2,368     | 6,644     |
| 32503050 | Medical, surgical or veterinary furniture, and parts thereof        | 178,024   | 180,370   | 200,905   | 215,610   | 187,116   |

Source: Office for National Statistics (Prodcom), July 22, 2025

Full SIC Code Descriptions

31002030: Parts of furniture, of metal, EXCLUDING: for seats, medical, surgical, dental or veterinary furniture, for specially designed furniture for hi-fi systems, videos or televisions

31002050: Parts of furniture, of wood, EXCLUDING: for medical, surgical, dental or veterinary furniture, for seats

31002090: Parts of furniture not elsewhere specified, EXCLUDING: of metal or wood, for seats, for medical, surgical, dental or veterinary furniture

31011100: Metal furniture for offices, INCLUDING: tables and desks, cupboards and cabinets, display units and bookcases, EXCLUDING: seats, armoured or reinforced safes

31011200: Wooden furniture of a type used in offices, INCLUDING: fixed pedestals, moveable pedestals, desks and tables, cupboards, cabinets and bookcases, shelves, racking, screens and panels, EXCLUDING: seats

31011300: Wooden furniture for shops, EXCLUDING: seats

31021000: Wooden kitchen furniture INCLUDING: wooden units for fitted kitchens, EXCLUDING: seats

31091100: Metal furniture for domestic use and for banks, bars, churches, cinemas, hotels, laboratories, libraries, museums, pubs, restaurants, schools, shops, workshops, EXCLUDING: medical, surgical, dental or veterinary furniture, seats

31091250: Wooden furniture for the dining-room and living-room, EXCLUDING: floor standing mirrors, seats

31091300: Wooden furniture for domestic use and for banks, bars, churches, cinemas, hotels, laboratories, libraries, museums, pubs, restaurants, schools, workshops, EXCLUDING: shop, medical, surgical, dental or veterinary furniture, for bedroom, dining-room, living-room or kitchen, seats

31091430: Plastic furniture, INCLUDING: headboards, EXCLUDING: medical, surgical, dental or veterinary furniture, seats.

31091450: Furniture of materials other than metal, wood or plastic, INCLUDING: headboards, EXCLUDING: seats.

32503050: Medical, surgical or veterinary furniture, and parts thereof, EXCLUDING: tables and seats specialised for X-ray purposes

6. The wider furniture and furnishings sector

The Annual Business Survey also includes businesses directly involved in the furniture industry supply chain aside from manufacturing, including agents, wholesalers, and retailers, as well as companies in adjacent sectors, including soft furnishings and floorcoverings.

6.1 Manufacturing

The manufacturing of furniture — at £10.4 billion — represents almost 75 percent of the total value of manufacturing across furnishings products, and more than ten times the value of carpet and rug production. Apart from Total Employment, the data below is from the Annual Business Survey, whereas the previous section was from the Office for National Statistics (ONS) annual Prodcom report, for which 2024 data is available. Refer to Section 5 for the explanation of other discrepancies between the two datasets.

| SIC Code | Activity                                                | Number of Enterprises | Total Turnover  | Total Employment |
|----------|---------------------------------------------------------|-----------------------|-----------------|------------------|
| 1392     | Manufacture of made-up textile articles, except apparel | 2,126                 | £2,588m         | 21,000           |
| 1393     | Manufacture of carpets and rugs                         | 118                   | £997m           | 3,000            |
| 3100     | Manufacture of furniture                                | 6,705                 | £10,376m        | 72,000           |
|          | <b>Total Manufacturing</b>                              | <b>8,949</b>          | <b>£13,961m</b> | <b>96,000</b>    |

6.2 Wholesalers and Agents

The wholesale of furniture and flooring was worth nearly £5.4 billion in 2023, making it a substantial sub-segment of the overall UK furniture supply chain, in addition to up and downstream sources such as manufacturing and retail.

| SIC Code | Activity                                                                            | Number of Enterprises | Total Turnover | Total Employment |
|----------|-------------------------------------------------------------------------------------|-----------------------|----------------|------------------|
| 4615     | Agents involved in the sale of furniture, household goods, hardware and ironmongery | 1,248                 | £753m          | 3,000            |
| 4647     | Wholesale of furniture, carpets and lighting equipment                              | 2,296                 | £5,386m        | 19,000           |
| 4665     | Wholesale of office furniture                                                       | 433                   | £1,214m        | 3,500            |
|          | <b>Total Wholesale and Agents</b>                                                   | <b>3,977</b>          | <b>£7,353m</b> | <b>25,500</b>    |

6.3 Retail

There are multiple sources of data for ascertaining the value of furniture retail sales in the UK. Earlier in this report (Section 3.2), consumer spending on furniture and furnishings is detailed at £21.5 billion, based on the quarterly Consumer Trends survey. The below figure of £15.45 billion is for the retail sale of furniture and lighting and is from the Annual Business Survey (ABS), focusing on turnover by business activity, rather than total spending by product (see section 5 for a broader explanation).

| SIC Code | Activity                                                                                        | Number of Enterprises | Total Turnover  | Total Employment |
|----------|-------------------------------------------------------------------------------------------------|-----------------------|-----------------|------------------|
| 4753     | Retail sale of carpets, rugs, wall and floor coverings in specialised stores                    | 4,122                 | £2,258m         | 19,000           |
| 4759     | Retail sale of furniture, lighting equipment and other household articles in specialised stores | 9,483                 | £15,451m        | 78,000           |
|          | <b>Total Retail</b>                                                                             | <b>13,605</b>         | <b>£17,709m</b> | <b>97,000</b>    |

6.4 Rent and Repair of furnishings

Though smaller than other segments of the industry, the renting and leasing of personal and household goods, at £1.76 billion, still represents a significant part of the market.

| SIC Code | Activity                                                  | Number of Enterprises | Total Turnover | Total Employment |
|----------|-----------------------------------------------------------|-----------------------|----------------|------------------|
| 7729     | Renting and leasing of other personal and household goods | 1,454                 | £1,759m        | 14,000           |
| 9524     | Repair of furniture and home furnishings                  | 940                   | £220m          | 3,000            |

**Sources:** Annual Business Survey (number of enterprises and total turnover), and Business Register and Employment Survey (total employment). The latest ABS data, published April 2025, is for 2023, while the latest BRES data, published November 2025, is for 2024.

## 6.5 UK furniture manufacturing breakdown by turnover, number of employees and by region

### 6.5.1 Data sources

The data in this section differs slightly from that reported in Section 5 because it has been collated from a different source: the UK Business Activity, Size and Location report, published annually by the Office for National Statistics. The information from this source provides a breakdown of the comparative sizes and locations of businesses within the furniture sector by turnover band, by employment size band, and by regional location.

When analysing these data sets it is important to recognise that the lowest common denominator is 5, which will impact on the significance of results from some of the categories that display lower totals. For example, a total of one or two may be rounded down to zero, and it may also mean that some totals in one table differ slightly from those in other tables.

### 6.5.2 Number of furniture manufacturers by turnover band

The UK furniture manufacturing sector remains heavily fragmented, with 6,600 businesses operating across various subcategories. More than half (3,685) of these firms report annual turnover below £250,000, highlighting the industry's dependence on small enterprises and underscoring a relatively low level of consolidation. The largest proportion of businesses — 2,050 in total — fall within the £100,000–£249,000 turnover range, with manufacture of other furniture (SIC 3109) accounting for the majority in this band and across the board, totalling 3,925 firms overall.

By segment, kitchen furniture manufacturers (SIC 3102) make up the next largest group with 1,595 companies, followed by office and shop furniture (SIC 3101) with 825, and mattress producers (SIC 3103) at 255. Only a small number of manufacturers operate at scale: just 20 businesses report turnover exceeding £50 million. This suggests limited consolidation at the top end of the market, with most of the industry's economic activity likely concentrated among numerous micro and small-sized enterprises.

|              | Manufacture of office<br>and shop furniture<br>(31.01) | Manufacture of<br>kitchen furniture<br>(31.02) | Manufacture of<br>mattresses<br>(31.03) | Manufacture of<br>other furniture<br>(31.09) | Total        |
|--------------|--------------------------------------------------------|------------------------------------------------|-----------------------------------------|----------------------------------------------|--------------|
| £0-49k       | 80                                                     | 90                                             | 10                                      | 305                                          | <b>485</b>   |
| £50-99k      | 75                                                     | 250                                            | 35                                      | 790                                          | <b>1,150</b> |
| £100-249k    | 190                                                    | 455                                            | 60                                      | 1,345                                        | <b>2,050</b> |
| £250-499k    | 100                                                    | 290                                            | 30                                      | 540                                          | <b>960</b>   |
| £500-999k    | 95                                                     | 245                                            | 25                                      | 400                                          | <b>765</b>   |
| £1-1.99m     | 95                                                     | 135                                            | 25                                      | 225                                          | <b>480</b>   |
| £2-4.99m     | 100                                                    | 80                                             | 30                                      | 185                                          | <b>395</b>   |
| £5-9.99m     | 45                                                     | 25                                             | 20                                      | 65                                           | <b>155</b>   |
| £10-49.99m   | 35                                                     | 20                                             | 20                                      | 65                                           | <b>140</b>   |
| £50m+        | 10                                                     | 5                                              | 0                                       | 5                                            | <b>20</b>    |
| <b>Total</b> | <b>825</b>                                             | <b>1,595</b>                                   | <b>255</b>                              | <b>3,925</b>                                 | <b>6,600</b> |

**Source:** ONS. UK Business Activity, Size and Location. September 2025. Table 9

**Note:** As per Section 6.5.1, the lowest common denominator from the UK Business Activity report is 5, meaning where one or two companies are present, the total has been rounded down to zero. Similar, in cases where there are three or four, the figure has been rounded up.

6.5.3 Number of furniture manufacturers by employment size band

Over 80 percent of furniture manufacturing enterprises employ fewer than ten people. Of the 6,600 businesses operating under the Standard Industrial Classification (SIC) code 31, 4,375 companies report staff counts of between one and four, and a further 995 have between five and nine employees. This pattern further underscores the highly fragmented and localised nature of the industry, where smaller-scale operations form the foundation of furniture production activity.

While the sector does include some medium-sized and larger manufacturers, such as the 25 enterprises employing over 250 people, their presence is limited. This data reinforces the structural characteristic of the UK furniture manufacturing base: its reliance on numerous small enterprises in addition to a handful of large-scale industrial players.

|              | Manufacture of office and shop furniture (31.01) | Manufacture of kitchen furniture (31.02) | Manufacture of mattresses (31.03) | Manufacture of other furniture (31.09) | Manufacture of furniture (31) |
|--------------|--------------------------------------------------|------------------------------------------|-----------------------------------|----------------------------------------|-------------------------------|
| 1-4          | 450                                              | 1,075                                    | 120                               | 2,730                                  | <b>4,375</b>                  |
| 5-9          | 120                                              | 250                                      | 35                                | 590                                    | <b>995</b>                    |
| 10-19        | 90                                               | 150                                      | 30                                | 310                                    | <b>580</b>                    |
| 20-49        | 95                                               | 70                                       | 30                                | 185                                    | <b>380</b>                    |
| 50-99        | 45                                               | 25                                       | 25                                | 65                                     | <b>160</b>                    |
| 100-249      | 20                                               | 15                                       | 10                                | 40                                     | <b>85</b>                     |
| 250+         | 5                                                | 10                                       | 5                                 | 5                                      | <b>25</b>                     |
| <b>Total</b> | <b>825</b>                                       | <b>1,595</b>                             | <b>255</b>                        | <b>3,925</b>                           | <b>6,600</b>                  |

**Source:** ONS. UK Business Activity, Size and Location. September 2025. Table 4

### 6.5.4 Regional distribution of furniture manufacturers

The UK's 6,600 furniture manufacturers are geographically concentrated in a handful of key regions, with the South East (875 firms), Yorkshire and The Humber (865), and London (730) the most active centres. Yorkshire and The Humber stands out as a major hub for mattress production, accounting for 165 of the UK's 255 such businesses — almost 65 percent of the national total. Meanwhile, Northern Ireland, despite having relatively few furniture manufacturers overall (340), has the highest number of kitchen furniture makers. By contrast, areas such as Wales and the North East have limited representation across all furniture categories, underscoring a broader regional imbalance in furniture manufacturing.

|                             | Manufacture of<br>office and shop<br>furniture<br>(31.01) | Manufacture of<br>kitchen furniture<br>(31.02) | Manufacture of<br>mattresses<br>(31.03) | Manufacture of<br>other furniture<br>(31.09) | Total        |
|-----------------------------|-----------------------------------------------------------|------------------------------------------------|-----------------------------------------|----------------------------------------------|--------------|
| North East                  | 20                                                        | 50                                             | 0                                       | 115                                          | <b>185</b>   |
| North West                  | 100                                                       | 175                                            | 20                                      | 405                                          | <b>700</b>   |
| Yorkshire and The<br>Humber | 90                                                        | 135                                            | 165                                     | 475                                          | <b>865</b>   |
| East Midlands               | 90                                                        | 135                                            | 10                                      | 330                                          | <b>565</b>   |
| West Midlands               | 75                                                        | 145                                            | 10                                      | 355                                          | <b>585</b>   |
| East                        | 120                                                       | 155                                            | 5                                       | 405                                          | <b>685</b>   |
| London                      | 85                                                        | 170                                            | 10                                      | 465                                          | <b>730</b>   |
| South East                  | 115                                                       | 185                                            | 10                                      | 565                                          | <b>875</b>   |
| South West                  | 60                                                        | 165                                            | 10                                      | 405                                          | <b>640</b>   |
| Wales                       | 20                                                        | 30                                             | 5                                       | 125                                          | <b>180</b>   |
| Scotland                    | 30                                                        | 55                                             | 5                                       | 160                                          | <b>250</b>   |
| Northern Ireland            | 20                                                        | 195                                            | 5                                       | 120                                          | <b>340</b>   |
| <b>United Kingdom</b>       | <b>825</b>                                                | <b>1,595</b>                                   | <b>255</b>                              | <b>3,925</b>                                 | <b>6,600</b> |

**Source:** ONS. UK Business Activity, Size and Location. September 2025. Table 2

## 7. International Trade

### 7.1 Introduction

Furniture trade data is sourced from HM Revenue & Customs and is based on the Harmonised System (HS) Code classification outlined in section 2.2. These categories broadly align with the Standard Industrial Classification (SIC) system, allowing for cross-referencing to help determine market size.

Trade data is released monthly with a two-month lag. It is subject to routine revision, and the figures referenced in the following sections are drawn from the dataset published in May 2025.

7.2 Trade data by product categories

7.2.1 Furniture/Bedding/Lighting (HS 94 combined)

The UK imported £10.29 billion worth of goods under Chapter 94 of the Harmonised System in the latest reporting period, while exports totalled £3.25 billion, highlighting a significant trade deficit in furniture and related categories.

The largest import segment was furniture and parts thereof (HS 9403) at £4.27 billion, followed by seats (9401) at £3.24 billion, and luminaires and lighting fittings (9405) at £1.49 billion. These three categories alone accounted for nearly 90 percent of all imports.

On the export side, the top category was again seats (9401), with £1.25 billion in outbound trade, followed by lighting (9405) at £557 million, and furniture (9403) at £1.01 billion. Other notable segments included mattresses and bedding (9404) with imports of £654.82 million and exports of £111.69 million.

| HS Code(s) | Description                                                    | Imports     | Exports    |
|------------|----------------------------------------------------------------|-------------|------------|
| 9401       | Seats, whether or not convertible into beds, and parts thereof | £3,244.71m  | £1,251.16m |
| 9402       | Medical, surgical, dental or veterinary furniture              | £195.46m    | £91.16m    |
| 9403       | Furniture and parts thereof                                    | £4,273.94m  | £1,005.79m |
| 9404       | Mattress supports; Mattresses; Bedding                         | £654.82m    | £111.69m   |
| 9405       | Luminaires and lighting fittings                               | £1,490.91m  | £557.47m   |
| 9406       | Prefabricated buildings                                        | £417.87m    | £216.51m   |
| 94         | Other (Non Response Estimates; Below Threshold)                | £16.79m     | £11.66m    |
| 94         | Total                                                          | £10,294.50m | £3,245.44m |

HS Code Descriptions

94 Furniture; medical and surgical furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings, not elsewhere specified; illuminated signs, illuminated nameplates and the like; prefabricated buildings, whether or not complete or ready assembled.

Chapter 94 is further broken down:

9401 Seats, whether or not convertible into beds, and parts thereof, not elsewhere specified (excl. medical, surgical, dental or veterinary of heading 9402)

9402 Medical, surgical, dental or veterinary furniture, e.g. operating tables, examination tables, hospital beds with mechanical fittings and dentists' chairs; barbers' chairs and similar chairs having rotating as well as both reclining and elevating movement, and parts thereof, not elsewhere specified

9403 Furniture and parts thereof, not elsewhere specified (excl. seats and medical, surgical, dental or veterinary furniture)

9404 Mattress supports (excl. spring interiors for seats); articles of bedding and similar furnishing, e.g. mattresses, quilts, eiderdowns, cushions, pouffes and pillows, fitted with springs or stuffed or internally filled with any material or of cellular rubber or plastics

9405 Luminaires and lighting fittings, incl. searchlights and spotlights, and parts thereof, not elsewhere specified; illuminated signs, illuminated nameplates and the like having a permanently fixed light source, and parts thereof, not elsewhere specified

9406 Prefabricated buildings, whether complete or already assembled

94 Non-Response Estimates; HS2 Below Threshold Trade

### 7.2.2 Seating (HS 9401)

The UK imported over £3.2 billion worth of seats and seat components across various categories, according to HMRC trade data. The largest import categories were upholstered seats with wooden frames (£1.05 billion) and parts of seats (£1.02 billion), together accounting for nearly two-thirds of total seat-related imports.

Exports totalled just over £1.25 billion, with aircraft seating (£519.86 million) and seat parts (£406.14 million) comprising the bulk of outbound trade. These two segments made up nearly 75 percent of all seat-related exports.

The UK imported £89.67 million of seats convertible into beds but exported only £2.26 million, indicating a significant trade imbalance in this niche segment.

Exports were comparatively low across most categories except for aircraft seating and seat parts. For instance, upholstered seats with wooden frames generated just £85 million in export sales versus over £1 billion in imports.

The smallest trade volumes were recorded for seats made from bamboo, rattan, cane, osier, and similar materials, which together made up less than £6 million in imports and under £1 million in exports.

| HS Code(s)            | Description                                    | Imports    | Exports  |
|-----------------------|------------------------------------------------|------------|----------|
| 940131/940139         | Swivel seats with variable height adjustments  | £191.63m   | £72.04m  |
| 940171                | Upholstered seats with metal frames            | £274.41m   | £42.21m  |
| 940179                | Seats, with metal frames                       | £207.85m   | £40.83m  |
| 940141/940149         | Seats convertible into beds                    | £89.67m    | £2.26m   |
| 940161                | Upholstered seats with wooden frames           | £1,054.19m | £85.00m  |
| 940169                | Seats, with wooden frames (excl. upholstered)  | £100.31m   | £9.95m   |
| 940180                | Seats, not elsewhere specified                 | £190.34m   | £25.59m  |
| 940191/940199         | Parts of seats                                 | £1,020.35m | £406.14m |
| 940152/940153 /940159 | Seats of bamboo, rattan, cane, osier & similar | £5.94m     | £0.80m   |
| 940110                | Seats for Aircraft                             | £38.42m    | £519.86m |
| 940120                | Seats for motor vehicles                       | £71.59m    | £46.47m  |

**Notes:** This section includes everything within HS Code 9401: Seats, whether or not convertible into beds, and parts thereof, not elsewhere specified (excl. medical, surgical, dental or veterinary of heading 9402)

940131 Swivel seats with variable height adjustments, of wood (excl. medical, surgical, dental or veterinary, and barbers' chairs); 940139 Swivel seats with variable height adjustments (excl. of wood, and medical, surgical, dental or veterinary, and barbers' chairs)

940171 Upholstered seats, with metal frames (excl. seats for aircraft or motor vehicles, swivel seats with variable height adjustments and medical, dental or surgical furniture)

940179 Seats, with metal frames (excl. upholstered, swivel seats with variable height adjustments and medical, dental or surgical furniture)

940141 Seats, convertible into beds, of wood (excl. garden seats and camping equipment, and medical, dental or surgical furniture); 940149 Seats, convertible into beds (excl. of wood, and garden seats and camping equipment, and medical, dental or surgical furniture)

940161 Upholstered seats, with wooden frames (excl. convertible into beds)

940169 Seats, with wooden frames (excl. upholstered)

940180 Seats, not elsewhere specified

940191 Parts of seats, of wood, not elsewhere specified; 940199 Parts of seats, not of wood, not elsewhere specified

940152 Seats of bamboo; 940153 Seats of rattan; 940159 Seats of cane, osier or similar materials (excl. of bamboo or rattan)

940110 Seats for aircraft

940120 Seats for motor vehicles

### 7.2.3 Furniture and Parts Thereof (HS Code 9403)

UK trade in non-seating furniture and associated parts totalled over £4.2 billion in imports and nearly £1.1 billion in exports, according to the latest data grouped by Harmonised System (HS) Codes. The largest import category was metal furniture excluding offices (HS 940320), with shipments worth £872.45 million, followed by wooden bedroom furniture (£573.71 million) and parts of furniture excluding seats (£721.10 million). On the export side, the most valuable outbound category was also metal furniture excluding offices, at £341.02 million.

Wooden furniture remains a significant component of UK trade. Combined imports of kitchen, bedroom, dining, and other wooden furniture exceeded £2.3 billion. Exports were more modest in comparison, with the largest wooden category by export value being dining and living room furniture at £81.19 million. Wooden furniture classified under "other" (HS 94036090) also featured strongly, accounting for £809.60 million in imports and £90.30 million in exports.

Among lesser-used materials, plastic furniture imports reached £130.90 million, with exports at £61.30 million. Furniture made from bamboo, rattan, cane, and similar materials contributed a smaller share to trade flows, totalling £93.78 million in imports and £30.19 million in exports. Office-specific furniture, whether metal or wooden, generated combined imports of nearly £268 million and exports worth £177.81 million.

The balance of trade remained in deficit across nearly all categories, underlining the UK's reliance on imported furniture and components.

| HS Code(s)           | Description                                           | Imports  | Exports  |
|----------------------|-------------------------------------------------------|----------|----------|
| 940310               | Metal furniture for offices                           | £152.14m | £130.69m |
| 940320               | Metal furniture (exc. offices)                        | £872.45m | £341.02m |
| 940330               | Wooden furniture for offices                          | £115.76m | £47.12m  |
| 940340               | Wooden furniture for kitchens                         | £264.49m | £46.18m  |
| 940350               | Wooden furniture for bedrooms                         | £573.71m | £35.29m  |
| 94036010             | Wooden furniture for dining rooms and living rooms    | £469.31m | £81.19m  |
| 94036030             | Wooden furniture for shops                            | £70.71m  | £19.88m  |
| 94036090             | Wooden furniture (other)                              | £809.60m | £90.30m  |
| 940370               | Furniture of plastics                                 | £130.90m | £61.30m  |
| 940382/940383/940389 | Furniture of bamboo, rattan, cane and other materials | £93.78m  | £30.19m  |
| 940391/940399        | Parts of furniture (exc for seats)                    | £721.10m | £122.64m |

**Notes:** This section contains HS Code 9403 Furniture and parts thereof, not elsewhere specified (excl. seats and medical, surgical, dental or veterinary furniture) and all sub-codes

940310 Metal furniture for offices (excl. seats)

940320 Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)

940330 Wooden furniture for offices (excl. seats)

940340 Wooden furniture for kitchens (excl. seats)

940350 Wooden furniture for bedrooms (excl. seats)

94036010 Wooden furniture for dining rooms and living rooms (excl. seats)

94036030 Wooden furniture for shops (excl. seats)

94036090 Wooden furniture (excl. for offices or shops, kitchens, dining rooms, living rooms and bedrooms, and seats)

940370 Furniture of plastics (excl. medical, dental, surgical or veterinary, and seats)

940382 Furniture of bamboo (excl. seats and medical, surgical, dental or veterinary furniture); 940383 Furniture of rattan (excl. seats and medical, surgical, dental or veterinary furniture); 940389 Furniture of other materials, including cane, osier or similar materials (excl. of bamboo, rattan, metal, wood and plastics, and seats and medical, surgical, dental or veterinary furniture)

940391 Parts of furniture, of wood, not elsewhere specified (excl. of seats or medical, surgical, dental or veterinary furniture); 940399 Parts of furniture, not of wood, not elsewhere specified (excl. of seats or medical, surgical, dental or veterinary furniture)

### 7.2.4 Mattresses and bedding (HS Code 9404)

The UK's trade in mattresses and bedding-related products reveals a pronounced import dependency across all categories, with particularly high import values for sprung mattresses and miscellaneous bedding articles.

Sprung mattresses (HS 940429) topped the category with imports of £121.77 million and exports of £39.79 million, making them the most actively traded item by combined value. Miscellaneous bedding and furnishings not elsewhere classified (HS 940490) followed closely, with imports reaching £340.76 million – the highest of all – though exports were more modest at £43.49 million.

Mattresses made from cellular rubber or plastics (HS 940421), a proxy for foam mattresses, recorded imports of £90.84 million against exports of only £9.07 million, reinforcing the sector's heavy import reliance. Mattress supports (HS 940410) also followed this trend, with imports (£43.34 million) far outpacing exports (£12.50 million).

| HS Code(s) | Description                                                | Imports  | Exports |
|------------|------------------------------------------------------------|----------|---------|
| 940410     | Mattress supports for bed frames                           | £43.34m  | £12.50m |
| 940421     | Mattresses of cellular rubber or plastics                  | £90.84m  | £9.07m  |
| 940429     | Mattresses, fitted with springs                            | £121.77m | £39.79m |
| 940430     | Sleeping bags                                              | £23.39m  | £4.50m  |
| 940440     | Quilts, bedspreads, eiderdowns and duvets                  | £34.73m  | £2.33m  |
| 940490     | Articles of bedding and similar furnishing (exc all above) | £340.76m | £43.49m |

**Notes:** This section contains everything within HS Code 9404 Mattress supports (excl. spring interiors for seats); articles of bedding and similar furnishing, e.g. mattresses, quilts, eiderdowns, cushions, pouffes and pillows, fitted with springs or stuffed or internally filled with any material or of cellular

940410 Mattress supports for bed frames (excl. spring interiors for seats)

940421 Mattresses of cellular rubber or plastics, whether or not covered

940429 Mattresses, fitted with springs or stuffed or internally filled with any material (excl. cellular rubber or plastics, pneumatic or water mattresses and pillows)

940430 Sleeping bags, whether or non-electrically heated

940440 Quilts, bedspreads, eiderdowns and duvets "comforters"

940490 Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled with any material or of cellular rubber or plastics (excl. mattress supports, mattresses, sleeping bags, pneumatic or water mattresses, blankets, covers)

## 7.3 Trade data by country

### 7.3.1 Introduction

Sections 7.3.2 and 7.3.3 present a country-level analysis of international trade in furniture, bedding, and lighting. Rather than breaking down data by individual product lines, these sections consolidate the total value of imports and exports by country over the two most recent reporting years. The figures represent aggregated trade activity under Chapter 94 of the Harmonised System (HS) classification — a broad and comprehensive category encompassing all goods related to furniture, mattresses and mattress supports, bedding items, and lighting products.

This approach provides a clearer view of the geographical distribution of trade partners and highlights key international markets driving activity within the UK's furniture and furnishings sector. It also offers valuable insight into the balance of trade in this industry segment, informing both commercial strategy and policy decisions.

### 7.3.2 Imports

UK imports of furniture and related products under HS Code 94 rose modestly in 2024, reaching £10.29 billion, up 2.1 percent from £10.09 billion in 2023. China remained by far the largest source of imports, increasing its share by over £470 million to £4.06 billion, accounting for nearly 40 percent of total UK imports in this category. Despite this growth, several other leading countries saw reduced shipments to the UK over the same period.

Italy, Poland, Germany, France, and the United States — which make up the next tier of trading partners — all recorded year-on-year declines. Italian imports fell by 7 percent to £888.20 million, while Poland and Germany slipped to £838.40 million and £766.79 million respectively. France and the U.S. saw sharper contractions, down 8.1 percent and 9.1 percent, reflecting broader shifts in UK sourcing patterns.

Among mid-tier suppliers, the Netherlands, Lithuania, Turkey, and Spain also posted declines. However, Vietnam and Morocco bucked the trend with notable gains. Vietnam increased exports to the UK by 6.8 percent to £229.52 million, while Morocco recorded the highest growth rate among all countries in the table, up 26.5 percent to £131.26 million. Denmark and Ireland also improved their figures, albeit modestly.

While overall import values edged higher, the mix of trading partners shifted slightly in 2024. China's dominant position widened further, taking share from traditional European partners, whose exports to the UK mostly declined.

|               | 2023        | 2024        | y/y    |
|---------------|-------------|-------------|--------|
| Grand Total   | £10,085.25m | £10,294.50m | 2.1%   |
| China         | £3,584.56m  | £4,057.31m  | 13.2%  |
| Italy         | £954.65m    | £888.20m    | -7.0%  |
| Poland        | £860.87m    | £838.40m    | -2.6%  |
| Germany       | £785.25m    | £766.79m    | -2.4%  |
| France        | £446.21m    | £409.93m    | -8.1%  |
| United States | £318.95m    | £290.00m    | -9.1%  |
| Netherlands   | £304.71m    | £256.90m    | -15.7% |
| Lithuania     | £241.98m    | £233.57m    | -3.5%  |
| Vietnam       | £214.80m    | £229.52m    | 6.9%   |
| Denmark       | £165.59m    | £174.44m    | 5.3%   |
| Ireland       | £147.69m    | £154.03m    | 4.3%   |
| Turkey        | £177.17m    | £152.25m    | -14.1% |
| Spain         | £182.42m    | £151.47m    | -17.0% |
| Morocco       | £103.71m    | £131.26m    | 26.6%  |
| Sweden        | £117.41m    | £117.13m    | -0.2%  |

Source: HM Revenue & Customs (HS Code 94 inc.)

7.3.3 Exports

UK exports under HS Code 94 increased year-on-year, rising from £3.17 billion in 2023 to £3.25 billion in 2024. This represents an overall uplift of around 2.4 percent, indicating modest growth in the value of outbound trade across the category.

The United States remained the UK’s largest export destination, with exports rising significantly by nearly 24 percent to £741.49 million. France and Germany also posted gains, up 9 percent and 4 percent respectively, reinforcing their positions among the UK’s top continental export markets. Ireland, the UK’s second-largest destination overall, saw a 10 percent drop in export value to £470.15 million.

Several emerging and mid-tier markets recorded notable changes. The UAE saw exports increase by nearly 24 percent, while India more than doubled, from £23.08 million to £52.95 million. In contrast, shipments to China declined by more than 30 percent, and Austria fell by over 30 percent, reversing previous gains in those markets.

Other markets showed more modest shifts. Exports to Spain increased by 27 percent, and the Netherlands rose slightly by 3 percent. Czechia, Canada and Belgium each recorded modest gains or declines, while Australia slipped by 20 percent year-on-year. The data underscores a general trend of growth in North American and selected Middle Eastern markets, while performance in Asia-Pacific was mixed.

|                    | 2023              | 2024              | y/y         |
|--------------------|-------------------|-------------------|-------------|
| <b>Grand Total</b> | <b>£3,169.46m</b> | <b>£3,245.44m</b> | <b>2.4%</b> |
| United States      | £598.93m          | £741.49m          | 23.8%       |
| Ireland            | £520.52m          | £470.15m          | -9.7%       |
| France             | £361.74m          | £394.77m          | 9.1%        |
| Germany            | £248.91m          | £258.83m          | 4.0%        |
| Netherlands        | £155.51m          | £160.28m          | 3.1%        |
| UAE                | £109.34m          | £135.75m          | 24.2%       |
| Spain              | £47.16m           | £60.08m           | 27.4%       |
| Italy              | £61.01m           | £57.63m           | -5.5%       |
| Belgium            | £62.03m           | £56.70m           | -8.6%       |
| India              | £23.08m           | £52.95m           | 129.5%      |
| China              | £63.81m           | £44.08m           | -30.9%      |
| Czechia            | £36.35m           | £43.72m           | 20.3%       |
| Australia          | £54.21m           | £43.43m           | -19.9%      |
| Austria            | £61.89m           | £42.61m           | -31.2%      |
| Canada             | £37.19m           | £42.36m           | 13.9%       |

**Source:** HM Revenue & Customs (HS Code 94 inc.)



Furniture Industry Research Association

Furniture Industry Research Association  
Unit 3 Cockerell Close  
Stevenage  
Hertfordshire  
SG1 2NB  
UK

Tel +44(0)1438 777 700

Email: [info@fira.co.uk](mailto:info@fira.co.uk)

Website: [www.fira.co.uk](http://www.fira.co.uk)

**Published: Winter 2025/26**