



Furniture Industry Research Association

STATISTICS DIGEST FOR THE UK FURNITURE INDUSTRY

2023



Members: Free



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Executive summary

This digest is an essential read for anyone operating in the furniture sector and is a distillation of information that is primarily sourced from the websites of government bodies such as the Office for National Statistics (ONS), HM Revenue and Customs, Communities and Local Government and the Bank of England. The available data (covering the period 2018 to 2022 (where data is available), have been analysed and compiled to produce the following series of reports:

1. Consumer spend
2. The structure of the UK furniture manufacturing industry, its size, distribution and number of employees
3. Furniture manufacturers' turnover, imports and exports
4. The total size of the furniture industry, including manufacturing, retailing, distribution and repair
5. Trading relationships with the rest of the world and an analysis of trade gaps

All data sources are referenced within the report and are publicly available to organisations wishing to undertake their own statistical analyses.

The industry structure figures cover furniture manufacturing as a whole and, in addition, data are presented for the following sub-sectors:

1. Office and shop furniture
2. Kitchen furniture
3. Mattresses
4. Other furniture

Turnover, import and export data are presented for the above sub-sectors. It has also been possible to analyse each of these sub-sectors in more depth. As such, trade figures are shown for a range of contract, office and domestic product groups.

A brief commentary, largely focussing on medium-term trends and the changes between 2016 and 2022, supports the tabulated and graphical data and includes highlights such as:

The UK furniture and furnishings sector

- The UK furniture and furnishings sector, comprising design, manufacturing, retail and repair is much larger than many people think.
- Total manufacturing turnover for this sector in 2022 was £11.35 billion, representing a year-on-year increase of 9.2%.
- This turnover emanated from 6,880 companies employing 91,000 individuals.

- The wider sector, including specialist retail but excluding general retail, comprised over 28,510 VAT registered companies supporting in the order of 292,000 jobs, with a combined turnover of £40.1 billion.

Consumer spend

- Total UK consumer expenditure increased between 2021 and 2022 to £1,352 billion (an increase of 5%, following a decrease in 2020 of 13%).
- Despite this increase in total spending, expenditure for the wider furnishings, household goods and routine maintenance sector fell by 5%.
- Consumer expenditure on furniture & furnishings was just over £20.1 billion in 2022.

Furniture industry trends

- Total manufacturing turnover in 2022 was £11.35 billion, which was 10% higher than
- In 2022, 6880 UK furniture manufacturers employed an average of 91,000 individuals.
- Office and shop furniture saw turnover increase to £2.37 billion in 2022.
- Turnover in the “kitchen” showed an increase in 2022 to £3.84 billion.
- The “mattress” sub-sector grew slightly to £0.9 billion in 2022.
- The rest of furniture manufacturing comes under the heading of “other furniture” and comprises the largest of the industry’s four sub-sectors. 2022 turnover was £4.64 billion, an increase on the 2021 figure of 16%.
- “Other furniture” has a significant influence on UK furniture manufacturing’s overall performance figures, accounting for 31% of turnover. As such, any recovery in turnover here normally reflects the overall position of the whole furniture sector.
- Furniture manufacturing continues to be dominated by micro and small to medium size businesses with just 305 companies (5%) operating at turnovers in excess of £5 million.
- 150 companies turn over more than £10 million, which is slightly higher than the previous year.
- The latest data indicates 6,880 companies in the sector. Most of this growth has been in the number of companies turning over less than £1 million, although there has been a slight increase in the number of organisations in the £1 to £5 million bracket as well as the £5 to £10 million and £10 to £50 million brackets. This, particularly in the higher turnover brackets, is assumed to be due to growth rather than new entrants.

- 83% of companies turn over less than £1 million and the largest percentage of companies are in the £100k to £250k turnover band. This is largely unchanged from the previous year.
- There remains a significant proportion of extremely small companies within the whole furniture manufacturing sector with 58.2% of organisations operating at turnovers of less than £250,000.
- In the “mattress” and “office and shop” sectors the percentage of smaller companies is lower than for the other sectors (61.9% and 66.5% within these sectors turn over less than £1 million respectively). Conversely, in the “other furniture” and “kitchen” sectors it is significantly higher at 87.1% and 85.8% respectively.
- The “mattress” sector has proportionately more large companies than the others with 16.7% of companies turning over more than £5 million, an increase of 33% from 2016. In comparison, 9.8% of companies within the “office and shop” sector turn over more than £5 million, followed by “kitchen” (3.6%) and “other furniture” (3.1%).

International trade

- Imports of furniture into the UK in 2022 increased to £8.5 billion.
- As in previous years, by far the biggest value of imports originated from China (£3.5 billion), with its share of imports into the UK increasing slightly to 38%.
- In purely financial terms Poland ranked second in the hierarchy of furniture exporters to the UK. Germany moved to third position with Italy dropping to fourth. In round terms, these countries accounted for 10%, 9.5% and 9% of furniture imports into the UK respectively at around half a billion pounds each.
- Furniture exports have continued to grow in recent years reaching £1.4 billion in 2022.
- Exports to the Irish Republic continue to grow year on year and reached £0.29 billion in 2020, an increase of 16.2% from 2019.
- There was an increase in UK furniture exports to the USA in 2022 (£252 million) which accounted for 12.3% of the total. And the USA overtook Ireland as the largest export market for the first time.
- The 2022 negative trade gap with China (the largest for the sector) was £3.1 billion. There were also large negative trade gaps with Poland, Italy and Germany.
- The main positive trade gap, as in previous years, was with the Irish Republic. This gap, despite the Republic's recent increases in exports to the UK, moved from £0.19 billion in 2022 which is largely unchanged from previous years.

1. Introduction

This Statistics Digest is the Association's compilation of published statistics and market information which has been sourced primarily from the Office for National Statistics (ONS), HM Revenue and Customs, The Bank of England and the Communities and Local Government websites. It comprises both national economic factors of a general nature (these will have a direct influence on the market demand for furniture) and data specific to the furniture manufacturing industry and its different sectors.

The digest incorporates the latest available statistical information, relating to 2019 and 2020 where available, and for certain criteria, also presents "time series data". In addition, where available and relevant, preliminary 2021 estimates are provided.

A full list of analyses is summarised in the "Contents" pages.

It is important to recognise that all statistics should be treated with caution and are only as good as the raw data from which they are compiled.

Every attempt has been made to utilise standard core sets of data and to adopt a consistent approach. However, data inconsistencies do occur from time to time, and, under these circumstances, the best available figures have been employed.

2. Furniture source data

The data and information contained within this digest relate to most furniture items that would normally be found in the home (domestic), office and contract sectors of the UK furniture market.

The majority of furniture statistics are sourced from time series data available online through the Office of National Statistics and by using industry SIC (Standard Industrial Classification of Economic Activities) and CN (Combined Nomenclature) codes.

Specific sources of information for each of the analyses within the report are referenced below the tabulated data. This enables the source data to be readily accessed should individuals, or organisations, wish to carry out more in-depth analyses for themselves.

Traditionally, it has been preferable to differentiate between office, domestic (home) and contract furniture. However, in many cases, these sectors overlap within the classification codes. Every attempt has been made to differentiate between office and domestic sectors, but contract data are inevitably masked within these two sub-sectors.

In addition, some “non-furniture” items tend to be included within national statistics for furniture and equally, items that might readily be described as furniture are often omitted or included within the SIC codes for another industry sector.

3. Standard Industrial Classification (SIC)

3.1 Introduction

The United Kingdom Standard Industrial Classification of Economic Activities (SIC) is used to classify business establishments and other standard units by the type of economic activity in which they are engaged. It provides a framework for the collection, tabulation, presentation and analysis of data.

UK manufacturing information within this report is compiled using the SIC (07) classification system, which facilitates consistency when comparing statistical data (note that pre-2008 data were compiled using a different set of SIC codes thus making time series comparisons with such data unreliable).

World trade figures are compiled using the Combined Nomenclature Classification system (CN numbers) as defined within the Official Journal of the European Union, L312. The Combined Nomenclature classification system is slightly different from the SIC (07) system. However, the two systems do cross reference thus facilitating valid comparisons between UK manufacturing, imports and exports.

Full details of the two classification codes, and their comparability, are presented in the subsequent section of this report.

3.2 SIC and CN code systems

31.0 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

- 31001150 (CN 94013000) - Swivel seats with variable height adjustments EXCLUDING: - medical, surgical, dental or veterinary seats – barbers' or similar chairs
- 31001190 (CN 940179) - Non-upholstered seats with metal frames EXCLUDING: - medical, surgical, dental or veterinary seats - barbers' or similar chairs - swivel seats
- 31011100 (CN 94031051 + 94031058 + 94031091 + 94031093 + 94031098) - Metal furniture for offices INCLUDING: - tables and desks - cupboards and cabinets - display units and bookcases EXCLUDING: - seats - armoured or reinforced safes

- 31011200 (CN 940330) - 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 (CN 94036030) - Wooden furniture for shops EXCLUDING: - seats

This class excludes blackboards; car seats; railway car seats; aircraft seats; medical, surgical, dental or veterinary furniture; modular furniture attachments and installation; partition installation; laboratory equipment furniture installation.

31.02 Manufacture of kitchen furniture

- 31001290 (CN 940169) - Non-upholstered seats with wooden frames EXCLUDING: - swivel seats
- 31021000 (CN 94034) - Wooden kitchen furniture INCLUDING: - wooden units for fitted kitchens EXCLUDING: - seats

31.03 Manufacture of mattresses

- 31031100 (CN 940410) - Mattress supports INCLUDING: - wooden or metal frames fitted with springs or steel wire mesh - upholstered mattress bases - with wooden slats - divans
- 31031230 (CN 94042110) - Mattresses of cellular rubber INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses
- 31031250 (CN 94042190) - Mattresses of cellular plastics INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses
- 31031270 (CN 94042910) - Mattresses with spring interiors EXCLUDING: - of cellular rubber or plastics
- 31031290 (CN 94042990) - Mattresses EXCLUDING: - with spring interiors - of cellular rubber or plastics

This class excludes inflatable rubber mattresses and rubber waterbed mattresses.

31.09 Manufacture of other furniture

- 31001170 (CN 940171) - Upholstered seats with metal frames EXCLUDING: - swivel seats - medical, surgical, dental or veterinary seats - barbers' or similar chairs - for motor vehicles - for aircraft
- 31001210 (CN 940140) - Seats convertible into beds EXCLUDING: - garden seats or camping equipment
- 31001230 (CN 94015) - Seats of cane, osier, bamboo or similar materials

- 31001250 (CN 940161) - Upholstered seats with wooden frames INCLUDING: - three-piece suites EXCLUDING: - swivel seats
- 31001300 (CN 940180) - Other seats INCLUDING: - plastic garden seats, camping seats EXCLUDING: - for aircraft - for motor vehicles - swivel seats - 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 (CN 94019030 + 94019080) - Parts for seats EXCLUDING: - for medical, surgical dental or veterinary seats - for barbers' and similar chairs - of a kind used for aircraft
- 31002030 (CN 94039010) - Parts of metal furniture EXCLUDING: - for seats - medical, surgical, dental or veterinary furniture - for SPECIALLY DESIGNED furniture for hi-fi systems, videos or televisions
- 31002050 (CN 94039030) - Parts of wooden furniture EXCLUDING: - for medical, surgical, dental or veterinary furniture - for seats
- 31002090 (CN 94039090) - Parts of furniture other than of wood or metal EXCLUDING: - for seats - for medical, surgical, dental or veterinary furniture
- 31091100 (CN 940320) - 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
- 31091230 (CN 940350) - 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
- 31091250 (CN 94036010) - Wooden furniture for the dining-room and living-room EXCLUDING: - floor standing mirrors - seats
- 31091300 (CN 94036090) - 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 (CN 940370) - Plastic furniture INCLUDING: - headboards EXCLUDING: - medical, surgical, dental or veterinary furniture - seats.
- 31091450 (CN 94038) - Furniture of materials other than metal, wood or plastic INCLUDING: - headboards EXCLUDING: - seats.

4. National economic factors

4.1 Household final consumption expenditure summary

Series name	Series code	£millions				
		2018	2019	2020	2021	2022
Food and non-alcoholic beverages	ADIP	108,685	110,325	119,208	120,662	112,384
Alcoholic beverages and tobacco	ADIS	47,927	46,971	51,526	49,569	46,463
Clothing and footwear	ADIW	66,835	69,852	56,250	64,922	68,826
Housing; water; electricity; gas and other fuels	ADIZ	351,640	352,210	356,379	359,645	357,649
Furnishings; household equipment & routine maintenance of the house	ADJF	65,445	66,813	68,731	70,710	67,139
Health	ADJM	29,029	28,609	23,766	24,485	25,358
Transport	ADJQ	195,652	193,279	125,233	139,235	161,028
Communication	ADJU	24,828	27,957	29,071	29,989	29,825
Recreation and culture	ADJV	128,041	132,286	112,690	125,504	132,158
Education	ADMJ	29,768	29,663	28,196	31,451	32,128
Restaurants and hotels	ADMK	143,592	143,174	86,018	113,617	150,334
Miscellaneous goods and services	ADMN	158,538	162,142	145,044	147,044	150,460
Total domestic expenditure	ABQJ	1,349,324	1,363,381	1,202,112	1,276,833	1,333,752
Net tourism	ABTG	24,680	24,283	5,941	7,117	17,975
Grand total	ABPF	1,374,051	1,387,664	1,208,053	1,283,950	1,351,727

Source: Office for National Statistics (www.ons.gov.uk), Time Series Data, Consumer Trends, Table 0KN UK national and domestic household final consumption expenditure. 31st March 2023

Note 1: Chained volume measures (CVM), not seasonally adjusted £ millions.

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

Series name	Series Code	£millions				
		2018	2019	2020	2021	2022
Household textiles	ADJH	6,730	6,642	7,075	7,676	8,123
Household utensils	ADJJ	6,562	7,032	6,748	6,653	6,057
Furniture and furnishings	ADPD	19,855	19,985	20,525	21,183	20,125
Carpets and other floor coverings	ADPE	4,337	4,317	4,034	4,907	5,113
Repair of furniture etc.	ADPF	39	30	15	33	33
Major household appliances whether electric or not	ADPG	8,586	7,942	9,109	9,309	9,382
Small electric household appliances	ADPH	1,358	1,986	1,787	1,849	1,469
Repair of household appliances	ADPI	588	534	477	520	506
Tools and equipment	ADJK	6,536	6,616	6,857	7,501	5,994
Non-durable household goods	ADPL	6,160	6,687	8,085	7,424	6,800
Domestic services and household	ADPM	4,710	5,042	4,109	3,655	3,537
Total	ADJF	65,461	66,813	68,731	70,710	67,139

Source: Office for National Statistics (www.ons.gov.uk), Time Series Data, Consumer Trends, Table 05KN Household final consumption expenditure published 30 June 2023

Note 1: Chained volume measures (CVM), not seasonally adjusted, £ millions.

5. Structure of the UK furniture manufacturing industry

5.1 The size of the UK furniture industry

Manufacture of Furniture		2018	2019	2020	2021
Number of enterprises	Number	6,378	6,355	6,504	6,857
Total turnover	£ million	8,861	8,994	8,054	9,321
Approximate gross value added at basic prices	£ million	3,730	3,714	3,406	3,899
Total purchases of goods, materials and services	£ million	5,153	5,317	4,900	5,586
Total employment - point in time	Thousand	92	92	91	90
Total employment costs	£ million	2,176	2,267	2,168	2,382

Source: Office for National Statistics, Annual Business Survey Reports. Section C. Manufacturing May 2023

Note 1: Total employment - point in time, and Total employment - average during the year, are from the Business Register and Employment Survey (BRES). Caution is advised when combining financial data from the ABS with employment data from BRES due to differences in methodology.

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

Data for these sub-sectors are in the subsequent tables:

SIC Code and category	Units	2018	2019	2020	2021
31.01 Manufacture of office and shop furniture					
Number of enterprises	Number	900	895	876	882
Total turnover	£ million	2,173	2,201	1,793	2,064
Approximate gross value added at basic prices	£ million	955	936	756	868
Total purchases of goods, materials and services	£ million	1,226	1,276	1,074	1,234
Total employment - point in time	Thousand	20	21	20	17
Total employment costs	£ million	561	572	512	473

SIC Code and category	Units	2018	2019	2020	2021
31.02 Manufacture of kitchen furniture					
Number of enterprises	Number	1,413	1,445	1,490	1,592
Total turnover	£ million	2,427	2,692	2,578	2,968
Approximate gross value added at basic prices	£ million	945	1,029	1,058	1,236
Total purchases of goods, materials and services	£ million	1,476	1,679	1,581	1,760
Total employment - point in time	Thousand	22	22	22	23
Total employment costs	£ million	536	614	644	805

SIC Code and category	Units	2018	2019	2020	2021
31.03 Manufacture of mattresses					
Number of enterprises	Number	172	191	218	230
Total turnover	£ million	823	776	752	900
Approximate gross value added at basic prices	£ million	322	298	298	347
Total purchases of goods, materials and services	£ million	504	481	468	569
Total employment - point in time	Thousand	8	8	8	9
Total employment costs	£ million	192	201	176	198

SIC Code and category	Units	2018	2019	2020	2021
31.09 Manufacture of other furniture					
Number of enterprises	Number	3,893	3,824	3,920	4,153
Total turnover	£ million	3,437	3,324	2,941	3,388
Approximate gross value added at basic prices	£ million	1,508	1,451	1,293	1,448
Total purchases of goods, materials and services	£ million	1,947	1,880	1,776	2,023
Total employment - point in time	Thousand	42	41	41	41
Total employment costs	£ million	888	879	834	906

5.2 Manufacture by product groupings

5.2.1 Introduction

The broad sub-sector groupings within the previous section can be broken down further into different product groupings using the PRODCOM 31 report issued by ONS. It is important to recognise that there are differences between UK production data collated for the Annual Business Survey (Section 5.1) and those collated for the PRODCOM reports referenced in this section. This is attributable to a number of factors such as:

- PRODCOM focuses on products and the Annual Business Survey (ABS) on activities.
- Samples of companies contributing data differ.
- Report timing (ABS uses financial year end data and PRODCOM uses calendar year end data)
- Inclusion or exclusion of income derived from non-manufacturing activities within PRODCOM.

A full explanation of the relevant criteria is accessible via the ONS website.

5.2.2 Manufacture of furniture

Product Description	2018	2019	2020	2021	2022
Division 3101 Office and shop	£ billions	£ billions	£ billions	£ billions	£ billions
Manufacture of furniture and other sales	1.14	1.26	0.95	1.10	1.24
Other income	0.99	0.93	0.96	0.88	0.73
TOTAL	2.13	2.15	1.70	1.94	2.37
Division 3102 Kitchen					
Manufacture of furniture and other sales	1.80	1.83	1.97	2.21	2.23
Other income	1.07	2.15	0.93	1.32	1.61
TOTAL	2.87	3.98	2.90	3.53	3.84
Division 3103 Mattresses					
Manufacture of furniture and other sales	0.83	0.83	0.73	0.89	0.80
Other income	0.04	0.02	0.02	0.00	0.10
TOTAL	0.87	0.85	0.75	0.89	0.90
Division 3109 Other furniture					
Manufacture of furniture and other sales	3.37	3.43	2.78	3.66	3.46
Other income	0.42	0.28	0.81	0.33	1.18
TOTAL	3.79	3.71	3.59	3.99	4.64
Division 31 Total for all furniture					
Manufacture of furniture and other sales	7.14	7.35	6.43	7.86	7.73
Other income	2.52	3.38	2.72	2.53	3.62
TOTAL	9.66	10.73	9.15	10.39	11.35

Source: Office for National Statistics (ONS) PRODCOM 31. Dec 2022. Slight discrepancies in totals are due to rounding errors. Release date 24th July 2023.

"Manufacture of furniture and other sales" equates to total UK manufacturer sales of products in this group including other manufacturer sales.

"Other income" comprises merchanted goods, work done, waste products, non-production income such as services, net carry in / carry out.

S = estimate due to suppressed data.

5.2.3 Office and shop – Division 3101

Product Description	2018	2019	2020	2021	2022
Office and shop	£000s	£000s	£000s	£000s	£000s
Total turnover of businesses attributable to this sector including:	2,082,057	2,072,947	2,130,699	2,154,401	1,712,481
31001150 (CN 94013000) - Swivel seats with variable height adjustments EXCLUDING: - medical, surgical, dental or veterinary seats - barber or similar chairs	189,746	182,980	147,983	202,345	225,348
31001190 (CN 940179) - Non-upholstered seats with metal frames EXCLUDING: - medical, surgical, dental or veterinary seats - barbers' or similar chairs - swivel seats	18,877	29,458	24,952	44,603	50,097
31011100 (CN 94031051 + 94031058 + 94031091 + 94031093 + 94031098) - Metal furniture for offices INCLUDING: - tables and desks - cupboards and cabinets - display units and bookcases EXCLUDING: - seats - armoured or reinforced safes	246,545	243,680	194,607	211,255	239,686
31011200 (CN 940330) - 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	432,632	557,241	403,675	412,994	459,805
31011300 (CN 94036030) - Wooden furniture for shops EXCLUDING: - seats	251,508	243,023	177,125	229,211	261,996

All other income including: other income as part of manufacturer sales and other income comprising merchanted goods, work done, waste products, non- production income such as services, net carry in / carry out	965,574	882,063	737,860	821,579	1,106,811
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Source. ONS PRODCOM 31. December 2022. Slight discrepancies in totals are due to rounding errors.

5.2.4 Kitchen - Division 3102

Product Description	2018	2019	2020	2021	2022
Kitchen	£000s	£000s	£000s	£000s	£000s
Total turnover of businesses attributable to this sector including:	2,875,678	3,952,052	2,887,127	3,508,307	3,799,627
31001290 (CN 940169) - Non-upholstered seats with wooden frames EXCLUDING: - swivel seats	8,232	15,581	9,042	38,403	29,940
31021000 (CN 94034) - Wooden kitchen furniture INCLUDING: - wooden units for fitted kitchens EXCLUDING: - seats	1,794,109	1,788,391	1,946,862	2,154,021	2,157,155
All other income including: other income as part of manufacturer sales and other income comprising merchanted goods, work done, waste products, non- production income such as services, net carry in/ carry out	1,073,337	2,148,080	931,223	1,315,883	1,612,532

Source: ONS PRODCOM 31. December 2023. Slight discrepancies in totals are due to rounding errors.

5.2.5 Mattresses - Division 3103

Product Description	2018	2019	2020	2021	2022
Mattresses	£000s	£000s	£000s	£000s	£000s
Total turnover of businesses attributable to this sector including:	868,539	850,753	748,668	892,508	901,479
31031100 (CN 940410) - Mattress supports INCLUDING: - wooden or metal frames fitted with springs or steel wire mesh - upholstered mattress bases - with wooden slats - divans	208,238	209,973	177,549	209,336	190,420
31031230 (CN 94042110) - Mattresses of cellular rubber INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses	11,110	10,138	17,820	23,317	18,781
31031250 (CN 94042190) - Mattresses of cellular plastics INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses	42,959	34,603	19,454	27,568	23,438
31031270 (CN 94042910) - Mattresses with spring interiors EXCLUDING: - of cellular rubber or plastics	496,491	503,134	443,584	564,278	497,540
31031290 (CN 94042990) - Mattresses EXCLUDING: - with spring interiors - of cellular rubber or plastics	71,762	71,582	69,793	62,524	59,504
All other income including: other income as part of manufacturer sales and other income comprising merchant goods, work done, waste products, non-production income such as services, net carry in / carry out	36,979	21,322	20,467	5,486	110,289

Source: ONS PRODCOM 31. December 2021. Totals discrepancies due to rounding errors and suppressed data.

S = estimates due to suppressed data for work done and waste products

5.2.6 Other furniture - Division 3109

Product Description	2018	2019	2020	2021	2022
Other furniture	£000s	£000s	£000s	£000s	£000s
Total turnover of businesses attributable to this sector including:	3,748,474	3,715,250	3,799,077	3,708,370	3,216,530
31001170 (CN 940171) - Upholstered seats with metal frames EXCLUDING: - swivel seats - medical, surgical, dental or veterinary seats - barbers' or similar chairs - for motor vehicles - for aircraft	153,223	140,580	132,620	144,167	94,353
31001210 (CN 940140) - Seats convertible into beds EXCLUDING: - garden seats or camping equipment	11,989	13,197	8,796	10,904	5,924
31001250 (CN 940161) - Upholstered seats with wooden frames INCLUDING: - three-piece suites EXCLUDING: - swivel seats	1,090,066	1,002,271	931,604	896,347	713,638
31001300 (CN 940180) - Other seats INCLUDING: - plastic garden seats, camping seats EXCLUDING: - for aircraft - for motor vehicles - swivel seats - 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	31,738	29,405	26,107	20,378	20,168
31001400 (CN 94019030 + 94019080) - Parts for seats EXCLUDING: - for medical, surgical dental or veterinary seats - for barbers' and similar chairs - of a kind used for aircraft	186,712	208,834	184,126	204,988	176,781

31002030 (CN 94039010) - Parts of metal furniture EXCLUDING: - for seats - medical, surgical, dental or veterinary furniture - for SPECIALLY DESIGNED furniture for hi-fi systems, videos or televisions	36,732	38,971	38,212	47,295	40,182
31002050 (CN 94039030) - Parts of wooden furniture EXCLUDING: - for medical, surgical, dental or veterinary furniture - for seats	225,620	192,699	219,382	256,432	160,477
31002090 (CN 94039090) - Parts of furniture other than of wood or metal EXCLUDING: - for seats - for medical, surgical, dental or veterinary furniture	26,843	23,813	20,111	33,297	22,154
31091100 (CN 940320) - 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	571,694	545,991	570,569	555,801	448,283
31091230 (CN 940350) - 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	542,430	557,566	521,898	528,133	532,876
31091250 (CN 94036010) - Wooden furniture for the dining-room and living-room EXCLUDING: - floor standing mirrors - seats	130,353	126,074	109,406	117,531	92,771

31091300 (CN 94036090) - 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	531,804	517,038	494,211	449,224	381,371
31091430 (CN 940370) - Plastic furniture INCLUDING: - headboards EXCLUDING: - medical, surgical, dental or veterinary furniture - seats.	87,272	71,529	56,201	46,757	21,775
31091450 (CN 94038) - Furniture of materials other than metal, wood or plastic INCLUDING: - headboards EXCLUDING: - seats.	7,429	10,332	13,046	11,182	3,406
All other income including: other income as part of manufacturer sales and other income comprising merchanted goods, work done, waste products, non-production income such as services, net carry in / carry out	91,021	218,166	425,525	280,246	380,460

Source: ONS PRODCOM 31. December 2021. Slight discrepancies in totals are due to rounding errors.

Notes for tables in Section 5.2

S = Suppressed, or partially suppressed as disclosive in the source tables

Some totals differ from the sum of the individual parts due to rounding and / or the impact of suppressed data.

5.3 The wider furniture and furnishings sector

A number of the industry's trade associations have a broader remit than furniture manufacturing, particularly in relation to soft furnishings, carpets and repair/refurbishment. **2022** data for the wider furniture and furnishings sector are also available within the ABS report and are presented below.

SIC Code and Category	Number of enterprises	Total turnover	Total employment average during the year
2022		£millions	Thousands
13.92 - Manufacture of made-up textile articles, except apparel	2,172	2,731	23
13.93 - Manufacture of carpets and rugs	100	1,046	4
31 - Manufacture of furniture	6,857	9,321	91
46.15 - Agents involved in the sale of furniture, household goods, hardware and ironmongery	1,293	772	2
46.47 - Wholesale of furniture, carpets and lighting equipment	2,439	5,452	16
46.65 - Wholesale of office furniture	429	903	3
47.53 - Retail sale of carpets, rugs, wall and floor coverings in specialised stores	4,093	2,955	26
47.59 - Retail sale of furniture, lighting equipment and other household articles in specialised stores	10,243	15,550	112
77.29 - Renting and leasing of other personal and household goods	1,422	1,187	11
95.24 - Repair of furniture and home furnishings	884	220	4

Summary	Number of enterprises	Total turnover	Total employment average during the year
		£millions	Thousands
Manufacturing	9129	13098	118
Wholesale and agencies	4161	7127	21
Retail	14336	18505	138
Leasing	1422	1187	11
Repair	884	220	4
Total	28510	40137	292

Source: Office for National Statistics, Annual Business Survey Reports.

5.4 Breakdown of the UK furniture industry by turnover, number of employees and by region

5.4.1 Data sources

The total numbers of companies and employees within this section are slightly different from those reported in Section 5.1. This is because data have been collated from a different source (UK Business Activity, Size and Location). In addition, the data is the latest figures available as published in September 2023. However, it remains important to use data from this source so that a breakdown of the comparative sizes and locations of businesses within the furniture sector can be reported.

When analysing these data sets it is important to recognise that the lowest common denominator appears to be 5, which will impact on the significance of results from some of the categories that display lower totals and may also mean that some "totals" in one table differ slightly from "totals" in other tables.

5.4.2 Number of furniture manufacturers by turnover band

The industry is dominated by micro and small to medium-sized businesses with just 305 companies (5%) operating at turnovers in excess of £5 million (an increase of 5 when compared to the previous year). 160 companies turn over more than £10 million which is slightly higher than the previous year.

The latest data indicates 6,880 companies in the sector, a slight increase from last year. Most of this growth has been in the number of companies turning over less than £1 million, although there has been a slight increase in the number of organisations in the £1 to £5 million bracket as well as the £5 to £10 million and £10 to £50 million brackets. This, particularly in the higher turnover brackets, is assumed to be due to growth rather than new entrants.

83% of companies turn over less than £1 million and the largest percentage of companies are in the £100k to £250k turnover band (31.4%). These figures are largely unchanged from previous years.

In the "mattress" and "office and shop" sectors the percentage of smaller companies is lower than for the other sectors (61.9% and 66.5% within these sectors turn over less than £1 million respectively). Conversely, in the "other furniture" and "kitchen" sectors it is significantly higher at 87.1% and 85.8% respectively.

The "mattress" sector has proportionately more large companies than the others with 16.7% of companies turning over more than £5 million. In comparison, 10.4% of companies within the "office and shop" sector turn over more than 5 million, followed by "kitchen" (3.6%) and "other furniture" (3.1%) sectors.

There remains a significant proportion of extremely small companies within the whole furniture manufacturing sector with 56% of organisations operating at turnovers of less than £250,000.

March 2023	Turnover size band (£ thousands)										Total
	0 to 49	50 to 99	100 to 249	250 to 499	500 to 999	1000 to 1999	2000 to 4999	5000 to 9999	10000 to 49999	50000 +	
3101 Office and shop furniture	85	80	200	115	115	90	100	45	40	5	875
3102 Kitchen furniture	85	245	475	300	220	140	80	25	20	5	1,595
3103 Mattresses	15	35	55	25	25	25	35	15	20	0	250
3109 Other furniture	350	855	1370	610	405	255	185	60	65	5	4,160
Total number of companies	535	1,215	2,100	1,050	765	510	400	145	145	15	6,880

Source: ONS. UK Business Activity, Size and Location. September 2023. Table 9

5.4.3 Number of furniture manufacturers by employment size band

The turnover pattern is to an extent reflected in the employment figures with 79.5% of companies employing less than ten people and only 130 companies (2.0%) employing more than 100.

As expected, this trend is different in the “mattress” sector, with 54.8% of mattress manufacturers employing less than 10 people, whilst 9.5% employing more than 100.

The “office and shop” sector, whilst similar to the other non-mattress sectors at the higher levels of employment, also has fewer companies employing less than 10 people (66.5%), compared with the remaining sectors.

	Employment size band (numbers)							Total
	0 - 4	5 - 9	10 - 19	20 - 49	50 - 99	100 - 249	250 +	
3101 Office and shop furniture	460	140	100	105	45	20	5	875
3102 Kitchen furniture	1,030	285	160	70	25	15	10	1,595
3103 Mattresses	110	35	30	35	20	15	5	250
3109 Other furniture	2,810	660	345	220	75	40	10	4,160
Total number of companies	4,410	1,120	635	430	165	90	30	6,880

Source: ONS. UK Business Activity, Size and Location. September 2023. Table 4

5.4.4 Regional distribution of furniture manufacturers

The subsequent table illustrates that furniture manufacturing companies are generally evenly spread around the United Kingdom with no single, significant geographical hub. However, there are some notable exceptions to this broad conclusion.

The North East, Scotland and Wales have significantly fewer furniture manufacturers than other regions (2.7%, 4.0% and 2.8% respectively). Although Wales and the North East have remained quite static in the number of businesses, this has increased for Scotland and the North East. Northern Ireland has seen a slight decrease and accounts for 5.2% of all furniture manufacturers.

The South East has proportionately more companies than any other region (13.4%) and, combined with London, accounts for 24.2% of all UK furniture manufacturers.

38.7% of "office and shop" furniture manufacturers are in London, the South East and the East.

"Mattress" manufacturing is more regionalised than other sub-sectors with 59.5% based in Yorkshire and The Humber, an increase year on year. Conversely, none are recorded in the adjacent North East region or Wales.

Northern Ireland has slightly more "kitchen" manufacturers than most other regions (12.3%), a figure which is matched by the South East.

Wales, Scotland and Northern Ireland comprise lower numbers of "other furniture manufacturers", accounting for 10.6% collectively. However, in general, and except for the North East (2.7%) there is a relatively even geographical spread throughout England.

Government office region	Number of companies				Total
	3101 Office and shop	3102 Kitchen	3103 Mattresses	3109 Other	
North East	14	45	0	120	180
North West	95	175	25	445	740
Yorkshire and Humber	95	140	155	480	870
East Midlands	90	145	10	360	605
West Midlands	85	130	15	385	615
East	130	150	5	430	715
London	105	170	10	495	780
South East	115	185	10	585	895
South West	65	170	10	425	670
Wales	20	35	0	130	185
Scotland	35	55	5	175	270
Northern Ireland	25	195	5	130	355
Total number of companies	875	1595	250	4160	6880

Source: ONS. UK Business Activity, Size and Location. September 2023. Table 2

6. Furniture markets

6.1 Introduction

World trade figures used to be sourced from the ONS but, due to coherence issues associated with the data, they are now extracted from HM Revenue and Customs records (www.uktradeinfo.com). They categorise data product groups using the Combined Nomenclature Classification system as defined within the Official Journal of the European Union, L312.

UK production figures are still sourced via the ONS PRODCOM report. They categorise data using both the SIC Code System and the aforementioned CN classification system.

As such, data from both sources can be cross-referenced (although small errors may accrue due to the coherence issues referred to at the start of this Section) thus enabling estimates of the UK home market to be calculated.

The two coding systems are summarised in Section 3.2 of this report.

It is also important to reinforce (as detailed in Section 5.2.1) that there are differences between UK production data collated for the Annual Business Survey (Section 5.1) and those collated for the production information within this section. Whilst both the Annual Business Survey and PRODCOM collate total turnover, there are distinct differences between the two in that PRODCOM focuses on products and ABS focuses on activities. The total value of production for business in an industry group (PRODCOM) may be different from the turnover reported by ABS for the same industry group as enterprises may carry out other activities, besides production, which contribute to turnover.

6.2 Trade data by product groupings

6.2 1 Manufacture of furniture (2022) – Division 31

Product Description	Sales	Exports	Imports	Trade gap	Home market	Imports as a % of home market
	£billions	£billions	£billions	£billions	£billions	%
UK manufacturer sales of products in this group	6.530	1.323	6.334	-5.011	11,541	55.80%
All other income including: other income as part of manufacturer product sales and other income comprising merchant goods, work done, waste products, non-production income such as services, net carry in / carry out	2.090	N/A	N/A	N/A	2.09	
Total turnover attributable to this sector	8.620	1.323	6.334	-5,011	13.631	46%

The following tables summarise manufacturing product sales for product groupings plus associated UK trade data (imports and exports).

6.2.2 Office and shop (2022) – Division 3101

Product Description	Sales	Exports	Imports	Trade gap	Home market	Imports as a % of home market
	£000s	£000s	£000s	£000s	£000s	%
Office and shop - Total UK manufacturer sales of individual products listed in this group	1,712,481	268,015	732,020	(464005)	2,176,486	34%
31001150 (CN 94013000) - Swivel seats with variable height adjustments EXCLUDING: - medical, surgical, dental or veterinary seats - barber or similar chairs	225,348	7,108	16,183	(9075)	234423	7%
31001190 (CN 940179) - Non-upholstered seats with metal frames EXCLUDING: - medical, surgical, dental or veterinary seats - barbers' or similar chairs - swivel seats	50,097	55,121	368,595	(313474)	363571	101%
31011100 (CN 94031051 + 94031058 + 94031091 + 94031093 + 94031098) - Metal furniture for offices INCLUDING: - tables and desks - cupboards and cabinets - display units and bookcases EXCLUDING: - seats - armoured or reinforced safes	239,686	140,317	160,522	(20205)	259891	62%
31011200 (CN 940330) - 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	459,805	50,070	127,907	(77837)	537642	24%

31011300 (CN 94036030) - Wooden furniture for shops EXCLUDING: - seats	261,996	15,399	58,813	(43414)	305410	19%
All other income not included in the above total for the division	1,106,811				1,106,811	

6.2.3 Kitchen (2022) – Division 3102

Product Description	Sales	Exports	Imports	Trade gap	Home market	Imports as a % of home market
	£000s	£000s	£000s	£000s	£000s	%
Kitchen - Total UK manufacturer sales of individual products listed in group:	3,799,627	86718	556231	(469,513)	4,269,140	13%
31001290 (CN 940169) - Non-upholstered seats with wooden frames EXCLUDING: - swivel seats	29,940	22,109	133,002	(110893)	140833	94%
31021000 (CN 94034) - Wooden kitchen furniture INCLUDING: - wooden units for fitted kitchens EXCLUDING: Seats	2,157,155	64,609	423,229	(358590)	2515745	17%
All other income not included in the above total for the division	1,612,532	N/A	N/A	N/A	1,612,532	N/A

6.2.4 Mattresses (2020) – Division 3103

Product Description	Sales £000s	Exports £000s	Imports £000s	Trade gap £000s	Home market £000s	Imports as a % of home market %
Mattresses - Total UK manufacturer sales of individual products listed in this group	901,479	66,500	218,062	(151,562)	1,053,041	21%
31031100 (CN 940410) - Mattress supports INCLUDING: - wooden or metal frames fitted with springs or steel wire mesh - upholstered mattress bases - with wooden slats - divans	190,420	14,148	31,900	(17752)	208172	15%
31031230 (CN 94042110) - Mattresses of cellular rubber INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses	18,781	0,976	3,141	(3140)	21921	14%
31031250 (CN 94042190) - Mattresses of cellular plastics INCLUDING: - with a metal frame EXCLUDING: - water-mattresses - pneumatic mattresses	23,438	6,325	77,423	(71098)	94536	82%
31031270 (CN 94042910) - Mattresses with spring interiors EXCLUDING: - of cellular rubber or plastics	497,540	34,895	73,384	(38489)	536029	14%
31031290 (CN 94042990) - Mattresses EXCLUDING: - with spring interiors - of cellular rubber or plastics	59,504	11,131	32,214	(21083)	80587	40%
All other income not included in the above total for the division	110,289				110289	

6.2.5 Other furniture (2020) – Division 3109

Product Description	Sales £000s	Exports £000s	Imports £000s	Trade gap £000s	Home market £000s	Imports as a % of home market %
Other furniture - Total UK manufacturer sales of individual products listed in this group	3,216,530	1,121,402	6,364,674	(5,243,272)	8,459,802	75%
31001170 (CN 940171) - Upholstered seats with metal frames EXCLUDING: - swivel seats - medical, surgical, dental or veterinary seats - barbers' or similar chairs - for motor vehicles - for aircraft	94,353	25,979	184,063	(158,084)	252,437	73%
31001210 (CN 940140) - Seats convertible into beds EXCLUDING: - garden seats or camping equipment	5,924	.470	25,041	(25040)	30,964	81%
31001250 (CN 940161) - Upholstered seats with wooden frames INCLUDING: - three-piece suites EXCLUDING: - swivel seats	713,638	92,760	1,220,525	(1,127,765)	1,841,403	66%
31001300 (CN 940180) - Other seats INCLUDING: - plastic garden seats, camping seats EXCLUDING: - for aircraft - for motor vehicles - swivel seats - 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	20,168	55135	214547	(159522)	179690	119%
31001400 (CN 94019030 + 94019080) - Parts for seats EXCLUDING: - for	176,781	284820	825915	(541095)	717876	115%

medical, surgical dental or veterinary seats - for barbers' and similar chairs - of a kind used for aircraft						
31002030 (CN 94039010) - Parts of metal furniture EXCLUDING: - for seats - medical, surgical, dental or veterinary furniture - for SPECIALLY DESIGNED furniture for hi-fi systems, videos or televisions	40,182	33,682	207,955	(174273)	214455	97%
31002050 (CN 94039030) - Parts of wooden furniture EXCLUDING: - for medical, surgical, dental or veterinary furniture - for seats	160,477	30,537	453,686	(423149)	583626	78%
31002090 (CN 94039090) - Parts of furniture other than of wood or metal EXCLUDING: - for seats - for medical, surgical, dental or veterinary furn	22,154	42,012	210,689	(168677)	190831	110%
31091100 (CN 940320) - 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	448,283	256,502	1,000,480	(744197)	1192480	84%
31091230 (CN 940350) - 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	532,876	25,577	95,997	(70420)	603206	16%

31091250 (CN 94036010) - Wooden furniture for the dining-room and living-room EXCLUDING: - floor standing mirrors - seats	92,771	87,466	745,634	(658168)	750939	99%
31091300 (CN 94036090) - 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	381,371	108,071	902,939	(794868)	1176239	77%
31091430 (CN 940370) - Plastic furniture INCLUDING: - headboards EXCLUDING: - medical, surgical, dental or veterinary furniture - seats.	21,775	53,235	181,206	(127971)	149746	121%
31091450 (CN 94038) - Furniture of materials other than metal, wood or plastic INCLUDING: - headboards EXCLUDING: - seats.	3,406	25,576	95,997	(70421)	73827	130%
All other income not included in total for the division	380,460				380,460	

Notes for tables 6.2.1 to 6.2.5

N/A = Data not applicable

S = Suppressed, or partially suppressed as disclosive in the source tables

Some totals differ from the sum of the individual parts due to rounding and/or the impact of suppressed data.

Note: Data excludes estimates and below-threshold figures as per previous annual digests

6.3 Trade by country

6.3.1 Introduction

Data comprises the top importing and exporting countries to and from the UK.

Global regions and other individual country breakdowns are available by interrogation of the uktradeinfo website (www.uktradeinfo.com).

6.3.2 Imports

Imports of furniture into the UK in 2022 were £8.52 billion.

The majority of imports originated from China (£3.17 billion), with its share of imports into the UK remaining at 37%.

Italy, Poland and Germany remain the next highest exporters to the UK. In round terms, these countries accounted for a combined 24% of furniture imports into the UK respectively at around £5.5 billion each.

6.3.3 Exports

Furniture exports have continued to grow in recent years and reached £1.46 billion in 2022.

Exports to the Irish Republic continue to grow year on year and reached £0.23 billion in 2022 and the Republic accounts for 17% of all exports, a figure that has remained relatively stable in recent years.

There was an increase in UK furniture exports to the USA in 2022 (£0.25 billion) which accounted for 20% of the total and overtook Ireland to become the largest market for exports.

6.3.4 Trade gaps and trends

Total furniture imports into the UK have increased year on year, with the figure for 2022 being £8.5 billion.

China remains by far the largest importer of furniture into the UK. In 2022 imports from China totaled £3.17 billion – 37% of the total.

6.3.5 Tabulated UK furniture trade figures for 2022

Country	Exports (£millions)	Imports (£millions)	Trade gap (£millions)
Irish Republic	230,981	103,038	127,943
Brazil	4,089	49,164	(45,075)
India	6,914	99,562	(92,648)
United States	252,032	145,857	106,175
Vietnam	0,670	367,396	(367,395)
Spain	24,203	103,644	(79,441)
Portugal	5,811	70,912	(65,101)
Romania	7,729	125,446	(117,717)
Malaysia	1,888	118,900	(117,012)
Germany	114,471	561,735	(447,264)
Italy	29,007	749,170	(720,163)
Poland	14,711	741,784	(727,073)
Others			
China	43,981	3,174,190	(3,130,209)
Total	1,446,166	8,516,160	(7,069,994)



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