



PRELIMINARY 2024 WOOD-FURNITURE SUPPLY CHAIN FIGURES TURNOVER AT 51.6 BILLION EUROS

**Feltrin: "The sector weathered the storm better than others.
Exports have held, closing -2.3%. Salone more strategic than ever"**

The wood-furniture supply chain closed 2024 with a production turnover of 51.6 billion euros, down 3.1% (53.2 billion in 2023) in continuity with the stabilisation process started in 2023, after two years of great growth for the sector. This is according to the [preliminary figures](#) compiled by the FederlegnoArredo Study Centre, based on ISTAT data. The downturn affected sales equal to 32.2 billion euros on the domestic market, which account for more than 60% of total turnover and recorded a 3.5% drop, largely due to the cuts in tax incentives made available in previous years. Exports, accounting for 38% of the supply chain's total turnover, closed down 2.3 % to a value of 19.4 billion euros. The supply chain trade balance nudged €8 billion (it was €8.4 billion in 2023).

"A 3.1% decline," commented FederlegnoArredo President [Claudio Feltrin](#), "should still be seen as contained given the current economic and geopolitical context and compared to what we might have expected. This does not mean that the situation is an easy one, quite the reverse. However, what we can say is that, as in other periods, the supply chain as a whole has weathered the storm better than others, even in very choppy waters.

This is borne out by the industrial production data for 2024, which differ little from those of 2019, confirming the strength of the figures, and the public's increasing inclination to recognise the value of our design products, which have always been synonymous with quality, innovation and style. However, we are under no illusions, and are aware of how fragile balances across the border, the economic crises in Germany and France, and the possible entry of Chinese products into our markets as a consequence of the dreaded introduction of US duties, are variables that will put companies to the test in the first few months of 2025," Mr Feltrin continued.

"They will have to quickly identify alternative outlet markets and plan strategic investments, not least in terms of sustainability, digital transition training and alternative forms of energy supply, the costs of which are again strongly impacting companies' balance sheets. The industrial production figures for November show a 3.6 % increase for furniture, despite the overall situation remaining negative (-2.8 %). This makes it hard to make long-term forecasts, but one thing is certain: notwithstanding this situation, the companies have strengthened their confidence in the Salone del Mobile 2025 as a strategic opportunity: exhibiting in the of Rho Fiera pavilions is the most powerful access key for business in the sector. Today, more than ever, there is a need for Salone del Mobile."

FURNITURE MACROSYSTEM - FOCUS ON COUNTRIES

As confirmed by the export data for the furniture macrosystem, which saw less fluctuation than the domestic market, according to the preliminary figures, the [furniture macrosystem](#) actually closed 2024 with around

27.5 billion euros in sales, representing a 2.5% fall compared with 2023 when it nudged 28.2 billion euros. This could be ascribed less to the **export trend (-2.1%) with a value of 14.3 billion compared with 14.7 in 2023**, than to lower sales on the **Italian market (-2.8%), which amounted to 13.1 billion euros, compared to 13.5 in 2023. The trade balance stood at 9.2 billion euros, compared to 9.6 in 2023.**

While 2023 closed with a 4% contraction in exports, **2024 saw a less marked decline (-2.1%), determined above all** - as the analysis of trade flows during the period [January-October 2024](#) shows - by the **contraction towards France, (-3.6%)** which nevertheless remained the leading market for Italian design, for a value of 1.96 billion euros. **Exports to China, which accounted for 313.5 million euros, fell heavily (-17.9%). However, Italy remained the top supplier to the Chinese market. Germany, the third largest market (-3.6%), was worth 1.1 billion euros. The United States, the second largest market, remained stationary, up 2%, nudging a value of 1.4 billion euros), but could yet close the year negative. Higher exports to the United Arab Emirates (+21.6% to 317.6 million euros), recording a positive trend for the fourth year in a row, and Saudi Arabia (+22.8%), in thirteenth place, worth 193.5 million euros, largely served to contain the contraction in the furniture macrosystem.**

WOOD MACROSYSTEM

The [wood macrosystem](#) - excluding timber trade amounting to 3.6 billion euros - which had seen a double-digit decline in 2023, **continued to suffer a decrease in turnover (-5.6%) in 2024, albeit to a lesser degree, standing at 20.5 billion euros.** The contraction was largely driven by the **domestic market (-6.5%),** which accounted for more than 75% of total turnover, nudging **15.6 billion euros. Exports (24% of the total) stood at just under 5 billion euros, down 2.6% on 2023**

The analysis of trade flows during January-October 2024 shows **Germany (-11.4% to 588 million euros) and the United Kingdom (-11.3% to 452 million euros) down** in particular, while the **US was up (+9.6% to 366 million euros) but could worsen at year-end, while France remained virtually stable (-1.8 % to 657 million euros), but with a reasonable chance of ending the year in a worse position.** The negative trend affected all systems, albeit to different extents.

WOOD-FURNITURE SUPPLY CHAIN – FOCUS ON COUNTRIES

*"Of Italy's top five supply chain destinations," Mr Feltrin concluded, "it is always **the U.S. that performs best, at least based on the analysis of trade flows for the period [January-October 2024](#), seeing a 3.5% rise for a value of almost 1.8 billion euros. As early as year-end, the situation could turn negative again or stabilise at best. France, the first of the top ten countries, was down, dropping 3.2% and accounting for 2.6 billion euros, while Germany fell 6.4% and the United Kingdom fell 7.9%, illustrating the complexity of the situation. Spain dropped to sixth position, registering a stationary trend and similar values to Switzerland, which stood in fifth position.***

The United Arab Emirates continued to grow, rising 21.7% (67 million euros more than in 2023), ranking tenth, for a value of 376 million euros; Saudi Arabia was in 14th place with 25.9% growth (47.4 million euros more than in the same period in 2023) for a value of 230 million euros."

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FederlegnoArredo Press Office

Alessia Quiriconi -alessia.quiriconi@federlegnoarredo.it - Tel. +39 347 4831339

Chiara Sirianni -chiara.sirianni@federlegnoarredo.it - Tel. +39 338 5305071