

PRESS

**FEDERLEGNOARREDO: 2024 EXPORT CHAIN DOWN 2.1% AT 19.4 BILLION.
FURNISHING MACROSYSTEM NUDGES 14.4 BILLION, -1.8%.**

**Feltrin: 'We need internationalisation tools to explore new destinations,
starting with the Arab Emirates and Saudi Arabia, but also India and Brazil.
Salone del Mobile.Milano strategic for a new world map of markets.'**

2024 closed with wood-furnishing supply chain exports **2.1% down on 2023**, at approximately **19.4 billion euros**. Very negatively performing months alternated with very positive ones over the year, eventually ending with a largely stable December. A trend that made it impossible to break even with 2023, although **furnishing macrosystem** losses were more contained, down **1.8%**, for a value of 14.4 billion euros, confirming furnishing's strategic role in the resilience of the entire sector. This is what transpires from the export data processed by the FederlegnoArredo Study Centre based on ISTAT data.

"Breaking even with 2023," said FederlegnoArredo President Claudio Feltrin, "would have been an extraordinary result, given the international situation. For a strongly export-oriented sector like ours, the geopolitical events that characterised 2024 and which, alas, have continued into the early months of 2025, inevitably had an impact. One only has to go into the details of the performances seen in our main outlet markets to understand that -2.1% takes on a positive value when seen against the global context.

Sharp declines were seen in the Top Ten Italian export destinations, especially among EU countries: **France, with over 3 billion euros, remained in the lead, but was down 3.3%**; while **Germany**, in third place, **lost a consistent 6%, nudging 2 billion euros**. Outside the European borders, the **United States stood out, in second place (2.2 billion euros), up 1.5% increase**, and therefore a strategic market but one that risks being challenged by the threat of duties. What is worrying is the other giant, **China, which has continued to grow since 2013 and was worth 686 million euros by**

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2022, taking seventh place among our export destinations, but **now, while still in seventh place, it has fallen below half a billion euros, down 13.2%**.

The United Kingdom - in **fourth place** - fell **6.4%** to **1.2 billion euros**. This was followed by **Spain**, virtually stable (+1%) at **0.8 billion euros**. The **United Arab Emirates** made a positive contribution, taking **eighth place** with a substantial **21.2% rise**, although absolute values remained contained (**0.5 billion euros**). Next came **Belgium**, largely stable (+0.7%) at **0.5 billion euros**. **Austria** closed the Top Ten, down **6%**, like Germany.

Of the **five countries in which the supply chain grew the most in absolute value**, the **United Arab Emirates took first place, +21.2% and seeing 82.4 million euro growth**, followed by **Kyrgyzstan** (which, however, remained in 38th place for a value of 80 million euros), growing by about 46 million for a **139.5% increase**. **Saudi Arabia came third in terms of growth** (in 13th place), up **16.9%** equal to another 41.6 million euros, followed by **South Korea** (21st place) with a positive 34.4 million euro gap, and finally the **United States**, up **1.5%** or 31.9 million euros.

Of the **five countries that saw the steepest supply chain declines**, four were in the Top Ten: first **Germany**, down **6%**, shedding 126 million euros; followed by **France** at **-3.3%**, down 104 million euros; the **United Kingdom** came third, **down 6.4%**, with an 85 million euro gap; followed in fourth place by **China, 13.2% down**, which lost over 75 million euros. **Egypt**, closed the Top Five, dropping into to 52nd position, recording a fall of almost 50 million euros (**-47.1%**).

FURNITURE MACROSYSTEM

Furnishing macrosystem exports recorded a smaller drop than the industry as a whole, closing 2024 at 14.4 billion euros (-1.8%).

France led the Top Ten, for a value of 2.3 billion euros, down 3.6%, followed by the United States which remained largely stable (-0.8%) at 1.7 billion euros. Germany was in third place, down 3.2% with a turnover of 1.3 billion euros; fourth was the United Kingdom, down 3.7%, Switzerland was negative in fifth place, while Spain recorded a 4.1% increase, the first of the Top Ten markets to send a positive signal.

The United Arab Emirates took seventh place with a substantial increase (+22.2%) although the absolute value of this particular market (0.4 billion euros) remained low. China fell to eighth place with a consistent 17.9% loss. Closing the Top Ten, Belgium stood at 0.4 billion euros and the Netherlands at 0.3 billion euros.

Of the five countries that saw the highest furniture macro-system growth in absolute value, the United Arab Emirates were top with a 73.2 million euro increase, up 22.2%, and a market worth 402 million euros. Kyrgyzstan came second with a 44.5 million growth, which in percentage terms corresponds to a 140% rise in a market worth 76.4 million euros. Saudi Arabia came in third, roughly 31 million euros up, growing 14.6%. Spain and Poland both closed with a positive gap of 25 million and 22 million euros respectively (+4.1% and +9.7%).

The data evidence the negative trend of the two main European markets. France took first place shedding 86 million euros (-3.6%), while Germany (-3.2%), fourth out of five, lost around 43 million euros. In the Top Five worst furnishing sector performers, China fell a conspicuous 17.9%, dropping to eighth place, losing around 86 million euros. This was followed by Egypt, down 47 million euros, and finally Israel, down 30 million. With the European market showing clear signs of

retreat and the United States proving resilient in 2024 - although the **Trump presidency** could alter the scenario completely – it is essential for tools for identifying new routes to be put in place. The real challenge will be to understand where to aim the compass. At such a complex time of sudden shifts of scenario, **companies must not be left to fend for themselves.**

We need **internationalisation tools** for exploring new destinations, starting with the Arab Emirates and Saudi Arabia, **but also India and Brazil.** India remained in 29th place, but saw its volume almost double (from 69 million euros to 112 million) between 2013 and 2023, while Brazil, in 54th place, recorded a 30.3% rise from 26 million euros in 2019 to 38 million in 2024. There is much work still to be done and markets are not created overnight, but I believe that these two countries should be kept on the radar. Given these scenarios, it is crucial for internationalisation measures to be put in place and **trade fairs valorised** as **strategic tools** for drawing the new world map of markets, starting with the Salone del Mobile.Milano, which has always supported companies in their business strategies.”

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