CENTRE FOR INDUSTRIAL STUDIES

THE FURNITURE INDUSTRY IN ITALY

Multiclient Research

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SCENARIO
COUNTRY REPORTS
HOME FURNITURE
UPHOLSTERY
MATTRESSES
OFFICE
KITCHEN
APPLIANCES
LIGHTING

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SCENARIO

The furniture industry in Italy

COUNTRY REPORTS

Report prepared by C. Pisa
Coordinated by A. Tracogna

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CONTENTS

1. ITALY. FURNITURE INDUSTRY SUMMARY 1
2. FORESTRY RESOURCES, SEMI-FINISHED GOODS AND TECHNOLOGY 3
3. THE FURNITURE SECTOR: BASIC DATA 4
   3.1. Furniture production 6
   3.2. Furniture consumption 9
   3.3. Furniture distribution channels 12
4. MAJOR FURNITURE MANUFACTURERS 13
5. INTERNATIONAL TRADE 74
   5.1. Furniture exports 75
   5.2. Furniture imports 79
6. IMPORT AND EXPORT TABLES 85

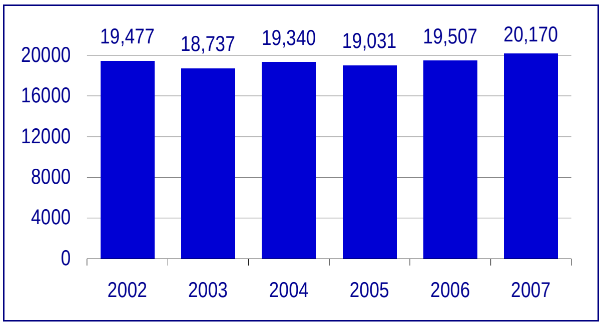
LIST OF FIGURES AND TABLES

Table 1.1	Italy. Economic indicators	1
Table 1.2	Italy. Exchange rates	1
Table 1.3	Italy. Real growth of furniture consumption: forecast	2
Table 1.4	Italy. Main furniture trading partners	2
Table 2.1	Italy. Production, exports, imports and consumption of the main semi-finished goods, 2000-2006. Thousands of cubic metres	3
Table 3.1	Italy. The furniture sector: basic data, 2002-2007	4
Figure 3.1	Italy. The openness of the furniture market, 2002-2007. Exports/production and imports/consumption ratios	5
Figure 3.2	Italy. Furniture production, 2002-2007. Million Eur and annual percentage changes at current prices	6
Table 3.2	Italy. Furniture production prices, 2002-2007. Annual percentage changes	7
Figure 3.3	Italy. Furniture production by segment, 2002 and 2007. Percentage breakdown of value data	7
Table 3.3	Italy. Furniture production by segment, 2002-2007. Million Eur	7
Figure 3.4	Italy. Furniture consumption, 2002-2007. Million Eur and annual percentage changes at current prices	9
Figure 3.5	Italy. Furniture consumption by segment, 2002 and 2007. Percentage breakdown of value data	10
Table 3.4	Italy. Furniture consumption by segment, 2002-2007. Million Eur	10
Figure 3.6	Italy. Home furniture sales by distribution channel, 2006. Percentage breakdown of value data	12
Table 4.1	Italy. Major furniture manufacturers	13
Figure 5.1	Italy. Furniture exports, imports and trade balance, 2002-2007. Million Eur	74
Figure 5.2	Italy. Furniture exports, 2002-2007. Million Eur and annual percentage changes	75
Figure 5.3	Italy. Furniture exports by segment, 2002 and 2007. Percentage breakdown in value	76
Figure 5.4	Italy. Furniture exports by segment. Annual percentage changes at current prices 2007 on 2006 and average growth rates, 2002-2007	78
Figure 5.5	Italy. Furniture imports, 2002-2007. Million current Eur and annual percentage changes	79
Figure 5.6	Italy. Furniture imports by segment, 2002 and 2007. Percentage breakdown in value	80
Figure 5.7	Italy. Furniture imports by segment. Annual percentage changes at current prices 2007 on 2006 and average growth rates, 2002-2007	81
Table 6.1	Italy. Furniture exports by product, 2002-2007	86
Table 6.2	Italy. Furniture imports by product, 2002-2007	86
Table 6.3	Italy. Exports of furniture including parts by country and by geographical area, 2002-2007	87

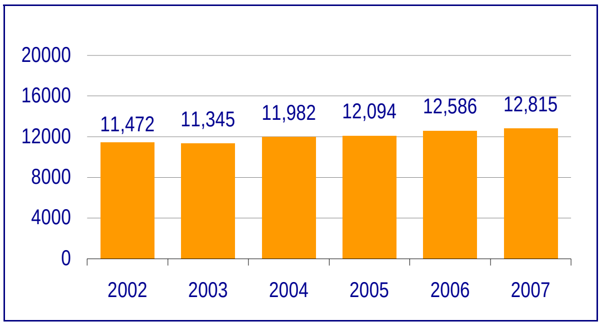
Table 6.4	Italy. Imports of furniture including parts by country and by geographical area, 2002-2007	87
Table 6.5	Italy. Exports of furniture excluding parts by country and by geographical area, 2002-2007	88
Table 6.6	Italy. Imports of furniture excluding parts by country and by geographical area, 2002-2007	88
Table 6.7	Italy. Exports of furniture parts by country and by geographical area, 2002-2007	89
Table 6.8	Italy. Imports of furniture parts by country and by geographical area, 2002-2007	89
Table 6.9	Italy. Exports of upholstered furniture by country and by geographical area, 2002-2007	90
Table 6.10	Italy. Imports of upholstered furniture by country and by geographical area, 2002-2007	90
Table 6.11	Italy. Exports of non-upholstered seats by country and by geographical area, 2002-2007	91
Table 6.12	Italy. Imports of non-upholstered seats by country and by geographical area, 2002-2007	91
Table 6.13	Italy. Exports of bedroom furniture by country and by geographical area, 2002-2007	92
Table 6.14	Italy. Imports of bedroom furniture by country and by geographical area, 2002-2007	92
Table 6.15	Italy. Exports of kitchen furniture by country and by geographical area, 2002-2007	93
Table 6.16	Italy. Imports of kitchen furniture by country and by geographical area, 2002-2007	93
Table 6.17	Italy. Exports of office furniture by country and by geographical area, 2002-2007	94
Table 6.18	Italy. Imports of office furniture by country and by geographical area, 2002-2007	94
Table 6.19	Italy. Exports of furniture for dining and living rooms by country and by geographical area, 2002-2007	95
Table 6.20	Italy. Imports of furniture for dining and living rooms by country and by geographical area, 2002-2007	95
Table 6.21	Italy. Exports of other furniture by country and by geographical area, 2002-2007	96
Table 6.22	Italy. Imports of other furniture by country and by geographical area, 2002-2007	96
Table 6.23	Italy. Exports of furniture parts excluding parts of seats by country and by geographical area, 2002-2007	97
Table 6.24	Italy. Imports of furniture parts excluding parts of seats by country and by geographical area, 2002-2007	97
Table 6.25	Italy. Exports of parts of seats by country and by geographical area, 2002-2007	98
Table 6.26	Italy. Imports of parts of seats by country and by geographical area, 2002-2007	98

1. Italy. Furniture industry summary

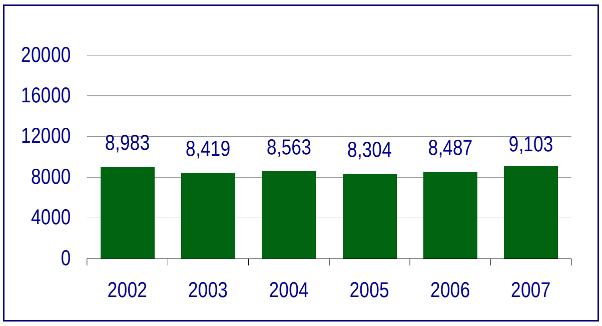
Furniture production. Million Eur



Furniture consumption. Million Eur



Furniture exports. Million Eur



Furniture imports. Million Eur

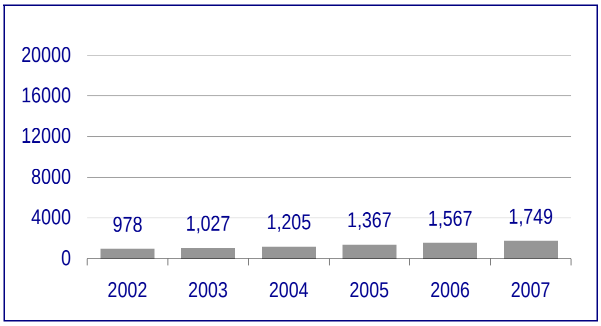


Table 1.1
Italy. Economic indicators

	Unit of measurement	Value	Ranking*
Population	Million	59	17
Area	Thousand square km	301	28
Total GNP	Eur billion	1,493	7
Per capita GNP	Eur	25,488	17
Total Household Consumption Expenditure	Eur billion	826	7
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US$ billion	1,789	8
Per capita GNP at PPP	US$	30,550	19

* Ranking of Italy among 60 countries, last available year

Table 1.2
Italy. Exchange rates

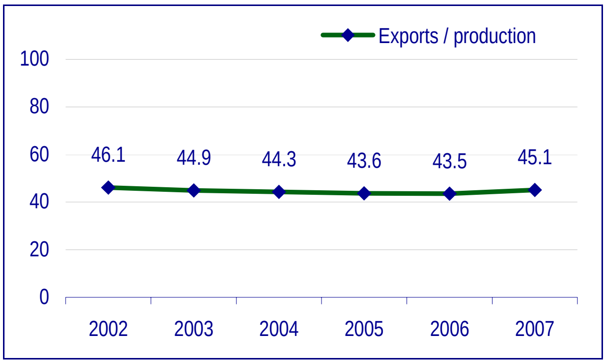
	2002	2003	2004	2005	2006	2007
Rate Eur/US$	1.06	0.88	0.80	0.80	0.80	0.73

Source: US Federal Reserve

Table 1.3
Italy. Real growth of furniture consumption: forecast

2008	2009
1%	1%

Exports/production ratio



Imports/consumption ratio

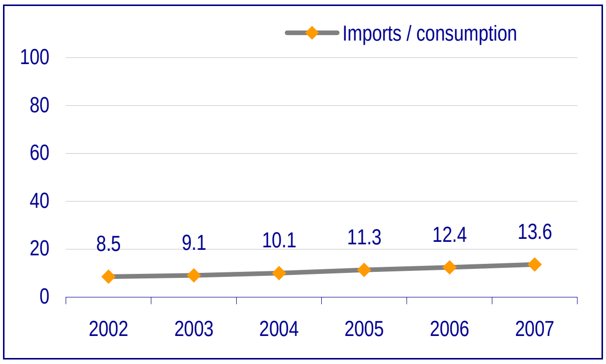
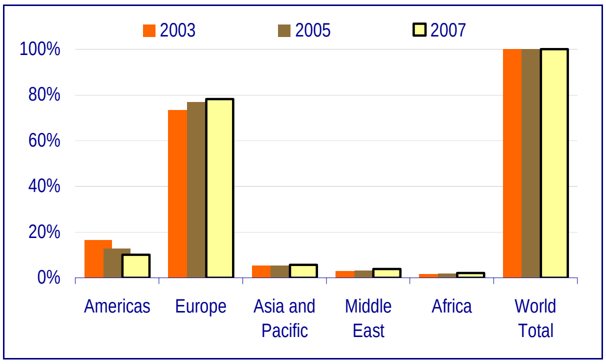


Table 1.4
Italy. Main furniture trading partners

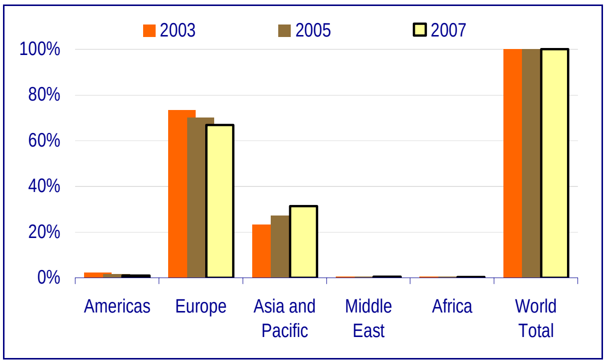
Destination of furniture exports	
France	14.2%
United Kingdom	12.0%
Germany	10.5%
United States	8.0%
Russia	7.9%
Spain	5.2%
Switzerland	4.2%
Belgium	2.9%
Greece	2.6%
Austria	2.2%

Origin of furniture imports	
China	20.5%
Germany	13.5%
Romania	9.0%
Austria	8.6%
Poland	5.7%
Switzerland	4.4%
France	4.4%
Spain	3.8%
Indonesia	3.6%
Vietnam	2.0%

Breakdown of furniture exports by area



Breakdown of furniture imports by area



Sources: CSIL, Eurostat, United Nations, World Bank and National Statistical Offices

2. Forestry resources, semi-finished goods and technology

Table 2.1
Italy. Production, exports, imports and consumption of the main semi-finished goods, 2000-2006.
Thousands of cubic metres

		2000	2001	2002	2003	2004	2005	2006
Sawnwood	Production	1,630	1,600	1,605	1,590	1,580	1,590	1,748
	Exports	208	197	196	151	157	161	169
	Imports	8,380	7,785	7,936	7,424	7,661	7,727	7,863
	Consumption	9,802	9,188	9,345	8,863	9,084	9,156	9,442
Wood-based panels	Production	5,425	5,468	5,590	5,321	5,666	5,541	5,740
	Exports	1,121	991	1,405	996	1,130	872	1,129
	Imports	1,729	1,773	2,123	2,035	2,161	2,092	2,001
	Consumption	6,033	6,250	6,308	6,360	6,697	6,761	6,611

Source: CSIL processing of FAO data

Forest and other woodland accounts for less than two fifths of the land area. Half is high forest, the rest coppice, often of indifferent quality. Because of its long North-South extension and wide range of altitudes, a large variety of forest types and of flora and fauna are found. Broadleaved species make up two thirds of the volume of growing stock, the principal species being beech, deciduous and evergreen oak, poplar and chestnut. The main coniferous species are pine, Norway spruce and European larch. Three fifths of the forest is available for wood supply and two fifths is not available, partly for conservation and partly for economic reasons. Virtually all forest is semi-natural, with some areas of plantations, including introduced species such as some poplar species, Douglas fir, Monterey pine and eucalyptus; the area of forest and other woodland undisturbed by man is small. Two thirds of Italian forests are privately owned, mostly by individuals in smallholdings; one third is publicly owned, mainly by town councils and municipalities.

Italy is a major consumer, producer and trader of forest products in Europe. Its share of European paper and wood-based panel production is nearly 11%. The paper industry is based mainly on imported pulp. However, the country is the largest producer and consumer of non-wood fibre pulp in Europe. Italy is also the major importer of sawnwood in Europe, followed by the United Kingdom. In 2006 imported sawnwood, which satisfied 83% of consumption, recorded an increase of 1.7% compared to 2005. The large and dynamic furniture industry exports almost half of its production and is a major consumer of sawnwood, especially panels (among the European countries (17) Italy is the second consumer after Germany). Consumption of forest products per capita is around the average level for Europe. In 2006 consumption of sawnwood increased by 3%, while consumption of wood-based panels contracted by 2%.

3. The furniture sector: basic data

Table 3.1
Italy. The furniture sector: basic data, 2002-2007

		2002	2003	2004	2005	2006	2007
Production	Eur million	19,477	18,737	19,340	19,031	19,507	20,170
	% of total EU-17 [a]	26.7	26.5	26.7	26.1	25.6	25.4
Apparent consumption*	Eur million	11,472	11,345	11,982	12,094	12,586	12,815
	% of total EU-17 [a]	15.6	15.5	15.7	15.4	15.3	14.9
Exports	Eur million	8,983	8,419	8,563	8,304	8,487	9,103
	% of total EU-17 [a]	32.9	31.7	31.1	30.2	29.3	29.2
Imports	Eur million	978	1,027	1,205	1,367	1,567	1,749
	% of total EU-17 [a]	3.5	3.6	3.8	4.1	4.5	4.6
Exports/production	%	46.1	44.9	44.3	43.6	43.5	45.1
Imports/consumption	%	8.5	9.1	10.1	11.3	12.4	13.6

Source: CSIL processing of official statistics and company data
* Apparent consumption = Production – Exports + Imports
EU-17 [a]: Europe 17 includes the following Western European countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the UK

Among the European (17) countries, Italy is Europe's leading producer of furniture and the third largest furniture consumer behind Germany and the United Kingdom: it provides 25% of total European supply and accounts for 15% of total European furniture demand.

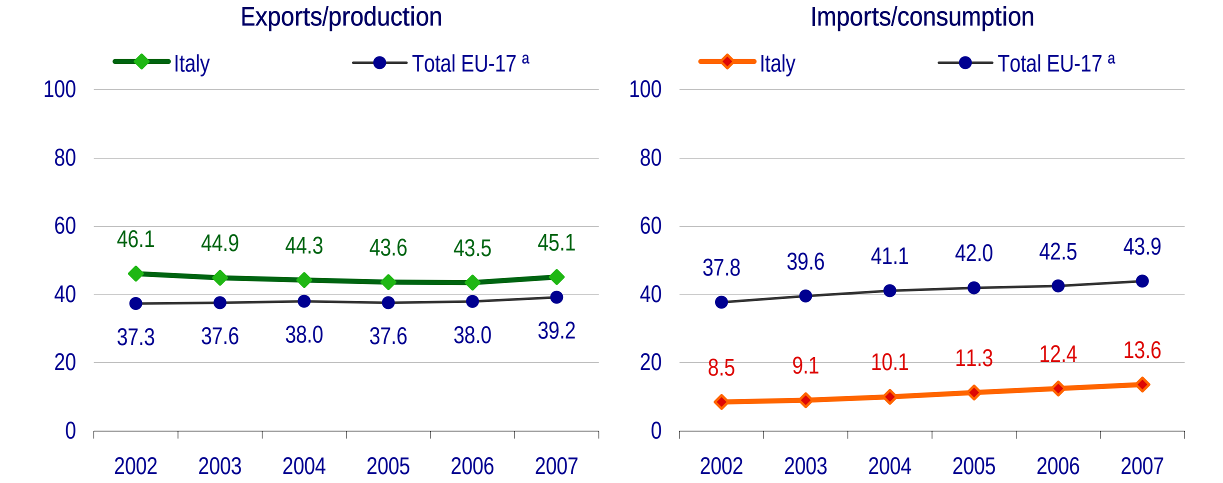
In 2007 the Italian furniture industry produced goods to the value of approximately Euro 20.1 billion, for the home and export markets, with an increase of 3.4% (+1.3% in real terms). Furniture consumption (with a volume of approximately Euro 12.8 billion) increased by 1.8% (-0.2% at constant prices), while exports witnessed healthy growth of 7.3% in nominal terms. The main reason for the performance of the past year was the general recovery of the Italian economy: over the course of 2006 and 2007 the Italian economy recorded a rate of growth that was far higher than in recent years. Growth in GDP compared to 2006 was almost 2%.

Generally speaking, throughout the year the main driver of economic growth was domestic demand, particularly private consumption (+1.9%). This was supported by an increase in disposable income and fiscal incentives for the purchase of durable goods (household appliances). Gross fixed investments declined compared to the year before, rising by only 1.2%. On the foreign demand front the recovery in world trade was counterbalanced by the appreciation of the Euro against the Dollar and the continuing high levels of oil prices. Nevertheless, exports provided a slightly positive contribution, as merchandise exports increased again at a sustained pace. On the supply side, the rate of growth in manufacturing slowed down compared to 2006, but still outperformed the low and even negative readings recorded in the first half of the decade. Growth in construction was similar to that recorded in 2006, but below the average for previous years. Services continued to record a healthier growth rate.

The estimated contraction of economic activity in the fourth quarter of 2007 implies a negative growth impulse into 2008. For 2008 more modest growth is expected, with an increase in GDP of only 0.5%. Private consumption will lose momentum under the impact of higher inflation and lower confidence, even though the increase in wages and employment should support nominal disposable income.

Although in recent years Italian exports have been decreasing, among the European (17) countries, Italy claims still the largest quota of total furniture exports (29%), ranking first as furniture exporter.

Figure 3.1
Italy. The openness of the furniture market, 2002-2007. Exports/production and imports/consumption ratios



Source: CSIL processing
EU-17 [a]: Europe 17 countries includes the following Western European countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the UK

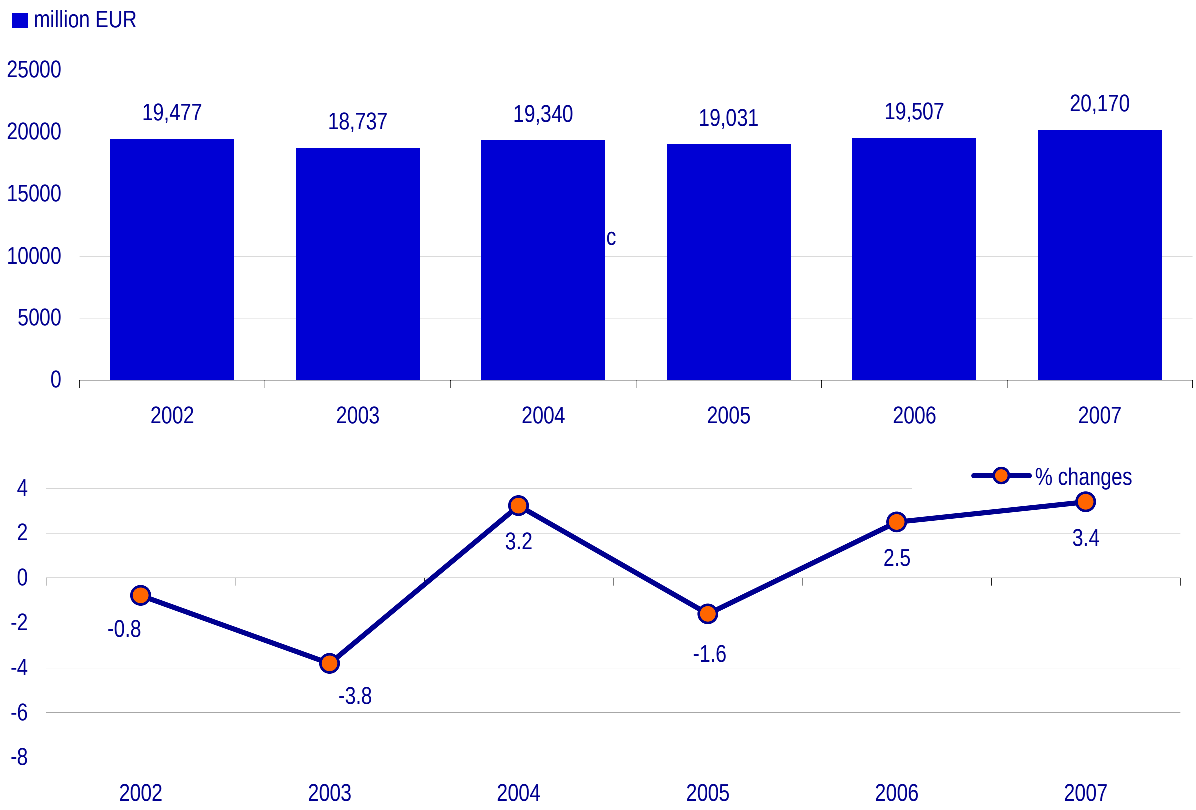
In recent years the Italian exports/production ratio has been decreasing, nevertheless it is still higher than the European average of 39%. Between 2002 and 2007 the exports/production ratio decreased by an average annual rate of –0.4%, while the European average increased by 1% over the same period.

Between 2002 and 2007 imports rose by an average annual rate of 12%, but the imports/consumption ratio is still far below the European average: 13.6% for Italy in 2007 compared to 44% for Europe (17).

The coverage rate (exports/imports) decreased from 956% in 2001 to 521% in 2007.

3.1. Furniture production

Figure 3.2
Italy. Furniture production, 2002-2007. Million Eur and annual percentage changes at current prices



Source: CSIL processing

Among the European (17) countries Italy is the largest furniture producer: with a volume of production worth Euro 20,170 million in 2007, it provides 25% of total European supply.

Over the period 1998-2004 the furniture industry in Italy grew by an average rate of 2.8% annually, recording an acceleration in 1999 and in 2000 (+5.7% and +10% respectively), after which a gradual decline in supply ensued. Following the slight recovery in 2004 and the dip in 2005, Italian furniture production increased by 2.5% (+0.7% in real terms) in 2006 and continued to grow in 2007 (+1.3% at constant prices), feeling the effects of the recovery of the Italian economy. Over the course of 2006 and 2007 the Italian economy recorded a rate of growth that was far higher than in recent years. Growth in GDP compared to 2006 was almost 2%. Throughout the year the main driver of economic growth was domestic demand, particularly private consumption (+1.9%). This was supported by an increase in disposable income and fiscal incentives for the purchase of durable goods. Gross fixed investments declined compared to the year before, rising by only 1.2%.

In 2007 furniture supply benefited from healthy growth in foreign demand (+7%), in spite of the strength of the Euro and the sluggish domestic demand (-0.2% at constant prices).

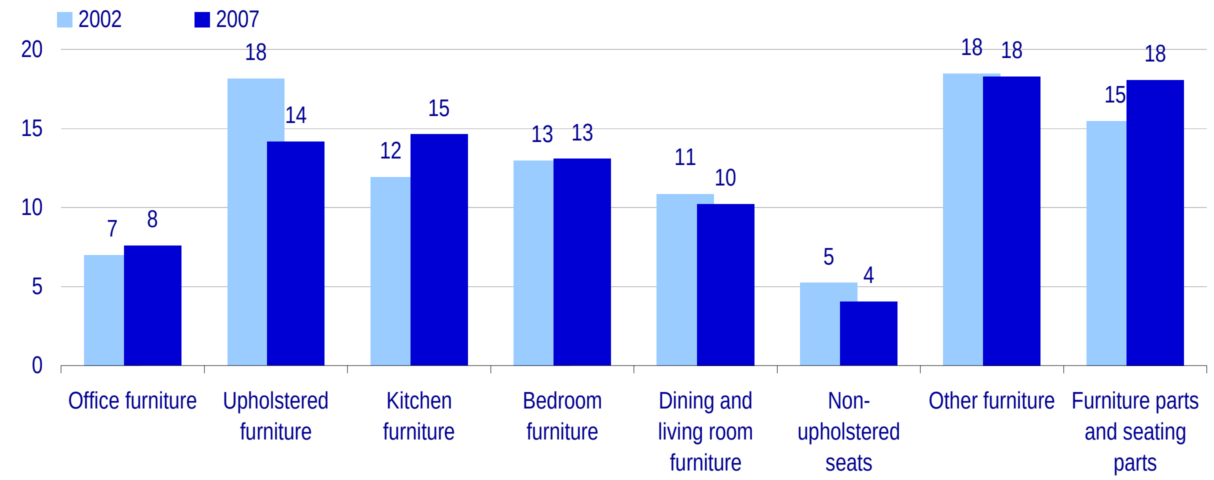
Table 3.2
Italy. Furniture production prices, 2002-2007. Annual percentage changes

	2002	2003	2004	2005	2006	2007
Furniture prices	1.4	1.8	2.4	2.1	1.7	2.0

Source: CSIL processing

Production by segment

Figure 3.3
Italy. Furniture production by segment, 2002 and 2007. Percentage breakdown of value data



Source: CSIL processing

Table 3.3
Italy. Furniture production by segment, 2002-2007. Million Eur

	2002	2003	2004	2005	2006	2007
Total furniture	19,477	18,737	19,340	19,031	19,507	20,170
Of which:						
Office furniture	1,363	1,301	1,339	1,343	1,417	1,526
Upholstered furniture	3,533	3,386	3,426	3,202	2,925	2,854
Kitchen furniture	2,321	2,390	2,507	2,606	2,763	2,950
Bedroom furniture	2,524	2,455	2,527	2,493	2,540	2,635
Dining and living room furniture	2,110	2,053	2,039	1,944	1,998	2,060
Non-upholstered seats	1,018	921	869	801	795	814
Other furniture	3,595	3,276	3,352	3,347	3,501	3,687
Total furniture excluding parts	*16,464*	*15,783*	*16,060*	*15,736*	*15,940*	*16,527*
Furniture parts and seating parts	3,013	2,954	3,281	3,295	3,567	3,643

Source: CSIL processing

In 2007 Italy's upholstery production continued its decreasing trend and dropped by 4.8% in real terms. This contraction led to a reduction in the relative importance of the segment within the furniture sector, accounting for only 14% of total production compared to 17.7% in 2004. Despite the performance of 2007, at a European level Italy is still the leading producer and exporter, but not at a world level, having been overtaken by China on the exports front in 2006. Factors that contributed to the sharp drop in production in 2007 were the continuing decline of foreign demand for Italian upholstered furniture, in the region of 4% at constant prices, and the simultaneous downturn on the domestic market (-1.4% in real terms in 2007). The contraction in foreign demand for Italian upholstered products was due to the aggressive competition from Chinese and Polish manufacturers in the economic and middle-economic ranges and to the strength of the Euro against the Dollar. It should also be remembered that a portion of the production of some of the large Italian segment firms is carried out abroad. Italy's upholstery production is concentrated in two major regions: Puglia (Southern Italy) with companies generating almost 35% of the total turnover and Lombardy (Northern Italy) with over 20%.

Italy is the second producer of kitchen furniture, after Germany, with a share of about 21% of total European kitchen furniture supply. If we look at the real performance of furniture production between 1999 and 2005 we find a see-sawing trend, especially after 2001, when strong contractions in production began, followed by a slight recovery in 2004 and a new drop in 2005 (at constant prices). The kitchen segment, in contrast, recorded a totally upward trend, even in real terms, with the only exception of 2002 when there was a slight fall in overall production net of price increases. Consequently, thanks to these dynamics the kitchen furniture segment has become increasingly important within the furniture sector in recent years, with a share of about 15% of total furniture production. In 2007 kitchen furniture production witnessed growth at constant prices of 3.9% compared to 2006. The most sizeable growth was recorded in exports (+14%), but, given the weight of the domestic market on total national production, domestic demand was the real driver of growth in supply in 2007. Domestic production satisfies 98.7% of the demand for kitchen furniture in Italy. The good results achieved by the sector in recent years are largely due to the efforts of Italian companies in terms of product innovation, thanks also to restructuring and modernizing processes within the kitchen firms.

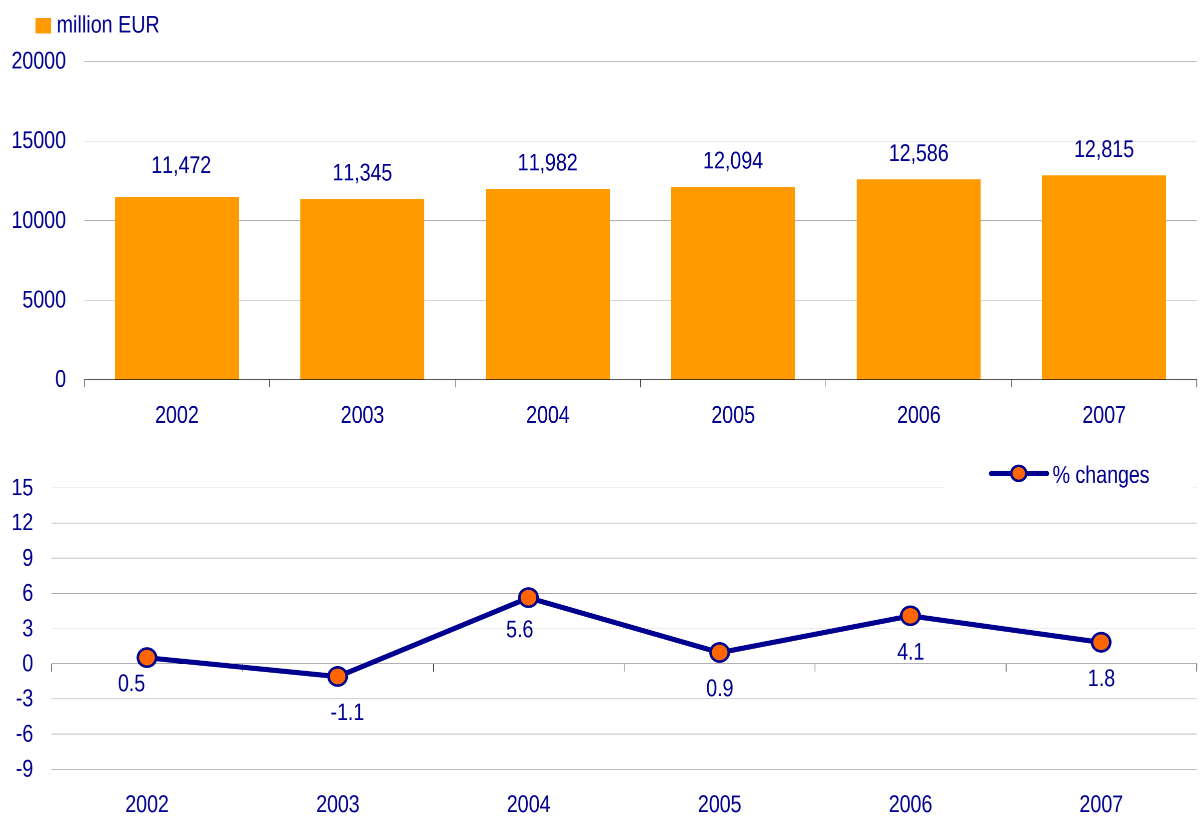
Italy is Europe's second producer of office furniture and provides roughly 16% of total European supply. The office furniture segment accounts for 8% of total Italian production of furniture.

In 2007 Italian production of office furniture was worth Euro 1,526 million, recording an increase at constant prices of +4.2% compared to 2006. This result confirmed the positive trend of the year before (+2.6% at constant prices). On the prices front 2007 witnessed an increase of 3.4% in production prices, again showing higher inflationary dynamics than for the sector as a whole, as happened the previous year. The positive results of the sector showed that there was a recovery in competitiveness, especially on foreign markets. The exports/production ratio, in fact, rose from 37% in 2004 to over 43% in 2007.

Italy is also Europe's leading producer of bedroom furniture, with a share of about 29% of total European bedroom furniture supply. The bedroom furniture segment accounts for 13% of total Italian production of furniture. In 2007 Italian production of bedroom furniture was worth Euro 2,635 million, continuing to increase at current prices by +3.7%, compared to 2006.

3.2. Furniture consumption

Figure 3.4
Italy. Furniture consumption, 2002-2007. Million Eur and annual percentage changes at current prices



Source: CSIL processing
Apparent consumption = production + imports – exports. Furniture consumption is at production prices.

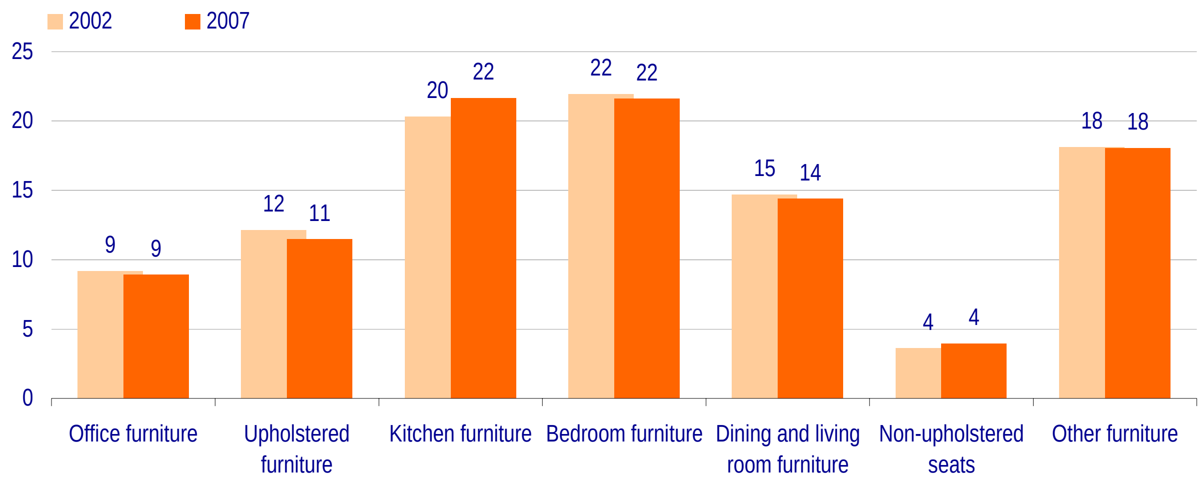
Among the European (17) countries Italy claims a 14.9% share of total furniture demand, with consumption of Euro 12,815 million in 2007 (at production prices), and ranks third as a furniture consumer, after Germany and the United Kingdom.

Between 1998 and 2004 furniture consumption increased by an average of 2.7% annually (at constant prices), supported by consumer spending (the average growth in private consumption over the past six years was +1.7%) and a dynamic housing market (+3.4% average annual growth since 2000). Following the stability in 2005 (+0.1% in real terms) and the recovery in 2006 (+2.3% at constant prices), in 2007 furniture consumption was stagnant (-0.2% in real terms) compared to 2006, due to the substantial worsening of the climate of confidence amongst families, linked to global economic uncertainties and to soaring increases in energy and food prices. Moreover furniture consumption was negatively affected by increases in mortgage loans for house purchases, thus eroding the resources and lowering the purchasing power of the less wealthy families. Looking at purchases for substitution purposes, the demand for furniture was penalised by the incentives available for other durable goods (electrical appliances and automobiles) that absorbed family resources, since they usually entail significant expenditure. The most dynamic segment of furniture demand was kitchen furniture, and in parallel the demand for built-in appliances performed well, since these purchases are usually linked to that of the kitchen. Consumption dynamics in other segments were either stationary or negative.

In 2007 Italian per capita home furniture consumption was Euro 163, higher than the average for Europe 17 (Euro 152). In Italy there are about 23.5 million households. They spend approximately Euro 410 annually in home furniture, more than the European average (Euro 354).

Consumption by segment

Figure 3.5
Italy. Furniture consumption by segment, 2002 and 2007. Percentage breakdown of value data



Source: CSIL processing

Table 3.4
Italy. Furniture consumption by segment, 2002-2007. Million Eur

	2002	2003	2004	2005	2006	2007
Total furniture excluding parts	9,503	9,463	9,846	9,948	10,304	10,600
Of which:						
Office furniture	873	851	904	886	912	945
Upholstered furniture	1,152	1,124	1,146	1,166	1,203	1,215
Kitchen furniture	1,931	1,965	2,034	2,100	2,192	2,295
Bedroom furniture	2,084	2,084	2,160	2,167	2,234	2,289
Dining and living room furniture	1,397	1,397	1,445	1,453	1,498	1,525
Non-upholstered seats	344	340	359	363	378	420
Other furniture	1,721	1,702	1,797	1,814	1,888	1,911

Source: CSIL processing

The **kitchen furniture** segment makes up 22% of the Italian furniture market. Italy ranks second as a kitchen furniture consumer in Europe (17% of the total European market), after Germany. Between 1998 and 2004 kitchen furniture consumption in Italy increased by an average of 2.9% annually in nominal terms, supported by increased levels of consumer spending and a very dynamic housing market. In 2006 kitchen furniture consumption recorded growth of +1.9% at constant prices and also in 2007 it increased by +1.8% (in real terms), in the wake of consumer interest for built-in household appliances sustained by fiscal incentives. The kitchen segment continues to benefit from the fairly high levels of new residential construction and refurbishment, sustained mainly by the initiatives launched in previous years.

The **upholstered furniture** segment represents roughly 11% of the Italian furniture market. Italy ranks fourth as a consumer of upholstered furniture in Europe (8.7% of the total European market). In 2006 upholstered furniture consumption recorded growth of 1.6% in real terms, following on from the negative trend of the 1998-2004 period characterized by an average annual contraction of -1.9%. In 2007 domestic consumption of upholstered furniture recorded a backslide of –1.4% at constant prices. Italy's imports of upholstered goods continued to increase substantially throughout 2007 (+35% in nominal terms). It should be said, however, that despite current growth, imports satisfy only a small share of consumption (18.8% compared to the European average of 44%).

Among the European (17) countries Italy is the fourth **office furniture** consumer with a share of 10.2% of total European office furniture demand. Having shown a marked decrease between 2002 and 2003, a slight recovery in 2004 and another contraction in 2005 (-4.8% at constant prices), in 2006 domestic consumption was stagnant compared to 2005 (+0.1% at constant prices). Also in 2007 the increase of 3.7% was mainly due to prices increases (+3.4%). In 2007 the climate of confidence of firms worsened. The firms interviewed were particularly pessimistic about the trend in the Italian economy and about the damping effects of foreign demand due to the resurfacing of constraints to exports, the appreciation of the Euro, the difficulties in finding financing, and doubts about world growth in a context increasingly conditioned by high oil prices and competitive pressures. Thus there has been a weakening in the propensity to invest in instrumental goods, including office furniture, and levels remained the same as the previous year.

Among the European (17) countries, Italy is the top consumer of **bedroom furniture** with a share of 25% of total European bedroom furniture demand. In 2007 Italian consumption of bedroom furniture was worth Euro 2,289 million, recording an increase at current prices of +2.5%.

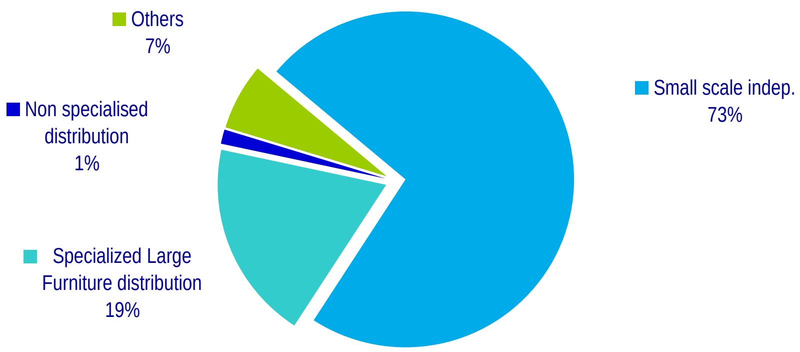
3.3. Furniture distribution channels

In Italy 92% of total sales of home furniture are made through the specialist furniture channel. The non-specialists, that is the Department Stores, DIY channel and Mail Order, still only account for a negligible share of total sales, although they have recorded slight growth in recent years.

In 2006 over 19% of the sales of home furniture in Italy were made through the large scale specialists channel (more than double the share of 1999). This figure is proof of the gradual transformation of the sector, which has been underway for some years, and highlights a slow but progressive harmonisation of consumption models at a European level (in other European countries large-scale distribution already carries some weight as regards furniture sales).

Sales of furniture through specialist chains and franchises increased by about 20%, while those made through traditional distribution channels recorded a slight drop off.

Figure 3.6
Italy. Home furniture sales by distribution channel, 2006. Percentage breakdown of value data



Source: CSIL, Furniture distribution in Europe, November 2007

Distribution in the Italian furniture sector is experiencing a phase of gradual change, brought about by a number of factors:

- although only slowly, consumption models are becoming more uniform all over Europe thanks mainly to the increasing internationalisation of the leading players in the large-scale retail trade, both specialists and non-specialists;
- the progressive advance of organised distribution, which is strongly customer-oriented, leads the market towards greater transparency and end-consumers, especially young people, to a greater awareness and autonomy;
- the strong competition among the banners is based mainly on a combination of price/service and this brings new and difficult challenges for traditional distribution, which are however to the advantage of increased modernisation of the market that has positive repercussions on the entire sector and on the end-consumer.

The increasing number of initiatives undertaken by the furniture manufacturers themselves, aimed at gaining direct control of the end-market through their own or franchised sales networks, shows how nowadays competition in the furniture sector (but not only) is no longer concentrated on the production side, but rather on the commercial one, and also how a correct distribution strategy is an important key to success for today's firms.

4. Major furniture manufacturers

Table 4.1
Italy. Major furniture manufacturers

Company	Group	Product	Employees	Total Turnover (Eur million)
Natuzzi	Gruppo Natuzzi	Upholstered Furniture	8,219	634.4
Doimo International Group	Gruppo Doimo	Office Furniture; Upholstered Furniture; Household Furniture	n.a.	370.0
Poltrona Frau	Poltrona Frau Group	Office Seating; Executive Furniture; Conference Tables; Beds; Upholstered Furniture	1,093	286.0
Snaidero Group	Snaidero Group	Kitchen Furniture Units, Cabinets	1,623	268.8
Molteni Group	Gruppo Molteni	Upholstered Furniture; Dining And Living Rooms; Bedroom Furniture; Tables And Chairs (Excl. Office); Occasional Furniture	800	258.0
Chateau d'Ax		Upholstered Furniture; Dining And Living Rooms; Upholstered Beds	n.a.	248.0
Scavolini	Scavolini	Kitchen Furniture Units, Cabinets	533	203.0
Atma Consorzio	Atma	Kitchen Furniture Units, Cabinets; Bathroom Furniture; Upholstered Furniture; Dining And Living Rooms; Bedroom Furniture; Children Furniture;	1,200	196.0
Calligaris	Calligaris Group	Office Furniture; Tables And Chairs (Excl. Office); Occasional Furniture; Upholstered Furniture; Dining And Living Rooms;	650	166.0
B&B Italia		Upholstered Furniture; Bedroom Furniture; Tables And Chairs (Excl. Office); Dining And Living Rooms; Occasional Furniture; Garden, Outdoor Furniture; Office Furniture	498	160.2
Veneta Cucine	Veneta Cucine	Kitchen Furniture Units, Cabinets	440	158.0
Berloni	Berloni Group	Kitchen Furniture Units, Cabinets; Dining And Living Rooms Sets; Bedroom Furniture Sets	n.a.	155.0
Lube Cucine	Lube Group	Kitchen Furniture Units, Cabinets	405	143.7
Kartell spa	Kartell Group	Office Seating; Chairs; Lighting Fixtures; Garden, Outdoor Furniture	n.a.	125.0
Poliform Group	Poliform	Kitchen Furniture Units, Cabinets; Bookcase, Shelves, Wall To Wall Units; Wardrobes; Chairs	700	111.0
Santarossa	Santarossa	Bedroom Furniture; Dining And Living Rooms; Hall Furniture; Tables And Chairs (Excl. Office)	624	113.0
Estel	Estel	Contract, Office, Upholstered, Living room, Bedroom, Occasional	660	109.0
Soft Line spa	Soft Line Group	Upholstered Furniture	78	99.0
Inda spa*		Bathroom Furniture	600	98.9
Composad srl	Mauro Saviola Group	Office Furniture; Kitchen Furniture Units, Cabinets; Bedroom furniture, Dining-living room furniture Rta / Kit / Knock Down / Diy Furniture	231	98.5
Aran World	Aran	Kitchen Furniture Units, Cabinets; Office Furniture	310	92.5
Nicoletti		Upholstered Furniture	380	84.0

Continues >>>

Company	Group	Product	Employees	Total Turnover (Eur million)
Gruppo Sintesi	Sintesi	Office Seating; Home Office; Tables And Chairs (Excl. Office); Upholstered Furniture	300	80.2
Unopiù spa		Garden, Outdoor Furniture	300	79.0
Faram spa	Faram	Office	459	74.6
Selva AG spa		Upholstered Furniture; Dining And Living Rooms; Bedroom Furniture; Tables And Chairs (Excl. Office); Occasional Furniture; Hall Furniture	220	70.5
Valentini		Home Office; Bathroom Accessories; Rta / Kit / Knock Down / Diy Furniture	300	69.4
Boffi Arredamento		Kitchen Furniture Units, Cabinets; Bathroom Furniture	214	68.3
Stosa		Kitchen Furniture Units, Cabinets	123	65.3
Incanto Group		Upholstered Furniture	267	64.0
Las Mobili		Office	404	64.0
Febal Gruppo	Febal	Kitchen Furniture Units, Cabinets	280	63.0
Foppa Pedretti		Household Furniture; Garden, Outdoor Furniture; Children Furniture	250	62.8
Calia		Upholstered Furniture	420	60.0
Mobilturi	Turi	Kitchen Furniture Units, Cabinets	105	58.3
Effezeta srl		Tables And Chairs (Excl. Office); Occasional Furniture; Tv Tables	302	56.9
Record Cucine	Setten	Kitchen Furniture Units, Cabinets	170	49.4
Flexform spa		Upholstered Furniture; Tables And Chairs (Excl. Office); Bookcase, Shelves, Wall To Wall Units	111	45.0
Valcucine		Kitchen Furniture Units, Cabinets	135	44.2
Desi Mobili		Kitchen Furniture Units, Cabinets	96	43.4
Emu Group spa		Upholstered Furniture; Garden, Outdoor Furniture	500	36.0
Sicc	Sicc	Kitchen Furniture Units, Cabinets	130	35.0
Mobil Record srl	Setten	Dining And Living Rooms Sets; Wardrobes; Children Furniture; Bedroom Furniture	250	29.8
Gedy spa		Bathroom Furniture	88	29.2
Idea srl - Divisione Bagni		Bathroom Furniture	95	28.0
Della Rovere spa	FBL	Office	76	27.0

* Not furniture specialised

Aran World

Italy

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BRANDS, TRADEMARKS

Aran Cucine, Newform Cucine, Dinovo Cucina, Newform Ufficio

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	26% Office; 74% Kitchen		
THE COMPANY IS PART OF	Aran				
YEAR OF ESTABLISHMENT	1960's	EMPLOYEES	310	TURNOVER EUR	92.5 million
MANUFACTURING PLANTS	7	SQM	n.a.	LOCATION	n.a.
CERTIFICATION	ISO 9001, ISO 14001				
TOTAL EXPORT EUR	55 million	% EXPORT ON TOTAL TURNOVER	60		
DESTINATION	Russia (15% of total sales), United States/Canada (10.5%), South America (7%), Asia Pacific (6%), France, Spain, Greece, Norway, Portugal.				

Atma Consorzio

Italy

HEADQUARTERS Atma Società Consortile srl Via Ponte 1, Località San Giovanni Livenza 33077 Sacile PN Italia		Tel. +39 0422 741331 Fax +39 0422 741472 www.gruppoatma.it e-mail: gruppoatma@gruppoatma.it			
CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES Arrex-1, Ar-Due, Ar-Tre, Maronese, Mobiltrevi, Serenissima, Atma Contract, Arbi, Compab, Arcom, Tempor, MIDA 2, ACF International					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		46% Kitchen, 18% Bathroom Upholstered Furniture; Dining and Living Rooms; Bedroom Furniture; Children Furniture	
YEAR OF ESTABLISHMENT	1984	EMPLOYEES	1,200	TURNOVER EUR	196 million
MANUFACTURING PLANTS	15	SQM	500,000	LOCATION	n.a.

History

ATMA GROUP was founded in 1984 in the North East of Italy and its headquarters are located between the cities of Treviso and Pordenone. In 2007 Atma created ATMA USA INC to satisfy the increasing supply requests coming from several big American societies.

Financial Highlights

In 2007 the group total turnover was Euro 196 million (+1.6% on 2006). In 2007 kitchen furniture sales amounted to Euro 91 million and bathroom sales to Euro 35.8 million.

Manufacturing process

ATMA GROUP has grown to become one of the leading furniture manufacturers in Italy with 15 factories and a series of distinctive company brands, extending over a covered area of 500,000 sqm and more than 1,200 employees. The individual companies are on the other hand independent as far as commercial policies, the specific dynamics of individual realities, production choices and strategies are concerned as well as everything regarding internal organisation.

The Group includes the following companies:

- Arrex-1 manufactures kitchen furniture, in traditional and rustic styles;
- Ar-Due is specialised in the manufacturing of traditional and modern style kitchens;
- Ar-tre, founded in 1983, offers brick kitchens, in traditional, modern and design styles;
- Maronese was founded in 1966 and today covers an area of 48,000 sqm. The company is specialised in the production of high-quality living and dining room furniture;
- Mobiltrevi, established in 1993, producing day programs of wall units both in classical and in modern style and classic dining rooms and bedrooms, occupying a covered area of 8,800 square metres;

- Serenissima, founded in 1960, became part of ATMA Group in 1994. The company, specialised in the manufacturing of bedroom, living room and dining room furniture, occupies an area of 35,000 sqm. Exports account for 40% of production, going to Europe, Africa and the USA. The company has had UNI (Italian Standards Body) EN ISO 9001 (GOST-R-Russia) quality certification since 1999;
- Atma Contract is the company, within the Group, which specifically serves the leisure market offering stylish designs for hotels, residential buildings, fitness clubs, conference centres and similar projects. The company provides a full range of services from initial space planning, interior design and construction drawings, through to in-house manufacturing, project coordination and supervision;
- Arbi, established in 1987, manufactures a wide variety of bathroom furniture;
- Compab, founded in 1996, is specialised in the production for the bath furnishings sphere;
- Arcom is the latest born company of Atma Group Bath Furniture Division (1999). Its production is especially addressed to an high segment of the market.;
- Tempor spa, founded in 1982, is a company specialized in production of bedrooms and living rooms. The company occupies a covered surface of 15.000 sqm and operates all over the world, mainly in Austria, Belarus, Croatia, France, Germany, Greece, Great Britain, Slovenia, Turkey, Romania, Russia, Poland, Switzerland, Ukraine, Venezuela, Canada, USA;
- MIDA 2, established in 1964, joined ATMA Group in 1998. The directional and operative premises take a cover surface of 6,000 square metres. The company's target is manufacturing classic and modern bedroom furniture and classical dining rooms;
- ACF International, specialised in the production of dining and living room furniture and bedrooms.

Products

The Group includes medium-sized firms specialized in the whole range of home furniture: bedroom, dining and living room, kitchen furniture, bathroom furniture, wall units and upholstered furniture, produced in an array of contemporary and traditional styles.

Kitchen furniture sales were Euro 91 million (+6.3% on 2006) and account for 46% on total group turnover, while bathroom furniture sales were Euro 35.8 million, accounting for 18% on total group turnover.

B&B Italia

Italy

HEADQUARTERS B&B Italia spa Via Provinciale La Novedratese, 32 22060 Novedrate CO Italia		Tel. +39 031 795111 Fax +39 031 791592 www.bebitalia.it e-mail: beb@bebitalia.it			
CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES Moooi					
BRANDS, TRADEMARKS B&B Italia, Maxalto					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		46% Upholstery Bedroom Furniture; Tables And Chairs (Excl. Office); Dining And Living Rooms; Occasional Furniture; Garden, Outdoor Furniture; Office Furniture	
YEAR OF ESTABLISHMENT	1966	EMPLOYEES	498	TURNOVER EUR	160.2 million
MANUFACTURING PLANTS	3	SQM	67,000	LOCATION	Novedrate, Misinto, Ascoli Piceno
CERTIFICATION	ISO 9001				
TOTAL EXPORT EUR	81.7 million	% EXPORT ON TOTAL TURNOVER		51	
DISTRIBUTION CHANNELS	Present in over 54 different countries, B&B disposes of 230 sales outlets in Italy and around 500 outside Italy.				

History

B&B Italia spa, based in Novedrate, Italy, is a manufacturing company.

B&B was established in 1966 as C&B and has been transformed into B&B Italia in 1973. The company's head office is located in Novedrate, Italy. B&B is specialized in top range furniture and its activities include home furnishing (of which 70% for residential) and supplies for hospitality and other facilities (around 30%).

In 2006 B&B acquired 50% of Moooi, a fast growing, prestigious Dutch company based in Breda, in the Netherlands, that is active in the design sector (furnishing accessories and lighting). Moooi was founded in 2001 and estimated turnover is of Euro 11 million in 2006. The aim of the collaboration is to combine the culture and the creative assets of the two companies in terms of product development and in terms of distribution. According to B&B, the acquisition of 50% of Moooi is a further important step in reinforcing B&B Italia's leadership in the high end design furniture market all over the world, through an extensively lifestyle market segmentation.

Financial Highlights

In 2007 B&B Italia recorded a total turnover of Euro 160.2 million (+5.4% on 2006). Around 51% of the turnover was generated by exports.

Manufacturing process

B&B Italia has been split up in two divisions since January 2002: B&B Italia Casa and B&B Italia Contract, which includes also the Marine area, while the Home division distributes the two collections under the brands B&B Italia and Maxalto.

The company has 3 production facilities which cover a total area of over 67,000 square metres. Moreover the company disposes of its own research and development centre and invests each year over 3% of its turnover in this field.

B&B Italia employed 498 people in 2007.

Products

About 46% of production is upholstered furniture. The B&B Contract Division has developed a specific competence in cruise ship fittings and furnishings of hotels and other public facilities like retail operations and restaurants. Recently B&B Italia started expanding into a new sector creating an Outdoor Collection which was launched very successfully.

Marketing

B&B is present on the market with the two following trademarks: B&B Italia and Maxalto (since 1975).

Distribution channels

Present in over 54 different countries, B&B disposes of 230 sales outlets in Italy and around 500 outside Italy. In 2007 the company opened a B&B store in Soho, New York City. This is already B&B's second store in Soho. In 2008 B&B opened a store in Cologne, Germany and increased the size of its London flagship store. In June 2008 the company's first store in Chicago was opened dedicated exclusively to the Maxalto brand. In September 2008 the company plans to enlarge its Paris (France) store.

The company concentrates on reinforcing its distributive structure throughout the opening of mono brand showrooms or "dedicated corners" in selected points of sales.

For the contract segment, 2007/2008 the Middle East was the most interesting and growing market for the company.

Berloni Group

Italy

HEADQUARTERS Berloni spa Via dell'Industria, 28 61100 Pesaro PU Italia			Tel. +39 0721 4491 Fax +39 0721 402063 ; 449202 www.berloni.it e-mail: berloni@berloni.it		
CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES Berloni International, Berloni Iberica, Iterby spa, IndelB spa, CondorB, Bartech USA, Indel Marine, Indel Concept, Clima Motive					
BRANDS, TRADEMARKS Berloni, Iterby, IndelB, CondorB					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Kitchen Furniture Units, Cabinets; Dining And Living Rooms Sets; Bedroom Furniture Sets		
YEAR OF ESTABLISHMENT	1960	MANUFACTURING PLANTS 16	TURNOVER EUR	155 million	
CERTIFICATION	ISO 9001, UNI EN 14749				
TOTAL EXPORT EUR	46.5 million	% EXPORT ON TOTAL TURNOVER		30	
DESTINATION	Russia, Greece, Spain, Turkey, Mexico and USA				

History

Berloni spa, based in Pesaro, Italy, is a manufacturing company.

At the end of the 1950s Antonio and Marcello Berloni started producing kitchen furniture. In 1960 the two Berloni brothers founded Mobili Berloni. In the 1970's the company decided to diversify its production. Thus, over the years, several companies in manufacturing sectors related to the core corporate business (office furniture, refrigeration systems for vehicles and hotels) joined Berloni. 2001 saw the creation of the Berloni Holding, an industrial holding company which pools the strategic and managerial functions and supports the activities of the various companies with a full range of services.

Financial Highlights

In 2007 Berloni recorded a total turnover of Euro 155 million.

Following a recently implemented reorganization, the Group is today structured in three operational units covering the respective reference markets.

Around 30% of the turnover is generated by exports. Main exporting country is Russia, follwed by Greece, Spain, Turkey, Mexico and USA. The company aims to increase its international presence in India and in the United Arab Emirates.

Manufacturing process

Based in Pesaro the Berloni Group has sixteen production facilities operating in different sectors and divided into three units: Home, Office and Refrigeration.

The **Home Unit** is Berloni International and Berloni S.p.A., formed by the merger of Mobili Berloni (the parent company founded in 1960 by Antonio and Marcello Berloni), MobilsystemB and Betacinque, and allows the industrial process to be totally internalised. The Home Unit includes: modular systems for bedrooms and living rooms with a wide range of wardrobes, beds, children's furniture, living rooms, armchairs, sofas and accessories (the Berloni Giornonotte and Berloni Imbottiti ranges). Berloni spa manufactures about 15,000 kitchens in the middle to upper-end ranges. In 2007 Berloni spa recorded a total turnover of Euro 80 million, of which about Euro 65.5 million were kitchens.

The Office Unit is made up of the companies Iterby Italiana Mobili S.p.A. (acquired in 1975) and Giemmetre, founded in 1982 and part of the Berloni group since 1991. Giemmetre manufactures fitted wall units and partitions, operational and executive office furniture and chairs. Iterby, founded in 1971, has factory premises that cover an area of 20,000 square metres.

Refrigeration Unit. Indel B, which joined the Berloni Group in 1988, was founded in 1971 and is one of the world leaders in the production and sale of minibars for the hotel sector and mobile refrigeration systems for the pleasure boating, road transport and leisure sectors. Indel B has a production plant in China (Guandong) which employs about 350 workers. Condor B produces components for refrigeration. Its main product lines comprise evaporation panels, refrigeration coils and accessories for air conditioning. Other companies in this division are: Bartech USA and Indel Marine.

Distribution channels

Berloni's distribution network in Italy includes around 850 sales outlets, of which about one hundred exclusive. Internationally the Berloni brand stretches over four continents (Europe, Africa, Asia and America) and more than 50 countries through hundreds sales outlets, agents, importers, distributors and joint ventures. Berloni kitchen units are currently distributed throughout Italy and in over 40 countries worldwide.

Certification

The company is ISO 9001 certified and in 2007, Berloni updated its product certification in compliance with the European UNI EN 14749 safety requirement standards.

Boffi Arredamento

Italy

HEADQUARTERS Boffi Arredamento spa Via G. Oberdan, 70 20030 Lentate sul Seveso MI Italia	Tel. +39 0362 5341 Fax +39 0362 565077 www.boffi.com e-mail: info@boffi.com

ACTIVITY	Manufacturer and trading company				
MAIN PRODUCTION	Furniture Specialised: 100%	FURNITURE PRODUCT SPECIALISATION	72% Kitchen, 29% Bathroom		
YEAR OF ESTABLISHMENT	1934	EMPLOYEES	214	TURNOVER EUR	68.3 million
CERTIFICATION	ISO 9002				
TOTAL EXPORT EUR	42.5 million	% EXPORT ON TOTAL TURNOVER	62.2		
DESTINATION	USA/Canada, France, UK, Germany, Spain, Netherlands, Switzerland, Middle East, Asia Pacific				
DISTRIBUTION CHANNELS	Kitchens are distributed through kitchen specialists (64%) and Furniture retailers (independent) (36%). Boffi has a network of 16 direct and 50 indirect single-branded shops.				

Mid (Calia)

Italy

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Mid spa
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Italia

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Fax +39 0835 303245
www.mid.com
e-mail: customercare@caliaitalia.com

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Divextra

BRANDS, TRADEMARKS
Calia, Mid

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Upholstery		
YEAR OF ESTABLISHMENT	1965	EMPLOYEES	420	TURNOVER EUR	60 million
CERTIFICATION	ISO 9001				
OUTPUT	Annual production capacity is of 320,000 seats, equally divided into fixed sofas, sofas with removable covering, corners, reclining and sofa beds				
TOTAL EXPORT EUR	46.3 million	% EXPORT ON TOTAL TURNOVER	77.2		
DESTINATION	Europe (United Kingdom, France and Benelux), USA				

History

Mid spa (Calia), based in Matera, Italy, is a manufacturing company. The company was established in 1965 by Liborio Vincenzo Calia. Three years later Liborio began entrepreneurial activities, managing an initial group of craftsmen.

By 1977 the company had 20 workers and a commercial and sales network that covered the whole Southern Italy.

The company's head office is located in Matera, Italy.

In 2005 Calia started a deep reorganization on the retail segment: it opened in Italy 15 stores named Manifattura Italiana Divani and creating an automatic warehouse in Ferrandina, near Matera.

Today Mid spa has two brands: Calia and Mid.

Mid owns 40% of the Chinese company Divextra.

Financial Highlights

In 2007 Mid recorded a total turnover of Euro 60 million.

The company exports 77.2% of its production, mostly to Europe (United Kingdom, France and Benelux) and to the USA.

Manufacturing process

The company has got a structure of 40,000 square metres. Annual production capacity is of 320,000 seats, equally divided into fixed sofas, sofas with removable covering, corners, reclining and sofa beds.

The employment remained stable over the recent years and in 2007 Mid employed around 420 people.

Products

Upholstered furniture sales were Euro 60 million and account for 100% on total turnover.

Calia is specialized in the production of upholstered furniture for the home. About 85% of the company's production is of modern design. Cover material used is primarily leather and for a smaller amount fabric and microfibre. Calia operates mainly in the middle to upper end market range.

Marketing

Every year Calia Italia shows its collection in the international trade fairs: Salone Internazionale del Mobile in Milan, the Internationale Möbelmesse in Cologne, the International Home Furnishing Market in High Point, the Salon International du Meuble de Paris, The Furniture Show of Birmingham, the Furniture Exhibition of Moscow and the Salon International du Meuble Bruxelles Expo.

Distribution channels

The company's sales network is made of 50 different agents, serving about 2,000 clients spread all around the world in 54 different markets. The most important markets are Europe, USA, Australia, Middle and Far East.

Most of its sales on the domestic market are made in Southern and North West Italy, especially through furniture retailers including Emmelunga and Gran Casa. The Calia brand is sold throughout upholstery specialists with corners dedicated to Calia products. Mid on the other hand is manufactured and distributed throughout company owned stores.

Certification

In 1997 Calia obtained UNI EN ISO 9001 certification.

Calligaris

Italy

HEADQUARTERS Calligaris spa Viale Trieste, 12 33044 Manzano UD Italia	Tel. +39 0432 748397 Fax +39 0432 748304 www.calligaris.it e-mail: contract.it@calligaris.it

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Calligaris d.o.o., Calligaris USA, Calligaris Japan Y.K.

BRANDS, TRADEMARKS
Calligaris

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Office Furniture; Tables And Chairs (Excl. Office); Occasional Furniture; Upholstered Furniture; Dining And Living Rooms		
THE COMPANY IS PART OF	Calligaris Group				
YEAR OF ESTABLISHMENT	1923	EMPLOYEES	650	TURNOVER EUR	166 million
MANUFACTURING PLANTS	5	SQM	n.a.	LOCATION	Italy, Croatia
CERTIFICATION	ISO 9001, Forest Stewardship Council (FSC) certification				
OUTPUT	160,000 units/month				
TOTAL EXPORT EUR	91.3 million	% EXPORT ON TOTAL TURNOVER	55		
DESTINATION	Europe (primarily Germany and France), Russia and Eastern Europe (only for upper-end furniture), North America and Asia				
DISTRIBUTION CHANNELS	The Calligaris Group operates through over 12,000 sales outlets in 90 countries and has 200 agents worldwide. After opening the new Kobe branch in Japan in 2005, recently the Group opened megastores in the USA, France and Russia. In 2008 a new single brand store shall be opened in the centre of Milano.				

History

Calligaris spa, based in Manzano, Italy, is a manufacturing company.

In 1923 Antonio Calligaris founded the company and began producing chairs. In the 1970s the company started exporting its products.

In the 1990s the brand's increasing echo and the international market's growing attention towards Italian products and design convinced Calligaris to start distributing its products all over the world, opening international branches and reorganizing production in four new sites. In 2007 LCapital Fund (of the French luxury group Louis Vuitton) acquired a 40% share of Calligaris, giving the company a boost to commercial internationalisation on traditional markets, such as the USA, and new emerging markets.

Calligaris comprises five different companies: a holding company which supervises and coordinates the Group's strategies; Calligaris d.o.o, where raw materials are bought and where the initial production takes place; Calligaris USA, which deals with the North American market, Calligaris Japan Y.K. which follows the Japanese market and Calligaris S.p.A., the core of the Group. The headquarters is in Manzano, in the North of Italy.

Financial Highlights

In 2007 Calligaris recorded a total turnover of about Euro 170 million. Exports account for an important part of Calligaris' turnover (55% in 2006).

Its main export markets include Europe (primarily Germany and France), Russia and Eastern Europe (only for upper-end furniture), North America and Asia. Europe and the US make up roughly 50% of the company's turnover.

Manufacturing process

The company had a workforce of 650 in 2006.

Calligaris has five production plants. The production and supply of raw materials is carried out by Calligaris d.o.o. in Ravna Gora, Croatia. The sawmills, dryers and joinery are all housed in this factory.

In Italy Calligaris' Research and Development activities are based at the headquarters in Manzano, as are the logistics and the coating of products. This factory covers an area of 67,000 square metres, of which 26,000 square metres are covered. Located close to the headquarters are another three plants: two in San Giovanni al Natisone, one for assembly and storage, and the other exclusively as a warehouse, and the third at Cormons for assembling products.

Calligaris is present in the United States via Calligaris USA Inc. that has two facilities, one on the East Coast (High Point, NC) and the other on the West Coast (San Leandro, CA) that take care of logistics, warehousing and customer service for the US market.

In Japan Calligaris Japan Y.K. carries out the same activities as the US subsidiary, but for the Japanese market.

Products

Today Calligaris has a diversified chair production and is also active in home furniture manufacture, including tables, desks, relaxing chairs, living room furniture, beds and occasional furniture (TV stands, accessories etc.).

Distribution channels

The Calligaris Group operates through over 12,000 sales outlets in 90 countries and has 200 agents worldwide. After opening the new Kobe branch in Japan in 2005, recently the Group opened megastores in the USA, France and Russia. In 2008 a new single brand store shall be opened in the centre of Milano.

Certification

The company is UNI EN ISO 9001 certified. Calligaris has been awarded the Forest Stewardship Council (FSC) certification which guarantees that wood products comply with all international regulations, since raw wood comes from safeguarded forests where wood cutting is kept strictly under check.

Chateau d'Ax

Italy

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BRANDS, TRADEMARKS
Chateau d'Ax

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Upholstered Furniture; Dining and Living Rooms; Upholstered Beds	
YEAR OF ESTABLISHMENT	1948	EMPLOYEES	n.a.	TURNOVER EUR	248 million
MANUFACTURING PLANTS	n.a.	LOCATION		Italy, Romania, China, USA	
CERTIFICATION	ISO 9002				
TOTAL EXPORT EUR	173.6 million	% EXPORT ON TOTAL TURNOVER			70
DISTRIBUTION CHANNELS	The company disposes of over 110 sales points in Italy. Outside Italy Chateau d'Ax is sold throughout in Israel, Belgium, France, Portugal, Spain and the USA.				

History

Chateau d'Ax was founded in 1948 by the Colombo family. The company is specialized in the production of upholstery furniture. In 2000, Chateau d'Ax finished the extension of its head office in Lentate sul Seveso, Italy, a small town between Como and Milan.

Financial Highlights

Total sales in 2007 reached Euro 248 million of which around 70% came from exports.

Manufacturing process

The company's production facility in Italy covers 120,000 square meters.

Chateau d'Ax employs presently around 1,000 people worldwide.

Products

The production of upholstery furniture represents 90% of total sales and small furniture covers the remaining 10% of sales. Chateau d'Ax is specialized in upholstery primarily covered with leather or microfibre in classical and modern contemporary style. The latest product is the company's upholstery collection is a new line of recliners with massage functions called "Relais&motions". In 2008 the company has opened the new division "Chateau d'Ax Kitchens", with the aim to offer customised kitchens in the medium-upper range, manufactured entirely in Italy.

Distribution channels

The company disposes of over 110 sales points in Italy. Outside Italy Chateau d'Ax is sold throughout in Israel, Belgium, France, Portugal, Spain and the USA.

Composad srl

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized				
FURNITURE PRODUCT SPECIALISATION	33% bedrooms, 38.5% kitchen furniture, 7% office furniture, 11.5% other furniture Dining-living room furniture, Rta/Kit / Knock Down / Diy Furniture				
THE COMPANY IS PART OF	Mauro Saviola Group				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	231	TURNOVER EUR	98.5 million
MANUFACTURING PLANTS	n.a.	SQM	90,000	LOCATION	n.a.
CERTIFICATION	UNI EN ISO 9001, CISQ, FSC, SGS, ECOLIGICAL PANEL				
OUTPUT	800,000 sq.m.: production capacity of semi-finished components/month; 370,000: production capacity of boxes/month				
TOTAL EXPORT EUR	69 million	% EXPORT ON TOTAL TURNOVER		70	
DESTINATION	France, Germany and Spain				
DISTRIBUTION CHANNELS	Large furniture distribution, non specialised large distribution, DIY channel, retailers				

History

Composad is part of the Mauro Saviola Group, an industrial system of manufacturing and service activities, with more than 1,500 employees and 17 production units. It is based in Viadana, in the province of Mantua, and can be considered the major producers of RTA furniture in Italy.

Financial Highlights

In 2007 it recorded a turnover of about Euro 98 million, of which 93% (2006) was generated by sales of kit furniture. Exports are destined mostly to France, Germany and Spain; they account for 70% of furniture turnover.

Manufacturing process

The company has a number of factories for a total productive area of 90,000 square metres where it currently employs 231 workers. In 2006 the firm launched important investment plans, which amount to Euro 5.5 million, destined for new machinery, and a further Euro 850,000 for promotional activities (fairs, catalogues and advertising).

Products

Production, which is in modern styles, is in the middle-economic market range and can be broken down into: 33% bedrooms, 38.5% kitchen furniture, 7% office furniture and 11.5% other furniture (shoe racks, bookcases, etc.).

Distribution channels

Products are distributed through large furniture distribution channels, non specialized large distribution, DIY channel, and retailers.

Della Rovere spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Office		
THE COMPANY IS PART OF	FBL				
YEAR OF ESTABLISHMENT	1989	EMPLOYEES	76	TURNOVER EUR	27 million
MANUFACTURING PLANTS	1	SQM	48,000	LOCATION	Pesaro
TOTAL EXPORT EUR	13 million	% EXPORT ON TOTAL TURNOVER			48.3
DESTINATION	France, United Kingdom, Russia, Middle East				
DISTRIBUTION CHANNELS	The company distributes approximately 80% of its products through the specialised resellers channel.				

In the early Eighties, FBL grew strongly by increasing its production volumes and penetrating important foreign markets, especially Israel, Arab countries and North America. Towards the end of the 80's, FBL concentrated its attention on the European market, consolidating its position in France, Germany, Belgium, the Netherlands and numerous East European countries. Della Rovere was established in 1989 when FBL decided to open a new production facility in Schieppe di Orciano, in the province of Pesaro, in order to handle a large job acquired from Libyan customers. The new production facility was built in February 2001 in order to combine the production activities of the two companies, optimise logistic management and allow future growth on the same site. Della Rovere is the group division specialised in the production of office furniture. The offer comprises operative and executive systems, partitions and seating. The executive segment on its own accounts for over 50% of annual sales.

Desi Mobili

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
DE&MA

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
YEAR OF ESTABLISHMENT	1988	EMPLOYEES	96	TURNOVER EUR	43.4 million
CERTIFICATION	ISO 9001, ISO 14001				
TOTAL EXPORT EUR	10 million	% EXPORT ON TOTAL TURNOVER			23
DISTRIBUTION CHANNELS	Furniture retailers (independent) (20%), Furniture chains (80%)				

Doimo International Group Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Arrital Cucine srl, Birex srl, Dall'Agnese, Dielle srl, DOC Mobili Spa, Domo City Line Spa, Doimo Contract, Doimo Cucine srl, Doimo Design, Doimo Desktop, Doimo International, Doimo Kids, Doimo Materassi srl, Doimo Passport, Doimo Salotti Spa, Doimo Sofas, Linea D Interni, Linea Italia srl, Meco srl, Summer by Doimo, Workspace, Doimo Idea Complementi

BRANDS, TRADEMARKS

Arrital, Birex, Doimo, Passport, Dielle, Meco office, Doimo City Line, Doimo Sofas, Dall'Agnese, Doimo Salotti, Linea D, Linea Italia, DD, Summer Doimo, Doimo Desktop, Doimo Cityline Kids, DOC Mobili

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Office Furniture; Upholstered Furniture; Household Furniture		
THE COMPANY IS PART OF	Gruppo Doimo				
YEAR OF ESTABLISHMENT	1946	EMPLOYEES	n.a.	TURNOVER EUR	370 million
MANUFACTURING PLANTS	n.a.	SQM	260,000	LOCATION	n.a.
DISTRIBUTION CHANNELS	The Group still distributes its furniture exclusively through traditional furniture retailers. There are 8,000 sales outlets selling Doimo's home furniture in Italy and another 900 outside Italy. In 2002 the company opened Doimo Domus Interior Galleries, a permanent exhibition of Doimo home products.				

History

Doimo International Group, based in Mosnigo di Moriago, Italy, is a manufacturing company.

In 1946 the first production unit of Doimo was set up specialising in the manufacture of bedroom furniture and in 1949 the Doimo Group was born. In 1968 Doimo Salotti was established. In 1971 Linea Italia was set up, and the latest acquisition was made in 2004 with Dall'Agnese, a manufacturer of classical, wooden dining, living and bedroom furniture. Acquisitions have always been an important part of the growth of the Doimo Group since its foundation. In 1996 Doimo International Group was founded in order to focus on international markets. The company is completely independent and its purpose is to trade Doimo furniture including home furniture, home office and mattresses on the international scene.

Financial Highlights

In 2007 Doimo International Group recorded a total turnover of Euro 370 million. In 2007 office furniture sales were Euro 109 million.

Major export markets include Germany, France, Spain, Belgium, Russia, UKraine, Greece, Turkey, North and South America.

Manufacturing process

Today the Doimo Group comprises 30 independent companies, of which 23 in the home segment and 7 in the office segment covering the middle to upper-middle range of the furniture market. Products include home furniture, bathroom furniture, kitchen furniture, occasional furniture, mattresses and office furniture.

The firms active in the office segment are: Colmas, Della Valentina Office, Frezza, Target, IB Office, Emmegi and Meco.

Frezza has its headquarters in Vidor in the province of Treviso. In 2007 Frezza spa recorded a total turnover of Euro 61 million, with 202 employees. Main exporting countries are Spain, Benelux, United Kingdom, Russia, United States, Latin America. Its production facilities include 80,000 square metres of factories that are highly automated and structured to carry out the whole production process. Frezza operates in the office sector using the Frezza, Target and IB Office brands. The company has three foreign branches in Brussels, Rotterdam and Caracas and, as regards the domestic market, distributes 40% of its products directly, 45% through specialist office furniture resellers and the remaining 15% through the non-specialist channel.

Della Valentina is located in the province of Pordenone and joined the Doimo group in 1993. Activities are carried out in an industrial complex of roughly 50,000 square metres and exports, which account for about 60% of production, enable the firm to be present in more than 100 countries. The product range is extensive and includes collections of operative and executive furniture and partition walls. In 2006 the company recorded a total turnover of Euro 25 million, with 53 employees.

Emmegì has operated for 30 years in the office and community seating segment, it is based in Monselice in the province of Padua where it has a factory of 30,000 square metres. The firm employs 54 workers, has a turnover of about Euro 11 million and makes 40% of turnover through exports.

Meco Office, which joined the Doimo Group in 1992, has two productive units located in the industrial zone in Rovigo that extend for a total covered area of 25,000 square metres. Meco is present on the metal furniture market and specialises in the manufacture of storage furniture and filing systems, but its product portfolio also includes desks and partitions. It exports roughly 44% of production (recording an increase of 17% compared to 2005). In 2007 the company recorded a total turnover of Euro 7 million, with 55 employees. The company distributes 50% of its products through the direct channel, 30% through specialist resellers and the remaining 20% through non-specialist resellers.

Doimo Materassi was founded in 1986. The company employs around 100 people in mattress and slatted base production. It has a factory of 30,000 square metres.

Distribution channels

The Group still distributes its furniture exclusively through traditional furniture retailers. There are 8,000 sales outlets selling Doimo's home furniture in Italy and another 900 outside Italy. In 2002 the company opened Doimo Domus Interior Galleries, a permanent exhibition of Doimo home products.

Effezeta srl

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Tables and Chairs (Excl. Office); Occasional Furniture; TV Tables	
YEAR OF ESTABLISHMENT	1979	EMPLOYEES	302	TURNOVER EUR	56.9 million
MANUFACTURING PLANTS	n.a.	SQM	85,000	LOCATION	n.a.

Emu Group spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Upholstered Furniture; Garden, Outdoor Furniture	
YEAR OF ESTABLISHMENT	1951	EMPLOYEES	500	TURNOVER EUR	36 million
MANUFACTURING PLANTS	1.	SQM	70,000	LOCATION	Marsciano
OUTPUT	More than 700,000 articles are produced annually: 450,000 chairs and lounges in approximately 50 different models.				

History

Emu Group spa, based in Marsciano, Italy, is a manufacturing company. The company was established in 1951 to produce military transmissions. In 1960 the company specialised in garden furniture.

In 2005 the majority share was acquired by the investment company LCapital (100% owned by LVMH). In 2006 the company was reorganised.

Financial Highlights

In 2007 Emu Group spa recorded a total turnover of Euro 36 million.

Manufacturing process

The administrative and production headquarters are located in the 70,000 sq.m. premises in Marsciano. More than 500 people make up the work force, including allied industries.

Products

Emu production range includes seats, tables, beds, upholstery, parasols made of metal, aluminium, resin or teak wood. The company works with designers in particular for the metal furniture design. Regarding production, the company focusses on research for materials and technologies.

Marketing

Over the last years, Emu changed its positioning in the outdoor segment and is today based in the medium-upper range. The company plans for the coming years to follow a strategy of differentiation and promotion of its brand, also by making use – starting already in 2007 – of the creative contribution of world-famous designers such as Jean-Marie Massaud, Christophe Pillet and Rodolfo Dordoni.

Distribution channels

Emu is today present with 36 corners in specialised stores in Italy. Within the last April and March 2008, Emu has opened 5 new Flag Stores in Italy: the second one in Rome, and then in L'Aquila, Trapani, Trieste and Viterbo. These openings are pursuing the distribution strategy started two years ago, with the first opening in Rome, which main purpose is to strengthen Emu presence in Italy, where there are eleven Flag Stores, till now.

Strategic growth initiatives

The new owners are planning the opening of flag-ship stores in the main European capitals either through franchising or through authorised retailers. At the same time the Group wants to position the brand in segment of "accessible luxury". Further the recent restructuring measures aimed at the internationalisation of the company.

Estel Group

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Estel Ufficio, Estel Casa, Frighetto, Syn Tech, Deko, Contin Ebanista

BRANDS, TRADEMARKS
Estel Ufficio, Estel Casa, Frighetto, Syn Tech, Deko, Contin Ebanista

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		79.8% office; Contract, Upholstered, Living room, Bedroom, Occasional	
THE COMPANY IS PART OF	Estel				
YEAR OF ESTABLISHMENT	1937	EMPLOYEES	660	TURNOVER EUR	109 million
MANUFACTURING PLANTS	7	SQM	n.a.	LOCATION	Thiene, Arsiero, Campognara, Arzignano, Parma, Massa
CERTIFICATION	ISO 9001				
DISTRIBUTION CHANNELS	Regarding distribution in the office segment the sales network for Italy, consists of direct branches, agents in Italy; as to the foreign market, the sales network consists of direct branches in London, Barcelona and Madrid and by sole agents and distributors that cover the entire territory with store locators in Spain, France, Belgium, Switzerland, Germany, Austria, Denmark, Great Britain, Ireland, Portugal, Cyprus, Hungary, Croatia, Greece, Macedonia, Egypt, Tunisia, USA, South America, Oceania and the Middle East. Moreover, a number of companies have sole rights to the know-how of some products, with manufacturing license in USA, Thailand and China. Estel casa consists of a chain of company-owned stores, Emporio degli Armadi mainly concentrated in Central and Northern Italy.				

History

Estel, based in Thiene, Italy, is a manufacturing company. The company was established in 1937 by Alfredo Stella and initially it operated in the home furniture market. In the early eighties its consolidated experience and tradition in the home segment enabled it to enter the office segment with the Leader range of executive furniture, which marked the birth of Estel Office Furniture Division. Subsequently Estel Office Division was flanked by Ufficio Class Più, specialised in the production of seating, and the brand Estella Seating. In 1987 the volume of sales in the office furniture segment was double that of the home segment. In 1996 Estel S.p.A. was certified to UNI EN ISO 9001 standards and in 2000 it obtained UNI EN ISO 9001:2000 certification for the office segment. In 1972 the name was changed to Estel S.p.A., and in November 1999 Estel split into two separate companies: Estel Office S.p.A. for the office segment and Estel S.p.A. for the home segment. The latest two acquisitions were completed during 2006: Frighetto, a high-level brand in the home and contract padded furniture sector, and Deco Collezioni, specialised in the production of armchairs and seats for auditoriums, theatres, stadiums, classrooms and universities. Syn Tech, a company specialised in executive and operative designer furnishing, was also launched during the same period.

Financial Highlights

In 2007 Estel recorded a total turnover of Euro 109 million.

Manufacturing process

The group comprises six separate companies (Estel Office, Estel Casa, Frighetto, Syn Tech, Deko and Contin Ebanista) that allow the firm to operate in various market segments.

The company employed 660 people in 2006.

Estel operates in 7 plants located in the following places:

- Thiene (area of 50.000 sqm of which 35,000 sqm covered);
- Arsiero (area of 60,000 sqm of which 35,000 sqm covered) for production of wood panels;
- Campognara (total area 15,000 sqm) specialised in office chairs;
- Arzignano (Frighetto), an area of 3,000 sqm for production of upholstered furniture;
- Parma (Deko), an area of 5,000 sqm where Estel produces chairs for public areas, theatres and congress halls;
- Massa (Syn Tech), in Tuscany, an area of 35,000 sqm of which 12,500 sqm covered, for metal processing;
- Laboratorio Contin, an old cabinet-maker founded in 1924 specialized in production of craftmade furniture.

Products

Office furniture sales were Euro 87.2 million (+ 1% on 2006), with 470 employees and accounts for 80% on total turnover.

Distribution channels

Regarding distribution in the office segment the sales network for Italy, consists of direct branches, agents in Italy; as to the foreign market, the sales network consists of direct branches in London, Barcelona and Madrid and by sole agents and distributors that cover the entire territory with store locators in Spain, France, Belgium, Switzerland, Germany, Austria, Denmark, Great Britain, Ireland, Portugal, Cyprus, Hungary, Croatia, Greece, Macedonia, Egypt, Tunisia, USA, South America, Oceania and the Middle East. Moreover, a number of companies have sole rights to the know-how of some products, with manufacturing license in USA, Thailand and China.

Estel Casa consists of a chain of company-owned stores, Emporio degli Armadi mainly concentrated in Central and Northern Italy.

Faram spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	94% Office; 6% Other household		
THE COMPANY IS PART OF	Faram				
YEAR OF ESTABLISHMENT	1957	EMPLOYEES	459	TURNOVER EUR	74.6 million
MANUFACTURING PLANTS	6	SQM	n.a.	LOCATION	Giavera del Montello - 2 plants, Silea, Spresiano, Parma, Beijing (CHINA)
TOTAL EXPORT EUR	47 million	% EXPORT ON TOTAL TURNOVER			63
DESTINATION	United Kingdom, Ireland, France, USA				
OTHER INFO	The company developed again in 1992 when the Community Division was set up in order to extend the company's potential market towards the institutions segment of the public and social sector. In the office sector, Faram focuses on the production of partition panels though it also manufactures chairs, operative and executive furnishing systems, and filing systems. In July 2007, Alcedo SGR (IT) purchased 80% of Faram through a management buyout operation. The remaining 20% remains with company management in order to assure corporate continuity. This operation is part of the project to quote the company on the stock exchange within 3 or 4 years.				

Febal Gruppo

Italy

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BRANDS, TRADEMARKS
Rossana

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Febal				
YEAR OF ESTABLISHMENT	1959	EMPLOYEES	280	TURNOVER EUR	63 million
TOTAL EXPORT EUR	18 million	% EXPORT ON TOTAL TURNOVER			28.6
DESTINATION	Spain, Latin America, UK, Russia				
DISTRIBUTION CHANNELS	Kitchen specialists (10%), Furniture retailers (independent) (75%), Building Trade (contract) (15%)				

Flexform spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Upholstered Furniture; Tables and Chairs (Excl. Office); Bookcase, Shelves, Wall To Wall Units	
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	111	TURNOVER EUR	45 million

Foppa Pedretti spa

Italy

HEADQUARTERS Foppa Pedretti spa Via A. Volta 9 24064 Grumello del Monte BG Italia		Tel. +39 035 830497 Fax +39 035 831283 www.foppapedretti.it e-mail: servizio@foppapedretti.com	

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

L'albero delle Idee srl, Plastikopolis srl, Kasalinghi Italia srl, Armonia Furniture (Nanjing) Co. L.T.D.

ACTIVITY	Manufacturer; Trade				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION		Household Furniture; Garden, Outdoor Furniture; Children Furniture, Furnishing accessories	
OTHER PRODUCTION	Other children products				
THE COMPANY IS PART OF	Foppa Pedretti				
YEAR OF ESTABLISHMENT	1946	EMPLOYEES	250	TURNOVER EUR	62.8 million
MANUFACTURING PLANTS	n.a.	SQM	42,000	LOCATION	Grumello del Monte
DISTRIBUTION CHANNELS	The company has a sales network composed by 50 agents, who develop the company's sales all over the world. There are about 2,500 traditional furniture retailers in Italy, selling Foppa Pedretti's products. The company controls also "L'albero delle Idee" which runs a chain of outlets selling the firm's products besides the ones of other firms.				

Gedy spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		100% Bathroom, of which 84% bathroom accessories	
YEAR OF ESTABLISHMENT	1953	EMPLOYEES	88	TURNOVER EUR	29.2 million
TOTAL EXPORT EUR	8.3 million	% EXPORT ON TOTAL TURNOVER			28.3

Gruppo Sintesi

Italy

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BRANDS, TRADEMARKS
Sintesi, Galvano Tecnica, BUM, DMK, Deside, BBB emmebonacina

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Office Seating; Home Office; Tables and Chairs (Excl. Office); Upholstered Furniture		
THE COMPANY IS PART OF	Sintesi				
YEAR OF ESTABLISHMENT	2006	EMPLOYEES	300	TURNOVER EUR	80.2 million
MANUFACTURING PLANTS	4	SQM	150,000	LOCATION	Spilimbergo, Vicenza, Meda, Bergamo, Shenzhen (China)
CERTIFICATION	ISO 9001, ISO 14001				

History

Gruppo Sintesi spa, based in Spilimbergo, Italy, is a manufacturing company.

It was established in January 2006 when it took over some companies and their brands. Its purpose is to offer a wide range of products. Each company of the Group operates integrated with the others, but at the same time targets a different segment of the market.

The firm produces furnishings for the home, office and contract markets.

Financial Highlights

In 2006 Gruppo Sintesi recorded a total turnover of Euro 80.2 million of which 80% was generated by exports.

Manufacturing process

Gruppo Sintesi employs about 300 workers.

To consolidate its office area, all the production is centralized in the plants in Mariano del Friuli. The other plants are located in Spilimbergo, Vicenza, Bergamo, Meda (MI) and one in China (Shenzhen). It has a production area of 150,000 square metres of which 80,000 square metres is covered.

Metalworking, finishing and packaging are carried out at the Spilimbergo factory, which is also the headquarters. The Bergamo factory takes care of the moulding of plastics, while upholstered items are sewn in Vicenza. The Meda factory manufactures BBB emmebonacina products and the Chinese factory in Shenzen produces some parts, also in glass and aluminium. J&C Co. Ltd has 480 workers and facilities of roughly 30,000 square metres. An area of 12,000 square metres is used for metalworking and assembly, a further 8,000 square metres are used for glass working, and it recently acquired a new unit for upholstered production. It also has shares in a chroming plant and in a coating plant. The firm carries ISO 9001 certification.

Products

Under the Sintesi brand are marketed tables and chairs, upholstered goods and bookcases for the home and office. The same products are manufactured under the GalvanoTecnica brand, but they have a different target. Gruppo Sintesi, through the GalvanoTecnica brand, has officially become partner of Arthur Bonnet, the French kitchens' company that is part of Gruppo Snaidero.

BUM is the top quality office brand and it is also distributor of the products of the former Lineager and Marcatrè chairs.

DMK is the brand specialising in the production of accessories and furniture complements.

Deside is the brand for bedroom furniture.

BBB emmebonacina is the brand for upholstery furniture.

In 2007 the company presented some new brands: Sitaly (office furniture) for the large-scale retail trade, Montina, Cabas (hotels and boating), and Spai.

Strategic growth initiatives

Recently Gruppo Sintesi began working with the Chinese firm J&C with the aim of gaining leadership of the Chinese market. Planned activities include opening stores under the J&C and Sintesi banners and to develop a franchising network of at least 200 outlets in 2008.

J&C Co Ltd produces articles of a good qualitative level, thanks also to projects carried out for some OEM customers, and it exports mainly to Eastern Europe.

Idea Group

Italy

HEADQUARTERS
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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Aqua, Blob, Marmidea, Disenia

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 94,6%	FURNITURE PRODUCT SPECIALISATION	Bathroom Furniture		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	95	TURNOVER EUR	28 million
MANUFACTURING PLANTS	4	SQM	26,000		
LOCATION	Idea and Disenia at Navolé in Gorgo al Monticano, Aqua at Vallonto di Fontanelle and Blob at Oderzo				
TOTAL EXPORT EUR	6.7 million	% EXPORT ON TOTAL TURNOVER	24.1		

Incanto Group

Italy

HEADQUARTERS Incanto Group 1° Traversa ss 271 Matera 75100 Jesce MT Italia			Tel. +39 0835 346681 ; 3443111 Fax +39 0835 346682 www.incantodivani.com e-mail: info@incantodivani.com		
BRANDS, TRADEMARKS Giovanni Sforza - Home Luxury Collection; Sofitalia; Incanto; Sforza Living					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		95% Upholstery; 5% Other household	
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	267	TURNOVER EUR	64 million
TOTAL EXPORT EUR	60.8 million		% EXPORT ON TOTAL TURNOVER		95
DESTINATION	United Kingdom (almost 90% of the company's exports), Germany, France, Austria and Switzerland				
DISTRIBUTION CHANNELS	For Giovanni Sforza – Home Luxury Collection, the first mono brand store opened in Israel in April 2007. Further openings are planned in Turkey, India, Korea, Greece, Morocco and Russia. Incanto is distributed in various countries throughout furniture specialist stores. In Italy the Sforza Living brand is distributed throughout Mono brand stores in Milano (2), Bari, Foggia, Potenza, Lecce, Trani and Pescara.				

History

Incanto was established in 2000 by Giovanni Sforza as a manufacturing company. In 2001 the company opened its first production plant in Matera. In 2002 the Sforza Living Brand was established in Italy. In 2005 Incanto opened its plant in China and established the Sofitalia Forniture Co.

Financial Highlights

In 2007 Incanto Group recorded a total turnover of Euro 64 million.

Incanto exports around 95% of its production. Export markets in Europe include the United Kingdom (almost 90% of the company's exports), Germany, France, Austria and Switzerland.

Manufacturing process

Incanto Group is specialized in the designing, producing and distributing leather sofas and furniture. Today the company operates a production site of 1,800 square metres in Matera, Italy. Incanto employs about 270 people in Italy.

Further the company manufactures since 2005 in China its Sofitalia brand. Incanto employs another 200 people in China. Further the company has a production partnership in Romania.

Products

The company is specialized in the manufacture and marketing of medium to medium upper end leather, fabric and microfibre covered upholstery. About 90% of the products offered are leather upholstery.

About 60% of Incanto's production is upholstery in modern style. The contract segment accounts for 10% of production.

Marketing

Incanto Group distributes three different lines of products throughout the world: Giovanni Sforza - Home Luxury Collection, Sofitalia and Incanto.

In Italy the company is present with the brand Sforza Living.

Distribution channels

For Giovanni Sforza – Home Luxury Collection, the first mono brand store opened in Israel in April 2007. Further openings are planned in Turkey, India, Korea, Greece, Morocco and Russia. Incanto is distributed in various countries throughout furniture specialist stores.

In Italy the Sforza Living brand is distributed throughout mono brand stores in Milano (2), Bari, Foggia, Potenza, Lecce, Trani and Pescara.

Inda spa

Italy

HEADQUARTERS Inda spa Via XXV Aprile, 53 21032 Caravate VA Italia			Tel. +39 0332 608111 Fax +39 0332 619317 www.inda.net e-mail: info@inda.net		
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Not furniture specialized: 81,3%	FURNITURE PRODUCT SPECIALISATION	100% Bathroom, of which 73% bathroom accessories		
OTHER PRODUCTION	Mirrors, lighting systems, shower cabins				
YEAR OF ESTABLISHMENT	1944	EMPLOYEES	600	TURNOVER EUR	98.9 million
MANUFACTURING PLANTS	3	SQM	n.a.		
LOCATION	3 factories in Italy: Olmi (TV), Pagazzano (BG), Caravate (VA). 6 subsidiaries in Europe: France, Spain, Austria, Netherlands, Switzerland, Germany				
CERTIFICATION	ISO 9001				
TOTAL EXPORT EUR	54.6 million	% EXPORT ON TOTAL TURNOVER	55.2		

History

INDA is the largest company in Italy that operates on the bathroom and sanitary market.

The company was established in 1944.

In the 1960s the first Inda branch in Switzerland was established. In the sixties the company opted for an industrial diversification, diminishing the production of brass accessories and increasing the one of accessories in glass. In 1962 Inda acquired shares of Veca (Vetreria di Cassano) and in 1965 Ceramica Dolomite was established for the manufacture of recessed washbasins in Trichiana (BL). In the 1980s the company expanded abroad, establishing Inda France, Spain and Austria. In 1990 Inda sold Dolomite to the English Blue Circle and decided to increase the bathroom accessories and furniture production, acquiring Sartor of Olmi (TV).

Financial Highlights

In 2007 Inda spa recorded a total turnover of Euro 98.9 million (+3.8% on 2006).

Furniture sales were Euro 18.5 million.

Manufacturing process

The company employed about 600 people in 2007.

Inda has 3 factories in Northern Italy, each of which produces a single family of products.

The original facility with surface area of 70,000 sqm in Caravate (VA) and 346 employees - the home of the company - produces accessories in brass and products based on applied metals technology .

Glass panels and aluminum trim for shower cabins are made in Pagazzano (BG). 140 production + additional workers are employed. The factory in Olmi (TV), with 77 production + additional workers, specializes in the technology and assembly of wooden components (for furnishings). INDA has a total staff of approx. 600, 80 of which are employed in subsidiaries.

Products

The company produces and distributes bathroom accessories, mirrors, lighting systems, shower cabins and bathroom cabinets.

Industrie Valentini Italy

HEADQUARTERS Industrie Valentini spa Via Rigoletto, 27 47900 Rimini RN Italia	Tel. +39 0541 368888 Fax +39 0541 774233 www.valentini.com e-mail: info@valentini.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Home Office, Dining-living room, Bedroom, Rta / Kit / Knock Down / Diy Furniture	
YEAR OF ESTABLISHMENT	1959	EMPLOYEES	300	TURNOVER EUR	69.4 million
MANUFACTURING PLANTS	n.a.	SQM	320,000	LOCATION	n.a.
TOTAL EXPORT EUR	11.6 million	% EXPORT ON TOTAL TURNOVER			16.8
OTHER INFO	It is the leading Italian specialist in the manufacture of RTA furniture and about 85% of its turnover is provided by the domestic market. It produces mainly living rooms, home office and bedrooms.				

Kartell spa Italy

HEADQUARTERS Kartell spa Via delle Industrie 1 20082 Noviglio MI Italia	Tel. +39 02 900121 Fax +39 02 9053316 ; 90091212 www.kartell.it e-mail: kartell@kartell.it

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 80%	FURNITURE PRODUCT SPECIALISATION		Office Seating; Chairs; Lighting Fixtures; Garden, Outdoor Furniture	
OTHER PRODUCTION	lighting, other technical laboratory products				
THE COMPANY IS PART OF	Kartell Group				
YEAR OF ESTABLISHMENT	1949	EMPLOYEES	n.a.	TURNOVER EUR	125 million
OUTPUT	150,000 chairs annually				
TOTAL EXPORT EUR	93.8 million	% EXPORT ON TOTAL TURNOVER			75
DESTINATION	85 countries				

Las Mobili

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		100% Office; Office	
YEAR OF ESTABLISHMENT	1976	EMPLOYEES	404	TURNOVER EUR	64 million
MANUFACTURING PLANTS	7	SQM	190,000	LOCATION	n.a.
CERTIFICATION	ISO 9001:2000, ISO 14001:2004				
TOTAL EXPORT EUR	30.2 million		% EXPORT ON TOTAL TURNOVER		47.2
DESTINATION	France, Belgium, Russia and Eastern European Countries, Middle East				
DISTRIBUTION CHANNELS	Las Mobili is a multi-product company incorporating other companies with different specialisations that have progressively extended the product range. The last two companies to enter the group are Forsit, an office chair manufacturer, and Modulo, a manufacturer of politicians mobile and fitted partition walls. In 2007, the group sold 10% of it production through the "direct" channel (4% in 2006), while the remaining 90% was distributed through specialised furniture resellers. Apart from its European sites, the company has two facilities in South America, Las Sudamericana and Las do Brasil, as well as in the Far East and Eastern Europe. Operating in over 60 countries, Las Mobili is a leading Italian office furniture exporter.				

Lube cucine

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES Heral Cucine srl, Cucine Export srl, Borgo Antico srl, Faer Ambienti					
BRANDS, TRADEMARKS Cucine Lube, Heral Cucine, Cucinexport, Borgo Antico					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% kitchen		
THE COMPANY IS PART OF	Lube Group				
YEAR OF ESTABLISHMENT	1967	EMPLOYEES	405	TURNOVER EUR	143.7 million
MANUFACTURING PLANTS	n.a.	SQM	79,000	LOCATION	n.a.
CERTIFICATION	ISO 9001				
OUTPUT	61,820 Integrated Kitchens				
TOTAL EXPORT EUR	23.3 million	% EXPORT ON TOTAL TURNOVER			16.2
DESTINATION	Spain (2.7% of total sales), Portugal (1.4%), Greece (1.6%), Russia (0.8%), Rest of the world (9.8%). Opening new markets: India, China, USA.				

History

Cucine Lube spa, based in Treia, Italy, is a manufacturing company.

Lube Group ranks as one of the top Italian kitchen manufacturers. The company was established in 1967 and in 1974, after having expanded, it became “Lube cucine componibili (Lube modular kitchens)”. In 1993 a new company was formed, which is today the Lube Group. In 1995 Lube founded the company La Faer Ambienti, active in the bedroom and living room market in order to diversify its activity. In 2003 Cucine Lube Over spa was incorporated into Lube Holding S.r.l. which has headed the Lube Group since 2004. The Holding also owns all premises and Lube Group trade brands present on the market.

Financial Highlights

In 2007 Lube cucine recorded a total turnover of Euro 143.7 million (+10.4% on 2006). Lube Group recorded total sales of Euro 152.4 million in 2007. Exports accounted for 16.2% of total turnover.

Present in wide part of Europe, especially in Spain, Portugal, Russia, the company is now heading to gain brand new markets, as the USA, China, the East and South Africa. The future strategies request the Lube Group to strongly consolidate its presence on the global market, to be quantified, today, as the 18% of the total turnover.

Manufacturing process

Today the heart of the company is a modern factory, which covers an area of 79,000 sqm, of which 59,000 sqm are covered and is the work place of about 405 employees (+ 4% on 2006).

Marketing

The company brands in the kitchen segment include Cucine Lube, Heral Cucine, Cucinexport and Borgo Antico. These brands are controlled by the company Cucine Lube S.r.l. which manufactures kitchen furniture and sells 75% under the Cucine Lube brand name, and the remaining 25% is sold to the companies Heral Cucine and Cucinexport srl. The newly-born brand is “Borgo Antico” specialized in the production of brickwork kitchens.

Faer Ambienti, controlled with majority by the holding, producing bedrooms, closets and living rooms, operates in the Group’s works in Treia, with its independent structure of 75 people, workers and employees, and with a high level of autonomy, due to the different features of the reference market.

Another Lube Holding srl controlled company is the Lube Service & Engineering srl that, counting on the activity of 115 employees of different levels, offers all kinds of services necessary to the Group companies: purchase, sales, accounting, administration in general, design, marketing, Internet and IT. The Lube Group includes also the GIL Trasporti srl, a Lube Holding srl controlled as well, which thanks to a pool of about 15 means and drivers, covers around half of the group’s needs as for transportation and then the A.S. VOLLEY LUBE, fruit of the owners’ passion for competitiveness and sports.

Distribution channels

Today the company has sales outlets in every Italian region, amounting to over 1,600 in Italy and also 380 outlets abroad.

Mobil Record srl

Italy

HEADQUARTERS Mobil Record srl Via Roma, 315 31043 Fontanelle TV Italia	Tel. +39 0422 8183 Fax +39 0422 809199 www.mobilrecord.com e-mail: vend@mobilrecord.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Dining and Living Rooms Sets; Wardrobes; Children Furniture; Bedroom Furniture	
THE COMPANY IS PART OF	Setten				
YEAR OF ESTABLISHMENT	1973	EMPLOYEES	250	TURNOVER EUR	29.8 million
MANUFACTURING PLANTS	n.a.	SQM	50,000	LOCATION	n.a.
CERTIFICATION	ISO 9001				
OTHER INFO	Mobil Record belongs to Setten Group whic includes seven companies grouped in 3 departments: the kitchen department with Record Cucine and Bloch, the children bedroom department with the brands Reck's, Record, Sprint, Junior4 and the bedroom department with Veneta Mobili.				

Mobilturi

Italy

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www.mobilturi.it
e-mail:

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Turi				
YEAR OF ESTABLISHMENT	1960	EMPLOYEES	105	TURNOVER EUR	58.3 million
MANUFACTURING PLANTS	n.a.	SQM	20,000	LOCATION	n.a.
TOTAL EXPORT EUR	4.1 million	% EXPORT ON TOTAL TURNOVER		7	
DISTRIBUTION CHANNELS	Kitchen specialists (30%), Furniture retailers (independent) (40%), Furniture chains (30%)				

History

The business idea was established by the head of the family Pasquale Turi, who opened up a small artisan workshop in the 1960s. In 1987 Turi brothers constituted the current Mobilturi s.r.l. firm, with a considerable experience and technical skills acquired in kitchen manufacturing. In 2000, the NetCucine company joined Mobilturi with kitchens of high quality and convenient prices.

Financial highlights

In 2007 Mobilturi recorded a turnover of Euro 58.3 million. In 2007 NetCucine recorded a turnover of Euro 29.6 million.

Manufacturing process

The Turi Group includes Mobilturi, Netcucine which manufactures kitchen furniture in the economic range and Mobilday, active in the upholstery segment.

The industrial plant has a surface area of 20,000 sq.m., where more than 100 people are employed.

Molteni Group

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Dada, Unifor, Citterio

BRANDS, TRADEMARKS
Molteni, Dada, Unifor

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Upholstered Furniture; Dining and Living Rooms; Bedroom Furniture; Tables and Chairs (Excl. Office); Occasional Furniture	
THE COMPANY IS PART OF	Gruppo Molteni				
YEAR OF ESTABLISHMENT	1930	EMPLOYEES	800	TURNOVER EUR	258 million
DISTRIBUTION CHANNELS	Molteni exports through a network of over 350 sales outlets, ten of which are single-brand stores dedicated to the Molteni&C and Dada brands. Recently Molteni is going to open two single-brand stores in New York and in London. Molteni also works extensively on large contracts, e.g. hotels, museums, ships, chains of shops, hospitals and theatres. Examples of recent contracts are the interiors for the Walt Disney cruise ships built by Fincantieri; the furnishings for the Cartier chain of boutiques all over the world and for the Cartier Foundation in Paris, and the Istituto Oncologico Europeo (IEO) in Milan; the interiors of the La Fenice theatre in Venice and the furnishings in the public spaces on Holland America Line and P&O North Sea Ferries cruise ships.				

History

The Molteni Group is one of Italy's leading furnishings companies. It was founded in the early 1930s and is based in Giussano, Milan. In the 1950s it started to expand, opting for mechanisation and industrial production. In the 1970s it split into three companies because of its increasing size and in order to respond more effectively to market demands.

The Molteni Group is one of the few to boast an integral work cycle with total control of production from the choice of materials to final definition. Today the Molteni Group is one of Italy's leading industrial furniture groups and comprises four companies, each a leader in its own sector: Molteni & C. Spa (home furniture), Unifor Spa (office furniture), Dada Spa (kitchen furniture), and Citterio Spa (office furniture, partitions and walls).

Financial Highlights

In 2007 Molteni recorded a total turnover of Euro 258 million (+10% on 2006).

Manufacturing process

The Molteni Group employs about 800 people and comprises four companies:

Molteni&C Spa produces home furniture including living rooms (40%), wardrobes (28%), beds (10%), tables, seating and upholstery (17%). Molteni & C Spa recorded sales worth Euro 92 million in 2007 (+16% on 2006) of which about 55% came from exports. The number of employees was about 270. Molteni & C. has 275 sales outlets in Italy and 350 on the international markets, ten of which are single-brand stores dedicated to the Molteni&C and Dada brands.

Unifor was established in 1969 as a division of the Molteni Group. It is an autonomous structure, but it is integrated with the other companies in the group, with whom it shares resources, the basic organisation and a series of related services. Over the course of 2007 Unifor recorded a total turnover of Euro 87.1 million; sales in Italy increased by 15% to reach a value of Euro 33 million. Unifor exclusively distributes the seating manufactured by the Swiss company Vitra AG, in Italy and Australia and operates exclusively at the top end of the market. The company has worked on numerous contract jobs and large-scale projects. A good 68% of production is sold directly, while specialist resellers account for the remaining 32%.

Dada Spa operates in top range kitchens.

Citterio, started as a producer of furniture in 1960, operates in the office furniture sector with a strong specialisation in wall-to-wall units and partition walls. Today Citterio produces on an area of 120,000 square metres of which 21,000 are covered, and it has a capillary commercial network. In 2007 turnover was Euro 24.8 million, exports are around 20% of its production.

Marketing

The Group has four brands: Molteni (household and upholstered furniture), Unifor (office and contract furniture), Dada (kitchen furniture) and Citterio (office furniture). In 2007 Molteni Group expanded the contract segment, reaching 60% of total revenues. About 30% of the contract segment sales Molteni come from projects for cruise ships.

Distribution channels

Molteni exports through a network of over 350 sales outlets, ten of which are single-brand stores dedicated to the Molteni&C and Dada brands. Recently Molteni is going to open two single-brand stores in New York and in London.

Molteni also works extensively on large contracts, e.g. hotels, museums, ships, chains of shops, hospitals and theatres. Examples of recent contracts are the interiors for the Walt Disney cruise ships built by Fincantieri; the furnishings for the Cartier chain of boutiques all over the world and for the Cartier Foundation in Paris, and the Istituto Oncologico Europeo (IEO) in Milan; the interiors of the La Fenice theatre in Venice and the furnishings in the public spaces on Holland America Line and P&O North Sea Ferries cruise ships.

Natuzzi

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Italsofa Bahia Ltd, Minuano Nordeste SA, Italsofa Shangai Ltd, Softaly Shangai Ltd, Italsofa Romania, Natco Spa, I.M.P.E. Spa, Nacon Spa, Lagene srl, Natuzzi Americas Inc, Natuzzi Iberica SA, Natuzzi Switzerland AG, Natuzzi Nordic, Natuzzi Benelux Spa, Natuzzi Germany GmbH, Natuzzi Sweden AB, Natuzzi Japan KK, Natuzzi Services Limited, La Galleria Limited, Natuzzi Netherlands Holding, Natuzzi United Kingdom Limited, Natuzzi Trade Services srl, Kingdom of Leather Limited, Italholding srl

BRANDS, TRADEMARKS

Natuzzi, Italsofa

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		89% Upholstery	
STOCK EXCHANGE	New York Stock Exchange			STOCK SYMBOL	NTZ
THE COMPANY IS PART OF	Gruppo Natuzzi				
YEAR OF ESTABLISHMENT	1959	EMPLOYEES	8,219	TURNOVER EUR	634.4 million
MANUFACTURING PLANTS	13	SQM	n.a.	LOCATION	n.a.
CERTIFICATION	ISO 9001, ISO 14001				

History

Natuzzi was founded in 1959 by Pasquale Natuzzi in Santeramo in Colle, Italy. The company designs, produces and sells modern, contemporary and traditional leather-upholstered furniture and furnishings accessories for residential use. It is the largest Italian producer in the furnishings sector and world leader in the leather sofas segment, claiming large shares of the market in both North America and Europe.

Industrie Natuzzi SpA Holding has been quoted on the New York Stock Exchange since 1993 (NTZ).

Financial Highlights

In 2007 Natuzzi recorded a total turnover of Euro 634.4 million, of which Euro 563.5 million were upholstery.

About 90% of the Group's turnover is generated outside Italy in 123 countries Europe, Middle East and Africa (52.3%) and Americas (40.7%).

Manufacturing process

The company employed 8,219 people at december 2007.

Production is vertically integrated through 7 factories in Italy and 6 abroad (three in China, two in Brazil and one in Romania). Raw materials are purchased directly from the primary markets and then finished in the company's facilities, specializing in manufacturing leather, wood and metal frames, foam and finished products. The group manufactures exclusively to order and controls over 92% of the raw materials and semifinished goods destined for its production.

Products

Natuzzi produces over 400 models of traditional, classical and modern upholstered furniture, in all price ranges including stationary (sofas, loveseats, armchairs), sectional, motion furniture, sofa beds and occasional chairs with 480 different coverings in leather (89.2% in 2007), microfibres and fabric.

The Group wide and extensive product range is divided into two different brands, Natuzzi and Italsofa, each addressing specific market segments.

Marketing

The Natuzzi brand addresses the medium-high end of the market and Italsofa, the promotional brand.

Italsofa is a line of sofas and armchairs introduced by Natuzzi Group in 2000 and manufactured in the Group's factories located in China, Brazil, and Romania. Italsofa sells its products in 85 countries serving 690 customers and had a total factory production area of about 175,000 sqm, with a total production capacity of approximately 6,550 seats a day. Developed at the Natuzzi Design Center in Santeramo, Italy, Italsofa products are positioned in the medium level of the market.

Distribution channels

The company sells its products, as at December 31, 2007, through a chain of 302 Natuzzi store and Divani&Divani by Natuzzi stores, and 483 Natuzzi galleries. In Italy, the company sells its furniture primarily through its franchised chain of 124 Divani&Divani by Natuzzi Stores and 1 Natuzzi Store, while in the U.S. Natuzzi's products are distributed through major department stores and leading furniture retailers. The company continued to open 12 new Natuzzi stores and galleries also in the fouth quarter of 2007. Store openings were in the United Kingdom, France, Italy, Latvia, Netherlands, Australia, Taiwan and Mexico.

In 2003 Natuzzi acquired the British company Castlegate 170 Ltd, UK's leader in the leather upholstery distribution. The company controls the Kingdom of Leather brand (7 stores in the UK).

In France Natuzzi is distributed by Roche Bobois throughout Natuzzi stores.

Certification

A constant effort, confirmed since 1995, throughout the ISO 9001 System of Quality Certification, and reconfirmed in December 2001 when the company received the ISO 14001 Certification for Environmental Control and furthermore in July 2003 with the Certification of the Integrated Management System Quality/Environment ISO 9001/2000.

Nicoletti

Italy

HEADQUARTERS Nicoletti spa Z.I. La Martella 75100 Matera MT Italia	Tel. +39 0835 3041 Fax +39 0835 304500 ; 304260 www.nicolettisalotti.it e-mail: nicoletti@nicolettisalotti.it

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Gienne&Sons.com

BRANDS, TRADEMARKS
Nicoletti, Sofa Art

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Upholstered Furniture	
YEAR OF ESTABLISHMENT	1967	EMPLOYEES	380	TURNOVER EUR	84 million
MANUFACTURING PLANTS	n.a.	SQM	52,000	LOCATION	Italy (Matera), China (Shangai and Fouzhou)
CERTIFICATION	ISO 9001, ISO 14001				
TOTAL EXPORT EUR	68 million	% EXPORT ON TOTAL TURNOVER			81
DESTINATION	United Kingdom and Ireland, France and the USA				
OTHER INFO	Nicoletti is an upholstery specialist, on June 24th 2008 the company announced its closure. Already in the beginning of June the company stopped production in its production plant in Shanghai, China. The company manufactured in its Chinese plant the “Sofa Art by Giuseppe Nicoletti“ brand and employed 200 people. We do not have any further information at the moment we realised this report.				

Poliform Group

Italy

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BRANDS, TRADEMARKS
Varenna

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Contract; Kitchen Furniture Units, Cabinets; Upholstered, Bedroom, Tables-chairs, Bookcase, Shelves, Wall To Wall Units	
THE COMPANY IS PART OF	Poliform				
YEAR OF ESTABLISHMENT	1970	EMPLOYEES	700	TURNOVER EUR	111 million
MANUFACTURING PLANTS	5	SQM	100,000	LOCATION	Inverigo, Arosio, Lurago d'Erba
TOTAL EXPORT EUR	61.1 million	% EXPORT ON TOTAL TURNOVER			55
DESTINATION	USA, Europe, Asia, Australia				
DISTRIBUTION CHANNELS	Poliform's resources are also dedicated to international contract activities (Poliform Contract). Poliform network is estimated to consist of more than 1,000 shops distributed in over 70 countries of the world. In 2008 Poliform has opened a new Flagship Store Via in Hong Kong, a 1200 sqm showroom in line with a new global visual brand strategy for Poliform and a new showroom SPACE Kuale Lampur of 500 sqm.				

History

Poliform spa (Varenna), based in Inverigo, Italy, is a manufacturing company.

Poliform was established in 1970, the evolution of an artisan company founded in 1942. In 1996 the company structure was completed by the acquisition of the Varenna brand, dedicated only to the production of the kitchens.

Financial Highlights

In 2007 Poliform recorded a total turnover of Euro 111 million of which 55% is generated by exports.

Manufacturing process

The productive structure of Poliform is actually divided into five units, all located in the Como area, which include the office department, the company showroom and areas dedicated to production.

Poliform's production facility and head office in Inverigo cover 22,500 square metres and employ about 200 people. Inverigo is also the location of the factory inaugurated in 2006 especially for sofas and armchairs, following the restructuring of Spinelli & Anzani the original artisan workshop Poliform was created from. Poliform's factory and showroom in Arosio covers 44,000 square metres and employs 130 people, and Poliform's production, showroom and offices dedicated to kitchen furniture, and in particular the Varenna brand, cover 22,500 square metres with 130 workers. The total covered area, including the headquarters, company showrooms and production areas, is around 100,000 square metres.

And last of all Inverigo Santa Maria (CO) is home to premises given over to photographic services and studio currently undergoing restructuring, which will shortly become a multifunctional support centre for all Poliform units.

Poliform has a total workforce of about 700.

Distribution channels

Poliform's resources are also dedicated to international contract activities (Poliform Contract).

Poliform network is estimated to consist of more than 1,000 shops distributed in over 70 countries of the world. In 2008 Poliform has opened a new Flagship Store Via in Hong Kong, a 1200 sqm showroom in line with a new global visual brand strategy for Poliform and a new showroom SPACE Kuale Lampur of 500 sqm.

Poltrona Frau Group

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Cappellini, Thonet, Cassina, Alias, Gufram, Nemo

BRANDS, TRADEMARKS
Poltrona Frau, Cappellini, Thonet, Cassina, Alias, Gufram, Nemo

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		65% Upholstery Contract; Office Seating; Executive Furniture; Conference Tables; Beds	
STOCK EXCHANGE	Milan Stock Exchange			STOCK SYMBOL	PFG
THE COMPANY IS PART OF	Poltrona Frau Group				
YEAR OF ESTABLISHMENT	1912	EMPLOYEES	1,093	TURNOVER EUR	286 million
TOTAL EXPORT EUR	175 million	% EXPORT ON TOTAL TURNOVER			61.2
EXPORT DESTINATION	The Group exports primarily to Europe (Germany, France) followed by the USA (13.2% of total sales) and the Asian Pacific region (7.6%).				

History

Poltrona Frau, manufacturer of top range designer upholstery furniture in leather, was founded in 1912 and in 1962 the company was acquired by the Nazareno Gabrielli Group. In 1990 the company was taken over by Franco Moschini, General Manager, through a leverage buyout. In 2001 the company acquired the Austrian upper end furniture manufacturer Thonet for roughly Euro 10 million in order to reinforce its position on the international scene. Thonet furniture continues to be manufactured in Austria. In 2003 the Charm Fund acquired 30% of Poltrona shares. In 2004 Poltrona Frau acquired the Italian Cappellini. Cappellini was founded in 1946 and has today around 100 employees. Production is in-house, or outsourced to small, local workshops. Cappellini exports 17% of its sales to the USA.

In May 2005 Poltrona Frau acquired 100% of the upper end specialist Cassina from the French Fimalac SA. Fimalac and the Cassina Family Holding finalised the agreement with Poltrona Frau. As a result of the acquisition, Poltrona Frau has become one of the world's biggest furniture and design Groups. Cassina operates flagship stores in Milan, Paris, New York and Tokyo. With the takeover of Cassina, Poltrona Frau aimed at strengthening its positions on international markets.

In November 2006 Poltrona Frau, together with all group companies, was publicly quoted on the Milan Stock Exchange (trading symbol: PFG).

Financial Highlights

In 2007 Poltrona Frau Group registered a total turnover of Euro 285.4 million (of which Poltrona Frau Euro 119.7 million, Cassina Euro 111.3 million).

The Group exports primarily to Europe (Germany, France) followed by the USA (13.2% of total sales) and the Asian Pacific region (7.6%). The contract segment accounts for up to 24% of the Group's production.

Manufacturing process

The Group counts over 1,000 employees. At the beginning of 2007 the group owned 8 manufacturing plants in Italy and one in China, by the end of 2008 the total number of plants is to be reduced to 5, each specialising in a product family further to a reorganization programme.

Products

Upholstery represents over 65% of production. Poltrona Frau manufactures mainly sofas with 95% of upholstery manufactured being covered with leather.

Distribution channels

The commercial network of the Group covers over 65 countries. The group further operates over 60 mono-brand stores and collaborates with 700 upper end retailers.

Poltrona Frau S.p.a. has approved the 2008-2010 industrial plan, which envisages the opening of more sales points, in the United States and Japan in particular. The group has planned the opening of stores in London and New York for September 2008.

Record Cucine

Italy

HEADQUARTERS Record Cucine srl Via Pacinotti, 54 30020 Pramaggiore VE Italia			Tel. +39 0421 2026 Fax +39 0421 202802 www.recordcucine.com e-mail: record@recordcucine.com		
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Setten				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	170	TURNOVER EUR	49.4 million
TOTAL EXPORT EUR	7.4 million	% EXPORT ON TOTAL TURNOVER	15		
DISTRIBUTION CHANNELS	Kitchen specialists (30%), Furniture retailers (independent) (40%), Furniture chains (30%)				
OTHER INFO	Record Cucine belongs to Setten Group whic includes seven companies grouped in 3 departments: the kitchen department with Record Cucine and Bloch, the children bedroom department with the brands Reck's, Record, Sprint, Junior4 and the bedroom department with Veneta Mobili.				

Santarossa

Italy

HEADQUARTERS Santarossa spa Via della Chiesa, 111 33080 Villanova di Prata PN Italia	Tel. +39 0434 615580 Fax +39 0434 615581 www.santarossa.it e-mail: santarossa@santarossa.it

BRANDS, TRADEMARKS

Le Monde, Simform, Formdesign, Santarossa Contract Marine, Santarossa Engineering & Contract, Santarossa Componenti, Armony Cucine, Planeta, VerySystem

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%				
FURNITURE PRODUCT SPECIALISATION	Bedroom Furniture; Dining and Living Rooms; Hall Furniture; Tables and Chairs (Excl. Office)				
OTHER PRODUCTION	Semi-finished wood products, Components				
THE COMPANY IS PART OF	Santarossa				
YEAR OF ESTABLISHMENT	1972	EMPLOYEES	624	TURNOVER EUR	113 million
MANUFACTURING PLANTS	7	SQM	81,000		
LOCATION	4 in province of Pordenone, 1 in province of Treviso and 2 in Romania				
TOTAL EXPORT EUR	66.6 million			% EXPORT ON TOTAL TURNOVER	60

History

Santarossa spa, based in Villanova di Prata, Italy, is a manufacturing company.

Santarossa S.p.A., the parent company of the Santarossa Group, was founded in 1972 by the transformation of the pre-existing company into a collective name, the origins of which went back to 1963.

Financial highlights

Santarossa spa recorded a turnover of Euro 94,2 million in 2006. Santarossa Group recorded a turnover of about Euro 113 million in 2006. Progressive expansion of the European and worldwide markets, which account for over 60% of turnover, show the markedly global approach of the group.

Manufacturing process

The companies of the Santarossa Group occupy an area of 100,000 sqm, of which 50,000 sqm are covered. There are 624 directly employed personnel. There are about sixty supplier companies that employ about 500 staff.

Santarossa has developed its manufacturing activity into specific areas. Each of them has a distinct company or brand:

- Daytime and night-time area classic furnishing (Santarossa and Le Monde)
- Daytime and night-time area modern furnishing (Simform and Formdesign)
- Residential and marine contract division (Santarossa Contract Marine e Santarossa Engineering & Contract)
- Furniture components: doors for kitchen and living room furniture (Santarossa Componenti)
- Modern and classic modular kitchens (Armony Cucine)
- Production of semi-finished wood products (Planeta)
- Surface finishes on doors (VerySystem).

Scavolini

Italy

HEADQUARTERS Scavolini spa Via Risara, 60/70 74/78 61025 Montelabbate PU Italia			Tel. +39 0721 4431 Fax +39 0721 443404 www.scavolini.com e-mail: contact@scavolini.com		
BRANDS, TRADEMARKS Scavolini, Ernestomeda, Scavolini Basic					
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Scavolini				
YEAR OF ESTABLISHMENT	1961	EMPLOYEES	533	TURNOVER EUR	203 million
MANUFACTURING PLANTS	n.a.	SQM	183,000	LOCATION	n.a.
CERTIFICATION	ISO 9001, ISO 14001				
TOTAL EXPORT EUR	33.9 million	% EXPORT ON TOTAL TURNOVER	16.7		
DISTRIBUTION CHANNELS	The level of distribution has reached an international dimension and the more than 1,000 Scavolini dealers and sales outlets are spread throughout the countries of the European Union and Eastern Europe, and also other areas of the world such as Turkey, India, Israel, Cyprus, China, Indonesia, the United States and Latin America.				

History

Scavolini was established in Pesaro in 1961 thanks to the initiative of the brothers Valter and Elvino Scavolini. In just a few years it developed significantly, from an artisan-based firm into the leading kitchen furniture manufacturer in central Italy.

In April 1995 the company launched a new brand to cover the middle/lower-middle range which was later marketed under the name Scavolini Basic.

In 1996 it acquired Nicolini Cucine whose brand was changed to Ernestomeda, which is positioned in the upper-middle/top range, with a "brand name" product at a competitive price. Scavolini itself serves the middle/lower-middle market segment with the Scavolini Basic line. Scavolini offers a wide range of classic, modern, trendy and country styles in the middle/upper-middle market segment.

Financial Highlights

In 2007 Scavolini recorded a total turnover of Euro 203 million, with exports accounting for 17%. Sales of the brand Ernestomeda amounted to about Euro 30 million.

Manufacturing process

The company today boasts an industrial plant of about 183,000 square metres (75,000 of which is covered) and a staff of 533 people.

Distribution channels

The level of distribution has reached an international dimension and the more than 1,000 Scavolini dealers and sales outlets are spread throughout the countries of the European Union and Eastern Europe, and also other areas of the world such as Turkey, India, Israel, Cyprus, China, Indonesia, the United States and Latin America.

Certification

In 1996 Scavolini received certification of its Quality System according to the ISO 9001 international norm which was confirmed in October 2002 according to the UNI EN ISO 9001:2000 international norm, also called Vision 2000. In December 2004 Scavolini also received certification of its Environmental Management System according to the UNI EN ISO 14001 norm.

Selva AG

Italy

HEADQUARTERS Selva AG SpA Via Luigi Negrelli 4 39100 Bolzano BZ Italia	Tel. +39 0471 240111 Fax +39 0471 240112 www.selva.com e-mail: selva@selva.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%				
FURNITURE PRODUCT SPECIALISATION	Upholstered Furniture; Dining and Living Rooms; Bedroom Furniture; Tables and Chairs (Excl. Office); Occasional Furniture; Hall Furniture				
YEAR OF ESTABLISHMENT	1968	EMPLOYEES	220	TURNOVER EUR	70.5 million
MANUFACTURING PLANTS	1	SQM	124,000	LOCATION	Isola Rizza (near Verona)
TOTAL EXPORT EUR	63.5 million	% EXPORT ON TOTAL TURNOVER			90
DESTINATION	Over 50 countries. Main markets: Germany, Austria, the United Kingdom, nations of the former Soviet Union, Switzerland, the Benelux countries, Norway, Finland, Sweden, Spain, Poland, Japan, the Arabian Peninsula, the USA, Canada.				
DISTRIBUTION CHANNELS	Selva's customers are furnishing houses, wholesale chains, international hotel chains, individual hotels, and restaurants.				

History

Selva was founded in Bolzano, Italy, in 1968. In 2002 was founded Selva America. In 2003 the company acquired Selva Project - Germany. In 2005 there was the opening of the Selva UK Office in Fleet, England and the founding of the joint venture Selva Middle East - Dubai. Selva currently holds an important position in the sector of classic furnishing.

Financial highlights

In 2007 sales of Euro 71 million were achieved.

Selva exports about 90% of production to over 50 countries across the globe, although its main markets are Germany, Austria and Switzerland.

Manufacturing process

Headquarters and the administrative centre are located in Bolzano, occupying a total floor space of 81,000 sqm. Its production plants and central warehouse are in Isola Rizza near Verona, on a total area of 124,000 sqm of which 54,500 sqm covered. The company has a workforce of 220 employees and 100 subcontractors, with approx. 1,000 employees. The company has branches in the USA, Dubai, and Russia.

Products

The company produces classic and modern furniture for the home and also for the Contract-Sector. Products include dining and living-room furniture (including upholstered chairs and sofas, coffee tables, lamp tables, TV-stereo cabinets, desks, bureaux), single pieces, mirrors.Through its Selva Hospitality division, Selva makes about 30% of turnover through contract, the majority of it top class hotel furnishings. Selva solutions combine classic styles (frequently Biedermeier) with the need for high-tech “office” corners that are frequently present in hotels, in public areas and also in the individual bedrooms. Selva does not limit itself to hotel rooms, lobbies and meeting rooms: it also furnishes the corridors, service areas, etc.

Distribution channels

Selva's customers are furnishing houses, wholesale chains, international hotel chains, individual hotels, and restaurants.

Sicc

Italy

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES
Martival Technologie

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Sicc				
YEAR OF ESTABLISHMENT	1978	EMPLOYEES	130	TURNOVER EUR	35 million
MANUFACTURING PLANTS	1	SQM	100,000	LOCATION	Monsano
CERTIFICATION	ISO 9001				
TOTAL EXPORT EUR	12.3 million	% EXPORT ON TOTAL TURNOVER			35
DESTINATION	Europe, Russia, USA, Middle East				
DISTRIBUTION CHANNELS	Kitchen specialists (98%), Building Trade (contract) (2%)				

Snaidero Group

Italy

HEADQUARTERS Snaidero Rino spa Viale Rino Snaidero Cavaliere del Lavoro, 15 33030 Majano UD Italia	Tel. +39 0432 063473 ; 063111 Fax +39 0432 063235 www.snaidero.it e-mail: lineaverde@snaidero.it

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Rational einbaUKuechen GmbH, CBI, Regina GmbH, Cuisines Plus, Ixina, SDI Slavonska Drvna Industrija d.o.o., Euro Cucina Ltd

BRANDS, TRADEMARKS

Snaidero, Arthur Bonnet, Comera, Rational, Regina

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
THE COMPANY IS PART OF	Snaidero Group				
YEAR OF ESTABLISHMENT	1946	EMPLOYEES	1,623	TURNOVER EUR	268.8 million
MANUFACTURING PLANTS	6	LOCATION	Italy, Germany, France, Croatia		
CERTIFICATION	ISO 9001, ISO 14001, SA 8000				
EXPORT DESTINATION	France (30.6% of total sales), Germany (13.7%), USA/Canada (4.7%), UK (3.8%)				

History

Snaidero was established in 1946 as a craftsman's workshop in Majano, Friuli, by Cavaliere Rino Snaidero. In the space of a few years the kitchen manufacturer grew to industrial dimensions. It was the first Italian company in the sector to avail itself of industrial design and in particular of world famous designers such as Pininfarina, Lucci Orlandini and Iosa Ghini. During the 1960s Snaidero became leader of the modular kitchen segment in Italy, thanks to the Spaziovivo and Cruscotto lines.

At the end of the 1970s Snaidero adapted its production and technology to suit the needs of the market it was targeting and began manufacturing custom-built kitchens instead of the previous serial production. Between 1970 and 1975 the company began to penetrate foreign markets, firstly Belgium, and then France, Switzerland, the Netherlands and the whole of Europe. Subsequently, in 1979, it opened a production plant in Canada, which was then transferred to Los Angeles (USA).

The desire to expand into the international arena was sharpened with the acquisition of the German company, Rational, in 1993. The acquisition of the German firm marked a turning point in Snaidero's history: for the first time an Italian company broke into the largest market in Europe. The growing Snaidero Group further consolidated its process of internationalisation.

In March 2000 it purchased the Arthur Bonnet Group, the third leading kitchen manufacturer in France. The company now has four plants in France that produce the Arthur Bonnet, Comera and Cuisine Plus brand kitchens for the retail sector.

In May of the same year, the Group added Regina, the top brand in Austria. In 2003 the company acquired Ixina, a Belgian network that specialises in the franchising of kitchens and household appliances. Finally, in 2006, the creation of SDI Slavonska Drvna Industrjia d.o.o., a Croatian company specialized in the production of wood semi-finished components. In 2008 Cuisines et Bains Industrie (CBI), a subsidiary of the group, is set to concentrate its production activities at its headquarters in Saint-Philbert-de-Bouaine, closing the second site in Avrillé.

Financial Highlights

In 2007 Snaidero Group recorded a consolidated turnover of Euro 269 million (+8% on 2006).

Italy represents the major market for the Snaidero Group in terms of total sales, thanks to the continuous growth of Snaidero Rino Spa with its network of 500 specialist dealers on the national market. As one of the eight brands in the Group's portfolio, the Snaidero brand increased its total turnover by 5.8% on the previous year, reaching Euro 130.9 million. Exports account for about 66%.

Manufacturing process

Today the Snaidero Group has 6 production plants in Italy, France, Germany and Croatia, 8 sales offices, over 1,500 employees and more than 2,000 outlets in 80 countries. In addition to its production facilities located in Italy, Germany, France and Croatia, the Snaidero group also has commercial branches in the United States, the United Kingdom, Spain, Austria and the Middle East.

Marketing

The Group today is an international federation of companies that has developed a growth strategy along three main lines of business:

- Business to Consumer, where, via the Snaidero, Arthur Bonnet, Comera, Rational and Regina brands, the Group is reinforcing its position in the mid-to high-end market in Europe by offering innovative, design-oriented and identifiable brands.
- Franchising, where, with a unique concept and an expanding network of sales outlets such as Cuisine Plus and Ixina, the Group is now the leader in Europe in this specialist distribution channel for kitchens and household appliances. The franchise area, comprising 3 chains of stores, two French and one Belgian, indicated a good performance in 2007, increasing its control of a network of more than 260 franchised dealers, producing a turnover of more than Euro 350 million.
- Business-to-Business. Snaidero group, through its international brand portfolio has become a point of reference in the contract sector, a mark of high quality that characterizes the most renowned residential project developments throughout the world.

Strategic growth initiatives

In 2008, the company's goal is to expand reinforcing the brand strategy, and increasing investments in advertising in order to convey both the brand and products in the best possible way. Furthermore, the distribution strategy will be further consolidated in Italy and abroad, where stores will be restyled with the Snaidero Concept Store image. Snaidero started its restyling project more than 3 years ago, introducing a highly appealing and sensational display area, with a registered patent to protect special aesthetic features and design. Today, there are 250 Snaidero concept stores worldwide, and the goal in 2008 is to increase this to 350.

Soft Line spa

Italy

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Upholstery		
THE COMPANY IS PART OF	Soft Line Group				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	78	TURNOVER EUR	99 million
TOTAL EXPORT EUR	99 million		% EXPORT ON TOTAL TURNOVER		100
DESTINATION	UK (96%), USA (4%)				

Stosa

Italy

HEADQUARTERS
Stosa spa
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Italia

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
YEAR OF ESTABLISHMENT	1964	EMPLOYEES	123	TURNOVER EUR	65.3 million
CERTIFICATION	ISO 9001				
TOTAL EXPORT EUR	9.6 million		% EXPORT ON TOTAL TURNOVER		14.8
DISTRIBUTION CHANNELS	Furniture retailers (independent) (80%), Furniture chains (20%)				

Unopiù spa

Italy

HEADQUARTERS

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Italia

Tel. +39 0761 7581
www.unopiu.it
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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Garden, Outdoor Furniture		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	300	TURNOVER EUR	79 million
TOTAL EXPORT EUR	43.5 million	% EXPORT ON TOTAL TURNOVER	55		
DISTRIBUTION CHANNELS	The company is active in the mail order distribution of its products. The company operates a network of 26 exposition spaces in major Europen countries (Italy 11, France 6, Spain 4, Germany 2, the Netherlands 1, Austria 1, UK 1). In 2006 new showrooms were opened in Rome, Italy and Amsterdam, Netherlands. Recently the company has started the disitribution of its products in 77 exclusive outlets in the USA.				

History

Unopiù Spa, established in Viterbo in 1978 is active in the production and distribution of structures, furniture and occasional furniture for the outside.

Financial Highlights

In 2007 the company registered a turnover of a little less than Euro 80 million, an increase compared to the previous year (+11%). Exports account for 55%. UnoPiù has sales offices in France, Germany, Spain, Austria and the Netherlands.

Manufacturing process

The company employs a workforce of over 300 people.

Products

Products include structures, furniture and occasional furniture for the outside. Recently the company started developing a new line of indoor furniture additional to its outdoor collection.

Strategic growth initiatives

The company plans improvement of its catalogue and to diversify its offer. Further, in 2008 Unopiù aims at improving its exposition network in Europe, by opening new showrooms in Bari, Rome, Paris, Ancona and Düssendolf and creating franchising centres in extra-European countries.

Further the company aims to develop and introduce new products for its contemporary and classical lines.

Distribution channels

The company is active in the mail order distribution of its products. The company operates a network of 26 exposition spaces in major Europen countries (Italy 11, France 6, Spain 4, Germany 2, the Netherlands 1, Austria 1, UK 1). In 2006 new showrooms were opened in Rome, Italy and Amsterdam, Netherlands. Recently the company has started the disitribution of its products in 77 exclusive outlets in the USA.

Valcucine

Italy

HEADQUARTERS Valcucine spa Via A. Malignani, 5 33170 Pordenone PN Italia			Tel. +39 0434 517911 ; 517926 Fax +39 0434 572344 www.valcucine.it e-mail: info@valcucine.it		
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Kitchen Furniture Units, Cabinets, Living-dining room furniture	
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	135	TURNOVER EUR	44.2 million
TOTAL EXPORT EUR	13.7 million	% EXPORT ON TOTAL TURNOVER			31
DISTRIBUTION CHANNELS	Kitchen specialists (100%)				

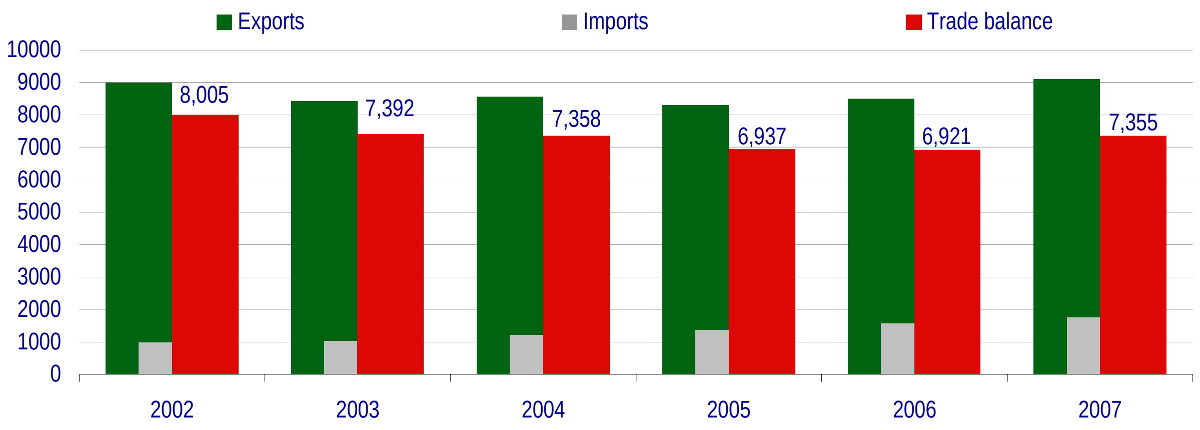
Veneta Cucine

Italy

HEADQUARTERS Veneta Cucine spa Via Paris Bordone 84 31030 Biancade di Roncade TV Italia			Tel. +39 0422 8471 Fax +39 0422 849055 www.venetacucine.com e-mail: info@venetacucine.com		
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION		Kitchen Furniture Units, Cabinets	
THE COMPANY IS PART OF	Veneta Cucine				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	440	TURNOVER EUR	158 million
MANUFACTURING PLANTS	2	SQM	80,000	LOCATION	Biancade, Longarone
CERTIFICATION	ISO 9001				
OUTPUT	The company produces about 45,000 kitchens every year with 100 models.				
TOTAL EXPORT EUR	25 million	% EXPORT ON TOTAL TURNOVER			15.8
DESTINATION	France, Greece, other Europe, Latin America, Middle East, China, USA/Canada				
DISTRIBUTION CHANNELS	Kitchen specialists (1.52%), Furniture retailers (independent) (79.98%), Furniture chains (18.5%)				

5. International trade

Figure 5.1
Italy. Furniture exports, imports and trade balance, 2002-2007. Million Eur



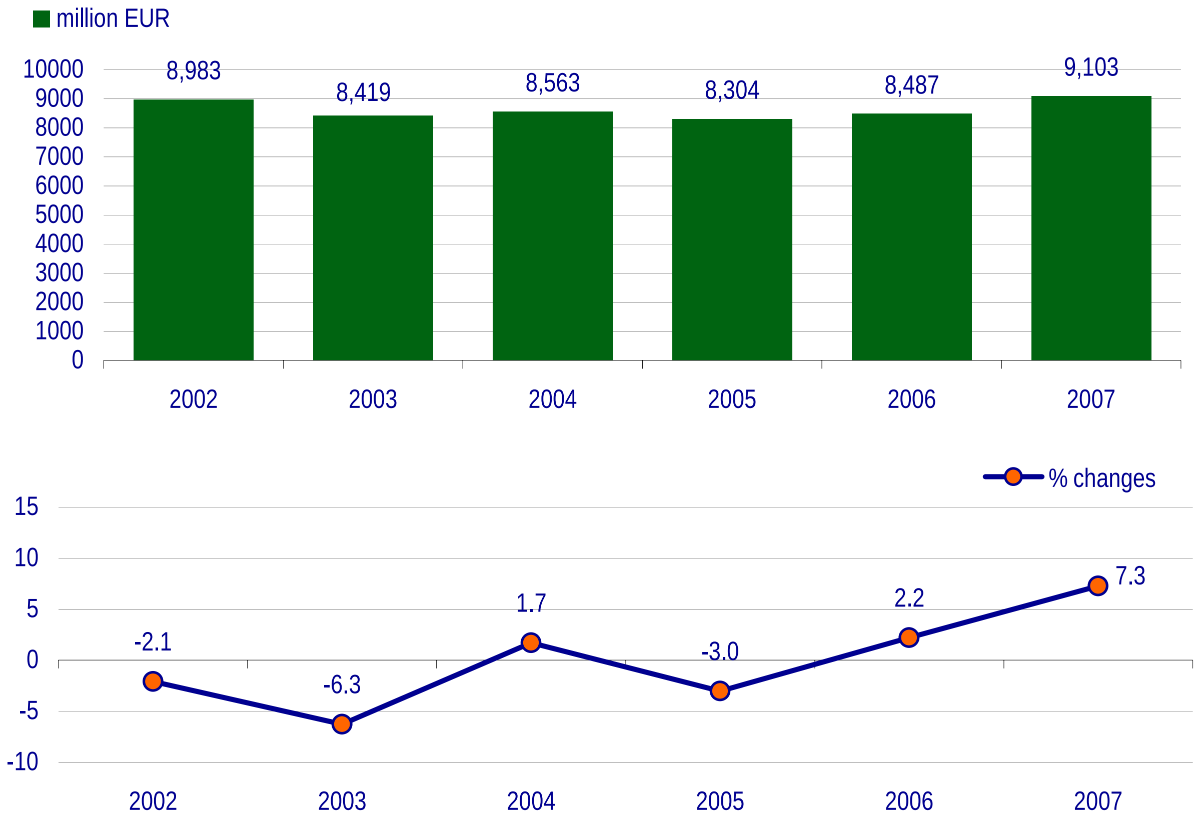
Source: CSIL processing

Among the European (17) countries, Italy has the highest trade surplus even though it continues to decrease. The only other European countries showing a surplus in the balance of trade in 2006 were Denmark, Portugal and Sweden.
In 2007 Italy's surplus was far greater than that of any other European country, at Euro 7,355 million, increasing by 6% compared to 2006.

Over the period 2002-2007 Italian furniture exports stagnated (the average annual rate of growth was just +0.3%). This trend is attributable to difficulties due to the strength of the Euro compared to the Dollar, to the lack of competitiveness of Italian firms and the weakness of the main European markets of destination for Italian exports. Furniture imports, instead, increased by 12% annually, although they are still not very great in volume.

5.1. Furniture exports

Figure 5.2
Italy. Furniture exports, 2002-2007. Million Eur and annual percentage changes



Source: CSIL processing

Among the European (17) countries, Italy claims the largest quota of total furniture exports (29%), ranking first as a furniture exporter, even if Italian exports have been decreasing in recent years. Over 45% of the furniture produced is destined for foreign markets (European average: 39%).

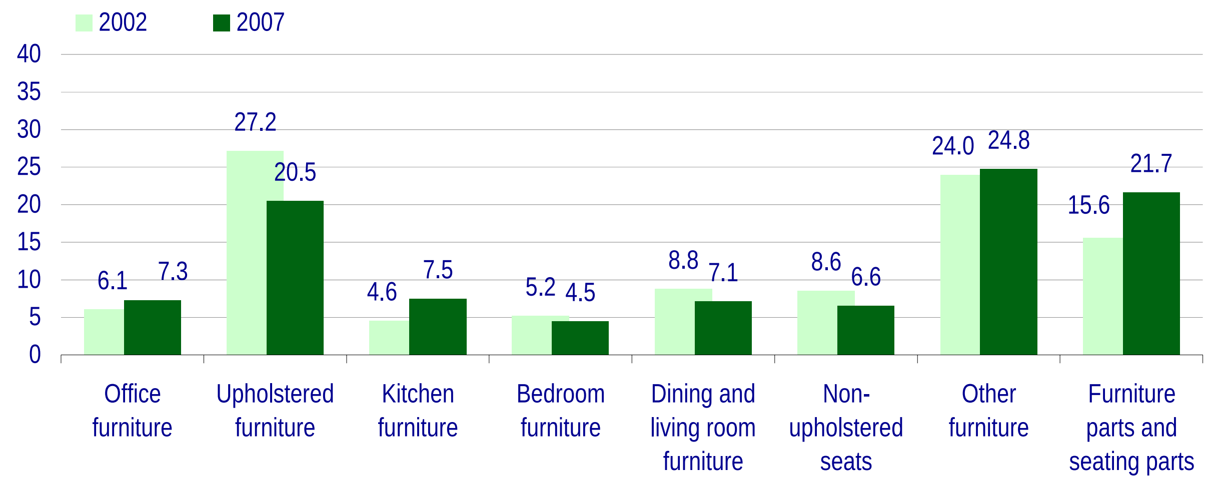
Growth in exports of Italian furniture started to slow down in 2001, and became negative in 2002 and 2003, after a brilliant 2000. After a slight recovery in 2004 and a new drop in 2005, in 2006 a positive trend began with furniture exports recording healthy growth (+7.3%) in 2007, the best result in the past seven years, in spite of the strength of the Euro against the Dollar, being driven especially by foreign demand from European countries.

About 60.4% of the export flows are destined for other European countries (17), 5% for the new European Union members, 9% for North America and about 8% for Russia. The main countries of destination for Italian furniture exports are France, the United Kingdom, Germany, the United States and Russia, which together absorb 52.6% of total exports (in 2000 they absorbed 57% of the total). As far as performances are concerned, in 2007 exports to France, the United Kingdom and

Russia increased respectively by 5%, 4% and 15%, while exports to Germany stagnated and those to the United States recorded a decrease of 3%.

Exports by segment

Figure 5.3
Italy. Furniture exports by segment, 2002 and 2007. Percentage breakdown in value



Source: CSIL processing

In 2007 exports reached a value of Euro 9,103 million and can be broken down into the following segments:

- office furniture worth Euro 665 million (Euro 545 million in 2002);
- upholstered furniture worth Euro 1,868 million (Euro 2,441 million in 2002);
- kitchen furniture worth Euro 685 million (Euro 411 million in 2002);
- bedroom furniture worth Euro 411 million (Euro 467 million in 2002);
- dining and living room furniture worth Euro 651 million (Euro 790 million in 2002);
- non-upholstered seats worth Euro 598 million (Euro 772 million in 2002);
- other furniture worth Euro 2,254 million (Euro 2,154 million in 2002);
- furniture parts and seating parts worth Euro 1,972 million (Euro 1,400 million in 2002).

The segments that recorded most important increases in exports in 2007 were the bedroom, office and kitchen furniture segments.

Although the **kitchen furniture** segment does not have the same vocation for export as the other segments, in recent years Italian firms have been equipping themselves to also be competitive abroad, increasing their importance and brand fame on international markets. The weight of exports of kitchen furniture on total production has changed considerably over time: in 1995 kitchen exports claimed just 9.5% of total production, while today they account for 23%. The kitchen producers seem to have found a formula for success, recording growth in double figures over the 1999-2007 period. The main destination markets for Italian kitchens are European countries, where over the years it has been easier for firms to consolidate relations with the distribution system and to establish their own commercial offices. On the other hand, the role played by the United States and Russia is not negligible, as they are becoming important outlet markets for Italian kitchen manufacturers (with growth of respectively +21% and +12% in 2007). The leading trading partners are France, Greece, Russia, the United States and Spain. All these countries recorded growth in double figures in 2007.

Italy is still Europe's leading furniture and **upholstery** exporting country. However thanks to the strong competition from lower labour cost countries and including China, Italy is losing shares on the international markets and especially on the North American market. Exports to North America decreased from 22.5% in 2002 to 7.1% in 2007. Total upholstery exports decreased by 1.3% in 2007 and by an average rate of –5.2% since 2002.

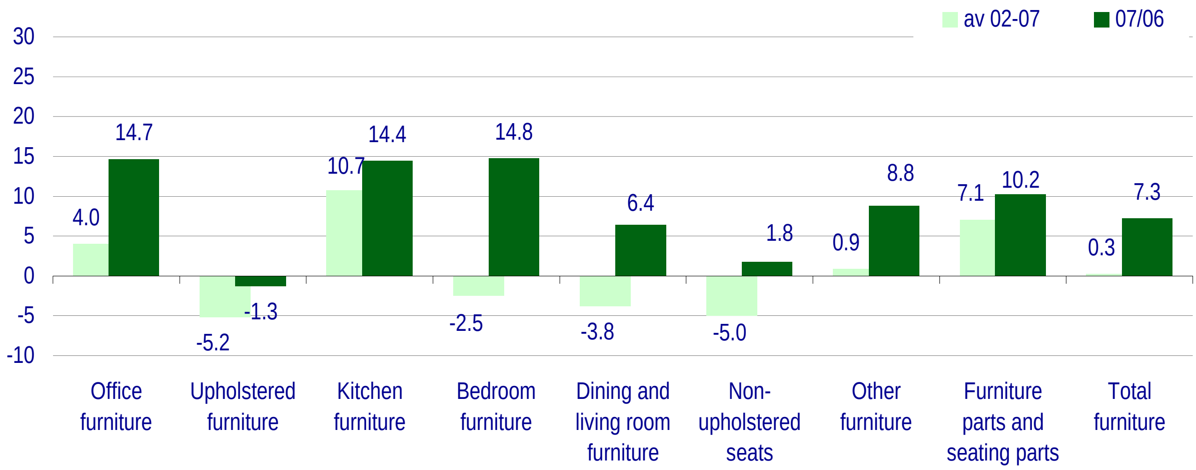
Italy's exports of upholstered furniture were primarily destined for the 27 European Union member countries (76.5% share). Exports to North America accounted for a 7.6% share. In 2006 France became major outlet for Italy's upholstered exports, taking the place of the UK. Italy's exports to France continued to increase over 2007, the UK on the other hand continued to lose share over 2007 (-8.9% in value). The top three outlets are France (22.6%), the United Kingdom (18.3%) and Germany (10%).

Italy is the second European exporter of **office furniture**; in 2007 sector exports amounted to Euro 665 million, with an increase of 15% compared to the previous year. This growth in exports was due to the increase in sales of office furniture excluding seating.

Considering the exports of the office sector as a whole, we can see that in recent years the reference markets have progressively expanded towards North America, the Middle East and, more recently, also Asia, meaning that the quota claimed by Europe has shrunk. Over the period 2002-2007 the weight of the more mature markets like France, the United Kingdom, Germany and Belgium declined considerably in favour of countries with much more marked development dynamics. In 2007 markets such the United States, Russia and Spain recorded growth of between 20% and 30%, thus consolidating their positions among the top five outlet markets. The United Arab Emirates, currently the eighth market in terms of value, witnessed record growth of +48.2% in 2007 (average +10.4% growth over the past five years).

Exports of office furniture excluding seating continue to record significant growth, almost 19% in 2007 and an average of +8% in the medium-term (2002-2007). Exports of office seating are still suffering; in the past five years they have contracted at an average rate of -10.3%. All of the principal outlet markets, France, the United Kingdom, Germany and Spain, witnessed sharp contractions last year. The only exceptions were Russia and Switzerland that increased their consumption of Italian office seating by 17% and 12%, respectively, over the same period.

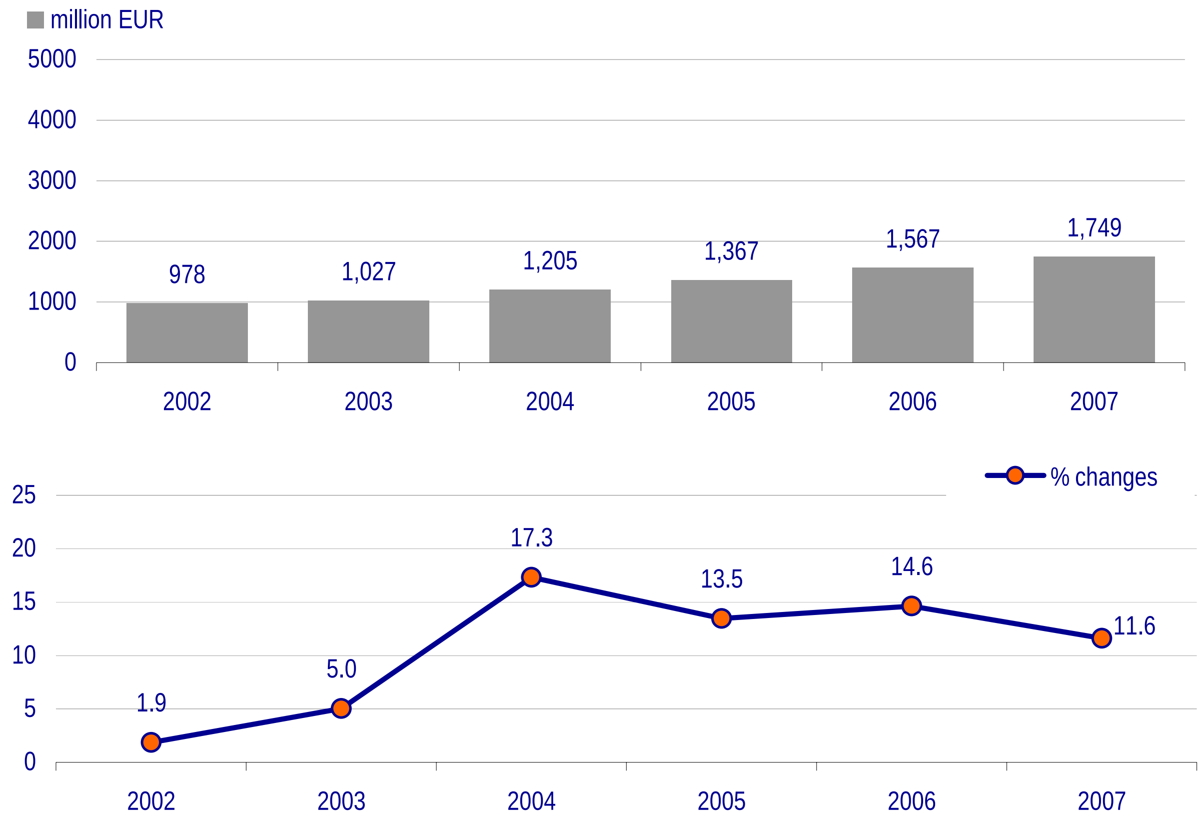
Figure 5.4
Italy. Furniture exports by segment. Annual percentage changes at current prices 2007 on 2006 and average growth rates, 2002-2007



Source: CSIL processing

5.2. Furniture imports

Figure 5.5
Italy. Furniture imports, 2002-2007. Million current Eur and annual percentage changes



Source: CSIL processing

Among the European (17) countries Italy claims a 4.6% share of total furniture imports and it is the eighth furniture importer. Imported goods have been increasing in recent years, but they still only satisfy 14% of consumption (European average 44%).

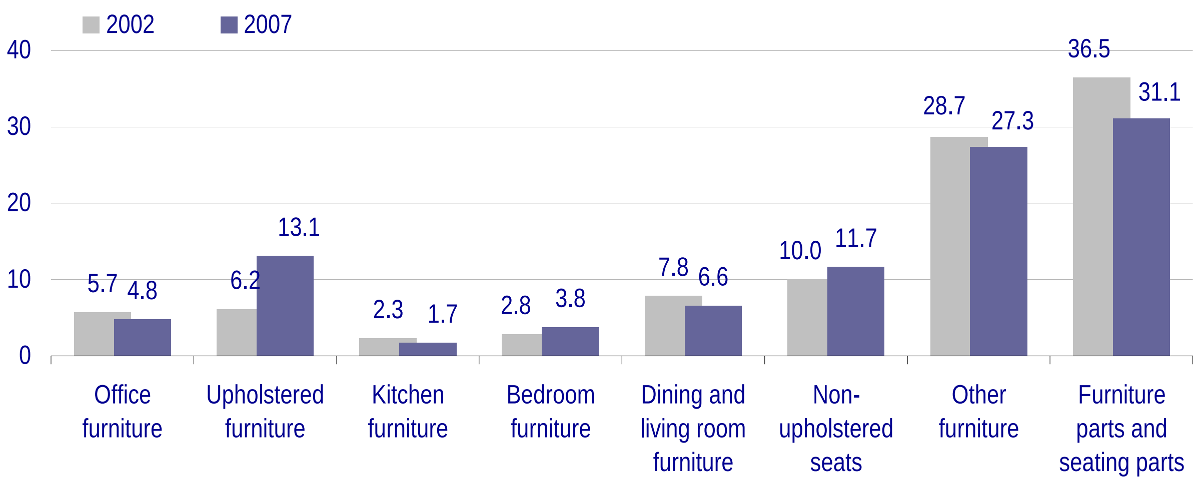
Over the period 2002-2007 furniture imports grew by an average annual rate of 12.3%. In 2007 imports showed growth of +12% on 2006, thanks to the strength of the Euro and the lower unit cost of imported furniture, despite the stagnation of domestic demand. The demand for furniture of foreign manufacture is mainly for Chinese products, but the increases recorded in imports from Germany and Romania should not be overlooked.

The main countries of origin of Italian furniture imports are China, Germany, Romania and Austria which together provide 52% of total imports. As far as performances are concerned, all of the countries mentioned recorded growth in 2007, with the exception of Austria (-7%). It should also be noted that there was a strong increase of imports from Poland (+51%), which overtook Switzerland and France in 2007, now ranking in fifth position as a furniture supplier to Italy.

Almost 67% of the import flows come from other European countries, of which the new European members claim a quota of 21.5%. Imports from Asia and Pacific, which claim a quota of about 31% of total imports, grew by an average annual rate of 23% over the period 2002-2007.

Imports by segment

Figure 5.6
Italy. Furniture imports by segment, 2002 and 2007. Percentage breakdown in value



Source: CSIL processing

In 2007 imports reached a value of Euro 1,749 million and can be divided into the following segments:

- office furniture worth Euro 84 million (Euro 56 million in 2002);
- upholstered furniture worth Euro 229 million (Euro 60 million in 2002);
- kitchen furniture worth Euro 30 million (Euro 22 million in 2002);
- bedroom furniture worth Euro 66 million (Euro 28 million in 2002);
- dining and living room furniture worth Euro 116 million (Euro 77 million in 2002);
- non-upholstered seats worth Euro 204 million (Euro 98 million in 2002);
- other furniture worth Euro 478 million (Euro 280 million in 2002);
- furniture parts and seating parts worth Euro 543 million (Euro 356 million in 2002).

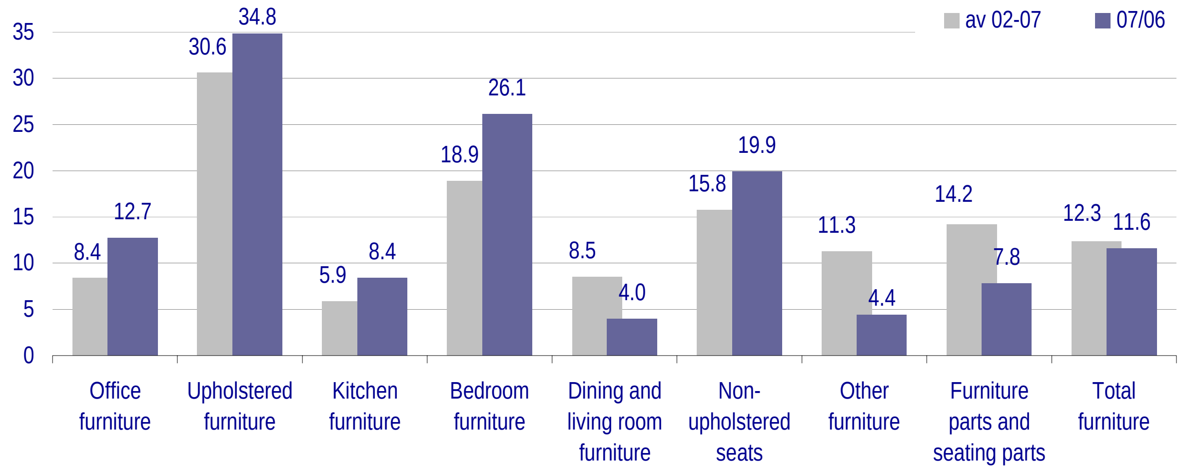
While Italy's **upholstered** furniture exports slow down, imports, whilst still at relatively low levels, are experiencing a significant growth trend. Italy is the European country with the lowest imports-consumption ratio (only 19% of consumption is satisfied by imported upholstered goods). In 2007 imports increased by a further 34.8% and the average increase since 2002 was 30.6%. The top three suppliers are Romania, China and Germany. Major double digit increases have been recorded by all three since 2002. In 2007 alone China increased its presence on the Italian upholstery market by 73.3% in value. Germany, until 2002 Italy's major supplier, has lost share over the last six years. In 2007, however, Germany significantly increased its presence and its upholstery sales on the Italian market (+25.7%).

In 2007 Italian imports of **office furniture** showed growth of 13%, but they continue to satisfy only a minimum quota of domestic demand (9%). In recent years there has been a substantial change in market shares, if we consider that the share claimed by European countries fell from 89.1% in 2002 to 73.6% in 2007 and, at the same time, the quota provided by Asian countries rose from 7.9% to 25%. The most startling growth was recorded by China which, with average annual increases of +55.5% (2002/2007), has risen from eighth to second position as a supplier.

In 2007 imports of office seating increased by over 32% and those of the office furniture segment by 4%. The more marked dynamics of the office seating segment in recent years means that this segment is now far more important. In 2007 seating claimed 36% of total segment imports (23% in 2002), and office furniture the remaining 64% (77% in 2002).

Imported **kitchens** recorded an increase of 8% in 2007. However, looking at consumption the quota of domestic demand that is satisfied by imports is basically negligible and has been so for years (around 1%).

Figure 5.7
Italy. Furniture imports by segment. Annual percentage changes at current prices 2007 on 2006 and average growth rates, 2002-2007



Source: CSIL processing

Methodological notes

This Report is the result of:

- processing of macroeconomic and sector statistics from 2002 to 2007;
- over 300 interviews with leading European companies;
- analysis of sector documentation from CSIL's databases that were created in 1980 and have been updated annually.

In addition to information supplied directly by the companies themselves, we have also referred to specialist sector publications, company balance sheets, annual reports and our own estimates for a further insight into company data. Although the utmost care has been taken in processing the data (cross-checks and subsequent verification with the interested parties and informed observers) CSIL cannot be held responsible for any errors and/or omissions in the data supplied at source.

DEFINITIONS USED IN THE REPORT

The *FURNITURE* aggregate includes the following products:

- Office furniture: Visitor chairs without wheels, Office chairs with wheels, Executive chairs, Folding/stackable chairs, Chairs for waiting rooms, Chairs for airports, auditoriums, cinemas etc., Chairs for the community (hospitals, clinics etc.), Operative and Management furnishing systems, desks that include bases (units which can be fitted/incorporated under a desk), Partitions, Office bookcases/shelving, Filing cabinets, Cupboards and various Storage items complementary to operative workstations, Filing Systems, Wall-to-wall units (Roof-high equipped partition walls in panels, metal, plasterboard or glass), Furniture for communication areas (counters, reception, benches for auditoriums and break rooms).
- Upholstered furniture: Seats convertible into beds (excl. garden seats and camping equipment, and medical, dental or surgical furniture), Upholstered seats with wooden and metal frames.
- Non upholstered seats: Non-upholstered seats with wooden frames (excl. swivel seats), Seats of wood, cane, osier, bamboo or similar materials, Other seats (excl. Seats for aircraft and for motor vehicles).
- Kitchen furniture: Furniture of a kind used in kitchens (excl. seats), Fitted kitchen units.
- Bedroom furniture: Cupboards, drawers, beds (excluding mattresses and mattress supports), bedside tables, bedroom storage systems.
- Dining and living room furniture: Tables, bookshelves, sideboards, and other furniture for dining-living rooms (excl. seats).
- Other furniture: Other kind of furniture for outdoor, the garden, bathroom (excl. medical, dental, surgical or veterinary, and seats), Furniture for shops (incl. shop, bar and hotel fittings, modular shop fitting systems, coat stands…), Occasional furniture.
- Furniture parts and seating parts: Furniture parts (excl. for medical, surgical, dental or veterinary furniture, seats - for specially designed furniture for hi-fi systems, videos or televisions) and Parts of seats (excl. for aircraft, for medical, surgical, dental or veterinary seats, barbers' and similar chairs).

Contract: refers to a situation where simple furnishing supply is accompanied by a series of collateral services under the contracting formula (responsibility for all the work involved in a specific order), such as space planning support and supplier research, and coordination for the completion of the furnishing.

Employees: the total number of people who work in the company as well as persons who work outside the company, but who belong to it and are paid by it (e.g. sales representatives, delivery personnel, repair and maintenance teams); persons absent for a short period (e.g. sick leave, paid leave or special leave), and also those on strike, part-time workers, seasonal workers, apprentices and home workers on the payroll.

Company turnover: consolidated turnover that comprises the sales of the parent company and the subsidiaries, eliminating intra-group transactions. Furthermore we asked for the sales value, net of discounts and at factory prices. Some firms were not able to satisfy these requirements (they gave us gross sales and/or at consumer prices instead) or did not provide any information.

DISTRIBUTION CHANNELS

- **Independent Chains**: Chains under the same ownership specialising mainly in the sale of furniture, accessories and products for the home.
- **Organised Chains** (furniture specialized): Distribution chains, consisting of both directly controlled and franchised sales outlets.
- **Franchises** (furniture specialized): System of collaboration between independent companies, bound by contract, under which one company (the franchisor) grants the other (the franchisee) the right to use a brand name and a commercial formula, including a logo, under certain conditions and on payment. The franchisor also guarantees assistance and regular support services.
- **Buying Groups** (furniture specialized): Associations between retailers, each retaining his own legal status and financial independence, which mainly aim to make purchases and provide joint sales services, such as training, technological equipment, research, communication, promotion and financial services.
- **Small Scale Independent Retailers** (furniture specialized): Small independent sales outlets that do not form part of any kind of organised structure.
- **Hypermarkets** (not furniture specialized): Retail sales outlets divided into departments (food and non-food) which have respectively the characteristics of a supermarket and a department store.
- **Department Stores** (not furniture specialized): Retail sales outlets operating in the non-food field, dedicated to the sale of articles belonging to different sectors and mostly of large-scale consumption.
- **Do It Yourself** (not furniture specialized): Sale of articles for home maintenance and do-it-yourself.
- **Mail Order** (not furniture specialized): Sales of various types of product via catalogue.

NOTES:

- The source of trade data is Eurostat. Following recent changes and updating of Eurostat data, the data series in this report have been modified and are not directly comparable with similar data in previous editions of the report.

- The exports/production and the imports/consumption ratios may exceed 100% for countries where there are large amounts of imports for re-export. Official trade statistics do not allow us to determine the actual amount of re-exports included in exports.

- Values of production, domestic consumption, exports and imports are at factory prices (value of goods from producer).

- All figures are in current EUR unless otherwise indicated. Data in local currencies were converted to EUR using exchange rates from the US Federal Reserve.

- Real terms: when we refer in the text to annual percentage changes of production and consumption in real terms, we refer to annual percentage changes from which the influence of prices fluctuations on the presented data is excluded, but which are calculated on value data expressed in current currencies.

NOTE ON THE DISCREPANCY OF DATA SUPPLIED BY EUROSTAT FOR FOREIGN TRADE

With regard to the treatment of foreign trade data for the furniture sector, CSIL makes a selection of products based on the Combined Nomenclature and carries out an aggregation of the data per geographical area on the basis of its own subdivision of trading partners. As far as the statistics for the single countries are concerned, however, CSIL publishes the official data as they stand, without any adjustment or estimates. Thus these data should be considered the official Eurostat statistics.

Discrepancies can be found in the data for foreign trade related to intra-community flows, and in its own methodological note about the trade of goods (available on request) Eurostat lists a series of possible reasons.

We think it is useful to draw your attention to the following: the system of thresholds, which makes it possible to exempt a large share of the operators (especially small and medium-sized firms) from statistical formalities, the high rate of non-response errors in the classification of goods, residual methodological differences at a national level, regarding aspects of information gathering (especially due to simplification) not yet bound by rules of uniformity in the data collection process.

When faced with conflicting statistics, the intensive work of analysing and comparing data that CSIL carries out in the course of its activity of monitoring the furniture sector suggests that it is preferable, in principle, to focus attention on the outward flows.

6. Import and export tables

Table 6.1 Italy
Furniture exports by product, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Upholstered furniture	2441	2341	2387	2168	1892	1868	27.2	20.5	-1.3	-5.2
Non-upholstered seats	772	694	639	584	588	598	8.6	6.6	1.8	-5.0
Parts of seats	329	341	362	374	384	410	3.7	4.5	6.8	4.5
Bedroom furniture	467	399	407	374	359	411	5.2	4.5	14.8	-2.5
Kitchen furniture	411	446	497	532	598	685	4.6	7.5	14.4	10.7
Furniture for dining and living rooms	790	740	696	601	612	651	8.8	7.1	6.4	-3.8
Office furniture	545	504	492	519	580	665	6.1	7.3	14.7	4.0
Other furniture	2154	1869	1920	1950	2071	2254	24.0	24.8	8.8	0.9
Parts of furniture, excluding parts of seats	1071	1085	1162	1202	1405	1562	11.9	17.2	11.2	7.8
Furniture including parts	8983	8419	8563	8304	8487	9103	100.0	100.0	7.3	0.3

Source: CSIL processing of official data

Table 6.2 Italy
Furniture imports by product, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Upholstered furniture	60	78	107	132	169	229	6.2	13.1	34.8	30.6
Non-upholstered seats	98	113	129	146	170	204	10.0	11.7	19.9	15.8
Parts of seats	204	199	201	215	268	275	20.9	15.7	2.6	6.2
Bedroom furniture	28	29	41	48	52	66	2.8	3.8	26.1	18.9
Kitchen furniture	22	20	24	25	28	30	2.3	1.7	8.4	5.9
Furniture for dining and living rooms	77	84	102	110	111	116	7.8	6.6	4.0	8.5
Office furniture	56	54	57	62	74	84	5.7	4.8	12.7	8.4
Other furniture	280	295	365	417	458	478	28.7	27.3	4.4	11.3
Parts of furniture, excluding parts of seats	152	155	179	212	236	268	15.6	15.3	13.7	12.0
Furniture including parts	978	1027	1205	1367	1567	1749	100.0	100.0	11.6	12.3

Source: CSIL processing of official data

Table 6.3 Italy
Exports of furniture including parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	1087.6	1100.2	1197.8	1217.4	1237.2	1294.7	12.1	14.2	4.6	3.5
United Kingdom	1070.2	1159.4	1264.3	1090.1	1052.4	1090.0	11.9	12.0	3.6	0.4
Germany	1232.8	1082.9	1040.0	993.4	952.6	959.3	13.7	10.5	0.7	-4.9
United States	1483.0	1225.6	1047.1	883.1	754.2	732.6	16.5	8.0	-2.9	-13.2
Russia	340.0	333.2	427.2	504.6	623.7	716.4	3.8	7.9	14.9	16.1
Spain	275.8	327.6	365.9	408.4	426.1	471.0	3.1	5.2	10.6	11.3
Switzerland	347.8	325.9	344.7	335.7	370.4	381.7	3.9	4.2	3.0	1.9
Belgium	257.5	237.6	242.9	243.9	259.6	262.4	2.9	2.9	1.1	0.4
Greece	161.9	164.0	182.5	184.8	199.9	240.2	1.8	2.6	20.2	8.2
Austria	177.3	168.3	159.9	165.2	165.1	196.0	2.0	2.2	18.7	2.0
Top 10	6434.0	6124.7	6272.4	6026.8	6041.2	6344.3	71.6	69.7	5.0	-0.3
Others	2548.5	2294.1	2290.1	2277.1	2446.3	2759.1	28.4	30.3	12.8	1.6
Americas	1687.1	1388.6	1214.3	1055.8	922.2	916.7	18.8	10.1	-0.6	-11.5
- North America	1576.8	1315.0	1137.1	971.5	821.1	806.6	17.6	8.9	-1.8	-12.5
- Central-South America	110.3	73.6	77.2	84.3	101.1	110.2	1.2	1.2	9.0	0.0
Asia and Pacific	494.5	461.3	448.0	436.3	472.6	518.7	5.5	5.7	9.8	1.0
Europe	6289.9	6173.7	6487.3	6391.2	6621.1	7118.1	70.0	78.2	7.5	2.5
- European Union (15)	4866.2	4777.7	4995.0	4815.7	4809.1	5074.9	54.2	55.7	5.5	0.8
- New EU Members (12)	423.2	434.0	384.9	390.8	425.6	486.3	4.7	5.3	14.3	2.8
- Enlarged EU (27)	5289.4	5211.8	5379.9	5206.5	5234.7	5561.1	58.9	61.1	6.2	1.0
- Norway & Switzerland	382.0	357.9	374.5	369.8	406.6	424.6	4.3	4.7	4.4	2.1
- Other Europe	618.5	604.1	732.9	814.9	979.8	1132.4	6.9	12.4	15.6	12.9
Middle East	354.0	255.4	264.9	262.6	305.3	359.4	3.9	3.9	17.7	0.3
Africa	155.7	135.8	146.4	156.9	165.4	190.1	1.7	2.1	15.0	4.1
Other Countries	1.3	4.0	1.6	1.1	1.0	0.4	0.0	0.0	n.s.	-21.9
World Total	8982.5	8418.8	8562.5	8303.9	8487.5	9103.5	100.0	100.0	7.3	0.3

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.4 Italy
Imports of furniture including parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
China	83.9	108.8	160.3	213.0	277.6	359.2	8.6	20.5	29.4	33.7
Germany	124.4	117.6	142.3	172.4	195.3	236.5	12.7	13.5	21.1	13.7
Romania	70.9	83.6	108.1	114.9	122.2	156.7	7.2	9.0	28.2	17.2
Austria	107.9	116.4	130.1	160.6	163.3	151.2	11.0	8.6	-7.4	7.0
Poland	33.9	45.1	35.3	38.4	66.0	99.8	3.5	5.7	51.2	24.1
Switzerland	53.1	47.2	70.3	91.7	90.5	77.6	5.4	4.4	-14.2	7.9
France	71.0	66.0	72.3	77.1	70.3	76.6	7.3	4.4	9.0	1.5
Spain	58.8	51.4	53.8	52.7	64.5	66.5	6.0	3.8	3.1	2.5
Indonesia	49.8	57.2	69.4	65.7	67.3	62.2	5.1	3.6	-7.5	4.6
Vietnam	12.1	19.1	20.7	24.2	29.8	35.2	1.2	2.0	18.3	23.8
Top 10	665.9	712.4	862.6	1010.6	1146.8	1321.7	68.1	75.6	15.2	14.7
Others	311.8	314.5	342.0	356.1	419.9	427.1	31.9	24.4	1.7	6.5
Americas	26.2	23.1	24.3	22.9	23.5	17.1	2.7	1.0	-27.4	-8.2
- North America	21.7	18.4	18.9	17.5	18.4	12.8	2.2	0.7	-30.8	-10.1
- Central-South America	4.5	4.8	5.4	5.4	5.1	4.3	0.5	0.2	-15.1	-0.9
Asia and Pacific	196.0	240.1	319.8	372.8	453.1	548.4	20.0	31.4	21.0	22.8
Europe	743.9	752.4	846.7	956.9	1075.8	1167.7	76.1	66.8	8.5	9.4
- European Union (15)	443.8	424.5	477.4	534.5	579.2	625.2	45.4	35.8	8.0	7.1
- New EU Members (12)	193.6	211.4	217.7	247.0	322.1	376.3	19.8	21.5	16.8	14.2
- Enlarged EU (27)	637.5	635.9	695.0	781.5	901.3	1001.5	65.2	57.3	11.1	9.5
- Norway & Switzerland	53.3	47.3	70.4	91.8	91.2	77.8	5.4	4.4	-14.8	7.9
- Other Europe	53.2	69.1	81.3	83.5	83.3	88.4	5.4	5.1	6.1	10.7
Middle East	6.7	6.0	6.6	7.3	8.4	8.7	0.7	0.5	3.7	5.3
Africa	4.8	5.2	7.2	6.8	5.9	6.8	0.5	0.4	14.9	7.2
Other Countries	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	2.0
World Total	977.7	1026.9	1204.6	1366.7	1566.8	1748.7	100.0	100.0	11.6	12.3

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.5 Italy
Exports of furniture excluding parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	935.0	930.0	1014.9	1016.3	1010.0	1068.0	12.3	15.0	5.8	2.7
Russia	307.7	300.9	378.7	450.6	558.0	647.6	4.1	9.1	16.1	16.0
United States	1400.8	1151.5	973.8	786.5	656.2	610.6	18.5	8.6	-7.0	-15.3
United Kingdom	727.3	812.0	884.3	732.8	617.5	604.0	9.6	8.5	-2.2	-3.6
Germany	947.2	805.8	749.4	686.9	611.4	593.4	12.5	8.3	-3.0	-8.9
Spain	223.3	256.2	296.8	337.5	351.5	378.5	2.9	5.3	7.7	11.1
Switzerland	321.9	299.7	317.4	307.2	336.9	349.1	4.2	4.9	3.6	1.6
Belgium	227.3	206.4	212.3	211.8	222.4	218.5	3.0	3.1	-1.8	-0.8
Greece	141.3	141.3	156.2	160.7	171.8	205.9	1.9	2.9	19.8	7.8
Netherlands	221.2	185.9	169.6	152.8	154.1	159.2	2.9	2.2	3.3	-6.4
Top 10	5452.9	5089.7	5153.3	4843.1	4690.0	4834.9	71.9	67.8	3.1	-2.4
Others	2129.5	1903.2	1884.8	1884.4	2009.0	2296.7	28.1	32.2	14.3	1.5
Americas	1571.2	1283.3	1110.6	925.3	791.2	761.8	20.7	10.7	-3.7	-13.5
- North America	1483.4	1226.1	1049.5	858.8	711.8	673.3	19.6	9.4	-5.4	-14.6
- Central-South America	87.8	57.1	61.2	66.5	79.4	88.4	1.2	1.2	11.4	0.1
Asia and Pacific	440.8	405.0	396.1	389.0	421.3	459.5	5.8	6.4	9.1	0.8
Europe	5110.2	4949.5	5155.3	5030.5	5064.9	5414.5	67.4	75.9	6.9	1.2
- European Union (15)	3863.5	3736.7	3874.9	3675.9	3506.3	3638.4	51.0	51.0	3.8	-1.2
- New EU Members (12)	337.9	343.6	290.5	292.7	317.3	370.1	4.5	5.2	16.6	1.8
- Enlarged EU (27)	4201.3	4080.3	4165.4	3968.6	3823.6	4008.5	55.4	56.2	4.8	-0.9
- Norway & Switzerland	353.1	328.9	343.6	338.4	368.9	385.7	4.7	5.4	4.6	1.8
- Other Europe	555.8	540.4	646.3	723.5	872.4	1020.3	7.3	14.3	17.0	12.9
Middle East	325.1	232.8	242.5	238.9	273.8	324.7	4.3	4.6	18.6	0.0
Africa	134.1	119.0	132.4	142.8	147.0	170.9	1.8	2.4	16.3	5.0
Other Countries	1.0	3.2	1.2	0.9	0.8	0.2	0.0	0.0	n.s.	-25.8
World Total	7582.4	6992.8	7038.1	6727.4	6699.0	7131.6	100.0	100.0	6.5	-1.2

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.6 Italy
Imports of furniture excluding parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
China	64.0	82.7	129.6	172.8	224.9	292.2	10.3	24.2	29.9	35.5
Germany	89.0	84.8	104.8	119.5	123.9	145.3	14.3	12.1	17.3	10.3
Romania	45.8	58.0	75.7	78.9	87.2	132.7	7.4	11.0	52.3	23.7
Austria	60.2	68.8	74.3	92.1	85.6	74.3	9.7	6.2	-13.2	4.3
Indonesia	48.9	56.7	68.3	64.4	66.0	61.3	7.9	5.1	-7.2	4.6
France	52.1	48.3	52.2	50.5	47.4	54.9	8.4	4.6	15.9	1.0
Switzerland	41.1	35.3	53.8	70.0	69.0	53.5	6.6	4.4	-22.5	5.4
Poland	8.9	16.6	10.5	15.5	27.0	51.3	1.4	4.3	90.1	42.0
Vietnam	11.5	18.0	19.0	23.0	27.7	31.4	1.9	2.6	13.5	22.2
Thailand	9.9	12.2	15.4	15.3	17.0	26.2	1.6	2.2	54.2	21.4
Top 10	431.4	481.6	603.4	701.9	775.6	923.1	69.4	76.6	19.0	16.4
Others	189.9	191.5	221.5	237.8	287.0	282.2	30.6	23.4	-1.7	8.2
Americas	11.6	10.3	8.9	11.6	12.5	11.2	1.9	0.9	-10.4	-0.6
- North America	8.2	7.0	5.5	7.3	7.9	7.3	1.3	0.6	-7.4	-2.2
- Central-South America	3.4	3.2	3.4	4.3	4.6	3.9	0.5	0.3	-15.5	2.9
Asia and Pacific	164.9	203.1	276.0	321.7	385.6	463.1	26.5	38.4	20.1	22.9
Europe	434.2	449.0	528.0	593.1	650.3	715.9	69.9	59.4	10.1	10.5
- European Union (15)	286.2	277.1	313.6	341.0	342.4	369.1	46.1	30.6	7.8	5.2
- New EU Members (12)	83.3	101.1	118.8	137.9	198.9	252.3	13.4	20.9	26.8	24.8
- Enlarged EU (27)	369.5	378.2	432.5	479.0	541.4	621.4	59.5	51.6	14.8	11.0
- Norway & Switzerland	41.2	35.5	53.9	70.1	69.7	53.6	6.6	4.4	-23.1	5.4
- Other Europe	23.4	35.3	41.7	44.0	39.3	40.9	3.8	3.4	4.0	11.8
Middle East	6.5	5.9	6.5	7.3	8.3	8.5	1.1	0.7	2.1	5.4
Africa	4.1	4.8	5.4	5.9	5.8	6.6	0.7	0.6	14.8	10.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	18.6
World Total	621.3	673.1	824.9	939.7	1062.6	1205.3	100.0	100.0	13.4	14.2

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.7 Italy
Exports of furniture parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
United Kingdom	342.9	347.4	380.1	357.4	434.9	485.9	24.5	24.6	11.7	7.2
Germany	285.6	277.2	290.7	306.6	341.2	366.0	20.4	18.6	7.3	5.1
France	152.6	170.2	182.9	201.1	227.2	226.6	10.9	11.5	-0.3	8.2
United States	82.2	74.1	73.3	96.6	98.0	122.0	5.9	6.2	24.5	8.2
Spain	52.5	71.4	69.1	71.0	74.5	92.6	3.8	4.7	24.2	12.0
Russia	32.3	32.3	48.5	54.0	65.7	68.8	2.3	3.5	4.8	16.3
Sweden	13.9	21.2	28.6	32.4	37.6	46.2	1.0	2.3	23.0	27.2
Belgium	30.2	31.2	30.6	32.1	37.1	43.9	2.2	2.2	18.3	7.8
Austria	30.7	31.9	29.3	31.8	33.6	41.6	2.2	2.1	23.8	6.3
Greece	20.7	22.7	26.3	24.1	28.1	34.3	1.5	1.7	22.2	10.7
Top 10	1043.6	1079.6	1159.3	1207.1	1377.9	1527.9	74.5	77.5	10.9	7.9
Others	356.5	346.4	365.1	369.4	410.6	443.9	25.5	22.5	8.1	4.5
Americas	115.9	105.3	103.7	130.4	131.0	155.0	8.3	7.9	18.3	6.0
- North America	93.4	88.9	87.6	112.7	109.3	133.2	6.7	6.8	21.9	7.4
- Central-South America	22.5	16.4	16.0	17.8	21.7	21.7	1.6	1.1	0.0	-0.7
Asia and Pacific	53.7	56.3	51.9	47.3	51.3	59.2	3.8	3.0	15.5	2.0
Europe	1179.7	1224.2	1332.0	1360.7	1556.2	1703.6	84.3	86.4	9.5	7.6
- European Union (15)	1002.8	1041.0	1120.2	1139.8	1302.8	1436.5	71.6	72.9	10.3	7.5
- New EU Members (12)	85.3	90.4	94.4	98.1	108.2	116.1	6.1	5.9	7.3	6.4
- Enlarged EU (27)	1088.1	1131.5	1214.5	1237.9	1411.1	1552.6	77.7	78.7	10.0	7.4
- Norway & Switzerland	28.9	29.0	30.9	31.4	37.7	38.8	2.1	2.0	3.0	6.1
- Other Europe	62.7	63.7	86.6	91.4	107.4	112.2	4.5	5.7	4.4	12.3
Middle East	28.9	22.6	22.4	23.7	31.5	34.7	2.1	1.8	10.1	3.7
Africa	21.6	16.8	14.0	14.2	18.4	19.2	1.5	1.0	4.3	-2.3
Other Countries	0.3	0.7	0.3	0.2	0.2	0.2	0.0	0.0	-12.1	-13.5
World Total	1400.1	1426.0	1524.4	1576.5	1788.5	1971.8	100.0	100.0	10.2	7.1

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.8 Italy
Imports of furniture parts by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	35.5	32.8	37.5	52.9	71.4	91.2	10.0	16.8	27.7	20.8
Austria	47.7	47.6	55.9	68.5	77.7	76.9	13.4	14.2	-1.0	10.0
China	19.9	26.1	30.7	40.3	52.7	67.0	5.6	12.3	27.1	27.4
Poland	25.0	28.5	24.9	22.9	39.0	48.5	7.0	8.9	24.3	14.2
Spain	31.8	29.4	30.4	28.4	40.3	41.9	8.9	7.7	3.9	5.7
Slovenia	33.4	31.1	21.7	30.3	22.6	24.8	9.4	4.6	9.8	-5.8
Switzerland	12.0	11.8	16.5	21.7	21.5	24.1	3.4	4.4	12.2	15.1
Romania	25.1	25.6	32.4	35.9	35.0	23.9	7.0	4.4	-31.7	-1.0
France	18.9	17.7	20.1	26.6	23.0	21.7	5.3	4.0	-5.3	2.8
Croatia	16.9	16.2	16.7	16.6	19.3	20.2	4.7	3.7	4.6	3.6
Top 10	266.2	266.8	286.8	344.0	402.6	440.4	74.7	81.0	9.4	10.6
Others	90.2	87.0	93.0	83.0	101.6	103.1	25.3	19.0	1.4	2.7
Americas	14.7	12.9	15.4	11.2	11.0	5.9	4.1	1.1	-46.6	-16.7
- North America	13.5	11.4	13.4	10.1	10.5	5.4	3.8	1.0	-48.4	-16.7
- Central-South America	1.2	1.5	2.0	1.1	0.5	0.5	0.3	0.1	-11.4	-17.0
Asia and Pacific	31.1	37.0	43.8	51.1	67.4	85.3	8.7	15.7	26.6	22.4
Europe	309.8	303.3	318.7	363.8	425.5	451.8	86.9	83.1	6.2	7.8
- European Union (15)	157.7	147.4	163.7	193.5	236.7	256.1	44.2	47.1	8.2	10.2
- New EU Members (12)	110.3	110.3	98.8	109.1	123.2	124.0	31.0	22.8	0.7	2.4
- Enlarged EU (27)	268.0	257.7	262.6	302.6	359.9	380.1	75.2	69.9	5.6	7.2
- Norway & Switzerland	12.0	11.9	16.5	21.7	21.6	24.2	3.4	4.4	12.0	15.0
- Other Europe	29.7	33.7	39.5	39.5	44.0	47.6	8.3	8.8	8.0	9.8
Middle East	0.2	0.0	0.1	0.0	0.0	0.2	0.0	0.0	n.s.	2.9
Africa	0.8	0.4	1.8	0.9	0.2	0.2	0.2	0.0	15.4	-24.4
Other Countries	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	-20.0	-13.9
World Total	356.4	353.8	379.8	427.0	504.2	543.4	100.0	100.0	7.8	8.8

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.9 Italy
Exports of upholstered furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	379.0	384.5	424.5	429.6	406.0	421.6	15.5	22.6	3.8	2.2
United Kingdom	455.0	540.4	606.5	500.2	374.5	341.2	18.6	18.3	-8.9	-5.6
Germany	293.3	256.3	240.5	229.4	209.6	186.0	12.0	10.0	-11.2	-8.7
United States	523.7	429.7	364.9	239.6	138.7	116.7	21.5	6.3	-15.8	-25.9
Belgium	116.2	107.6	107.4	104.0	105.3	103.0	4.8	5.5	-2.2	-2.4
Spain	43.0	51.1	64.4	84.3	83.4	84.8	1.8	4.5	1.7	14.6
Russia	21.7	25.8	37.5	48.2	59.0	71.0	0.9	3.8	20.3	26.8
Netherlands	101.6	83.5	71.7	66.4	63.3	64.8	4.2	3.5	2.4	-8.6
Switzerland	60.4	53.2	49.5	49.0	50.3	47.6	2.5	2.5	-5.5	-4.7
Austria	41.9	38.1	37.3	38.2	34.7	34.4	1.7	1.8	-0.7	-3.9
Top 10	2035.8	1970.2	2004.1	1788.9	1524.7	1471.1	83.4	78.8	-3.5	-6.3
Others	405.4	370.6	382.5	379.3	367.0	396.4	16.6	21.2	8.0	-0.5
Americas	558.0	462.5	401.7	277.6	164.9	142.8	22.9	7.6	-13.4	-23.9
- North America	549.8	456.7	394.8	269.6	155.5	132.7	22.5	7.1	-14.6	-24.7
- Central-South America	8.2	5.8	6.8	8.0	9.4	10.1	0.3	0.5	6.9	4.2
Asia and Pacific	94.7	85.2	89.3	90.5	86.2	81.3	3.9	4.4	-5.7	-3.0
Europe	1740.3	1755.5	1858.0	1764.9	1597.1	1591.8	71.3	85.2	-0.3	-1.8
- European Union (15)	1585.7	1598.7	1684.9	1572.7	1386.8	1354.0	65.0	72.5	-2.4	-3.1
- New EU Members (12)	36.2	41.3	47.0	53.1	57.1	74.0	1.5	4.0	29.7	15.4
- Enlarged EU (27)	1621.9	1640.0	1732.0	1625.8	1443.9	1428.0	66.4	76.5	-1.1	-2.5
- Norway & Switzerland	74.3	66.0	57.5	61.2	57.0	53.6	3.0	2.9	-5.9	-6.3
- Other Europe	44.1	49.6	68.5	77.9	96.2	110.2	1.8	5.9	14.5	20.1
Middle East	39.3	29.2	29.7	28.0	35.1	42.3	1.6	2.3	20.6	1.5
Africa	8.7	8.1	8.0	7.1	8.3	9.3	0.4	0.5	12.2	1.2
Other Countries	0.1	0.2	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	-36.3
World Total	2441.2	2340.7	2386.6	2168.2	1891.7	1867.5	100.0	100.0	-1.3	-5.2

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.10 Italy
Imports of upholstered furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Romania	3.0	6.2	16.0	15.4	21.5	88.3	5.0	38.6	n.s.	96.5
China	2.5	5.0	10.9	13.4	23.1	40.0	4.2	17.5	73.3	74.0
Germany	10.5	10.2	10.3	17.6	13.9	17.5	17.5	7.6	25.7	10.7
Austria	6.8	17.1	17.6	21.2	21.5	12.2	11.4	5.3	-43.2	12.3
Hungary	7.0	4.4	8.2	11.2	36.2	10.5	11.7	4.6	n.s.	8.5
Slovakia	2.9	2.5	2.4	3.8	3.5	10.5	4.9	4.6	n.s.	29.1
Serbia	0.0	0.0	0.0	7.3	6.4	6.2	0.0	2.7	-2.7	n.c.
Croatia	0.1	0.1	0.7	2.4	4.6	5.4	0.2	2.4	18.1	n.s.
Bulgaria	0.4	0.4	1.0	7.0	9.8	4.4	0.7	1.9	n.s.	59.2
Turkey	0.1	0.5	0.5	0.6	2.6	4.2	0.1	1.8	62.5	n.s.
Top 10	33.4	46.4	67.6	100.0	143.0	199.1	55.5	87.1	39.3	42.9
Others	26.7	32.0	39.3	32.4	26.5	29.4	44.5	12.9	10.8	1.9
Americas	0.9	0.9	0.6	0.4	0.8	1.2	1.4	0.5	48.5	7.0
- North America	0.8	0.7	0.5	0.4	0.6	1.1	1.3	0.5	n.s.	7.8
- Central-South America	0.1	0.1	0.2	0.0	0.3	0.1	0.2	0.0	n.s.	0.4
Asia and Pacific	3.9	6.4	13.6	15.4	26.4	44.8	6.5	19.6	70.0	62.9
Europe	55.3	70.8	92.4	116.2	142.0	182.1	91.9	79.7	28.2	26.9
- European Union (15)	29.8	37.0	38.7	50.3	44.8	39.3	49.5	17.2	-12.4	5.7
- New EU Members (12)	15.0	15.9	33.5	42.8	74.2	118.3	24.9	51.8	59.5	51.2
- Enlarged EU (27)	44.8	52.9	72.2	93.1	119.0	157.6	74.4	68.9	32.4	28.6
- Norway & Switzerland	1.6	1.4	0.9	1.0	1.9	1.3	2.6	0.6	-33.8	-4.1
- Other Europe	8.9	16.5	19.3	22.1	21.1	23.2	14.9	10.2	9.9	21.0
Middle East	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.0	-6.4	12.0
Africa	0.0	0.2	0.2	0.1	0.1	0.3	0.0	0.1	n.s.	69.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-2.1
World Total	60.1	78.5	106.9	132.3	169.5	228.5	100.0	100.0	34.8	30.6

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.11 Italy
Exports of non-upholstered seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	102.5	87.4	92.2	87.5	86.6	89.1	13.3	14.9	2.8	-2.8
United States	226.1	192.9	128.9	109.2	104.1	80.9	29.3	13.5	-22.3	-18.6
Germany	83.5	73.2	69.3	59.6	49.9	52.3	10.8	8.7	4.7	-8.9
United Kingdom	47.5	52.3	54.4	38.4	42.7	34.6	6.1	5.8	-18.9	-6.1
Spain	17.9	18.2	20.9	23.7	27.2	27.4	2.3	4.6	0.6	8.9
Belgium	20.7	21.1	23.4	25.1	24.1	25.6	2.7	4.3	6.2	4.4
Switzerland	24.1	24.8	28.8	25.5	28.4	24.8	3.1	4.1	-12.6	0.6
Russia	10.4	10.5	11.7	15.9	17.4	24.3	1.3	4.1	39.7	18.4
Australia	8.3	8.9	11.4	12.0	9.9	21.9	1.1	3.7	n.s.	21.3
Austria	17.3	16.3	15.2	14.7	14.0	17.8	2.2	3.0	26.9	0.5
Top 10	558.2	505.5	456.3	411.6	404.3	398.6	72.3	66.6	-1.4	-6.5
Others	214.1	188.6	182.4	172.2	183.4	199.6	27.7	33.4	8.8	-1.4
Americas	247.6	210.1	148.2	129.7	121.7	99.4	32.1	16.6	-18.3	-16.7
- North America	238.3	203.2	141.4	120.6	111.4	88.2	30.9	14.7	-20.9	-18.0
- Central-South America	9.3	6.9	6.9	9.1	10.3	11.2	1.2	1.9	9.1	3.8
Asia and Pacific	44.8	48.2	49.8	43.5	46.4	57.3	5.8	9.6	23.6	5.1
Europe	426.8	399.4	402.9	377.3	388.4	406.1	55.3	67.9	4.5	-1.0
- European Union (15)	344.3	317.2	323.3	294.3	294.3	303.4	44.6	50.7	3.1	-2.5
- New EU Members (12)	29.2	29.4	22.8	22.3	25.6	25.5	3.8	4.3	-0.5	-2.6
- Enlarged EU (27)	373.5	346.6	346.1	316.5	320.0	328.9	48.4	55.0	2.8	-2.5
- Norway & Switzerland	26.6	27.0	31.0	28.1	33.7	32.5	3.5	5.4	-3.7	4.0
- Other Europe	26.7	25.8	25.8	32.6	34.7	44.7	3.5	7.5	28.7	10.9
Middle East	42.7	27.0	24.8	21.7	20.1	24.0	5.5	4.0	19.3	-10.9
Africa	10.3	9.3	12.6	11.4	11.0	11.5	1.3	1.9	3.7	2.2
Other Countries	0.2	0.2	0.4	0.2	0.1	0.0	0.0	0.0	n.s.	-38.3
World Total	772.3	694.1	638.7	583.9	587.7	598.2	100.0	100.0	1.8	-5.0

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.12 Italy
Imports of non-upholstered seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
China	20.5	23.6	39.7	55.9	70.5	87.5	20.9	42.9	24.2	33.7
Indonesia	15.6	18.3	21.4	20.1	21.0	22.2	16.0	10.9	5.6	7.3
Vietnam	4.3	6.6	6.6	8.4	9.8	11.5	4.3	5.7	17.8	22.0
Germany	4.9	5.3	6.1	8.2	8.2	11.0	5.0	5.4	33.7	17.5
France	7.7	8.7	8.7	8.3	7.7	9.3	7.9	4.6	21.5	3.8
Austria	6.3	5.8	8.1	9.7	8.9	8.7	6.4	4.3	-2.4	6.7
Bulgaria	0.7	0.8	1.2	2.1	3.8	6.5	0.7	3.2	68.7	55.6
Belgium	0.8	4.0	3.4	1.2	4.0	4.7	0.8	2.3	16.0	41.1
Portugal	1.0	1.4	1.5	1.9	2.5	4.2	1.0	2.1	68.5	34.0
Romania	2.7	4.6	3.0	2.3	1.8	4.1	2.7	2.0	n.s.	9.1
Top 10	64.5	79.3	99.8	118.2	138.3	169.8	65.8	83.3	22.7	21.3
Others	33.5	33.8	29.5	27.5	31.7	34.0	34.2	16.7	7.5	0.3
Americas	1.5	1.7	1.9	1.4	2.2	2.0	1.6	1.0	-8.1	6.0
- North America	1.3	1.2	1.4	1.0	1.5	1.4	1.3	0.7	-9.5	1.5
- Central-South America	0.3	0.4	0.5	0.4	0.7	0.7	0.3	0.3	-5.3	20.8
Asia and Pacific	46.1	54.2	74.0	91.3	110.1	131.8	47.0	64.7	19.7	23.4
Europe	49.9	56.4	53.0	52.2	56.7	68.5	50.9	33.6	20.9	6.6
- European Union (15)	30.1	31.1	33.6	34.2	38.7	46.4	30.7	22.8	19.9	9.1
- New EU Members (12)	10.1	13.1	8.2	9.0	10.7	15.9	10.3	7.8	48.9	9.5
- Enlarged EU (27)	40.2	44.1	41.8	43.2	49.4	62.4	41.0	30.6	26.2	9.2
- Norway & Switzerland	0.8	0.8	0.7	1.1	1.3	0.6	0.8	0.3	-49.7	-4.6
- Other Europe	8.9	11.5	10.5	8.0	6.0	5.5	9.0	2.7	-7.9	-9.1
Middle East	0.1	0.1	0.1	0.1	0.1	0.5	0.1	0.3	n.s.	37.9
Africa	0.4	0.7	0.4	0.6	0.8	0.9	0.5	0.4	16.2	14.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	34.4
World Total	98.0	113.1	129.3	145.7	170.0	203.8	100.0	100.0	19.9	15.8

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.13 Italy
Exports of bedroom furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Russia	34.3	29.5	39.5	45.4	56.9	70.6	7.3	17.2	24.1	15.5
United States	100.1	93.8	90.8	61.5	35.4	39.5	21.4	9.6	11.7	-17.0
Germany	62.9	46.0	38.8	35.3	30.0	28.3	13.5	6.9	-5.5	-14.7
United Kingdom	17.8	24.5	29.1	22.2	20.0	27.7	3.8	6.7	38.8	9.2
France	29.1	27.4	27.7	27.4	26.4	24.8	6.2	6.0	-5.9	-3.2
Switzerland	15.6	14.2	14.3	15.4	19.6	20.0	3.3	4.9	1.9	5.1
Spain	13.7	13.3	16.1	17.3	18.5	19.3	2.9	4.7	4.4	7.1
Greece	10.6	11.3	14.1	12.4	15.2	18.6	2.3	4.5	21.7	11.8
Ukraine	8.5	9.2	9.8	12.4	12.6	13.5	1.8	3.3	7.6	9.7
United Arab Emirates	14.4	9.8	14.6	10.0	11.0	13.5	3.1	3.3	22.8	-1.4
Top 10	307.1	279.1	294.8	259.4	245.5	275.8	65.7	67.0	12.3	-2.1
Others	160.2	120.3	112.6	114.5	113.1	135.7	34.3	33.0	20.0	-3.3
Americas	110.5	100.3	96.8	69.2	44.3	49.9	23.6	12.1	12.6	-14.7
- North America	106.7	98.7	95.2	66.9	41.9	47.2	22.8	11.5	12.5	-15.1
- Central-South America	3.8	1.6	1.6	2.2	2.4	2.7	0.8	0.7	14.3	-6.4
Asia and Pacific	23.9	15.0	14.9	11.6	12.2	15.8	5.1	3.8	30.0	-8.0
Europe	280.6	251.1	261.0	260.3	270.4	306.2	60.1	74.4	13.3	1.8
- European Union (15)	184.6	163.0	165.9	151.7	146.1	157.3	39.5	38.2	7.7	-3.2
- New EU Members (12)	20.8	23.2	21.0	24.1	26.1	33.3	4.4	8.1	27.6	9.9
- Enlarged EU (27)	205.4	186.2	186.9	175.8	172.2	190.6	44.0	46.3	10.7	-1.5
- Norway & Switzerland	15.8	14.5	14.7	15.9	19.8	20.3	3.4	4.9	2.3	5.2
- Other Europe	59.4	50.4	59.3	68.6	78.4	95.4	12.7	23.2	21.7	9.9
Middle East	37.6	21.7	21.9	15.3	16.8	21.4	8.1	5.2	27.0	-10.7
Africa	14.6	11.0	12.8	17.6	14.9	18.1	3.1	4.4	22.0	4.5
Other Countries	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	467.3	399.4	407.4	373.9	358.5	411.4	100.0	100.0	14.8	-2.5

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.14 Italy
Imports of bedroom furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Netherlands	0.0	1.6	8.6	5.1	4.8	10.9	0.1	16.6	n.s.	n.s.
Poland	0.7	1.4	0.6	3.4	5.8	9.2	2.5	14.0	58.4	67.5
China	0.8	1.4	2.5	3.9	4.6	7.5	2.9	11.5	65.1	56.1
Romania	2.7	1.5	2.0	3.8	3.6	6.9	9.7	10.5	92.3	20.8
Germany	5.0	4.4	5.0	4.7	4.6	4.9	17.9	7.5	6.0	-0.2
Switzerland	3.2	4.6	8.3	10.6	7.7	4.9	11.6	7.4	-36.8	8.7
Austria	5.4	4.6	3.9	5.4	4.5	4.6	19.7	7.0	2.4	-3.3
Denmark	5.1	3.3	3.0	3.2	4.2	3.3	18.5	5.0	-20.7	-8.4
Lithuania	0.1	0.2	0.3	0.0	2.2	2.8	0.4	4.2	28.4	86.8
Spain	0.5	0.2	0.9	1.5	3.2	2.7	1.7	4.0	-16.6	41.3
Top 10	23.5	23.3	35.1	41.6	45.0	57.6	85.2	87.9	28.0	19.6
Others	4.1	5.5	5.6	6.2	7.0	8.0	14.8	12.1	14.2	14.3
Americas	0.2	0.3	0.3	0.4	0.7	1.0	0.6	1.6	58.2	43.2
- North America	0.1	0.1	0.0	0.1	0.1	0.2	0.4	0.3	n.s.	15.9
- Central-South America	0.1	0.2	0.2	0.3	0.6	0.8	0.2	1.3	47.5	65.2
Asia and Pacific	1.6	3.2	4.2	6.1	7.3	10.2	5.7	15.5	38.5	45.4
Europe	25.8	25.1	36.0	41.1	43.9	53.9	93.3	82.2	22.9	15.9
- European Union (15)	18.0	15.8	22.9	21.4	22.8	28.4	65.2	43.3	24.4	9.5
- New EU Members (12)	4.0	3.6	3.3	7.6	12.1	19.8	14.4	30.1	63.0	37.8
- Enlarged EU (27)	22.0	19.4	26.2	29.0	35.0	48.2	79.6	73.4	37.8	17.0
- Norway & Switzerland	3.2	4.6	8.3	10.6	7.7	4.9	11.6	7.4	-36.9	8.7
- Other Europe	0.6	1.2	1.5	1.6	1.2	0.9	2.1	1.4	-25.3	9.6
Middle East	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.2	n.s.	77.1
Africa	0.1	0.1	0.3	0.1	0.1	0.3	0.4	0.5	n.s.	23.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	27.6	28.8	40.8	47.7	52.0	65.6	100.0	100.0	26.1	18.9

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.15 Italy
Exports of kitchen furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	67.6	82.2	92.8	88.5	84.2	94.9	16.4	13.9	12.7	7.0
Greece	34.2	37.4	43.3	52.0	59.2	66.7	8.3	9.7	12.6	14.3
Russia	40.4	35.9	44.5	48.1	57.6	64.5	9.8	9.4	12.1	9.8
United States	18.7	27.4	33.3	42.3	51.8	62.8	4.5	9.2	21.3	27.4
Spain	30.3	33.1	40.8	45.4	49.8	56.2	7.4	8.2	12.9	13.2
United Kingdom	17.6	19.8	20.0	20.9	23.8	31.1	4.3	4.5	30.9	12.0
Germany	17.2	20.7	23.4	17.0	19.7	29.0	4.2	4.2	47.4	11.0
Switzerland	24.9	23.5	27.8	26.6	26.9	28.0	6.0	4.1	4.2	2.4
Turkey	5.0	4.4	8.0	10.1	13.0	15.7	1.2	2.3	20.5	25.9
Ukraine	7.3	6.6	7.6	8.4	10.7	13.6	1.8	2.0	27.3	13.2
Top 10	263.2	290.9	341.4	359.3	396.6	462.5	64.0	67.5	16.6	11.9
Others	148.3	154.6	155.6	172.6	201.8	222.2	36.0	32.5	10.1	8.4
Americas	34.5	38.8	44.2	55.8	71.8	86.6	8.4	12.6	20.5	20.2
- North America	20.1	28.8	34.7	44.0	55.2	66.3	4.9	9.7	20.1	26.9
- Central-South America	14.3	10.0	9.5	11.7	16.6	20.3	3.5	3.0	21.9	7.1
Asia and Pacific	16.7	22.9	18.8	26.4	26.4	31.6	4.0	4.6	19.7	13.7
Europe	336.0	361.0	413.6	428.3	472.8	534.4	81.7	78.0	13.0	9.7
- European Union (15)	211.2	239.3	271.0	275.6	297.6	338.4	51.3	49.4	13.7	9.9
- New EU Members (12)	29.6	32.8	34.3	37.1	42.4	48.4	7.2	7.1	14.3	10.4
- Enlarged EU (27)	240.8	272.1	305.2	312.6	340.0	386.8	58.5	56.5	13.8	9.9
- Norway & Switzerland	26.3	25.0	29.7	30.8	32.1	33.4	6.4	4.9	4.3	4.9
- Other Europe	68.9	63.9	78.6	84.9	100.7	114.1	16.8	16.7	13.3	10.6
Middle East	15.9	15.4	11.8	11.0	14.2	17.2	3.9	2.5	21.0	1.6
Africa	8.4	7.2	8.4	10.3	13.1	14.9	2.0	2.2	13.8	12.2
Other Countries	0.0	0.3	0.2	0.1	0.0	0.0	0.0	0.0	54.6	4.6
World Total	411.5	445.6	497.0	531.9	598.4	684.7	100.0	100.0	14.4	10.7

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.16 Italy
Imports of kitchen furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	13.6	13.0	14.8	14.8	15.5	16.9	60.8	56.6	8.7	4.4
Austria	4.3	3.4	3.8	4.2	4.3	4.0	19.1	13.5	-6.3	-1.2
China	0.4	0.5	0.6	1.3	2.5	3.5	1.9	11.6	37.3	52.4
Romania	0.2	0.1	0.2	0.1	0.1	1.2	0.9	4.2	n.s.	43.8
Switzerland	1.0	1.5	1.3	1.7	2.3	1.2	4.5	3.9	-48.0	3.2
France	0.5	0.2	0.4	0.5	0.5	0.4	2.1	1.4	-12.4	-2.0
Thailand	0.4	0.3	0.3	0.4	0.4	0.3	1.8	0.9	-33.1	-8.3
Estonia	0.0	0.0	0.0	0.0	0.1	0.2	0.0	0.8	n.s.	n.c.
Croatia	0.0	0.1	0.0	0.0	0.2	0.2	0.2	0.6	18.4	37.0
Poland	0.1	0.0	0.0	0.0	0.0	0.2	0.2	0.6	n.s.	29.6
Top 10	20.5	19.1	21.5	23.0	25.9	28.2	91.6	94.3	8.9	6.5
Others	1.9	1.3	2.4	2.0	1.7	1.7	8.4	5.7	1.7	-2.2
Americas	0.1	0.1	0.1	0.3	0.3	0.2	0.2	0.5	-39.8	23.2
- North America	0.0	0.0	0.0	0.1	0.1	0.0	0.1	0.1	n.s.	-0.4
- Central-South America	0.0	0.0	0.0	0.2	0.2	0.1	0.1	0.4	-33.1	37.8
Asia and Pacific	1.1	1.1	1.5	2.4	3.3	4.3	4.9	14.3	28.6	31.0
Europe	21.2	19.1	22.2	22.2	23.9	25.4	94.7	85.0	6.0	3.6
- European Union (15)	19.6	16.9	20.0	20.2	20.8	21.8	87.6	72.9	4.4	2.1
- New EU Members (12)	0.4	0.4	0.4	0.3	0.5	2.0	1.9	6.8	n.s.	36.3
- Enlarged EU (27)	20.1	17.3	20.4	20.4	21.4	23.8	89.5	79.7	11.3	3.4
- Norway & Switzerland	1.0	1.5	1.3	1.7	2.3	1.2	4.5	3.9	-48.1	3.2
- Other Europe	0.2	0.4	0.4	0.1	0.3	0.4	0.7	1.4	33.2	20.8
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.c.	63.0
Africa	0.0	0.0	0.1	0.1	0.0	0.0	0.1	0.1	28.9	-3.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	22.4	20.3	23.8	25.0	27.5	29.8	100.0	100.0	8.4	5.9

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.17 Italy
Exports of office furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	79.3	76.2	76.7	75.1	93.7	84.1	14.5	12.7	-10.3	1.2
United Kingdom	57.2	49.9	48.7	39.7	50.2	51.0	10.5	7.7	1.6	-2.3
United States	27.4	33.6	31.5	34.7	39.0	50.4	5.0	7.6	29.3	13.0
Russia	30.7	22.6	24.7	29.8	38.3	46.7	5.6	7.0	21.8	8.7
Spain	29.5	34.2	37.6	39.3	32.7	41.4	5.4	6.2	26.6	7.0
Switzerland	19.6	18.4	21.6	23.8	26.2	27.8	3.6	4.2	6.2	7.3
Germany	44.6	31.7	27.9	35.0	29.6	27.0	8.2	4.1	-9.0	-9.6
United Arab Emirates	13.5	9.7	11.1	14.5	15.0	22.2	2.5	3.3	48.2	10.4
Belgium	20.7	18.1	17.4	19.6	23.3	22.0	3.8	3.3	-5.6	1.2
Greece	11.6	11.6	12.8	15.1	12.7	19.1	2.1	2.9	50.5	10.5
Top 10	334.1	306.0	309.9	326.6	360.6	391.6	61.3	58.9	8.6	3.2
Others	211.1	198.1	182.3	192.6	219.2	273.2	38.7	41.1	24.7	5.3
Americas	40.8	43.5	41.0	51.0	50.5	66.5	7.5	10.0	31.8	10.3
- North America	30.6	38.2	35.4	42.3	42.2	57.5	5.6	8.6	36.0	13.4
- Central-South America	10.2	5.3	5.5	8.7	8.3	9.1	1.9	1.4	9.9	-2.3
Asia and Pacific	21.1	23.7	18.0	21.6	33.7	42.2	3.9	6.4	25.2	14.9
Europe	419.5	375.8	372.4	383.5	418.5	452.6	77.0	68.1	8.2	1.5
- European Union (15)	293.7	263.1	261.2	264.6	283.1	289.4	53.9	43.5	2.2	-0.3
- New EU Members (12)	39.6	36.9	32.5	36.9	39.0	49.1	7.3	7.4	26.0	4.4
- Enlarged EU (27)	333.3	300.1	293.8	301.6	322.1	338.6	61.1	50.9	5.1	0.3
- Norway & Switzerland	25.4	23.0	27.6	28.6	31.0	32.8	4.7	4.9	5.6	5.2
- Other Europe	60.8	52.7	51.0	53.3	65.3	81.2	11.1	12.2	24.4	6.0
Middle East	44.7	39.2	36.1	39.9	49.5	71.6	8.2	10.8	44.8	9.9
Africa	18.9	21.1	24.6	23.1	27.6	31.8	3.5	4.8	15.2	11.0
Other Countries	0.1	0.8	0.1	0.1	0.0	0.0	0.0	0.0	n.s.	-23.5
World Total	545.2	504.1	492.2	519.2	579.8	664.9	100.0	100.0	14.7	4.0

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.18 Italy
Imports of office furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	20.2	18.7	20.6	24.0	25.2	27.8	36.0	33.2	10.4	6.6
China	1.9	3.3	6.6	7.4	13.1	17.0	3.3	20.3	30.2	55.5
United Kingdom	6.4	4.8	3.7	5.6	6.4	6.4	11.5	7.6	0.2	-0.2
France	4.0	5.6	7.0	5.6	6.0	5.3	7.2	6.3	-12.9	5.4
Poland	0.6	0.8	0.3	0.2	1.9	4.4	1.1	5.2	n.s.	48.9
Austria	6.0	4.5	4.2	4.3	4.7	3.2	10.6	3.8	-32.4	-11.8
Spain	2.1	2.0	1.4	2.3	2.9	2.4	3.8	2.8	-17.0	2.2
Denmark	1.5	1.3	1.4	2.1	1.9	2.3	2.7	2.7	19.0	8.3
Netherlands	2.4	3.8	2.1	1.2	1.5	1.9	4.2	2.3	32.6	-3.9
Taiwan	1.9	1.6	1.3	0.9	0.9	1.6	3.5	1.9	76.5	-3.6
Top 10	47.1	46.4	48.7	53.7	64.4	72.2	84.0	86.2	12.1	8.9
Others	9.0	7.5	8.0	8.3	9.9	11.6	16.0	13.8	16.8	5.2
Americas	1.5	0.5	0.7	0.7	1.0	0.7	2.6	0.9	-21.2	-12.8
- North America	0.7	0.4	0.4	0.6	0.9	0.7	1.2	0.8	-20.3	1.2
- Central-South America	0.8	0.2	0.3	0.1	0.1	0.0	1.5	0.1	-32.6	-44.0
Asia and Pacific	4.4	5.4	8.9	9.0	14.9	20.9	7.9	25.0	40.2	36.6
Europe	49.9	47.8	46.9	52.1	58.3	62.0	89.1	73.9	6.4	4.4
- European Union (15)	43.3	42.1	41.9	46.2	50.4	51.6	77.2	61.5	2.4	3.6
- New EU Members (12)	2.1	2.0	1.3	1.4	3.8	6.9	3.8	8.2	80.7	26.4
- Enlarged EU (27)	45.4	44.1	43.2	47.6	54.2	58.5	81.1	69.8	7.9	5.2
- Norway & Switzerland	3.3	1.7	2.0	2.4	1.8	0.9	5.8	1.1	-47.8	-22.5
- Other Europe	1.2	1.9	1.8	2.2	2.3	2.6	2.2	3.1	11.9	15.9
Middle East	0.1	0.1	0.0	0.0	0.1	0.1	0.2	0.1	-9.5	0.3
Africa	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.1	-41.4	-13.8
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
World Total	56.1	53.9	56.7	62.0	74.4	83.8	100.0	100.0	12.7	8.4

Source: CSIL processing of official data   n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.19 Italy
Exports of furniture for dining and living rooms by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Russia	43.8	49.0	52.6	60.2	76.2	91.9	5.5	14.1	20.6	16.0
Germany	168.0	136.2	128.5	106.6	91.5	80.9	21.3	12.4	-11.6	-13.6
France	71.3	67.1	70.1	65.5	67.9	70.1	9.0	10.8	3.2	-0.4
United States	128.9	134.4	104.7	65.9	65.1	50.2	16.3	7.7	-22.9	-17.2
Switzerland	44.5	35.0	31.4	29.6	33.3	33.4	5.6	5.1	0.4	-5.6
United Kingdom	46.7	43.6	42.3	33.4	29.1	32.6	5.9	5.0	11.9	-6.9
Spain	23.9	25.0	29.5	25.6	26.8	29.6	3.0	4.6	10.7	4.4
Netherlands	22.9	19.8	18.7	16.9	18.2	18.5	2.9	2.8	1.7	-4.2
Ukraine	7.0	9.7	14.2	12.0	15.7	16.8	0.9	2.6	7.0	19.1
Belgium	15.8	14.0	15.8	15.7	16.7	16.0	2.0	2.5	-3.9	0.3
Top 10	572.8	533.8	507.8	431.4	440.4	439.9	72.5	67.6	-0.1	-5.1
Others	217.6	206.0	188.1	169.5	171.1	210.8	27.5	32.4	23.2	-0.6
Americas	143.6	152.2	121.7	78.5	76.8	63.9	18.2	9.8	-16.7	-14.9
- North America	135.6	145.2	114.0	71.4	70.5	54.7	17.2	8.4	-22.4	-16.6
- Central-South America	8.0	6.9	7.7	7.1	6.3	9.3	1.0	1.4	47.5	2.9
Asia and Pacific	56.1	60.2	47.2	36.7	37.0	41.4	7.1	6.4	12.0	-5.9
Europe	543.7	493.2	492.3	454.1	467.8	495.7	68.8	76.2	6.0	-1.8
- European Union (15)	403.3	355.0	350.7	306.1	292.3	295.4	51.0	45.4	1.1	-6.0
- New EU Members (12)	28.6	31.3	29.3	29.7	29.6	33.7	3.6	5.2	14.1	3.4
- Enlarged EU (27)	431.9	386.3	380.0	335.8	321.9	329.2	54.6	50.6	2.3	-5.3
- Norway & Switzerland	45.4	36.1	32.6	30.7	36.1	36.7	5.7	5.6	1.8	-4.2
- Other Europe	66.4	70.7	79.6	87.5	109.9	129.8	8.4	19.9	18.1	14.4
Middle East	31.7	21.0	20.9	17.9	17.8	27.0	4.0	4.1	51.2	-3.2
Africa	15.2	13.1	13.8	13.7	12.1	22.7	1.9	3.5	87.8	8.4
Other Countries	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	-8.3	-42.6
World Total	790.4	739.8	695.8	600.9	611.5	650.8	100.0	100.0	6.4	-3.8

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.20 Italy
Imports of furniture for dining and living rooms by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Romania	8.6	8.6	11.3	12.2	12.5	14.1	11.2	12.2	12.6	10.5
China	4.2	5.6	7.9	10.1	12.6	13.9	5.5	12.0	10.2	27.0
Poland	4.0	8.3	3.7	5.3	7.6	11.3	5.2	9.8	49.7	23.4
Austria	11.2	10.5	11.2	13.7	12.8	11.1	14.7	9.6	-13.4	-0.3
Germany	3.8	3.5	4.4	8.2	7.8	10.3	4.9	8.9	31.9	22.4
Switzerland	7.0	11.0	17.5	19.1	16.0	8.5	9.1	7.4	-46.6	4.2
India	3.4	4.3	6.2	7.1	6.8	7.4	4.5	6.4	8.7	16.6
Indonesia	4.6	6.4	7.9	7.1	6.5	5.7	6.0	4.9	-12.5	4.2
France	6.2	4.6	4.6	5.1	4.6	4.1	8.1	3.6	-11.1	-8.0
Thailand	3.0	3.2	2.2	1.8	2.1	4.0	3.9	3.4	91.1	6.0
Top 10	55.9	66.1	76.9	89.7	89.3	90.4	72.9	78.3	1.3	10.1
Others	20.7	17.6	25.2	20.6	21.8	25.1	27.1	21.7	15.1	3.9
Americas	0.9	1.0	0.8	1.7	2.2	1.8	1.1	1.6	-16.5	15.8
- North America	0.4	0.4	0.3	0.7	0.6	0.5	0.6	0.5	-14.7	3.4
- Central-South America	0.4	0.6	0.6	1.1	1.6	1.3	0.6	1.1	-17.3	24.6
Asia and Pacific	18.3	22.6	26.7	29.1	30.6	34.5	23.8	29.8	12.7	13.5
Europe	56.6	59.4	73.2	78.0	76.8	77.1	73.8	66.8	0.4	6.4
- European Union (15)	33.1	28.4	32.1	34.8	33.2	32.5	43.1	28.1	-2.3	-0.4
- New EU Members (12)	15.1	18.6	19.9	19.9	24.6	33.5	19.7	29.0	36.0	17.3
- Enlarged EU (27)	48.1	46.9	52.0	54.7	57.8	65.9	62.8	57.1	14.0	6.5
- Norway & Switzerland	7.0	11.0	17.5	19.2	16.0	8.6	9.2	7.4	-46.5	4.1
- Other Europe	1.4	1.4	3.7	4.2	2.9	2.6	1.9	2.2	-12.0	12.5
Middle East	0.1	0.1	0.1	0.0	0.2	0.2	0.1	0.2	33.7	16.4
Africa	0.8	0.6	1.3	1.3	1.4	1.9	1.1	1.7	39.3	17.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	76.7	83.7	102.1	110.2	111.1	115.5	100.0	100.0	4.0	8.5

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.21 Italy
Exports of other furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
France	206.2	205.1	231.1	242.7	245.2	283.5	9.6	12.6	15.7	6.6
Russia	126.4	127.5	168.3	203.1	252.7	278.7	5.9	12.4	10.3	17.1
United States	375.8	239.8	219.7	233.2	222.3	210.2	17.4	9.3	-5.4	-11.0
Germany	277.8	241.7	221.0	204.0	181.1	189.9	12.9	8.4	4.8	-7.3
Switzerland	132.9	130.7	144.2	137.4	152.3	167.6	6.2	7.4	10.0	4.7
Spain	65.1	81.2	87.5	101.8	113.2	119.8	3.0	5.3	5.8	13.0
United Kingdom	85.6	81.6	83.2	77.9	77.3	85.8	4.0	3.8	11.0	0.1
Ukraine	33.3	29.0	38.1	40.4	51.3	80.8	1.5	3.6	57.5	19.4
Austria	45.5	44.0	42.5	42.3	43.1	58.5	2.1	2.6	35.8	5.2
United Arab Emirates	31.6	19.8	25.7	35.5	35.6	45.2	1.5	2.0	27.3	7.5
Top 10	1379.9	1200.3	1261.2	1318.5	1374.0	1520.0	64.1	67.4	10.6	2.0
Others	774.5	668.8	659.1	631.0	697.3	734.2	35.9	32.6	5.3	-1.1
Americas	436.1	275.9	257.1	263.4	261.2	252.7	20.2	11.2	-3.3	-10.3
- North America	402.2	255.3	233.9	243.9	235.0	226.8	18.7	10.1	-3.5	-10.8
- Central-South America	33.9	20.6	23.2	19.5	26.2	25.9	1.6	1.1	-1.1	-5.3
Asia and Pacific	183.5	149.8	157.9	158.7	179.5	189.8	8.5	8.4	5.8	0.7
Europe	1363.2	1313.6	1355.2	1362.1	1449.9	1627.8	63.3	72.2	12.3	3.6
- European Union (15)	840.7	800.4	817.8	811.0	806.1	900.5	39.0	39.9	11.7	1.4
- New EU Members (12)	153.9	148.7	103.5	89.4	97.6	106.0	7.1	4.7	8.6	-7.2
- Enlarged EU (27)	994.5	949.1	921.3	900.5	903.6	1006.5	46.2	44.6	11.4	0.2
- Norway & Switzerland	139.2	137.3	150.4	143.2	159.2	176.4	6.5	7.8	10.8	4.9
- Other Europe	229.5	227.2	283.5	318.5	387.1	444.9	10.7	19.7	14.9	14.2
Middle East	113.2	79.3	97.2	105.1	120.2	121.2	5.3	5.4	0.8	1.4
Africa	58.0	49.3	52.4	59.7	59.9	62.6	2.7	2.8	4.4	1.5
Other Countries	0.5	1.2	0.5	0.5	0.6	0.1	0.0	0.0	n.s.	-21.4
World Total	2154.5	1869.1	1920.3	1949.5	2071.3	2254.2	100.0	100.0	8.8	0.9

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.22 Italy
Imports of other furniture by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
China	33.7	43.3	61.4	80.8	98.6	122.7	12.0	25.7	24.5	29.5
Germany	31.0	29.7	43.7	41.9	48.5	56.9	11.0	11.9	17.2	12.9
Switzerland	24.3	14.4	23.2	34.3	38.7	36.1	8.7	7.6	-6.7	8.3
Indonesia	27.6	30.6	37.4	35.4	36.0	31.0	9.9	6.5	-14.0	2.3
Austria	20.2	22.8	25.3	33.6	28.9	30.5	7.2	6.4	5.5	8.6
France	27.5	24.0	24.7	24.0	23.8	30.4	9.8	6.4	27.8	2.0
Poland	2.2	4.3	4.4	4.1	8.1	21.6	0.8	4.5	n.s.	58.5
Romania	28.1	36.2	42.7	44.4	47.2	17.3	10.0	3.6	n.s.	-9.2
Vietnam	4.6	9.1	10.0	11.8	14.7	16.6	1.6	3.5	12.6	29.2
Thailand	4.2	5.7	9.3	10.4	11.2	15.9	1.5	3.3	41.5	30.3
Top 10	203.3	220.3	282.1	320.7	355.8	379.0	72.5	79.2	6.5	13.3
Others	77.1	74.6	83.3	96.0	102.3	99.3	27.5	20.8	-3.0	5.2
Americas	6.6	5.8	4.6	6.7	5.4	4.2	2.3	0.9	-22.7	-8.7
- North America	4.9	4.2	2.9	4.5	4.2	3.4	1.8	0.7	-19.3	-7.3
- Central-South America	1.7	1.7	1.7	2.2	1.2	0.8	0.6	0.2	-34.5	-13.5
Asia and Pacific	89.6	110.1	147.1	168.4	193.0	216.6	32.0	45.3	12.3	19.3
Europe	175.5	170.4	204.4	231.2	248.7	246.9	62.6	51.6	-0.7	7.1
- European Union (15)	112.3	105.9	124.4	134.1	131.6	149.2	40.1	31.2	13.4	5.8
- New EU Members (12)	36.6	47.5	52.2	57.0	73.0	55.9	13.0	11.7	-23.4	8.9
- Enlarged EU (27)	148.9	153.4	176.6	191.0	204.6	205.1	53.1	42.9	0.3	6.6
- Norway & Switzerland	24.3	14.5	23.3	34.3	38.7	36.2	8.7	7.6	-6.6	8.2
- Other Europe	2.2	2.4	4.5	5.9	5.4	5.7	0.8	1.2	4.5	20.5
Middle East	6.2	5.6	6.3	7.0	7.8	7.4	2.2	1.5	-5.6	3.6
Africa	2.5	3.0	2.9	3.5	3.3	3.1	0.9	0.7	-4.0	4.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
World Total	280.3	294.9	365.4	416.7	458.1	478.2	100.0	100.0	4.4	11.3

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.23 Italy
Exports of furniture parts excluding parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
United Kingdom	310.3	314.6	346.4	324.0	401.0	451.8	29.0	28.9	12.6	7.8
Germany	211.2	209.3	214.9	223.5	258.1	272.4	19.7	17.4	5.5	5.2
France	113.0	130.6	140.7	157.3	180.4	178.4	10.5	11.4	-1.1	9.6
United States	60.0	54.6	53.5	71.2	75.7	101.0	5.6	6.5	33.4	11.0
Russia	30.9	30.7	46.7	51.2	62.1	65.3	2.9	4.2	5.1	16.2
Spain	22.0	22.3	25.2	30.0	32.8	42.4	2.1	2.7	29.4	14.1
Sweden	11.6	18.3	26.2	29.8	34.3	42.2	1.1	2.7	23.0	29.5
Belgium	25.6	27.1	26.6	29.0	34.3	41.1	2.4	2.6	19.6	9.9
Austria	26.9	27.8	24.6	26.7	26.9	33.7	2.5	2.2	25.5	4.7
Greece	13.8	15.2	18.5	18.3	21.0	26.5	1.3	1.7	26.7	13.9
Top 10	825.2	850.3	923.3	961.1	1126.7	1254.9	77.0	80.3	11.4	8.7
Others	246.2	235.0	238.6	241.1	278.3	307.4	23.0	19.7	10.4	4.5
Americas	75.3	69.1	66.4	87.9	90.8	115.8	7.0	7.4	27.6	9.0
- North America	65.8	62.2	60.1	79.9	80.8	106.8	6.1	6.8	32.1	10.2
- Central-South America	9.5	6.9	6.3	8.0	10.0	9.1	0.9	0.6	-8.8	-1.0
Asia and Pacific	42.6	44.2	39.8	35.8	38.1	47.2	4.0	3.0	23.8	2.1
Europe	915.6	943.8	1030.3	1052.0	1238.2	1361.0	85.5	87.1	9.9	8.3
- European Union (15)	793.7	819.9	888.4	905.1	1061.6	1169.8	74.1	74.9	10.2	8.1
- New EU Members (12)	50.0	52.3	48.1	49.0	55.9	65.3	4.7	4.2	16.9	5.5
- Enlarged EU (27)	843.6	872.2	936.6	954.0	1117.5	1235.2	78.7	79.1	10.5	7.9
- Norway & Switzerland	24.0	22.4	25.1	25.9	32.4	31.7	2.2	2.0	-2.1	5.7
- Other Europe	47.9	49.2	68.6	72.1	88.4	94.2	4.5	6.0	6.5	14.5
Middle East	22.1	16.9	16.7	17.0	25.3	25.0	2.1	1.6	-1.2	2.5
Africa	15.5	10.7	8.5	9.4	12.5	13.1	1.4	0.8	5.4	-3.2
Other Countries	0.3	0.6	0.1	0.2	0.1	0.1	0.0	0.0	4.5	-12.7
World Total	1071.3	1085.2	1161.9	1202.2	1405.0	1562.3	100.0	100.0	11.2	7.8

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.24 Italy
Imports of furniture parts excluding parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Austria	42.6	41.8	51.1	63.3	73.2	73.8	27.9	27.5	0.8	11.6
Germany	16.6	14.4	14.7	19.6	22.3	39.7	10.9	14.8	77.8	19.0
China	4.6	9.1	11.3	17.4	23.2	30.8	3.0	11.5	33.0	46.5
Switzerland	11.7	11.7	16.0	20.9	21.2	24.0	7.7	8.9	13.3	15.4
Slovenia	16.5	15.9	13.6	19.5	14.0	17.4	10.8	6.5	24.3	1.1
Romania	12.7	12.3	17.9	19.1	21.6	10.2	8.4	3.8	n.s.	-4.3
Poland	3.5	4.1	3.0	3.1	5.4	9.0	2.3	3.3	64.8	20.9
Taiwan	2.3	2.2	2.3	1.4	3.8	7.6	1.5	2.8	n.s.	26.9
Croatia	4.8	4.8	5.4	4.2	5.0	6.3	3.2	2.4	26.0	5.6
France	3.9	4.8	4.2	9.0	4.3	5.9	2.6	2.2	35.7	8.6
Top 10	119.2	121.1	139.7	177.7	194.1	224.7	78.2	83.7	15.8	13.5
Others	33.3	34.1	39.4	34.6	42.0	43.7	21.8	16.3	4.0	5.6
Americas	3.7	3.3	5.0	2.6	2.9	2.3	2.4	0.8	-21.8	-9.4
- North America	2.8	2.6	4.3	2.3	2.6	1.9	1.9	0.7	-27.1	-8.0
- Central-South America	0.9	0.7	0.7	0.3	0.3	0.4	0.6	0.1	20.7	-14.8
Asia and Pacific	8.6	13.1	15.8	21.9	31.1	44.3	5.7	16.5	42.4	38.7
Europe	139.8	138.5	157.5	187.3	202.0	221.6	91.7	82.6	9.7	9.6
- European Union (15)	75.3	72.5	83.6	104.3	114.6	132.2	49.4	49.3	15.4	11.9
- New EU Members (12)	39.4	39.5	39.7	46.9	51.1	48.6	25.8	18.1	-5.0	4.3
- Enlarged EU (27)	114.7	111.9	123.4	151.2	165.7	180.8	75.2	67.3	9.1	9.5
- Norway & Switzerland	11.7	11.7	16.0	20.9	21.2	24.0	7.7	9.0	13.4	15.4
- Other Europe	13.4	14.9	18.2	15.1	15.0	16.8	8.8	6.3	12.0	4.6
Middle East	0.1	0.0	0.1	0.0	0.0	0.1	0.1	0.0	40.7	-9.8
Africa	0.2	0.2	0.7	0.4	0.1	0.2	0.1	0.1	26.2	-4.2
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-20.0	n.c.
World Total	152.5	155.2	179.2	212.3	236.1	268.4	100.0	100.0	13.7	12.0

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.25 Italy
Exports of parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	74.5	67.9	75.7	83.1	83.0	93.5	22.6	22.8	12.6	4.7
Spain	30.5	49.1	43.9	41.0	41.8	50.1	9.3	12.2	20.0	10.4
France	39.6	39.7	42.2	43.8	46.9	48.2	12.1	11.8	2.8	4.0
United Kingdom	32.6	32.8	33.6	33.4	33.9	34.2	9.9	8.3	0.9	1.0
United States	22.2	19.6	19.8	25.4	22.3	20.9	6.8	5.1	-6.0	-1.2
Romania	5.5	9.3	16.9	16.4	19.2	12.1	1.7	2.9	-37.3	17.0
Poland	6.9	6.7	7.3	8.4	9.1	11.2	2.1	2.7	23.3	10.1
Czech Republic	8.8	7.5	7.2	7.0	7.2	8.3	2.7	2.0	16.3	-1.2
Austria	3.8	4.1	4.7	5.1	6.7	7.9	1.2	1.9	16.9	15.6
Greece	6.8	7.5	7.7	5.8	7.1	7.8	2.1	1.9	9.2	2.6
Top 10	231.3	244.0	259.2	269.4	277.1	294.1	70.4	71.8	6.1	4.9
Others	97.5	96.7	103.3	104.8	106.4	115.4	29.6	28.2	8.4	3.4
Americas	40.6	36.3	37.2	42.5	40.2	39.1	12.3	9.6	-2.8	-0.7
- North America	27.6	26.7	27.5	32.8	28.5	26.5	8.4	6.5	-7.1	-0.8
- Central-South America	13.0	9.6	9.7	9.7	11.8	12.6	4.0	3.1	7.5	-0.6
Asia and Pacific	11.1	12.1	12.1	11.5	13.1	12.0	3.4	2.9	-8.7	1.6
Europe	264.1	280.4	301.7	308.7	317.9	342.6	80.3	83.7	7.8	5.3
- European Union (15)	209.1	221.1	231.7	234.8	241.2	266.7	63.6	65.1	10.6	5.0
- New EU Members (12)	35.4	38.2	46.2	49.1	52.4	50.8	10.8	12.4	-3.0	7.5
- Enlarged EU (27)	244.5	259.3	277.9	283.9	293.6	317.5	74.4	77.5	8.1	5.4
- Norway & Switzerland	4.9	6.6	5.8	5.5	5.3	7.1	1.5	1.7	34.0	7.8
- Other Europe	14.7	14.5	18.0	19.3	19.0	18.0	4.5	4.4	-5.3	4.1
Middle East	6.8	5.7	5.7	6.7	6.2	9.7	2.1	2.4	56.3	7.4
Africa	6.1	6.1	5.5	4.8	6.0	6.1	1.9	1.5	2.0	-0.2
Other Countries	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	n.s.	-19.6
World Total	328.8	340.7	362.5	374.2	383.5	409.5	100.0	100.0	6.8	4.5

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.26 Italy
Imports of parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	18.9	18.4	22.8	33.2	49.1	51.5	9.3	18.7	4.9	22.2
Poland	21.5	24.4	21.9	19.8	33.6	39.6	10.6	14.4	17.8	12.9
Spain	27.6	25.6	25.8	22.6	33.7	37.8	13.5	13.7	12.1	6.5
China	15.4	17.0	19.4	22.9	29.5	36.2	7.5	13.2	22.6	18.7
France	15.0	12.9	15.9	17.6	18.6	15.9	7.4	5.8	-14.8	1.1
Croatia	12.1	11.4	11.2	12.4	14.3	13.9	5.9	5.1	-2.9	2.8
Romania	12.4	13.3	14.4	16.8	13.4	13.7	6.1	5.0	2.2	2.0
Hungary	7.3	7.3	5.3	5.2	6.7	8.8	3.6	3.2	31.9	4.0
Slovenia	16.9	15.2	8.1	10.8	8.6	7.4	8.3	2.7	-13.9	-15.2
Portugal	11.6	7.0	6.7	5.5	7.2	6.5	5.7	2.4	-10.4	-10.9
Top 10	158.6	152.5	151.6	166.8	214.8	231.2	77.8	84.1	7.6	7.8
Others	45.4	46.1	49.1	48.0	53.3	43.8	22.2	15.9	-17.7	-0.7
Americas	11.0	9.5	10.4	8.6	8.1	3.6	5.4	1.3	n.s.	-19.9
- North America	10.7	8.8	9.1	7.8	7.9	3.6	5.2	1.3	n.s.	-19.7
- Central-South America	0.3	0.8	1.3	0.8	0.2	0.1	0.1	0.0	n.s.	-24.7
Asia and Pacific	22.4	23.9	28.0	29.2	36.3	41.1	11.0	14.9	13.0	12.9
Europe	169.9	164.8	161.1	176.5	223.6	230.2	83.3	83.7	3.0	6.3
- European Union (15)	82.4	74.9	80.1	89.2	122.1	123.9	40.4	45.1	1.4	8.5
- New EU Members (12)	70.9	70.9	59.1	62.1	72.0	75.4	34.8	27.4	4.7	1.2
- Enlarged EU (27)	153.3	145.8	139.2	151.3	194.2	199.4	75.2	72.5	2.7	5.4
- Norway & Switzerland	0.3	0.2	0.5	0.8	0.4	0.1	0.1	0.0	n.s.	-15.9
- Other Europe	16.3	18.8	21.4	24.4	29.0	30.7	8.0	11.2	6.0	13.5
Middle East	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.c.	18.8
Africa	0.5	0.2	1.1	0.4	0.0	0.0	0.3	0.0	-39.1	n.s.
Other Countries	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	204.0	198.6	200.6	214.8	268.1	275.0	100.0	100.0	2.6	6.2

Source: CSIL processing of official data n.a.: not available; n.s.: not significant; n.c.: not calculable