



CENTRE FOR INDUSTRIAL STUDIES

THE FURNITURE INDUSTRY IN NORWAY

SCENARIO

Multiclient Research

COUNTRY REPORTS

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SCENARIO

The furniture industry in Norway

COUNTRY REPORTS

Report prepared by C. Pisa
Coordinated by A. Tracogna

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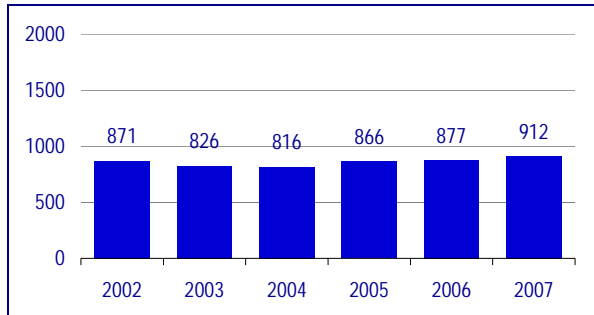


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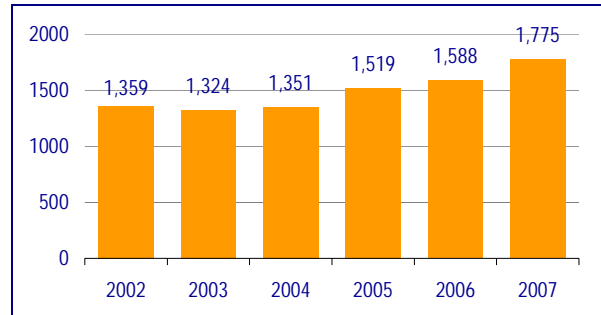


1. Norway. Furniture industry summary

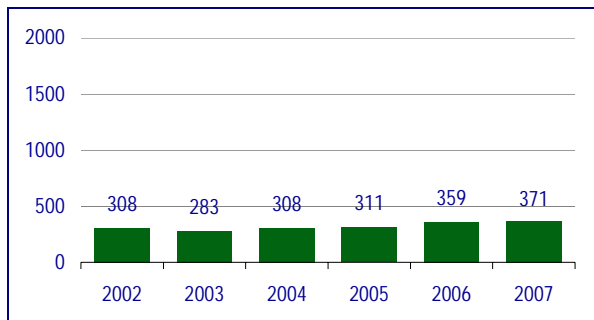
Furniture production. Million Eur



Furniture consumption. Million Eur



Furniture exports. Million Eur



Furniture imports. Million Eur

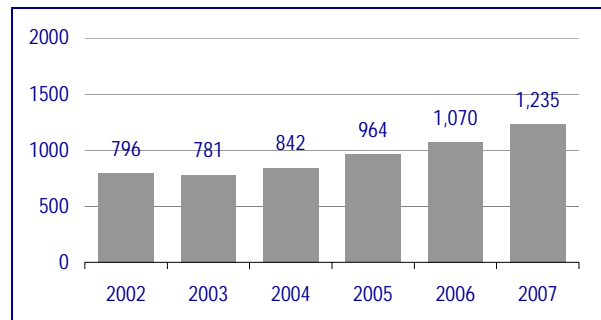


Table 1.1
Norway. Economic indicators

	Unit of measurement	Value	Ranking*
Population	Million	5	47
Area	Thousand square km	324	26
Total GNP	Eur billion	246	25
Per capita GNP	Eur	52,957	1
Total Household Consumption Expenditure	Eur billion	98	30
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	203	39
Per capita GNP at PPP	US\$	43,820	2

* Ranking of Norway among 60 countries, last available year

Table 1.2
Norway. Exchange rates

	2002	2003	2004	2005	2006	2007
Rate NOK/US\$	7.98	7.08	6.74	6.44	6.41	5.86
Rate NOK/Eur	7.55	8.02	8.38	8.02	8.05	8.03

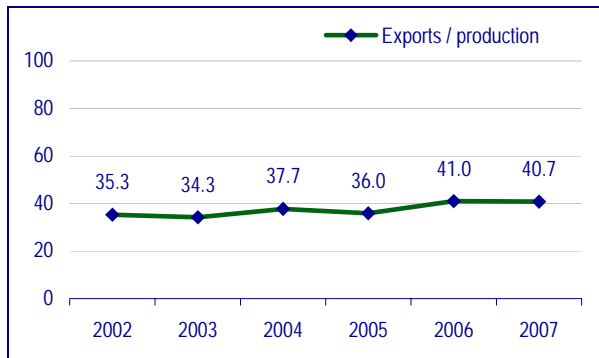
Source: US Federal Reserve



Table 1.3
Norway. Real growth of furniture consumption: forecast

2008 3%	2009 2%
------------	------------

Exports/production ratio



Imports/consumption ratio

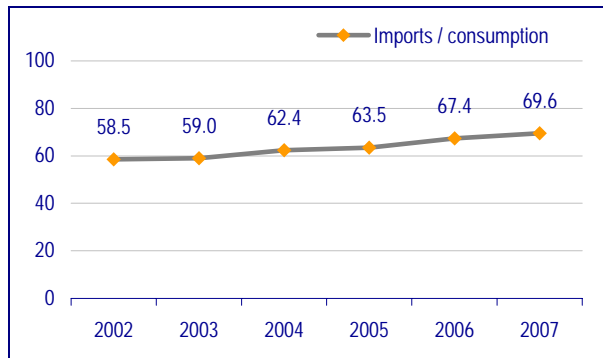
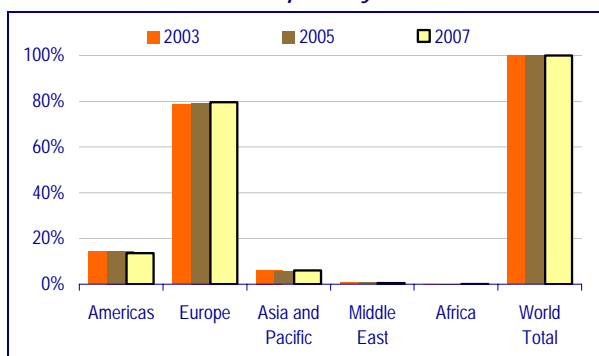


Table 1.4
Norway. Main furniture trading partners

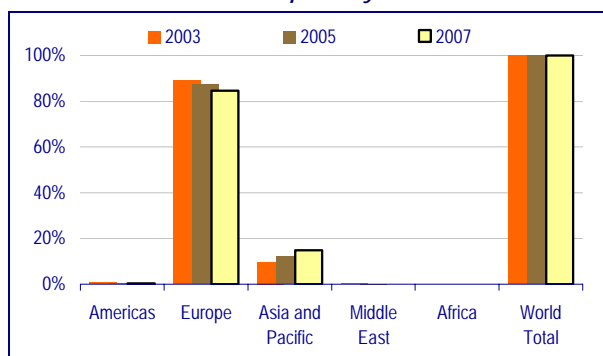
Destination of furniture exports	
Germany	15.8%
Sweden	15.0%
United States	13.1%
Denmark	11.7%
United Kingdom	9.2%
France	8.3%
Netherlands	5.4%
Japan	2.8%
Switzerland	2.4%
Belgium	2.1%

Origin of furniture imports	
Sweden	29.7%
Denmark	21.4%
China	9.7%
Poland	6.7%
Italy	6.2%
Lithuania	4.2%
Germany	3.7%
Finland	1.5%
Estonia	1.2%
Malaysia	1.2%

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

Norway. 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	2,280	2,253	2,225	2,186	2,230	2,326	2,389
	Exports	656	581	619	559	481	442	474
	Imports	945	985	931	814	877	1,042	1,035
	Consumption	2,569	2,657	2,537	2,441	2,625	2,926	2,951
Wood-based panels	Production	535	528	476	461	589	583	603
	Exports	341	290	251	252	266	254	268
	Imports	217	201	199	213	247	273	316
	Consumption	411	439	424	422	570	602	651

Source: CSIL processing of FAO data

Forest and other woodland accounts for about two fifths of the land area; as much as one tenth of it being other woodland. Three quarters of the forest is available for wood supply; most of the remainder is not available for economic reasons (e.g. remoteness and rugged terrain). Most of the forest is classified as semi-natural, while there are relatively small areas of plantations as well as forest undisturbed by man. Coniferous species make up nearly three quarters of the growing stock volume, the main species being Norway spruce and Scots pine. Birch is the principal broadleaved species, with aspen and grey alder also common. The net increment is nearly double the volume of felling, leading to a marked expansion in growing stock. Three quarters of the forest and other woodland is privately owned, mostly by individuals with relatively small areas owned by forest industries and private institutions. The majority of public forests belong to the State, the remainder to municipalities. In addition to wood production, hunting, recreation and the collection of non-wood forest products are major forest functions.

The forestry and forest-products industries in Norway have a strong rural character and are important contributors to local economies. The country is one of Europe's most important producers of pulp and paper, especially newsprint. Exports account for nearly 90% of paper and paperboard production and nearly a quarter of pulp production. A rather large decrease in harvesting during the past decade has led to increased roundwood and sawnwood imports, mainly from Sweden. The per capita consumption of forest products is among the highest in Europe.

3. The furniture sector: basic data

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

		2002	2003	2004	2005	2006	2007
Production	Eur million	871	826	816	866	877	912
	% of total EU-17 ^a	1.2	1.2	1.1	1.2	1.1	1.1
Apparent consumption*	Eur million	1,359	1,324	1,351	1,519	1,588	1,775
	% of total EU-17 ^a	1.8	1.8	1.8	1.9	1.9	2.1
Exports	Eur million	308	283	308	311	359	371
	% of total EU-17 ^a	1.1	1.1	1.1	1.1	1.2	1.2
Imports	Eur million	796	781	842	964	1,070	1,235
	% of total EU-17 ^a	2.9	2.7	2.7	2.9	3.1	3.3
Exports/production	%	35.3	34.3	37.7	36.0	41.0	40.7
Imports/consumption	%	58.5	59.0	62.4	63.5	67.4	69.6

Source: CSIL processing of official statistics and company data

* Apparent consumption = Production – Exports + Imports

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

Among the European (17) countries, Norway is a small player in the furniture sector: it is the fourteenth producer with a share of 1.1%, and the twelfth consumer with a share of 2%. About 41% of production is exported, only a little higher than the European average (39%).

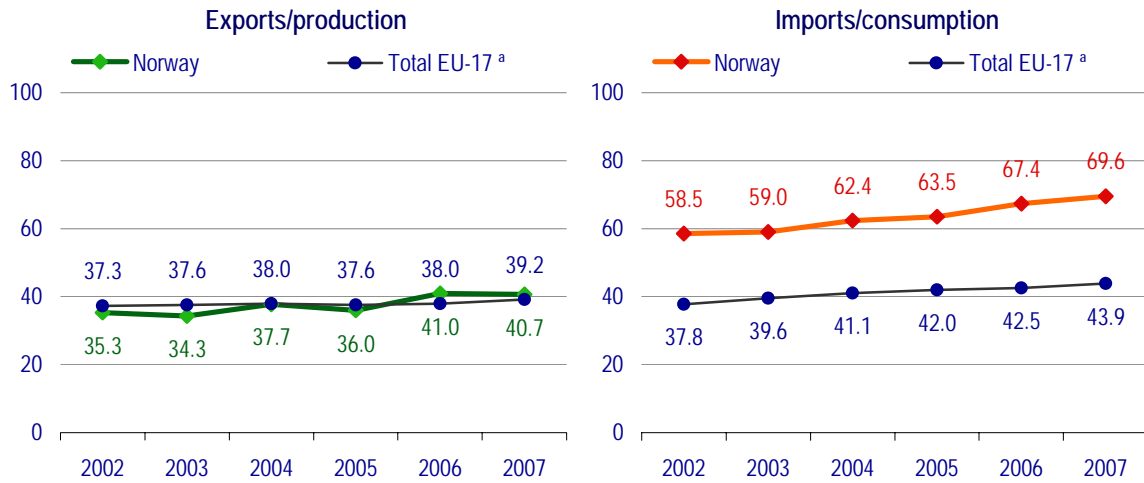
More than 1/3 of the furniture industry is located in the Møre-region. The companies are in general small and medium sized companies, but there are a few larger firms, active also on the international markets. The industry is highly automated.

In 2007 the Norwegian furniture industry produced goods to the value of approximately Euro 912 million, for the home and export markets, with an increase of +4% in nominal terms (+1.1% in real terms). Furniture exports recorded an increase of 3% on the year before and the domestic demand grew by +8.6% in real terms, following the general recovery of the Norwegian economy, driven by extremely positive private consumption (+5.1% compared to 2006) and gross fixed investments (+6.3%) which led to an increase in GDP of +2.9%. The expansion in economic activity has led to a decline in unemployment, which has reached the lowest level in 20 years despite high labour force growth.

At an international level the degree of competitiveness of traditional exports improved, favoured by the pick-up in the world economy. The considerable increase in the price of crude oil (which is one of Norway's exports) led to further improvement in the public finances.

On the international trade front the past three years have witnessed decidedly sustained dynamics in imports (machinery and mechanical equipment, high-tech electrical appliances, transport vehicles and consumer goods) that have grown at an average of 8%, while after a year of slight growth, exports (raw materials, oil, gas, metals, paper and seafood products) recorded stronger increase in 2007 at a rate of +3.5%, in keeping with the economic recovery in the Eurozone (where its main European partners are).

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



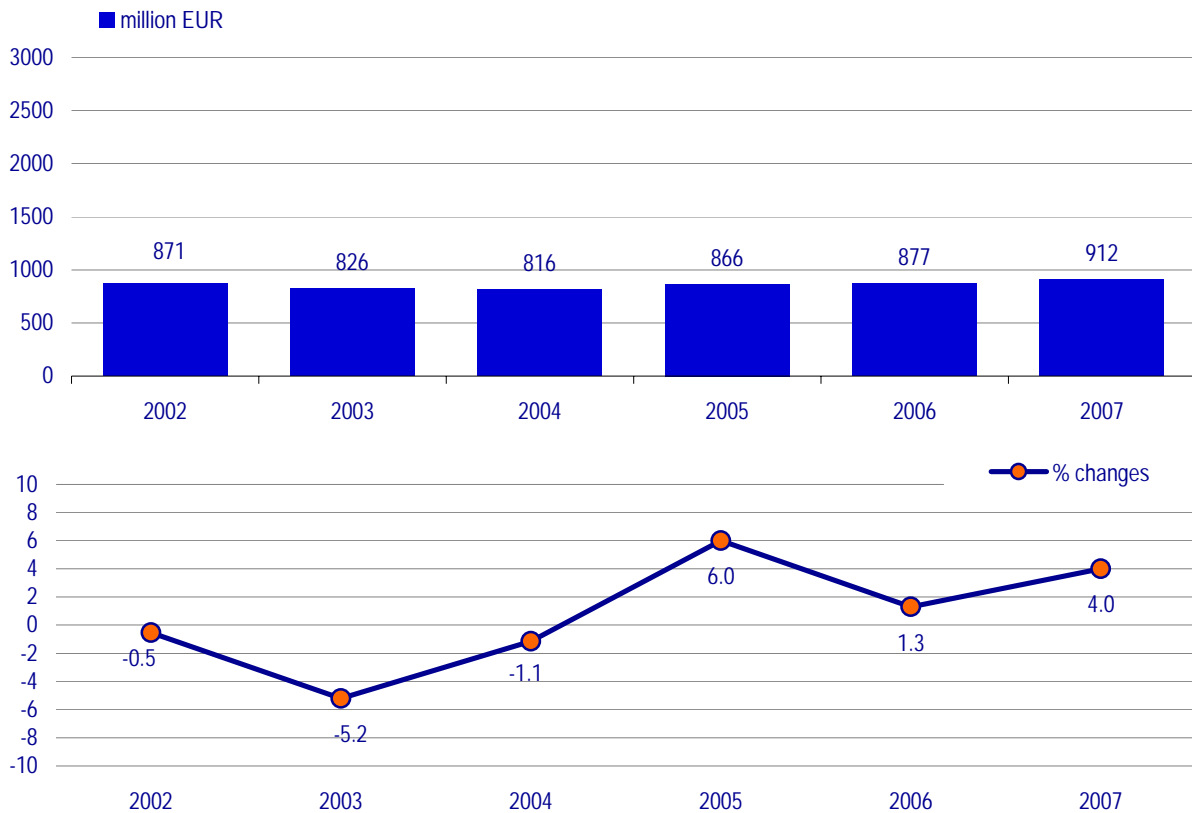
Source: CSIL processing

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 2007 the exports/production ratio in Norway was almost stable, remaining above the European average. The imports/consumption ratio continued its steady growth and was of 69.6% in 2007, higher than the European (17) countries average (44%). In 2007 Norway had the fourth highest imports/consumption ratio of the European (17) countries. Over the period 2002-2007 the Norwegian exports/production ratio increased by an average annual rate of 2.9% and the imports/consumption ratio increased by 3.5% on average annually.

3.1. Furniture production

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



Source: CSIL processing

Among the European (17) countries, Norway is a small player in the furniture sector: it is the fourteenth producer with a share of 1.1% on total European furniture supply. Among the Nordic countries (Denmark, Finland, Norway and Sweden) it is the smallest furniture producer.

More than 1/3 of the furniture industry is located in the Møre-region. The companies are in general small and medium sized companies, but there are a few larger firms, active also on the international markets. The industry is highly automated and produces mainly high quality products. In Norway there are several designer furniture manufacturers.

In 2000 the growth of furniture production in Norway achieved an important acceleration (+16.6%). In 2001 the growth was much more slight (+2.6%) and since 2003 it became negative. In 2005 furniture production returned to positive growth, and in 2007, after a slight increase in 2006, rose by 4% (+1.1% in real terms).

Over the period 2002-2007 Norwegian furniture production increased very slowly, growing by an average annual rate of 0.9%. The increasing production in 2007 was driven by a very dynamic domestic consumption and by investments in residential construction (though decreasing if compared to 2005).



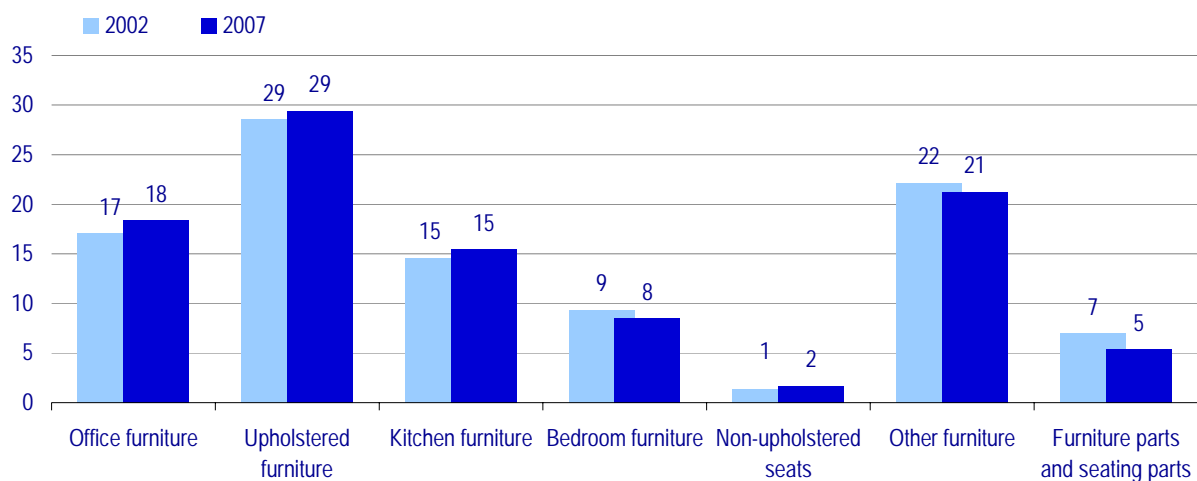
Table 3.2
Norway. Furniture production prices, 2002-2007. Annual percentage changes

	2002	2003	2004	2005	2006	2007
Furniture prices	0.6	-0.8	2.6	3.0	0.9	2.9

Source: CSIL processing

Production by segment

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



Source: CSIL processing

Note: Other furniture includes also dining and living room furniture

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

	2002	2003	2004	2005	2006	2007
Total furniture	871	826	816	866	877	912
Of which:						
Office furniture	149	126	120	132	145	167
Upholstered furniture	249	240	252	277	276	268
Kitchen furniture	127	119	120	131	136	141
Bedroom furniture	82	80	71	75	76	77
Non-upholstered seats	12	11	11	11	12	15
Other furniture *	193	189	188	183	185	194
<i>Total furniture excluding parts</i>	<i>810</i>	<i>765</i>	<i>761</i>	<i>809</i>	<i>830</i>	<i>863</i>
Furniture parts and seating parts	61	61	55	56	47	49

Source: CSIL processing

* Other furniture includes also dining and living room furniture



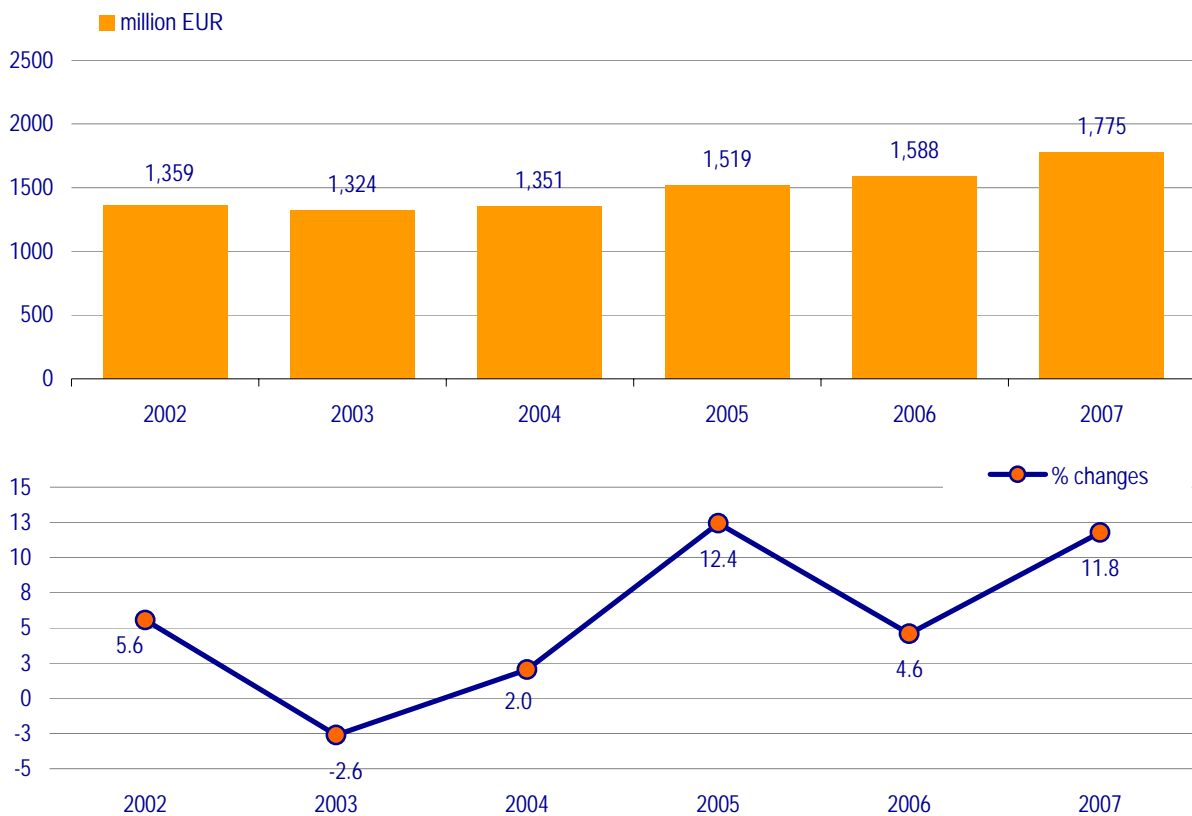
The leading segment of the Norwegian furniture industry is the **upholstered furniture** segment which represents 29% of total furniture production. More than 80% of upholstered furniture production is exported. In 2007 upholstery manufacturers produced 4.9% less upholstery than in 2006. At the same time export activity remained almost stable with a -0.8% in nominal terms in 2007.

The **office furniture** segment represents 18% of total Norwegian furniture production. In 2007 the office furniture sector in Norway recorded a real boom, with growth in production of 15% at constant prices (Euro 167 million). The trend for exports was much more irregular, although it was positive last year showing an increase of +9%. The market displays a decidedly high degree of openness, with 31% of production destined for export and a whopping 55% of consumption satisfied by imported office furniture.

Kitchen furniture production increased by 3.7% in 2007. Export activity of Norwegian kitchen manufacturers is still very low with the majority of production being destined to the local market.

3.2. Furniture consumption

Figure 3.4
Norway. 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, Norway is a small player in the furniture sector: it is the twelfth consumer with a share of 2.1% on total European demand.

In 2007 Norwegian furniture consumption totalled Euro 1,775 million, showing healthy increase of 8.6% at constant prices, compared to the previous year. Between 2002-2007 furniture consumption in Norway recorded an average annual growth of 5.5%. The trend in sales was positive in line with the general recovery of the Norwegian economy, driven by extremely positive private consumption (+5.1% compared to 2006) and gross fixed investments (+6.3%) which led to an increase in GDP of +2.9%. The expansion in economic activity has led to a decline in unemployment, which has reached the lowest level in 20 years despite high labour force growth.

Norwegian furniture consumption is to almost 70% satisfied by imports (it is the fourth highest imports/consumption ratio of the European (17) countries), which continued to grow at a sustained rate (+15%). Imports come mainly from the Nordic countries (Sweden and Denmark) and low cost countries (China).

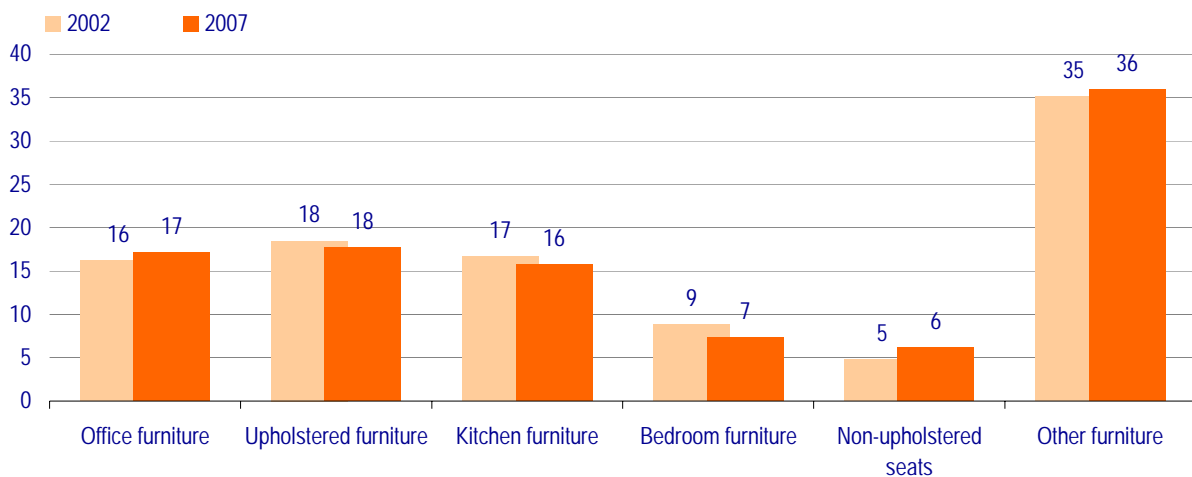


The Norwegians spend a significant part of their income on home and home furnishings, but cheap imported products from low cost countries appeal especially to young people.

Despite being among the least populated countries, in 2007 the annual per capita furniture consumption was Euro 262, which was above the European 17 average (Euro 152 on average). In Norway there were over 2.1 million households. They spent annually around Euro 566 in furniture, above the European 17 average (Euro 354).

Consumption by segment

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



Source: CSIL processing

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

	2002	2003	2004	2005	2006	2007
Total furniture excluding parts	1,182	1,146	1,155	1,289	1,342	1,480
Of which:						
Office furniture	191	167	154	188	207	254
Upholstered furniture	218	215	226	259	250	262
Kitchen furniture	197	188	191	212	220	233
Bedroom furniture	104	103	91	93	96	108
Non-upholstered seats	56	62	69	78	82	92
Other furniture	415	410	423	459	488	532

Source: CSIL processing



The **upholstered** furniture segment represents 18% of the Norwegian furniture market. Consumption increased by 2.9%. Norwegian upholstered furniture consumption is to almost 81% satisfied by imports which continued its increasing trend throughout 2007 (+ 9.8% in nominal terms).

In the **kitchen** segment which represents 16% of total Norwegian furniture, consumption increased in 2007 by 6%. Imports, which accounted for 40% of consumption, increased by 9.5% and amounted to Euro 93 million. The dynamic kitchen furniture market can be explained by the increase in demand in the renovation segment.

In 2007 the **office furniture** consumption in Norway, which represents 17% of total furniture consumption, increased by 23% at current prices (18% in real terms). Domestic demand is strongly supported by the good performance of investments in non-residential construction (+8.9% in 2007) that have followed a positive trend since 2004 with rates of growth of between +7% and +13%. The major increasing consumption was satisfied by local production, but also by increasing imports (+27%) and an increasing presence of foreign manufacturers on the Norwegian office furniture market.



3.3. Furniture distribution channels

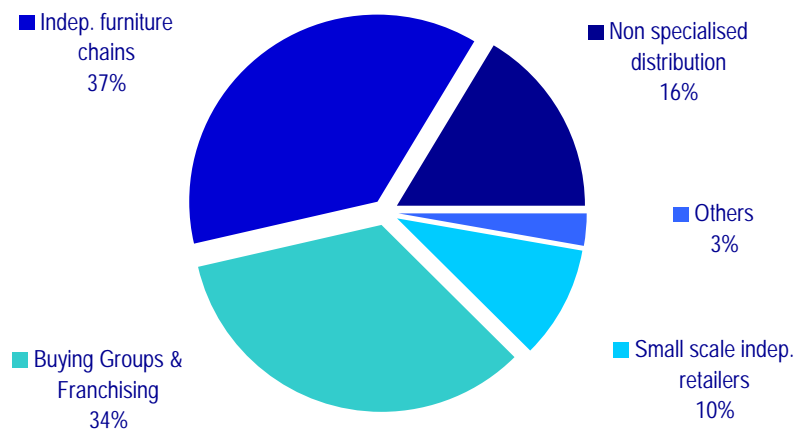
80.8% of sales in Norway pass through the specialised furniture distribution channel, which more or less retains an unchanged share of the market.

Specifically, the small scale independent retailers only handle 9.6% of Norwegian home furniture consumption, whilst 71.2% of the sales goes through the large scale channel.

Amongst the large scale distributors, the buying groups and franchising concerns handle 34.1% of sales, whilst 37.1% of furniture sales goes through the independent furniture chain.

Buying groups and franchising concerns continued to register an upward trend in 2006 such being demonstrated by the satisfactory performance of some of them such as Bohus from among the buying groups and the Danish Jisk from among the franchising concerns.

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



Source: CSIL, Furniture distribution in Europe, November 2007

The non specialised channel handles 16.4% of furniture sales in Norway, retaining an unchanged share for 2006.

This distribution channel includes department stores such as Clas Ohlson and a few DIY such as for example Bygger'n and Byggmakker.

4. Major furniture manufacturers

Table 4.1
Norway. Major furniture manufacturers

Company	Group	Product	Employees	Total Turnover (Eur million)
Ekornes ASA	Ekornes Group	Upholstery, Mattresses	1640	320.5
HÅG as	Ratos	Contract furniture, Office	377	77.1
Stokke Fabrikker AS		Children, Other	218	71.4
Norema	Nobia	Kitchen, Bathroom, Wardrobes	337	68.6
Sigdal	Nobia	Kitchen	226	56.0
Hjellegjerde ASA	Hjellegjerde	Upholstery	580	53.2
Scandinavian Storage Group		Contract furniture, Office, Other	107	29.9
Brunstad HJ, Fabrikker AS		Upholstery	143	20.4
Elano Seating AS		Upholstery	n.a.	18.7
Savo AS	EFG European Furniture Group AB	Contract furniture, Office	46	17.3
Fora Form As		Contract furniture, Office, Upholstery, Tables and chairs	68	17.0
Strai Kjøkken AS	Norform	Kitchen, Occasional, Other	81	13.0
Huseby AS	Svenheim	Kitchen, Bathroom	84	12.6
Svenheim Møbelindustri	Svenheim	Office	59	11.5
Talgø Møbelfabrikk AS		Bathroom, Upholstery, Bedroom, Children, Tables and chairs	51	11.5
FossBad Foss Fabrikker A/S		Bathroom	41	11.4
Langlo AS		Bedroom, Semifinished parts, Other	66	11.1
Helland Møbler AS		Office	85	10.6
Stordal Møbler AS		Upholstery	100	10.4
Lom Møbelindustri AS		Upholstery, Dining-living room, Bedroom, Occasional	54	10.2
Scan Sørli AS	Sandvik Holding	Contract furniture, Office	46	8.4
Slettvoll Møbler AS		Contract furniture, Upholstery, Occasional furniture	71	8.4
Sterling AS		Contract furniture, Furniture, Office, Tables-chairs	27	6.7



Brunstad

Norway

HEADQUARTERS

Brunstad HJ, Fabrikker AS
PB 115
6239 Sykkylven
Norway

Tel. +47 70 246000
Fax +47 70 246001
www.brunstad.no
e-mail: marked@brunstad.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	100% Upholstery	
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	143	TURNOVER EUR	20.4 million
TOTAL EXPORT EUR	2. million	% EXPORT ON TOTAL TURNOVER		10	
DESTINATION	Sweden, Denmark and other Western European countries				



Ekornes

Norway

HEADQUARTERS

Ekornes ASA
PB 23
6222 Ikornnes
Norway

Tel. +47 70 255200
Fax +47 70 255300
www.ekornes.no
e-mail: office@ekornes.no

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

J.E. Ekornes AS, Ekornes Fetsund AS, Ekornes Mobler AS

BRANDS, TRADEMARKS

Stressless, Svane, Sofa-Ekornes Collection

ACTIVITY Manufacturer

MAIN PRODUCTION Furniture Specialized: 87.1% FURNITURE PRODUCT SPECIALISATION 100% Upholstery

OTHER PRODUCTION Mattresses (12.9%)

STOCK EXCHANGE Oslo Stock Exchange STOCK SYMBOL n.a.

THE COMPANY IS PART OF Ekornes Group

YEAR OF ESTABLISHMENT 1934 EMPLOYEES 1,640 TURNOVER EUR 320.5 million

MANUFACTURING PLANTS 7 SOM n.a. LOCATION n.a.

TOTAL EXPORT EUR 269.2 million % EXPORT ON TOTAL TURNOVER 84

DESTINATION Nordic Region (8.8% of total sales), Europe (47.7%), USA/Canada (21.2%), Japan (3.5%)

History

Ekornes ASA, based in Ikornnes, Norway, is a manufacturing company.

The company was established in 1934.

Financial Highlights

In 2007 Ekornes recorded a total turnover of Euro 321 million. In 2007 upholstery sales were Euro 279 million.

In 2007 the company exported 84% of its production. Sales on the Norwegian and Nordic markets increased, while those in Central Europe dropped slightly. In Southern Europe, sales increased by 2.2% in 2007. On the US market Ekornes registered slight drops in sales in 2007 (-1%). Major increases were registered in the Asian and remaining countries where Ekornes registered an increase of 31.3% in sales in 2007. Ekornes ASA is the parent company of the Ekornes Group. The Group has daughter companies taking care of sales and marketing in selected markets in Europe, America and Asia.

Manufacturing process

Seven specialist factories take care of production in Norway.

The Norwegian company with a total workforce of 1,640 in FY 2007 has three product divisions: Stressless, Sofa-Ekornes Collection, Mattresses (Svane).

J.E. Ekornes AS in Sykkylven is one of the production companies and manufacturers Stressless chairs and Stressless sofas. It consists of the main plant at Ikornnes with the former Vestlandske Møbler AS factory, which was taken over by J.E. Ekornes AS in January 1997, and the former Johan P. Tynes AS (taken over by J. E. Ekornes in October 2002). It has 797



workers. On average, Ekornes's Stressless plants produced 1,599 seat units per day. Production capacity at the end of 2007 is around 1,700 seat units per day, divided between the three plants and dependent on the product mix.

Ekornes Fetsund AS, based in Romerike, is a mattress manufacturer. It employs 157 people. In April 2008 Ekornes has sold all the product rights it holds with respect to the Sacco range of products. The sale has been concluded in order to release production capacity at Ekornes Fetsund AS, which will now focus exclusively on the manufacture of Svane mattresses.

Sacco of Norway AS, will continue the production and sale of Sacco products independently.

Ekornes Møbler AS, department Grodås is located in Hornindal on the Nordfjord and it has 91 workers. It is specialized in the manufacture of internal and exposed wood components for sofa and also for Stressless collection.

Ekornes Møbler AS, department Stranda is a continuation of two companies, Stranda Lenestofabrikk AS and P.I. Langlos Fabrikker AS, which were acquired by Ekornes in the 1970s. It is one of the Group's two sofa manufacturers (the other being Ekornes Hareid AS) and has 80 employees. Ekornes Møbler AS, department Hareid has a workforce of 94 and it is a sofa manufacturer. It has an area of approximately 13,000 sqm.

Ekornes manufactures the majority of the semi-finished goods necessary for the production of its mattresses.

Products

Ekornes production is based on recliners, mostly in leather, which make up almost 75% of production.

- Stressless: Sales of Stressless products rose by 2.2% in 2007 compared with the year before. Sales increased in all markets. Stressless accounts for almost 80% of Ekornes's total sales revenues. 95% of all Stressless products are exported. On average, Ekornes's Stressless plants produced 1,599 seat units per day (1,516 in 2006).
- Sofa-Ekornes Collection: The sofa collection is being marketed under the brand Ekornes Collection. Sofa production takes place in the company's plant in Stranda and wooden parts in Hornindal. Sales of traditional sofas (Ekornes® Collection) continued to decrease in 2007, ending the year 9.7% down on the previous year. The decline was registered in all markets, although the biggest fall was in Europe excluding Norway. 65% of Ekornes's sofas were exported during the year. Largest export market was the USA and Central Europe. The sofa collection accounts for a share of 7.7% of total sales.
- Mattresses: Sales revenues for mattresses increased by 25% in 2007 and all markets except Sweden improved. As a result of changes made in the distribution network that have been implemented over the last year in Norway mattress sales in remained slightly lower than before the change in distribution. The mattress segment accounts for 10% of total sales. Until 2006 Ekornes Fetsund's Svane mattresses were exclusively sold on the Nordic markets. In 2006 the brand was launched for the first time on the German and Dutch markets which in 2007 developed well. Exports of mattresses to markets outside the Nordic region are increasing, although the figures are still modest.

Marketing

Its brands include Stressless (recliners), Svane (mattresses), Sofa-Ekornes Collection (sofas).



Distribution channels

The Ekornes Group sells its products all over the world. The company has its own commercial branches in Norway (which take care of the Norwegian, Swedish and Danish markets), in Finland, Germany (managing Germany, the Netherlands, Switzerland and Austria), France (handling France, Belgium, Spain and Italy), the United Kingdom and the USA (USA and Canada). The company operates on other European and Asian markets such as Japan, Hong Kong, Singapore and in Australia through a network of agents. An important element of the company's policy is the extension of its international distribution network in many parts of the world.

Latest Developments

In May 2008 Ekornes has signed an agreement to purchase all the shares in Stay AS, a leading supplier of furniture and fittings for hotel bedrooms and public rooms with operations in Norway, Sweden and Denmark. The acquisition is aimed to strengthen Ekornes's presence within the contract market for furniture and mattresses in Scandinavia, further opens opportunities for growth within this segment in the rest of Europe. Stay AS is owned by the company Stay Holding AS, which in turn is owned by Synnfjell Holding AS and Søndre Land District Council. The manufacturing company Hov Møbelindustri-Dokka Møbler AS, which is also owned by Stay Holding is not included in the acquisition. According to the company, Stay AS's business activities will gradually be integrated with those of Ekornes Contract, a department of Ekornes ASA which operates partly within the same niche, marketing Ekornes's standard products. Ekornes contract department generated gross revenues of around Euro 5 million in 2007. Ekornes aims to achieve considerable growth in this segment of the furniture market in the coming years.

Note: All increases are in local currencies.



Elano

Norway

HEADQUARTERS
Elano Seating AS
Tynesfabrikken
6230 Sykkylven
Norway

Tel. +47 70245300
Fax +47 70245301
www.elano.no
e-mail: office@elano.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	100% Upholstery	
YEAR OF ESTABLISHMENT	1990	EMPLOYEES	n.a.	TURNOVER EUR	18.7 million
TOTAL EXPORT EUR	13.1 million	% EXPORT ON TOTAL TURNOVER			70
DISTRIBUTION CHANNELS	Elano was founded in 1990, as an offspring of Hove Møbler AS, a leading manufacturer of swivel chairs at that time. Elano is today a local motion upholstery specialist, products include reclining and swivel chairs as well as executive chairs and groups. About 70% of production is covered with leather. The company operates a factory in Poland.				

Fora Form

Norway

HEADQUARTERS
Fora Form As
Strandgt. 15
6151 Ørsta
Norway

Tel. +47 70046000
Fax +47 70046124
www.foraform.no
e-mail: info@foraform.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	20% Office; Contract furniture, Upholstery, Tables-chairs	
YEAR OF ESTABLISHMENT	1929	EMPLOYEES	68	TURNOVER EUR	17 million
TOTAL EXPORT EUR	5.1 million	% EXPORT ON TOTAL TURNOVER			30
DESTINATION	Netherlands, Denmark, Sweden				

FossBad Foss Fabrikker A/S Norway

HEADQUARTERS
FossBad Foss Fabrikker A/S
Postboks 57
4795 Birkeland
Norway

Tel. +47 37281000
Fax +47 37281020
www.foss-bad.no
e-mail: fossbad@foss-bad.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture specialized	FURNITURE PRODUCT SPECIALISATION	Bathroom		
YEAR OF ESTABLISHMENT	1968	EMPLOYEES	41	TURNOVER EUR	11.4 million



HÅG

Norway

HEADQUARTERS

HÅG as
Fridtjof Nansens vei 12
0301 Oslo
Norway

Tel. +47 22595900
Fax +47 22595959
www.hag.no
e-mail: info@hag.no

RELATED COMPANIES	RBM group A/S (DK), Rh Form Ab (SE)				
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Office; Contract furniture		
THE COMPANY IS PART OF	Ratos				
YEAR OF ESTABLISHMENT	1943	EMPLOYEES	377	TURNOVER EUR	77.1 million
MANUFACTURING PLANTS	1	SQM	n.a.	LOCATION	Røros
TOTAL EXPORT EUR	53.2 million	% EXPORT ON TOTAL TURNOVER		69	
DESTINATION	Germany, the United Kingdom, the Netherlands, Denmark and Sweden				

OTHER INFO

HÅG ceased to be quoted on the Oslo Stock Exchange as of 1 April 2006. In May 2007 it was acquired by the Swedish private equity group Ratos, creating a group of Scandinavian firms specialised in the production of office and community seating: HÅG (NO), RhForm (SE) and RBM (DK). The consolidated turnover of the 3 firms was Euro 156.3 million in 2007 (+8.3% compared to 2006). The 3 firms are organised and managed independently, however they can benefit from synergies thanks to the increased array of products offered. HÅG has its headquarters in Oslo but production takes place at its factory in Røros, and it has 4 commercial branches in Sweden, Denmark, Germany and the Netherlands. The firm makes 31% of its turnover, which grew by roughly 17% in 2006 to reach Euro 77.1 million, on the domestic market. In the United States it has an exclusivity agreement with Izzydesign, a promising young firm that produces its own office furniture and imports finished products and components from HÅG. However, in the past two years the strong imbalance in favour of selling components led to a reduction in exports to the US market. HÅG products are sold exclusively through a national network under the "HAG by Izzy" banner.



Helland

Norway

HEADQUARTERS
Helland Møbler AS
Postboks 10
6259 Stordal
Norway

Tel. +47 70279000
Fax +47 70279001
www.helland.no
e-mail: helland@helland.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Office; Contract		
YEAR OF ESTABLISHMENT	1974	EMPLOYEES	85	TURNOVER EUR	10.6 million
TOTAL EXPORT EUR	2.8 million	% EXPORT ON TOTAL TURNOVER		26.5	
DESTINATION	Denmark, Germany, Japan, the Netherlands, Sweden and the United Kingdom				
OTHER INFO	Helland Møbler is a firm founded in 1947. During the sixties it established itself as one of the leading Norwegian producers in the contract sector, gradually becoming the leading producer for the public sector in Norway. Its collections include a large number of products dedicated to the hospital and community sectors.				



Hjellegjerde

Norway

HEADQUARTERS

Fjords Hjellegjerde AS
PO Box 143
6230 Sykkylven
Norway

Tel. +47 40002900
Fax +47 70255509
www.hjellegjerde.com
e-mail: skandinavia@fjords.no ; office@hjellegjerde.no

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Fjords AS, Hove Mobler, Modi Skandinavia AS and Tynes Mobler AS

BRANDS, TRADEMARKS

Fjords

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION		100% Upholstery		
STOCK EXCHANGE	Oslo Stock Exchange		STOCK SYMBOL	HJE	
THE COMPANY IS PART OF	Hjellegjerde				
YEAR OF ESTABLISHMENT	1941	EMPLOYEES	585	TURNOVER EUR	53.2 million
MANUFACTURING PLANTS	n.a.	LOCATION	Sykkylven (NO), Panevezys (LT), Rayong (TH)		
TOTAL EXPORT EUR	36.1 million	% EXPORT ON TOTAL TURNOVER	68		
DESTINATION	Germany, France				

History

Hjellegjerde ASA, based in Sykkylven, Norway, is a manufacturing company. The company was established in 1941 by Otto and Mindor Hjellegjerde. In 1989 a sales branch in Germany, Hjellegjerde Deutschland GmbH, was established and in 1992 a similar branch was established in Los Angeles. In 1997 the company was listed on the Oslo Stock Exchange (trading symbol: HJE). In the same year Hjellegjerde acquired Hove Mobler AS. The take over included a production branch in Thailand. Also in 1997 a sales branch in France was established. In 2000 the company established a new branch in Thailand, Hjellegjerde Asia. In 2001 Hjellegjerde acquired Modi Skandinavia AS and Tynes Mobler AS. In 2004 Hjellegjerde set up an agreement with the Japanese Simmons Co. Ltd., for the distribution of Northern Comfort products on the Japanese market. In 2006 the company started to develop a new brand strategy. The new brand name of Hjellegjerde's collections is Fjords.

Financial Highlights

Turnover in 2007 reached Euro 53 million with exports accounting for about 68%. Germany and France are the company's main export markets in Europe.

Manufacturing process

The company's manufacturing capacity is based in Norway, Lithuania and Thailand. In 2002 the company moved production of the relaxation segment from the subsidiary Hove Mobler in Norway to Lithuania in order to increase competitiveness.

The Group employed in 2007 over 580 people.



Products

Hjellegjerde is specialized in the upper end relaxation segment and manufactures lounge chairs (75% of production) and sofas (25% of production) primarily in modern style. The lounge chair collection can be divided into three groups: Northern Comfort, Scansit and Relaxers.

Marketing

In 2006 the company started to develop a new brand strategy. The new brand name of Hjellegjerde's collections is Fjords. Fjords AS is responsible for the sales and marketing on all markets. Fjords is a 100% daughter company of Hjellegjerde.

Distribution channels

Separate sales and marketing organisations have been established for the most important market areas including Scandinavia, Central Europe and the USA. More than two thirds of the turnover is generated outside Norway. Hjellegjerde products are sold by independent furniture retailers. The company does not work in the contract segment.

Fjords marketing strategy is to focus on Norwegian quality and comfort with a modern design. In the future the new presentation concept is based on a new distribution strategy which includes the opening of Fjord Flagship stores. The new flagship store concept started during the IMM Cologne in January 2008. Stores will measure between 145 and 180 square metres. Hjellegjerde chose Germany the company's largest export market for the test phase of the project. For 2008 the opening of 10 stores is planned. Until 2011 the company wants to open 50 stores.



Huseby

Norway

HEADQUARTERS

Huseby AS
Postboks 142
3177 Våle
Norway

Tel. +47 33061200
Fax +47 33060394
www.huseby-as.no
e-mail: post@huseby-as.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized:100%	FURNITURE PRODUCT SPECIALISATION	Kitchen, Bathroom		
THE COMPANY IS PART OF	Svenheim				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	84	TURNOVER EUR	12.6 million
DISTRIBUTION CHANNELS	Kitchen specialists (100%)				

Langlo AS

Norway

HEADQUARTERS

Langlo AS
Svemorka
6200 Stranda
Norway

Tel. +47 70268600
Fax +47 70268601
www.langlo.no
e-mail: post@langlo.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	Bedroom		
OTHER PRODUCTION	Semifinished-parts, Other				
YEAR OF ESTABLISHMENT	1918	EMPLOYEES	66	TURNOVER EUR	11.1 million

Lom Møbelindustri AS

Norway

HEADQUARTERS

Lom Møbelindustri AS
2686 Lom
Norway

Tel. +47 61219800
Fax +47 61219801
www.lom-mobler.no
e-mail: post@lom-mobler.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized:100%	FURNITURE PRODUCT SPECIALISATION	Upholstery, Dining-living room, Bedroom, Occasional		
YEAR OF ESTABLISHMENT	1978	EMPLOYEES	54	TURNOVER EUR	10.2 million
MANUFACTURING PLANTS	2	SOM	n.a.	LOCATION	Gudbrandsdalen
EXPORT DESTINATION	Asia, Europe, North America				
OTHER INFO	The company specializes in pine furniture for bedrooms and dining rooms, as well as sofa groups, cabinets, tables and chairs. Sales have mainly been to the domestic market, and Lom is currently in the process of expanding its export activities.				



Norema Asa

Norway

HEADQUARTERS

Norema Asa
Bergermoen
3520 Jevnaker
Norway

Tel. +47 61318100
Fax +47 61318101
www.norema.no
e-mail: mail@norema.no

RELATED COMPANIES

EWE Küchen GmbH, FM Küchen GmbH, Gower Furniture Ltd, HTH Køkkener A/S, Hygena Cuisines, Invita Køkkener A/S, Magnet Ltd, Marbodal AB, Myresjökök AB, Norema AS, Novart Oy, Optifit Jaka Möbel GmbH, Pronorm Einbauküchen GmbH, Poggenpohl Möbelwerke GmbH, Uno Form

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	Kitchen, Bathroom, Wardrobes	
THE COMPANY IS PART OF	Nobia (turnover: Euro 1,795 mn, more details in the Swedish section of the report) Other Norwegian firms, part of Nobia: Sigdal (Turnover: Euro 56 million)				
YEAR OF ESTABLISHMENT	1946	EMPLOYEES	337	TURNOVER EUR	68.6 million
DISTRIBUTION CHANNELS	In Norway, the Norema and Sigdal brands offer rigid kitchens in the middle price segment through kitchen studios, retailers and construction companies.				
OTHER INFO	As part of the continued co-ordination of the supply chain, Nobia is adapting its organisation in Norway and Sweden. The Myresjökök (SE) and Marbodal (SE) business units have been consolidated under one and the same unit, Nobia Sweden. Similarly, Sigdal and Norema have been consolidated under Nobia Norway. This change took effect from 1 February 2008.				

Savo

Norway

HEADQUARTERS

Savo AS
Fyrstikkbakken 7, Postboks 161, Bryn
0611 Oslo
Norway

Tel. +47 22916700
Fax +47 22631209
www.savo.no
e-mail: savo@savo.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	100% Office; Contract furniture	
THE COMPANY IS PART OF	EFG European Furniture Group AB (Turnover: Euro 164 mn, more details in the Swedish section of the report)				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	46	TURNOVER EUR	17.3 million
MANUFACTURING PLANTS	1	SQM	n.a.	LOCATION	Oslo
CERTIFICATION	ISO 9001:2000; ISO 14001				
TOTAL EXPORT EUR	5.9 million	% EXPORT ON TOTAL TURNOVER			34
DESTINATION	Denmark and Sweden				
DISTRIBUTION CHANNELS	In 2007 Savo recorded a turnover of Euro 17.3 million, showing an increase of 13% compared to the previous year. The firm was acquired by the EFG group in June 2007. The firm operates in the office seating segment and is known worldwide for having created the Savo Floating Tilt® system, applying the most advanced technologies for ergonomics to their products. Savo's close collaboration with researchers and designers led to its winning the Norwegian Design Award for two seating items in its collection.				



Scan Sørli AS

Norway

HEADQUARTERS					
Scan Sørli AS		Tel. +47 69227550			
Industriveien 12		Fax +47 69223073			
1890 Rakkestad		www.scansorlie.no			
Norway		e-mail: firmapost@scansorlie.com			
BRANDS, TRADEMARKS	Sørli				
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	100% Office Contract furniture	
YEAR OF ESTABLISHMENT	1913	EMPLOYEES	46	TURNOVER EUR	8.4 million
TOTAL EXPORT EUR	1.4 million	% EXPORT ON TOTAL TURNOVER		18	

SSG

Norway

HEADQUARTERS					
Scandinavian Storage Group		Tel. +47 23374650			
Brobekkveien 107		Fax +47 23374651			
0582 Oslo		www.ssg.no			
Norway		e-mail: post@storagegroup.no			
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	20% Office Contract furniture		
OTHER PRODUCTION	Metal containers for industrial sectors				
YEAR OF ESTABLISHMENT	2004	EMPLOYEES	107	TURNOVER EUR	29.9 million
TOTAL EXPORT EUR	4.5 million	% EXPORT ON TOTAL TURNOVER		15	
DESTINATION	Sweden				
DISTRIBUTION CHANNELS	SSG (Scandinavian Storage Group) specialises in the production of metal containers for various industrial sectors. Its production of office storage and filing systems can be estimated at around 20% of total turnover.				

Slettvoll

Norway

HEADQUARTERS					
Slettvoll Møbler AS		Tel. +47 70268810			
Skaffarvegen 105		Fax +47 70268840			
6200 Stranda		www.slettvoll.no			
Norway		e-mail: slettvoll@slettvoll.no			
ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%		FURNITURE PRODUCT SPECIALISATION	100% Upholstery; Contract furniture	
EMPLOYEES	71	TURNOVER EUR	8.4 million	MANUFACTURING LOCATION	Norway
TOTAL EXPORT EUR	0.8 million	% EXPORT ON TOTAL TURNOVER		10	



Sterling AS

Norway

HEADQUARTERS
Sterling AS
Frakkagjerdveien 89
5563 Førresfjorden Rogaland
Norway

Tel. +47 52754555
Fax +47 52754560
www.assterling.no
e-mail: salg@assterling.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Contract furniture, Furniture, Office, Tables and chairs		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	27	TURNOVER EUR	6.7 million
TOTAL EXPORT EUR	1.3 million	% EXPORT ON TOTAL TURNOVER	20		

Stokke Fabrikker AS

Norway

HEADQUARTERS
Stokke Fabrikker AS
Håhjem
6260 Skodje
Norway

Tel. +47 70244900
Fax +47 70244990
www.stokke.com
e-mail: info@stokke.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	Children's rooms, Other		
OTHER PRODUCTION	Strollers				
YEAR OF ESTABLISHMENT	1932	EMPLOYEES	218	TURNOVER EUR	71.4 million
DISTRIBUTION CHANNELS	Stokke products are distributed worldwide under the Stokke® trademark through specialist children's stores and retail outlets in around 50 countries				

Stordal

Norway

HEADQUARTERS
Stordal Møbler AS
6250 Stordal
Norway

Tel. +47 70279800
Fax +47 70279801
www.stordal.com
e-mail: post@stordal.com

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Upholstery		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	100	TURNOVER EUR	10.4 million
TOTAL EXPORT EUR	6.2 million	% EXPORT ON TOTAL TURNOVER	60		
DESTINATION	France				
OTHER INFO	Stordal manufactures sofa groups and reclining chairs mostly covered with leather. An estimated 60% of Stordal's production is exported. Main export market is France.				



Strai

Norway

HEADQUARTERS
Strai Kjøkken AS
Setesdalsveien 240
4618 Kristiansand
Norway

Tel. +47 38003300
Fax +47 38118853
www.norform.no
e-mail: post@strai.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	62% Kitchen; Bathroom, Occasional, Other		
THE COMPANY IS PART OF	Norform				
YEAR OF ESTABLISHMENT	1929	EMPLOYEES	81	TURNOVER EUR	13 million

Svenheim Møbelindustri AS

Norway

HEADQUARTERS
Svenheim Møbelindustri AS
Sagamoen
3825 Lunde
Norway

Tel. +47 35948700
Fax +47 35948715
www.svenheim.no
e-mail: post@svenheim.no

CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Huseby AS

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	Office		
THE COMPANY IS PART OF	Svenheim				
YEAR OF ESTABLISHMENT	1956	EMPLOYEES	59	TURNOVER EUR	11.5 million

Talgø Møbelfabrikk AS

Norway

HEADQUARTERS
Talgø Møbelfabrikk AS
6645 Todalen
Norway

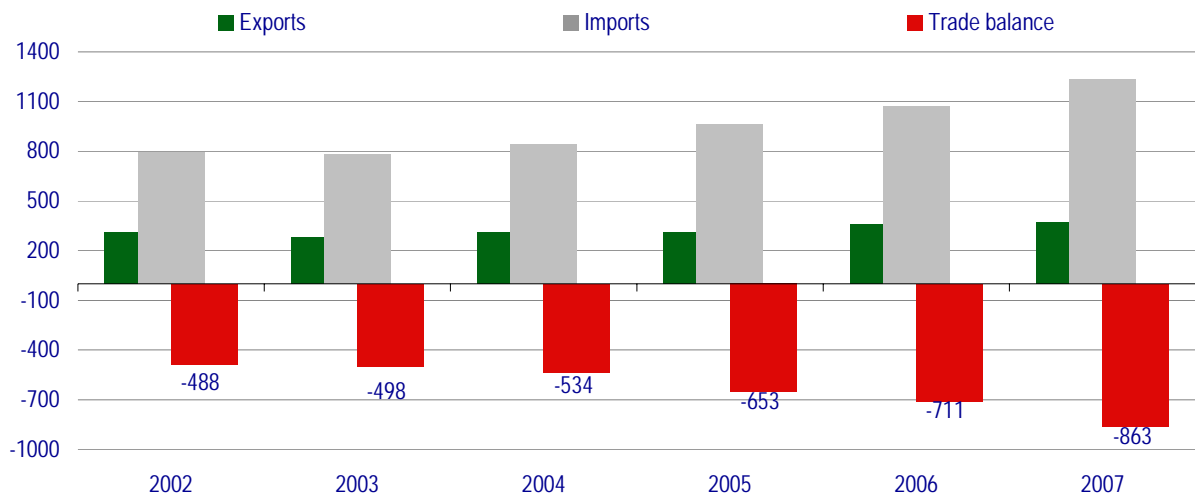
Tel. +47 71658000
Fax +47 71663931
www.talگو.no

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Bathroom, Upholstery, Bedroom, Children, Tables-chairs		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	51	TURNOVER EUR	11.5 million



5. International trade

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

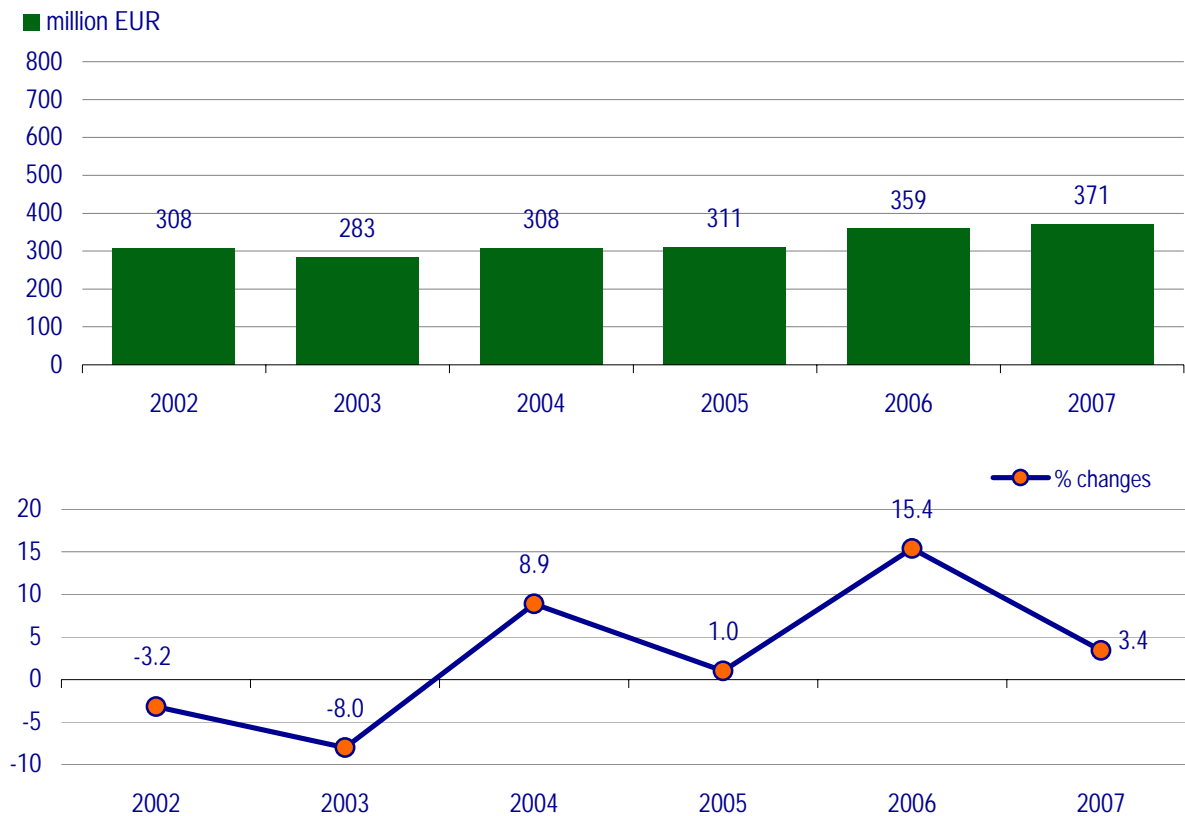


Source: CSIL processing

Over the period 2002-2007 the balance of trade in the furniture sector in Norway was always negative. In 2007 again the deficit increased and was of Euro 863 million an increase of 21%. Since 2002 the deficit increased by an average annual rate of 12%. This can be explained by a very dynamic import activity and a flat export performance of manufacturers.

5.1. Furniture exports

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



Source: CSIL processing

Norwegian furniture exports amounted to Euro 371 million in 2007, with an increase of 3.4%. Over the period 2002-2007 export activity of local manufacturers increased by an average annual rate of 3.8%.

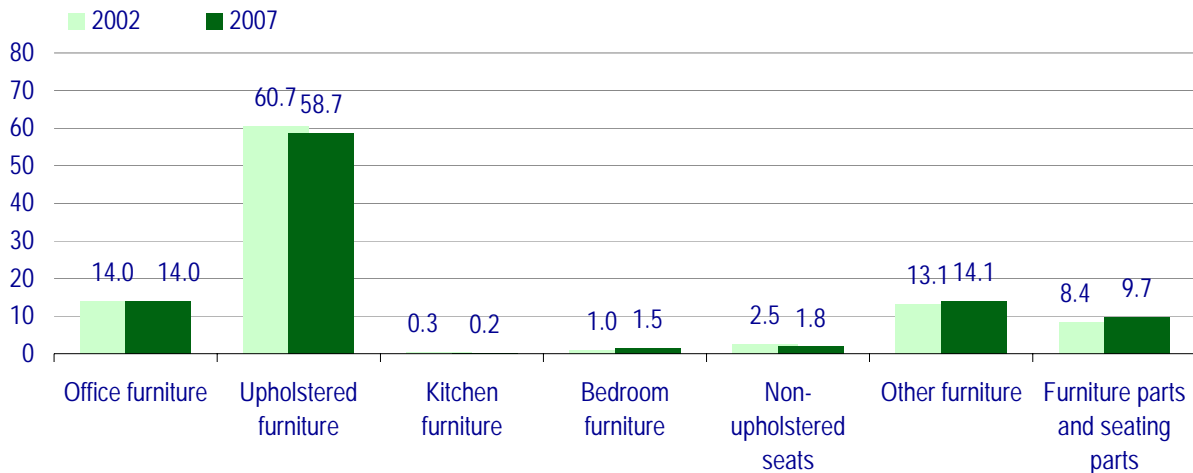
Among the European (17) countries, Norway claims a 1.2% share of total furniture exports.

About 79.6% of the export flows are destined for the European countries and about 13.7% for America. The main countries of destination for Norwegian furniture exports are Germany, Sweden, the United States, Denmark and the United Kingdom which together absorb 65% of total exports. Among its extra-European trading partners the largest quotas are absorbed by the United States (13.1%) and Japan (2.4%). As far as performances are concerned, exports to all these countries increased, with the exception of Germany. Especially Sweden and Denmark recorded strong increases.



Exports by segment

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



Source: CSIL processing

In 2007 exports reached a value of Euro 371 million and can be divided into the following segments:

- office furniture worth Euro 52 million (in 2002: worth Euro 43 million);
- upholstered furniture worth Euro 218 million (in 2002: worth Euro 187 million);
- kitchen furniture worth Euro 1 million (in 2002: worth Euro 1 million);
- bedroom furniture worth Euro 6 million (in 2002: worth Euro 3 million);
- non-upholstered seats worth Euro 7 million (in 2002: worth Euro 8 million);
- other furniture worth Euro 52 million (in 2002: worth Euro 40 million);
- furniture parts and seating parts worth Euro 36 million (in 2002: worth Euro 26 million).

Export activity increased strongly in 2006 among Norwegian manufacturers. The segments which recorded most important increases in 2006 in exports were the kitchen furniture and office furniture segment.

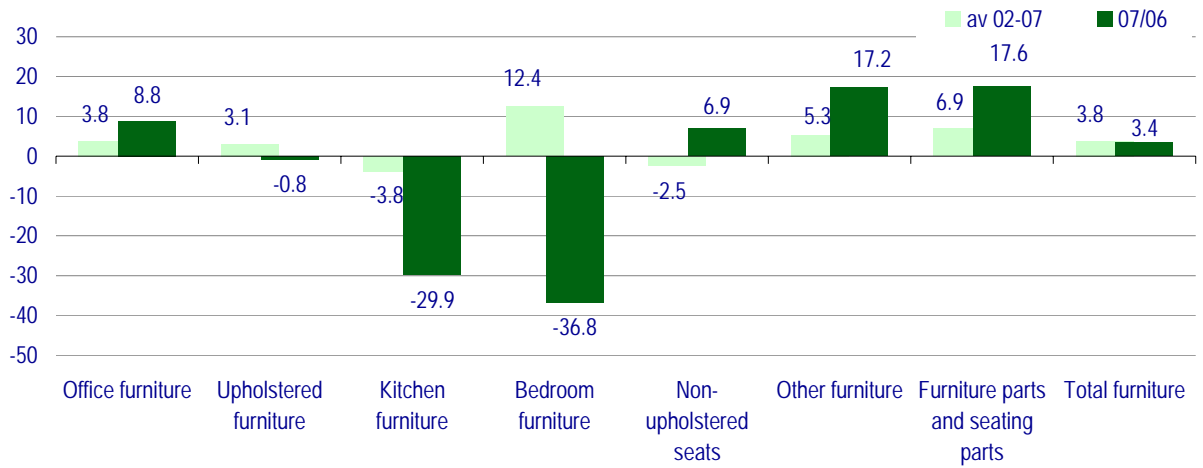
In 2007 Norwegian exports of **office furniture** were worth Euro 52 million, recording an increase of 9% compared to the previous year. Exports are mainly office seating, which comprised 93% of total exports and was worth Euro 42 million in 2007. The strong growth over the last year was totally attributable to this segment and especially to the flows to Denmark, Germany, Sweden and the Netherlands, the major trading partners in the sector. 57% of the exports of office furniture excluding seating are destined to Sweden and Denmark, but the value is quite low, in the region of Euro 3.6 million.

Upholstery is Norway's leading export product. Upholstery represents almost 59% of total exports. After a significant increase in Norwegian upholstery exports in 2006, export activity remained flat in 2007. Over the period of 2002 and 2007 exports registered an average increase of 3.1%. Almost 70% of Norwegian upholstery exports were destined to the 15 European Union member countries dealt with in this report. A considerable share went to the North American market (17.8%) and an increasing share went to the Asian and Pacific region (8.1%). Top 4 outlets include Germany accounting for a 19.5%



share, the USA, France and the United Kingdom. Except for the United Kingdom, exports to all top 4 countries decreased in 2007.

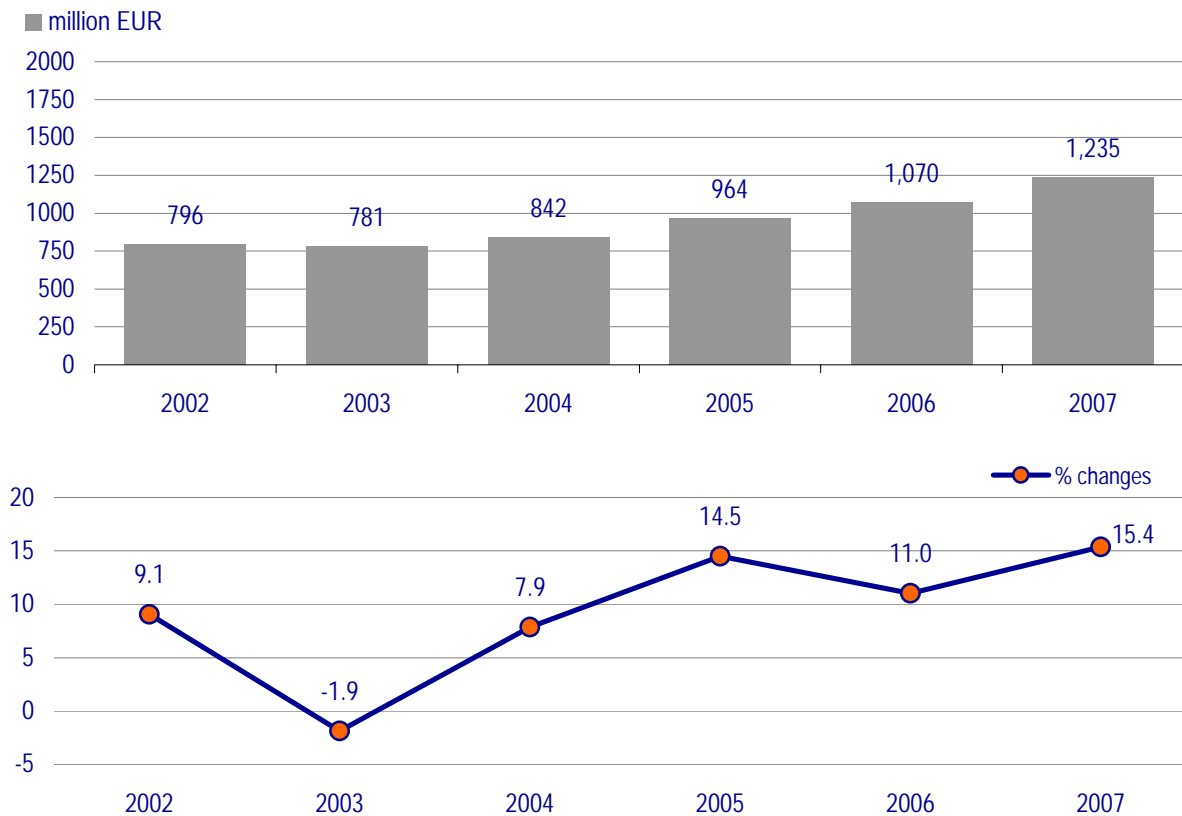
Figure 5.4
Norway. Furniture exports by segment. Annual percentage changes at current prices 2007 on 2006 and average growth rates, 2002-2007



Source: CSIL processing

5.2. Furniture imports

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



Source: CSIL processing

Among the European (17) countries, Norway claims a 3.3% share of total furniture imports and it is the eleventh furniture importer. Imported goods satisfy 67.4% of consumption (European average 41.7%).

In 2007 Norwegian furniture imports were Euro 1,235 million, a growth of +15% on 2006, driven by the growth in domestic demand (+11.8% at current prices). Over the period 2002-2007 furniture imports grew by an average annual rate of 9%.

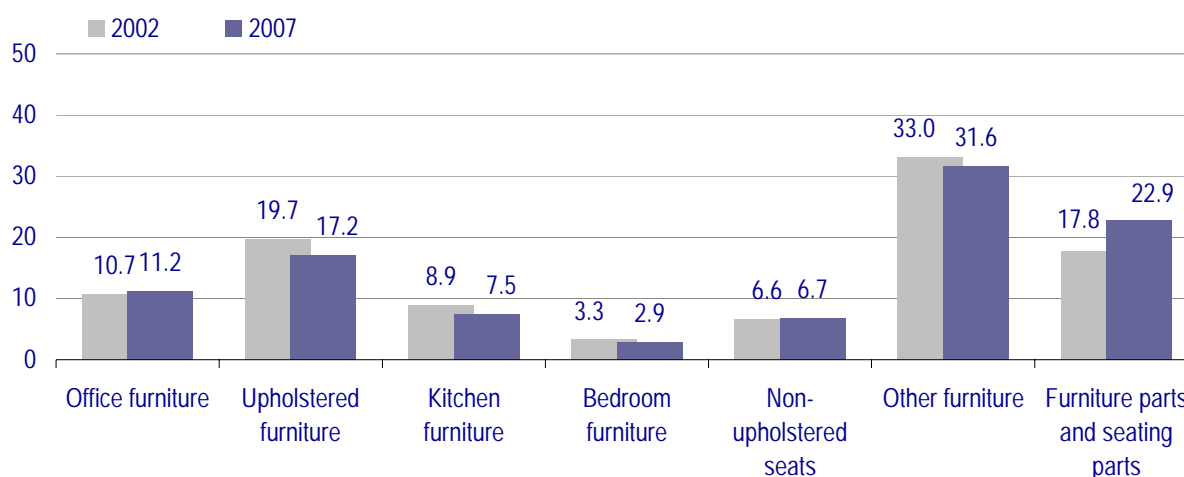
The increasing presence of foreign manufacturers on the Norwegian market can be explained among other by an increasing presence of lower priced products originating in regions like Eastern Europe (Poland) and countries like China.

The main countries of origin of Norwegian furniture imports are Sweden, Denmark, China and Poland, which together absorb 67.6% of total imports. As far as performances are concerned, all these countries recorded growth.

About 85% of the import flows come from other European countries. Imports from Asia and Pacific which claim a quota of about 15% on total imports, grew by an average annual rate of 25% over the 2002-2007 period.

Imports by segment

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



Source: CSIL processing

In 2007 imports reached a value of Euro 1,235 million and can be divided into the following segments:

- office furniture worth Euro 138 million (in 2002: worth Euro 86 million);
- upholstered furniture worth Euro 212 million (in 2002: worth Euro 156 million);
- kitchen furniture worth Euro 93 million (in 2002: worth Euro 71 million);
- bedroom furniture worth Euro 36 million (in 2002: worth Euro 26 million);
- non-upholstered seats worth Euro 83 million (in 2002: worth Euro 52 million);
- other furniture worth Euro 390 million (in 2002: worth Euro 263 million);
- furniture parts and seating parts worth Euro 282 million (in 2002: worth Euro 142 million).

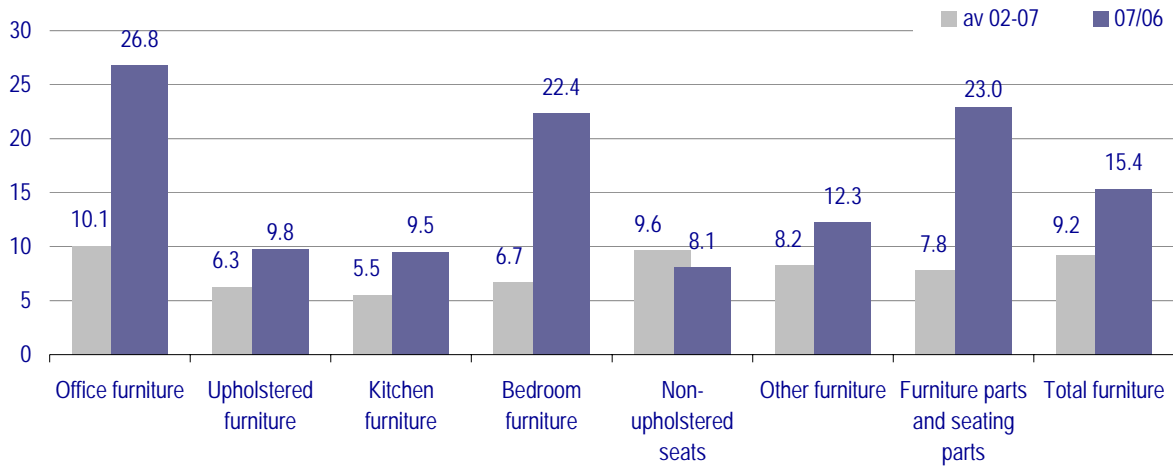
Upholstery imports account for an 17% share of total imports. Imports account for almost 81% of total upholstery consumption in Norway. In 2007 again Norway recorded an increase of 9.8% in upholstered furniture imports. Average increase since 2002 was of 6.3%. Major income flows originated in the European Union member countries and especially in the EU15 countries dealt with in this report (43.9%). Further and worth to note is the Asian Pacific region which is third largest region for upholstery supply to Norway. In 2006 China became major upholstery supplier to Norway. In 2007 China accounted for a 17.7% share (2002 it accounted for a 3.5% share), an average increase in value of over 47% since 2002.

Office furniture imports account for 11% of total imports. Imports of office furniture have followed a growth trend for the past four years; however, the performance in 2007 was much better than expected with a +27% increase that brought the value up to Euro 138 million. If Norway exports mainly office seating then it is logical to assume that imports are mainly of office furniture excluding seating, which in fact account for 80% of the total. Sweden and Denmark are the major suppliers with a quota of 82%; both recorded growth of over 30% in 2007.



In 2007 imports of **kitchen furniture**, which accounted for 40% of consumption, increased by 9.5% and amounted to Euro 93 million. Imports came mainly from Denmark (+12%) and Sweden (+24%). Between them they accounted for about 62% of total Norwegian imports. In terms of volume, the market imported 38,000 kitchens (+8.6% on 2006).

Figure 5.7
Norway. 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 which 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 when 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 updates 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 export/production and the import/consumption ratios may exceed 100% for countries where there are large amounts of imports for re-export. Official trade statistics do not allow to determine the actual amount of re-exports included in exports.
- Values of production, domestic consumption, exports and imports are at ex-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 Norway
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	187	185	195	197	220	218	60.7	58.7	-0.8	3.1
Non-upholstered seats	8	7	7	6	6	7	2.5	1.8	6.9	-2.5
Parts of seats	16	13	15	18	20	24	5.2	6.5	18.6	8.7
Bedroom furniture	3	3	4	9	9	6	1.0	1.5	-36.8	12.4
Kitchen furniture	1	1	1	1	1	1	0.3	0.2	-29.9	-3.8
Office furniture	43	33	40	34	48	52	14.0	14.0	8.8	3.8
Other furniture	40	33	38	38	45	52	13.1	14.1	17.2	5.3
Parts of furniture, excluding parts of seats	10	10	9	9	10	12	3.2	3.2	15.5	3.9
Furniture including parts	308	283	308	311	359	371	100.0	100.0	3.4	3.8

Source: CSIL processing of official data

Table 6.2 Norway
Norway. 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	156	161	169	179	193	212	19.7	17.2	9.8	6.3
Non-upholstered seats	52	57	65	72	77	83	6.6	6.7	8.1	9.6
Parts of seats	19	18	18	22	27	31	2.4	2.5	14.6	9.7
Bedroom furniture	26	26	24	27	29	36	3.3	2.9	22.4	6.7
Kitchen furniture	71	70	72	82	85	93	8.9	7.5	9.5	5.5
Office furniture	86	73	74	90	109	138	10.7	11.2	26.8	10.1
Other furniture	263	254	274	315	348	390	33.0	31.6	12.3	8.2
Parts of furniture, excluding parts of seats	123	122	146	178	203	252	15.4	20.4	24.0	15.5
Furniture including parts	796	781	842	964	1,070	1,235	100.0	100.0	15.4	9.2

Source: CSIL processing of official data

Table 6.3 Norway
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
Germany	47.6	51.1	57.6	54.8	59.1	58.8	15.5	15.8	-0.5	4.3
Sweden	43.9	36.8	40.4	39.8	50.5	55.7	14.3	15.0	10.2	4.9
United States	45.3	39.8	41.6	44.6	48.0	48.8	14.7	13.1	1.8	1.5
Denmark	35.9	28.2	32.2	32.4	39.8	43.6	11.7	11.7	9.6	4.0
United Kingdom	28.0	25.8	26.9	27.8	32.8	34.2	9.1	9.2	4.3	4.0
France	28.5	30.4	32.4	31.2	32.0	30.8	9.3	8.3	-3.6	1.6
Netherlands	16.0	13.3	15.7	17.3	22.5	20.0	5.2	5.4	-11.3	4.6
Japan	13.7	12.9	11.1	11.0	12.5	10.2	4.5	2.8	-17.7	-5.7
Switzerland	6.4	6.5	8.1	8.3	9.2	9.0	2.1	2.4	-2.0	7.1
Belgium	5.7	6.2	8.0	7.2	8.0	7.9	1.9	2.1	-2.0	6.7
Top 10	271.0	251.0	274.0	274.4	314.4	319.1	88.1	85.9	1.5	3.3
Others	36.7	32.2	34.2	36.8	44.8	52.3	11.9	14.1	16.8	7.4
Americas	48.1	40.7	42.0	45.2	49.5	50.7	15.6	13.7	2.5	1.1
- North America	46.0	40.4	41.8	44.7	48.4	50.0	15.0	13.5	3.4	1.7
- Central-South America	2.1	0.3	0.2	0.5	1.1	0.7	0.7	0.2	-36.3	-19.1
Asia and Pacific	17.9	17.9	16.1	17.3	20.3	22.6	5.8	6.1	11.3	4.8
Europe	240.0	222.5	248.1	246.6	287.5	295.7	78.0	79.6	2.9	4.3
- European Union (15)	227.8	210.8	232.8	230.4	268.9	275.8	74.1	74.2	2.6	3.9
- New EU Members (12)	3.6	3.5	5.3	5.1	5.3	7.4	1.2	2.0	40.0	15.8
- Enlarged EU (27)	231.4	214.3	238.1	235.5	274.2	283.2	75.2	76.2	3.3	4.1
- Norway & Switzerland	6.4	6.5	8.1	8.3	9.2	9.0	2.1	2.4	-2.0	7.1
- Other Europe	2.2	1.7	1.9	2.7	4.1	3.5	0.7	0.9	-15.2	9.7
Middle East	1.2	1.9	1.4	1.9	1.4	1.9	0.4	0.5	36.5	9.7
Africa	0.5	0.2	0.5	0.2	0.5	0.4	0.2	0.1	-9.8	-1.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	307.6	283.2	308.1	311.3	359.2	371.4	100.0	100.0	3.4	3.8

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.4 Norway
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
Sweden	256.2	242.4	245.4	277.4	305.3	367.0	32.2	29.7	20.2	7.5
Denmark	217.7	202.9	211.8	240.1	239.6	264.7	27.4	21.4	10.5	4.0
China	23.1	33.7	48.9	64.3	100.4	120.4	2.9	9.7	19.9	39.1
Poland	44.2	46.4	57.1	65.7	73.6	82.7	5.6	6.7	12.5	13.4
Italy	56.1	50.8	51.0	60.1	66.4	76.1	7.1	6.2	14.6	6.3
Lithuania	12.9	19.4	26.4	36.0	41.9	51.7	1.6	4.2	23.4	32.0
Germany	18.5	19.7	23.7	30.5	35.8	45.2	2.3	3.7	26.2	19.5
Finland	15.7	13.3	14.2	16.6	16.1	18.2	2.0	1.5	12.7	3.0
Estonia	11.9	12.6	10.8	14.5	15.6	15.2	1.5	1.2	-2.5	5.0
Malaysia	10.0	12.8	13.8	16.0	17.2	15.0	1.3	1.2	-12.8	8.4
Top 10	666.3	654.0	703.1	821.3	911.9	1056.1	83.7	85.5	15.8	9.6
Others	129.4	127.2	139.1	143.0	158.6	178.7	16.3	14.5	12.7	6.7
Americas	9.2	5.9	4.2	3.6	3.5	4.6	1.2	0.4	33.0	-12.9
- North America	8.7	5.2	3.7	3.1	2.8	3.7	1.1	0.3	28.7	-15.9
- Central-South America	0.5	0.7	0.5	0.5	0.6	1.0	0.1	0.1	52.8	14.5
Asia and Pacific	60.3	76.9	99.3	116.7	157.8	184.0	7.6	14.9	16.6	25.0
Europe	725.0	695.3	737.0	842.5	908.3	1045.6	91.1	84.7	15.1	7.6
- European Union (15)	620.9	581.6	599.5	679.3	721.6	838.9	78.0	67.9	16.3	6.2
- New EU Members (12)	95.8	105.2	126.9	152.3	174.5	193.5	12.0	15.7	10.8	15.1
- Enlarged EU (27)	716.7	686.8	726.4	831.7	896.1	1032.4	90.1	83.6	15.2	7.6
- Norway & Switzerland	1.2	1.2	1.6	2.0	3.1	3.2	0.1	0.3	4.5	22.1
- Other Europe	7.1	7.4	8.9	8.8	9.1	10.0	0.9	0.8	9.9	7.1
Middle East	1.1	2.9	1.6	1.4	0.8	0.4	0.1	0.0	n.s.	-19.6
Africa	0.1	0.2	0.1	0.1	0.2	0.3	0.0	0.0	53.1	26.8
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	795.0	781.2	842.2	964.2	1070.5	1234.8	100.0	100.0	15.4	9.2

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.5 Norway
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
Germany	43.8	47.9	54.0	51.3	56.7	57.0	15.5	17.0	0.5	5.4
Sweden	39.0	32.0	35.0	34.1	44.5	48.5	13.8	14.5	9.0	4.4
Denmark	33.8	26.1	30.1	30.0	36.9	41.3	12.0	12.3	11.7	4.1
United States	39.2	35.2	37.9	38.9	40.5	40.5	13.9	12.1	0.1	0.7
United Kingdom	26.5	24.9	25.9	27.0	32.0	33.0	9.4	9.9	3.3	4.5
France	28.0	30.0	32.1	30.6	31.2	29.7	9.9	8.8	-4.8	1.1
Netherlands	15.3	12.3	14.8	15.8	19.5	16.1	5.4	4.8	-17.4	1.0
Japan	13.2	12.3	10.8	10.4	11.3	9.7	4.7	2.9	-13.9	-6.0
Switzerland	6.1	6.3	7.8	8.1	8.9	8.7	2.2	2.6	-2.4	7.3
Belgium	5.6	6.1	7.8	7.1	7.9	7.7	2.0	2.3	-1.5	6.8
Top 10	250.6	233.0	256.2	253.2	289.3	292.2	88.9	87.1	1.0	3.1
Others	31.3	27.3	28.8	31.3	39.2	43.2	11.1	12.9	10.1	6.7
Americas	41.8	36.0	38.3	39.4	42.0	42.2	14.8	12.6	0.5	0.2
- North America	39.9	35.7	38.1	39.0	40.9	41.7	14.2	12.4	2.0	0.9
- Central-South America	1.9	0.3	0.2	0.5	1.1	0.5	0.7	0.2	n.s.	-22.8
Asia and Pacific	16.7	16.9	15.3	16.1	18.8	21.1	5.9	6.3	12.1	4.7
Europe	221.7	205.3	229.6	226.9	265.9	269.8	78.7	80.5	1.5	4.0
- European Union (15)	211.8	195.9	217.1	213.6	250.0	253.8	75.2	75.7	1.6	3.7
- New EU Members (12)	1.9	1.9	3.2	3.1	3.2	4.1	0.7	1.2	27.0	16.8
- Enlarged EU (27)	213.7	197.8	220.3	216.7	253.2	257.9	75.8	76.9	1.9	3.8
- Norway & Switzerland	6.1	6.3	7.8	8.1	8.9	8.7	2.2	2.6	-2.4	7.3
- Other Europe	1.9	1.3	1.5	2.2	3.8	3.2	0.7	1.0	-16.2	11.2
Middle East	1.2	1.8	1.3	1.9	1.4	1.9	0.4	0.6	38.0	10.1
Africa	0.4	0.2	0.4	0.2	0.5	0.4	0.2	0.1	-16.3	-2.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	281.9	260.3	285.0	284.5	328.5	335.4	100.0	100.0	2.1	3.5

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.6 Norway
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
Sweden	207.2	193.0	190.5	213.1	230.0	269.8	31.7	28.3	17.3	5.4
Denmark	176.2	162.5	162.6	179.0	171.9	188.5	26.9	19.8	9.7	1.4
China	20.8	30.0	44.3	59.2	93.5	111.5	3.2	11.7	19.3	40.0
Poland	39.2	42.2	51.9	59.3	65.8	70.4	6.0	7.4	7.0	12.4
Italy	48.0	42.1	39.3	45.9	51.0	58.1	7.3	6.1	14.0	3.9
Lithuania	11.5	17.5	23.5	31.4	36.0	43.3	1.8	4.5	20.4	30.4
Germany	13.6	15.1	18.7	23.2	26.3	33.7	2.1	3.5	28.0	19.8
Malaysia	9.6	12.7	13.8	16.0	17.2	14.9	1.5	1.6	-13.3	9.1
Finland	12.0	9.6	11.1	12.7	12.5	14.0	1.8	1.5	12.2	3.2
Estonia	11.1	12.0	9.8	12.8	13.7	13.5	1.7	1.4	-1.8	3.9
Top 10	549.2	536.8	565.4	652.5	717.8	817.8	84.0	85.9	13.9	8.3
Others	104.7	104.4	113.2	111.8	123.1	134.8	16.0	14.1	9.5	5.2
Americas	7.8	5.5	3.8	3.0	2.9	3.4	1.2	0.4	14.5	-15.4
- North America	7.4	4.8	3.3	2.5	2.3	2.4	1.1	0.3	4.8	-19.8
- Central-South America	0.4	0.6	0.5	0.4	0.6	0.9	0.1	0.1	51.6	17.8
Asia and Pacific	55.2	71.0	92.8	109.4	147.6	170.7	8.4	17.9	15.6	25.3
Europe	589.9	561.8	580.5	650.9	689.4	777.9	90.2	81.7	12.8	5.7
- European Union (15)	502.1	463.5	461.8	512.3	532.3	611.2	76.8	64.2	14.8	4.0
- New EU Members (12)	80.9	91.0	109.9	129.7	147.7	157.1	12.4	16.5	6.4	14.2
- Enlarged EU (27)	583.0	554.6	571.7	641.9	679.9	768.3	89.1	80.7	13.0	5.7
- Norway & Switzerland	0.9	1.1	1.4	1.8	2.5	2.9	0.1	0.3	15.4	27.0
- Other Europe	6.0	6.2	7.5	7.1	7.0	6.7	0.9	0.7	-3.4	2.3
Middle East	1.1	2.7	1.4	1.0	0.8	0.4	0.2	0.0	n.s.	-19.8
Africa	0.1	0.2	0.1	0.1	0.2	0.2	0.0	0.0	18.6	26.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	654.0	641.2	678.5	764.3	840.9	952.5	100.0	100.0	13.3	7.8

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.7 Norway
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 States	6.1	4.6	3.7	5.7	7.5	8.3	23.7	23.1	11.3	6.4
Sweden	4.8	4.8	5.4	5.7	6.1	7.2	18.8	20.1	19.0	8.4
Netherlands	0.7	0.9	0.9	1.4	3.1	3.9	2.5	10.8	27.2	43.0
Lithuania	0.8	1.0	1.5	1.4	1.1	2.6	3.2	7.3	n.s.	26.0
Denmark	2.1	2.1	2.0	2.3	2.9	2.4	8.3	6.6	-16.7	2.2
Finland	1.6	1.4	1.5	1.1	1.8	2.2	6.2	6.2	25.7	6.8
Germany	3.8	3.2	3.6	3.5	2.4	1.8	14.7	5.0	-25.1	-13.7
France	0.5	0.4	0.3	0.6	0.8	1.2	2.0	3.2	43.6	17.4
United Kingdom	1.5	0.9	1.0	0.8	0.8	1.1	5.9	3.2	45.3	-5.5
Greece	0.0	0.0	0.0	0.1	0.0	1.0	0.0	2.7	n.s.	n.c.
Top 10	22.0	19.4	19.9	22.9	26.4	31.8	85.3	88.2	20.5	7.7
Others	3.8	3.4	3.2	3.8	4.3	4.3	14.7	11.8	-0.6	2.4
Americas	6.3	4.7	3.7	5.8	7.5	8.5	24.4	23.7	13.8	6.3
- North America	6.1	4.6	3.7	5.7	7.5	8.3	23.7	23.1	11.3	6.4
- Central-South America	0.2	0.0	0.0	0.1	0.0	0.2	0.7	0.6	n.s.	1.6
Asia and Pacific	1.2	1.0	0.8	1.2	1.6	1.6	4.6	4.4	1.2	5.9
Europe	18.2	17.1	18.5	19.7	21.5	25.9	70.7	71.7	20.1	7.3
- European Union (15)	16.0	14.9	15.7	16.8	18.9	21.9	62.0	60.9	16.1	6.6
- New EU Members (12)	1.7	1.6	2.1	2.1	2.1	3.3	6.5	9.3	60.1	14.6
- Enlarged EU (27)	17.7	16.5	17.8	18.9	21.0	25.3	68.5	70.1	20.5	7.4
- Norway & Switzerland	0.2	0.2	0.2	0.2	0.2	0.3	0.9	0.7	13.8	3.0
- Other Europe	0.3	0.4	0.4	0.6	0.3	0.3	1.3	0.9	-4.3	-0.8
Middle East	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	-22.2	-5.7
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	n.s.	8.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	25.8	22.9	23.1	26.7	30.7	36.1	100.0	100.0	17.6	6.9

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.8 Norway
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
Sweden	49.0	49.4	54.9	64.3	75.3	97.1	34.6	34.4	29.0	14.6
Denmark	41.5	40.4	49.3	61.1	67.7	76.2	29.3	27.0	12.5	12.9
Italy	8.1	8.6	11.7	14.2	15.4	18.0	5.7	6.4	16.7	17.3
Poland	5.0	4.1	5.1	6.5	7.8	12.3	3.5	4.4	58.6	19.8
Germany	4.9	4.6	4.9	7.3	9.5	11.5	3.4	4.1	21.2	18.8
Austria	3.0	3.1	4.8	6.5	7.9	9.8	2.1	3.5	23.4	26.5
China	2.3	3.7	4.6	5.1	6.9	8.8	1.6	3.1	28.3	30.6
Lithuania	1.4	1.9	2.9	4.6	5.9	8.4	1.0	3.0	41.9	42.8
Finland	3.7	3.7	3.1	3.9	3.6	4.1	2.6	1.5	14.5	2.2
Hungary	2.1	1.7	1.5	1.6	2.4	3.2	1.5	1.1	36.3	8.9
Top 10	121.1	121.2	142.9	175.1	202.4	249.5	85.4	88.4	23.3	15.6
Others	20.6	18.8	20.8	24.8	27.1	32.8	14.6	11.6	20.7	9.7
Americas	1.4	0.4	0.4	0.6	0.5	1.3	1.0	0.4	n.s.	-2.6
- North America	1.3	0.3	0.4	0.5	0.5	1.2	1.0	0.4	n.s.	-2.1
- Central-South America	0.1	0.0	0.1	0.1	0.0	0.0	0.1	0.0	89.0	-14.0
Asia and Pacific	5.1	5.9	6.5	7.3	10.2	13.3	3.6	4.7	30.6	21.1
Europe	135.2	133.5	156.4	191.6	218.9	267.7	95.4	94.8	22.3	14.6
- European Union (15)	118.8	118.1	137.7	167.0	189.3	227.7	83.9	80.7	20.3	13.9
- New EU Members (12)	14.9	14.2	17.0	22.7	26.9	36.4	10.5	12.9	35.5	19.6
- Enlarged EU (27)	133.7	132.2	154.7	189.7	216.2	264.1	94.4	93.6	22.2	14.6
- Norway & Switzerland	0.3	0.1	0.2	0.2	0.5	0.3	0.2	0.1	-47.2	-1.1
- Other Europe	1.1	1.2	1.5	1.7	2.2	3.3	0.8	1.2	52.8	23.9
Middle East	0.0	0.2	0.2	0.4	0.0	0.0	0.0	0.0	-25.2	1.1
Africa	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.s.	27.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	141.7	140.0	163.7	199.9	229.6	282.3	100.0	100.0	23.0	14.8

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.9 Norway
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
Germany	29.8	37.1	40.0	42.1	44.8	42.4	16.0	19.5	-5.3	7.3
United States	36.5	32.5	34.2	35.7	37.8	37.6	19.5	17.2	-0.6	0.6
France	26.9	28.8	30.8	29.2	29.4	27.9	14.4	12.8	-5.1	0.7
United Kingdom	18.4	18.5	19.9	20.5	22.4	24.4	9.9	11.2	8.8	5.8
Denmark	21.9	14.5	16.2	13.7	16.7	16.5	11.7	7.6	-0.8	-5.5
Sweden	9.6	8.1	8.4	9.5	14.0	14.7	5.2	6.8	4.9	8.9
Japan	11.9	11.9	10.1	9.7	11.0	9.5	6.4	4.4	-13.6	-4.4
Netherlands	6.3	6.1	6.5	6.4	7.6	7.1	3.4	3.3	-6.1	2.4
Switzerland	5.8	6.1	6.7	6.5	7.1	6.8	3.1	3.1	-4.2	3.1
Belgium	4.9	5.5	6.5	6.1	6.7	6.5	2.6	3.0	-2.6	5.7
Top 10	172.1	168.9	179.5	179.2	197.3	193.3	92.2	88.7	-2.0	2.4
Others	14.6	16.0	16.0	18.2	22.4	24.6	7.8	11.3	9.9	10.9
Americas	37.3	33.1	34.5	36.0	38.5	38.9	20.0	17.8	0.9	0.8
- North America	37.1	33.0	34.4	35.8	38.2	38.7	19.9	17.8	1.4	0.8
- Central-South America	0.2	0.1	0.1	0.2	0.3	0.2	0.1	0.1	n.s.	0.0
Asia and Pacific	14.4	15.4	13.7	14.2	17.0	17.8	7.7	8.1	4.7	4.3
Europe	134.9	136.4	147.2	147.1	164.0	161.0	72.2	73.9	-1.9	3.6
- European Union (15)	128.5	129.4	139.4	139.4	154.6	152.1	68.8	69.8	-1.6	3.4
- New EU Members (12)	0.4	0.7	0.5	0.6	1.0	0.9	0.2	0.4	-5.5	17.7
- Enlarged EU (27)	128.9	130.1	139.9	140.0	155.6	153.0	69.0	70.2	-1.7	3.5
- Norway & Switzerland	5.8	6.1	6.7	6.5	7.1	6.8	3.1	3.1	-4.2	3.1
- Other Europe	0.2	0.2	0.5	0.6	1.3	1.2	0.1	0.5	-10.9	45.1
Middle East	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	8.6	-1.3
Africa	0.0	0.1	0.0	0.0	0.1	0.2	0.0	0.1	n.s.	46.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	186.7	185.0	195.4	197.4	219.7	217.9	100.0	100.0	-0.8	3.1

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.10 Norway
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
China	5.4	9.4	15.1	18.0	31.4	37.5	3.5	17.7	19.8	47.3
Sweden	35.0	30.5	26.7	26.7	30.3	35.5	22.4	16.7	17.1	0.3
Denmark	29.4	29.3	28.5	30.5	28.0	30.3	18.8	14.3	8.4	0.6
Poland	22.7	24.5	29.4	31.0	30.5	29.5	14.5	13.9	-3.2	5.3
Italy	21.0	16.8	11.8	14.3	13.0	16.4	13.5	7.7	26.2	-4.8
Lithuania	3.9	7.7	10.4	10.8	11.8	15.3	2.5	7.2	29.6	31.2
Estonia	4.6	5.9	5.5	7.9	9.1	8.0	3.0	3.8	-12.4	11.6
Malaysia	5.3	7.7	8.4	9.7	10.1	7.9	3.4	3.7	-21.5	8.6
Indonesia	0.7	1.8	4.6	4.9	5.7	6.2	0.4	2.9	7.9	56.0
Romania	1.3	4.5	8.5	5.4	5.2	5.0	0.8	2.4	-4.4	31.1
Top 10	129.3	138.1	149.0	159.2	175.1	191.7	82.7	90.4	9.5	8.2
Others	27.0	22.5	20.2	19.9	18.0	20.3	17.3	9.6	13.0	-5.6
Americas	5.8	3.8	2.0	1.4	0.7	0.7	3.7	0.3	-1.9	-35.0
- North America	5.8	3.5	1.8	1.2	0.6	0.6	3.7	0.3	5.1	-36.3
- Central-South America	0.0	0.3	0.2	0.2	0.1	0.1	0.0	0.0	-38.6	28.6
Asia and Pacific	14.4	23.0	31.8	36.9	51.8	57.5	9.2	27.1	11.0	31.9
Europe	136.1	133.8	135.4	140.8	140.5	153.7	87.1	72.5	9.4	2.5
- European Union (15)	98.1	86.3	77.1	81.1	80.3	93.1	62.7	43.9	16.0	-1.0
- New EU Members (12)	35.8	45.2	55.6	57.8	58.6	58.9	22.9	27.8	0.4	10.5
- Enlarged EU (27)	133.8	131.5	132.7	139.0	138.9	152.0	85.6	71.7	9.4	2.6
- Norway & Switzerland	0.0	0.1	0.0	0.0	0.0	0.1	0.0	0.0	50.7	9.9
- Other Europe	2.2	2.2	2.6	1.8	1.5	1.6	1.4	0.7	5.0	-6.8
Middle East	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	58.7	-9.1
Africa	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	55.5	63.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	156.4	160.6	169.2	179.2	193.0	212.0	100.0	100.0	9.8	6.3

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.11 Norway
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
Sweden	3.3	3.6	2.3	2.4	2.4	2.9	42.7	43.0	22.3	-2.4
Denmark	0.7	0.5	0.7	1.0	0.9	0.9	8.7	13.3	3.9	6.3
Germany	0.6	0.5	0.6	0.3	0.4	0.6	7.1	8.8	67.4	1.7
Greece	0.0	0.0	0.0	0.3	0.0	0.6	0.2	8.0	n.s.	95.5
Netherlands	0.2	0.1	0.3	0.3	0.4	0.5	2.8	7.1	21.8	17.6
France	0.1	0.2	0.1	0.3	0.0	0.3	1.4	3.9	n.s.	19.2
Finland	0.7	0.6	0.3	0.0	0.4	0.3	8.7	3.8	-29.5	-17.7
Spain	0.2	0.1	0.2	0.1	0.3	0.1	2.1	1.7	n.s.	-6.0
United Kingdom	0.8	0.3	0.1	0.1	0.4	0.1	10.8	1.3	n.s.	-36.3
Iceland	0.1	0.1	0.1	0.1	0.1	0.1	1.0	1.3	-26.2	2.0
Top 10	6.7	5.9	4.7	5.0	5.2	6.3	85.6	92.2	21.5	-1.1
Others	1.1	0.6	1.8	1.1	1.2	0.5	14.4	7.8	n.s.	-13.8
Americas	0.2	0.3	0.2	0.2	0.2	0.1	3.0	1.0	n.s.	-21.9
- North America	0.2	0.3	0.2	0.1	0.2	0.1	3.0	1.0	n.s.	-21.9
- Central-South America	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	n.s.	-18.6
Asia and Pacific	0.4	0.1	0.7	0.5	0.2	0.2	4.5	2.3	-12.2	-14.9
Europe	7.2	6.2	5.6	5.2	6.0	6.6	92.1	96.3	9.4	-1.6
- European Union (15)	6.9	5.9	4.7	4.9	5.7	6.3	88.9	92.3	11.4	-1.8
- New EU Members (12)	0.1	0.0	0.8	0.1	0.1	0.1	1.1	1.6	-18.8	4.6
- Enlarged EU (27)	7.0	6.0	5.5	5.0	5.8	6.4	90.1	93.9	10.7	-1.7
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.1	0.5	1.0	68.5	12.6
- Other Europe	0.1	0.2	0.1	0.1	0.2	0.1	1.5	1.4	-47.1	-4.4
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.2	n.s.	-10.3
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	n.s.	n.c.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	7.8	6.6	6.5	6.0	6.4	6.9	100.0	100.0	6.9	-2.5

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.12 Norway
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	5.4	7.8	10.4	15.3	20.4	24.2	10.4	29.1	18.3	34.8
Sweden	9.0	9.7	10.7	11.2	10.0	12.0	17.1	14.5	21.0	6.1
Denmark	8.1	6.8	8.6	12.4	9.8	8.7	15.4	10.5	-11.3	1.6
Italy	4.0	2.8	3.5	3.8	5.0	4.9	7.7	5.9	-1.2	4.2
Vietnam	2.0	2.4	2.1	3.3	4.0	4.6	3.8	5.6	14.4	18.1
Malaysia	0.5	1.7	2.2	2.7	3.3	3.4	0.9	4.0	2.8	49.3
Indonesia	3.1	3.9	3.6	2.5	3.0	3.0	5.9	3.6	0.5	-0.6
Netherlands	2.2	3.5	3.1	1.9	1.9	2.9	4.2	3.5	49.5	5.4
Germany	0.6	0.6	0.8	1.5	1.5	1.9	1.2	2.3	26.2	25.1
Romania	1.4	1.1	1.1	1.1	1.7	1.9	2.6	2.2	6.7	6.0
Top 10	36.2	40.4	46.2	55.7	60.7	67.5	69.0	81.2	11.2	13.3
Others	16.2	16.8	18.9	16.6	16.2	15.6	31.0	18.8	-3.7	-0.8
Americas	0.5	0.3	0.4	0.4	0.3	0.2	1.0	0.3	-18.6	-16.4
- North America	0.3	0.1	0.1	0.2	0.1	0.2	0.5	0.2	23.8	-10.4
- Central-South America	0.2	0.2	0.2	0.2	0.1	0.1	0.5	0.1	n.s.	-25.8
Asia and Pacific	13.0	18.4	21.4	27.2	33.0	38.2	24.8	45.9	15.8	24.1
Europe	38.9	38.5	43.3	44.7	43.6	44.7	74.2	53.8	2.5	2.8
- European Union (15)	28.7	28.6	32.6	35.3	33.0	35.1	54.7	42.2	6.4	4.1
- New EU Members (12)	9.5	8.7	9.2	8.1	9.4	8.8	18.2	10.6	-6.7	-1.6
- Enlarged EU (27)	38.2	37.3	41.7	43.4	42.4	43.9	72.9	52.8	3.5	2.8
- Norway & Switzerland	0.0	0.1	0.3	0.2	0.1	0.0	0.0	0.0	n.s.	13.6
- Other Europe	0.7	1.1	1.3	1.1	1.1	0.8	1.3	1.0	-26.0	3.1
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-5.4
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-8.4	67.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	52.4	57.2	65.1	72.3	76.9	83.1	100.0	100.0	8.1	9.6

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.13 Norway
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
United Kingdom	0.0	0.3	0.4	2.8	4.0	2.2	0.6	38.2	-45.7	n.s.
Denmark	0.3	0.1	0.0	0.1	0.1	1.2	9.7	20.8	n.s.	31.1
Sweden	1.6	1.4	1.0	0.6	0.6	1.1	49.9	18.4	69.9	-7.9
Finland	0.8	0.4	0.5	0.4	0.4	0.7	25.5	12.1	55.0	-3.1
Netherlands	0.0	0.1	2.1	4.2	3.1	0.2	0.5	3.4	n.s.	62.1
Top 5	2.7	2.4	4.0	8.1	8.3	5.3	86.1	93.0	-36.2	14.2
Others	0.4	0.3	0.3	0.7	0.7	0.4	13.9	7.0	-43.5	-1.9
Americas	0.1	0.0	0.0	0.1	0.1	0.0	1.7	0.2	n.s.	-26.9
- North America	0.0	0.0	0.0	0.1	0.1	0.0	1.4	0.2	n.s.	-25.0
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.0	n.s.	-37.6
Asia and Pacific	0.0	0.0	0.0	0.0	0.0	0.1	1.3	1.5	n.s.	14.4
Europe	3.1	2.7	4.2	8.6	8.9	5.6	96.8	98.0	-37.4	12.7
- European Union (15)	3.0	2.5	4.1	8.4	8.9	5.5	94.8	96.6	-38.0	12.9
- New EU Members (12)	0.0	0.2	0.1	0.2	0.0	0.1	0.2	1.2	n.s.	67.5
- Enlarged EU (27)	3.0	2.7	4.2	8.6	8.9	5.6	95.0	97.8	-37.4	13.1
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.6	0.0	n.s.	n.s.
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	1.3	0.2	10.3	-24.5
Middle East	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.2	n.s.	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.s.	41.2
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	3.2	2.8	4.2	8.7	9.0	5.7	100.0	100.0	-36.8	12.4

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.14 Norway
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
Sweden	11.3	9.4	5.0	4.4	6.8	10.8	43.5	30.0	58.9	-0.9
Denmark	6.8	9.4	9.6	8.1	7.8	8.4	26.0	23.4	8.2	4.5
Poland	1.1	1.2	1.6	2.6	3.5	4.1	4.1	11.5	16.9	31.4
Lithuania	0.8	1.4	2.4	4.1	3.8	3.0	3.2	8.5	-19.6	29.3
China	0.2	0.3	0.7	0.8	0.8	1.4	0.8	4.0	68.3	46.5
Estonia	1.0	1.0	0.8	0.8	0.5	1.2	3.8	3.4	n.s.	4.6
Romania	0.1	0.1	0.3	0.3	0.5	0.7	0.4	2.1	55.9	50.0
Czech Republic	0.0	0.0	0.1	0.5	0.5	0.7	0.0	2.1	49.5	n.c.
Italy	0.4	0.6	0.7	1.2	0.9	0.7	1.6	2.0	-22.9	10.9
Germany	0.7	0.4	0.3	0.6	0.4	0.7	2.6	1.9	89.5	0.2
Top 10	22.4	23.7	21.4	23.4	25.5	32.0	86.0	88.8	25.4	7.4
Others	3.6	2.7	3.0	3.2	3.9	4.0	14.0	11.2	2.7	2.1
Americas	0.0	0.0	0.0	0.1	0.1	0.3	0.0	0.9	n.s.	n.s.
- North America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	10.1
- Central-South America	0.0	0.0	0.0	0.0	0.1	0.3	0.0	0.9	n.s.	n.s.
Asia and Pacific	1.5	1.0	1.6	1.5	1.7	2.1	5.6	5.8	24.7	7.4
Europe	24.5	25.4	22.9	25.1	27.6	33.6	94.3	93.2	21.6	6.5
- European Union (15)	20.7	20.7	16.5	15.2	16.9	22.0	79.6	61.2	30.3	1.2
- New EU Members (12)	3.5	4.4	5.9	9.2	9.8	10.6	13.4	29.5	8.1	24.9
- Enlarged EU (27)	24.2	25.1	22.4	24.4	26.7	32.7	93.1	90.7	22.2	6.2
- Norway & Switzerland	0.0	0.0	0.2	0.4	0.5	0.6	0.0	1.5	8.9	n.c.
- Other Europe	0.3	0.3	0.3	0.3	0.3	0.3	1.2	0.9	-2.3	0.9
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-19.4	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1	-3.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	26.0	26.4	24.5	26.6	29.4	36.0	100.0	100.0	22.4	6.7

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.15 Norway
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
Denmark	27.3	27.2	29.2	34.9	35.9	40.3	38.4	43.4	12.4	8.1
Sweden	31.5	26.7	23.2	21.0	18.0	22.3	44.4	24.0	24.0	-6.7
Italy	2.6	4.1	4.3	5.8	6.8	8.0	3.7	8.6	17.2	24.7
Lithuania	0.4	2.0	3.7	6.9	6.2	6.4	0.6	6.9	3.5	72.5
Germany	0.9	1.9	2.2	2.5	3.5	3.7	1.3	4.0	5.8	32.7
Poland	0.5	0.8	1.4	2.3	2.7	3.0	0.7	3.3	11.8	43.3
France	1.8	1.7	1.6	1.8	2.6	2.8	2.5	3.0	7.0	9.6
China	0.1	0.2	0.4	0.6	1.5	1.3	0.1	1.4	-9.9	72.1
Malaysia	1.0	0.9	1.4	1.4	1.1	1.0	1.4	1.1	-11.9	-0.1
Estonia	1.3	0.8	0.8	1.1	0.8	0.8	1.8	0.8	-4.2	-9.5
Top 10	67.4	66.4	68.3	78.3	79.1	89.7	94.9	96.6	13.3	5.9
Others	3.6	3.3	3.7	3.4	5.7	3.2	5.1	3.4	-44.0	-2.4
Americas	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.0	n.s.	26.0
- North America	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	n.c.
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Asia and Pacific	1.3	1.4	2.7	2.6	3.2	3.1	1.8	3.4	-2.3	19.3
Europe	69.7	68.3	69.3	79.1	81.4	89.7	98.2	96.6	10.2	5.2
- European Union (15)	66.6	63.7	62.2	67.4	69.8	78.2	93.9	84.2	12.1	3.3
- New EU Members (12)	2.7	4.2	6.4	10.9	11.0	11.0	3.8	11.8	0.0	32.3
- Enlarged EU (27)	69.3	67.9	68.5	78.3	80.7	89.1	97.7	96.0	10.4	5.2
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
- Other Europe	0.3	0.4	0.8	0.7	0.7	0.5	0.5	0.6	-22.9	9.6
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-43.8	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	54.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	71.0	69.7	72.0	81.7	84.8	92.8	100.0	100.0	9.5	5.5

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.16 Norway
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
Denmark	7.9	6.1	9.1	10.5	13.7	14.8	18.3	28.6	8.5	13.6
Germany	11.1	8.7	11.1	6.2	9.3	11.3	25.8	21.8	21.7	0.4
Sweden	9.8	6.8	7.4	7.2	8.6	9.0	22.8	17.4	5.7	-1.6
Netherlands	6.7	4.4	4.2	2.9	5.7	6.7	15.7	12.9	17.9	-0.1
United Kingdom	2.6	2.4	2.1	1.2	2.3	2.1	6.0	4.1	-7.0	-3.6
Switzerland	0.2	0.1	0.9	1.3	1.6	1.7	0.5	3.3	5.8	53.1
France	0.5	0.6	0.8	0.6	0.8	0.9	1.2	1.8	9.3	11.6
Finland	0.2	0.2	0.4	0.5	0.7	0.8	0.4	1.6	22.6	34.9
Spain	0.2	0.2	0.4	0.4	0.8	0.7	0.4	1.4	-8.6	31.3
Austria	0.1	0.0	0.6	0.3	0.7	0.7	0.3	1.4	4.1	42.1
Top 10	39.2	29.5	37.0	31.3	44.1	48.8	91.3	94.3	10.9	4.5
Others	3.7	3.0	3.1	2.3	3.6	3.0	8.7	5.7	-16.6	-4.5
Americas	2.1	1.4	1.3	0.7	0.7	0.7	4.8	1.3	1.4	-20.3
- North America	1.7	1.4	1.3	0.7	0.5	0.6	4.0	1.2	15.7	-18.3
- Central-South America	0.3	0.1	0.1	0.0	0.1	0.0	0.8	0.1	n.s.	-37.7
Asia and Pacific	0.3	0.4	0.2	0.1	0.4	0.7	0.6	1.4	93.7	24.3
Europe	40.3	30.4	38.5	32.7	46.2	50.3	93.9	97.1	8.8	4.5
- European Union (15)	39.7	30.0	37.1	30.6	43.5	47.7	92.3	92.0	9.6	3.8
- New EU Members (12)	0.2	0.2	0.3	0.5	0.4	0.5	0.4	1.0	20.9	27.4
- Enlarged EU (27)	39.8	30.2	37.4	31.1	44.0	48.2	92.7	93.1	9.7	3.9
- Norway & Switzerland	0.2	0.1	0.9	1.3	1.6	1.7	0.5	3.3	5.8	53.1
- Other Europe	0.3	0.2	0.2	0.3	0.6	0.4	0.7	0.7	-43.2	2.6
Middle East	0.1	0.3	0.1	0.0	0.1	0.1	0.2	0.1	n.s.	-11.0
Africa	0.2	0.1	0.1	0.0	0.3	0.1	0.5	0.1	n.s.	-21.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	43.0	32.5	40.1	33.6	47.6	51.8	100.0	100.0	8.8	3.8

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.17 Norway
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
Sweden	45.4	41.1	41.8	47.2	59.0	77.8	53.1	56.2	31.8	11.4
Denmark	25.0	18.4	18.0	21.7	21.3	26.1	29.2	18.9	22.2	0.9
Poland	2.1	1.5	1.2	2.2	4.2	6.3	2.4	4.5	48.3	24.7
China	0.9	1.2	1.8	2.2	5.1	5.7	1.0	4.1	12.7	46.1
Germany	2.2	1.9	1.5	2.4	3.0	3.6	2.6	2.6	19.9	10.6
Italy	3.3	2.9	3.6	3.9	4.2	3.4	3.8	2.5	-18.5	1.0
Lithuania	0.1	0.2	0.9	2.8	3.1	3.3	0.1	2.4	7.2	95.4
Finland	1.7	1.4	1.7	2.4	2.3	2.6	1.9	1.9	12.4	9.6
Slovakia	0.3	0.2	0.1	0.4	2.1	2.4	0.4	1.8	14.7	50.3
United Kingdom	0.9	1.4	1.1	1.2	1.1	1.2	1.0	0.8	6.8	5.8
Top 10	81.8	70.2	71.7	86.3	105.6	132.5	95.6	95.8	25.5	10.1
Others	3.8	2.8	2.6	3.5	3.5	5.8	4.4	4.2	66.2	9.0
Americas	0.6	0.2	0.3	0.3	0.3	0.2	0.7	0.2	-33.1	-18.4
- North America	0.6	0.2	0.3	0.3	0.3	0.2	0.7	0.1	-40.5	-20.4
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	74.9
Asia and Pacific	1.8	1.8	2.1	3.1	6.0	7.2	2.1	5.2	20.1	31.5
Europe	83.1	71.1	71.9	86.3	102.7	130.9	97.1	94.6	27.4	9.5
- European Union (15)	79.6	68.4	68.8	80.2	92.2	117.7	93.0	85.1	27.6	8.1
- New EU Members (12)	3.4	2.5	3.0	6.0	10.2	12.9	4.0	9.3	26.8	30.5
- Enlarged EU (27)	83.0	71.0	71.7	86.1	102.4	130.6	97.0	94.4	27.5	9.5
- Norway & Switzerland	0.0	0.1	0.1	0.1	0.1	0.1	0.0	0.0	-34.9	9.8
- Other Europe	0.1	0.0	0.1	0.1	0.3	0.3	0.1	0.2	-2.1	32.7
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-12.0
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.s.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	85.5	73.0	74.3	89.8	109.0	138.3	100.0	100.0	26.8	10.1

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.18 Norway
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
Sweden	14.1	11.6	15.5	13.9	18.2	20.2	34.9	38.6	10.7	7.5
Denmark	2.9	4.8	4.0	4.6	5.4	7.8	7.2	14.8	43.0	21.7
United Kingdom	4.7	3.3	3.3	2.4	2.8	4.2	11.6	8.1	48.6	-1.9
Germany	2.2	1.6	2.3	2.5	2.3	2.6	5.4	5.0	14.7	4.0
United States	0.7	1.1	2.3	2.2	1.8	2.2	1.8	4.2	19.6	24.4
Poland	0.8	0.6	1.2	0.8	1.4	1.8	2.1	3.4	25.8	15.9
Netherlands	2.0	1.6	1.8	2.0	2.7	1.6	5.1	3.1	-40.1	-4.6
Ireland	0.5	0.4	0.8	1.0	0.7	1.3	1.2	2.4	69.7	21.9
Iceland	0.8	0.5	0.6	0.8	0.9	1.2	1.9	2.4	43.5	10.1
Finland	4.6	1.9	1.7	1.4	1.3	1.1	11.5	2.2	-11.1	-24.6
Top 10	33.3	27.5	33.4	31.7	37.6	44.0	82.6	84.1	17.0	5.7
Others	7.0	5.4	4.7	6.2	7.0	8.3	17.4	15.9	18.0	3.3
Americas	2.1	1.2	2.3	2.3	2.5	2.5	5.2	4.8	0.3	3.6
- North America	0.7	1.1	2.3	2.2	1.8	2.2	1.8	4.2	20.5	24.1
- Central-South America	1.4	0.1	0.0	0.1	0.7	0.3	3.3	0.6	n.s.	-25.2
Asia and Pacific	1.7	1.0	0.6	1.2	1.2	2.3	4.1	4.4	85.9	6.7
Europe	35.4	29.0	33.7	32.6	39.7	45.7	87.9	87.3	15.1	5.2
- European Union (15)	32.9	27.4	31.4	29.6	36.3	41.6	81.7	79.5	14.5	4.8
- New EU Members (12)	1.2	0.8	1.5	1.7	1.6	2.4	3.0	4.6	50.9	14.9
- Enlarged EU (27)	34.1	28.2	32.9	31.3	37.9	44.0	84.7	84.1	16.1	5.2
- Norway & Switzerland	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.3	-18.4	16.5
- Other Europe	1.2	0.7	0.7	1.1	1.6	1.5	3.0	2.9	-3.9	4.3
Middle East	0.9	1.5	1.2	1.6	1.1	1.7	2.3	3.2	49.3	13.0
Africa	0.2	0.1	0.3	0.1	0.1	0.1	0.5	0.2	47.9	-10.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	40.3	32.8	38.1	37.9	44.6	52.3	100.0	100.0	17.2	5.3

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.19 Norway
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
Sweden	75.0	75.7	83.0	102.5	106.0	111.5	28.6	28.6	5.2	8.2
Denmark	79.7	71.3	68.7	71.3	69.0	74.6	30.4	19.1	8.0	-1.3
China	8.8	11.2	15.9	22.2	34.3	41.3	3.3	10.6	20.5	36.4
Poland	10.3	11.3	15.0	18.8	22.4	25.7	3.9	6.6	14.9	20.0
Italy	16.6	14.9	15.4	17.0	21.1	24.7	6.3	6.3	17.1	8.2
Germany	7.9	9.7	12.9	15.0	16.4	21.6	3.0	5.5	31.6	22.2
Lithuania	3.7	3.8	4.4	5.7	9.6	13.6	1.4	3.5	41.1	29.6
Finland	6.0	4.5	5.4	6.5	6.5	7.8	2.3	2.0	19.1	5.3
United Kingdom	5.7	4.5	4.4	4.9	5.3	6.8	2.2	1.7	28.7	3.6
Netherlands	6.5	6.6	4.7	5.3	5.7	6.1	2.5	1.6	6.2	-1.4
Top 10	220.3	213.5	229.8	269.3	296.3	333.6	83.9	85.5	12.6	8.7
Others	42.4	40.8	43.8	45.4	51.4	56.7	16.1	14.5	10.4	6.0
Americas	0.9	1.1	1.1	0.8	1.4	1.9	0.3	0.5	40.6	17.3
- North America	0.7	1.0	1.0	0.7	1.1	1.5	0.3	0.4	28.3	15.0
- Central-South America	0.1	0.1	0.0	0.1	0.2	0.4	0.0	0.1	n.s.	28.0
Asia and Pacific	23.2	25.5	33.3	37.9	52.0	62.6	8.8	16.0	20.4	21.9
Europe	237.5	224.8	237.9	274.9	293.6	325.4	90.4	83.4	10.8	6.5
- European Union (15)	208.5	195.8	204.8	233.1	240.1	265.1	79.4	67.9	10.4	4.9
- New EU Members (12)	26.0	26.0	29.9	37.7	48.6	54.9	9.9	14.1	12.9	16.2
- Enlarged EU (27)	234.4	221.9	234.7	270.7	288.8	320.0	89.2	82.0	10.8	6.4
- Norway & Switzerland	0.8	0.8	0.8	1.1	1.8	2.2	0.3	0.6	26.3	22.8
- Other Europe	2.3	2.2	2.4	3.1	3.1	3.2	0.9	0.8	4.6	6.5
Middle East	1.0	2.7	1.3	1.0	0.7	0.3	0.4	0.1	n.s.	-21.4
Africa	0.0	0.2	0.0	0.0	0.1	0.1	0.0	0.0	0.5	35.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	262.7	254.3	273.5	314.7	347.7	390.3	100.0	100.0	12.3	8.2

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.20 Norway
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
Sweden	3.4	3.1	3.5	3.9	4.6	5.6	34.1	46.9	22.2	10.8
Finland	1.3	1.3	1.3	1.1	1.3	1.3	13.2	10.9	-1.0	0.0
Denmark	1.3	1.4	1.0	1.1	0.8	1.2	13.6	9.7	41.0	-3.0
Netherlands	0.1	0.5	0.5	0.7	0.9	0.9	1.0	7.7	5.4	55.8
United States	0.6	0.4	0.0	0.4	0.4	0.5	6.5	3.8	9.0	-6.6
United Kingdom	0.8	0.4	0.3	0.4	0.3	0.4	8.2	3.6	28.1	-11.7
Japan	0.2	0.5	0.2	0.1	0.1	0.3	2.3	2.9	n.s.	9.0
Lithuania	0.2	0.2	0.3	0.0	0.1	0.3	2.5	2.4	n.s.	3.8
Estonia	0.1	0.1	0.1	0.2	0.2	0.2	0.9	2.1	1.5	22.2
Spain	0.1	0.3	0.0	0.1	0.1	0.2	0.9	1.9	n.s.	21.4
Top 10	8.2	8.1	7.3	7.9	8.9	11.0	83.1	91.9	24.5	6.0
Others	1.7	1.7	1.2	1.2	1.5	1.0	16.9	8.1	-36.3	-10.2
Americas	0.8	0.4	0.0	0.4	0.4	0.6	8.1	4.8	32.3	-6.3
- North America	0.6	0.4	0.0	0.4	0.4	0.5	6.6	3.8	8.3	-6.7
- Central-South America	0.1	0.0	0.0	0.1	0.0	0.1	1.5	1.0	n.s.	-4.5
Asia and Pacific	0.3	0.8	0.2	0.2	0.1	0.4	2.7	3.5	n.s.	9.7
Europe	8.8	8.5	8.2	8.5	9.8	10.9	88.9	91.1	11.6	4.4
- European Union (15)	7.7	7.4	7.2	7.6	8.6	10.0	77.9	83.6	16.4	5.4
- New EU Members (12)	0.7	0.7	0.8	0.5	1.0	0.8	7.1	6.4	-20.6	1.6
- Enlarged EU (27)	8.4	8.1	7.9	8.1	9.6	10.8	85.0	90.0	12.7	5.1
- Norway & Switzerland	0.1	0.1	0.1	0.1	0.1	0.0	1.1	0.4	-13.1	-15.2
- Other Europe	0.3	0.3	0.2	0.4	0.2	0.1	2.9	0.7	-49.6	-22.1
Middle East	0.0	0.0	0.1	0.0	0.0	0.0	0.3	0.2	-23.3	0.2
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.4	n.s.	56.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	9.9	9.8	8.5	9.2	10.4	12.0	100.0	100.0	15.5	3.9

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.21 Norway
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
Sweden	43.1	43.9	50.0	58.5	68.8	89.7	35.2	35.6	30.3	15.8
Denmark	40.2	39.3	48.6	58.7	65.2	73.8	32.8	29.3	13.1	12.9
Italy	7.2	8.0	10.8	13.5	14.5	17.2	5.9	6.8	18.6	19.0
Poland	2.5	2.4	3.8	4.7	6.1	10.2	2.1	4.1	66.0	32.3
Austria	2.8	3.0	4.6	6.3	7.9	9.4	2.3	3.7	19.4	27.7
Germany	3.7	3.0	3.3	5.1	6.5	8.6	3.0	3.4	32.3	18.8
Lithuania	0.6	1.2	2.4	4.3	5.0	7.4	0.5	3.0	50.0	64.4
China	1.7	2.8	3.1	3.4	4.4	6.3	1.4	2.5	42.5	29.6
Finland	3.4	3.5	2.9	3.7	3.5	3.9	2.8	1.6	13.6	2.9
Slovenia	0.8	0.8	1.2	1.9	1.9	2.6	0.6	1.0	40.1	26.9
Top 10	106.0	108.0	130.6	160.1	183.9	229.2	86.5	91.1	24.7	16.7
Others	16.5	13.7	15.2	18.3	19.1	22.5	13.5	8.9	18.1	6.4
Americas	0.8	0.2	0.3	0.3	0.2	0.3	0.7	0.1	22.3	-19.1
- North America	0.8	0.2	0.3	0.3	0.2	0.3	0.7	0.1	22.3	-19.2
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	23.2	n.c.
Asia and Pacific	3.4	3.9	4.4	5.0	6.4	9.5	2.8	3.8	49.6	22.9
Europe	118.3	117.4	141.0	172.6	196.3	241.9	96.5	96.1	23.2	15.4
- European Union (15)	107.6	107.3	127.1	153.9	173.4	210.3	87.8	83.5	21.3	14.4
- New EU Members (12)	10.0	9.7	13.2	18.1	21.6	30.0	8.1	11.9	39.0	24.6
- Enlarged EU (27)	117.5	117.0	140.3	171.9	194.9	240.3	95.9	95.5	23.3	15.4
- Norway & Switzerland	0.2	0.1	0.2	0.1	0.5	0.3	0.2	0.1	-48.7	4.8
- Other Europe	0.5	0.3	0.4	0.5	0.9	1.3	0.4	0.5	54.8	20.4
Middle East	0.0	0.2	0.2	0.4	0.0	0.0	0.0	0.0	n.s.	-18.6
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	14.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	122.5	121.7	145.9	178.4	202.9	251.7	100.0	100.0	24.0	15.5

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.22 Norway
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
United States	5.5	4.2	3.7	5.3	7.1	7.9	34.3	32.7	11.4	7.6
Netherlands	0.6	0.5	0.4	0.7	2.2	3.0	3.5	12.4	35.9	40.1
Lithuania	0.6	0.7	1.2	1.4	1.0	2.3	3.7	9.7	n.s.	31.9
Germany	3.4	3.1	3.4	3.4	2.0	1.6	21.6	6.8	-19.0	-13.8
Sweden	1.5	1.8	1.9	1.9	1.5	1.6	9.3	6.7	9.0	1.8
Denmark	0.8	0.8	1.0	1.2	2.0	1.2	5.0	5.1	-40.1	9.1
France	0.4	0.3	0.3	0.6	0.8	1.1	2.6	4.6	40.1	22.1
Greece	0.0	0.0	0.0	0.1	0.0	1.0	0.0	4.1	n.s.	n.c.
Finland	0.3	0.1	0.2	0.1	0.4	0.9	1.8	3.8	n.s.	25.6
United Kingdom	0.7	0.5	0.6	0.4	0.4	0.7	4.5	3.0	58.3	0.0
Top 10	13.7	12.0	12.8	15.2	17.5	21.4	86.2	88.8	22.1	9.3
Others	2.2	1.1	1.8	2.3	2.8	2.7	13.8	11.2	-3.2	4.3
Americas	5.5	4.2	3.7	5.3	7.1	8.0	34.6	33.1	12.6	7.7
- North America	5.5	4.2	3.7	5.3	7.1	7.9	34.4	32.7	11.4	7.6
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.3	n.s.	16.8
Asia and Pacific	0.9	0.2	0.6	1.0	1.4	1.2	5.8	4.8	-19.8	4.7
Europe	9.4	8.6	10.3	11.2	11.8	14.9	59.3	62.1	27.1	9.7
- European Union (15)	8.3	7.5	8.5	9.2	10.3	11.9	52.1	49.5	15.9	7.6
- New EU Members (12)	1.0	0.9	1.3	1.6	1.1	2.6	6.2	10.7	n.s.	21.3
- Enlarged EU (27)	9.3	8.4	9.9	10.8	11.4	14.5	58.3	60.2	27.0	9.4
- Norway & Switzerland	0.1	0.1	0.2	0.2	0.2	0.2	0.8	0.9	21.8	12.1
- Other Europe	0.0	0.1	0.2	0.2	0.2	0.2	0.3	1.0	39.1	39.0
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	n.c.	-47.8
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	n.s.	-44.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	15.9	13.1	14.6	17.6	20.3	24.1	100.0	100.0	18.6	8.7

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable

Table 6.23 Norway
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
Sweden	5.9	5.6	5.0	5.7	6.5	7.5	30.7	24.5	14.9	4.9
Germany	1.2	1.5	1.7	2.3	3.0	2.9	6.3	9.4	-3.2	18.7
China	0.6	0.9	1.6	1.6	2.4	2.5	3.1	8.1	2.3	33.4
Denmark	1.3	1.1	0.7	2.5	2.5	2.4	6.9	7.9	-3.2	12.7
Poland	2.5	1.7	1.3	1.8	1.6	2.1	12.9	7.0	30.7	-3.0
Turkey	0.5	0.5	0.5	0.7	0.8	1.4	2.5	4.7	79.9	24.3
Lithuania	0.8	0.7	0.5	0.4	1.0	1.0	4.2	3.3	1.2	4.4
United States	0.5	0.1	0.1	0.2	0.3	0.9	2.4	3.0	n.s.	15.3
Spain	0.2	0.4	0.5	0.6	0.8	0.8	0.9	2.8	0.0	36.3
Romania	0.2	0.4	0.6	0.6	0.7	0.8	1.1	2.8	22.9	31.0
Top 10	13.6	13.1	12.4	16.4	19.6	22.4	71.1	73.3	14.4	10.4
Others	5.5	5.2	5.5	5.2	7.1	8.1	28.9	26.7	15.2	8.0
Americas	0.6	0.2	0.2	0.3	0.3	1.0	3.1	3.2	n.s.	9.9
- North America	0.5	0.2	0.1	0.2	0.3	0.9	2.7	3.0	n.s.	12.2
- Central-South America	0.1	0.0	0.1	0.0	0.0	0.0	0.4	0.1	95.2	-15.0
Asia and Pacific	1.7	2.0	2.2	2.2	3.8	3.8	8.9	12.3	-1.2	17.2
Europe	16.9	16.1	15.5	19.0	22.5	25.8	88.0	84.4	14.4	8.8
- European Union (15)	11.3	10.8	10.6	13.2	15.9	17.4	58.8	56.9	9.0	9.0
- New EU Members (12)	4.9	4.5	3.8	4.6	5.3	6.5	25.7	21.1	21.3	5.6
- Enlarged EU (27)	16.2	15.3	14.4	17.8	21.3	23.8	84.5	78.1	12.1	8.0
- Norway & Switzerland	0.1	0.0	0.0	0.0	0.0	0.0	0.4	0.0	n.s.	-36.5
- Other Europe	0.6	0.9	1.1	1.2	1.3	1.9	3.1	6.4	51.5	26.7
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	86.5	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.s.	n.s.
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	19.2	18.3	17.8	21.5	26.6	30.5	100.0	100.0	14.6	9.7

Source: CSIL processing of official data

n.a.: not available; n.s.: not significant; n.c.: not calculable