



CENTRE FOR INDUSTRIAL STUDIES

THE FURNITURE INDUSTRY IN SWITZERLAND

SCENARIO

Multiclient Research

COUNTRY REPORTS

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The furniture industry in Switzerland

COUNTRY REPORTS

Report prepared by C. Pisa
Coordinated by A. Tracogna

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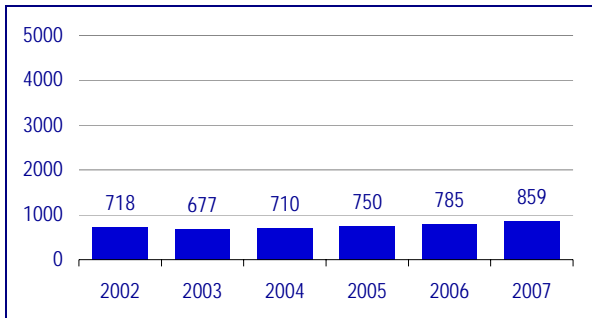


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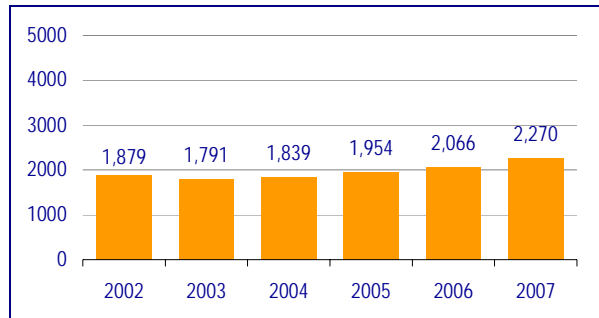


1. Switzerland. Furniture industry summary

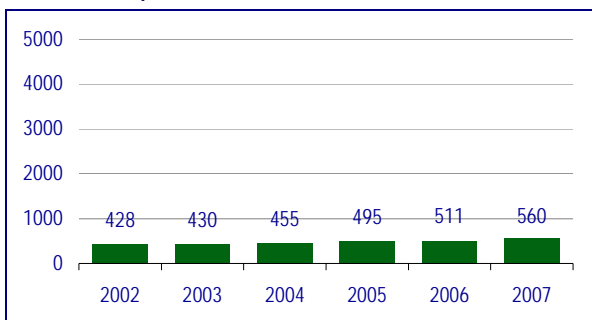
Furniture production. Million Eur



Furniture consumption. Million Eur



Furniture exports. Million Eur



Furniture imports. Million Eur

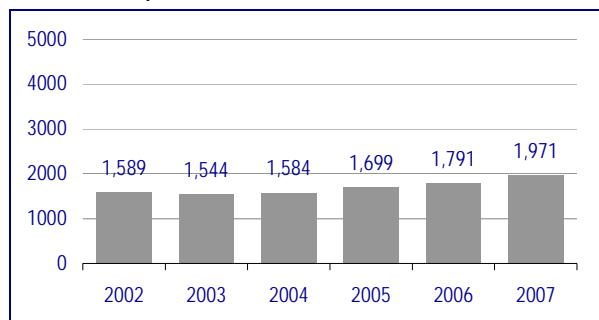


Table 1.1
Switzerland. Economic indicators

	Unit of measurement	Value	Ranking*
Population	Million	8	40
Area	Thousand square km	41	50
Total GNP	Eur billion	339	18
Per capita GNP	Eur	45,554	2
Total Household Consumption Expenditure	Eur billion	173	20
Data at Purchasing Power Parity (PPP)			
Total GNP at PPP	US\$ billion	305	30
Per capita GNP at PPP	US\$	40,930	3

* Ranking of Switzerland among 60 countries, last available year

Table 1.2
Switzerland. Exchange rates

	2002	2003	2004	2005	2006	2007
Rate CHF/US\$	1.56	1.35	1.24	1.25	1.25	1.20
Rate CHF/Eur	1.47	1.52	1.55	1.55	1.57	1.65

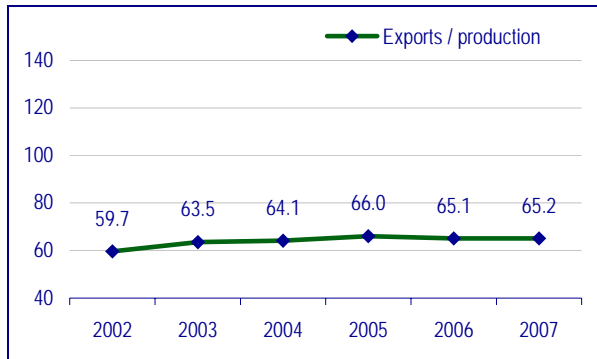
Source: US Federal Reserve



Table 1.3
Switzerland. Real growth of furniture consumption: forecast

2008 1%	2009 1%
------------	------------

Exports/production ratio



Imports/consumption ratio

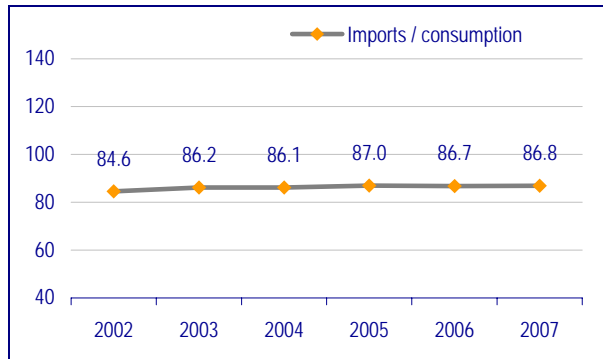
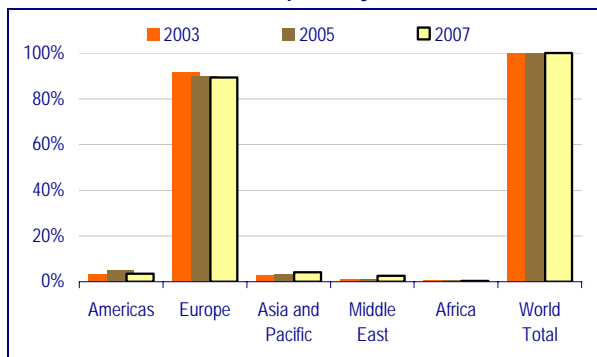


Table 1.4
Switzerland. Main furniture trading partners

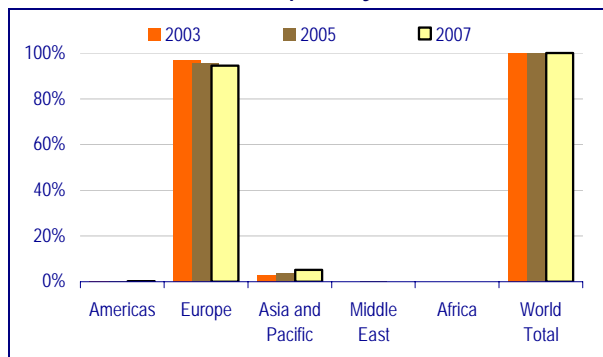
Destination of furniture exports	
Germany	38.8%
Italy	16.4%
Austria	8.4%
France	6.9%
Netherlands	3.9%
United Kingdom	3.7%
United States	2.6%
Belgium	2.5%
Japan	2.2%
United Arab Emirates	1.6%

Origin of furniture imports	
Germany	41.4%
Italy	20.1%
France	7.8%
Austria	6.3%
Poland	4.4%
China	3.7%
Sweden	3.0%
Denmark	2.4%
Netherlands	1.4%
Belgium	1.0%

Breakdown of furniture exports by area



Breakdown of furniture imports by area



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



2. Forestry resources, semi-finished goods and technology

Table 2.1

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

		2000	2001	2002	2003	2004	2005	2006
Sawnwood	Production	1,625	1,400	1,392	1,345	1,505	1,591	1,668
	Exports	193	162	197	199	198	220	252
	Imports	453	465	409	371	383	400	409
	Consumption	1,886	1,703	1,605	1,517	1,690	1,771	1,825
Wood-based panels	Production	900	932	896	860	897	965	964
	Exports	674	677	665	801	878	833	903
	Imports	517	487	491	571	586	569	617
	Consumption	743	743	722	630	606	701	678

Source: CSIL processing of FAO data

Forest and other woodland account for nearly a third of the land area. Nine tenths of the forest is classed as available for wood supply, the remainder being unavailable for economic reasons. However, all forests are expected to serve multiple functions, notably protection from avalanches in mountainous areas. Virtually all forest is semi-natural, with only small areas of forest undisturbed by man and of plantations. Coniferous species make up seven tenths of the growing stock volume, with Norway spruce the most important, other species including Silver fir, European larch and pines. Beech is the main broadleaved species, others include oak and sweet chestnut. Net increment, which in per hectare terms is well above the European average, exceeds felling, leading to a steady rise in growing stock and ageing of forest stands. More than two thirds of the forests are publicly owned, mainly by town councils and municipalities, most of the rest is in the hands of private individuals. Apart from soil protection and wood production, hunting and nature conservation are important forest functions.

Switzerland produces modest volumes of forest products. Relatively high labour costs and mountainous terrain are the main challenges of the Swiss forest industry. The country is a net exporter of logs and net importer of sawnwood. The country is nearly self sufficient in paper production, but the domestic paper industry relies partly on pulp imports. Per capita consumption of forest products is above the European average.

3. The furniture sector: basic data

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

		2002	2003	2004	2005	2006	2007
Production	Eur million	718	677	710	750	785	859
	% of total EU-17 ^a	1.0	1.0	1.0	1.0	1.0	1.1
Apparent consumption*	Eur million	1,879	1,791	1,839	1,954	2,066	2,270
	% of total EU-17 ^a	2.6	2.5	2.4	2.5	2.5	2.6
Exports	Eur million	428	430	455	495	511	560
	% of total EU-17 ^a	1.6	1.6	1.7	1.8	1.8	1.8
Imports	Eur million	1,589	1,544	1,584	1,699	1,791	1,971
	% of total EU-17 ^a	5.7	5.3	5.0	5.2	5.1	5.2
Exports/production	%	59.7	63.5	64.1	66.0	65.1	65.2
Imports/consumption	%	84.6	86.2	86.1	87.0	86.7	86.8

Source: CSIL processing of official statistics and company data

* Apparent consumption = Production – Exports + Imports

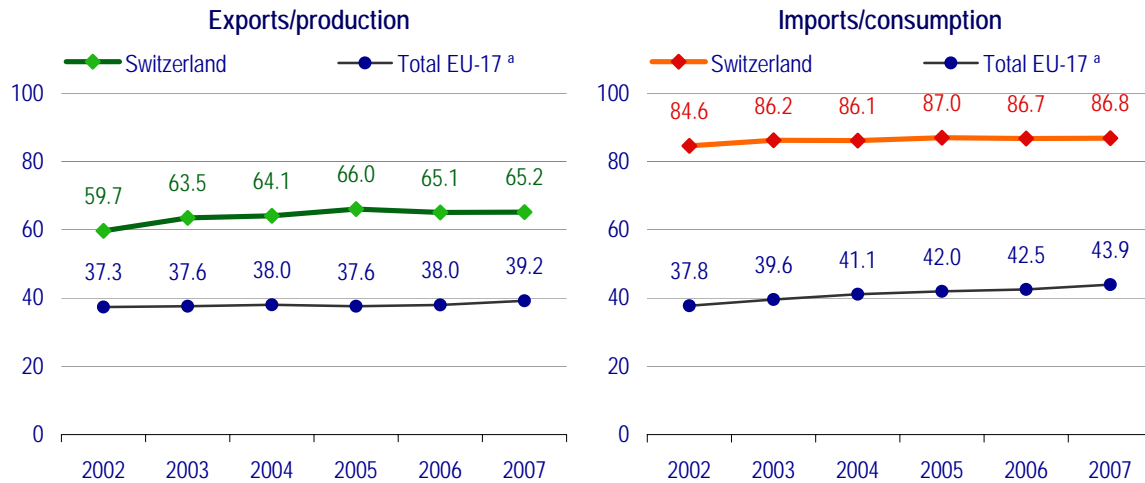
EU-17 ^a: Europe 17 countries includes the following Western European countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the UK

Among the European (17) countries, Switzerland is a small player in the furniture sector. It is the second-last producer with a share of 1%, and the tenth consumer with a share of 2.6%. About 65% of production is exported, making Switzerland the country with the fourth highest export/production ratio after Belgium, Denmark and Sweden.

In 2007 the Swiss furniture industry produced goods to the value of approximately Euro 859 million, for the home and export markets, with an increase of +9.4% in nominal terms (+7.2% in real terms). Furniture exports recorded a strong increase of 9.5% on the year before and the domestic demand grew by +8% in real terms, following the general recovery of the Swiss economy, which started in 2004 and has progressively been consolidated over the past years, and also in 2007. From the structural point of view the Swiss economy shows a good level of consolidation with one of the lowest unemployment rates on the continent (3.3% in 2007). Another positive factor is the growth in gross fixed investments sustained by a decisive increase in the machinery and equipment component and in particular non-residential construction that showed an increase of +7.4% compared to 2006. The residential construction component showed instead, a slowdown (-2.6%). Private consumption which increased by 1.8% in 2007 played an important role in the growth of GDP, together with the development of exports which increased by 6.9%. Also imports grew by 7.2%, increasing the surplus in the balance of trade compared to 2006.

Figure 3.1

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



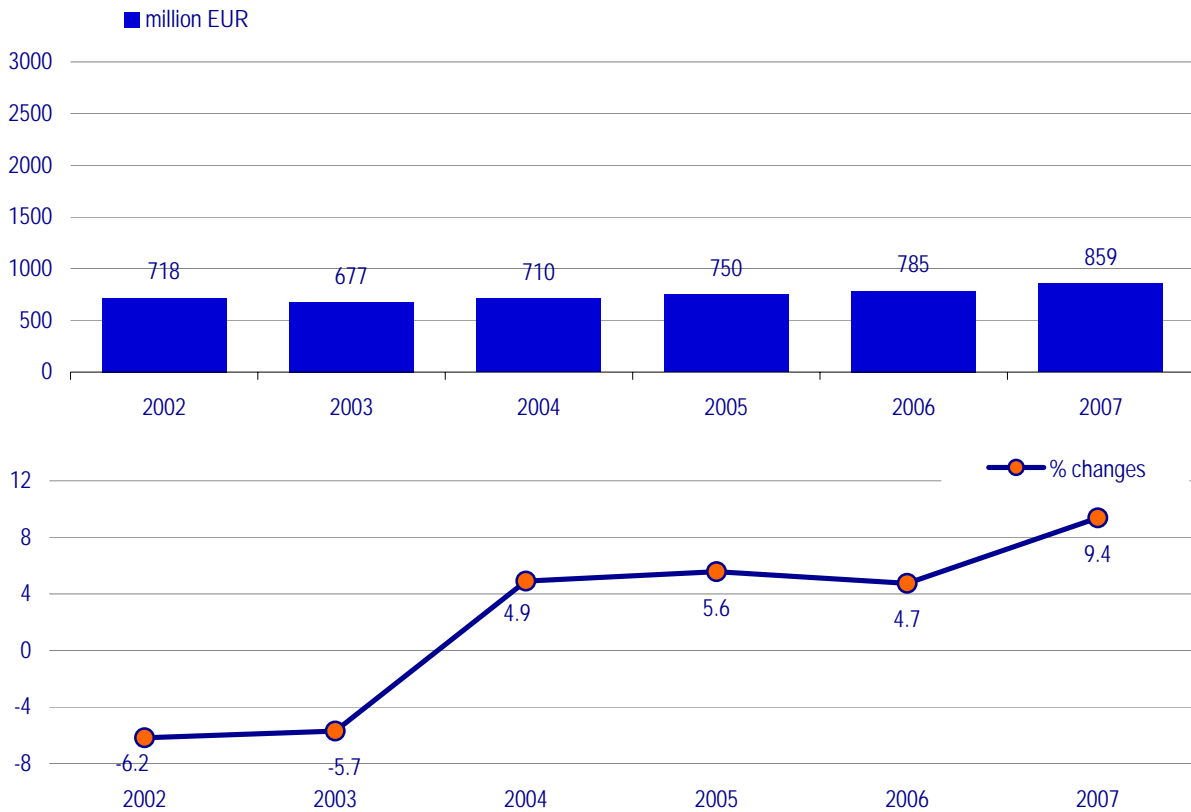
Source: CSIL processing

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

Between 2002 and 2007 the degree of openness of the foreign trade of the Swiss furniture market has been higher than the average for the European (17) countries. In 2007 Switzerland had the second highest imports/consumption ratio of the European (17) countries after Belgium, and in terms of exports/production ratio it was fourth after Belgium, Denmark, and Sweden. In 2007 Switzerland continues to export the majority of its furniture production. In terms of imports, the Swiss market offers a great place for importers considering that almost 87% of the furniture bought comes from outside.

3.1. Furniture production

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



Source: CSIL processing

Among the European (17) countries, Switzerland is the second-last furniture producer: it provides only 1.1% of total European supply.

Over the period 2002-2007 the furniture industry in Switzerland grew by 3.7% on average annually, showing an increasing trend especially after 2003. In 2007 Switzerland's furniture manufacturers produced furniture worth Euro 859 million, a healthy increase of 7.2% in real terms, following the economic recovery in Switzerland, which started in 2004 and has progressively been consolidated over the years.

The Swiss furniture sector took advantage in particular from the strong upturn in housing constructions in 2005. As traditionally Swiss manufacturers focus more on the upper price segment, the sector was also able to increase its earnings. Further the stabilization of the Swiss economy and overall improved income prospects increased the willingness of the consumer to spend money for new furniture. Furniture consumption in fact, increased by 7.7% in 2007 at constant prices. However it has to be noted that since 2006, the residential construction investments began to slowdown, showing a downturn in 2007 (-2.6%). Furthermore the marked slowdown of the global economic situation, due to the turmoil in financial markets, which broke out last summer and is still persisting, with the United States on the brink of a recession, is likely to affect also Swiss economic activity, in particular through a downturn in Swiss exports.


Table 3.2

Switzerland. Furniture production prices, 2002-2007. Annual percentage changes

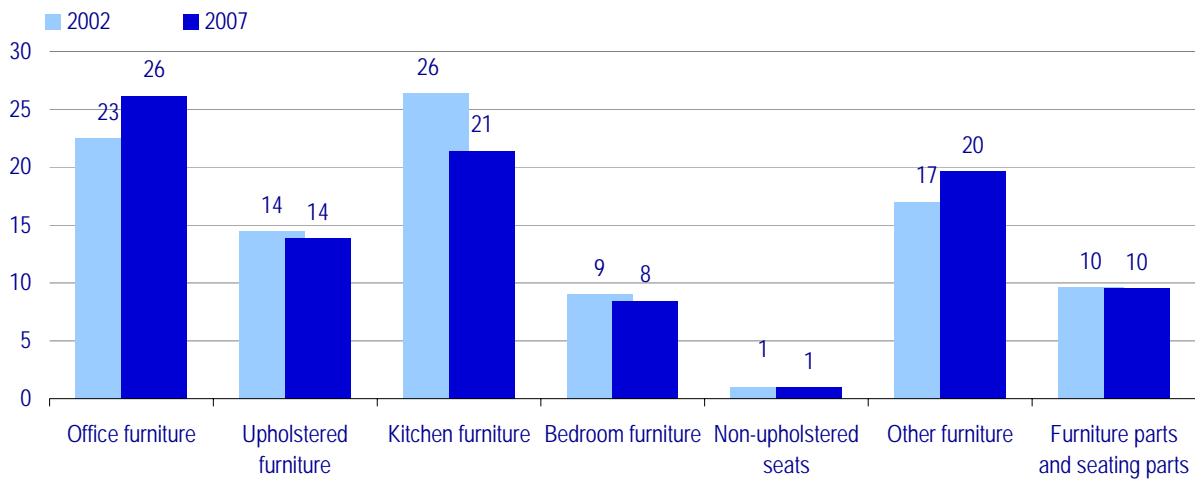
	2002	2003	2004	2005	2006	2007
Furniture prices	1.7	0.9	1.1	0.8	0.5	2.0

Source: CSIL processing

Production by segment

Figure 3.3

Switzerland. 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

Switzerland. Furniture production by segment, 2002-2007. Million Eur

	2002	2003	2004	2005	2006	2007
Total furniture	718	677	710	750	785	859
Of which:						
Office furniture	162	146	155	180	200	225
Upholstered furniture	104	99	104	107	112	119
Kitchen furniture	189	172	158	164	179	184
Bedroom furniture	65	61	64	67	71	73
Non-upholstered seats	7	7	7	7	8	8
Other furniture *	122	122	128	135	141	169
<i>Total furniture excluding parts</i>	<i>649</i>	<i>606</i>	<i>616</i>	<i>661</i>	<i>711</i>	<i>777</i>
Furniture parts and seating parts	69	71	95	89	75	82

Source: CSIL processing

* Other furniture includes also dining and living room furniture

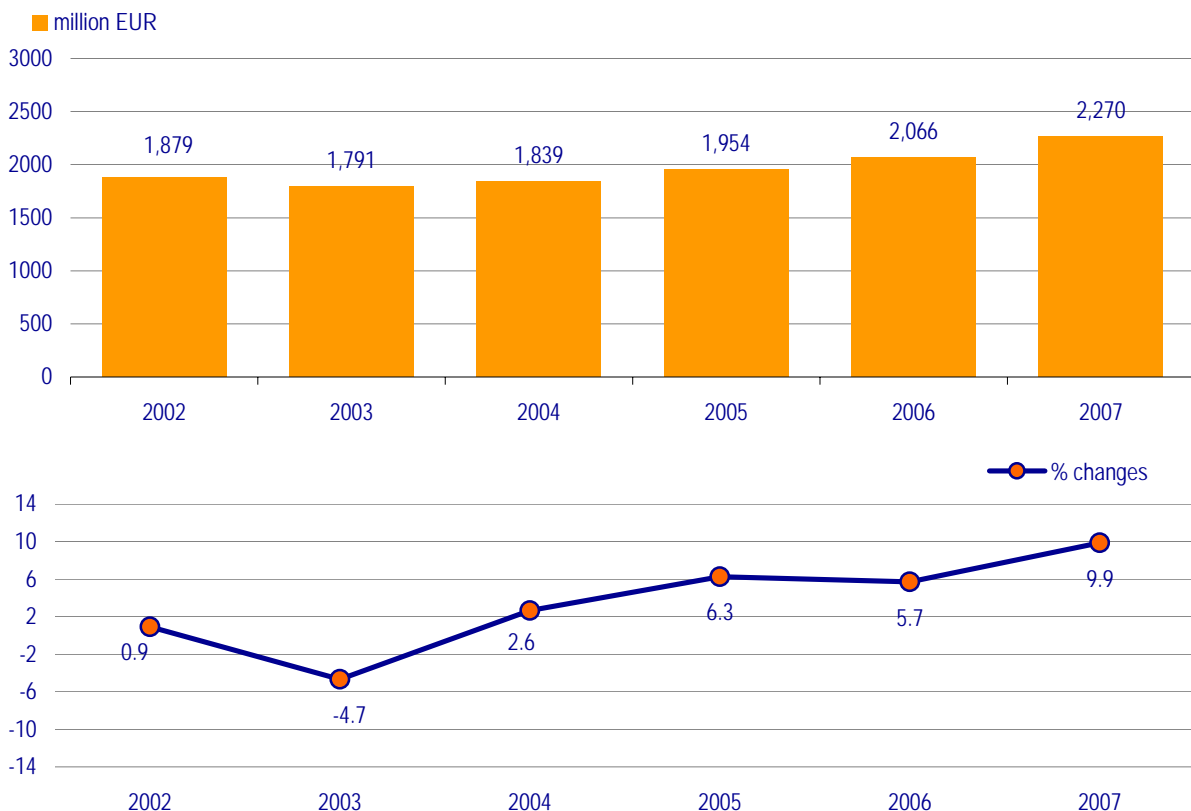
The strongest segment in Swiss furniture production is the **office** furniture segment accounting for a 26% share of total furniture production. In 2007 production of office furniture totalled a value of Euro 225 million with an increase of 8% at constant prices compared to the previous year. The good performance of the Swiss economy in recent years has allowed for growth in the office sector, thanks especially to the continued investments in non-residential construction (we have only to remember the sizeable presence of financial institutions and companies from the banking world). Up to 31% of the local production is exported. Along with production increases, office furniture export increased by 18.6% in 2007.

Kitchen furniture production, which accounts for a 21% share of total production, in 2007 increased by 2.6% in nominal terms. Export activity, though very low (only 2.4% of production is exported), registered strong decrease (-15%).

The **upholstery** segment accounts for a 14% share of total Swiss production. Since 2001 Switzerland's upholstery production was very affected by the general slowdown of the sector registering negative growth rates. Finally in 2004 upholstery production recovered and in 2007 production continued to increase by 3.4% at constant prices. Export activity, increased in 2007 by 10.9% in nominal terms.

3.2. Furniture consumption

Figure 3.4
Switzerland. 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, Switzerland is the tenth furniture consumer with a share of 2.6% on total European furniture demand.

Between 1998-2004, furniture consumption in Switzerland grew by 2.7% on average annually and in 2005 began to improve strongly. In 2007 furniture consumption continued to grow (+7.7% in real terms), thanks to the positive economic acceleration and to the good progress of private consumption, which increased by 1.8% in 2007 playing an important role in the growth of GDP. This expansion has been supported also by the ongoing decrease in unemployment (3.3% in 2007 which is one of the lowest unemployment rates on the continent).

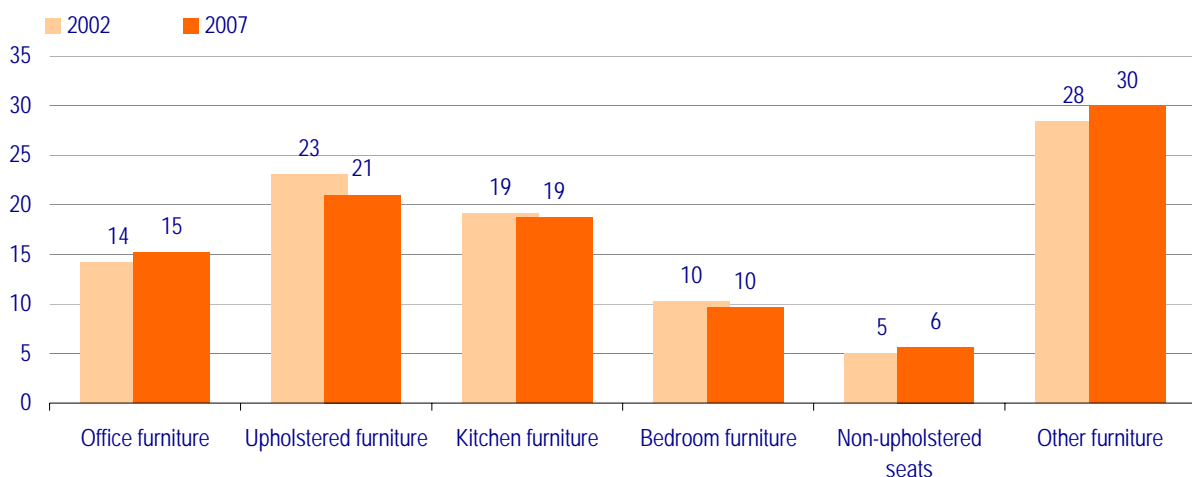
Furniture consumption is largely satisfied by foreign products: Switzerland in fact, is the country with the second highest propensity for purchasing upholstered furniture of foreign manufacturers (87%) after Belgium.

The Swiss annual per capita household furniture consumption in 2007 was Euro 238, higher than the average for Europe 17 (Euro 152). In Switzerland there are over 3.2 million households. They spend annually around Euro 545 in home furniture, much higher than the European average (Euro 354). Between 2002 and 2007 the furniture household expenditure increased by an average annual rate of 3.4%.

The Swiss market, however, is limited because of the demographic trends of an aging population and a slowing population growth. These two factors might have an increasingly strong negative effect on consumption in the long run.

Consumption by segment

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



Source: CSIL processing



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

	2002	2003	2004	2005	2006	2007
Total furniture excluding parts	1,765	1,650	1,684	1,801	1,932	2,110
Of which:						
Office furniture	250	216	225	265	291	320
Upholstered furniture	406	376	386	405	422	442
Kitchen furniture	337	329	337	358	381	395
Bedroom furniture	182	163	160	165	184	203
Non-upholstered seats	88	85	85	97	105	119
Other furniture	502	481	491	512	548	631

Source: CSIL processing

Among the European (17) countries, Switzerland is the ninth **upholstery** consumer with a share of 3.2% of total European upholstered furniture demand. Upholstered furniture accounts for a 21% share of total furniture consumption. The Swiss apparent consumption rebounded in 2004 and increased by 2.2% in real terms in 2007 for the fourth consecutive year. Imports of upholstery increased by 5.2% in nominal terms. Even though the local production is not inconsiderable, about 86% of the upholstery bought is imported.

Switzerland is also the ninth **kitchen** furniture consumer among the European (17) countries, with a share of 3% of total European kitchen furniture demand. In the kitchen furniture segment, which accounts for 19% of total furniture consumption, consumption increased by 4% in 2007 and imports of kitchen furniture as well (+4%). Imported kitchens represent over 54% of total consumption. The country shows a renewed interest in the kitchen as a key element of lifestyle and design.

Among the European (17) countries, Switzerland is the seventh **office** furniture consumer with a share of 3.5% of total European office furniture demand. Swiss office furniture consumption accounted for a 15% share of total furniture consumption in 2007. In line with production, domestic consumption of office furniture also recorded healthy growth (+8% at constant prices) to reach Euro 320 million. Also in this segment the absorption rate of imports is well above the average for Europe at 51% in 2007 (European average 31%).



3.3. Furniture distribution channels

Switzerland is a very rich market with just over 7 million inhabitants. The peculiarity of the population (four official national languages) and the territory (most of which is Alpine or sub-Alpine) has encouraged a generalized process of concentrating distribution (not only for furniture) over the last few years. Two important phenomena can be found amongst the changes taking place at a social level: the growing number of «singles», partly altering the type of demand for goods with a high demand for international products. These phenomena have contributed towards a marked reform in the Swiss distribution system: specialized retail sales have lost their shares in the market to the advantage of large-scale distributors capable of guaranteeing a vast range of products also foreign as well as highly competitive price policies.

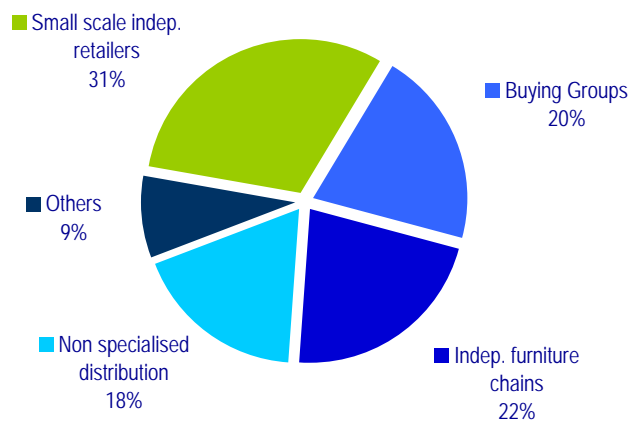
A growing importance of the large scale distribution channel for home furniture has also been recorded over the last few years to the detriment of the traditional retail channel. Even though the small scale independent retailers still have just on 30% share of the market, the specialized large scale distributor channel has come to represent 42% of the furniture sold in Switzerland.

Specifically 22% of furniture consumption goes through independent furniture chains and 20% through buying groups.

One can see a strong presence of German buying groups in Switzerland; this is exemplified by the sales points associated with Garant Moebel and Creative Inneneinrichter.

The non-specialized channel also appears to be growing: DIY, hypermarkets and department stores channelled almost 18% of total home furniture sales in 2006.

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



Source: CSIL, Furniture distribution in Europe, November 2007



4. Major furniture manufacturers

Table 4.1
Switzerland. Major furniture manufacturers

Company	Group	Product	Employees	Total Turnover (Eur million)
AFG Arbonia Forster*	AFG Arbonia Forster	Kitchen, Bathroom, Doors-Windows, Other	5843	894.4
Vitra International AG	Vitra Holding	Contract, Office, Upholstery, Tables-chairs, Occasional, Lighting, Textiles	n.a.	232.6
USM U. Schärer Söhne AG	USM	Contract, Office	n.a.	98.6
Lista Office AG	Lista Office Gruppe	Office, Shop fittings	380	78.6
De Sede AG	De Sede Group	Upholstery	220	60.8
Sabag	Sabag	Kitchen, Bathroom	195	54.3
Dietiker AG	Dietiker	Contract, Office, Upholstery, Tables-chairs	180	34.0
Hasena AG		Bedroom, Household, Mattresses, Other	120	31.0
Embru-Werke Mantel & Cie.		Contract, Office, School furniture, Hospital beds	230	30.2
Herzog Küchen AG		Kitchen, Bathroom	135	25.6
Girsberger AG		Contract, Office, Household	134	25.5
Sitag AG	Samas	Office	139	24.9
Jegen AG		Contract, Office, Shop fittings	120	23.7
Alpnach Norm-Schränkelemente AG	AlpnaCH-Gruppe	Office, Kitchen, Bedroom, Doors-Windows	150	20.5
Veriset Küchen		Kitchen	120	19.3
Wellis AG	Wellis AG	Contract, Office, Upholstery, Household	145	19.0
Bigla AG		Office, Other	119	18.3
Jutzler AG		RTA - DIY, Bedroom, Occasional, Household	85	18.2
Ergodata AG	Ergodata Gruppe	Office	250	16.7
Leu Sarl		Upholstery	n.a.	12.7
Artanova Horst AG	Horst AG	Upholstery	60	11.3
MAB Möbelfabrik Betschart AG	The Collection	Dining-living room, Bedroom, Occasional	72	10.9
Möbelfabrik Fraubrunnen AG		Dining-living room, Bedroom, Household	86	10.8
Zehnder AG Möbelfabrik		Office, Dining-living room, Bedroom, Occasional, Household	75	10.6

* Not Furniture Specialized



AFG Arbonia Forster Group Switzerland

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BRANDS, TRADEMARKS

Arbonia, Kermi, Prolux, Asco Swiss, Aqualux, Forster Kitchens, Forster Refrigeration, Miele Kitchens, Piatti Kitchens, EgoKiefer, RWD Schlatter, Forster Profile Systems, Forster Precision Steel Tubes

ACTIVITY	Manufacturer		
MAIN PRODUCTION	Not furniture specialized: 79,9% FURNITURE PRODUCT SPECIALISATION Kitchen, Bathroom		
OTHER PRODUCTION	Radiators, Heating technology and Sanitary Equipment, Doors-Windows		
STOCK EXCHANGE	Swiss Stock Exchange	STOCK SYMBOL	SWX
THE COMPANY IS PART OF	AFG Arbonia Forster		
YEAR OF ESTABLISHMENT	1987	EMPLOYEES	5843
		TURNOVER EUR	894.4 million
MANUFACTURING PLANTS	n.a.	LOCATION	The Group has production facilities in Switzerland, Germany and the Czech Republic. The Kitchen and refrigeration division has plants in: Arbon (CH), Warendorf (DE), Dietlikon (CH)
TOTAL EXPORT EUR	517.9 million	% EXPORT ON TOTAL TURNOVER	57.9
DESTINATION	Germany, France, Russia, Hong Kong, South Korea, Turkey, Sweden, Greece and Portugal		

History

AFG Arbonia Forster, based in Arbon, Switzerland, is a manufacturing company. The company was established in 1987.

The company was listed on the Swiss Stock Exchange in 1988 (trading symbol: SWX). It includes three divisions operating exclusively in construction supply (Heating Technology and Sanitary Equipment, Kitchen and Refrigeration, Windows and Doors) and two technology divisions: Steel Technology and Surface Technology (the latter created on 1 January 2007 with the acquisition of STI Surface Technologies International Holding AG in Steinach, Canton St. Gallen).

Financial Highlights

In 2007 AFG Arbonia Forster Group recorded a total turnover of EURO 894.4 million (+13.3% on 2006).

Furniture sales (Kitchen and Refrigeration division) were EURO 179.6 million (+0.3% on 2006).

Furniture sales (Kitchen and Refrigeration division) on the domestic market were EURO 144.8 million. The kitchen division saw an increase of around 25% in exports from Germany in 2007, a development driven primarily by sales to France, Russia, Hong Kong, South Korea, Turkey, Sweden, Greece and Portugal.



Manufacturing process

The company, after the latest acquisitions (RWD Schlatter AG, STI Surface Technologies International Holding AG and Aqualux Products Holding Ltd.) in December 2007, employed 5,843 people (+ 23% on 2006), of which 920 in the Kitchen and Refrigeration division. The Group has production facilities in Switzerland, Germany and the Czech Republic.

It operates in more than 80 countries worldwide via around 30 of its own distribution companies and representatives and partners.

Kitchen and Refrigeration Division unifies brand names such as Forster kitchens, Forster refrigerators, Miele Kitchens and Piatti under one roof. Piatti and Forster kitchens are together the leading manufacturers and suppliers of kitchens in the country. Despite operating in different market segments, the brands complement each other in terms of materials and design. Miele Kitchens and Piatti offer a broad range of materials whereas Forster is concentrating on steel kitchens.

Forster kitchen, based in Arbon, Switzerland, was established in 1952. The company sells entirely on the Swiss market and concentrates itself on steel kitchens. In 2006 total sales were worth Euro 32 million with 141 employees.

Bruno Piatti AG was taken over by the AFG Arbonia-Forster-Holding AG in 2004. The company is active in the upper market range. In 2006 Bruno Piatti recorded a total turnover of Euro 80,2 million (+7% on 2005) and employed 319 people.

Miele was founded in 1899 by Carl Miele and Reinhard Zinkann. Since then it has always been a family-run company. Miele is a manufacturer of upper-end domestic appliances, machines for commercial applications and built-in kitchens.

In 2005 AFG took over Miele Kitchens from Miele&Cie KG in Gütersloh and Warendorfer Küchen GmbH was founded.

Warendorfer Küchen GmbH has an annual turnover of over Euro 90 million of which 60% was made in Germany. Miele Kitchens employs about 280 people at its plant in Warendorf with an area of 40,000 sqm. Miele Kitchens products are primarily distributed through specialist retailers.



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Switzerland

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ACTIVITY	Manufacturer		
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	Office, Kitchen, Bedroom
OTHER PRODUCTION	Doors		
THE COMPANY IS PART OF	AlpnaCH-Gruppe		
YEAR OF ESTABLISHMENT	1967	EMPLOYEES	150
		TURNOVER EUR	20.5 million

Artanova Horst

Switzerland

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BRANDS, TRADEMARKS

Artanova, Swissofa

ACTIVITY	Manufacturer		
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Upholstery
THE COMPANY IS PART OF	Horst AG		
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	60
		TURNOVER EUR	11.3 million
TOTAL EXPORT EUR	2.3 million	% EXPORT ON TOTAL TURNOVER	20
DESTINATION	Germany, Benelux		



Bigla

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	75% Office; 25% Other		
YEAR OF ESTABLISHMENT	1904	EMPLOYEES	119	TURNOVER EUR	18.3 million
MANUFACTURING PLANTS	1	SQM	n.a.	LOCATION	Biglen (CH)
TOTAL EXPORT EUR	4.2 million	% EXPORT ON TOTAL TURNOVER	23		
OTHER INFO	The Bigla Group is composed by Bigla Office (filing systems, storage systems and operative furniture), and Bigla Care (beds and furniture for hospitals). Production plants are located in Biglen near Bern where are employed 119 people				



De Sede

Switzerland

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

The company is part of Capvis

BRANDS, TRADEMARKS

De Sede, HK, FSM

ACTIVITY

Manufacturer

MAIN PRODUCTION

Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 100% Upholstery

THE COMPANY IS PART OF

De Sede Group

YEAR OF ESTABLISHMENT

1961

EMPLOYEES 220

TURNOVER EUR 60.8 million

CERTIFICATION

ISO 9001, ISO 14001

TOTAL EXPORT EUR

48.6 million

% EXPORT ON TOTAL TURNOVER

80

DESTINATION

Europe, Asia Pacific and North America

DISTRIBUTION CHANNELS

De Sede upholstery is distributed exclusively by independent furniture retailers both on the domestic and international markets (around 700 distributors worldwide).

History

De Sede AG, based in Klingnau, Switzerland, is a manufacturing company established in the early sixties.

In 2007 Capvis, a leading private equity company that invests in medium-large firms in Switzerland, Austria and Germany, signed an agreement for the acquisition of De Sede, with the aim of reinforcing the international positioning of the brand. Capvis already has experience of the furnishings sector since its portfolio includes a majority shareholding in Machalke Polsterwerkstätten from Hochstadt, Germany, that has an artisan production of upper-end leather and fabric-covered sofas. The two brands will operate independently.

Financial Highlights

In 2007 De Sede recorded a total turnover of Euro 60.8 million.

De Sede exports around 85% of its production. The major export market is Europe with Germany receiving around 40% of total exports. Europe is followed by Asia Pacific and North America.

Manufacturing process

The company employed 220 people in 2007 worldwide.

Products

The company manufactures 100% leather upholstered furniture for the upper-end, tables and cushions. The collection comprises modern design furniture primarily for home use. About 10% is destined for the contract segment.



Marketing

It includes two brands: De Sede and FSM (formerly a German company).

Distribution channels

De Sede upholstery is distributed exclusively by independent furniture retailers both on the domestic and international markets (around 700 distributors worldwide).



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Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	50% Office; 50% Other household; Contract, Upholstery, Tables-chairs		
THE COMPANY IS PART OF	Dietiker				
YEAR OF ESTABLISHMENT	1878	EMPLOYEES	180	TURNOVER EUR	34 million
TOTAL EXPORT EUR	20.4 million	% EXPORT ON TOTAL TURNOVER	60		
DESTINATION	Germany, Netherlands, Belgium, United Kingdom				
OTHER INFO	The company, which is noted for its work with numerous leading designers, is very active in the office segment and in furnishings for public areas, medical structures, schools, universities and auditoriums.				

Embru-Werke Mantel & Cie. Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Contract, Office, School furniture, Hospital beds		
YEAR OF ESTABLISHMENT	1904	EMPLOYEES	230	TURNOVER EUR	30.2 million
MANUFACTURING PLANTS	4	SQM	30,000	LOCATION	Rüti, Wald, Payerne, Oberdürnten
CERTIFICATION	ISO 9001				



Ergodata

Switzerland

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Büro-Fürer AG, Büro Schoch Werkhaus AG, Witzig The Office Company

ACTIVITY Manufacturer

MAIN PRODUCTION Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 100% Office

THE COMPANY IS PART OF Ergodata Gruppe

YEAR OF ESTABLISHMENT 1978 EMPLOYEES 250 TURNOVER EUR 16.7 million

OTHER INFO

Ergodata is the office furniture producing division of the Ergodata Gruppe (Euro 56.8 million in 2006) and it makes its entire turnover on the Swiss market. The firm operates in the upper-middle market range and specialises in the production of storage furniture, cupboards and filing systems, but its product portfolio also includes desking products, most of them operative.

Girsberger

Switzerland

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ACTIVITY Manufacturer

MAIN PRODUCTION Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 80% Office;
Contract, Household

YEAR OF ESTABLISHMENT 1886 EMPLOYEES 134 TURNOVER EUR 25.5 million

TOTAL EXPORT EUR 19.1 million % EXPORT ON TOTAL TURNOVER 75

OTHER INFO

Girsberger began in Zurich in 1889, when the founder Heinrich Girsberger opened a turning workshop and was the talk of the town for his creation of a chair with a height-adjustable seat. In the 1930s the firm launched the first suspended chair, revolving and height-adjustable. In 1963 the first foreign branch, Girsberger GmbH, was opened in Endingen, Germany, and in 1979 it entered the US market with the subsidiary Girsberger Industries Inc. in Smithfield, North Carolina. Its expansion into Asia began in 1992 with the creation of Tuna Girsberger in Istanbul, Turkey



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Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 95%	FURNITURE PRODUCT SPECIALISATION	Beds, bedframes, accessories		
OTHER PRODUCTION	Mattresses (5%)				
YEAR OF ESTABLISHMENT	1952	EMPLOYEES	120	TURNOVER EUR	31 million
MANUFACTURING PLANTS	n.a.	LOCATION	Switzerland, Eastern Europe		
TOTAL EXPORT EUR	18 million	% EXPORT ON TOTAL TURNOVER	58		
DISTRIBUTION CHANNELS	In Switzerland products are mainly distributed throughout large distributors including Pfister, Iterior, Migros etc.				

Herzog Küchen

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	96% Kitchen Bathroom		
YEAR OF ESTABLISHMENT	1912	EMPLOYEES	135	TURNOVER EUR	25.6 million
DISTRIBUTION CHANNELS	Kitchen specialists (100%)				



Jegen AG

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	55% Shopfittings, 30% Other interior fittings (incl. safety doors) and 15% Bar and Restaurant furnishings and Office		
YEAR OF ESTABLISHMENT	1956	EMPLOYEES	120	TURNOVER EUR	23.7 million
MANUFACTURING PLANTS	2	SQM	8,500	LOCATION	Effretikon, St. Margrethen
CERTIFICATION	ISO-9001				

Jutzler AG

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	RTA - DIY, Bedroom (mainly wardrobe systems), Children		
YEAR OF ESTABLISHMENT	1926	EMPLOYEES	85	TURNOVER EUR	18.2 million
TOTAL EXPORT EUR	8.2 million	% EXPORT ON TOTAL TURNOVER	45		

Leu sarl

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Upholstery		
YEAR OF ESTABLISHMENT	1955	EMPLOYEES	n.a.	TURNOVER EUR	12.7 million
TOTAL EXPORT EUR	1.5 million	% EXPORT ON TOTAL TURNOVER	12		



Lista Office AG

Switzerland

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Denz

BRANDS, TRADEMARKS

Lista Office, Denz

ACTIVITY

Manufacturer

MAIN PRODUCTION

Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 100% Office;
Shop fittings

THE COMPANY IS PART OF

Lista Office Gruppe

YEAR OF ESTABLISHMENT

1945

EMPLOYEES

380

TURNOVER EUR

78.6 million

MANUFACTURING PLANTS

n.a.

LOCATION

Degersheim, Arnegg

CERTIFICATION

ISO 9001

TOTAL EXPORT EUR

53.4 million

% EXPORT ON TOTAL TURNOVER

68

DISTRIBUTION CHANNELS

Its distribution network includes 10 branches in Switzerland and Austria and more than 20 specialist retailers in other six European Countries.

OTHER INFO

Lista Office was part of Lista AG (Holding) till 2006, when the majority shareholding in the Lista Workspace and Storage Systems group of companies (Lista B+L) was sold to private equity company Capvis with the founder family Lienhard maintaining 25%. At the same time the founder of the company, Fredy A. Lienhard, created a separate entity "Lista Office AG" that remained in the family's ownership. Lista Office AG is composed by Lista Office and Denz&Co.



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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Dining-living room, Bedroom, Occasional		
THE COMPANY IS PART OF	The Collection				
YEAR OF ESTABLISHMENT	1951	EMPLOYEES	72	TURNOVER EUR	10.9 million
MANUFACTURING PLANTS	1	SQM	6,000	LOCATION	Muotathal
TOTAL EXPORT EUR	1.6 million	% EXPORT ON TOTAL TURNOVER	15		
DESTINATION	Germany, Austria, the Netherlands, Russia, USA				
OTHER INFO	With one part of its production, the company is working together with ie Collection, mainly for the export. Under the brand "die Collection" the firm cooperates in the fields of marketing, design, sales force, fairs, public relations and advertising with M.+W. Bacher in Renningen, Germany and with Franz Fertig in Buchen, Germany, both since 1993.				

Möbelfabrik Fraubrunnen AG Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Specialized in design furniture Dining-living room, Bedroom		
YEAR OF ESTABLISHMENT	1986	EMPLOYEES	86	TURNOVER EUR	10.8 million
MANUFACTURING PLANTS	1	SQM	n.a.	LOCATION	Fraubrunnen



Sabag

Switzerland

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BRANDS, TRADEMARKS

Sabella

ACTIVITY

Manufacturer

MAIN PRODUCTION

Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 90% Kitchen;
Bathroom

THE COMPANY IS PART OF

Sabag

YEAR OF ESTABLISHMENT

1913

EMPLOYEES

195

TURNOVER EUR

54.3 million

MANUFACTURING PLANTS

1

SQM

n.a.

LOCATION

Nidau

USM Group

Switzerland

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ACTIVITY

Manufacturer

MAIN PRODUCTION

Furniture Specialized: 100% FURNITURE PRODUCT SPECIALISATION 100% Office;
Contract

THE COMPANY IS PART OF

USM

YEAR OF ESTABLISHMENT

1963

EMPLOYEES

n.a.

TURNOVER EUR

98.6 million

MANUFACTURING PLANTS

n.a.

SQM

n.a.

LOCATION

Münsingen

TOTAL EXPORT EUR

59.2 million

% EXPORT ON TOTAL TURNOVER

60

DESTINATION

Germany

OTHER INFO

USM Group made its debut in the office furniture sector in 1963, when it created the Haller USM system under the guidance of Professor Fritz Haller. In 1967 it went public, but it is still run by the same family, and subsequently the firm began its expansion from the organisational and strategic points of view. Its factory in Münsingen (Switzerland) has been extended over the years and is still the main point of reference for production. In 1975 it established its German headquarters in Baden-Baden, and between 1992 and 1995 it created branches in France (Charney les Macon) and the United States (New York). Between 2002 and 2005 it inaugurated three new showrooms in New York, Paris and Milan.

USM invests heavily in R&D and has won numerous prizes for design; having won the "MoMA Award" in 2001, the Haller USM furnishing system was introduced into the permanent Design Collection of the Museum of Modern Art in New York.



Sitag

Switzerland

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BRANDS, TRADEMARKS

Samas, Märkische Büromöbelwerke, Schärf, Fortschritt, Falpro, Roneo, Sansen, Martin Stoll, Sitag

ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Office		
THE COMPANY IS PART OF	Samas (turnover: Euro 352 mn, more details in the Dutch section of the report)				
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	139	TURNOVER EUR	24.9 million
MANUFACTURING PLANTS	1	SQM	n.a.	LOCATION	Sennwald
DISTRIBUTION CHANNELS	Revenues are generated through direct sales outlets and official dealers in Switzerland and Austria as well as through a wide network of partners in Germany, the Netherlands and other European countries.				
OTHER INFO	Under the SITAG brand Samas is a leading Swiss player in the office chair sector in low, mid and high-end markets. The activities of Sitag are split between two firms. Production is carried out in Sennwald, Switzerland, where the firm produces seating and a compact line of exclusive furniture for reception rooms for the Swiss market. Sitag's sales offices are in Minden, Germany.				

Veriset Küchen

Switzerland

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ACTIVITY	Manufacturer				
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	100% Kitchen		
YEAR OF ESTABLISHMENT	1999	EMPLOYEES	120	TURNOVER EUR	19.3 million



Vitra International AG

Switzerland

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CONTROLLED COMPANIES, SUBSIDIARIES, OTHER RELATED COMPANIES

Vitra GmbH (Austria), N.V. Vitra Belgium S.A., Vitra Furniture (Shanghai) Co., Ltd., Vitra koncept, s.r.o., Vitra Hispania S.A., Vitra S.a.r.l., Vitra GmbH (Germany), Vitra Ltd., Vitra International AG Magyarország, Vitra (International) AG, Vitra Nederland B.V., Vitra Scandinavia AS (Norway), Vitra International Polonia, Vitra Furniture Singapore, Vitra Inc. USA

ACTIVITY	Manufacturer		
MAIN PRODUCTION	Furniture Specialized	FURNITURE PRODUCT SPECIALISATION	70% Office; 30% Other household; Contract, Upholstery, Tables-chairs, Occasional
OTHER PRODUCTION	Lighting, Textiles		
THE COMPANY IS PART OF	Vitra Holding		
YEAR OF ESTABLISHMENT	1950	EMPLOYEES	n.a.
		TURNOVER EUR	232.6 million
MANUFACTURING PLANTS	4	LOCATION	Weil am Rhein (D); Neuenburg (D); Allentown (USA); Zhuhai (RC)
TOTAL EXPORT EUR	209.3 million	% EXPORT ON TOTAL TURNOVER	90
DESTINATION	Germany, Austria, France, United Kingdom		
DISTRIBUTION CHANNELS	It has 15 commercial branches, mostly in Europe but also in the USA, Mexico and Singapore, and 14 showrooms.		
OTHER INFO	Vitra International, has its headquarters in Birsfelden (CH) and four production plants. The firm makes continuous investments in design and branding also through the "Vitra Design Museum; its strategy has been to concentrate on the production of unique furnishing items rather than coordinated collections. About three years ago it launched the Vitra Home Collection, with the aim of expanding its potential market.		



Wellis AG

Switzerland

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BRANDS, TRADEMARKS

ROOM by Wellis, TEAM by Wellis

ACTIVITY	Manufacturer		
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	7% Office; 25% Upholstery; Contract, Household
THE COMPANY IS PART OF	Wellis AG		
YEAR OF ESTABLISHMENT	1931	EMPLOYEES	145
		TURNOVER EUR	19 million
TOTAL EXPORT EUR	8.6 million	% EXPORT ON TOTAL TURNOVER	45
DESTINATION	Germany, Belgium, Netherlands		
OTHER INFO	The company develops its products internally and produces and distributes high-class design furniture. Wellis is very active in the living sector and in the contract for hotels and institutions. Just a small part of the turnover (about 7%) is realised in the office furniture sector where Wellis has a commercial partnership with Lista Office AG.		

Zehnder AG Möbelfabrik

Switzerland

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8840 Einsiedeln
Switzerland

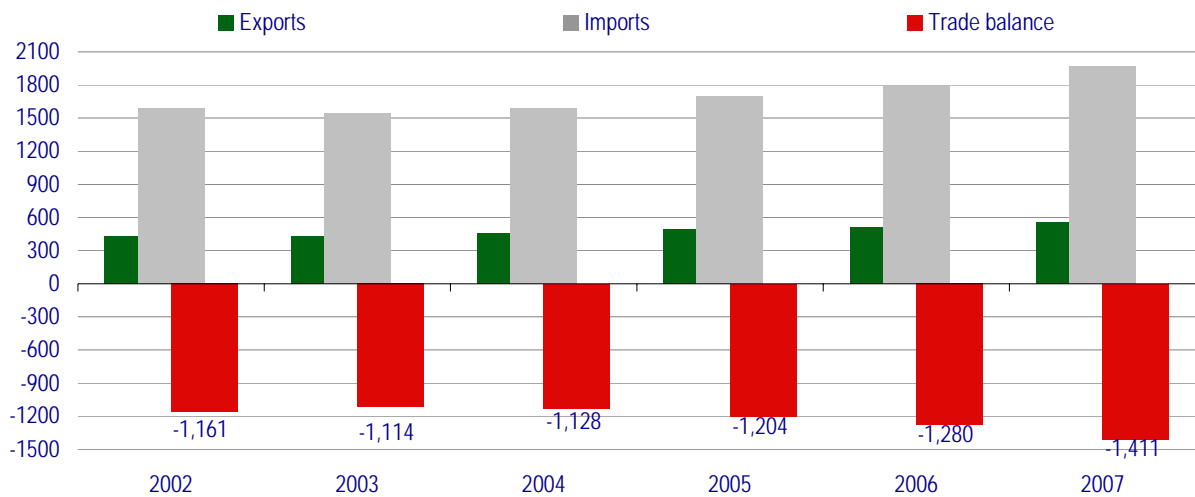
Tel. +41 55 4183111
Fax +41 55 4183352
www.zehndermoebel.ch ; www.dimo.ch
e-mail: info@zehndermoebel.ch

ACTIVITY	Manufacturer		
MAIN PRODUCTION	Furniture Specialized: 100%	FURNITURE PRODUCT SPECIALISATION	Office, Dining-living room, Bedroom, Occasional
YEAR OF ESTABLISHMENT	n.a.	EMPLOYEES	75
		TURNOVER EUR	10.6 million



5. International trade

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

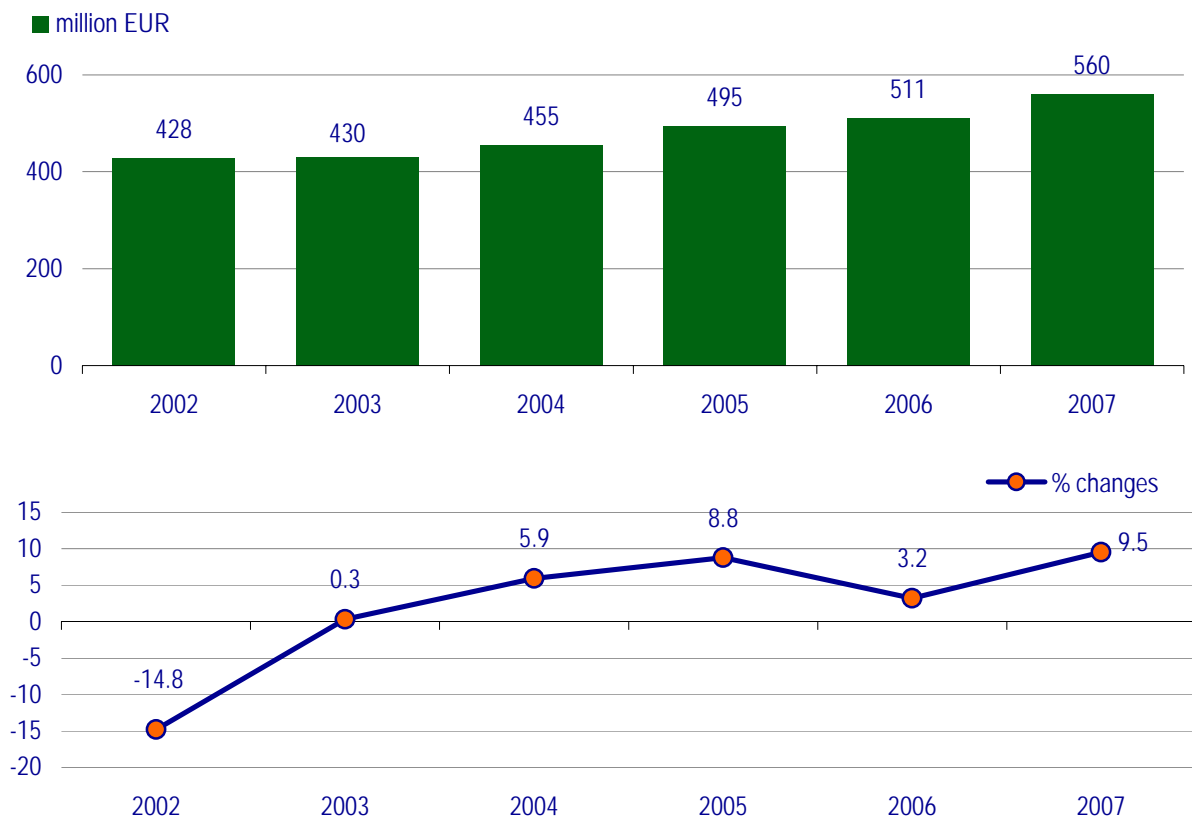


Source: CSIL processing

The balance of trade in the furniture sector in Switzerland was always negative. In 2007 the deficit was Euro 1,411 million, another increase of 10% compared to the previous year.

5.1. Furniture exports

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



Source: CSIL processing

Switzerland has a strong propensity for exporting. Over 65% of the furniture produced (it is the fourth highest exports/production ratio of the European (17) countries) is destined for the international markets. Among the European (17) countries Switzerland claims a share in furniture exports of 1.8% and it ranks twelfth as furniture exporter.

In 2007 furniture exports in Switzerland amounted to Euro 560 million, recording a strong increase of 10% compared to the previous year. Over the period 2002-2007 furniture exports grew, with an average annual increase of 5.5%.

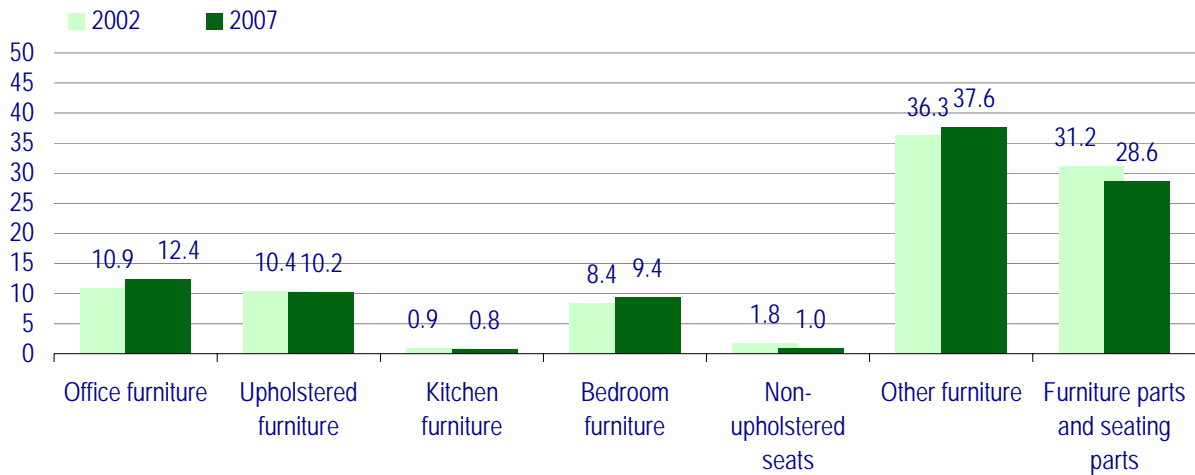
Major trading partner of Switzerland remains its neighbour Germany which receives 39% of Swiss furniture exports. The share is however decreasing since 2001. Germany is followed by Italy and Austria which receive 16% and 8% respectively. After the strong growth (+23%) in 2005, exports to Italy began to decrease since 2006 (-6.6% in 2007).

The major destination for Swiss exports outside Europe is the USA, which receives 2.6% of Swiss furniture exports. Exports to the USA recovered strongly by over 26% in 2007, after the downturn in 2006 (-39%).



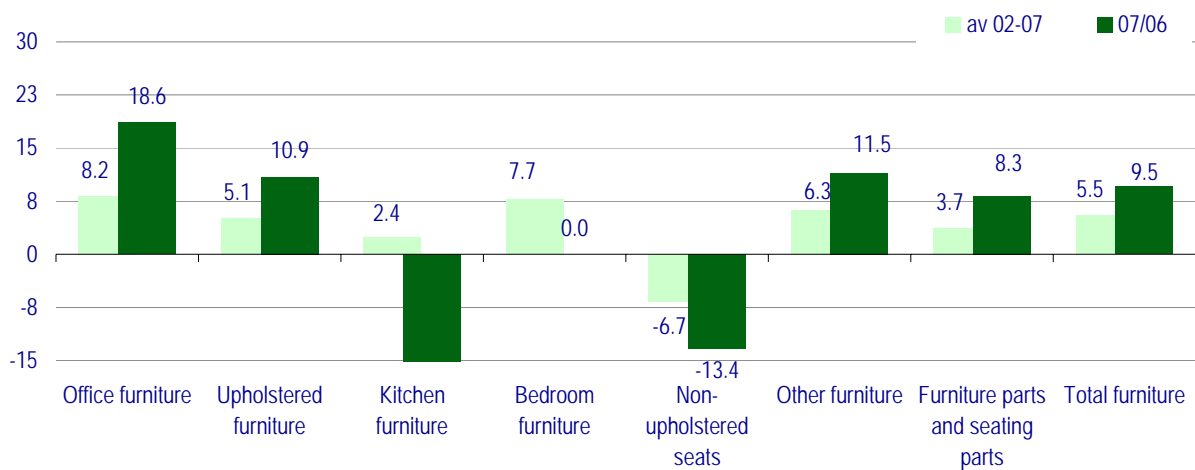
Exports by segment

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



Source: CSIL processing

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



Source: CSIL processing



In 2007 exports reached a value of Euro 560 million and can be divided into the following segments:

- office furniture worth Euro 69 million (in 2002: worth Euro 47 million);
- upholstered furniture worth Euro 57 million (in 2002: worth Euro 45 million);
- kitchen furniture worth Euro 4 million (in 2002: worth Euro 4 million);
- bedroom furniture worth Euro 53 million (in 2002: worth Euro 36 million);
- non-upholstered seats worth Euro 5 million (in 2002: worth Euro 8 million);
- other furniture worth Euro 211 million (in 2002: worth Euro 155 million);
- furniture parts and seating parts worth Euro 160 million (in 2002: worth Euro 134 million).

Swiss exports of **office** furniture increased for the fourth consecutive year at a rate of 19%. This result led to the partial recovery of the quota lost between 2001 and 2003, a period in which exports contracted at an average rate of 15%. The office furniture (excluding seating) segment provided 57% of exports that were destined mainly for the German, Italian, Austrian and British markets. Flows to the Persian Gulf continue to increase: strong growth was recorded last year in the flows to the United Arab Emirates (+87%). 44% of the exports of the seating segment are claimed by Germany. Belgium and the Netherlands have become the second and third outlet markets, increasing their shares since 2000.

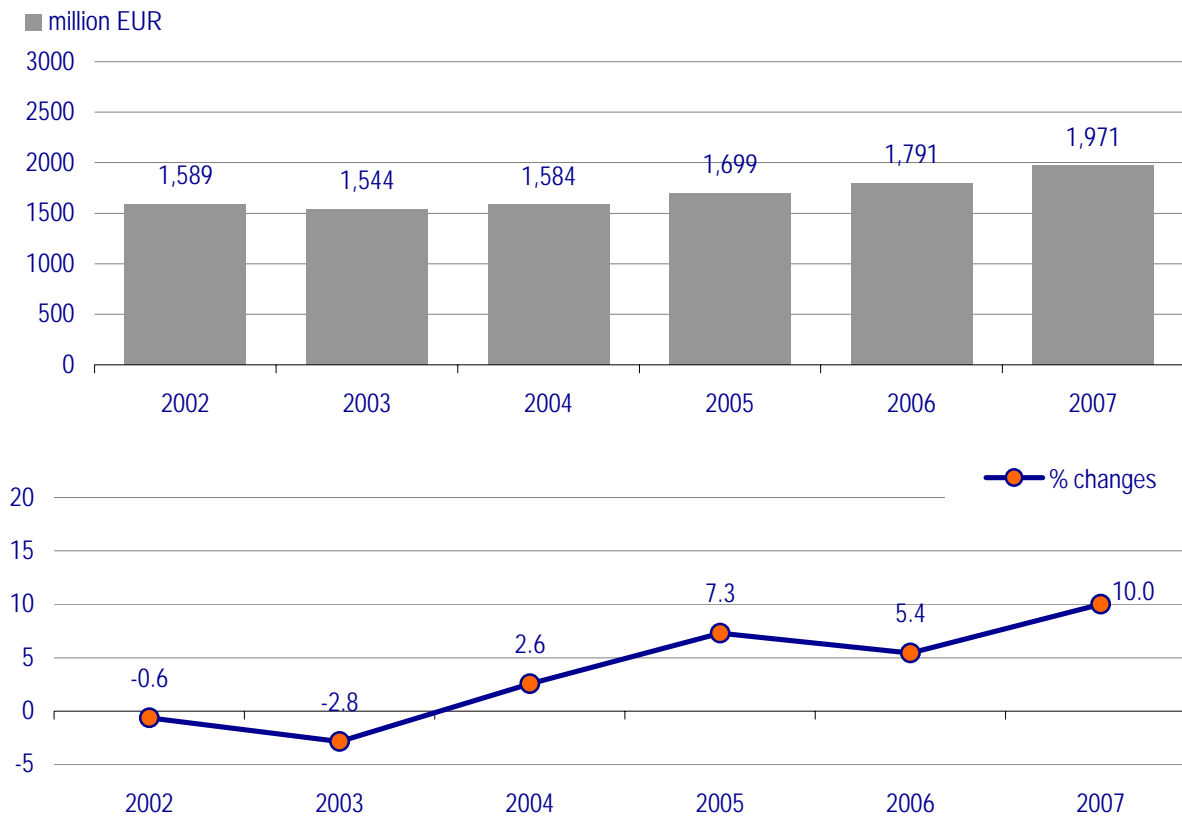
Switzerland's **upholstery** export activity increased in 2007 by 10.9% to Euro 57.2 million. 85.2% of exports went to the European Union member countries (EU17). A 6.6% share went to the Asian Pacific region and in particular Japan which accounts for a 3.4% share. Germany remained by far the leading outlet market for Swiss upholstery accounting for a 52.8% share of total upholstery exports. Since 2002 average growth rate was of 4.7%.

Kitchen furniture exports registered an strong downturn of 15% in 2007, though the value is still very low. Major outlets are Italy and France which together absorb over 54% of total kitchen furniture exports.

In 2007 **bedroom** furniture manufacturers remained stable in their export activity. Major outlets of bedroom furniture made in Switzerland are Germany, Italy and Austria accounting for shares of 28%, 26% and 12% respectively.

5.2. Furniture imports

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



Source: CSIL processing

Among the European (17) countries Switzerland claims a 5.2% share of total furniture imports and it is the seventh furniture importer. Imported goods satisfy 87% of consumption (European average 44%), which is the second highest imports/consumption ratio of the European (17) countries after Belgium.

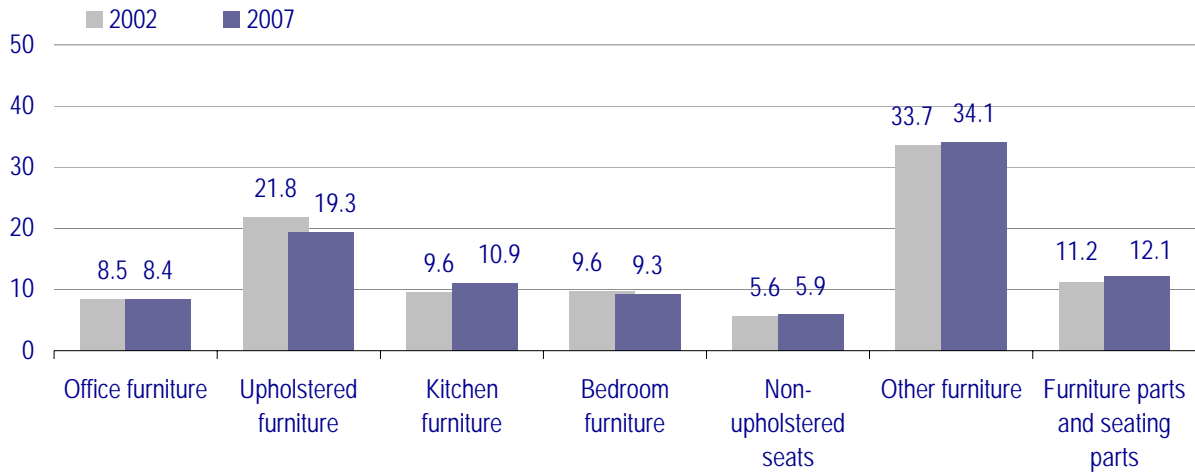
Over the period 2002-2007 furniture imports grew by an average annual rate of 4.4%. Imports showed growth of +10% on 2006, driven by the growth in domestic demand (+10% at current prices).

Major furniture supplier of the Swiss market is Germany. Furniture made in Germany takes a 41% share among imported furniture on the Swiss market. Germany is followed by Italy with a 20.1% share and far behind by France with a 8% share. Products from the new European members account for 8% share of imported furniture, among which Poland supplies the largest share (4.4%). China continues to increase its share (+46% on 2006) and accounted in 2007 for a 3.7% share of Swiss furniture imports.



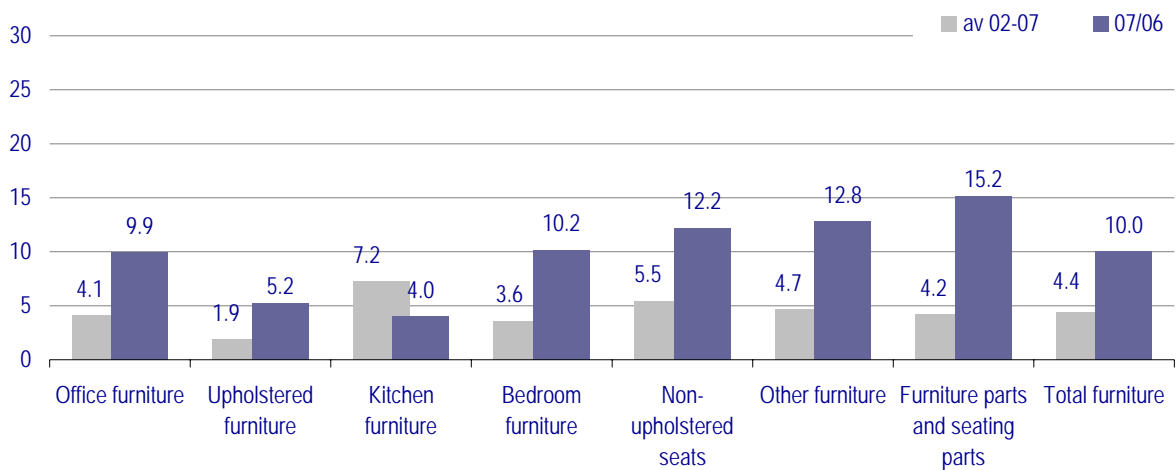
Imports by segment

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



Source: CSIL processing

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



Source: CSIL processing



In 2007 imports reached a value of Euro 1,971 million and can be divided into the following segments:

- office furniture worth Euro 165 million (in 2002: worth Euro 135 million);
- upholstered furniture worth Euro 381 million (in 2002: worth Euro 347 million);
- kitchen furniture worth Euro 216 million (in 2002: worth Euro 152 million);
- bedroom furniture worth Euro 183 million (in 2002: worth Euro 153 million);
- non-upholstered seats worth Euro 116 million (in 2002: worth Euro 89 million);
- other furniture worth Euro 672 million (in 2002: worth Euro 535 million);
- furniture parts and seating parts worth Euro 239 million (in 2002: worth Euro 179 million).

Imports of **upholstery** represent approximately 20% of total Swiss furniture imports. Switzerland's upholstery imports increased by 5.2% in 2007. Average growth since 2002 was of 1.9%. In 2007 imports originated to 81% in the European Union member countries (EU17). The 12 new European Union member countries supplied 13.5% of total Swiss upholstery imports. In 2007 major upholstery providing countries were Germany (39.3%) and Italy (24.1%). Germany could increase its presence on the Swiss market by an average of 3.3% between 2002 and 2007, Italy's presence on the other hand decreased by 2.4% over the same period.

Imports of **kitchen** furniture, which represent about 11% of total Swiss furniture imports, increased in 2007 by 4% and came to 66% from Germany. Imports of German made kitchen furniture increased by an average rate of 9% over the last 5 years.

In the **bedroom** segment where imports increased by 10% in 2007, again Germany and Italy maintain the largest share on the Swiss market, absorbing 63% of total imports.

In 2007 Swiss imports of **office** furniture recorded a further increase of +10%, amounting to Euro 165 million, driven by growth in domestic consumption and non-residential construction. Furniture excluding seating accounted for about 71% of total imports that were provided principally by Germany, Italy, France and Austria. From the point of view of trends, imports from these four countries showed positive growth. Germany and Italy are the main trading partners in the seating segment, however, in this case China has played an increasingly important role in the past six years to become the third supplier with growth of +35% in the last year alone.



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 Switzerland
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	45	46	50	49	52	57	10.4	10.2	10.9	5.1
Non-upholstered seats	8	8	7	8	6	5	1.8	1.0	-13.4	-6.7
Parts of seats	22	18	17	18	20	19	5.1	3.4	-4.9	-2.7
Bedroom furniture	36	45	55	60	53	53	8.4	9.4	0.0	7.7
Kitchen furniture	4	4	4	4	5	4	0.9	0.8	-15.2	2.4
Office furniture	47	46	50	54	58	69	10.9	12.4	18.6	8.2
Other furniture	155	156	167	190	189	211	36.3	37.6	11.5	6.3
Parts of furniture, excluding parts of seats	112	107	104	113	128	141	26.2	25.3	10.3	4.8
Furniture including parts	428	430	455	495	511	560	100.0	100.0	9.5	5.5

Source: CSIL processing of official data

Table 6.2 Switzerland
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	347	323	332	347	362	381	21.8	19.3	5.2	1.9
Non-upholstered seats	89	85	85	97	103	116	5.6	5.9	12.2	5.5
Parts of seats	38	41	36	38	41	49	2.4	2.5	20.1	5.6
Bedroom furniture	153	148	151	158	166	183	9.6	9.3	10.2	3.6
Kitchen furniture	152	161	183	197	207	216	9.6	10.9	4.0	7.2
Office furniture	135	117	120	139	150	165	8.5	8.4	9.9	4.1
Other furniture	535	516	531	566	596	672	33.7	34.1	12.8	4.7
Parts of furniture, excluding parts of seats	141	154	145	157	166	189	8.9	9.6	13.9	6.0
Furniture including parts	1589	1545	1584	1699	1791	1971	100.0	100.0	10.0	4.4

Source: CSIL processing of official data

Table 6.3 Switzerland
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	192.0	187.4	182.3	189.1	198.7	217.0	44.8	38.8	9.2	2.5
Italy	69.0	70.0	84.4	103.9	98.6	92.0	16.1	16.4	-6.6	5.9
Austria	45.6	45.8	53.7	51.3	48.6	47.3	10.6	8.4	-2.7	0.7
France	28.6	29.7	27.3	29.9	31.9	38.6	6.7	6.9	20.9	6.2
Netherlands	10.5	10.8	13.8	13.6	18.4	21.8	2.4	3.9	18.7	15.7
United Kingdom	11.6	13.2	13.5	12.1	13.8	21.0	2.7	3.7	51.5	12.6
United States	11.5	9.4	12.2	18.8	11.5	14.5	2.7	2.6	26.2	4.9
Belgium	12.6	12.9	11.3	13.2	15.4	14.0	2.9	2.5	-9.3	2.1
Japan	9.0	6.8	8.7	7.7	9.2	12.4	2.1	2.2	34.2	6.6
United Arab Emirates	1.5	2.7	7.3	3.7	4.4	9.2	0.4	1.6	n.s.	43.6
Top 10	391.9	388.8	414.5	443.4	450.6	487.9	91.5	87.1	8.3	4.5
Others	36.6	41.3	40.8	51.9	60.5	72.0	8.5	12.9	19.0	14.5
Americas	13.5	14.7	17.3	24.9	16.3	19.6	3.1	3.5	20.0	7.7
- North America	11.9	9.8	12.6	19.2	11.8	15.3	2.8	2.7	29.2	5.1
- Central-South America	1.5	4.8	4.7	5.7	4.4	4.3	0.4	0.8	-4.2	22.5
Asia and Pacific	16.1	12.6	14.2	15.5	17.5	23.4	3.8	4.2	33.5	7.7
Europe	393.0	394.8	411.8	445.9	467.0	500.0	91.7	89.3	7.1	4.9
- European Union (15)	381.5	384.1	399.7	429.7	447.1	476.7	89.0	85.1	6.6	4.6
- New EU Members (12)	5.7	5.4	6.3	9.3	11.0	11.9	1.3	2.1	8.4	15.7
- Enlarged EU (27)	387.2	389.4	406.0	439.0	458.1	488.6	90.4	87.3	6.7	4.8
- Norway & Switzerland	0.8	0.9	1.0	1.4	1.7	1.9	0.2	0.3	12.5	19.3
- Other Europe	5.0	4.5	4.8	5.6	7.2	9.5	1.2	1.7	32.6	13.9
Middle East	4.2	4.7	10.8	6.2	9.2	14.9	1.0	2.7	62.8	29.0
Africa	1.7	3.3	1.3	2.6	1.2	2.1	0.4	0.4	73.9	4.6
Other Countries	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	428.4	430.1	455.4	495.3	511.1	559.9	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 6.4 Switzerland
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
Germany	613.0	617.0	620.8	683.6	734.2	815.6	38.6	41.4	11.1	5.9
Italy	370.0	334.0	337.3	350.3	372.7	396.7	23.3	20.1	6.4	1.4
France	169.5	154.5	150.2	152.1	146.4	153.1	10.7	7.8	4.6	-2.0
Austria	96.5	98.0	97.6	113.7	118.0	124.4	6.1	6.3	5.5	5.2
Poland	64.6	78.0	82.9	88.9	84.7	87.6	4.1	4.4	3.4	6.3
China	19.4	24.8	31.9	40.5	50.3	73.2	1.2	3.7	45.7	30.4
Sweden	46.4	42.2	46.6	48.4	47.9	58.7	2.9	3.0	22.6	4.8
Denmark	44.6	41.0	43.9	45.6	49.7	46.5	2.8	2.4	-6.3	0.9
Netherlands	18.3	18.4	20.2	21.9	24.5	27.7	1.2	1.4	13.3	8.6
Belgium	17.7	16.4	16.1	15.7	17.1	19.8	1.1	1.0	15.8	2.3
Top 10	1459.9	1424.3	1447.5	1560.7	1645.4	1803.4	91.9	91.5	9.6	4.3
Others	129.2	120.5	136.0	138.4	145.8	167.1	8.1	8.5	14.6	5.3
Americas	5.1	3.7	5.5	5.7	6.7	5.0	0.3	0.3	-24.7	-0.4
- North America	3.8	2.3	4.4	4.8	5.6	4.0	0.2	0.2	-28.5	0.8
- Central-South America	1.3	1.3	1.1	0.9	1.1	1.0	0.1	0.1	-5.2	-4.6
Asia and Pacific	42.8	46.2	54.2	65.5	76.9	102.0	2.7	5.2	32.6	18.9
Europe	1539.6	1493.3	1522.5	1625.6	1705.9	1861.6	96.9	94.5	9.1	3.9
- European Union (15)	1416.9	1362.3	1371.5	1467.1	1548.0	1685.1	89.2	85.5	8.9	3.5
- New EU Members (12)	113.4	122.1	138.2	144.5	145.0	162.3	7.1	8.2	11.9	7.4
- Enlarged EU (27)	1530.3	1484.4	1509.7	1611.6	1693.0	1847.4	96.3	93.7	9.1	3.8
- Norway & Switzerland	4.6	3.5	5.6	6.1	4.6	3.8	0.3	0.2	-16.8	-3.8
- Other Europe	4.7	5.5	7.2	7.9	8.3	10.4	0.3	0.5	24.2	17.0
Middle East	0.4	0.7	0.3	1.4	0.7	1.2	0.0	0.1	55.0	22.8
Africa	1.0	0.9	1.0	1.0	1.0	0.8	0.1	0.0	-16.9	-4.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	1589.1	1544.8	1583.5	1699.1	1791.2	1970.5	100.0	100.0	10.0	4.4

Source: CSIL processing of official data

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

Table 6.5 Switzerland
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	115.2	117.3	119.9	124.2	122.7	136.7	39.1	34.2	11.3	3.5
Italy	51.6	53.7	65.8	80.4	74.1	66.0	17.5	16.5	-11.0	5.0
Austria	36.3	36.9	42.4	39.6	37.5	36.3	12.3	9.1	-3.2	0.0
France	24.2	26.1	23.9	26.3	27.8	34.6	8.2	8.7	24.3	7.4
Netherlands	10.0	10.3	13.2	11.8	15.9	19.1	3.4	4.8	20.6	13.9
United Kingdom	8.7	10.3	10.9	10.3	11.2	18.6	2.9	4.6	65.3	16.5
Belgium	7.5	8.7	8.6	10.3	13.3	12.0	2.5	3.0	-10.0	9.8
United States	8.4	7.0	9.2	15.6	8.0	10.2	2.9	2.6	27.8	4.0
Japan	4.7	2.7	4.2	3.0	4.3	6.7	1.6	1.7	55.3	7.4
United Arab Emirates	1.3	2.3	5.7	2.1	2.3	5.4	0.5	1.4	n.s.	32.3
Top 10	267.9	275.3	303.8	323.6	317.2	345.6	90.9	86.5	8.9	5.2
Others	26.8	30.4	30.7	40.6	45.9	54.0	9.1	13.5	17.8	15.0
Americas	10.0	11.9	14.0	21.3	12.3	14.7	3.4	3.7	19.3	7.9
- North America	8.8	7.2	9.6	15.9	8.2	10.9	3.0	2.7	31.9	4.3
- Central-South America	1.2	4.7	4.5	5.4	4.0	3.8	0.4	0.9	-6.5	25.1
Asia and Pacific	10.0	7.2	8.9	9.3	11.0	16.4	3.4	4.1	49.8	10.4
Europe	269.2	279.3	301.5	326.4	331.8	356.5	91.4	89.2	7.4	5.8
- European Union (15)	261.7	272.3	294.1	315.5	318.5	341.0	88.8	85.3	7.1	5.4
- New EU Members (12)	2.6	2.4	2.6	4.8	5.5	5.9	0.9	1.5	6.6	17.8
- Enlarged EU (27)	264.3	274.7	296.7	320.2	324.1	346.9	89.7	86.8	7.1	5.6
- Norway & Switzerland	0.4	0.5	0.8	1.1	1.5	1.5	0.1	0.4	3.9	29.2
- Other Europe	4.5	4.2	4.0	5.0	6.3	8.1	1.5	2.0	28.5	12.3
Middle East	3.8	3.9	9.0	4.6	6.9	10.0	1.3	2.5	46.0	21.6
Africa	1.6	3.3	1.1	2.5	1.1	1.9	0.5	0.5	79.4	4.1
Other Countries	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	294.7	305.6	334.5	364.2	363.0	399.6	100.0	100.0	10.1	6.3

Source: CSIL processing of official data

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

Table 6.6 Switzerland
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
Germany	543.7	542.8	555.4	612.7	660.6	726.8	38.6	42.0	10.0	6.0
Italy	332.4	295.6	302.3	313.4	332.0	355.2	23.6	20.5	7.0	1.3
France	160.7	144.2	140.0	142.2	136.4	143.2	11.4	8.3	5.0	-2.3
Austria	76.1	74.0	77.5	86.8	91.1	99.4	5.4	5.7	9.2	5.5
Poland	58.5	67.6	74.3	82.3	78.8	81.3	4.1	4.7	3.3	6.8
China	18.2	22.3	29.1	37.4	45.1	66.1	1.3	3.8	46.4	29.4
Denmark	43.2	39.7	42.0	43.8	48.1	45.3	3.1	2.6	-5.8	1.0
Sweden	32.4	28.0	28.3	28.5	27.3	29.8	2.3	1.7	9.4	-1.6
Netherlands	17.6	17.6	19.2	20.4	22.9	25.9	1.3	1.5	12.8	7.9
Belgium	17.0	15.7	15.6	15.3	16.3	19.3	1.2	1.1	18.2	2.6
Top 10	1299.8	1247.4	1283.8	1382.7	1458.5	1592.4	92.2	91.9	9.2	4.1
Others	110.5	102.5	118.6	121.2	125.5	139.5	7.8	8.1	11.2	4.8
Americas	4.7	3.3	4.5	4.1	6.2	4.5	0.3	0.3	-26.7	-0.9
- North America	3.4	2.0	3.4	3.2	5.1	3.6	0.2	0.2	-29.4	1.0
- Central-South America	1.3	1.3	1.1	0.9	1.0	0.9	0.1	0.1	-13.5	-7.0
Asia and Pacific	40.8	42.7	50.5	61.7	70.5	92.9	2.9	5.4	31.9	17.9
Europe	1363.6	1302.4	1346.2	1435.9	1505.7	1632.6	96.7	94.3	8.4	3.7
- European Union (15)	1260.2	1193.9	1215.7	1295.6	1369.5	1483.3	89.4	85.6	8.3	3.3
- New EU Members (12)	94.5	99.8	118.2	127.0	124.7	137.2	6.7	7.9	10.1	7.7
- Enlarged EU (27)	1354.7	1293.7	1333.9	1422.6	1494.2	1620.5	96.1	93.6	8.5	3.6
- Norway & Switzerland	4.4	3.2	5.2	5.8	4.3	3.6	0.3	0.2	-15.3	-3.7
- Other Europe	4.5	5.5	7.1	7.5	7.2	8.5	0.3	0.5	16.9	13.7
Middle East	0.4	0.7	0.3	1.3	0.7	1.1	0.0	0.1	59.9	23.8
Africa	0.9	0.8	0.9	0.9	1.0	0.8	0.1	0.0	-21.7	-3.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	1410.4	1349.9	1402.4	1503.8	1584.0	1731.9	100.0	100.0	9.3	4.2

Source: CSIL processing of official data

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

Table 6.7 Switzerland
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
Germany	76.8	70.1	62.4	64.9	76.0	80.4	57.5	50.1	5.7	0.9
Italy	17.5	16.3	18.6	23.6	24.5	26.1	13.0	16.3	6.5	8.4
Austria	9.3	8.9	11.3	11.7	11.1	11.0	6.9	6.8	-0.9	3.4
Japan	4.3	4.1	4.5	4.7	4.9	5.6	3.2	3.5	15.6	5.7
United States	3.1	2.4	3.0	3.2	3.5	4.3	2.3	2.7	22.7	7.2
France	4.4	3.6	3.4	3.6	4.1	4.0	3.3	2.5	-2.2	-1.7
United Arab Emirates	0.2	0.4	1.6	1.6	2.1	3.8	0.1	2.4	83.5	86.4
Poland	0.2	0.4	1.4	2.1	2.6	3.1	0.2	1.9	21.0	68.1
Spain	1.7	3.4	2.1	1.9	2.1	2.7	1.3	1.7	25.6	9.8
Netherlands	0.5	0.6	0.6	1.9	2.5	2.6	0.4	1.6	6.9	38.9
Top 10	117.9	110.2	108.9	119.1	133.4	143.7	88.2	89.6	7.7	4.0
Others	15.8	14.3	11.9	11.9	14.7	16.6	11.8	10.4	13.1	1.0
Americas	3.4	2.7	3.3	3.6	4.0	4.9	2.6	3.1	22.3	7.3
- North America	3.1	2.6	3.1	3.3	3.6	4.4	2.3	2.8	22.8	7.1
- Central-South America	0.3	0.1	0.2	0.3	0.4	0.5	0.2	0.3	18.1	9.1
Asia and Pacific	6.1	5.4	5.3	6.1	6.5	6.9	4.5	4.3	6.1	2.7
Europe	123.7	115.5	110.3	119.6	135.1	143.4	92.5	89.5	6.2	3.0
- European Union (15)	119.8	111.8	105.6	114.2	128.6	135.7	89.6	84.6	5.5	2.5
- New EU Members (12)	3.1	3.0	3.7	4.5	5.4	6.0	2.3	3.7	10.2	13.9
- Enlarged EU (27)	123.0	114.8	109.3	118.7	134.1	141.7	91.9	88.4	5.7	2.9
- Norway & Switzerland	0.4	0.4	0.2	0.2	0.2	0.4	0.3	0.2	77.6	-0.1
- Other Europe	0.4	0.3	0.9	0.6	0.8	1.4	0.3	0.9	63.5	27.3
Middle East	0.4	0.8	1.8	1.7	2.3	4.9	0.3	3.0	n.s.	64.6
Africa	0.1	0.1	0.1	0.1	0.1	0.2	0.1	0.1	29.6	11.1
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	133.7	124.5	120.9	131.0	148.1	160.3	100.0	100.0	8.3	3.7

Source: CSIL processing of official data

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

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

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	69.2	74.2	65.4	70.9	73.7	88.8	38.8	37.2	20.5	5.1
Italy	37.7	38.4	34.9	36.9	40.7	41.5	21.1	17.4	1.9	2.0
Sweden	14.0	14.1	18.4	19.9	20.6	28.9	7.8	12.1	40.1	15.6
Austria	20.4	24.0	20.1	26.9	26.9	25.0	11.4	10.5	-7.1	4.2
Czech Republic	5.3	6.4	5.5	4.9	8.0	10.1	3.0	4.2	26.0	13.7
France	8.7	10.2	10.2	10.0	9.9	9.9	4.9	4.1	-0.6	2.5
China	1.2	2.6	2.8	3.1	5.1	7.1	0.7	3.0	39.2	43.3
Poland	6.1	10.4	8.6	6.6	6.0	6.3	3.4	2.6	5.1	0.6
Slovenia	0.9	0.7	0.9	0.8	2.3	2.9	0.5	1.2	25.2	27.2
Lithuania	0.7	0.5	1.4	2.0	1.0	2.4	0.4	1.0	n.s.	29.0
Top 10	164.1	181.6	168.3	182.0	194.3	222.8	91.9	93.4	14.7	6.3
Others	14.6	13.3	12.8	13.3	13.0	15.9	8.1	6.6	22.3	1.7
Americas	0.4	0.3	1.0	1.6	0.5	0.5	0.2	0.2	-0.9	4.7
- North America	0.4	0.3	1.0	1.6	0.5	0.4	0.2	0.2	-18.5	-0.7
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	n.s.	73.0
Asia and Pacific	2.1	3.5	3.7	3.8	6.4	9.0	1.2	3.8	40.2	34.4
Europe	176.1	191.0	176.2	189.7	200.2	228.9	98.5	95.9	14.4	5.4
- European Union (15)	156.7	168.3	155.8	171.4	178.5	201.8	87.7	84.6	13.1	5.2
- New EU Members (12)	18.9	22.3	20.0	17.6	20.3	25.0	10.5	10.5	23.3	5.8
- Enlarged EU (27)	175.6	190.7	175.8	189.0	198.8	226.9	98.3	95.1	14.1	5.3
- Norway & Switzerland	0.2	0.2	0.3	0.3	0.3	0.2	0.1	0.1	-39.7	-5.2
- Other Europe	0.3	0.1	0.1	0.4	1.1	1.9	0.2	0.8	72.1	47.5
Middle East	0.0	0.0	0.0	0.1	0.1	0.1	0.0	0.0	12.3	13.1
Africa	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.0	n.s.	-9.2
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	178.7	194.9	181.1	195.3	207.2	238.6	100.0	100.0	15.2	6.0

Source: CSIL processing of official data

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

Table 6.9 Switzerland
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	24.0	25.9	29.7	26.7	28.1	30.2	53.7	52.8	7.6	4.7
Netherlands	3.8	3.4	3.6	3.1	4.1	5.9	8.4	10.3	45.2	9.3
France	2.5	2.5	2.5	3.0	3.1	3.1	5.6	5.3	-2.6	4.2
Austria	3.6	3.2	3.0	3.3	2.0	2.6	8.1	4.6	30.4	-6.0
Belgium	1.3	1.5	1.7	2.2	2.7	2.5	2.8	4.4	-5.6	14.6
United States	2.0	1.4	1.7	1.9	1.8	2.1	4.5	3.6	16.9	0.8
Italy	1.6	1.4	1.1	1.6	2.0	2.0	3.6	3.5	2.4	4.5
Japan	1.6	1.6	2.5	1.8	2.1	1.9	3.7	3.4	-6.8	3.3
United Kingdom	1.2	1.4	1.5	1.5	1.8	1.4	2.6	2.4	-22.6	3.3
Singapore	0.1	0.1	0.1	0.2	0.2	0.7	0.3	1.2	n.s.	40.5
Top 10	41.7	42.5	47.5	45.3	47.7	52.4	93.3	91.6	9.8	4.7
Others	3.0	3.1	2.2	3.4	3.9	4.8	6.7	8.4	25.0	9.9
Americas	2.2	1.7	1.9	2.1	1.9	2.5	4.9	4.5	32.7	3.1
- North America	2.1	1.5	1.8	1.9	1.8	2.3	4.7	4.0	23.3	1.4
- Central-South America	0.1	0.2	0.1	0.2	0.1	0.3	0.2	0.5	n.s.	30.2
Asia and Pacific	2.4	2.3	3.0	2.7	3.1	3.8	5.4	6.6	19.1	9.2
Europe	39.4	41.0	44.4	43.5	45.9	50.2	88.2	87.7	9.2	4.9
- European Union (15)	38.6	40.0	43.7	42.2	44.4	48.7	86.3	85.2	9.6	4.8
- New EU Members (12)	0.4	0.5	0.3	0.7	0.9	0.8	0.9	1.5	-9.7	14.4
- Enlarged EU (27)	39.0	40.5	44.0	42.9	45.4	49.5	87.2	86.6	9.2	4.9
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	n.s.	-22.1
- Other Europe	0.4	0.5	0.3	0.6	0.5	0.6	0.9	1.1	16.6	9.7
Middle East	0.5	0.4	0.3	0.3	0.4	0.6	1.1	1.1	49.0	4.8
Africa	0.2	0.3	0.1	0.1	0.1	0.1	0.4	0.2	-21.4	-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	44.7	45.6	49.7	48.6	51.6	57.2	100.0	100.0	10.9	5.1

Source: CSIL processing of official data

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

Table 6.10 Switzerland
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
Germany	127.2	120.8	125.9	134.9	140.9	149.5	36.7	39.3	6.1	3.3
Italy	103.7	92.0	91.7	91.2	91.3	92.0	29.9	24.1	0.8	-2.4
Poland	22.0	23.5	23.8	25.3	26.8	29.0	6.3	7.6	8.2	5.7
France	33.0	29.9	27.2	29.3	26.9	26.7	9.5	7.0	-0.8	-4.1
Austria	11.8	11.7	12.6	13.4	15.2	15.7	3.4	4.1	3.2	5.9
China	2.6	2.9	4.4	6.5	8.9	14.2	0.7	3.7	59.5	40.8
Romania	9.1	9.0	9.3	10.9	13.7	11.5	2.6	3.0	-16.3	4.7
Belgium	6.0	5.4	6.3	5.1	6.3	7.3	1.7	1.9	16.1	3.8
Denmark	6.6	7.5	7.1	6.0	6.4	5.5	1.9	1.4	-14.9	-3.7
Hungary	1.8	1.8	2.6	2.9	3.4	4.5	0.5	1.2	32.3	19.7
Top 10	323.8	304.3	311.0	325.5	339.7	355.7	93.4	93.4	4.7	1.9
Others	23.0	18.8	21.0	21.5	22.3	25.1	6.6	6.6	12.9	1.8
Americas	0.7	0.7	0.9	0.6	0.9	0.8	0.2	0.2	-5.1	4.6
- North America	0.5	0.4	0.8	0.6	0.7	0.8	0.2	0.2	2.7	7.8
- Central-South America	0.1	0.3	0.1	0.1	0.1	0.1	0.0	0.0	n.s.	-15.4
Asia and Pacific	4.2	4.1	5.6	8.5	11.6	16.9	1.2	4.4	46.0	32.1
Europe	341.8	318.0	325.4	337.5	349.2	362.9	98.5	95.3	3.9	1.2
- European Union (15)	298.4	276.2	280.2	288.6	296.7	307.5	86.0	80.7	3.6	0.6
- New EU Members (12)	39.4	38.6	40.7	44.0	48.4	51.4	11.4	13.5	6.4	5.5
- Enlarged EU (27)	337.8	314.8	320.8	332.5	345.0	358.9	97.4	94.2	4.0	1.2
- Norway & Switzerland	2.4	1.4	2.3	2.6	1.6	1.7	0.7	0.4	5.5	-6.9
- Other Europe	1.5	1.8	2.2	2.4	2.5	2.2	0.4	0.6	-11.8	8.4
Middle East	0.0	0.1	0.0	0.1	0.1	0.1	0.0	0.0	9.3	52.3
Africa	0.2	0.1	0.1	0.1	0.3	0.2	0.1	0.1	-31.1	0.9
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	346.8	323.1	332.0	346.9	362.0	380.8	100.0	100.0	5.2	1.9

Source: CSIL processing of official data

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

Table 6.11 Switzerland
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
Germany	3.5	3.1	3.1	2.8	2.0	2.3	46.5	42.3	12.5	-8.4
Italy	1.1	1.3	1.1	2.1	1.3	0.6	14.5	11.5	n.s.	-11.0
France	0.9	1.0	0.7	0.5	0.7	0.5	11.2	9.6	-21.0	-9.6
Austria	0.9	0.8	0.9	0.9	0.6	0.5	12.4	8.4	-24.6	-13.5
United Kingdom	0.1	0.2	0.3	0.2	0.2	0.2	1.5	4.3	13.4	16.1
United States	0.2	0.1	0.2	0.2	0.3	0.2	2.4	4.2	-10.4	4.7
Belgium	0.1	0.3	0.3	0.1	0.3	0.1	1.5	2.5	-45.8	3.6
China	0.0	0.0	0.0	0.0	0.0	0.1	0.0	1.8	n.s.	n.s.
Japan	0.0	0.1	0.0	0.0	0.1	0.1	0.3	1.6	-34.9	31.7
Denmark	0.1	0.1	0.0	0.1	0.0	0.1	1.0	1.6	n.s.	2.4
Top 10	7.0	7.0	6.5	6.8	5.5	4.7	91.3	87.9	-13.1	-7.4
Others	0.7	0.5	0.8	0.8	0.8	0.7	8.7	12.1	-15.8	-0.4
Americas	0.2	0.2	0.2	0.2	0.3	0.3	2.5	4.7	-1.4	5.9
- North America	0.2	0.1	0.2	0.2	0.3	0.3	2.4	4.7	-1.9	6.5
- Central-South America	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.0	n.s.	-18.2
Asia and Pacific	0.2	0.2	0.1	0.1	0.3	0.2	2.2	4.5	-27.8	7.8
Europe	7.1	7.0	7.0	7.2	5.6	4.8	92.8	88.6	-14.1	-7.5
- European Union (15)	6.9	6.9	6.8	7.0	5.4	4.6	91.0	84.3	-15.2	-8.1
- New EU Members (12)	0.0	0.1	0.1	0.1	0.1	0.1	0.6	2.6	47.9	24.8
- Enlarged EU (27)	7.0	7.0	6.9	7.1	5.5	4.7	91.6	87.0	-14.1	-7.6
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.8	n.s.	32.2
- Other Europe	0.1	0.0	0.1	0.1	0.1	0.0	1.1	0.8	-48.8	-12.1
Middle East	0.1	0.1	0.1	0.1	0.1	0.1	1.1	1.7	70.6	2.3
Africa	0.1	0.0	0.0	0.0	0.0	0.0	1.3	0.5	18.6	-24.3
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	7.6	7.5	7.4	7.6	6.2	5.4	100.0	100.0	-13.4	-6.7

Source: CSIL processing of official data

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

Table 6.12 Switzerland
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
Germany	21.1	22.2	22.8	27.6	30.8	32.9	23.7	28.4	6.9	9.3
Italy	21.7	19.8	18.0	19.7	19.8	20.9	24.4	18.0	5.5	-0.7
China	6.2	6.9	7.3	8.6	11.1	17.1	6.9	14.8	53.7	22.6
Austria	6.3	5.7	6.0	7.0	6.7	7.4	7.1	6.4	11.5	3.4
France	7.9	6.8	7.1	7.6	6.6	6.9	8.9	5.9	4.4	-2.7
Netherlands	1.8	1.9	2.0	2.5	3.9	5.6	2.1	4.9	46.0	25.3
Denmark	5.9	4.3	3.6	4.0	4.1	4.2	6.7	3.7	2.7	-6.5
Indonesia	3.7	3.1	2.5	2.8	3.5	4.1	4.2	3.5	16.7	1.8
Belgium	0.8	1.4	1.3	1.5	2.2	2.9	0.9	2.5	34.4	28.5
Vietnam	1.3	1.6	1.5	1.9	2.0	2.2	1.4	1.9	10.3	11.3
Top 10	76.7	73.8	72.1	83.2	90.6	104.3	86.3	90.0	15.1	6.3
Others	12.2	11.5	13.3	13.8	12.6	11.6	13.7	10.0	-8.5	-1.0
Americas	0.4	0.5	0.4	0.3	0.5	0.6	0.5	0.6	41.6	9.5
- North America	0.3	0.2	0.2	0.2	0.3	0.5	0.3	0.5	69.6	12.8
- Central-South America	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	-24.3	-1.7
Asia and Pacific	13.5	13.6	14.0	16.0	20.5	27.1	15.2	23.4	32.2	14.9
Europe	74.8	71.1	70.9	80.5	82.2	88.0	84.2	76.0	7.1	3.3
- European Union (15)	70.1	67.0	64.7	74.1	77.7	84.6	78.9	73.0	8.8	3.8
- New EU Members (12)	3.3	2.8	3.9	3.7	3.1	2.5	3.7	2.1	-21.3	-5.6
- Enlarged EU (27)	73.4	69.8	68.6	77.8	80.8	87.0	82.6	75.1	7.7	3.5
- Norway & Switzerland	1.2	0.9	1.4	1.6	0.9	0.1	1.3	0.1	n.s.	-34.2
- Other Europe	0.2	0.4	0.9	1.1	0.5	0.9	0.2	0.7	70.9	33.6
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	36.1	-0.5
Africa	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	-26.7	-12.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	88.8	85.3	85.4	97.0	103.2	115.8	100.0	100.0	12.2	5.5

Source: CSIL processing of official data

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

Table 6.13 Switzerland
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
Germany	16.7	17.9	19.9	21.1	16.5	14.7	46.2	28.0	-10.9	-2.5
Italy	6.9	8.0	12.8	16.4	15.1	13.6	18.9	25.8	-10.1	14.6
Austria	4.7	5.5	8.1	7.5	6.9	6.3	13.1	12.0	-8.7	5.8
Netherlands	1.9	3.4	3.8	3.8	3.3	4.1	5.3	7.7	23.8	16.1
France	1.6	4.2	3.9	4.2	3.7	3.8	4.5	7.3	2.4	18.6
Belgium	1.3	2.5	2.5	2.3	1.8	1.8	3.5	3.5	2.2	7.5
Greece	0.0	0.2	0.0	0.0	0.5	1.4	0.0	2.6	n.s.	n.s.
United Kingdom	0.5	0.9	0.8	0.5	0.2	1.0	1.3	1.9	n.s.	16.4
United Arab Emirates	0.0	0.0	0.1	0.0	0.0	0.9	0.0	1.7	n.c.	n.s.
Denmark	0.5	0.9	1.0	0.9	1.1	0.8	1.4	1.6	-22.3	11.2
Top 10	34.1	43.5	52.7	56.7	49.0	48.3	94.3	92.0	-1.4	7.2
Others	2.1	1.9	2.8	3.4	3.5	4.2	5.7	8.0	19.7	15.1
Americas	0.3	0.1	0.1	0.1	0.1	0.2	1.0	0.4	n.s.	-8.9
- North America	0.3	0.1	0.0	0.0	0.0	0.2	0.9	0.4	n.s.	-8.1
- Central-South America	0.0	0.0	0.1	0.1	0.0	0.0	0.1	0.0	13.1	-16.2
Asia and Pacific	0.2	0.2	0.1	0.1	0.2	0.2	0.5	0.4	-6.1	1.2
Europe	35.6	45.1	54.8	59.9	52.1	50.8	98.4	96.6	-2.6	7.4
- European Union (15)	35.0	44.5	53.8	58.7	50.5	48.9	96.7	93.1	-3.1	6.9
- New EU Members (12)	0.1	0.1	0.1	0.2	0.2	0.3	0.4	0.7	87.8	20.5
- Enlarged EU (27)	35.1	44.6	53.9	58.9	50.6	49.2	97.1	93.7	-2.8	7.0
- Norway & Switzerland	0.0	0.0	0.3	0.5	0.7	0.8	0.0	1.5	11.9	n.s.
- Other Europe	0.5	0.5	0.5	0.4	0.8	0.7	1.3	1.4	-0.5	10.0
Middle East	0.0	0.0	0.3	0.0	0.1	1.3	0.1	2.5	n.s.	n.s.
Africa	0.0	0.0	0.1	0.0	0.1	0.0	0.0	0.1	n.s.	17.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	36.2	45.4	55.4	60.1	52.5	52.5	100.0	100.0	0.0	7.7

Source: CSIL processing of official data

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

Table 6.14 Switzerland
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
Germany	60.7	59.0	58.7	63.6	68.1	76.3	39.6	41.8	11.9	4.7
Italy	34.0	30.5	29.2	32.0	35.8	39.0	22.2	21.3	8.9	2.7
France	19.8	19.2	17.6	16.3	16.7	17.3	12.9	9.5	3.6	-2.6
Denmark	7.8	7.6	10.0	11.4	13.4	13.1	5.1	7.2	-2.2	11.0
Austria	8.6	7.7	7.7	8.5	8.8	10.5	5.6	5.7	19.0	4.1
Poland	8.9	9.8	8.6	8.8	9.4	8.2	5.8	4.5	-12.8	-1.6
Sweden	3.7	4.7	6.0	5.5	3.8	4.7	2.4	2.6	22.9	4.5
Finland	0.4	0.9	3.1	1.4	1.2	3.0	0.3	1.7	n.s.	46.9
Lithuania	0.9	1.6	4.2	3.5	1.9	1.4	0.6	0.8	-25.1	10.7
Czech Republic	0.3	0.5	0.6	0.6	0.7	1.3	0.2	0.7	90.0	37.4
Top 10	145.1	141.5	145.6	151.6	159.8	174.7	94.7	95.7	9.3	3.8
Others	8.1	6.3	5.9	6.0	5.9	7.9	5.3	4.3	33.4	-0.4
Americas	0.2	0.2	0.2	0.2	0.4	0.4	0.2	0.2	14.9	11.3
- North America	0.1	0.1	0.2	0.1	0.2	0.1	0.1	0.0	n.s.	-8.3
- Central-South America	0.1	0.2	0.1	0.1	0.2	0.3	0.1	0.2	69.3	23.0
Asia and Pacific	0.4	0.3	0.4	0.5	0.9	1.5	0.2	0.8	61.5	31.8
Europe	152.5	147.2	150.8	156.8	164.4	180.7	99.6	99.0	9.9	3.4
- European Union (15)	139.0	132.8	135.4	141.6	150.7	167.0	90.8	91.5	10.9	3.7
- New EU Members (12)	12.4	13.4	14.1	14.2	13.0	12.8	8.1	7.0	-1.4	0.6
- Enlarged EU (27)	151.4	146.2	149.5	155.8	163.7	179.9	98.9	98.5	9.9	3.5
- Norway & Switzerland	0.1	0.1	0.2	0.3	0.2	0.0	0.1	0.0	n.s.	-28.4
- Other Europe	0.9	0.8	1.1	0.7	0.5	0.8	0.6	0.4	55.5	-4.0
Middle East	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	-23.5	-7.9
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-49.6	-13.6
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	153.2	147.7	151.5	157.6	165.7	182.6	100.0	100.0	10.2	3.6

Source: CSIL processing of official data

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

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

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Italy	1.3	1.8	1.7	2.0	2.5	1.6	33.0	35.8	-37.1	4.1
France	0.7	0.9	0.7	0.6	0.5	0.8	18.6	17.7	58.7	1.4
Austria	0.8	1.1	1.2	1.0	1.2	0.7	19.8	15.3	-44.7	-2.8
Germany	0.4	0.2	0.3	0.3	0.3	0.5	10.0	11.8	70.8	5.8
United States	0.1	0.0	0.0	0.0	0.1	0.2	1.7	5.0	n.s.	27.0
Top 5	3.3	3.9	3.9	3.9	4.6	3.8	83.1	85.6	-17.5	3.0
Others	0.7	0.5	0.5	0.3	0.6	0.6	16.9	14.4	1.5	-0.9
Americas	0.1	0.1	0.0	0.0	0.1	0.3	1.9	7.1	n.s.	33.1
- North America	0.1	0.0	0.0	0.0	0.1	0.2	1.9	5.0	n.s.	24.6
- Central-South America	0.0	0.1	0.0	0.0	0.0	0.1	0.0	2.1	n.s.	n.s.
Asia and Pacific	0.0	0.0	0.0	0.0	0.0	0.0	1.0	0.6	n.s.	-7.6
Europe	3.6	4.2	4.2	4.1	5.1	4.0	89.7	88.8	-22.6	2.2
- European Union (15)	3.4	4.0	4.1	4.0	4.9	3.8	84.9	85.1	-23.1	2.4
- New EU Members (12)	0.0	0.1	0.1	0.0	0.0	0.0	0.9	0.7	-24.6	-1.2
- Enlarged EU (27)	3.4	4.1	4.2	4.0	5.0	3.8	85.8	85.9	-23.1	2.4
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
- Other Europe	0.2	0.1	0.1	0.1	0.1	0.1	3.9	2.9	-0.7	-3.4
Middle East	0.1	0.0	0.0	0.0	0.0	0.1	1.4	1.5	n.s.	4.5
Africa	0.2	0.0	0.2	0.1	0.1	0.1	6.0	2.0	34.7	-17.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	4.0	4.4	4.4	4.2	5.3	4.5	100.0	100.0	-15.2	2.4

Source: CSIL processing of official data

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

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

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	91.7	99.0	112.8	125.4	133.1	141.8	60.4	65.8	6.5	9.1
Italy	24.4	24.8	28.6	30.5	32.5	32.4	16.1	15.0	-0.5	5.8
France	19.0	17.3	19.7	18.8	18.2	19.3	12.5	8.9	6.1	0.3
Austria	12.6	14.9	16.0	16.0	15.4	15.0	8.3	6.9	-2.6	3.5
Denmark	1.7	3.1	3.0	3.4	4.2	2.9	1.1	1.3	-31.7	10.7
Belgium	0.7	0.7	0.8	0.6	0.8	1.0	0.5	0.4	16.6	5.8
China	0.1	0.1	0.2	0.3	0.4	0.4	0.0	0.2	11.1	49.5
United Kingdom	0.1	0.2	0.3	0.4	0.4	0.4	0.0	0.2	-15.5	43.4
Sweden	0.3	0.2	0.3	0.4	0.4	0.3	0.2	0.2	-4.0	3.3
Poland	0.0	0.0	0.1	0.2	0.2	0.3	0.0	0.2	45.4	68.5
Top 10	150.6	160.4	181.8	196.0	205.6	213.8	99.1	99.2	4.0	7.3
Others	1.3	1.0	1.3	1.4	1.7	1.8	0.9	0.8	7.8	6.2
Americas	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0	-27.2	82.2
- North America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	30.2	75.3
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Asia and Pacific	0.3	0.5	0.4	0.6	0.5	0.7	0.2	0.3	48.5	19.5
Europe	151.7	160.9	182.7	196.7	206.7	214.7	99.8	99.6	3.9	7.2
- European Union (15)	151.4	160.5	182.2	196.0	205.7	213.8	99.6	99.2	3.9	7.1
- New EU Members (12)	0.2	0.2	0.5	0.6	1.0	0.8	0.1	0.4	-18.3	29.6
- Enlarged EU (27)	151.6	160.7	182.7	196.7	206.7	214.6	99.8	99.5	3.8	7.2
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.c.
- Other Europe	0.0	0.1	0.0	0.1	0.1	0.2	0.0	0.1	n.s.	33.8
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	n.c.
Africa	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	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	152.0	161.4	183.2	197.4	207.3	215.6	100.0	100.0	4.0	7.2

Source: CSIL processing of official data

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

Table 6.17 Switzerland
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
Germany	25.4	25.5	23.3	24.7	22.8	25.9	54.2	37.3	13.7	0.4
Austria	8.1	6.9	7.0	6.4	6.1	6.6	17.3	9.5	8.7	-4.1
France	1.3	0.9	0.9	1.6	3.5	5.9	2.8	8.5	69.0	34.8
Netherlands	0.4	0.2	2.0	1.6	3.4	5.2	1.0	7.5	52.9	63.4
United Kingdom	1.0	1.8	2.5	1.0	1.8	4.9	2.1	7.1	n.s.	38.2
Italy	5.7	4.9	6.2	8.8	6.7	4.2	12.1	6.1	-36.7	-5.7
Belgium	1.4	1.0	1.0	2.5	5.2	4.0	3.1	5.8	-21.9	22.8
Japan	0.2	0.4	0.2	0.3	0.2	2.3	0.5	3.3	n.s.	55.7
United States	0.7	1.0	2.0	0.5	1.4	1.9	1.6	2.8	35.5	20.9
United Arab Emirates	0.0	0.4	0.3	0.5	0.8	1.2	0.0	1.8	56.5	n.s.
Top 10	44.4	43.0	45.3	47.8	51.8	62.2	94.7	89.6	20.0	7.0
Others	2.5	3.4	4.8	6.3	6.7	7.2	5.3	10.4	7.9	23.9
Americas	0.8	1.0	2.2	0.6	1.6	2.1	1.7	3.0	33.9	21.0
- North America	0.8	1.0	2.1	0.5	1.5	2.0	1.6	2.9	37.7	21.9
- Central-South America	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	-16.8	8.0
Asia and Pacific	1.2	0.7	1.5	1.8	1.4	3.5	2.6	5.0	n.s.	23.7
Europe	44.5	42.5	44.7	49.6	52.6	60.7	95.1	87.5	15.5	6.4
- European Union (15)	44.0	42.1	43.8	48.5	50.5	59.2	93.9	85.4	17.2	6.1
- New EU Members (12)	0.5	0.3	0.7	0.7	1.2	0.9	1.0	1.3	-22.3	13.5
- Enlarged EU (27)	44.4	42.3	44.5	49.2	51.7	60.1	94.9	86.7	16.3	6.2
- Norway & Switzerland	0.0	0.0	0.1	0.1	0.1	0.0	0.0	0.0	n.s.	0.6
- Other Europe	0.1	0.2	0.1	0.3	0.8	0.5	0.1	0.8	-33.5	55.1
Middle East	0.0	0.5	1.5	1.9	2.7	2.6	0.1	3.7	-4.6	n.s.
Africa	0.2	1.7	0.2	0.2	0.2	0.5	0.5	0.7	n.s.	15.7
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	46.8	46.4	50.1	54.1	58.5	69.4	100.0	100.0	18.6	8.2

Source: CSIL processing of official data

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

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

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	73.1	64.2	62.1	71.5	77.7	90.2	54.3	54.7	16.1	4.3
Italy	22.4	18.9	20.6	24.5	26.8	26.9	16.6	16.3	0.3	3.7
France	12.8	9.9	10.3	10.6	9.7	11.4	9.5	6.9	18.4	-2.2
China	0.5	1.5	2.0	2.6	4.3	6.4	0.4	3.9	50.2	66.8
Austria	6.3	3.2	5.7	5.9	5.5	6.3	4.7	3.8	15.1	0.0
Denmark	3.7	3.5	3.2	3.4	3.8	4.8	2.8	2.9	26.1	5.0
Poland	1.7	3.2	4.1	6.7	5.3	3.4	1.3	2.1	-35.1	14.8
Sweden	5.2	2.3	2.4	2.8	3.2	3.1	3.8	1.9	-2.5	-9.5
United Kingdom	2.1	2.8	1.4	1.6	2.5	2.5	1.5	1.5	2.1	4.3
Portugal	1.6	1.3	1.3	1.7	2.0	2.4	1.2	1.5	23.7	8.2
Top 10	129.5	110.7	113.1	131.3	140.7	157.6	96.2	95.6	12.0	4.0
Others	5.2	6.1	6.7	7.5	9.3	7.2	3.8	4.4	-22.3	6.8
Americas	0.2	0.1	0.1	0.3	0.7	0.3	0.2	0.2	n.s.	6.4
- North America	0.2	0.1	0.1	0.3	0.6	0.3	0.2	0.2	n.s.	5.9
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-40.9	22.7
Asia and Pacific	1.0	1.9	2.6	3.2	5.4	7.0	0.7	4.3	29.3	48.3
Europe	133.5	114.7	116.9	135.2	143.8	157.5	99.1	95.5	9.5	3.4
- European Union (15)	130.5	109.6	110.3	125.5	135.7	151.4	96.9	91.9	11.6	3.0
- New EU Members (12)	2.0	3.6	4.5	7.6	5.7	4.0	1.5	2.4	-29.8	14.9
- Enlarged EU (27)	132.6	113.2	114.7	133.1	141.4	155.4	98.4	94.3	9.9	3.2
- Norway & Switzerland	0.7	0.7	1.2	1.2	1.6	1.6	0.5	1.0	5.1	19.4
- Other Europe	0.2	0.8	1.0	0.9	0.8	0.4	0.2	0.2	n.s.	12.4
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-1.4
Africa	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	n.s.	33.5
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	134.7	116.8	119.8	138.7	149.9	164.8	100.0	100.0	9.9	4.1

Source: CSIL processing of official data

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

Table 6.19 Switzerland
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
Germany	45.1	44.6	43.7	48.8	53.0	63.0	29.0	29.9	18.9	6.9
Italy	35.0	36.3	43.0	49.5	46.5	43.9	22.5	20.9	-5.6	4.7
France	17.1	16.7	15.2	16.3	16.3	20.5	11.0	9.7	25.7	3.6
Austria	18.1	19.4	22.2	20.6	20.7	19.6	11.7	9.3	-5.1	1.6
United Kingdom	5.9	6.0	5.7	7.2	7.1	11.0	3.8	5.2	55.4	13.3
United States	5.1	4.4	5.3	13.0	4.4	5.6	3.3	2.6	25.6	1.7
Russia	1.2	0.9	0.8	1.2	1.7	4.0	0.8	1.9	n.s.	27.7
Netherlands	3.8	3.2	3.6	3.1	4.9	3.9	2.4	1.9	-21.0	0.8
Spain	2.2	2.6	2.0	2.8	4.2	3.8	1.4	1.8	-11.2	11.1
Belgium	3.3	3.3	3.2	3.1	3.4	3.4	2.2	1.6	1.1	0.6
Top 10	136.9	137.2	144.6	165.6	162.3	178.8	88.1	84.9	10.2	5.5
Others	18.4	19.0	22.9	24.0	26.6	31.8	11.9	15.1	19.6	11.5
Americas	6.4	8.9	9.6	18.3	8.4	9.2	4.1	4.4	9.5	7.5
- North America	5.4	4.6	5.4	13.2	4.6	5.9	3.5	2.8	29.0	1.9
- Central-South America	1.0	4.3	4.2	5.1	3.8	3.3	0.7	1.6	-13.9	25.8
Asia and Pacific	6.0	3.8	4.1	4.6	5.9	8.7	3.9	4.1	49.2	7.7
Europe	139.1	139.4	146.4	162.1	170.6	186.2	89.5	88.4	9.2	6.0
- European Union (15)	133.8	134.7	141.8	155.1	162.8	175.8	86.1	83.5	8.0	5.6
- New EU Members (12)	1.5	1.4	1.4	3.1	3.2	3.7	1.0	1.7	16.3	19.8
- Enlarged EU (27)	135.3	136.2	143.2	158.2	165.9	179.5	87.1	85.2	8.2	5.8
- Norway & Switzerland	0.4	0.4	0.4	0.5	0.6	0.7	0.2	0.3	6.9	12.4
- Other Europe	3.4	2.8	2.9	3.5	4.0	6.0	2.2	2.9	50.6	12.2
Middle East	3.1	2.9	6.8	2.4	3.6	5.4	2.0	2.5	48.4	11.8
Africa	0.8	1.2	0.5	2.2	0.5	1.2	0.5	0.6	n.s.	8.1
Other Countries	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	155.4	156.2	167.5	189.6	189.0	210.6	100.0	100.0	11.5	6.3

Source: CSIL processing of official data

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

Table 6.20 Switzerland
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
Germany	169.8	177.6	173.1	189.6	210.0	236.1	31.7	35.1	12.5	6.8
Italy	126.1	109.5	114.2	115.6	125.8	144.1	23.6	21.4	14.5	2.7
France	68.3	61.2	58.1	59.7	58.4	61.6	12.8	9.2	5.5	-2.0
Austria	30.6	30.9	29.6	36.0	39.5	44.5	5.7	6.6	12.7	7.8
Poland	25.1	30.3	36.4	39.6	35.8	39.5	4.7	5.9	10.4	9.5
China	8.8	10.7	15.1	18.9	19.8	27.1	1.6	4.0	36.6	25.2
Sweden	20.7	18.4	17.3	17.2	18.1	19.6	3.9	2.9	8.3	-1.1
Denmark	17.4	13.7	15.1	15.5	16.1	14.9	3.3	2.2	-8.0	-3.1
Netherlands	10.3	10.9	11.3	12.0	12.5	13.3	1.9	2.0	6.5	5.3
Lithuania	1.9	1.4	6.5	5.8	7.0	11.4	0.3	1.7	64.4	43.9
Top 10	479.0	464.5	476.6	510.1	543.0	612.2	89.5	91.1	12.7	5.0
Others	56.0	51.0	54.0	56.1	52.9	60.1	10.5	8.9	13.6	1.4
Americas	3.2	1.8	2.8	2.6	3.7	2.3	0.6	0.3	-38.7	-6.5
- North America	2.3	1.3	2.2	2.0	3.2	1.9	0.4	0.3	-40.6	-3.5
- Central-South America	0.9	0.6	0.7	0.6	0.5	0.4	0.2	0.1	-27.4	-16.2
Asia and Pacific	21.4	22.3	27.5	32.8	31.6	39.8	4.0	5.9	25.8	13.2
Europe	509.5	490.5	499.4	529.1	559.5	628.9	95.2	93.5	12.4	4.3
- European Union (15)	470.7	447.8	442.9	469.8	503.1	559.0	88.0	83.1	11.1	3.5
- New EU Members (12)	37.2	41.2	54.6	56.8	53.5	65.7	7.0	9.8	22.8	12.0
- Enlarged EU (27)	507.9	488.9	497.6	526.7	556.6	624.7	94.9	92.9	12.2	4.2
- Norway & Switzerland	0.0	0.1	0.1	0.1	0.1	0.1	0.0	0.0	45.7	28.2
- Other Europe	1.6	1.5	1.8	2.3	2.8	4.0	0.3	0.6	43.6	21.0
Middle East	0.3	0.5	0.2	1.1	0.6	0.9	0.1	0.1	67.9	24.4
Africa	0.5	0.5	0.6	0.6	0.5	0.5	0.1	0.1	-11.7	-3.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	535.0	515.6	530.6	566.2	595.9	672.3	100.0	100.0	12.8	4.7

Source: CSIL processing of official data

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

Table 6.21 Switzerland
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
Germany	70.4	63.1	56.1	58.3	67.4	72.8	62.8	51.5	8.0	0.7
Italy	15.7	15.1	17.9	22.5	23.9	25.8	14.0	18.2	7.7	10.4
Austria	8.0	7.9	10.3	10.9	10.2	10.4	7.1	7.3	1.7	5.4
Japan	3.2	3.1	3.0	3.5	3.8	4.2	2.8	3.0	10.8	5.7
United Arab Emirates	0.2	0.4	1.6	1.6	2.1	3.7	0.1	2.6	80.8	86.1
France	3.5	2.9	2.4	2.7	3.4	3.6	3.2	2.6	7.3	0.4
United States	1.8	1.5	2.0	2.0	2.2	2.5	1.6	1.8	15.9	7.0
Spain	1.5	3.2	1.9	1.7	1.9	2.5	1.3	1.8	31.3	11.7
Netherlands	0.5	0.5	0.6	1.8	2.3	2.4	0.4	1.7	5.5	37.5
Belgium	1.3	1.1	0.9	1.0	1.7	1.8	1.1	1.3	7.6	7.0
Top 10	106.0	98.7	96.8	106.0	118.8	129.8	94.5	91.8	9.2	4.1
Others	6.1	7.8	6.9	6.6	9.3	11.6	5.5	8.2	24.2	13.6
Americas	2.0	1.6	2.2	2.3	2.6	2.9	1.7	2.1	13.3	8.4
- North America	1.8	1.5	2.0	2.1	2.3	2.6	1.6	1.9	16.2	7.6
- Central-South America	0.1	0.1	0.2	0.2	0.3	0.3	0.1	0.2	-7.6	17.8
Asia and Pacific	4.3	4.3	3.8	4.9	5.1	5.1	3.9	3.6	-0.5	3.2
Europe	105.4	99.9	95.8	103.7	118.2	128.5	94.0	90.9	8.8	4.1
- European Union (15)	103.4	97.6	93.4	101.8	115.2	125.1	92.3	88.5	8.7	3.9
- New EU Members (12)	1.3	1.6	1.3	1.2	2.0	1.9	1.1	1.3	-4.3	8.1
- Enlarged EU (27)	104.7	99.2	94.8	102.9	117.1	127.0	93.4	89.8	8.4	3.9
- Norway & Switzerland	0.4	0.4	0.2	0.2	0.2	0.3	0.3	0.2	76.1	-0.2
- Other Europe	0.3	0.3	0.8	0.6	0.8	1.2	0.3	0.8	39.3	31.2
Middle East	0.3	0.6	1.8	1.6	2.3	4.8	0.3	3.4	n.s.	68.9
Africa	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	90.7	-3.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	112.1	106.6	103.6	112.6	128.2	141.4	100.0	100.0	10.3	4.8

Source: CSIL processing of official data

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

Table 6.22 Switzerland
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
Germany	52.6	56.6	51.4	56.0	58.7	69.3	37.3	36.7	18.2	5.7
Italy	28.5	28.0	25.2	26.1	30.6	30.0	20.2	15.9	-2.0	1.0
Sweden	13.4	13.9	17.9	19.7	20.5	28.8	9.5	15.2	40.6	16.6
Austria	18.8	22.1	18.8	25.5	25.5	23.0	13.3	12.2	-9.7	4.2
France	6.5	7.7	7.2	7.4	6.4	7.2	4.6	3.8	12.6	1.8
China	1.1	2.1	2.3	2.4	4.4	6.2	0.8	3.3	39.9	41.7
Poland	5.8	9.7	8.0	5.5	5.0	5.3	4.1	2.8	5.7	-1.8
Slovenia	0.5	0.4	0.7	0.6	2.1	2.7	0.3	1.4	27.2	42.4
Czech Republic	1.9	2.6	2.8	2.5	2.6	2.5	1.4	1.3	-5.2	5.3
Lithuania	0.3	0.3	1.0	1.7	1.0	2.4	0.2	1.3	n.s.	52.2
Top 10	129.4	143.4	135.2	147.4	156.8	177.4	91.7	93.8	13.1	6.5
Others	11.7	10.5	10.3	10.0	9.2	11.7	8.3	6.2	27.4	0.0
Americas	0.3	0.2	0.9	1.4	0.4	0.3	0.2	0.2	-14.4	4.6
- North America	0.3	0.2	0.9	1.4	0.4	0.3	0.2	0.1	-26.3	0.7
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.s.	67.6
Asia and Pacific	1.5	2.7	2.9	2.9	5.5	7.9	1.1	4.2	44.4	38.8
Europe	139.2	151.0	141.6	153.1	160.1	180.8	98.7	95.6	12.9	5.4
- European Union (15)	124.8	134.1	125.8	139.3	145.3	162.8	88.5	86.1	12.1	5.5
- New EU Members (12)	14.1	16.8	15.8	13.4	13.7	16.1	10.0	8.5	17.5	2.6
- Enlarged EU (27)	138.9	150.9	141.6	152.7	159.0	178.9	98.5	94.6	12.5	5.2
- Norway & Switzerland	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-12.4	-15.3
- Other Europe	0.3	0.0	0.0	0.3	1.1	1.9	0.2	1.0	70.0	47.9
Middle East	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.s.	-21.0
Africa	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	n.s.	91.4
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	141.1	153.9	145.5	157.4	166.0	189.1	100.0	100.0	13.9	6.0

Source: CSIL processing of official data

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

Table 6.23 Switzerland
Exports of parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	6.5	7.0	6.3	6.5	8.6	7.6	29.9	40.0	-12.2	3.2
Poland	0.0	0.0	1.1	2.0	2.4	2.9	0.1	15.4	22.4	n.s.
United States	1.2	1.0	1.0	1.2	1.3	1.8	5.8	9.4	33.8	7.4
Japan	1.1	1.0	1.5	1.2	1.1	1.5	5.1	7.7	31.8	5.6
Slovenia	1.6	1.1	1.1	1.1	1.0	1.0	7.4	5.4	4.8	-8.6
United Kingdom	1.7	0.7	1.0	0.8	1.2	0.9	7.9	4.6	-26.5	-12.7
Austria	1.3	1.0	1.0	0.8	0.9	0.6	5.9	3.1	-31.0	-14.2
France	0.9	0.7	0.9	0.9	0.8	0.4	4.1	2.3	-43.4	-12.9
Italy	1.8	1.2	0.8	1.0	0.6	0.3	8.1	1.6	-44.9	-29.5
Belgium	3.9	3.2	1.8	1.9	0.5	0.3	17.8	1.3	-47.7	-42.0
Top 10	19.9	16.9	16.4	17.4	18.3	17.2	92.0	90.9	-5.9	-2.9
Others	1.7	1.0	0.8	1.0	1.6	1.7	8.0	9.1	5.5	-0.1
Americas	1.5	1.1	1.1	1.3	1.4	2.0	6.9	10.5	38.5	5.8
- North America	1.3	1.1	1.0	1.2	1.3	1.8	6.0	9.5	34.0	6.4
- Central-South America	0.2	0.1	0.1	0.1	0.1	0.2	0.9	1.0	100.0	1.0
Asia and Pacific	1.7	1.1	1.6	1.3	1.4	1.8	8.0	9.7	30.0	1.3
Europe	18.4	15.6	14.5	15.8	16.9	14.9	84.8	78.7	-12.1	-4.1
- European Union (15)	16.4	14.2	12.2	12.5	13.5	10.6	75.7	55.8	-21.6	-8.4
- New EU Members (12)	1.9	1.3	2.4	3.3	3.5	4.1	8.6	21.8	18.4	17.2
- Enlarged EU (27)	18.3	15.6	14.5	15.8	16.9	14.7	84.3	77.5	-13.4	-4.3
- Norway & Switzerland	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	12.6
- Other Europe	0.1	0.0	0.0	0.0	0.0	0.2	0.5	1.1	n.s.	13.5
Middle East	0.1	0.1	0.0	0.0	0.0	0.1	0.3	0.6	n.s.	14.8
Africa	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.5	3.2	50.0
Other Countries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.c.	n.s.
World Total	21.7	17.9	17.2	18.4	19.9	18.9	100.0	100.0	-4.9	-2.7

Source: CSIL processing of official data

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

Table 6.24 Switzerland
Imports of parts of seats by country and by geographical area, 2002-2007

	EUR million						% share		Annual % changes	
	2002	2003	2004	2005	2006	2007	2002	2007	2007/06	Aver. 02-07
Germany	16.7	17.7	14.0	15.0	15.0	19.4	44.3	39.2	29.4	3.1
Italy	9.1	10.4	9.7	10.8	10.1	11.5	24.3	23.3	13.9	4.7
Czech Republic	3.4	3.8	2.8	2.3	5.4	7.6	9.0	15.4	41.1	17.5
France	2.2	2.5	3.1	2.6	3.6	2.7	5.7	5.4	-24.4	4.5
Austria	1.6	1.9	1.3	1.3	1.4	2.0	4.2	4.0	40.4	4.2
Spain	0.7	0.7	0.7	1.0	1.2	1.4	1.9	2.9	21.8	15.0
Poland	0.3	0.7	0.5	1.1	1.0	1.0	0.7	2.0	1.8	29.3
China	0.1	0.4	0.5	0.7	0.7	0.9	0.3	1.9	34.4	57.9
Netherlands	0.3	0.3	0.3	0.6	0.8	0.8	0.7	1.6	-3.5	24.6
United Kingdom	0.2	0.2	0.1	0.2	0.2	0.7	0.5	1.3	n.s.	29.8
Top 10	34.5	38.6	33.1	35.6	39.3	48.0	91.6	96.9	21.9	6.8
Others	3.2	2.4	2.6	2.2	1.9	1.5	8.4	3.1	-17.2	-13.4
Americas	0.2	0.1	0.1	0.2	0.2	0.2	0.4	0.4	32.5	4.9
- North America	0.2	0.1	0.1	0.2	0.1	0.1	0.4	0.3	3.6	-3.3
- Central-South America	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	n.s.	78.4
Asia and Pacific	0.5	0.8	0.8	0.9	1.0	1.1	1.4	2.3	16.7	16.2
Europe	36.8	40.0	34.6	36.6	40.0	48.1	97.9	97.2	20.2	5.5
- European Union (15)	31.9	34.3	30.1	32.1	33.2	39.0	84.9	78.7	17.6	4.1
- New EU Members (12)	4.7	5.5	4.2	4.1	6.6	8.9	12.5	18.1	35.4	13.7
- Enlarged EU (27)	36.7	39.8	34.2	36.3	39.8	47.9	97.4	96.8	20.5	5.5
- Norway & Switzerland	0.2	0.2	0.3	0.3	0.3	0.1	0.5	0.3	-42.4	-2.9
- Other Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	n.s.	30.2
Middle East	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.2	40.3	39.9
Africa	0.1	0.1	0.1	0.1	0.0	0.0	0.3	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	37.6	41.0	35.6	37.8	41.2	49.5	100.0	100.0	20.1	5.6

Source: CSIL processing of official data

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