B+R STUDIO
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Polish Furniture Outlook

REPORT 2026

The report was prepared between December 2025 and January 2026 by B+R STUDIO Tomasz Wiktorski.

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All calculations, estimates and forecasts have been made by B+R Studio. They are based on the official data. The missing data was supplemented on the basis of the expert's interview.

The sources are given below the tables, figures and charts.B+R Studio shall not be responsible for the way the data are used, in particular, it applies to the forecasts presented in this document. Despite every effort that has been made to reflect the real scenario of future events, there is no certainty that such a scenario will take place

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Furniture manufacturing in Poland

Structure of production by company size and location

The table below presents the number of entities declaring activity in furniture manufacturing (NACE 31), broken down by enterprise size class. As of 30 September 2025, there were 32,624 furniture manufacturing companies operating in Poland. Compared with the corresponding period of 2024, this number increased by 806 entities, representing growth of 2.53%. However, this increase was generated exclusively by micro-enterprises, whose number rose by 843 y/y. At the same time, a decline was recorded in all other size classes: the number of small enterprises fell by 32, medium-sized enterprises by 3, and large enterprises by 2.

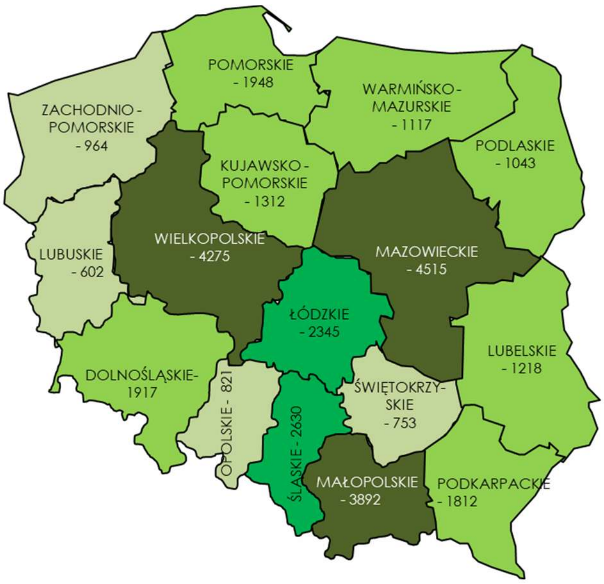
Table 4. Size structure of furniture companies according to the REGON register.

Size	Unit	2023*	2024*	2025*	Change 2025-2024	2025/2024
Micro	No. of companies	30 164	30 323	31 166	843	2,78%
	y/y		1,01	1,03	-	-
Small	No. of companies	1 161	1 138	1 106	-32	-2,81%
	y/y		0,98	0,97	-	-
Medium	No. of companies	279	279	276	-3	-1,08%
	y/y		1,00	0,99	-	-
Large	No. of companies	81	78	76	-2	-2,56%
	y/y		0,96	0,97	-	-
Razem	No. of companies	31 685	31 818	32 624	806	2,53%
	y/y		1,00	1,03	-	-

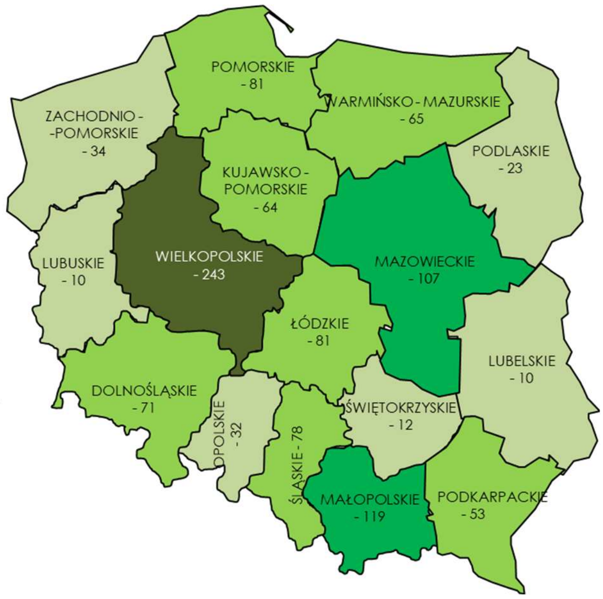
*Source: B+R Studio, based on the REGON register. *As of 30 September of each year.*

According to the REGON register data as of 30 September 2025, the largest number of furniture companies was located in the Mazowieckie Voivodeship, where 4,640 entities were operating. This group consisted primarily of micro-enterprises (4,515), with a relatively small share of small (107), medium-sized (15), and large companies (3). The second-largest number of registered furniture manufacturers was recorded in the Wielkopolskie Voivodeship, where 4,632 enterprises were operating. However, this region stood out for its significantly higher share of small, medium-sized, and large companies compared with the Mazowieckie Voivodeship. The highest concentration of large furniture enterprises was found in the Wielkopolskie Voivodeship (27 entities), followed by Warmińsko-Mazurskie (9), Dolnośląskie (7), and Pomorskie.

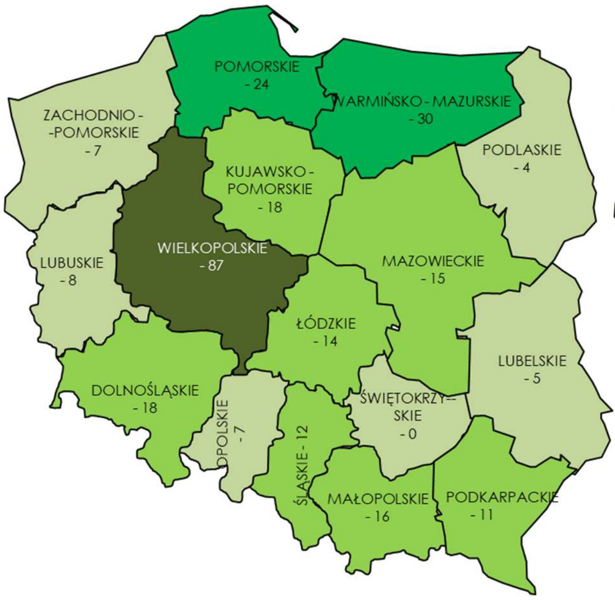
Micro companies



Small companies



Medium companies



Large companies

Micro companies	Small companies	Medium companies	Large companies
3001-5000	201-400	51-100	21-30
2001-3000	100-240	21-50	6-20
1001-2000	51-100	11-20	4-5
0-1000	0-50	0-10	0-3

Rysunek 7. Rozmieszczenie firm produkujących meble wg rejestru REGON w 2025 roku.*
Źródło: opracowanie B+R Studio na podstawie rejestru REGON; stan z dn. 30.09.2025 r.

Financial indicators. The data discussed refer to companies employing more than 49 people and keeping full accounting records. Net revenue from the sale of products, goods and materials in the period from Q1 to Q3 2025 amounted to PLN 34.7 billion, representing only a marginal increase of 0.5% compared with the corresponding period of 2024 (PLN 34.5 billion). At the same time, the furniture industry recorded a clear increase in cost of goods sold. After the first three quarters of 2025, these costs amounted to PLN 33.2 billion and were 1.4% higher than in the corresponding period of the previous year.

As a result, the cost level indicator for the sale of products, goods and materials in Q1–Q3 2025 rose to 95.8%, representing a deterioration of 0.8 percentage points year on year. This translated into a decline in the sector's financial result, which in the period from Q1 to Q3 2025 amounted to just over PLN 1.4 billion and was more than 16% lower than in the corresponding period of 2024. For comparison, in 2022 and 2023 the industry had achieved a similar or higher financial result already after the first two quarters. The current results reflect the difficult situation in the sector, resulting, among other things, from declining production and reduced demand for furniture. Particular attention should be paid to the fact that the cost level indicator has been rising continuously since the end of 2023, pointing to mounting cost pressure combined with a lack of room for further increases in selling prices.

Table 9. Revenue and costs of the furniture industry related to the sale of products, goods and materials in 2022–2025, by quarter.

Specification	Quarter	Unit	2022	2023	2024	2025
Net revenue from sales of products, goods and materials	I	mln PLN	13 267,3	13 054,9	12 027,0	11 824,4
	I-II	mln PLN	26 614,8	25 003,4	23 134,9	23 131,8
	I-III	mln PLN	38 943,7	36 771,1	34 508,7	34 672,0
	I-IV	mln PLN	52 404,1	49 180,7	47 084,5	
Cost of products, goods and materials sold	I	mln PLN	12 433,2	12 208,0	11 301,3	11 255,9
	I-II	mln PLN	25 130,1	23 525,8	21 836,5	22 138,8
	I-III	mln PLN	36 940,9	34 514,4	32 781,5	33 224,7
	I-IV	mln PLN	49 439,6	46 020,2	44 592,2	
Financial result on sales of products, goods and materials	I	mln PLN	834,1	846,9	725,7	568,5
	I-II	mln PLN	1 484,7	1 477,6	1 298,4	993,1
	I-III	mln PLN	2 002,8	2 256,7	1 727,1	1 447,3
	I-IV	mln PLN	2 964,5	3 160,5	2 492,3	
Cost level indicator for sales of products, goods and materials	I	%	93,7	93,5	94,0	95,2
	I-II	%	94,4	94,1	94,4	95,7
	I-III	%	94,9	93,9	95,0	95,8
	I-IV	%	94,3	93,6	94,7	

Source: B+R Studio, based on data from Statistics Poland (GUS); for entities employing more than 49 people and keeping full accounting records.

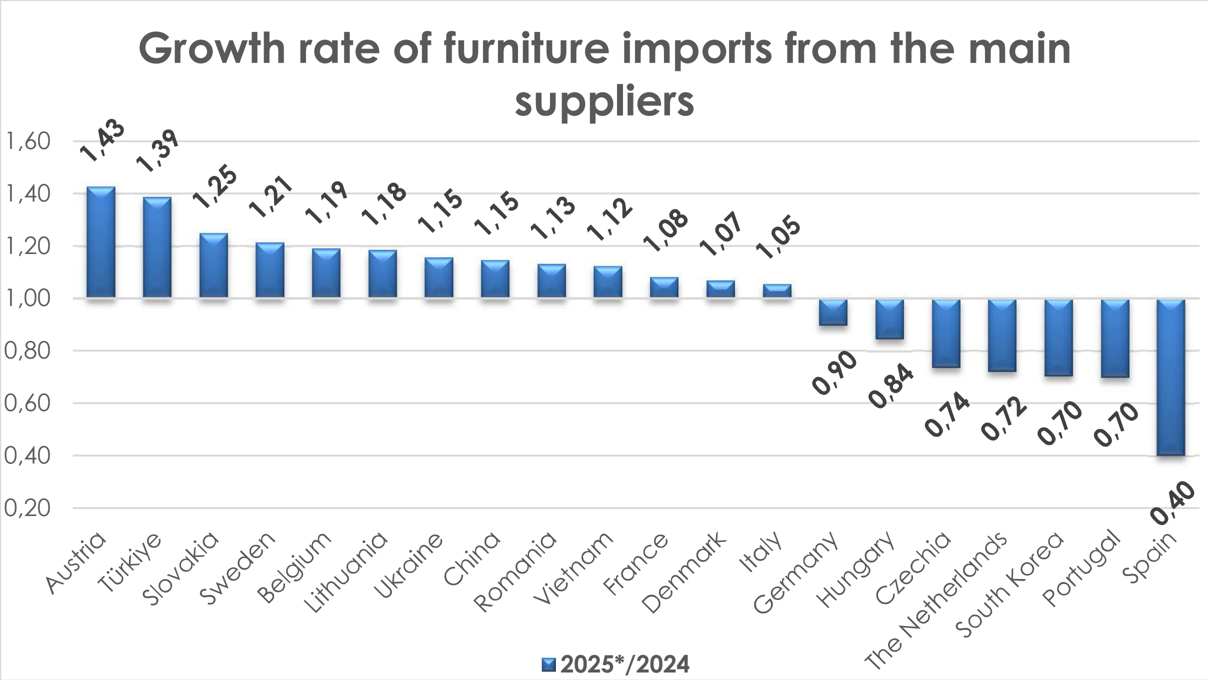


*Figure 42. Growth rate of furniture import value to Poland, 2025/2024**
*Source: B+R Studio, based on Eurostat data; *B+R Studio estimates.*

A detailed analysis was also carried out of the estimated dynamics of furniture imports to Poland in 2025, broken down by individual supplier countries. The highest increases in import value were recorded for Austria (up 43% year on year), Turkey (up 39% year on year), and Slovakia (up 25% year on year). A clear increase in furniture imports to Poland was also observed from Sweden (up 21% year on year), Belgium (up 19% year on year), and Lithuania (up 18% year on year).

Declines in import value were recorded for 7 of the 20 largest suppliers of furniture to Poland, and these declines were significant. The sharpest drop was recorded in imports from Spain, where the value of supplies fell by 60% year on year. Significant decreases were also noted in the case of Portugal and South Korea, where furniture imports declined by around 30% year on year in both cases.

*Figure 43. Ranking dostawców mebli do Polski w latach 2021-2025**
*Źródło: opracowanie B+R Studio na podstawie danych Eurostatu, *szacunki B+R Studio.*

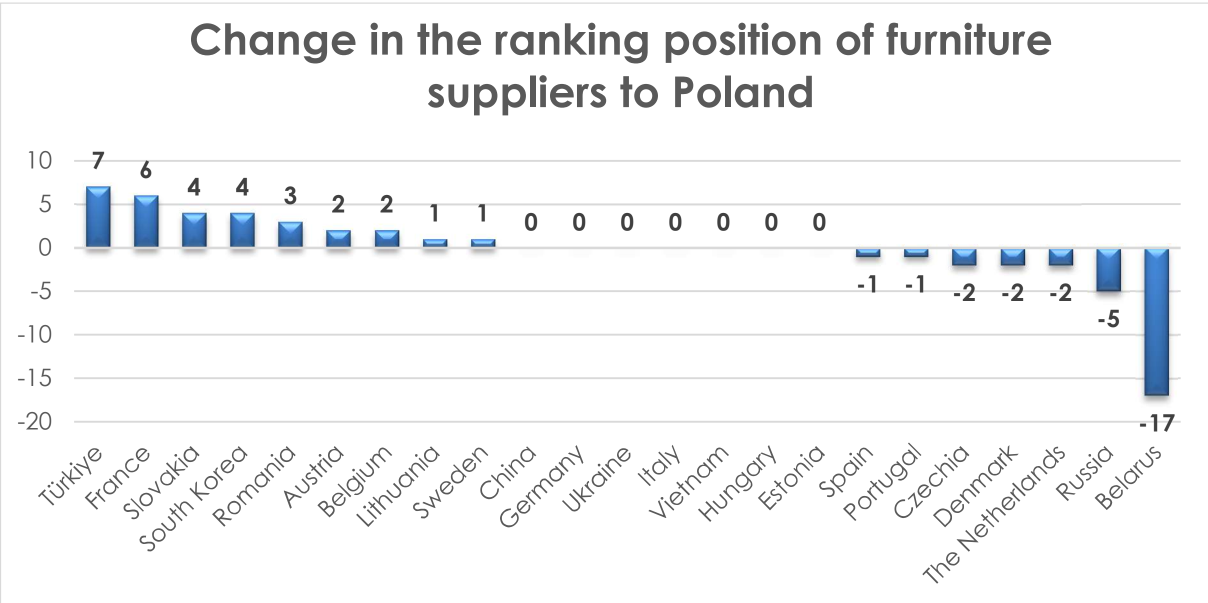


*Figure 44. Changes in the ranking of furniture suppliers in 2021–2025. **
*Source: B+R Studio, based on Eurostat data; *B+R Studio estimates.*

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