

German furniture industry 2018

Low sales growth

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Jan Kurth, Managing Director of the Association of the German Furniture Industry (VDM). Photo: VDM

After a difficult year in 2018, the German furniture industry can look back on a slightly positive sales trend. "After a decline in sales in 2017, the industry's sales in the past year rose by 0.7 percent to just under 18 billion euros - the sales development has thus confirmed the weather-related subdued expectations. Despite slightly positive overall numbers, differences became clear: foreign countries outperformed home, kitchens and offices better than home furniture," says Jan Kurth, Managing Director of the Association of the German Furniture Industry (VDM).

While manufacturers of office, shop and kitchen furniture increased their sales by about 6%, demand for classic home furniture developed negatively in the past year at -3.5%. Domestic sales of German furniture manufacturers rose by 0.7%, foreign sales by 0.9%, so that foreign demand for "Made in Germany" furniture continued to improve.

Last year, the German furniture industry employed 84,613 people in 480 companies. This created nearly 700 new jobs within the industry within one year. For the current year, the Association expects sales growth of up to 2% - "depending on the impact of Brexit and possible international trade conflicts on the

industry," said Kurth.

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