



**Intesco
Research
Group**

BEDROOM FURNITURE AND RUSSIAN MARKET OF BEDROOM FURNITURE



MOSCOW 2012

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INFORMATION ABOUT INTESCO RESEARCH GROUP

RESEARCH METHODOLOGY

Subject of research:

MARKET OF FURNITURE FOR BED ROOM

Goal of research:

ASSESSMENT OF MARKET CONDITION AND FORECAST OF ITS
DEVELOPMENT FOR 2013-2015

Regions of research:

RUSSIA AND REGIONS OF RF

Main blocks of research:

WORLD MARKET OF FURNITURE FOR BEDROOM
ANALYSIS OF RETAIL SALES OF HOME FURNITURE
VOLUME OF RUSSIAN MARKET OF FURNITURE FOR BEDROOM
TRENDS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM
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Largest Russian enterprises with the profiles made up:

«FURNITURE COMPANY «SHATURA» JSC

«VOLGODONSKIY KOMBINAT DREVESNYH PLIT» JSC

«MD NP «KRASNAYA ZVEZDA» CJSC

«BOROVICHI-MEBEL» CJSC

«RUSSKIY MATROTS» LLC

Production volumes, financials, balance sheets, profit and loss statements, cash flow statements, subsidiary companies and other information about main enterprises are represented.

Information sources used:

Federal State Statistics Service

Ministry of economic development

Federal Customs Service

Federal Tax Service

Field expert evaluations

Retail sales reports

Materials of the field's main players

Field print and electronic publications

The research contains 93 schedules, 70 diagrams and 110 tables.

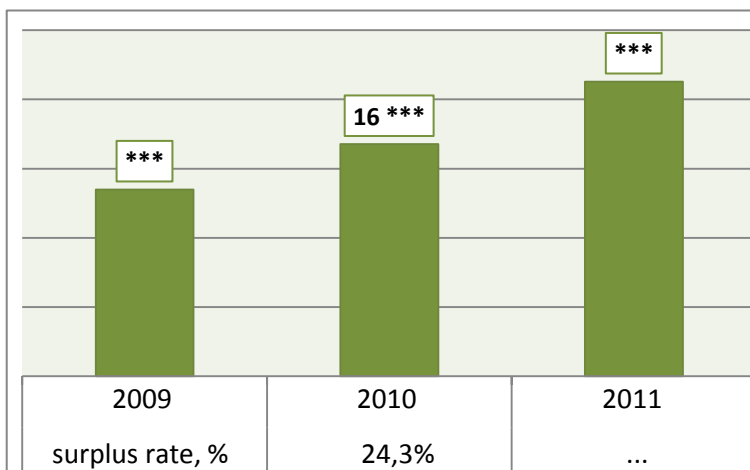
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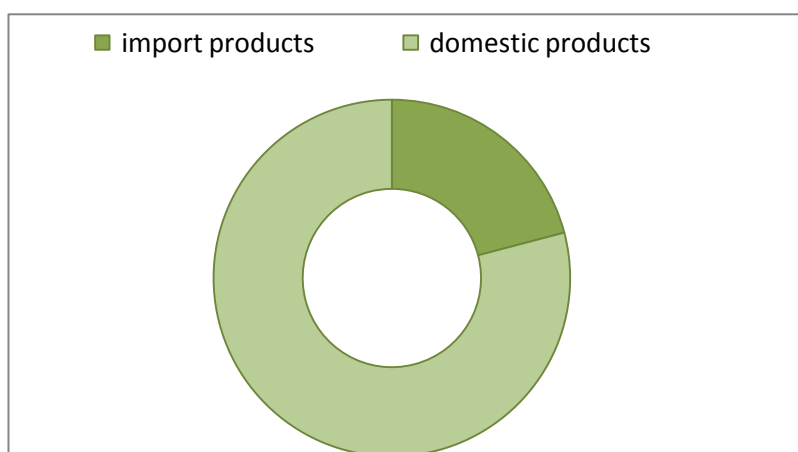
VOLUME OF RUSSIAN MARKET
OF FURNITURE FOR BEDROOM

Russian market of furniture for bedrooms had been increasing during 2010-2011. In 2010 the index was *** mln. rub. that is by 24,3% more of the value for 2009. In 2011 the volume of Russian market grew up by **%, having passed *** mln. rub. Such a growth of market is caused by increase in demand for furniture, particularly for furniture for bedrooms after volumes of housing fund increased. Also, this

trend is connected with growth of actual income of the residents and better prosperity of population.



Dynamics of volume of Russian market of furniture for bedroom in 2009-2011, mln. rub.



Share of import on on the Russian market of furniture for bedrooms in money terms in 2011, %

Production of furniture for bedrooms is well developed in Russia, however, it doesn't fully satisfy the demand for these products. In 2011 the share of imported furniture for bedrooms was **%. The share of domestic produce was **%.

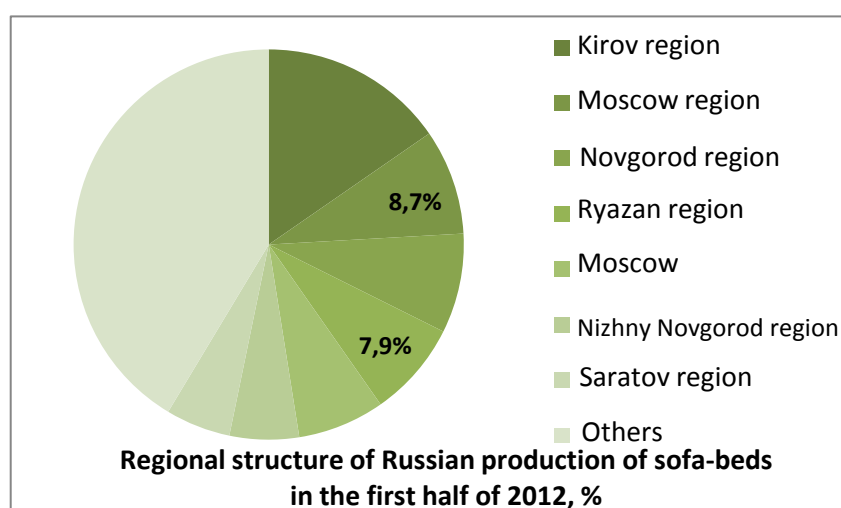
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Volumes of Russian production of sofa-beds in Russia had been going up in 2008-2009 at high rates. So, the production grew up in 2008 by 17,1% compared to the previous year and was about *** ths. items. In 2009 there were produced already by **% more: about 570 ths. items. In 2010 and 2011 the growth rates of production slowed down and did not exceed **%. In 2011 the output accounted for *** ths. sofas convertible into beds.



In the first 6 months of 2012 the total share of production in the seven regions with best indices was **%. **% of all-Russian output of sofa-beds was made in Kirov region. The shares of Moscow,

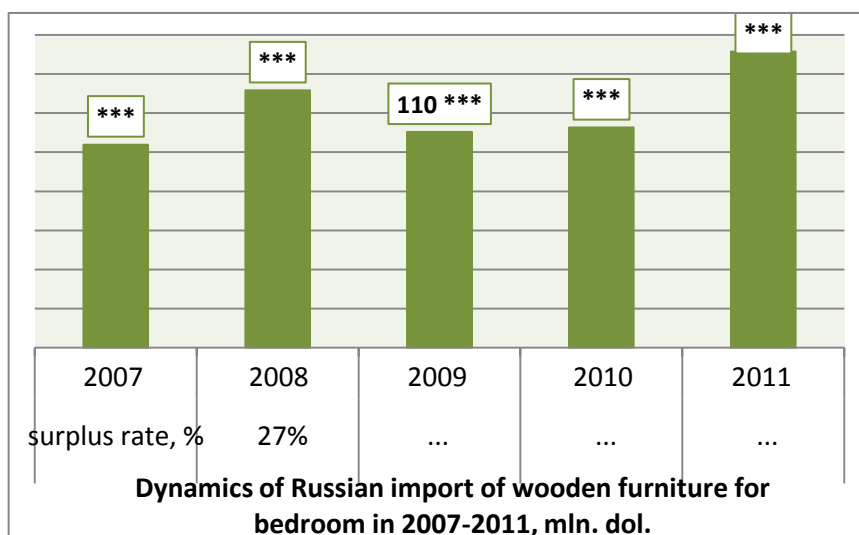


Novgorod and Ryazan regions amounted to 8,7%, **% and 7,9% respectively. Moscow (**%), Nizhny Novgorod (**%) and Saratov (*8%) regions were also in the seven top regions.

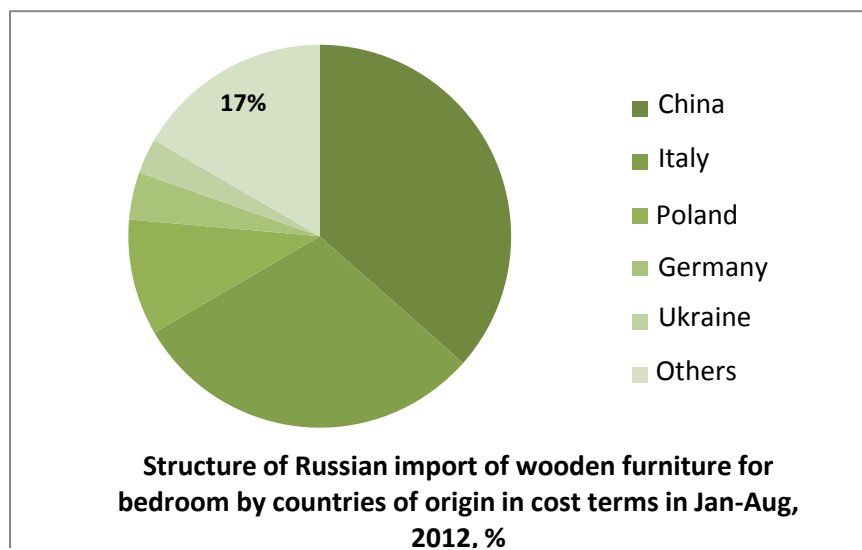
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In 2011 the import of wooden furniture for bedrooms in cost terms increased by nearly thirds (**%) compared to the previous year and was *** mln. dol., this is half more of the volume of 2007 and the greatest index for the last five years. Moreover, in 2011 the growth rate was also the highest for the last four years.



The share of China in the Russian import of wooden furniture for bedrooms in cost terms accounted for **% in the first 6 months of 2012 and the share of Italy - **%. The produce from Poland occupied 1/10 of all import share (**%).



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