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Office Furniture Market – UK 2011-2015

New AMA report Reviews Developments in the Office Furniture Market

“The market for office furniture is estimated to have been £635m in 2010, compared to £650m in 2009 and £730m in 2008. There is still a surplus of supply capacity, despite some well known companies having ceased to trade and this has resulted in suppliers having to cut prices further to maintain share. However, the home office sector of the market has shown some growth over this period underpinning the overall market, although mainstream office furniture suppliers and distributors have not always benefited from this trend.”

A brief summary of the report is included on the following page.

Priced at £665, the report is currently available from AMA Research Ltd.
Telephone 01242 235724 or e-mail at sales@amaresearch.co.uk.

Editors Note:

Attached is a summary of the report. Please use brief extracts if you wish, **but we would request that references to company market shares are not published without our prior permission.**

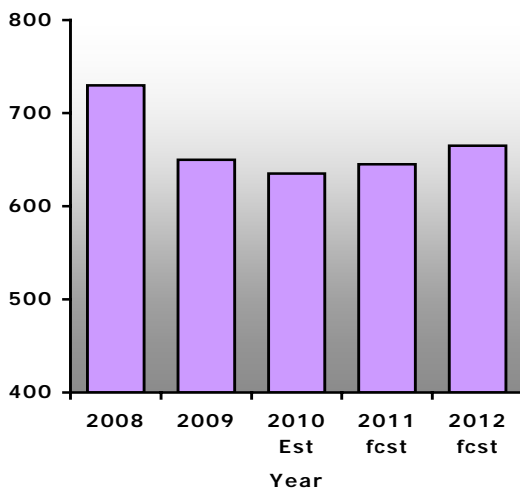
If you would like to receive an editorial review copy or would like to speak to an author of this report, please contact Keith Taylor or Chris Moore on (01242) 235724.

Please include our web address and telephone number on any review printed; it would also be appreciated if a copy of the review could be forwarded to AMA Research. Thank you.

AMA Research Ltd
Montpellier House
Montpellier Drive
Cheltenham
Gloucestershire GL50 1TY
Tel: +44 (0)1242 235724
Fax: +44 (0)1242 262948
E-mail: keithtaylor@amaresearch.co.uk
Website: www.amaresearch.co.uk

Office Furniture Market UK 2011-2015

The UK Office Furniture Market
2008 – 2012 (£m MSP)



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Future prospects for the office furniture sector in the medium term are very uncertain. The economy is now out of recession, but the latest forecasts indicate that it will be mid-2011 before business confidence is restored. The commercial new build sector had been deteriorating throughout 2008 and 2009 and there are currently high

levels of availability in office space, particularly in the City, although there are signs that a few new significant office schemes are being resurrected, mainly in London.

Imports and exports are significant factors in the market with imports reaching £216.9m in 2009, compared with exports of £115.2m. China, Germany, Italy and the United States are the major sources for imports of office furniture.

The office furniture market consists of four separate product sectors, namely desking, seating, storage and other miscellaneous products. The overall percentage shares held by each sector have remained reasonably stable in recent years. The market remains fiercely competitive, with a large number of suppliers still operating in the market, despite some high profile casualties in recent years. The share of the market held by the leading six suppliers fell steadily from 42% in 1999 to 37% in 2003, increased marginally to 38% in 2005, before declining again to 36% in 2009.

The two main distribution channels for office furniture are via the dealer network, accounting for 47% of the market, or directly to end users with 27% of the market. Retail furnishing groups and miscellaneous outlets account for 14% of the market.

The office furniture market in the UK is relatively mature and this is leading to further polarisation in the market, with companies targeting their products at particular end use sectors, such as the education sector for example. In terms of distribution, there are likely to be some changes, with the growth of the SOHO market benefiting the less traditional channels of supply, such as multiple furnishing retailers, superstores, mail order and the Internet.

In the medium to long term the UK office furniture market is expected to show some recovery from the decline experienced in the 2008 to 2010 period with modest annual growth rates of 2-4% from 2011. The market is forecast to reach £735m in 2015, compared to the estimated level of £635m in 2010.

AMA Research's report "**Office Furniture Market – UK 2011-2015**" is available in hard copy or electronic format for £665 and can be ordered online at www.amaresearch.co.uk or by calling 01242 235724.