



Flanders
State of the Art



THE FURNITURE MARKET IN AUSTRALIA

FLANDERS INVESTMENT & TRADE MARKET SURVEY



THE AUSTRALIAN FURNITURE
MARKET

Insights into Manufacturing, Distribution and Regulations
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1. EXECUTIVE SUMMARY

This study about the Australian Furniture Market aims to provide an introduction to Flemish furniture manufacturers or suppliers to this industry that are interested in export to Australia. Before looking more closely at various aspects of this sector such as Australian furniture manufacturing and retailing, this document provides a brief introduction to Australia's population and economy.

Australian GDP had grown for 28 years until the start of the COVID-19 pandemic which caused the biggest peace-time recession in Australia since the 1930s. The June 2020 quarter saw a sharp decline in GDP, but the country has been recovering since then, with GDP going up in the September and December 2020 quarters. Overall, Australia's GDP only shrank 1.1% in 2020, which is much better than expected. The Reserve Bank of Australia expects Australia's GDP and unemployment rate to be back to where it was by the middle of 2021.

Sub-sectors of the Australian furniture manufacturing industry detailed in this study are either contracting or losing market share to low-cost imports from countries with low labour costs and access to economies of scale such as China, ASEAN member countries incl. Vietnam and Malaysia. High-end pieces, which can be built in Australia to customer specifications, are often sold direct to the public through retail outlets owned by the manufacturer.

The furniture wholesale sector has declined as large retailers increasingly bypass wholesalers by internalising the wholesale function and dealing directly with manufacturers. Traditional (instore) retail has also declined over the past five years due to falling residential building construction activity. In addition, limited growth in wages, declines in discretionary incomes and fluctuating consumer sentiment have reduced demand for industry products. Consumers have increasingly purchased furniture from discount department stores, online-only operators and second hand marketplaces. Even before the COVID-19 crisis, revenue for the online household furniture sales industry rapidly grew due to widespread acceptance of internet shopping, lower prices, the ability to conveniently compare products and increased transaction security have aided industry sales. The success of online retailing has prompted traditional retailers to gradually incorporate online sales to diversify their retail market. The traditional furniture retail sector is dominated by big furniture retailers such as the Harvey Norman/Domayne Group, the companies part of Greenlit Brands Pty Ltd holding company and Ikea. These companies are also active in online retail sales but their market shares are much lower, often to the benefit of pure-play online retailers such as Temple & Webster and Zanui.

This market study contains several contact lists such as the main industry players in the Australian furniture manufacturing and retail sectors but also list of high-end Australian furniture manufacturers, other retailers of residential and specialty furniture, as well as an overview of upholstery companies, major interior design studios and customs brokers and freight forwarders. These lists are only available upon request by Flemish companies. Details about how to obtain these lists can be found in Chapter 5: Contact Lists.

FIT Melbourne also provides introductions to regulation of furniture products. The Australian government has imposed measures in response to the expansion of BMSB (Brown Marmorated Stink Bug) in Europe and North America. Certain (wooden) goods manufactured in or shipped from target countries (incl. Belgium) are subject to these measures. There are also lots of standards relating to various types of furniture. FIT Melbourne provides links to more information about both issues.

The last part of this study gives an overview of relevant trade shows for the furniture industry.



2. AUSTRALIAN MACRO-FACTOR ANALYSIS

To gain a better understanding of the Australian furniture industry, a preliminary overview of local key macro-economic factors is useful to understand the demographics of the population and Australia's financial status.

2.1 DEMOGRAPHIC FACTORS

On 30 June 2020, Australia's population was 25,687,041 people. The annual growth was 321,300 people (1.3%): 42.7% was due to natural increase, and 57.3% was due to net overseas migration.

	Population at 30 June 2020 ('000)	Change over previous year ('000)	Change over previous year (%)
New South Wales	8,164.1	76.7	0.9
Victoria	6,694.9	98.0	1.5
Queensland	5,174.4	80.6	1.6
South Australia	1,769.3	16.6	0.9
Western Australia	2,661.9	38.7	1.5
Tasmania	540.6	6.0	1.1
Northern Territory	246.0	-0.2	-0.1
Australian Capital Territory	431.1	4.8	1.1
Australia (a)	25,687.0	321.3	1.3

Source: Australian Bureau of Statistics, released 17.12.2020, Reference period June 2020

Despite the fact that Australia is a vast geographical area, approx. 90% of the Australian population lives in urban areas, with 67% living in capital cities:

Population change by capital city

	ERP at 30 June 2019	2018-19 (no.)	2018-19 (%)
Sydney	5,312,163	87,065	1.7
Melbourne	5,078,193	113,480	2.3
Brisbane	2,514,184	52,587	2.1
Adelaide	1,359,760	13,900	1.0
Perth	2,085,973	27,405	1.3
Hobart	236,136	3,445	1.5
Darwin	147,255	-1,141	-0.8
Canberra	426,704	6,325	1.5
Total capital cities	17,160,368	303,066	1.8

Source: Australian Bureau of Statistics, released 25.03.2020, reference period financial year 2018-2019

Just over 17 million people live in Australia’s capitals (+303,100 people during 2018-19). Capital city growth accounted for 79% of Australia’s total population increase in the year ending 30 June 2019 (latest figures available).

Melbourne’s population grew by 113,500 to reach 5 million residents during 2018-19. This was the largest growth for any capital city, and was followed by Sydney (up 87,100 people), Brisbane (52,600) and Perth (27,400). Melbourne also had the highest growth rate (2.3%), ahead of Brisbane (2.1%) and Sydney (1.7%). The population of Australia consists of a unique composition. In 2018, there were 7.3 million migrants living in Australia. This means that 29% of the population was born abroad. The majority of migrants are born in the following countries: a| England - 992,000 people; b| China - 651,000 people; c| India - 592,000 people; d| New Zealand - 568,000 people.

COVID-19 and international and domestic border closures since March 2020 are expected to impact population growth. Overall, in the year to June 2020 (latest figures), net overseas migration fell 24%. In the same period, net interstate migration fell by 15%. It is expected that this trend will continue until Australia’s internal and international borders fully open again.

The median age of the Australian population has increased by two years over the last two decades, from 35 years at 30 June 1998 to 37.4 years at 30 June 2019. Australians live longer than ever before, but half of the population lives with at least one chronic condition. Many of these chronic conditions, such as overweight and obesity, insufficient physical activity and alcohol consumption, are related to lifestyle factors.

2.2 ECONOMIC FACTORS

Australian GDP had grown for 28 years, with a growth rate above the OECD average, confirming the successful transition from the largest resources and mining investment boom in Australian history to a broader-based growth. Unfortunately, COVID-19 ended Australia’s record-breaking years of growing GDP.

The Australian economy contracted by 7% in the June 2020 quarter, the biggest peace-time recession Australia recorded since the early 1930s. Record falls were observed in Accommodation and Food Services (-39%), Arts and Recreation (-22.6%) and Transport, Posting and Warehousing (-21.5%) due to COVID-19 restrictions. The only sectors that kept growing were Mining (+1.1%), Financial and Insurance Services (0.7%), Public Administration and Safety (+0.9%) and Education and Training (+0.4%).

The decline in GDP was immense, but less severe than in many other advanced economies because health outcomes in Australia were less severe and policy support from the federal and state/territory governments was substantial.

The latest economic data published by the Reserve Bank of Australia indicates that Australia’s economy only shrank 1.1% overall in 2020, which is a better outcome than most economist had predicted. GDP grew 3.4% in the September 2020 quarter and 3.1% in the December 2020 quarter. As at 4 June 2021, growth was 1.1.

Other key economic indicators as at June 2021 show the following:

- Official cash rate 0.10% (following recent Australia’s central bank cut due to COVID-19)
- Unemployment rate 5.5% (employment growth is 5.1%)
- Inflation rate 1.1%
- Average weekly earnings \$1,280 with a household saving ratio of 11.6%

Exchange rate Euro: 0.6297 (in Units of foreign currencies per Australian dollar) on 12.07.2021

<https://rba.gov.au/statistics/frequency/exchange-rates.html>

Australia’s political stability, transparent regulatory system, and sound governance frameworks underpin its economic resilience. Ranked in the global top five on the Index of Economic Freedom, Australia’s effective governance provides multinationals with a safe, secure business environment, offering:

- A business environment that is ranked 14th out of 190 economies for ease of doing business;
- A robust regulatory system noted for its strong finance and banking regulations;
- A competitive remuneration for professionals;
- A high purchasing power;
- A quality of life that is rated the 6th highest in the world.



3. MANUFACTURING

3.1 WOODEN FURNITURE AND UPHOLSTERED SEAT MANUFACTURING

Companies in this industry manufacture furniture made from wood, except built-in units. Industry firms also upholster seating with wooden or metal frames, and upholster wooden furniture. Upholstered seats manufactured for transport equipment is also included in this overview.

3.1.1 General

The Wooden Furniture and Upholstered Seat Manufacturing industry has contracted over the past five years. Industry operators have struggled to retain market share due to an influx of low-cost imports and furniture made from alternative materials, such as metal, plastic and glass. The effects of the COVID-19 pandemic are also expected to reduce demand for industry operators, as discretionary incomes and consumer sentiment have declined, resulting in people becoming less likely to make large purchases. However, increased building construction activity over the three years through 2017-18 supported the industry, as new buildings are generally furnished with new furniture. Industry revenue is expected to fall at an annualised 1.6% over the five years through 2020-21, to \$2.9 billion. The industry is anticipated to begin recovering from the COVID-19 pandemic over the latter half of 2020-21. Revenue is expected to increase by 1.7% in 2020, largely due to rising demand from furniture retailers.

Imports have risen as a share of domestic demand over the past five years, despite the Australian dollar depreciating. This trend has contributed to intense price-based competition, contributing to declining profit margins. While import competition has affected the industry, industry operators have also increasingly purchased inputs from countries with lower manufacturing costs. Although cheaper inputs have placed downwards pressure on purchases, purchase costs have increased as a share of revenue over the period due to the rising domestic price of timber and supply chain difficulties associated with the COVID-19 pandemic.

Industry revenue is projected to increase slightly over the next five years, as the industry recovers from the COVID-19 pandemic. The Australian Government is anticipated to target construction to stimulate economic growth, which will likely increase demand for industry operators. However, free trade agreements with major trading partners, most notably China, New Zealand, Vietnam and Malaysia, have eliminated tariffs on furniture products and furniture inputs, which will contribute to increased import penetration over the period. Industry revenue is forecast to grow at an annualised 0.3% over the five years through 2025-26, to \$3.0 billion.

Key Statistics



3.2 METAL FURNITURE MANUFACTURING

3.2.1 General

The Metal Furniture Manufacturing industry sells metal furniture used for storage in offices and other business premises. Industry operators also make furniture for specialist applications in hospitals, schools and the general household market. The industry has continued to lose market share to low-cost imports since the late 2000s and product substitution by non-metal furnishings. Operators have also been affected by the growing popularity of electronic information storage rather than storing paper records in metal filing cabinets.

Industry revenue is expected to increase at an annualised 1.7% over the five years through 2019-20, to \$760.0 million. Revenue growth is projected to fall short of the growth in domestic demand for metal furniture products, which is expected to rise at an annualised 2.2% over the same period. Imports have increased as a share of domestic demand over the past five years, rising to approximately 60.5% in 2019-20. A substantial share of local manufacturing capacity has moved offshore in the past decade, although some of these firms have maintained a local presence as importers and wholesalers. The outbreak of COVID-19 is expected to disrupt the production of furniture in China during early 2020, which is likely to moderate the growth in import penetration in 2020. However, reduced demand associated with the decline in the residential building market during 2019-20 is forecast to reduce industry revenue by 0.5%. However, some manufacturers will continue to derive stimulus from the solid growth in non-residential building construction.

Domestic demand for metal furniture products is forecast to climb only marginally over the next five years, and the industry is projected to continue losing market share to imports and substitutes. This is forecast to contribute to a decline in industry revenue at an annualised 0.9% over the five years through 2024-25, to \$725.0 million. However, some local manufacturers are likely to be better positioned to defend their market share following restructuring over the past five years. The industry's performance is forecast to be constrained by the divergent trends in key building markets. Demand for domestic furniture is anticipated to be supported by modest growth in the residential building market, while demand for commercial and institutional furniture is likely to fall in response to the projected decline in the non-residential building market.

3.2.2 Products

More information about products in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

Key Statistics



3.2.3 Markets

More information about markets in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

3.2.4 Import and Export

More information about imports and exports in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

3.2.5 Main Industry Players

A list of the Main Industry Players in this sector is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



3.3 WICKER AND FIBREGLASS FURNITURE MANUFACTURING

Industry companies manufacture furniture or furniture parts from materials such as cane, bamboo, rattan and fibreglass. This overview excludes firms that manufacture furniture mainly made from wood, plastic or metal.

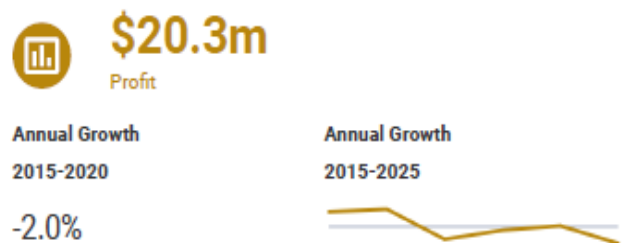
3.3.1 General

Revenue for the Wicker and Fibreglass Furniture Manufacturing industry has fluctuated significantly over the past five years, but has declined overall. Revenue is expected to decrease at an annualised 0.4% over the five years through 2019-20, to \$333.2 million. Over the period, industry operators have contended with substantial price competition from lower cost wicker and fibreglass products made overseas. Strong competition from furniture made from wood, plastic and steel has also slowed revenue growth. These trends have slowed growth in demand for industry products. However, growing demand from building construction over the past five years has aided the industry, as consumers usually purchase furniture for newly built homes. However, revenue is expected to fall by 6.3% in 2020, as negative consumer sentiment and declining discretionary incomes due to the COVID-19 pandemic cause weak demand from retailers.

The industry is made up of many small-scale manufacturers that operate in niche markets. Industry product segments cater to different end users, and use various production methods. Wicker furniture is typically made using traditional and labour-intensive craft techniques, while fibreglass furniture production utilises greater machinery and automation. Steady growth in both household and government expenditure has supported industry demand over the past five years. Households are more likely to purchase wicker furniture such as seats, tables and outdoor settings. Government and commercial consumers are more likely to purchase fibreglass furniture for refurbishments and fit-outs of health-care facilities, schools and libraries.

Industry revenue is projected to grow at an annualised 1.3% over the five years through 2024-25, to \$355.2 million. An anticipated upswing in consumer sentiment, and rising household and government spending are forecast to drive demand for wicker and fibreglass furniture. Industry products are used to furnish new residential and commercial properties, and greater household consumption typically increases expenditure on discretionary items such as wicker lounges and outdoor settings. However, many industry players are anticipated to continue struggling due to competition from lower priced imports and furniture made from other materials.

Key Statistics



4. DISTRIBUTION

4.1 FURNITURE AND FLOOR COVERING WHOLESALING

4.1.1 General

Operators in the Furniture and Floor Covering Wholesaling industry have faced difficult trading conditions over the past five years. The COVID-19 outbreak has exacerbated this trend, with the pandemic causing consumer and business spending to decline. Increasing wholesale bypass has been the primary constraint on the industry's long-term performance. Some wholesalers have responded to these challenges by establishing positions in the online furniture market or by expanding their capacity to sell direct to the public.

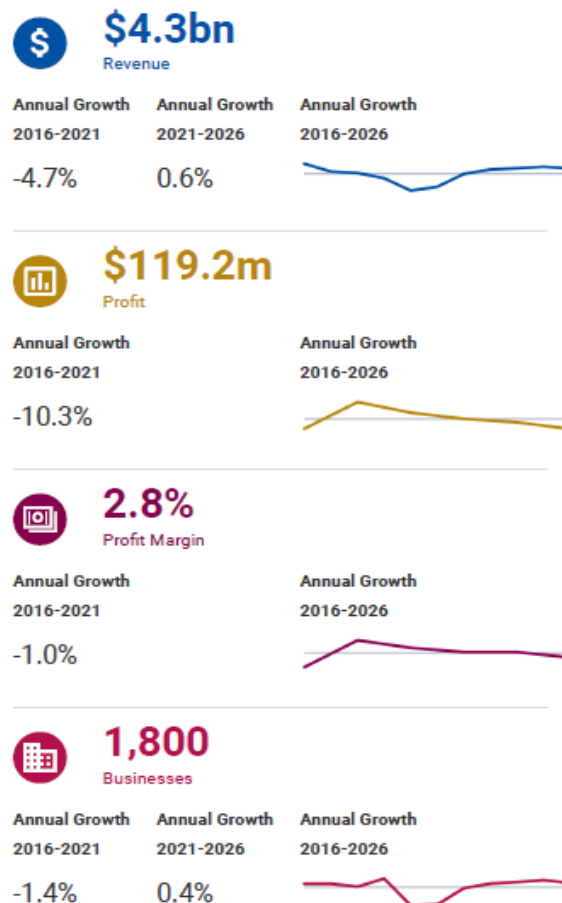
Industry revenue is expected to decline at an annualised 4.7% over the five years through 2020-21, to total \$4.3 billion. This includes an estimated decline of 7.9% in the 2020, primarily due to the economic fallout of the COVID-19 outbreak, and the subsequent decline in household income and expenditure due to rising unemployment. Investment in housing and commercial building construction is expected to decline in 2020-21, which will likely reduce demand for furniture and floor coverings over the year. However, greater numbers of employees are working from home, which may boost demand for home office furnishings and benefit some wholesalers. Consumer spending on household furniture has declined over the past five years, largely due to falling real household discretionary income and reduced investment in new housing construction.

Trading conditions are projected to remain challenging over the next five years as the industry loses further ground to wholesale bypass. Large retailers are likely to internalise the wholesale function and deal directly with manufacturers. Industry operators are likely to face variable demand from traditional stored-based retailers over the next five years. However, opportunities may improve for furniture sales online or direct to public. Demand conditions are projected to improve for domestic furniture and floor covering products over the next five years, largely due to projected growth in household discretionary income and new housing construction. However, demand conditions are expected to deteriorate in the non-residential property market. Overall, industry revenue is forecast to increase slightly at an annualised 0.6% over the five years through 2025-26, to total \$4.4 billion.

4.1.2 Products

More information about products in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

Key Statistics



4.1.3 Markets

More information about markets in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

4.1.4 Main Industry Players

A list of the Main Industry Players in this sector is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



4.2 FURNITURE RETAILING

Industry firms retail household furniture, blinds, awnings and mattresses. Company-owned and franchised stores and online sales generated by industry operators are included in this overview. This overview excludes department stores, online-only retailers and auction websites.

4.2.1 General

Operators in the Furniture Retailing industry have faced a volatile market over the past five years. Rising residential building construction boosted industry demand over the first half the period. However, declining discretionary income and periods of negative consumer sentiment have discouraged consumers from buying furniture. As a result, industry revenue is expected to fall at an annualised 2.7% over the five years through 2020-21, to \$7.5 billion. This includes an anticipated decline of 8.6% in 2020 due to reduced household formation and shopping activity as a result of the COVID-19 pandemic.

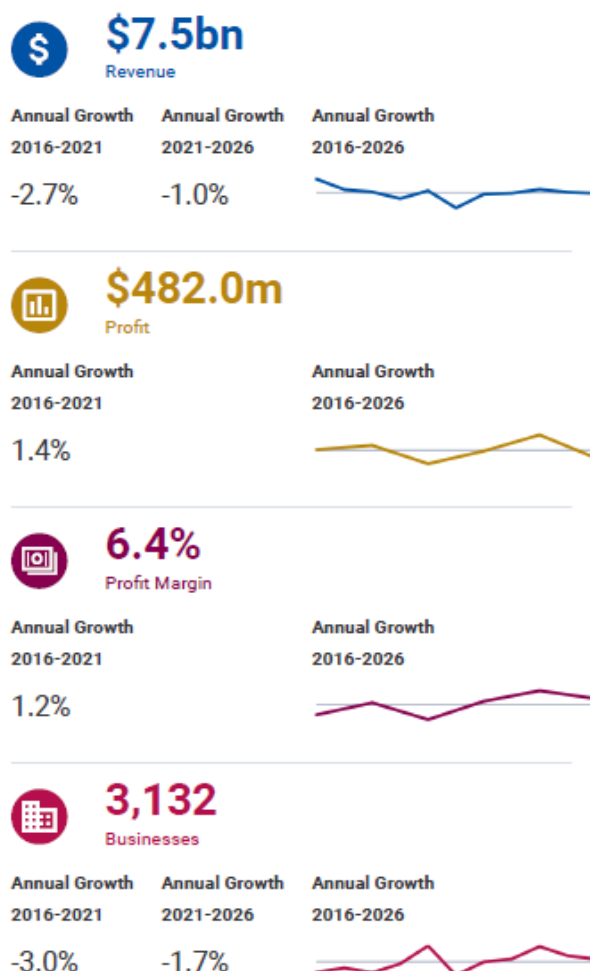
Falling residential building construction activity over the past five years has reduced consumers' need for industry products to furnish new homes. In addition, limited growth in wages, declines in discretionary incomes and fluctuating consumer sentiment have reduced demand for industry products. Consumers have increasingly purchased furniture from department stores, online-only operators and second hand marketplaces such as Gumtree over the period. Industry firms have been discounting heavily to clear inventory, inciting fierce price-based competition that has further hindered revenue growth. The Furniture Retailing industry has become increasingly concentrated over the period, with many small, unprofitable furniture retailers exiting the industry. This trend has increased the market shares of several major players.

Trading conditions are forecast to remain weak over the next five years, despite projected increases in discretionary incomes and the forecast economic recovery from the COVID-19 pandemic. Increasing external competition is anticipated to limit these factors' positive effects on the industry. Industry revenue is projected to fall at an annualised 1.0% over the five years through 2025-26, to \$7.1 billion. Many industry players, such as IKEA, are anticipated to enhance their online sales channels to widen their customer reach and remain competitive against online-only operators.

4.2.2 Products

More information about products in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

Key Statistics



4.2.3 Main Industry Players

A list of the Main Industry Players in this sector is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



4.3 MATTRESS AND BEDROOM FURNITURE RETAILING

This industry comprises specialist retailers of bedroom furniture such as mattresses, beds, bedroom furniture, kids' furniture, and bedding and manchester. Department stores and online-only retailers are excluded from the overview.

4.3.1 General

Operators in the Mattress and Bedroom Furniture Retailing industry have faced challenging trading conditions over the past five years. Domestic economic uncertainty, made worse by the outbreak of COVID-19 in 2019-20, has led to negative consumer sentiment and weak retail spending for most of the past five years. Increasing external competition, particularly from department stores and pure-play online retailers, has reduced industry revenue and lowered profit margins over the period. Overall, industry revenue is expected to decline at an annualised 3.3% over the five years through 2020-21, to \$1.56 billion. Revenue is projected to fall by 5.7% in 2020, due to a decline in residential building activity and falling discretionary income as the economy continues to feel the effects of COVID-19.

Over the past five years, residential building construction activity has been a key influence on industry revenue. While low interest rates have kept mortgage affordability relatively stable, demand for residential construction has declined since 2018-19, initially due to an oversupply of apartments, and then made worse by the effects of the COVID-19 recession. Lower residential construction has reduced demand for industry products over the past five years. Furthermore, retail spending has declined while the presence of online-only retailers with generally lower prices has grown. These trends have forced many industry retailers to heavily discount products to reduce excess stock, diminishing profitability over the past five years.

Over the next five years, as the domestic economy recovers from the COVID-19 recession, retail conditions are forecast to improve, which should support industry revenue growth. Revenue is anticipated to increase by an annualised 0.8% over the five years through 2025-26, to \$1.62 billion. Forecast increases in discretionary income and housing construction activity are anticipated to aid this growth. However, industry profitability is likely to continue declining due to ongoing competition from department stores and pure-play online retailers.

Key Statistics



4.3.2 Products

More information about products in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

4.3.3 Main Industry Players

A list of the Main Industry Players in this sector is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



4.4 ONLINE HOUSEHOLD FURNITURE SALES

Industry companies retail a range of new indoor and outdoor home furniture through the internet. Industry operators typically purchase goods from domestic and international manufacturers and wholesalers, and sell them online to the public.

4.4.1 General

Revenue for the Online Household Furniture Sales industry has rapidly grown over the past five years. The widespread acceptance of internet shopping, lower prices, the ability to conveniently compare products and increased transaction security have aided industry sales. Industry revenue is expected to rise at an annualised 12.3% over the five years through 2020-21, to \$790.3 million. This includes growth of 10.6% in the 2020 due to the COVID-19 outbreak. Lockdown measures, trading restrictions and social distancing requirements have fuelled demand from online shopping, as consumers have continued to transition from shopping at retail bricks-and-mortar stores to online sites.

Pure-play furniture retailers have a cost advantage over traditional retailers. Online retailers do not need to maintain a large floor space to display products, which reduces operating costs. These retailers can therefore charge lower prices, encouraging more of the market to move away from bricks-and-mortar furniture retailers. Over the past five years, demand for online furniture retailers has increased to the detriment of traditional retailers, as consumers have recognised the convenience and cost savings of online shopping. The success of online retailing has prompted traditional retailers to gradually incorporate online sales to diversify their retail market. Traditional retailers that move online can expand their reach and maintain their market presence. However, the risk of operators losing sales from their physical stores to their own online operations has made some traditional retailers cautious.

The industry is forecast to grow at an annualised 6.2% over the five years through 2025-26, to \$1.1 billion. The popularity of online shopping will continue to underpin industry development. However, growth in the number of internet subscribers is forecast to slow due to saturation. Projected weak growth in demand from house construction over much of the next five-year period will increase demand for household furniture, as will a return to discretionary income growth and positive consumer sentiment. Traditional retailers are forecast to continue focusing on online sales to expand their reach. Industry enterprise numbers are anticipated to continue growing over the next five years.

Key Statistics



4.4.2 Products

More information about products in this industry is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

4.4.3 Main Industry Players

A list of the Main Industry Players in this sector is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



5. CONTACT LISTS

Below are nine contact lists for the Australian furniture industry. These lists are not exhaustive and are just an indication of the companies active in this field. FIT Melbourne does not endorse any of these companies.

5.1 LIST OF (HIGH-END) FURNITURE MANUFACTURERS

The list of (High-End) Furniture Manufacturers is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.2 LIST OF RETAILERS OF RESIDENTIAL FURNITURE

The list of retailers of residential furniture is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.3 LIST OF RETAILERS OF KIDS' FURNITURE

The list of retailers of kids' furniture is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.4 LIST OF RETAILERS OF HOSPITALITY (=HORECA) FURNITURE

The list of retailers of hospitality furniture is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.5 LIST OF RETAILERS OF EDUCATION FURNITURE

The list of retailers of educational furniture is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.6 LIST OF UPHOLSTERY COMPANIES

The list of upholstery companies is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.7 LIST OF MAJOR INTERIOR DESIGN STUDIOS

The list of major interior design studios is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

5.8 LIST OF CUSTOMS BROKERS AND FREIGHT FORWARDERS

The list of customs brokers and freight forwarders is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.

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5.9 RELATED ASSOCIATIONS, MEDIA AND OTHER CONTACTS

The list of related associations, media and other contacts is available upon request by Flemish entities. Please contact us via melbourne@fitagency.com.



6. REGULATION

6.1 INTRODUCTION TO IMPORT REGULATIONS FOR WOOD PRODUCTS

6.1.1 Australia's Biosecurity Import Conditions

To help protect Australia's unique environment from unwanted pests and diseases, the Department of Agriculture, Water and the Environment regulates products imported into Australia. The importation of some products is, by law, subject to certain biosecurity import conditions. Some products are not permitted entry while other products are only allowed into Australia subject to meeting import conditions that mitigate the biosecurity risk. This may include a requirement for an import permit.

All imported products must comply with Australia's biosecurity import conditions. Check the [Biosecurity Import Conditions Database \(BICON\)](#) system to determine if the product intended to import requires an import permit or treatment or if it must meet any other conditions.

Importers can use the Biosecurity Import Conditions system (BICON) to determine whether a commodity intended for import into Australia:

- is permitted
- is subject to import conditions
- requires supporting documentation
- requires treatment
- needs an import permit.

It is the importer's responsibility to comply with the Department's import conditions when importing into Australia.

6.1.2 Import Permits

BICON will identify whether your goods require an [import permit](#). You can apply, track and manage your BICON import permits online using your [BICON registered user account](#).

Most import permits will be issued within 20 working days of completed applications being received and paid for in full. Applications may take longer if:

- they require technical assessment
- incomplete or incorrect information is provided by the applicant
- additional information is required to continue the assessment (applicants will be notified of this by the assessing officers)
- it is a novel product or has been prepared in a novel manner.

As of 9 April 2018, the Department will no longer facilitate the clearance of conditionally non-prohibited goods that arrive without the required import permit. Therefore goods that require a permit, but arrive without one, including where an application is currently under consideration, will be directed for export from Australian territory or required to be destroyed in an approved manner.

6.1.3 Import Duties

All import duties can be checked on the website of the [Australian Border Force](#). It uses the international custom code based on the harmonised system (the 'chapter' numbers correspond with the beginning of the NACE codes). Belgium has no preferential import duties with Australia.

7. RELEVANT TRADE SHOWS

Life in Style

Dates: 17-19 September 2021, Melbourne
19-22 February 2022, Sydney
Contact: Ms. Fly Roberts, Exhibition Manager, flyn.roberts@reedexpo.com.au
Tel: +61 2 9422 8686
Email: info@lifeinstyle.com.au; exhibiting@lifeinstyle.com.au
Website: www.lifeinstyle.com.au
About: Product categories of exhibitors include furniture.

Building and Home Show Expo

Organiser: Housing Industry Association
Dates: 15-17 October 2021, [Perth](#)
13-15 August 2021, [Melbourne](#)
28-29 August 2021, [Hobart](#)
10-12 Sep 2021, [Brisbane](#)
15-17 October 2021, [Adelaide](#)
Website: www.hia.com.au/Events/homeShows#
About: The HIA Building and Home Show Expos are held in most Australian states at various times throughout the year. They are organized by the Housing Industry Association which is quite large and widespread in Australia.
Remark: While this show focuses on building and renovations, there is also space for interior design and furniture.

Reno + Design Show

Date: 2022 date to be announced
Location: Exhibition Building, Brisbane Showgrounds, corner of Gregory Terrace and Costin Street, Bowen Hills (Brisbane) QLD 4000
Also: online
Mob: +61 438 720 329
Email: connect@renodesignshow.com.au
Website: www.renodesignshow.com.au
About: A two day renovation and design event showcasing designers, tradespeople and product suppliers.

Décor + Design MEL/21

Date: 14-17 July 2022
Location: Melbourne Exhibition Centre, 1 Convention Centre Place, South Warf (Melbourne) VIC 3006
Contact: Chris May, Exhibition Director, Chris.May@informa.com.au
Tel: +61 2 9212 4108
Email: decordesign@infosalons.com.au
Website: <https://www.decordesignshow.com.au/>
About: One of Australia's biggest interiors trade events. In 2018 the event attracted over 11,500 interior designers, decorators, retailer's and architects from across Australia who came to do business with 350+ exhibitors at the event.

8. SOURCES

8.1 IBIS WORLD

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8.2 OTHER SOURCES

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