

# ACRM



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**Asociația Clubul Român de Mobilă**

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**ACRM**



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**Asociația Clubul Român de Mobilă**

52 de companii active în industria mobilei,  
vă stau la dispoziție pentru soluții personalizate.



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ALĂTURI DE NOI!**

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*"Premisele unei întâlniri a valorilor antreprenoriale  
se face numai într-o asociație profesională Tânără"*

Iuliu Moldoveanu - președinte ACRM



Asociația Clubul Român de Mobilă



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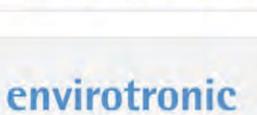
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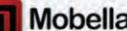
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www.sdhouse.ro



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**Transparent Design**  
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**Witz Chairs**  
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**Teletim Srl**  
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**M&M Product Rasnov**  
www.mmproduct.ro

## Despre noi

**Asociația Clubul Român de Mobilă (ACRM)**, a fost fondată în Mai, 2011, la propunerea celor 9 membri fondatori. Aceștia au avut viziunea faptului că dezvoltarea companiilor lor este legată foarte strâns de capacitatea de a satisface, prin calitate și bune servicii, consumatorul final și de a utiliza cât mai eficient resursele disponibile și oportunitățile oferite de piață, pentru imbunătățirea profitabilității.

## Misiune

Misiunea noastră este aceea de a ridica nivelul de cunoaștere și recunoaștere a calității mobilierului în rândul clienților nostri actuali și potențiali prin programe de informare

## Valori

Esența Asociației Clubul Român de Mobilă este colaborarea pentru atingerea obiectivelor comune.

## Obiective

Companiile membre ACRM împărtășesc un profund interes pentru:

- **Promovarea industriei prin unitate** - crearea de parteneriate puternice, capabile de impact asupra consumatorilor și care influențează rezolvarea problemelor industriei.
- **Protejarea intereselor producătorilor** din industria mobilei la nivel național și internațional.
- **Susținerea unei organizații cu influență asupra reglementărilor și standardelor** care au impact asupra producției, vânzărilor sau marketingului produselor de mobilier.
- **Dezvoltarea unui centru informațional** care să asigure companiilor membre suport pentru o mai mare rapiditate în evaluarea circumstanțelor pieței și în luarea deciziilor
- **Obținerea accesului la resurse financiare, informaționale și servicii** care să conducă la imbunătățirea profitabilității companiilor membre.
- **Promovarea și sprijinirea pregătirii personalului** din industria mobilei.

Contact: Iuliu Moldoveanu, 0727 141 912, [iulumoldoveanu@acrm.ro](mailto:iulumoldoveanu@acrm.ro)

## FINANCIAL TRENDS

**Financial Trends** este o companie de cercetare și consultanță din București, ce furnizează analize economice și analize ale industriilor bazate pe date secundare, colectate din surse oficiale și prelucrate folosind modele econometrice pentru a furniza rezultate cât mai complexe.

Compania noastră a dezvoltat de-a lungul timpului un portofoliu larg de analize ce sunt livrate lunar, trimestrial și anual, astfel încât companiile să se poată informa și să adapteze strategia constant în funcție de evoluția pieței.

Contact: Bratosin Alexandru, 0749 257 560, [bratosin.alexandru@financialtrends.ro](mailto:bratosin.alexandru@financialtrends.ro)

## FINANCIAL TRENDS

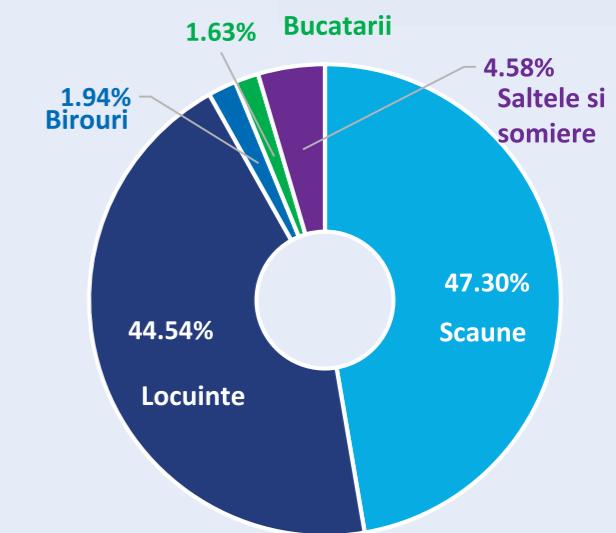
### Industria de mobila in cifre

Productia de mobila a crescut de la  
**€1.7mld** la **€3.0mld**  
 in 2008 in 2017

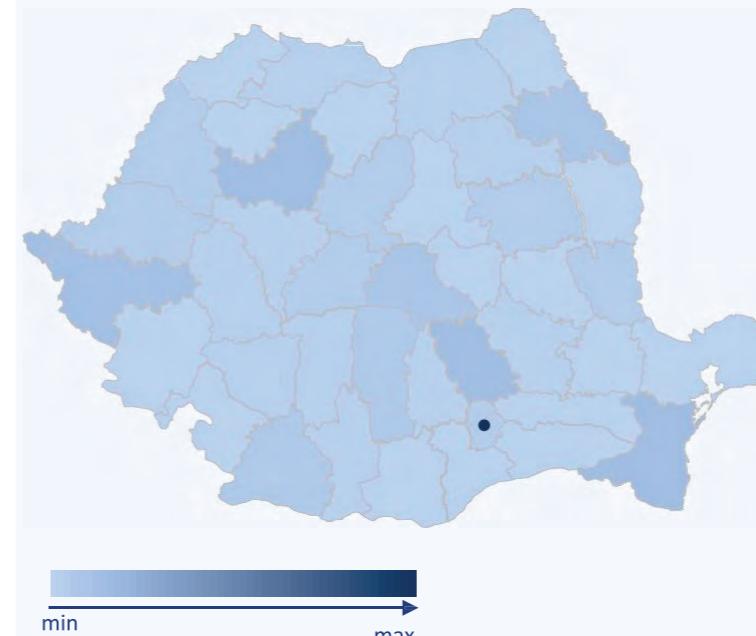
Consumul a crescut de la  
**€1.1mld** la **€1.5mld**  
 Importurile  
 €469 mil. la  
 €585 mil.

Exporturile de mobila au crescut de la  
**€0.7mld** la **€2.1mld**

### Structura productiei de mobila 2017



### Consumul de mobila la nivel de judete 2017



### Evolutii % 2008-2017

Productie  
2008-2017 ↑ 75.25%

Consum  
2008-2017 ↑ 37% Import  
+ 24.73%  
2008-2017

Export  
2008-2017 ↑ 191.10%

### Industria de mobila a Romaniei la nivelul Uniunii Europene

#6 exportator   #8 producător   #13 consumator   #16 importator

### Evolutia consumului de mobila in perioada 2008-2017



## FINANCIAL TRENDS

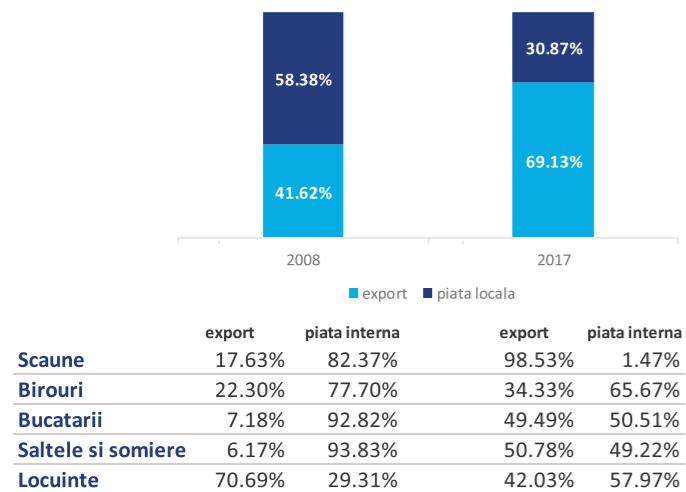
### Productia de mobila

Productia de mobila a Romaniei a avut o evolutie pozitiva in perioada 2008-2017 inregistrand o crestere de **75.25%** in anul 2017 comparativ cu anul 2008, de la 1.7 mld. euro la 3.0 mld. euro.

Cresterea compusa anuala (CAGR) in perioada 2008-2017 a fost de 6.43%.

Motorul cresterii productiei a fost reprezentat de exporturi. Analizand destinatia productiei observam ca in anul 2008 41.62% din productie era destinata exportului, in timp ce in anul 2016 69.13% din productie a fost livrata in afara tarii.

Structura productiei in functie de destinatie



Productia de mobila a Romaniei se poate analiza pe fiecare segment in parte in functie de destinatie, piata interna sau piata externa.

In anul 2017 doar 30.87% din productie a fost destinata pietei interne.

Din punct de vedere al destinatiei mobilei:

1. Productia de scaune a fost livrata in proportie de 1.47% in tara, iar in proportie de 98.53% in afara tarii;
2. Productia de mobila pentru locuinte a fost

## FINANCIAL TRENDS

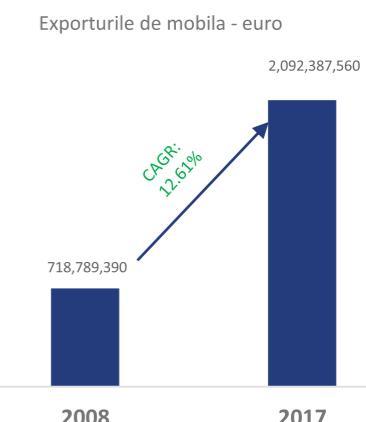
### Exporturile de mobila

Exporturile de mobila ale Romaniei au avut o evolutie pozitiva in perioada 2008-2017 inregistrand o crestere de **191.10%** in anul 2017 comparativ cu anul 2008, de la 0.7 mld. euro la 3.0 mld. euro.

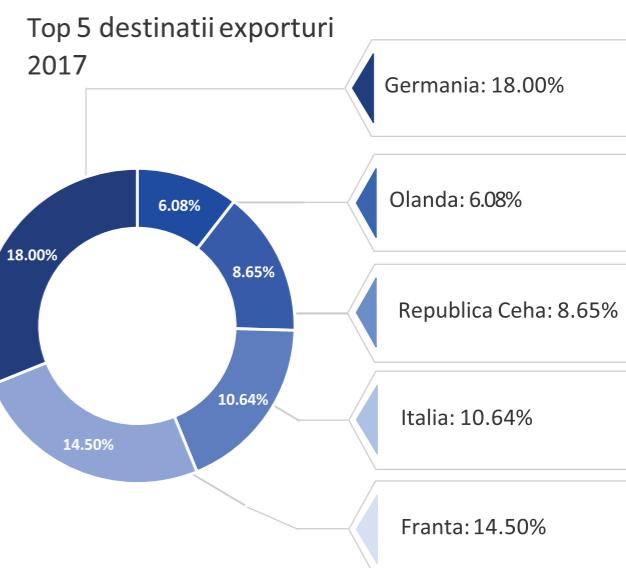
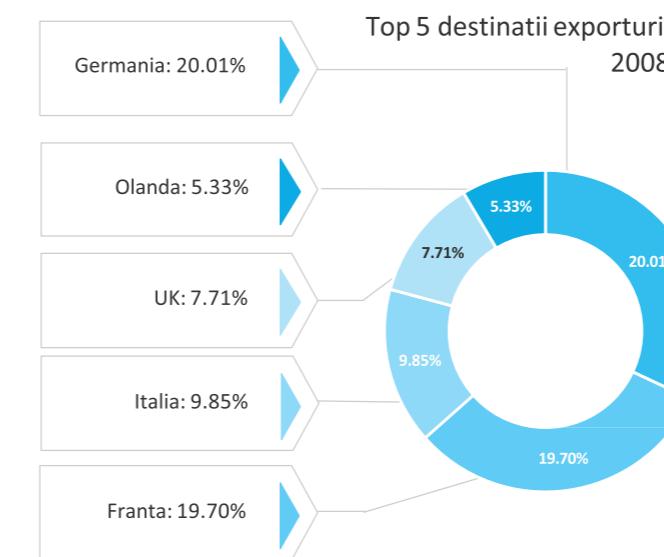
Cresterea compusa anuala (CAGR) in perioada 2008-2017 a fost de 12.61%.

Structura exporturilor in anul 2017:

1. Scaunele reprezentau 67.42%;
2. Mobila pentru locuinte: 27.08%;
3. Saltelele si somierele 3.37%;
4. Bucatarii: 1.17%
5. Mobila pentru birouri si magazine: 0.96%.



Scaune	18.55%	67.42%
Birouri	2.82%	0.96%
Bucatarii	0.57%	1.17%
Saltele si somiere	0.28%	3.37%
Locuinte	77.79%	27.08%



Industria de mobila a Romaniei in Uniunea Europeană, 2017 exporturi:

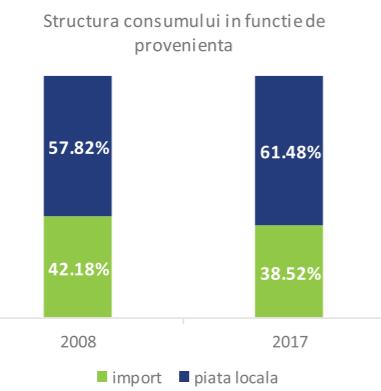


### Consumul de mobila (I)

Consumul de mobila a Romaniei a avut o evolutie pozitiva in perioada 2008-2017 inregistrand o crestere de **36.56%** in anul 2017 comparativ cu anul 2008, la 1.5 mld. euro de la 1.1 mld. euro.

Cresterea compusa anuala (CAGR) in perioada 2008-2017 a fost de **3.52%**.

Motorul cresterii consumului a fost reprezentat de cresterea veniturilor, programul prima casa, credite pentru consum si imobiliare. Analizand provenienta produselor observam ca in anul 2008 57.82% din productie era satisfacuta din productia locala, in timp ce in anul 2017 61.48% din consum era satisfacut din productia locala.

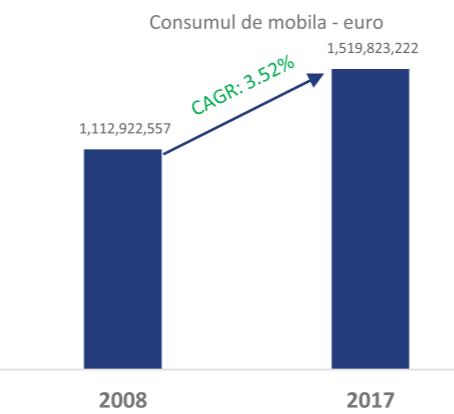


	import	piata interna	import	piata interna
Scaune	34.08%	65.92%	89.36%	10.64%
Birouri	48.71%	51.29%	56.19%	43.81%
Bucatarii	22.10%	77.90%	36.81%	63.19%
Saltele si somiere	21.63%	78.37%	40.47%	59.53%
Locuinte	51.45%	48.55%	27.64%	72.36%

Consumul de mobila al Romaniei poate fi analizat pentru fiecare segment de piata in parte pentru a avea o imagine detaliata asupra industriei.

Structura consumului de mobila in anul 2017:

1. Mobila locuinte (living, dormitoare) a avut o pondere de 71.06% in consumul de mobila;
2. Scaunele au avut o pondere de 13.00%;
3. Saltelele si somierele au avut o pondere de 7.55%;
4. Mobila pentru birouri si magazine a avut o pondere de 5.80%;
5. Mobila de bucatarii, 2.60%.



	import	piata interna	import	piata interna
Scaune	34.08%	65.92%	89.36%	10.64%
Birouri	48.71%	51.29%	56.19%	43.81%
Bucatarii	22.10%	77.90%	36.81%	63.19%
Saltele si somiere	21.63%	78.37%	40.47%	59.53%
Locuinte	51.45%	48.55%	27.64%	72.36%

	Scaune	Birouri	Bucatarii	Saltele si somiere	Locuinte
	35.15%	12.36%	6.11%	3.48%	42.91%
	13.00%	5.80%	2.60%	7.55%	71.06%

Consumul de mobila al Romaniei se poate analiza pe fiecare segment in parte in functie de provenienta produselor, piata interna sau piata externa.

In anul 2017 doar 38.52% din consum a fost satisfacut din import.

Din punct de vedere al destinatiei mobilei:

1. Consumul de mobila locuinte a fost satisfacut in proportie de 72.36% din productia locala si 27.64% din importuri;

\*Nota: Un procent semnificativ din mobila de bucatarie se realizeaza la comanda si nu este declarat in statisticile oficiale!

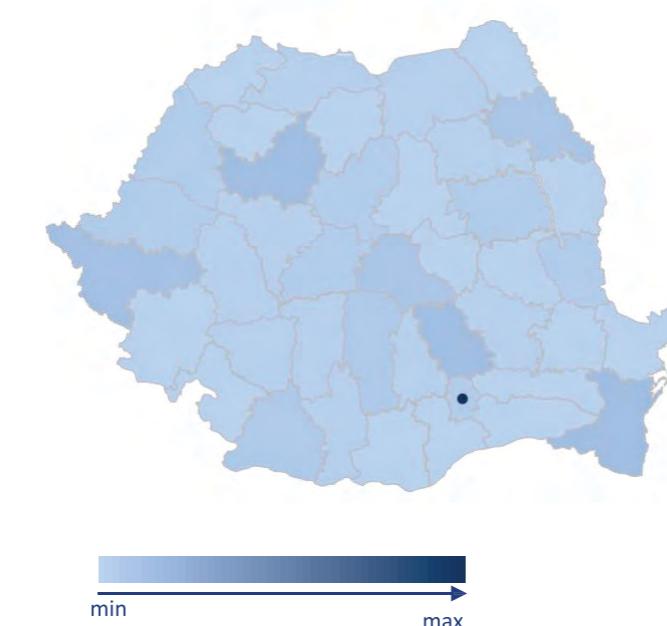
### Consumul de mobila (II)

In Municipiul Bucuresti s-a inregistrat in anul 2017 cel mai ridicat consum de mobila.

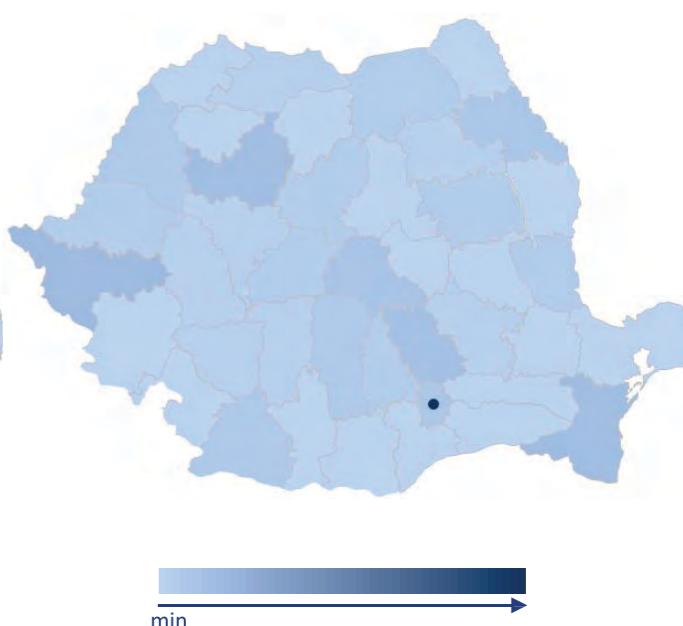
Judetul cu cel mai scazut consum de mobila din tara este judetul Mehedinți.

Consumul de mobila per locuitor (per capita) in Romania in anul 2017 a fost de **77.37 euro**.

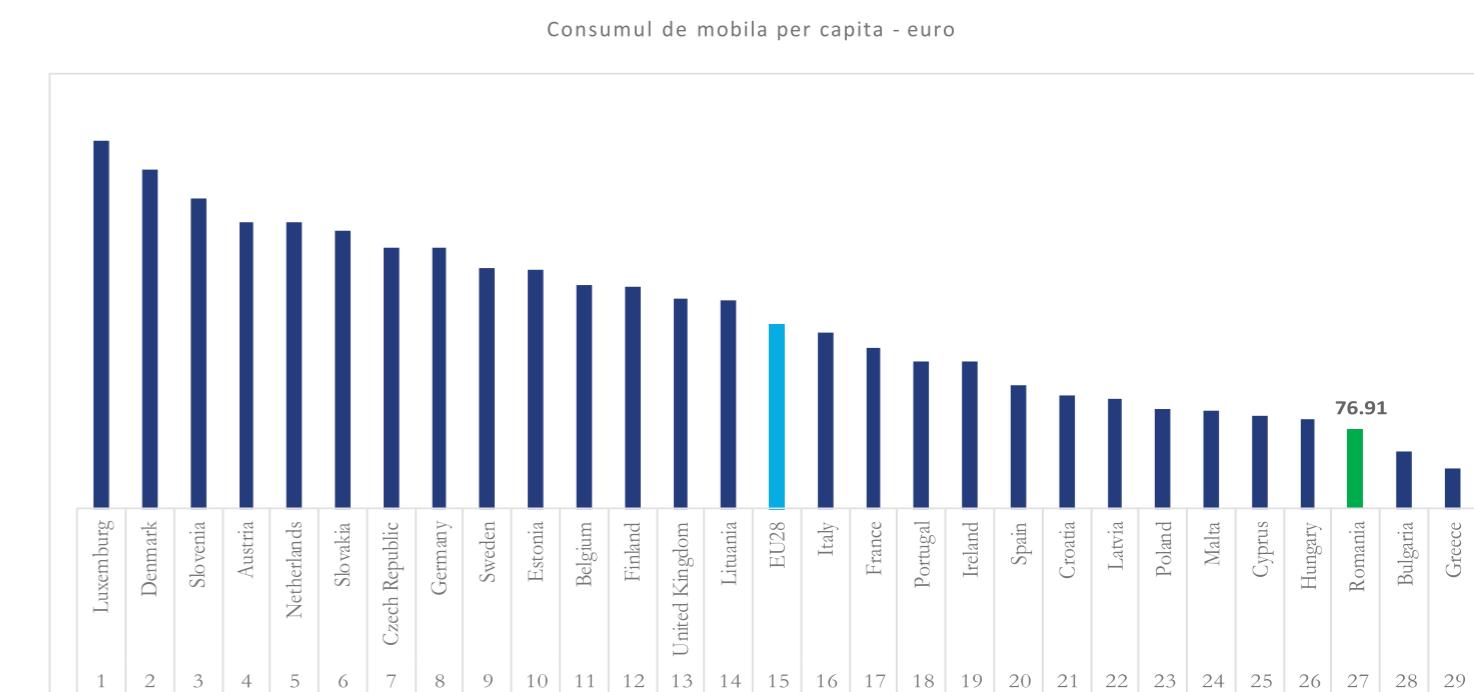
Din punct de vedere al consumului per capita Romania ocupa a 26 pozitie in clasamentul membrilor Uniunii Europene.



Consumul de mobila la nivel de judete



Consumul de mobila per capita la nivel de judete



## FINANCIAL TRENDS

### Importurile de mobila

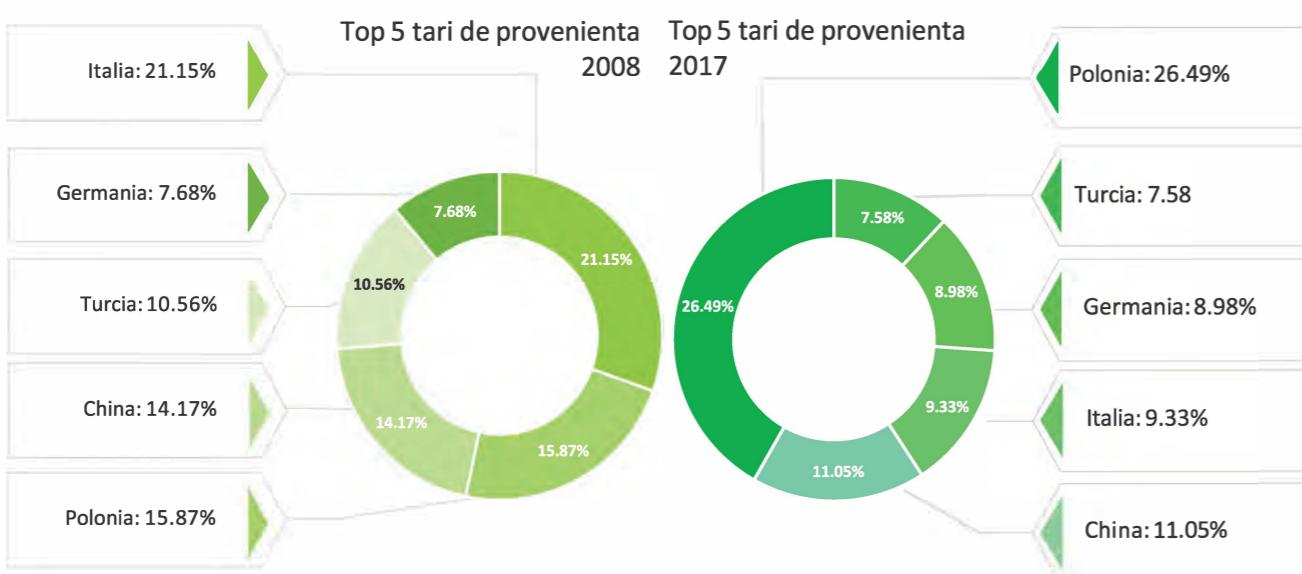
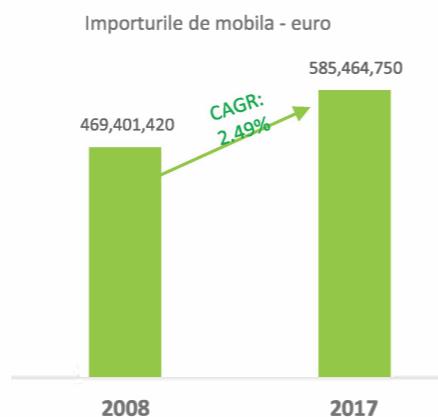
Importurile de mobila ale Romaniei au avut o evolutie pozitiva in perioada 2008-2017 inregistrand o crestere de **24.73%** in anul 2017 comparativ cu anul 2008, de la 469 mil. euro la 585 mil. euro.

Cresterea compusa anuala (CAGR) in perioada 2008-2017 a fost de 2.49%.

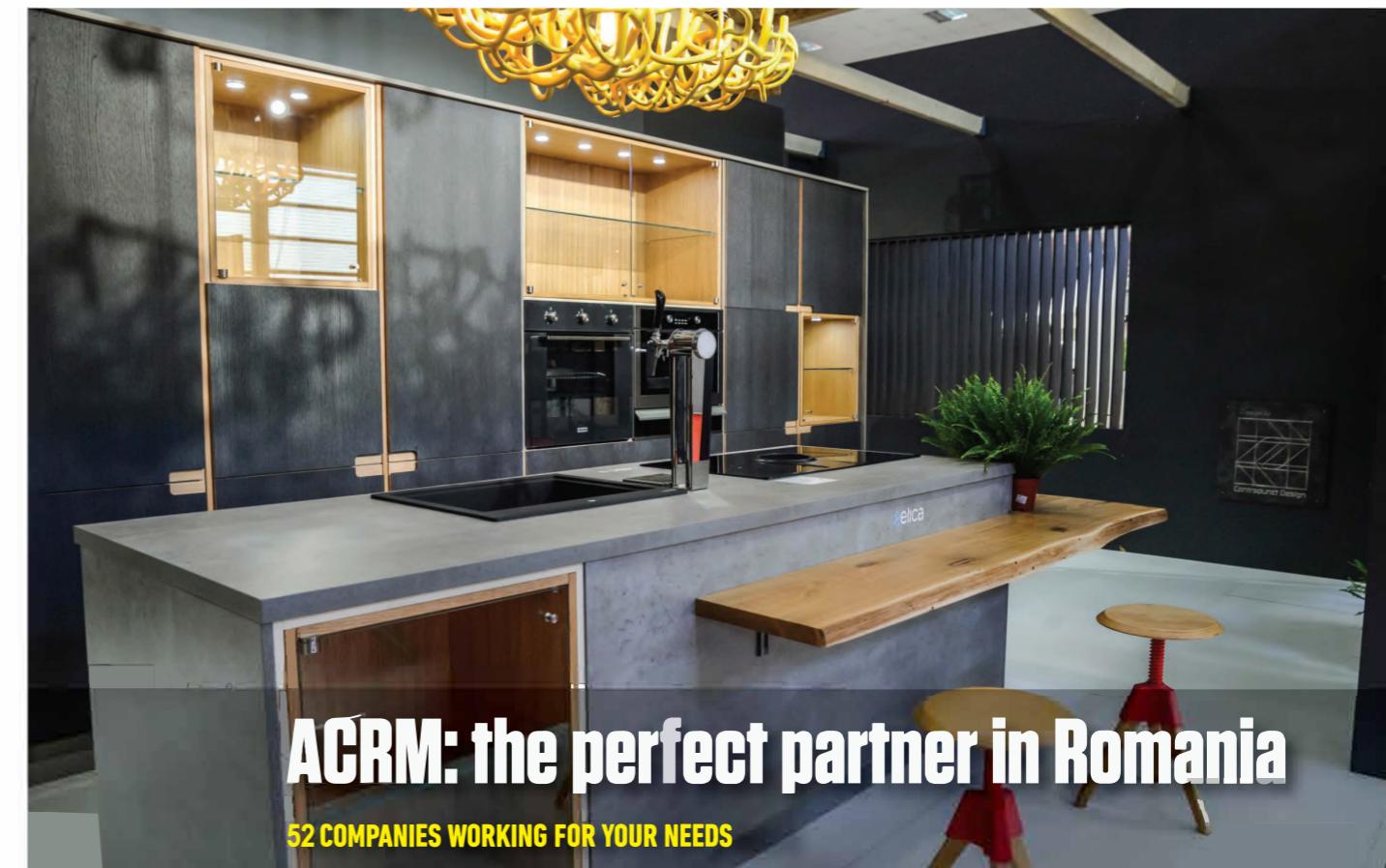
Structura in anul 2017:

1. Mobila pentru locuinte: 50.98%;
2. Scaunele reprezentau 30.16%;
3. Mobila pentru birouri si magazine: 8.46%.
4. Saltele si somierele: 7.93%;
5. Bucatariiile: 2.48%

	2008	2017
Scaune	28.40%	30.16%
Birouri	14.27%	8.46%
Bucatarii	3.20%	2.48%
Saltele si somiere	1.79%	7.93%
Locuinte	52.35%	50.98%



Industria de mobila a Romaniei in Uniunea Europeana, 2017 importuri:



## ACRM: the perfect partner in Romania

52 COMPANIES WORKING FOR YOUR NEEDS



The Romanian Furniture Club Association consists of more than 52 furniture companies which can deliver the full range of furniture, from residential furniture for bathrooms, kitchen, living, to office furniture, lighting, comercial store displays and specialised medical furniture.

With over 165 million euros business figure in the last year, and over 1959 employees across Romania, ACRM is the perfect partner for you, and a guarantee that you will get the best materials, you will have

the best architects, designers and engineers from Romania working for you, and at the end you will get the highest-quality furniture.

Our companies have modern factories with state of the art CNC and laser machines that ensures high-quality, fast and precise results. We use all type of materials from the classic melamine, mdf, hdf, solid wood, to modern composite materials like Corian, HI-MACS and more.

Get in touch with us if you think we can work together. ●

Romanian Furniture Club Association

Academiei Street, no. 29, 6th floor, District 1, Bucharest, Romania

Rep.: Iuliu Moldoveanu, chairman, iuliumoldoveanu@acrm.ro  
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Categories of products: upholstered, dining, kitchen, bathroom, living, office, standalone items, outdoor, wall coverings, lighting, classical reproductions, tables, chairs, components, accessories, mattresses, home textiles, commercial display furniture, specialised furniture for office buildings, specialised medical furniture,



## FINANCIAL TRENDS

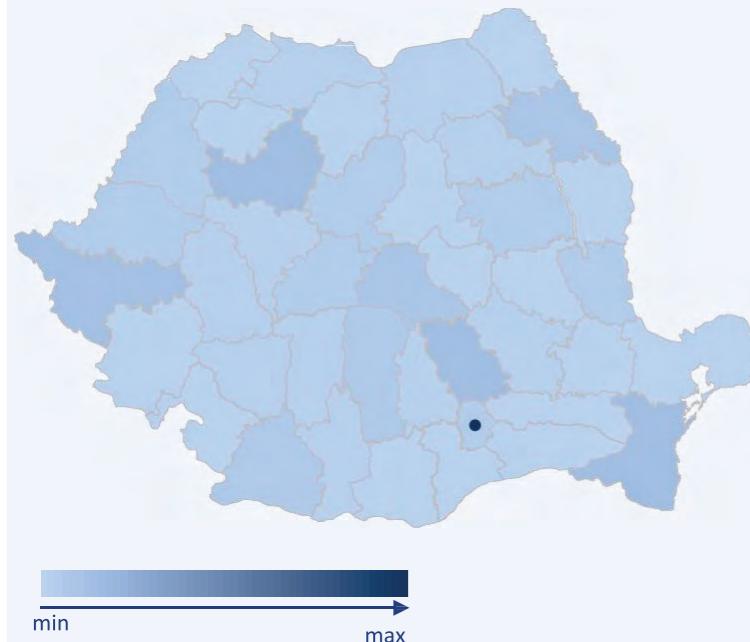
Furniture industry in figures

Furniture production increased from **€1.7B** to **€3.0B** in 2008 in 2017

The consumption increases from **€1.1B** to **€1.5B** Imports **€469 mil.** to **€585 mil.**

Furniture exports increase from **€0.7B** to **€21.B**

Furniture consumption at county level 2017



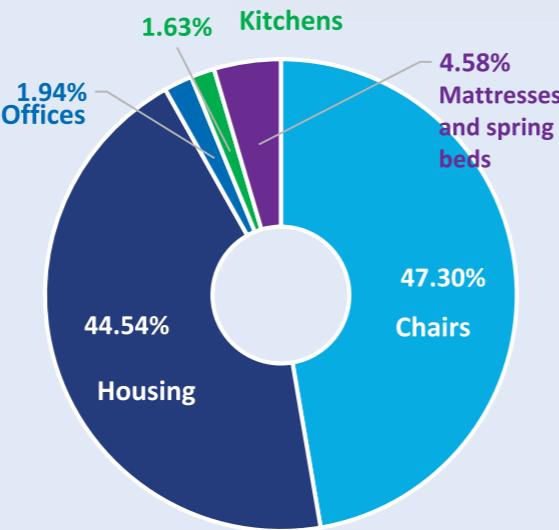
Furniture industry of Romania at European Union level

**#6** exporter    **#8** producer    **#13** consumer    **#16** importer

Furniture consumption evolution in the period 2008-2017



### Furniture production structure 2017



### Evolutions % 2008-2017



## FINANCIAL TRENDS

### Furniture production

The furniture production of Romania had a positive evolution in the period 2008-2017, registering an increase of 75.25% in the year 2017 compared to 2008, from EUR 1.7 billion to EUR 3.0 billion.

The annual composite increase (CAGR) for the period 2008-2017 was 6.43%.

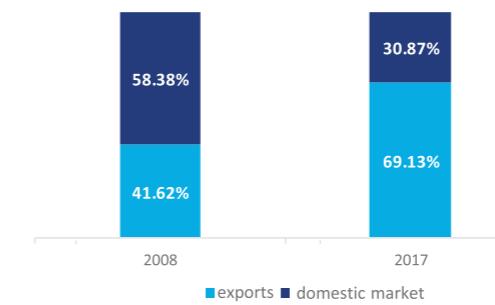
The engine of production growth was represented by exports. Analyzing the production destination, we see that in 2008 41.62% of the production was destined for export, while in the year 2016 69.13% of the production was delivered abroad.

The furniture production of Romania can be structured in five categories of products to look at the market in detail on each and every segment.

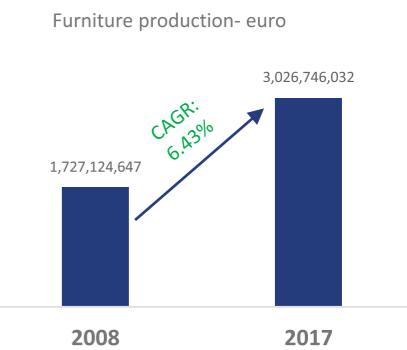
The structure of furniture production in 2017:

1. Seats had a weight of 47.30%;
2. Furniture for dwellings (living, bedrooms) had a weight of 44.54%;
3. Mattresses and spring beds had a weight of 4.58%;
4. Furniture for offices and shops had a weight of 1.94%;
5. Kitchens had a weight of 1.63%;

### Production structure according to destination



Category	Exports	Domestic Market	Exports	Domestic Market
Chairs	17.63%	82.37%	98.53%	1.47%
Offices	22.30%	77.70%	34.33%	65.67%
Kitchens	7.18%	92.82%	49.49%	50.51%
Mattresses and spring beds	6.17%	93.83%	50.78%	49.22%
Housing	70.69%	29.31%	42.03%	57.97%



Category	2008 (%)	2017 (%)
Chairs	43.77%	47.30%
Offices	5.26%	1.94%
Kitchens	3.30%	1.63%
Mattresses and spring beds	1.87%	4.58%
Housing	45.80%	44.54%

The furniture production of Romania can be analyzed on each segment depending on the destination, the domestic market or the foreign market.

In 2017 only 30.87% of the production was destined for the domestic market.

From the point of view of the furniture destination:

1. The production of chairs was delivered in the proportion of 1.47% in the country, and 98.53% outside the country;
2. Furniture production for housing was delivered in the proportion of 57.97% in the country, and in the proportion of 42.03% abroad;
3. The production of mattresses and spring beds was delivered in the country in 49.22% and outside the country in a percentage of 50.78%;
4. The production of kitchens was delivered in proportion of 50.51% in the domestic market and 49.49% in the foreign market;
5. The production of furniture for offices and shops was delivered in proportion of 65.67% of the domestic market, and 34.33% of the furniture was produced abroad.

## FINANCIAL TRENDS

### Exporturile de mobila

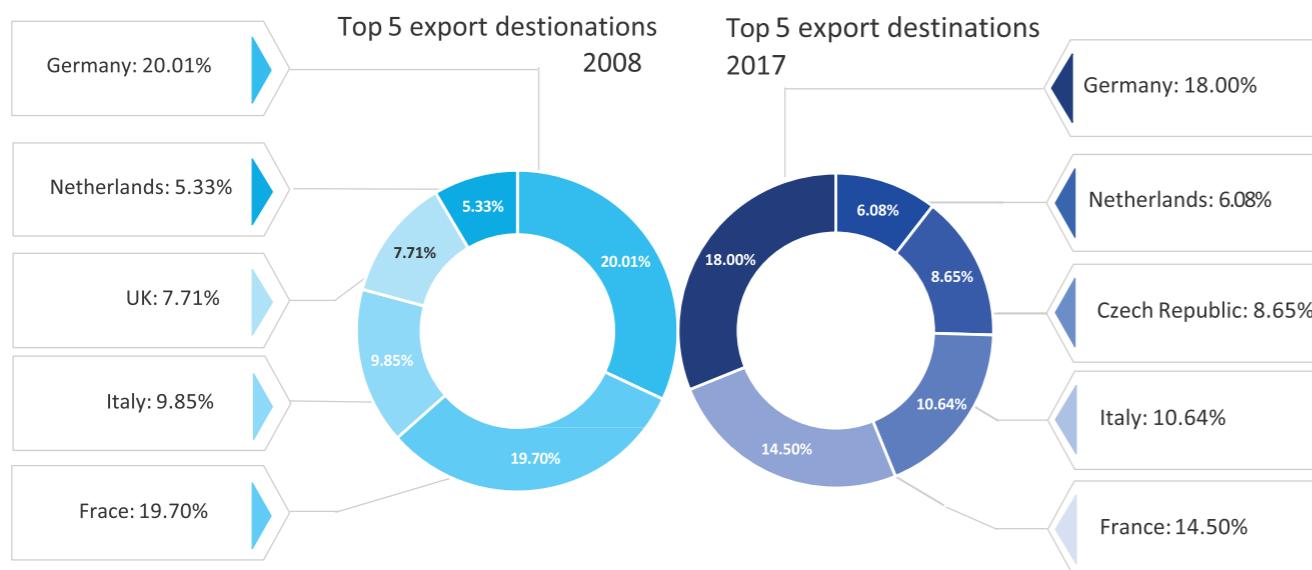
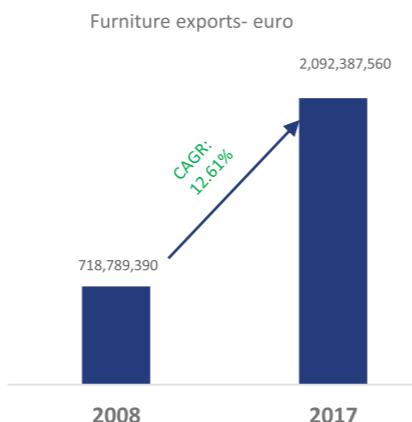
The furniture exports of Romania had a positive evolution in the period 2008-2017, registering an increase of 191.10% in the year 2017 compared to 2008, from EUR 0.7 B to EUR 3.0 B.

The annual composite increase (CAGR) in the period 2008-2017 was 12.61%.

The structure of exports in 2017:

1. Chairs represented 67.42%;
2. Furniture for housing: 27.08%;
3. Mattresses and spring beds 3.37%;
4. Kitchens: 1.17%
5. Furniture for offices and stores: 0.96%.

	2008	2017
<b>Chairs</b>	18.55%	67.42%
<b>Offices</b>	2.82%	0.96%
<b>Kitchens</b>	0.57%	1.17%
<b>Mattresses and spring beds</b>	0.28%	3.37%
<b>Housing</b>	77.79%	27.08%



Romania furniture industry in the European Union, 2017 exports:



## FINANCIAL TRENDS

### Furniture consumption (I)

The furniture consumption of Romania had a positive evolution in the period 2008-2017, registering an increase of 36.56% in the year 2017 compared to 2008, to EUR 1.5 B from EUR 1.1 B.

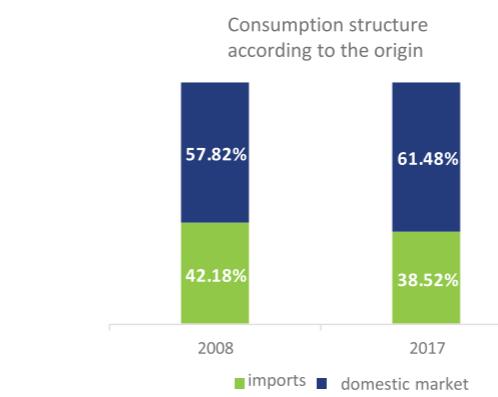
The annual composite increase (CAGR) in the period 2008-2017 was 3.52%.

The consumption growth driver was the revenue growth, the first house program, consumer loans, and real estate. Analyzing the origin of the products we see that in 2008 57.82% of the production was satisfied with the local production, while in 2017 61.48% of the consumption was satisfied from the local production.

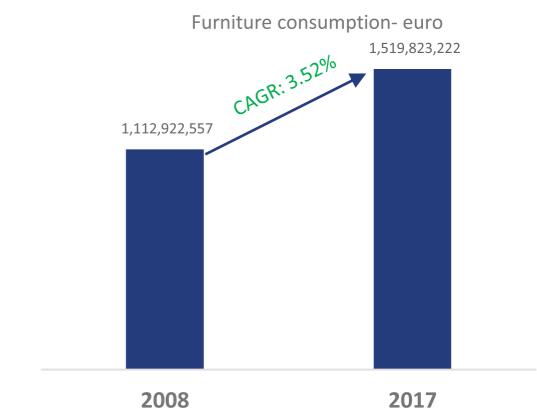
The furniture consumption of Romania can be analyzed for each market segment in order to have a detailed picture of the industry.

The structure of furniture consumption in 2017:

1. Housing furniture (living room, bedrooms) had a weight of 71.06% in the consumption of furniture;
2. Chairs had a weight of 13.00%;
3. Mattresses and spring beds had a weight of 7.55%;
4. Furniture for offices and shops had a weight of 5.80%;
5. Kitchen furniture, 2.60%.



	imports	domestic market	imports	domestic market
<b>Chairs</b>	34.08%	65.92%	89.36%	10.64%
<b>Offices</b>	48.71%	51.29%	56.19%	43.81%
<b>Kitchens</b>	22.10%	77.90%	36.81%	63.19%
<b>Mattresses and spring beds</b>	21.63%	78.37%	40.47%	59.53%
<b>Housing</b>	51.45%	48.55%	27.64%	72.36%



The furniture consumption of Romania can be analyzed on each and every segment depending on the product origin, the domestic market or the foreign market.

In 2017 only 38.52% of consumption was satisfied from import.

In terms of the furniture destination:

1. The housing furniture consumption was satisfied in proportion of 72.36% of local production and 27.64% of imports;

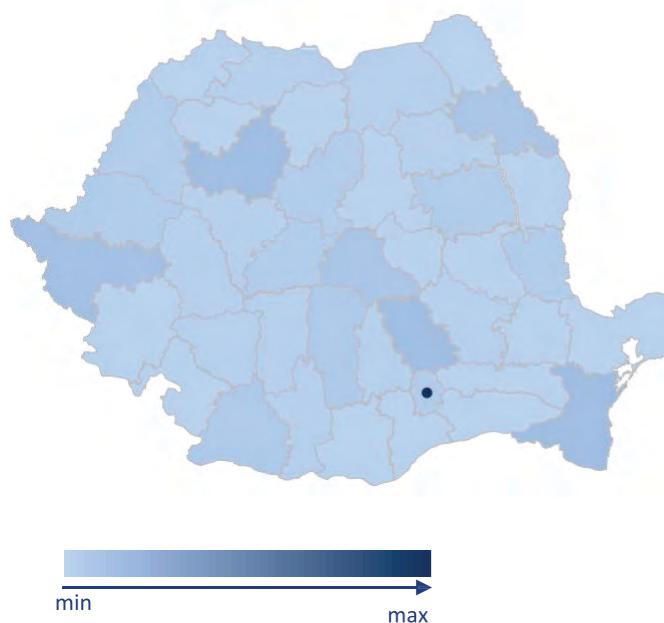
Note: A significant percentage of kitchen furniture is custom-made and is not stated in official statistics!

## FINANCIAL TRENDS

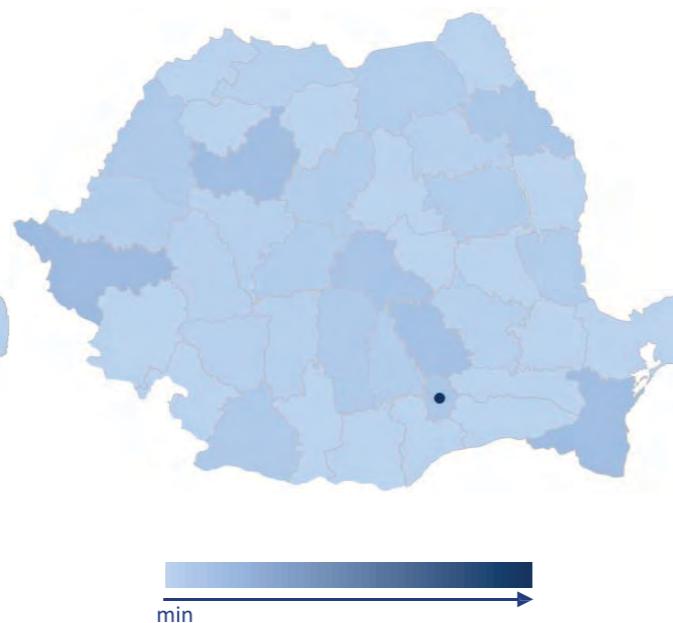
### Furniture consumption (II)

The Municipality of Bucharest, the highest consumption of furniture was registered in 2017.

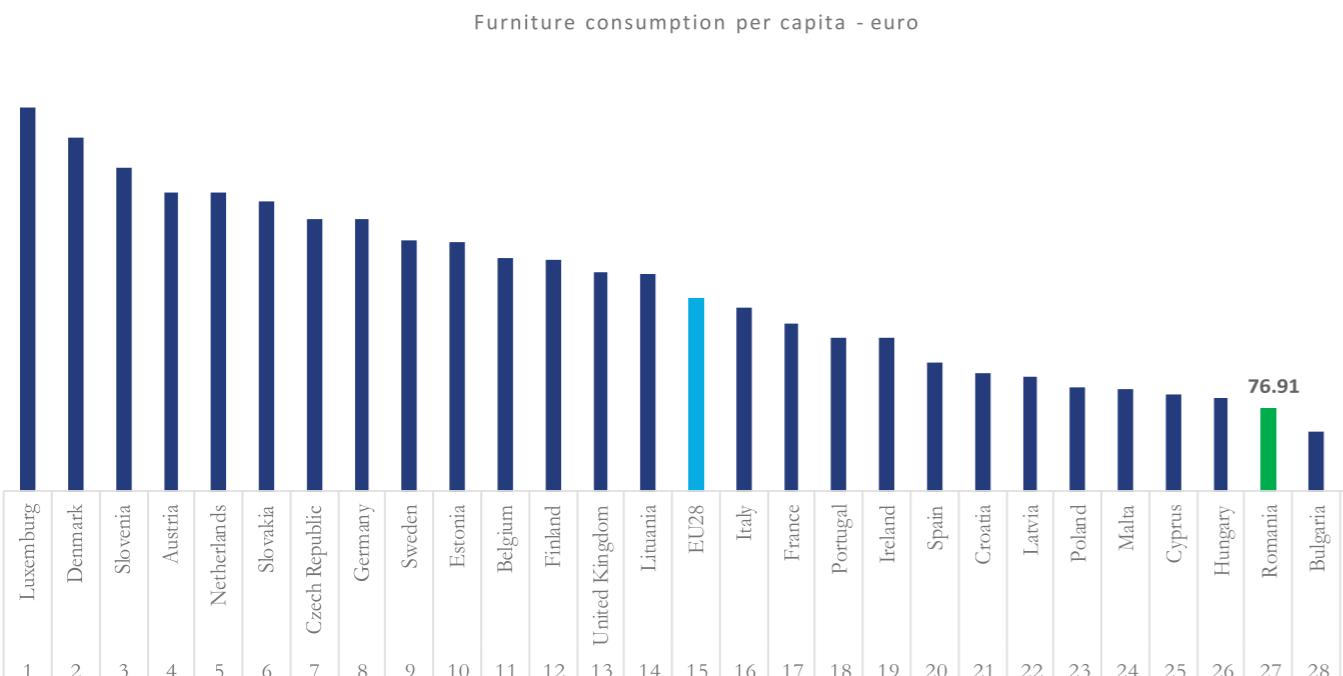
The county with the lowest consumption of furniture in the country is Mehedinți County.



Furniture consumption at county level



Furniture consumption per capita at county level



## FINANCIAL TRENDS

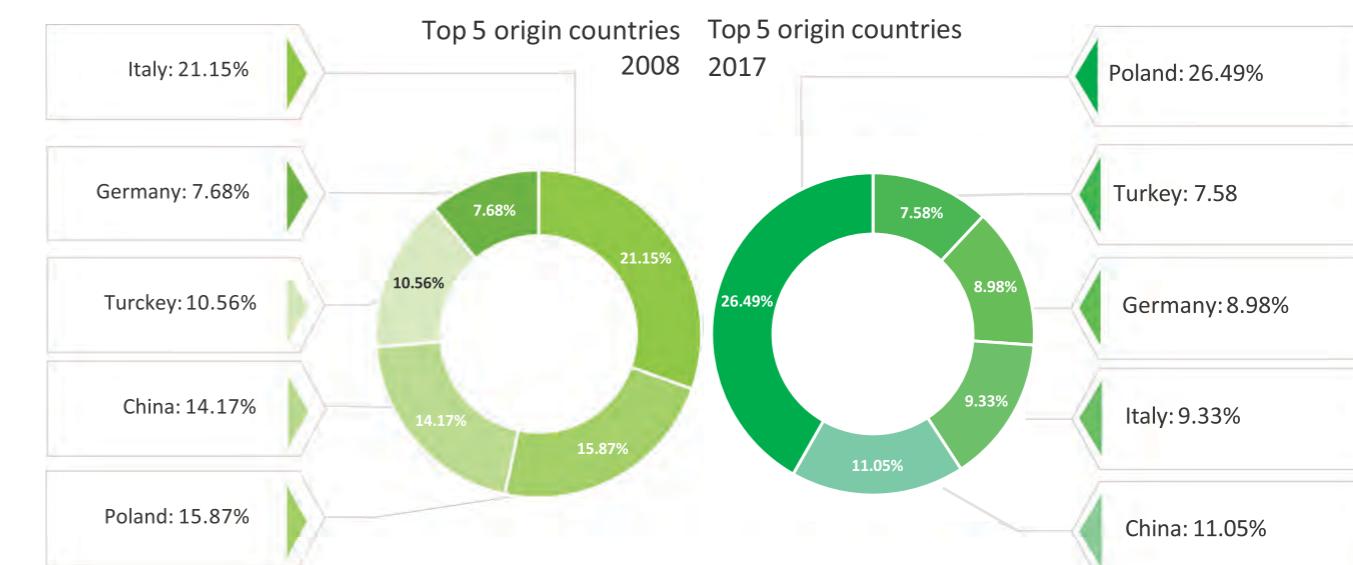
### Furniture imports

The furniture imports of Romania had a positive evolution during the period 2008-2017, registering an increase of **24.73%** in 2017 compared to 2008, from EUR 469 mil. to EUR 585 mil.

Annual compound growth (CAGR) for the period 2008-2017 was 2.49%.

Structure in the year 2017:

1. Furniture for housing: 50.98%;
2. Chairs accounted for 30.16%;
3. Furniture for offices and shops: 8.46%;
4. Mattresses and spring beds: 7.93%;
5. Kitchens: 2.48%



Furniture industry of Romania in the European Union, 2017 imports:





The Romanian Furniture Club Association

## About us

The Romanian Furniture Club Association (ACRM) was founded in May 2011 at the proposal of the 9 founding members. They had the vision that the development of their companies is very closely related to the ability to satisfy the end consumer through quality and good service, and to make the most of the available resources and market opportunities to maximize profitability.

## Mission

Our mission is to raise the level of knowledge and recognition of furniture quality among our current and potential customers through information programs.

## Values

The essence of the Romanian Furniture Club Association is the collaboration for achieving the common objectives.

## Objectives

ACRM member companies share a profound interest in:

- **Promoting industry through unit** - creating strong partnerships that are capable of impacting on consumers and influencing the solution of industry issues.
- **Protecting the interests of furniture manufacturers** in the domestic and international markets.
- **Supporting an organization with an influence on regulations and standards** that impact on the production, sales or marketing of furniture products.
- **Developing an information centre** to provide to support member companies a swifter way in assessing market circumstances and in making decisions
- **Obtaining access to financial, informational resources and services** that will lead to the improvement of profitability of member companies.
- **Promoting and supporting the training of staff** in the furniture industry.

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## FINANCIAL TRENDS

Financial Trends is a research and consultancy company in Bucharest that provides economic analysis and analysis of industries based on secondary data, collected from official sources and processed using econometric models to provide more complex results.

Our company has developed over time a broad portfolio of analyzes that are delivered monthly, quarterly and annually so that companies can keep up with and adjust their strategy consistently with market developments.

Contact: Bratosin Alexandru, 0749 257 560, [bratosin.alexandru@financialtrends.ro](mailto:bratosin.alexandru@financialtrends.ro)



# Ask Me

Custom furniture solution has a better idea

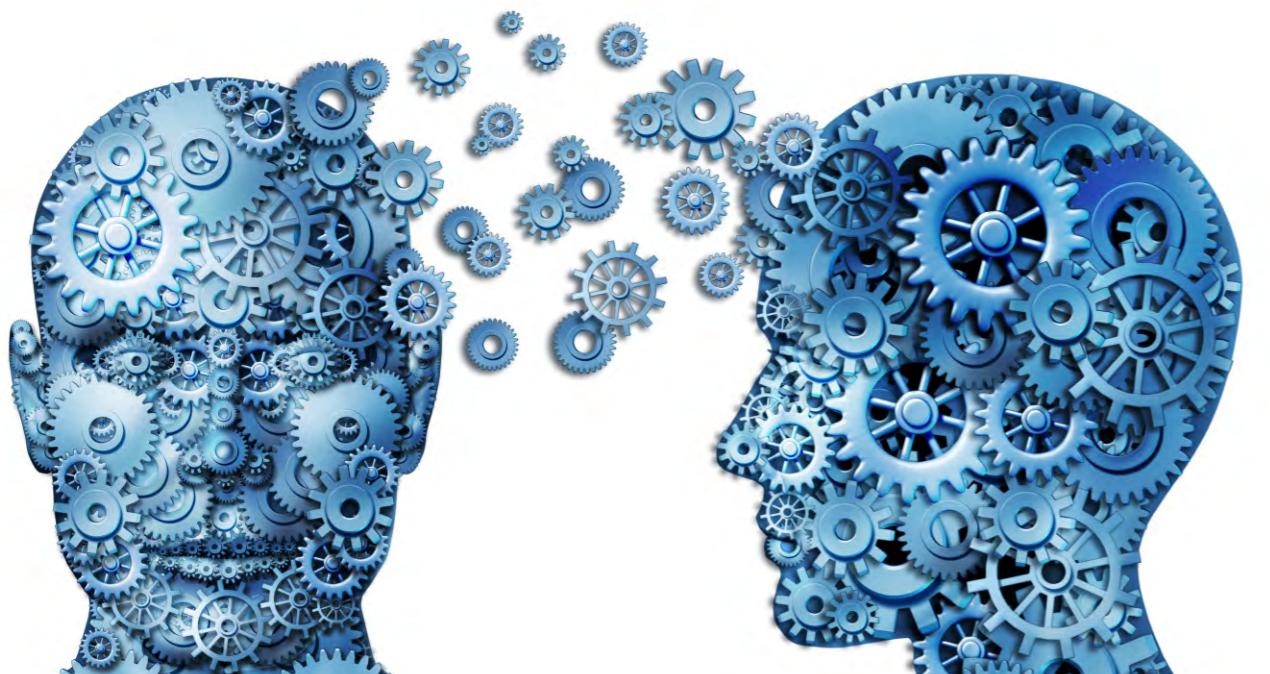
52 companies can working **only For You!**

ACRM - get the best supplier

No comission!



The Romanian Furniture Club Association



[www.acrm.ro](http://www.acrm.ro)

We based on quality and advertiser market share. This means that ACRM is well placed to reach international business and facilitate global partnerships.

Change in workplace design is strongly connected with the development of new materials, new eco-friendly production technologies, state-of-the-art communication devices, and the development of new finishes and furniture types, which are supporting the quality of the space, design flexibility, innovation, and teamwork.



# Ask Me

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Custom furniture solution has a better idea