



Market (€'bn)
7.82

Website

JSA League Table of European Office Furniture Companies

Updated to 31 July 2012

| | | | | Sales of Office Furniture Per latest Accts. | % Market Share | Year on Year Change Office furniture Sales* | % of European sales which is office furniture | Total Sales outside Europe | Total Company Sales Per Latest Accts | Total Company Sales Prior Year | Number of Employees | Sales Per Employee | Date Of Accounts |
|---------------|--|----|---------------------------|---|----------------|---|---|----------------------------|--------------------------------------|--------------------------------|---------------------|--------------------|------------------|
| | | | | Eur (m) | % | % | % | % | Eur (m) | Eur (m) | | Eur(000) | |
| 1 | Kinnarps Holding AB | SE | www.kinnarps.com | 481.91 | 6.2% | 32.5 % | 100% | 10.0% | 535.45 | 404.00 | 2,639 | 203 | 31-Aug-11 |
| 2 | Steelcase SA | US | www.steelcase.fr | 394.93 | 5.1% | 7.3 % | 100% | 25.3% | 528.50 | 492.50 | 2,512 | 210 | 31-Dec-11 |
| 3 | Vitra Holding AG | CH | www.vitra.com | 290.87 | 3.7% | 62.2 % | 73% | 10.0% | 442.73 | 273.03 | 916 | 483 | 31-Dec-11 |
| 4 | Nowy Styl SP Z.O.O. | PL | www.nowystylgroup.com | 241.50 | 3.1% | 19.7 % | 100% | | 241.50 | 201.73 | 5,500 | 44 | 31-Dec-11 |
| 5 | Groupe Clestra Hauserman | FR | www.clestra.com | 213.75 | 2.7% | (3.2)% | 100% | | 213.75 | 220.76 | 495 | 432 | 31-Dec-08 |
| TOP 5 | | | | 1622.96 | 20.8% | 21.7 % | 95% | | 1,961.94 | 1,592.01 | 12,062 | 163 | |
| 6 | USM Holding AG | CH | www.usm.com | 196.17 | 2.5% | 73.6 % | 100% | | 196.17 | 113.00 | 480 | 409 | 31-Dec-11 |
| 7 | Koninklijke Ahrend NV (group incl Techo) | NL | www.ahrend.nl | 190.30 | 2.4% | 3.1 % | 100% | | 190.30 | 184.60 | 1,131 | 168 | 31-Dec-10 |
| 8 | Haworth Europe | US | www.haworth-europe.com | 187.28 | 2.4% | 10.5 % | 100% | 2.1% | 191.30 | 173.10 | 1,241 | 154 | 31-Dec-11 |
| 9 | Lienhard Office Group AG (Lista; InterOffice;Denz) | CH | www.lienhard-office.com | 175.30 | 2.2% | 3.4 % | 100% | | 175.30 | 169.50 | 598 | 293 | 31-Dec-11 |
| 10 | Sedus Stoll Aktiengesellschaft | DE | www.sedus.de | 157.29 | 2.0% | 4.5 % | 99% | | 159.20 | 152.30 | 809 | 197 | 31-Dec-11 |
| TOP 10 | | | | 2529.31 | 32.3% | 19.3 % | 97% | | 2,874.21 | 2,384.51 | 16,321 | 176 | |
| 11 | Bene AG | AT | www.bene.com | 153.05 | 2.0% | 13.0 % | 100% | 20.7% | 193.00 | 170.80 | 1,321 | 146 | 31-Jan-12 |
| 12 | Konig + Neurath AG | DE | www.koenig-neurath.de | 141.00 | 1.8% | 27.2 % | 100% | | 141.00 | 110.86 | 1,050 | 134 | 31-Dec-11 |
| 13 | Scandinavian Business Seating AS (SBS) | NO | www.sbseating.com | 137.15 | 1.8% | 11.0 % | 100% | 2.0% | 139.95 | 126.13 | 479 | 292 | 31-Dec-11 |
| 14 | Martela OY | FI | www.martela.fi | 130.70 | 1.7% | 20.6 % | 100% | | 130.70 | 108.40 | 637 | 205 | 31-Dec-11 |
| 15 | EFG Holding AB | SE | www.efg.se | 125.86 | 1.6% | 10.8 % | 100% | 1.6% | 127.92 | 115.42 | 518 | 247 | 31-Dec-11 |
| 16 | Senator International Ltd | UK | www.senator.co.uk | 121.09 | 1.5% | 3.5 % | 100% | 5.0% | 127.46 | 123.15 | 978 | 130 | 31-Dec-11 |
| 17 | Interstuhl Büromöbel GmbH & Co KG | DE | www.interstuhl.de | 112.10 | 1.4% | 15.7 % | 100% | 5.0% | 118.00 | 102.00 | 650 | 182 | 31-Dec-11 |
| 18 | Majencia SA | FR | www.majencia.com | 108.51 | 1.4% | 10.1 % | 95% | 0.2% | 113.97 | 103.56 | 790 | 144 | 31-Dec-11 |
| 19 | Dauphin Office Interiors GmbH & Co KG | DE | www.dauphin-group.com | 107.25 | 1.4% | 14.4 % | 100% | 25.0% | 143.00 | 125.00 | 768 | 186 | 31-Dec-11 |
| 20 | Wilkhahn Group | DE | www.wilkhahn.com | 90.34 | 1.2% | 14.4 % | 100% | 0.0% | 90.76 | 79.32 | 589 | 154 | 31-Dec-11 |
| 21 | Dynamobel SA | ES | www.dynamobel.com | 90.04 | 1.2% | (6.4)% | 100% | | 90.04 | 96.22 | 650 | 139 | 28-Feb-09 |
| 22 | Bisley Office Equipment | UK | www.bisley.com | 86.86 | 1.1% | 10.9 % | 100% | | 86.86 | 78.32 | 785 | 111 | 31-Jul-11 |
| 23 | Topstar GmbH | DE | www.topstar.de | 81.60 | 1.0% | 7.4 % | 100% | 20.0% | 102.00 | 95.00 | 480 | 213 | 31-Dec-11 |
| 24 | Herman Miller Ltd | UK | www.hermanmiller.com | 78.17 | 1.0% | 10.2 % | 100% | 15.0% | 91.97 | 83.45 | 318 | 289 | 31-May-11 |
| 25 | C + P Möbelsysteme GmbH & Co. KG | DE | www.cpmoebel.de | 77.58 | 1.0% | 13.7 % | 100% | | 77.58 | 68.25 | 303 | 256 | 31-Jan-12 |
| TOP 25 | | | | 4170.61 | 53.3% | 16.3 % | 98% | | 4,648.41 | 3,970.40 | 26,637 | 175 | |
| 26 | European Office Log (EOL Group) | FR | www.brevidex.fr | 73.37 | 0.9% | (5.4)% | 100% | 1.70% | 74.64 | 78.88 | 370 | 202 | 31-Dec-11 |
| 27 | Assmann Büromöbel GmbH & Co. KG | DE | www.assmann.de | 72.80 | 0.9% | 20.0 % | 100% | | 72.80 | 60.67 | 271 | 269 | 31-Dec-11 |
| 28 | Unifor spa | IT | www.unifor.it | 72.00 | 0.9% | 41.5 % | 100% | 15.00% | 84.70 | 59.87 | 252 | 336 | 31-Dec-10 |
| 29 | Sokoa Group | FR | www.sokoa.com | 71.66 | 0.9% | (2.8)% | 100% | | 71.66 | 73.69 | 334 | 215 | 31-Dec-09 |
| 30 | Estel spa | IT | www.estel.com | 67.75 | 0.9% | (8.8)% | 85% | 7.50% | 86.17 | 94.50 | 538 | 160 | 31-Dec-10 |
| 31 | Giroflex Holding AG | CH | www.giroflex.com | 65.21 | 0.8% | (0.1)% | 100% | 5.00% | 68.64 | 68.71 | 350 | 196 | 31-Dec-11 |
| 32 | Palmberg Büroeinrichtungen & Service GmbH | DE | www.palmberg.de | 61.47 | 0.8% | 2.2 % | 100% | | 61.47 | 60.13 | 391 | 157 | 31-Dec-10 |
| 33 | Girsberger Holding AG | CH | www.girsberger.com | 58.69 | 0.8% | (0.1)% | 80% | 5.00% | 77.22 | 77.29 | 300 | 257 | 31-Dec-11 |
| 34 | VS Vereinigte Spezialmöbelfabriken GmbH & Co. | DE | www.vs-moebel.de | 58.62 | 0.7% | 0.2 % | 43% | 7.00% | 146.58 | 146.31 | 998 | 147 | 31-Dec-11 |
| 35 | Ergodata Group (Ergodata; Witzig; Büro Schoch) | CH | www.ergodata.ch | 58.00 | 0.7% | (3.3)% | 100% | 0.00% | 58.00 | 60.00 | 250 | 232 | 31-Dec-11 |
| 36 | Actiu Berbegal y Formas SA | ES | www.actiu.es | 57.22 | 0.7% | 6.4 % | 100% | | 57.22 | 53.76 | 135 | 424 | 31-Dec-10 |
| 37 | Gispen International BV | NL | www.gispen.com | 54.19 | 0.7% | 6.9 % | 92% | 5.00% | 62.00 | 58.00 | 320 | 194 | 30-Jun-11 |
| 38 | Frezza SPA | IT | www.frezza.com/ | 52.66 | 0.7% | (19.8)% | 100% | | 52.66 | 65.63 | 277 | 190 | 31-Dec-10 |
| 39 | Isku Interior OY | FI | www.isku.com | 52.51 | 0.7% | (7.9)% | 100% | | 52.51 | 57.00 | 133 | 395 | 31-Dec-10 |
| 40 | Methis-Divisione arredamento ufficio, Coopsette s | IT | www.methis.com | 52.01 | 0.7% | (7.2)% | 11% | | 472.83 | 509.66 | 1,021 | 463 | 31-Dec-10 |
| 41 | Koleksiyon Mobilya AS | TR | www.koleksiyonholding.com | 51.98 | 0.7% | 9.6 % | 80% | | 64.98 | 59.31 | 626 | 104 | 31-Dec-11 |
| 42 | Faram spa | IT | www.faram.com | 49.66 | 0.6% | (11.7)% | 100% | 5.00% | 52.27 | 59.22 | 342 | 153 | 31-Dec-10 |
| 43 | Duba B8 AS | DK | www.b8.com | 49.29 | 0.6% | 65.4 % | 100% | | 49.29 | 29.80 | 133 | 371 | 31-Dec-11 |
| 44 | Ceha Buro Mobilyalari Ltd | TK | www.cehaeurope.com | 47.52 | 0.6% | 22.9 % | 100% | 12.00% | 54.00 | 43.95 | 890 | 61 | 31-Dec-11 |
| 45 | Forster Metallbau GmbH | AT | www.forster.at | 46.73 | 0.6% | 3.0 % | 100% | | 46.73 | 45.35 | 262 | 178 | 30-Apr-11 |
| 46 | Bruynzeel Group | NL | www.bruynzeel.org | 44.97 | 0.6% | 3.3 % | 75% | 5.00% | 63.12 | 61.11 | 216 | 292 | 29-Feb-12 |
| 47 | Profim Sp.zoo | PL | www.profim.pl | 42.59 | 0.5% | 2.4 % | 80% | | 53.23 | 51.99 | 1,160 | 46 | 31-Dec-10 |
| 48 | WINI Büromöbel Georg Schmidt GmbH & Co KG | DE | www.wini.de | 41.00 | 0.5% | | 100% | | 41.00 | | 197 | 208 | 31-Dec-09 |
| 49 | Hali Büromöbel GmbH | AT | www.hali.at | 40.47 | 0.5% | (0.6)% | 100% | | 40.47 | 40.72 | 350 | 116 | 31-Mar-11 |
| 50 | Fritz Schäfer GmbH- SSI Schäfer | DE | www.ssi-schaefer.de | 39.80 | 0.5% | | 100% | | 39.80 | | 1,490 | 27 | |
| TOP 50 | | | | 5552.76 | 71.0% | 12.5 % | 96% | | 6,652.39 | 5,885.96 | 38,243 | 0 | |



JSA League Table of European Office Furniture Companies

Updated to 31 July 2012

Market (€'bn)
7.82

| | | Website | Sales of Office Furniture Per latest Accts. | % Market Share | Year on Year Change Office furniture Sales* | % of European sales which is office furniture | Total Sales outside Europe | Total Company Sales Per Latest Accts | Total Company Sales Prior Year | Number of Employees | Sales Per Employee | Date Of Accounts |
|------------------|--|--------------------------------------|---|----------------|---|---|----------------------------|--------------------------------------|--------------------------------|---------------------|--------------------|------------------|
| | | | Eur (m) | % | % | % | % | Eur (m) | Eur (m) | | Eur(000) | |
| 51 | Edsbyverken AB | SE www.edsyn.com | 39.67 | 0.5% | 24.4 % | 100% | | 39.67 | 31.89 | 235 | 169 | 31-Dec-10 |
| 52 | Orangebox Limited | UK www.giroflex.co.uk/orangebox.htm | 38.85 | 0.5% | 8.9 % | 100% | | 38.85 | 35.68 | 206 | 189 | 31-Dec-11 |
| 53 | Neudöerfler Office Systems GmbH | AT www.neudoerfler.com | 38.00 | 0.5% | 24.6 % | 100% | | 38.00 | 30.50 | 265 | 143 | 31-Mar-12 |
| 54 | Walter Knoll AG & Co KG | DE www.walterknoll.de | 37.80 | 0.5% | 9.1 % | 70% | 10.00% | 60.00 | 55.00 | 206 | 291 | 31-Dec-10 |
| 55 | Arfeo SAS | FR www.arfeo.com | 37.11 | 0.5% | 11.4 % | 100% | | 37.11 | 33.31 | 274 | 135 | 31-Dec-10 |
| 56 | Rohde & Grahl GmbH | DE www.rohde-grahl.com | 36.07 | 0.5% | (9.6)% | 100% | | 36.07 | 39.91 | 200 | 180 | 31-Dec-10 |
| 57 | Las Mobil srl | IT www.las.it | 35.84 | 0.5% | 6.6 % | 100% | | 35.84 | 33.63 | 421 | 85 | 31-Dec-10 |
| 58 | Wellemöbel GmbH | DE www.welle.com | 35.44 | 0.5% | (10.4)% | 30% | | 118.14 | 131.84 | 584 | 202 | 31-Dec-10 |
| 59 | Wiesner-Hager Möbel GmbH | AT www.wiesner-hager.com | 34.50 | 0.4% | (6.0)% | 100% | | 34.50 | 36.70 | 288 | 120 | 29-Feb-12 |
| 60 | Kusch+Co GmbH & Co KG | DE www.kusch.de | 33.80 | 0.4% | (3.9)% | 80% | 10.00% | 46.94 | 48.86 | 389 | 121 | 31-Dec-10 |
| 61 | Sitag AG | CH www.sitag.ch | 33.46 | 0.4% | (0.1)% | 100% | | 33.46 | 33.49 | 150 | | 31-Dec-11 |
| 62 | Clen | FR www.clen.fr | 32.68 | 0.4% | | 100% | | 32.68 | | | | 31-Dec-10 |
| 63 | Strähle Raum-Systeme GmbH | DE www.straehle.de | 32.20 | 0.4% | | 100% | 10.55% | 36.00 | 35.00 | 120 | 300 | 30-Jun-11 |
| 64 | Godfrey Syrett (Holdings) Limited | UK www.godfreysyrett.co.uk | 31.69 | 0.4% | 5.2 % | 100% | | 31.69 | 30.13 | 195 | 163 | 31-Jul-11 |
| 65 | Fantoni spa | IT www.fantoni.it | 31.43 | 0.4% | 0.1 % | 10% | | 314.27 | 313.85 | 949 | 331 | 31-Dec-11 |
| 66 | Boss Design + Komac | UK www.boss-design.co.uk | 30.80 | 0.4% | 24.0 % | 100% | 5.84% | 32.71 | 26.38 | 232 | 141 | 31-Mar-11 |
| 67 | Sitland spa | IT www.sitland.com | 30.65 | 0.4% | 3.0 % | 100% | | 30.65 | 29.75 | 186 | 165 | 31-Dec-10 |
| 68 | Möbelwerk Svoboda GmbH & Co KG | AT www.svoboda.at | 28.80 | 0.4% | | 90% | | 32.00 | | 200 | 160 | 31-Mar-11 |
| 69 | Gautier France SA | FR www.gautier.fr | 28.79 | 0.4% | 41.0 % | 20% | | 143.96 | 102.09 | 952 | 151 | 30-Apr-11 |
| 70 | Ofita SA | ES www.ofita.es | 26.10 | 0.3% | | 100% | | 26.10 | | | | 31-Dec-10 |
| 71 | Ceka GmbH & Co. KG | DE www.cka.de | 25.30 | 0.3% | 2.0 % | 100% | | 25.30 | 24.80 | 178 | 142 | 31-Dec-11 |
| 72 | Ophelis GmbH | DE www.ophelis-pfalzmoebel.com | 25.00 | 0.3% | | 100% | | 25.00 | | 50 | 500 | 31-Dec-09 |
| 73 | Tvilum Møbelfabrik - Scanbirk A/S | DK www.tvilum.com | 24.47 | 0.3% | (21.6)% | 10% | | 244.73 | 312.14 | 1,197 | 204 | 31-Dec-10 |
| 74 | REISS Büromöbel GmbH | DE www.reiss-bueromoebel.de | 24.00 | 0.3% | 18.8 % | 100% | | 24.00 | 20.20 | 135 | 178 | 31-Dec-11 |
| 75 | Buronic | FR www.buronic.com | 23.77 | 0.3% | (11.5)% | 100% | | 23.77 | 26.86 | 132 | 180 | 31-Dec-11 |
| 76 | Gresham Office Furniture Limited | UK www.gof.co.uk | 23.34 | 0.3% | (7.9)% | 100% | | 23.34 | 25.34 | 224 | 104 | 30-Apr-11 |
| 77 | OKA-Büromöbel GmbH & Co. KG | DE www.oka.de | 22.90 | 0.3% | 6.6 % | 100% | | 22.90 | 21.48 | 151 | 152 | 31-Dec-11 |
| 78 | Hund Büromöbel GmbH | DE www.hund-buero.de | 22.84 | 0.3% | 3.8 % | 100% | | 22.84 | 22.00 | 142 | 161 | 31-Dec-11 |
| 79 | Klöber GmbH | DE www.kloeber.com | 22.72 | 0.3% | 1.9 % | 100% | | 22.72 | 22.30 | 152 | 149 | 31-Dec-11 |
| 80 | Mobel Linea SL | ES www.mobellinea.es | 22.59 | 0.3% | (9.9)% | 100% | | 22.59 | 25.07 | 36 | 627 | 31-Dec-10 |
| 81 | Grupo Forma 5 Slu | ES www.forma5.es | 22.42 | 0.3% | 13.3 % | 100% | | 22.42 | 19.79 | | | 31-Dec-10 |
| 82 | Nurus as | TR www.nurus.com.tr | 21.88 | 0.3% | (5.5)% | 100% | | 21.88 | 23.14 | 90 | 243 | 31-Dec-11 |
| 83 | Dams Furniture | UK www.dams.com | 21.57 | 0.3% | 31.3 % | 100% | | 21.57 | 16.43 | 111 | 194 | 30-Sep-11 |
| 84 | Pami NV | BE www.pami.be | 21.01 | 0.3% | 12.7 % | 100% | | 21.01 | 18.65 | 91 | 231 | 31-Dec-11 |
| 85 | Citterio spa | IT www.citteriofx.it | 20.68 | 0.3% | (11.8)% | 100% | | 20.68 | 23.44 | 104 | 199 | 31-Dec-10 |
| 86 | TDS Office Design | BE http://www.tds-office.com/vpage.p | 20.45 | 0.3% | (16.2)% | 100% | 0.00% | 20.45 | 24.41 | 119 | 172 | 31-Dec-10 |
| 87 | Knoll International spa | IT www.knollint.com | 20.26 | 0.3% | 29.8 % | 50% | | 40.51 | 31.22 | 193 | 210 | 30-Nov-10 |
| 88 | fm Büromöbel Franz Meyer GmbH & Co. KG | DE www.fm-bueromoebel.de | 20.00 | 0.3% | 0.0 % | 50% | | 40.00 | 38.00 | 140 | 286 | 31-Mar-10 |
| 89 | Quadrifoglio spa | IT www.quadrifoglio.com | 18.71 | 0.2% | (7.5)% | 97% | | 19.29 | 20.85 | 55 | 351 | 31-Dec-11 |
| 90 | TC Group (WW (UK) Limited t/a) | UK www.tcgroupuk.com | 18.05 | 0.2% | 25.3 % | 100% | 6.25% | 19.25 | 15.36 | 53 | 363 | 30-Apr-11 |
| 91 | Thonet GmbH | DE www.thonet.de | 18.00 | 0.2% | 5.3 % | 100% | 10.00% | 20.00 | 19.00 | 160 | 125 | 31-Dec-10 |
| 92 | Broadstock Office Furniture Limited | UK www.broadstock.co.uk | 17.82 | 0.2% | 23.4 % | 100% | | 17.82 | 14.44 | 64 | 278 | 31-Dec-11 |
| 93 | Robberechts NV | BE www.robberrechts.be | 17.67 | 0.2% | (16.5)% | 100% | | 17.67 | 21.15 | 15 | 1,178 | 31-Dec-11 |
| 94 | Elite Office Furniture (UK) Limited | UK www.elite-furniture.co.uk | 17.62 | 0.2% | 2.3 % | 100% | | 17.62 | 17.22 | 103 | 171 | 31-Jan-12 |
| 95 | Febru Büromöbel Produktions und Vertriebs GmbH | DE www.februe.de | 17.18 | 0.2% | (5.4)% | 100% | | 17.18 | 18.17 | 126 | 136 | 31-Dec-10 |
| 96 | Leuwico Büromöbel GmbH & Co KG | DE www.leuwico.com | 16.20 | 0.2% | | 100% | | 16.20 | | 164 | 99 | 31-Dec-09 |
| 97 | FREM Group | UK www.frem.co.uk | 14.84 | 0.2% | 18.0 % | 100% | | 14.84 | 12.57 | 85 | 175 | 31-Dec-10 |
| 98 | Bulo Kantoormeublen | BE www.bulo.be | 14.80 | 0.2% | | 100% | | 14.80 | | | | |
| 99 | Vielhauer Büromöbel Systeme GmbH & Co | DE www.vielhauer.de | 14.60 | 0.2% | | 100% | | 14.60 | | | | 31-Dec-10 |
| 100 | Task Systems Limited | UK www.tasksystems.co.uk | 14.17 | 0.2% | 51.0 % | 100% | | 14.17 | 9.39 | 41 | 346 | 31-Mar-11 |
| Sub Total | | | 6831.28 | 87.4% | 10.7 % | 95% | | 8,720.17 | 7,777.36 | 48,406 | 180 | |
| Average | | | 68.31 | 0.9% | | | | 87.20 | 77.77 | | | |
| Others | | | 987.86 | 12.6% | | | | | | | | |
| TOTAL | | | 7819.14 | 100.0% | | | | | | | | |

Notes: Exchange Rates used: \$US to Euro 0.80730 Updated information
GBP to Euro 1.26262

Includes estimated data
Ø Some information shown is from earlier years