

**Intesco
Research
Group**

BEDROOM FURNITURE AND RUSSIAN MARKET OF BEDROOM FURNITURE



MOSCOW 2012

CONTENTS

LIST OF CONTENTS	3
RESEARCH METHODOLOGY.....	11
EXTRACTS FROM RESEARCH.....	13
LIST OF SCHEDULES, DIAGRAMS, TABLES AND SCHEMES	16
ABOUT INTESCO RESEARCH GROUP	29

LIST OF CONTENTS

RESEARCH METHODOLOGY

LIST OF SCHEDULES, DIAGRAMS, TABLES AND SCHEMES

1. GENERAL ECONOMIC SITUATION IN RUSSIA

1.1. Population of Russia

Population number

Largest cities

Social standard of living

Economic activity

1.2. Economic situation

Dynamics of economic development

Stability of the state budget

1.3. Position of Russia in the world

Share of RF in the world population

2. SUBJECT OF RESEARCH

2.1. Main definitions on the market of furniture for a bedroom

2.2. Raw materials for production of furniture for bedroom

2.3. Types of classification of furniture for a bedroom

All-Russian classification of products

All-Russian classification of products by types of economic activities

Classification as per commodity nomenclature for foreign economic activities

All-Russian classification by foreign economic activities

Classification as per GOST

3. WORLD MARKET OF FURNITURE

3.1. World market of furniture

3.2. Position of Russia on the world market of furniture

4. ANALYSIS OF RETAIL SALES OF HOME FURNITURE

- 4.1. Dynamics of retail sales of home furniture by years
- 4.2. Dynamics of retail sales of home furniture by quarters
- 4.3. Volumes of retail sales of home furniture in federal districts
- 4.4. Structure of retail sales of home furniture by federal districts
- 4.5. Volumes of retail sales of home furniture in regions of RF
- 4.6. Regional structure of retail sales of home furniture

5. VOLUME OF RUSSIAN MARKET OF FURNITURE FOR BEDROOM

- 5.1. Dynamics of volume market of furniture for a bedroom by years
- 5.2. Share of import on the Russian market for a bedroom

6. TRENDS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

7. FACTORS IMPACTING ON MARKET OF FURNITURE FOR BEDROOM

- 7.1. General economic factors
- 7.2. Entry to WTO

8. MAIN PLAYERS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

- 8.1. Furniture company “Shatura” JSC
- 8.2. “Borovichi-Mebel” CJSC
- 8.3. Holding “Furniture factories “8 Marta”
- 8.4. “Miassmebel” CJSC
- 8.5. Group of companies “IKEA”

9. DISTRIBUTION CHANNELS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

10. RAW MATERIAL BASE FOR PRODUCTION OF FURNITURE FOR BEDROOM

- 10.1. Resin-bonded chipboard

Dynamics of production volumes of resin-bonded chipboard by years

Production volumes of resin-bonded chipboard in federal districts of RF

Production structure of resin-bonded chipboard by federal districts of RF

Production volumes of resin-bonded chipboard in regions of RF

Regional structure of Russian production of resin-bonded chipboard

- 10.2. Fibreboard

Dynamics of production volumes of fibreboard by years

Dynamics of production volumes of fibreboard by months

Production volumes of fibreboard in federal districts of RF

Production structure of fibreboard by federal districts of RF

Production volumes of fibreboard in regions of RF

Regional structure of Russian production of fibreboard

11. PRODUCTION OF FURNITURE FOR BEDROOM IN RUSSIA

11.1. Production of sofa-beds

Dynamics of production volumes of sofa-beds by years and months

Production of sofa-beds by federal districts of RF

Production of sofa-beds in regions of RF

11.2. Production of arm-chair beds

Dynamics of production volumes of arm-chair beds by years and months

Production of arm-chair beds by federal districts of RF

Production of arm-chair beds in regions of RF

11.3. Production of wooden beds

Dynamics of production volumes of wooden beds by years and months

Production of wooden beds by federal districts of RF

Production of wooden beds in regions of RF

11.4. Production of wooden wardrobes for dresses

Dynamics of production volumes of wooden wardrobes for dresses by years and months

Production of wooden wardrobes for dresses by federal districts of RF

Production of wooden wardrobes for dresses in regions of RF

11.5. Production of wooden wardrobes for linen

Dynamics of production volumes of wooden wardrobes for linen by years and months

Production of wooden wardrobes for linen by federal districts of RF

Production of wooden wardrobes for linen in regions of RF

11.6. Production of wooden combo-wardrobes for a bed room

Dynamics of production volumes of wooden combo-wardrobes for a bed room by years and months

Production of wooden combo-wardrobes for a bed room by federal districts of RF

Production of wooden combo-wardrobes for a bed room in regions of RF

11.7. Production of wooden wardrobes for children`s clothes

Dynamics of production volumes of wooden combo-wardrobes for a bed room by years and months

Production of wooden combo-wardrobes for a bed room by federal districts of RF

Production of wooden combo-wardrobes for a bed room in regions of RF

11.8. Production of wooden writing-tables

Dynamics of production volumes of wooden writing-tables for a bed room by years and months

Production of wooden writing-tables for a bed room by federal districts of RF

Production of wooden writing-tables for a bed room in regions of RF

11.9. Production of mattress bases

Dynamics of production volumes of mattress bases by years and months

Production of mattress bases by federal districts of RF

Production of mattress bases in regions of RF

11.10. Production of mattresses

Dynamics of production volumes of mattresses by years and months

Production of mattresses by federal districts of RF

Production of mattresses in regions of RF

12. TOP RUSSIAN PRODUCERS OF FURNITURE FOR BEDROOM

12.1. Volumes of production of sofa-beds by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.2. Volumes of production of wooden beds by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.3. Volumes of production of wardrobes for dresses and linens by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.4. Volumes of production of children`s beds by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.5. Volumes of production of children`s furniture by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.6. Volumes of production of writing tables by the largest Russian enterprises

Production structure by the largest Russian enterprises

12.7. Volumes of production of mattresses by the largest Russian enterprises

Production structure by the largest Russian enterprises

13. ANALYSIS OF IMPORT OF FURNITURE FOR BEDROOM

13.1. Analysis of wooden furniture for a bed room

Dynamics of import of wooden furniture for a bedroom by years

Dynamics of import of wooden furniture for a bedroom by months

Volumes of import of wooden furniture for a bedroom by supplying countries

Structure of import of wooden furniture for a bedroom by supplying countries

13.2. Analysis of import of furniture convertible into beds

Dynamics of import of furniture convertible into beds by years

Dynamics of import of furniture convertible into beds by months

Volumes of import of furniture convertible into beds by supplying countries

Structure of import of furniture convertible into beds by supplying countries

13.3. Analysis of import of mattresses and bed items

Dynamics of import of mattresses and bed items by years

Dynamics of import of mattresses and bed items by months

Volumes of import of mattresses and bed items by supplying countries

Structure of import of mattresses and bed items by supplying countries

14. ANALYSIS OF EXPORT OF FURNITURE FOR BEDROOM

14.1. Analysis of export of wooden furniture for a bedroom

Dynamics of export of wooden furniture for a bedroom by years

Dynamics of export of wooden furniture for a bedroom by months

Volumes of export of wooden furniture for a bedroom by countries of destination

Structure of export of wooden furniture for a bedroom by countries of destination

14.2. Analysis of export of furniture convertible into beds

Dynamics of export of furniture convertible into beds by years

Dynamics of export of furniture convertible into beds by months

Volumes of export of furniture convertible into beds by countries of destination

Structure of export of furniture convertible into beds by countries of destination

14.3. Analysis of export of mattresses and bed items

Dynamics of export of mattresses and bed items by years

Dynamics of export of mattresses and bed items by months

Volumes of export of mattresses and bed items by countries of destination

Structure of export of mattresses and bed items by countries of destination

15. PRODUCERS' PRICES FOR BEDROOM FURNITURE

15.1. Prices for sofa-beds

Dynamics of average producers' prices by years

Dynamics of average producers' prices by months

15.2. Prices for wooden beds

Dynamics of average producers' prices by years

Dynamics of average producers' prices by months

16. RETAIL PRICES FOR BEDROOM FURNITURE

16.1. Prices for sofa-beds

Dynamics of average consumers' prices by years

Dynamics of average consumers' prices by months

16.2. Prices for wardrobes for dresses and linen

Dynamics of average consumers' prices by years

Dynamics of average consumers' prices by months

17. CONSUMERS' PREFERENCES ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

17.1. Consumers' preferences on the market of furniture

17.2. Consumers' preferences of young people

18. PROFILES OF TOP BEDROOM FURNITURE PRODUCING ENTERPRISES

18.1. FURNITURE COMPANY "SHATURA" JSC

Reference information

Activities

Production volumes of products

Balance sheet

Profit and loss statement

Cash-flow statement

Financials

18.2. "VOLGODONSKIY PLANT OF WOOD BOARDS" JSC

Reference information

Activities

Production volumes of products

Balance sheet

Profit and loss statement

Cash-flow statement

Financials

18.3. "MD NP "Krasnaya zvezda" CJSC

Reference information

Activities

Production volumes of products

Balance sheet

Profit and loss statement

Cash-flow statement

Financials

18.4. "BOROVICHI – MEBEL" CJSC

Reference information

Activities

Production volumes of products

Balance sheet

Profit and loss statement

Cash-flow statement

Financials

18.5. "RUSSKIY MATRATS" LLC

Reference information

Activities

Production volumes of products

Balance sheet

Profit and loss statement

Cash-flow statement

Financials

**19. FORECAST OF DEVELOPMENT OF MARKET OF FURNITURE FOR BED ROOM FOR
2013-2015**

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
FACTORS IMPACTING ON MARKET OF FURNITURE FOR BEDROOM
MAIN PLAYERS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM
DISTRIBUTION CHANNELS ON RUSSIAN MARKET OF FURNITURE FOR
BEDROOM
RAW MATERIAL BASE FOR PRODUCTION OF FURNITURE FOR BEDROOM
PRODUCTION OF FURNITURE FOR BEDROOM TO RUSSIA
LARGEST RUSSIAN PRODUCERS OF FURNITURE FOR BEDROOM
ANALYSIS OF IMPORT OF FURNITURE FOR BEDROOM
ANALYSIS OF EXPORT OF FURNITURE FOR BEDROOM
PRODUCERS` PRICES FOR FURNITURE FOR BEDROOM
RETAIL PRICES FOR FURNITURE FOR BEDROOM
CONSUMERS` PREFERENCES ON RUSSIAN MARKET OF FURNITURE FOR
BEDROOM
PROFILES OF THE LARGEST BEDROOM FURNITURE PRODUCING
ENTERPRISES
FORECAST OF DEVELOPMENT OF MARKET OF FURNITURE FOR BED ROOM
FOR 2012-2015

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.

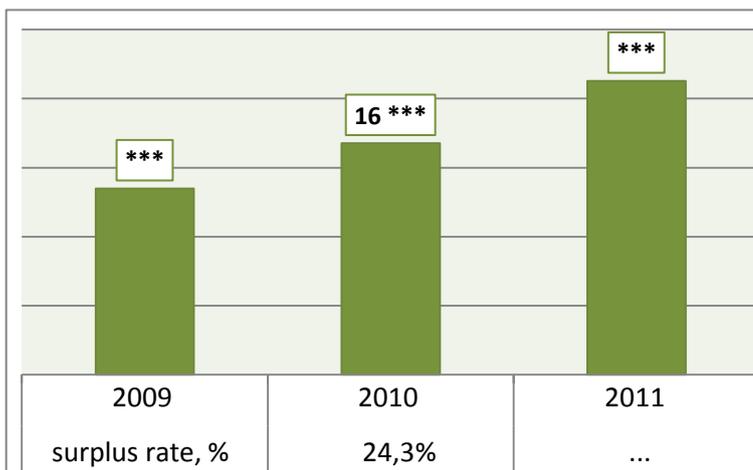
EXTRACTS FROM RESEARCH

CHAPTER 5

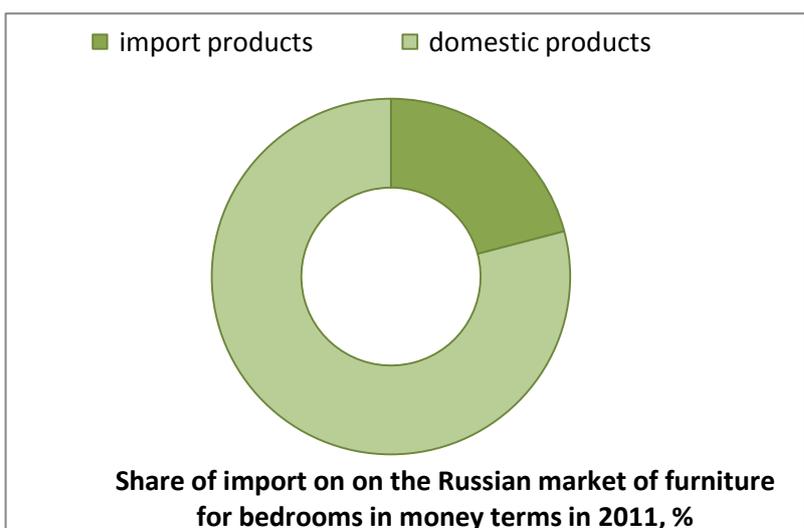
VOLUME OF RUSSIAN MARKET
OF FURNITURE FOR BEDROOM

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.

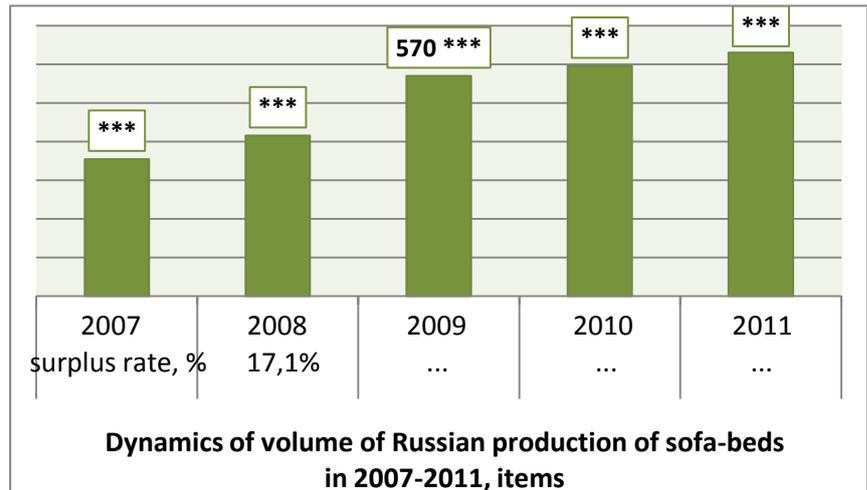


Production of furniture for bedrooms is well developed in Russia, however, it doesn't fully satisfy the demand for these products. In 2011 the share of imported furniture for bedrooms was **%. The share of domestic produce was **%.

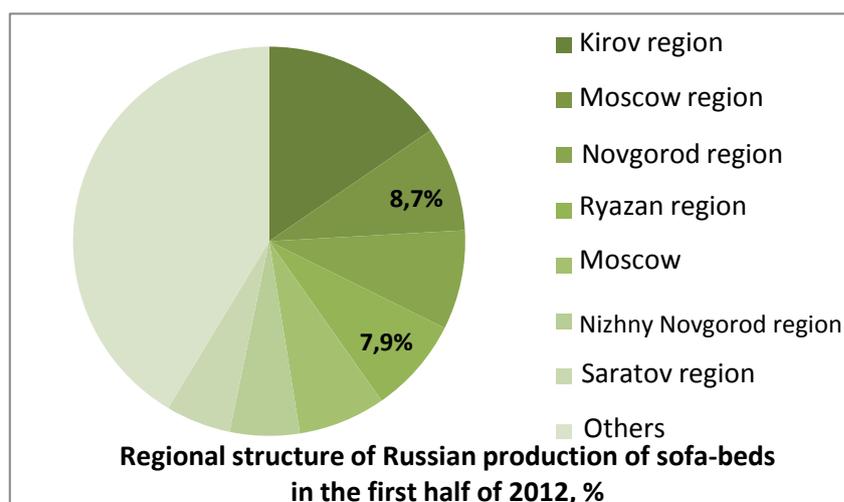
CHAPTER 11

PRODUCTION OF FURNITURE
FOR BEDROOM IN RUSSIA

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.

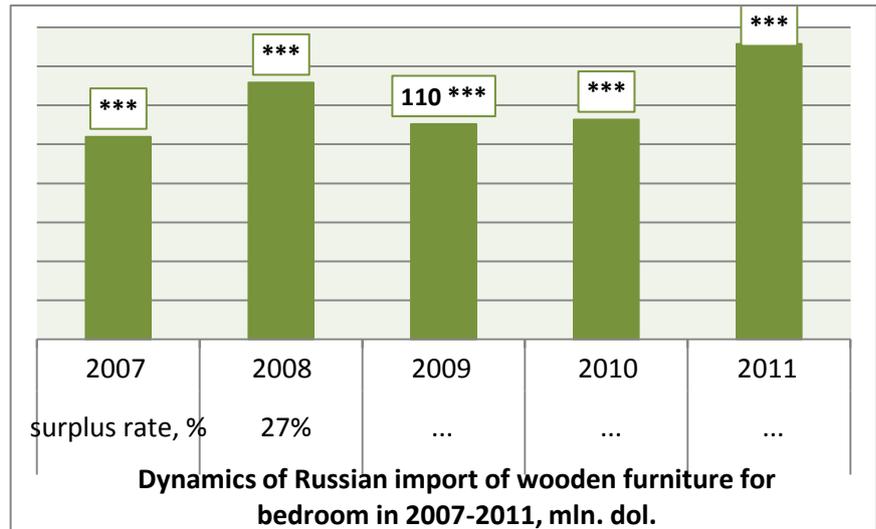


Novgorod and Ryazan regions amounted to 8,7%, **% and 7,9% respectively. Moscow (**%), Nizhny Novgorod (**%) and Saratov (*8%) regions were also in the seven top regions.

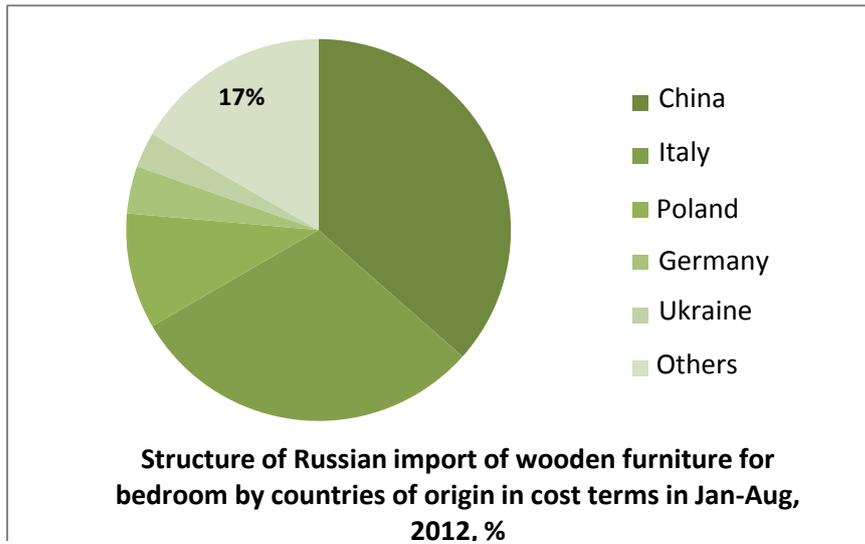
CHAPTER 13

ANALYSIS OF RUSSIAN IMPORT OF FURNITURE FOR BEDROOM

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 (**%).



LIST OF SCHEDULES, DIAGRAMS, TABLES AND SCHEMES

RESEARCH METHODOLOGY

LIST OF SCHEDULES, DIARAMS, TABLES AND SCHEMES

1. GENERAL ECONOMIC SITUATION OF RUSSIA

Schedule 1. Population number in Russia in 2000, 2005, 2010 and forecast for 2015 and 2020, ths. peop.

Table 1. Population number of the largest cities of Russia according to Russian general census of 2010, ths. peop.

Schedule 2. Dynamics of actual disposable money profit of population and its annual growth rate in 2000-2011*, %

Schedule 3. Dynamics forecast of population load rate in Russia in 2011-2031

Schedule 4. Dynamics of number of the employed and unemployed in RF in 2006-2010, ths. people

Schedule 5. Dynamics of share of the unemployed in economically active population by FD of RF in 2006-2010, %

Schedule 6. Dynamics of GDP in prices of 2008 in 2001-2011, bln. dollars

Schedule 7. Investments into the fixed capital of RF in 2002-2011

Schedule 8. Executed surplus/deficit of consolidated budget of RF in 2006-2011*, %

Schedule 9. Dynamics of total external debt of RF and its share in GDP in 2001-2011*

Schedule 10. Dynamics of structure of external debt of Russia by main sectors in 2001-2010, %

Schedule 11. Consumer price index in RF in 2001-2011, %

Schedule 12. Share of RF in the population of the world in 2000-2010 and forecast until 2100

Schedule 13. Share of RF in the world GDP in 2001-2010 and forecast for 2012-2016, %

2. SUBJECT OF RESEACH

3. WORLD MARKET OF FURNITURE

Diagram 1. Production structure of furniture by the largest countries in 2009, %

4. ANALYSIS OF RETAIL SALES OF HOME FURNITURE

Schedule 14. Dynamics of retail sales of home furniture in 2009-2011, ths. rub.

Schedule 15. Dynamics of retail sales of home furniture by quarters in 2009-June, 2012, ths. rub

Table 2. Volumes of retail sales of home furniture by quarters in 2009-June, 2012, ths. rub.

Table 3. Volumes of retail sales of home furniture in federal districts of RF in 2009-2012, ths. rub.

Diagram 2. Structure of retail sales of home furniture in cost terms by federal districts in the first 6 months of 2012, %

Diagram 3. Change of structure of retail sales of home furniture in cost terms by federal districts in 2009-2011, %

Table 4. Volumes of retail sales of home furniture in regions of RF in 2009-2012, ths. rub.

Diagram 4. Regional structure of retail sales of home furniture in cost terms in the first 6 months of 2012, %

Diagram 5. Change of regional structure of retail sales of home furniture in cost terms in 2009-2011, %

5. VOLUME OF RUSSIAN MARKET OF FURNITURE FOR BEDROOM

Schedule 16. Dynamics of volume of Russian market of furniture for bedrooms in 2009-2011, mln. rub.

Diagram 6. Share of import on the Russian market of furniture for bedrooms in cost terms in 2011, %

Diagram 7. Dynamics of import share on the Russian market of furniture for bedrooms in cost terms in 2009-2011, %

6. TRENDS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

7. FACTORS IMPACTING ON MARKET OF FURNITURE FOR BEDROOM

Schedule 17. Cutback in customs duties once entering into WTO (estimated), %

Table 5. Estimated values of customs duties once entering into WTO, %

8. MAIN PLAYERS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

9. DISTRIBUTION CHANNELS ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

10. RAW MATERIAL BASE FOR PRODUCTION OF FURNITURE FOR BEDROOM

Schedule 18. Dynamics of Russian production of resin-bonded chipboard in 2007-2011, m³

Table 6. Volumes of Russian production of resin-bonded chipboard by federal districts in 2007-2011, m³

Diagram 8. Change in the structure of production of resin-bonded chipboard by federal districts in 2007-2011, %

Table 7. Volumes of production of resin-bonded chipboard in regions of RF in 2007-2011, m³

Diagram 9. Change of regional structure of Russian production of production of resin-bonded chipboard in 2007-2010, %

Schedule 19. Dynamics of Russian production of production of resin-bonded chipboard in 2009-2011, ths. standard m³

Schedule 20. Dynamics of Russian production of production of resin-bonded chipboard by months in 2009-2012, ths. standard m³

Table 8. Volumes of Russian production of production of resin-bonded chipboard by months in 2009-2012, ths. stand. m³

Table 9. Volumes of Russian production of production of resin-bonded chipboard by federal districts in 2009-2012, ths. stand. m³

Diagram 10. Change of structure of production of production of resin-bonded chipboard by federal districts in 2009-2011, %

Table 10. Production volumes of production of resin-bonded chipboard in regions of RF in 2009-2012, ths. stand. m³

Diagram 11. Change of regional structure of Russian production of production of resin-bonded chipboard in 2009-2011, %

11. PRODUCTION OF FURNITURE FOR BEDROOM IN RUSSIA

Schedule 21. Dynamics of volumes of Russian production of sofa-beds in 2007-2011, items

Schedule 22. Dynamics of volumes of Russian production of sofa-beds by months in 2007-2012, items

Table 11. Volumes of Russian production of sofa-beds by months in 2007-2012, items

Table 12. Volumes of production of sofa-beds by federal districts in 2007-2012, items

Diagram 12. Change of structure of production of sofa-beds by federal districts in 2007-2011, %

Diagram 13. Structure of production of sofa-beds by federal districts in the first 6 months of 2012, %

Table 13. Volumes of production of sofa-beds by regions of RF in 2007-2012, items

Diagram 14. Change of regional structure of production of sofa-beds in 2007-2011, %

Diagram 15. Regional structure of Russian production of sofa-beds in the first 6 months of 2012, %

Schedule 23. Dynamics of volumes of Russian production of wooden arm-chair beds in 2009-2011, items

Schedule 24. Dynamics of volumes of Russian production of wooden arm-chair beds by months in 2009-2012, items

Table 14. Volumes of Russian production of wooden arm-chair beds by months in 2009-2012, items

Table 15. Volumes of Russian production of wooden arm-chair beds by federal districts in 2007-2012, items

Diagram 16. Change of structure of production of wooden arm-chair beds by federal districts in 2009-2011, %

Diagram 17. Structure of production of wooden arm-chair beds by federal districts in the first 6 months of 2012, %

Table 16. Volumes of production of wooden arm-chair beds by regions of RF in 2009-2012, items

Schedule 25. Change of regional structure of Russian production of wooden arm-chair beds in 2009-2011, %

Schedule 26. Regional structure of Russian production of wooden arm-chair beds in the first 6 months of 2012, %

Schedule 27. Dynamics of volumes of Russian production of wooden beds in 2007-2011, items

Schedule 28. Dynamics of volumes of Russian production of wooden beds by months in 2007-2011, items

Table 17. Volumes of Russian production of wooden beds by months in 2007-2012, items

Table 18. Volumes of production of wooden beds by federal districts in 2007-2012, items

Diagram 18. Change of structure of production of wooden beds by federal districts in 2007-2011, %

Diagram 19. Structure of production of wooden beds by federal districts in the first 6 months of 2012, %

Table 19. Volumes of production of wooden beds by regions of RF in 2007-2012, items

Diagram 20. Change of regional production of wooden beds in 2007-2011, %

Diagram 21. Regional structure of Russian production of wooden beds in the first 6 months of 2012, %

Schedule 29. Dynamics volumes of Russian production of wooden wardrobes for dresses in 2009-2011, items

Schedule 30. Dynamics of volumes of Russian production of wooden wardrobes for dresses by months in 2009-2011, items

Table 20. Volumes of Russian production of wooden wardrobes for dresses by months in 2009-2012, items

Table 21. Volumes of production of wooden wardrobes for dresses by federal districts in 2009-2012, items

Diagram 22. Change of structure of production of wooden wardrobes for dresses by federal districts in 2009-2011, %

Diagram 23. Structure of production of wooden wardrobes for dresses by federal districts in the first 6 months of 2012, %

Table 22. Volumes of production of wooden wardrobes for dresses by regions of RF in 2009-2012, items

Diagram 24. Change of regional structure of Russian production of wooden wardrobes for dresses in 2009-2011, %

Diagram 25. Regional structure of Russian production of wooden wardrobes for dresses in the first 6 months of 2012, %

Schedule 31. Dynamics of Russian production of wooden wardrobes for linen in 2009-2011, items

Schedule 32. Dynamics of volumes of Russian production of wooden wardrobes for linen by months in 2009-2011, items

Table 23. Volumes of Russian production of wooden wardrobes for linen by months in 2009-2012, items

Table 24. Volumes of production of wooden wardrobes for linen by federal districts in 2009-2012, items

Diagram 26. Change of structure of production of wooden wardrobes for linen by federal districts in 2009-2011, %

Diagram 27. Structure of production of wooden wardrobes for linen by federal districts in the first 6 months of 2012, %

Table 25. Volumes of production of wooden wardrobes for linen by regions of RF in 2009-2012, items

Diagram 28. Change of regional structure of Russian production of wooden wardrobes for linen in 2009-2011, %

Diagram 29. Regional structure of Russian production of wooden wardrobes for linen in the first 6 months of 2012, %

Schedule 33. Dynamics of volumes of Russian production of wooden combo-wardrobes for bed room in 2009-2011, items

Schedule 34. Dynamics of volumes of Russian production of wooden combo-wardrobes for bed room by months in 2007-2012, items

Table 26. Volumes of Russian production of wooden combo-wardrobes by months in 2009-2012, items

Table 27. Volumes of production of wooden combo-wardrobes for bed room by federal districts in 2009-2012, items

Diagram 30. Change of structure of production of wooden combo-wardrobes for bed room by federal districts in 2009-2011, %

Diagram 31. Structure of production of wooden combo-wardrobes for bed room by federal districts in the first 6 months of 2012, %

Table 28. Volumes of production of wooden combo-wardrobes for bed room in 2009-2012, items

Diagram 32. Change of regional structure of Russian production of wooden combo-wardrobes for bed room in 2009-2011, %

Diagram 33. Regional structure of Russian production of wooden combo-wardrobes for bed room in the first 6 months of 2012, %

Schedule 35. Dynamics of volumes of Russian production of wooden wardrobes for kids` clothes in 2009-2011, items

Schedule 36. Dynamics of volumes of Russian production of wooden wardrobes for kids` clothes by months in 2009-2012, items

Table 29. Volumes of Russian production of wooden wardrobes for kids` clothes by months in 2009-2012, items

Table 30. Volumes of production of wooden wardrobes for kids` clothes by federal districts in 2009-2012, items

Diagram 34. Change of structure of production of wooden wardrobes for kids` clothes by federal districts in 2009-2011, %

Diagram 35. Structure of production of wooden wardrobes for kids` clothes by federal districts in the first 6 months of 2012, %

Table 31. Volumes of production of wooden wardrobes for kids` clothes by regions of RF in 2009-2012, items

Diagram 36. Change of regional structure of Russian production of wooden wardrobes for kids` clothes in 2009-2011, %

Diagram 37. Regional structure of Russian production of wooden wardrobes for kids` clothes in the first 6 months of 2012, %

Schedule 37. Dynamics of volumes of Russian production of wooden writing tables in 2009-2011, items

Schedule 38. Dynamics of volumes of Russian production of wooden writing tables by months in 2009-2012, items

Table 32. Volumes of Russian production of wooden writing tables by months in 2009-2012, items

Table 33. Volumes of production of wooden writing tables by federal districts in 2009-2012, items

Diagram 38. Change of structure production of wooden writing tables by federal districts in 2009-2011, %

Diagram 39. Structure of production of wooden writing tables by federal districts in the first 6 months of 2012, %

Table 34. Volumes of production of wooden writing tables by regions of RF in 2009-2012, items

Diagram 40. Change of regional structure of Russian production of wooden writing tables in 2009-2011, %

Diagram 41. Regional structure of Russian production of wooden writing tables in the first 6 months of 2012, %

Schedule 39. Dynamics of volumes of Russian production of mattress bases in 2009-2011, items

Schedule 40. Dynamics of volumes of Russian production of mattress bases by months in 2009-2012, items

Table 35. Volumes of Russian production of mattress bases by months in 2009-2012, items

Table 36. Volumes of production of mattress bases by federal districts in 2009-2012, items

Diagram 42. Change of structure of production of mattress bases by federal districts in 2009-2011, %

Diagram 43. Structure of production of mattress bases by federal districts in the first 6 months of 2012, %

Table 37. Volumes of production of mattress bases by regions of RF in 2009-2012, items

Diagram 44. Change of structure of Russian production of mattress bases in 2009-2011, %

Diagram 45. Regional structure of Russian production of mattress bases in the first 6 months of 2012, %

Schedule 41. Dynamics of volumes Russian production of mattresses in 2007-2011, items

Schedule 42. Dynamics of volumes of Russian production of mattresses by months in 2007-2012, items

Table 38. Volumes of Russian production of mattresses by months in 2007-2012, items

Table 39 Volumes production of mattresses by federal districts in 2007-2012, items

Diagram 46. Change of structure of production of mattresses by federal districts in 2007-2011, %

Diagram 47. Structure of production of mattresses by federal districts in the first 6 months of 2012, %

Table 40. Production volumes of mattresses by regions of RF in 2007-2012, items

Diagram 48. Change of regional structure of Russian production of mattresses in 2007-2011, %

Diagram 49. Regional structure of Russian production of mattresses in the first 6 months of 2012, %

12. LARGEST RUSSIAN PRODUCERS OF FURNITURE FOR BEDROOM

Table 41. Volumes of production of sofa-beds by the largest Russian producers in 2007-2009, items

Schedule 43. Dynamics of volumes of production of sofa-beds on the largest enterprises of RF in 2007-2009, items

Diagram 50. Share of the largest enterprises in the structure of all-Russian production of sofa-beds in cost terms in 2009, %

Table 42. Volumes of production of wooden beds by the largest Russian producers in 2007-2009, items

Schedule 44. Dynamics of production volumes of wooden beds on the largest enterprises of RF in 2007-2009, items

Diagram 51. Shares of the largest enterprises in the structure of all-Russian production of wooden beds in physical terms in 2009, %

Table 43. Volumes of production of wardrobes for dresses and linen by the largest Russian producers in 2007-2009, items

Schedule 45. Dynamics of volumes of production of wardrobes for dresses and linen on the largest enterprises of RF in 2007-2009, items

Diagram 52. Shares of the largest enterprises in the structure of all-Russian production of wardrobes for dresses and linen in physical terms in 2009, %

Table 44. Volumes of production of kids` beds by the largest Russian producers in 2007-2009, items

Schedule 46. Dynamics of volumes of production of kids` beds on the largest enterprises of RF in 2007-2009, items

Diagram 53. Shares of the largest enterprises in the structure of all-Russian production of kids` beds in physical terms in 2009, %

Table 45. Volumes of production of kids` beds by the largest Russian producers in 2007-2009, ths. rub.

Schedule 47. Dynamics of volumes of production of kids` beds on the largest enterprises of RF in 2007-2009, ths. rub.

Diagram 54. Shares of the largest enterprises in the structure of all-Russian production of kids` furniture in cost terms in 2009, %

Table 46. Volumes of production of writing tables by the largest Russian producers in 2007-2009, ths. rub.

Schedule 48. Dynamics of volumes of production of writing tables on the largest enterprises of RF in 2007-2009, items

Diagram 55. Shares of the largest enterprises in the structure of all-Russian production of writing tables in physical terms in 2009, %

Table 47. Volumes of production of mattresses by the largest Russian producers in 2007-2009, items

Schedule 49. Dynamics of volumes of production of mattresses on the largest enterprises of RF in 2007-2009, items

Diagram 56. Shares of the largest enterprises in the structure of all-Russian production of mattresses in physical terms in 2009, %

13. ANALYSIS OF IMPORT OF FURNITURE FOR BEDROOM

Schedule 50. Dynamics of Russian import of wooden furniture for bedroom in 2007-2011, ths. dol

Schedule 51. Dynamics of Russian import of wooden furniture for bedroom in 2007-2011, t

Schedule 52. Dynamics of Russian import of wooden furniture for bedroom by months in 2007-2012, ths. dol.

Table 48. Volumes of Russian import of wooden furniture for bedroom by months in 2007-2012, ths. dol.

Schedule 53. Dynamics of Russian import of wooden furniture for bedroom by months in 2007-2012, t

Table 49. Volumes of Russian import of wooden furniture for bedroom by months in 2007-2012, t

Table 50. Volumes of Russian import of wooden furniture for bedroom by supplying countries in 2007-2012, ths. dol.

Table 51. Volumes of Russian import of wooden furniture for bedroom by supplying countries in 2007-2012, t

Schedule 54. Change of structure of Russian import of wooden furniture for bedroom by countries of origin in cost terms in 2007-2011, %

Diagram 57. Structure of Russian import of wooden furniture for bedroom by countries of origin in cost terms in January-August, 2012, %

Schedule 55. Change of structure of Russian import of wooden furniture for bedroom by countries of origin in physical terms in 2007-2011, %

Diagram 58. Structure of Russian import of wooden furniture for bedroom by countries of origin in physical terms in January-August, 2012, %

Schedule 56. Dynamics of Russian import of furniture convertible into bed in 2007-2011, ths. dol

Schedule 57. Dynamics of Russian import of furniture convertible into bed in 2007-2011, t

Schedule 58. Dynamics of Russian import of furniture convertible into bed by months in 2007-2012, ths. dol.

Table 52. Volumes of Russian import of furniture convertible into bed by months in 2007-2012, ths. dol.

Schedule 59. Dynamics of Russian import of furniture convertible into bed by months in 2007-2012, t

Table 53. Volumes of Russian import of furniture convertible into bed by months in 2007-2012, t

Table 54. Volumes of Russian import of furniture convertible into bed by supplying countries in 2007-2012, ths. dol.

Table 55. Volumes of Russian import of furniture convertible into bed by supplying countries in 2007-2012, t

Schedule 60. Change of structure of Russian import of furniture convertible into bed by countries of origin in cost terms in 2007-2011, %

Diagram 59. Structure of Russian import of furniture convertible into bed by countries of origin in cost terms in January-August, 2012, %

Schedule 61. Change of structure of Russian import of furniture convertible into bed by countries of origin in physical terms in 2007-2011, %

Diagram 60 Structure of Russian import of furniture convertible into bed by countries of origin in physical terms in January-August, 2012, %

Schedule 62. Dynamics of Russian import of mattresses and bed items in 2007-2011, ths. dol.

Schedule 63. Dynamics of Russian import of mattresses and bed items in 2007-2011, t

Schedule 64. Dynamics of Russian import of mattresses and bed items by months in 2007-2012, ths. dol.

Table 56. Volumes of Russian import of mattresses and bed items by months in 2007-2012, ths. dol.

Schedule 65. Dynamics of Russian import of mattresses and bed items by months in 2007-2012, t

Table 57. Volumes of Russian import of mattresses and bed items by months in 2007-2012, t

Table 58. Volumes of Russian import of mattresses and bed items by supplying countries in 2007-2012, ths. dol.

Table 59. Volumes of Russian import of mattresses and bed items by supplying countries in 2007-2012, t

Schedule 66. Change of structure of Russian import of mattresses and bed items by countries of origin in cost terms in 2007-2011, %

Diagram 61. Structure of Russian import of mattresses and bed items by countries of origin in money terms in January-August, 2012, %

Schedule 67. Change of structure of Russian import of mattresses and bed items by countries of origin in physical terms in 2007-2011, %

Diagram 62. Structure of Russian import of mattresses and bed items by countries of origin in physical terms in January-August, 2012, %

14. ANALYSIS OF EXPORT OF FURNITURE FOR BEDROOM

Schedule 68. Dynamics of Russian export of wooden furniture for bedroom in 2007-2011, ths. dol.

Schedule 69. Dynamics of Russian export of wooden furniture for bedroom in 2007-2012, t

Schedule 70. Dynamics of Russian export of wooden furniture for bedroom by months in 2007-2012, ths. dol.

Table 60. Volumes of Russian export of wooden furniture for bedroom by months in 2007-2012, ths. dol.

Schedule 71. Dynamics of Russian export of wooden furniture for bedroom by months in 2007-2012, t

Table 61. Volumes of Russian export of wooden furniture for bedroom by months in 2007-2012, t

Table 62. Volumes of Russian export of wooden furniture for bedroom by countries of destination in 2007-2012, ths. dol.

Table 63. Volumes of Russian export of wooden furniture for bedroom by countries of destination in 2007-2012, t

Schedule 72. Change of structure of Russian export of wooden furniture for bedroom by countries of destination in cost terms in 2007-2011, %

Diagram 63. Structure of Russian export of wooden furniture for bedroom by countries of destination in money terms in the first 6 months of 2012, %

Schedule 73. Change of structure of Russian export of wooden furniture for bedroom by countries of destination in physical terms in 2007-2011, %

Diagram 64. Structure of Russian export of wooden furniture for bedroom by countries of destination in physical terms in the first 6 months of 2012, %

Schedule 74. Dynamics of Russian export of furniture convertible into bed in 2007-2011, ths. dol.

Schedule 75. Dynamics of Russian export of furniture convertible into bed in 2007-2011, t

Schedule 76. Dynamics of Russian export of furniture convertible into bed by months in 2007-2012, ths. dol.

Table 64. Volumes of Russian export of furniture convertible into bed by months in 2007-2012, ths. dol.

Schedule 77. Dynamics of Russian export of furniture convertible into bed by months in 2007-2012, t

Table 65. Volumes of Russian export of furniture convertible into bed by months in 2007-2012, t

Table 66. Volumes of Russian export of furniture convertible into bed by countries of destination in 2007-2012, ths. dol.

Table 67. Volumes of Russian export of furniture convertible into bed by countries of destination in 2007-2012, t

Schedule 78. Change of structure of Russian export of furniture convertible into bed by countries of destination in cost terms in 2007-2011, %

Diagram 65. Structure of Russian export of furniture convertible into bed by countries of destination in physical terms in the first 6 months of 2012, %

Schedule 79. Change of structure of Russian export of furniture convertible into bed by countries of destination in physical terms in 2007-2011, %

Diagram 66. Structure of Russian export of furniture convertible into bed by countries of destination in physical terms in the first 6 months of 2012, %

Schedule 80. Dynamics of Russian export of mattresses and beddings in 2007-2011, ths. dol.

Schedule 81. Dynamics of Russian export of mattresses and beddings in 2007-2011, t

Schedule 82. Dynamics of Russian export of mattresses and beddings by months in 2007-2012, ths. dol.

Table 68. Volumes of Russian export of mattresses and beddings by months in 2007-2012, ths. dol.

Schedule 83. Dynamics of Russian export of mattresses and beddings by months in 2007-2012, t

Table 69. Volumes of Russian export of mattresses and beddings by months in 2007-2012, t

Table 70. Volumes of Russian export of mattresses and beddings by countries of destination in 2007-2012, ths. dol.

Table 71. Volumes of Russian export of mattresses and beddings by countries of destination in 2007-2012, t

Schedule 84. Change of structure of Russian export of mattresses and beddings by countries of destination in money terms in 2007-2011, %

Diagram 67. Structure of Russian export of mattresses and beddings by countries of destination in cost terms in the first 6 months of 2012, %

Schedule 85. Change of structure of Russian export of mattresses and beddings by countries of destination in physical terms in 2007-2011, %

Diagram 68. Structure of Russian export of mattresses and beddings by countries of destination in physical terms in the first 6 months of 2012, %

15. PRODUCERS` PRICES FOR FURNITURE FOR BEDROOM

Schedule 86. Dynamics of average producers` prices for sofa-beds in 2007-2012*, rub/item

Schedule 87. Dynamics of average producers` prices for sofa-beds by months in 2007-October, 2012, rub/item

Table 72. Average producers` prices for sofa-beds by months in 2007-October, 2012, rub/item

Schedule 88. Dynamics of average producers` prices for wooden beds in 2007-2012*, rub/items

Schedule 89. Dynamics of average producers` prices for wooden beds by months in 2007-October, 2012, rub/item

Table 73. Average producers` prices for wooden beds by months in 2007-October, 2012, rub/item

16. RETAIL PRICES FOR FURNITURE FOR BEDROOM

Schedule 90. Dynamics of average retail prices for sofa-beds in 2007-2012*, rub/item

Schedule 91. Dynamics of average retail prices for sofa-beds by months in 2007-October, 2012, rub/item

Table 74. Average retail prices for sofa-beds by months in 2007-October, 2012, rub/item

Schedule 92. Dynamics of average retail prices for wardrobes for dresses and linen in 2007-2012*, rub/item.

Schedule 93. Dynamics of average retail prices for wardrobes for dresses and linen by months in 2007-October, 2012, rub/item

Table 75. Average retail prices for wardrobes for dresses and linen by months in 2007-October, 2012, rub/item

17. CONSUMERS` PREFERENCES ON RUSSIAN MARKET OF FURNITURE FOR BEDROOM

18. PROFILES OF TOP BEDROOM FURNITURE PRODUCING ENTERPRISES

Table 76. Shareholders/founders of furniture factory "Shatura" JSC

Table 77. Subsidiaries of furniture factory "Shatura" JSC

Table 78. Production volumes of products of furniture factory "Shatura" JSC

Table 79. Balance sheet of furniture factory "Shatura" JSC ths. rub.

Table 80. Profit and loss statement of furniture factory "Shatura" JSC ths. rub.

Table 81. Cash-flow statement of furniture factory "Shatura" JSC, ths. rub.

Table 82. Dynamics of activities of furniture factory "Shatura" JSC

Table 83. Shareholders/founders of "VKDP", JSC

Table 84. Subsidiaries of "VKDP", JSC

Table 85. Production volumes of products of "VKDP", JSC

Table 86. Balance sheet of "VKDP", JSC ths. rub.

Table 87. Profit and loss statement of "VKDP", JSC ths. rub.

Table 88. Cash-flow statement of "VKDP", JSC ths. rub.

Table 89. Dynamics of activities of "VKDP", JSC

Table 90. Shareholders/founders of "MD NP "Krasnaya zvezda" CJSC

Table 91. Subsidiaries of "MD NP "Krasnaya zvezda" CJSC

Table 92. Production volumes of products of "MD NP "Krasnaya zvezda" CJSC

Table 93. Balance sheet of "MD NP "Krasnaya zvezda" CJSC ths. rub.

Table 94. Profit and loss statement of "MD NP "Krasnaya zvezda" CJSC ths. rub.

Table 95. Cash-flow statement of "MD NP "Krasnaya zvezda" CJSC, ths. rub.

Table 96. Dynamics of activities of "MD NP "Krasnaya zvezda" CJSC

Table 97. Shareholders/founders of "Borovichy-Mebel", CJSC

Table 98. Subsidiaries of "Borovichy-Mebel", CJSC

Table 99. Production volumes of products of "Borovichy-Mebel", CJSC

Table 100. Balance sheet of "Borovichy-Mebel", CJSC ths. rub

Table 101. Profit and loss statement of "Borovichy-Mebel", CJSC ths. rub.

Table 102. Cash-flow statement of "Borovichy-Mebel", CJSC ths. rub.

Table 103. Dynamics of activities of "Borovichy-Mebel", CJSC

Table 104. Shareholders/founders of “RUSSKIY MATRATS” LLC

Table 105. Subsidiaries of “RUSSKIY MATRATS” LLC

Table 106. Production volumes of products of “RUSSKIY MATRATS” LLC

Table 107. Balance sheet of “RUSSKIY MATRATS” LLC, ths. rub.

Table 108. Profit and loss statement of “RUSSKIY MATRATS” LLC, ths. rub.

Table 109. Cash-flow statement of “RUSSKIY MATRATS” LLC, ths. rub.

Table 110. Dynamics of activities of “RUSSKIY MATRATS” LLC

19. FORECAST OF DEVELOPMENT OF MARKET OF FURNITURE FOR BED ROOM FOR 2013-2015

Diagram 69. Dynamics of volume of Russian market of furniture for bed rooms in 2009-2011 and forecast for 2012-2015, mln. rub.

Diagram 70. Dynamics of import share on the market of furniture for bed rooms in cost terms in 2009-2015*, %

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