

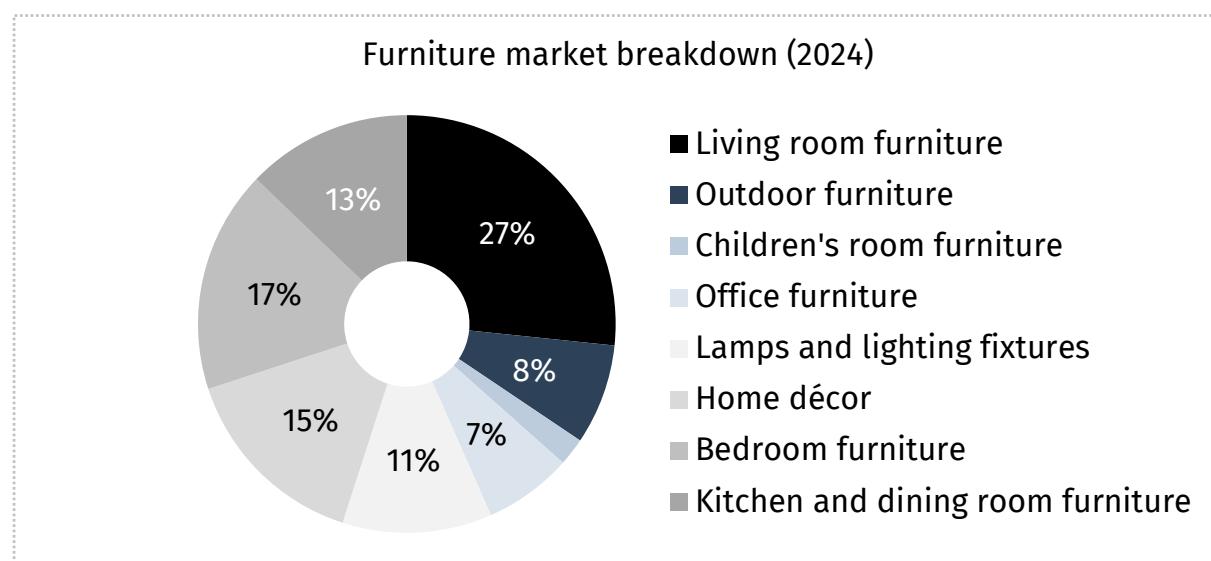
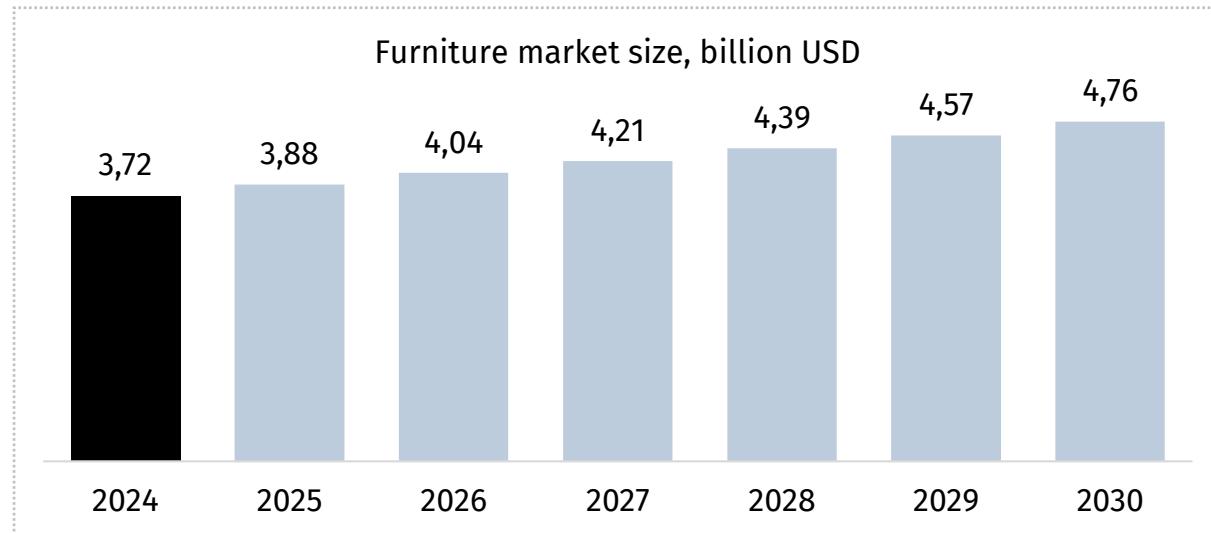
Furniture Market Study

United Arab Emirates

June 2025



OVERVIEW OF THE FURNITURE MARKET



Sources: Statista, IMARC Group, ASER

The UAE furniture market is valued at 3.7 billion USD as of 2024. It is expected that from 2025 to 2030, the market volume will grow at a compound annual growth rate of 4.18% per year.

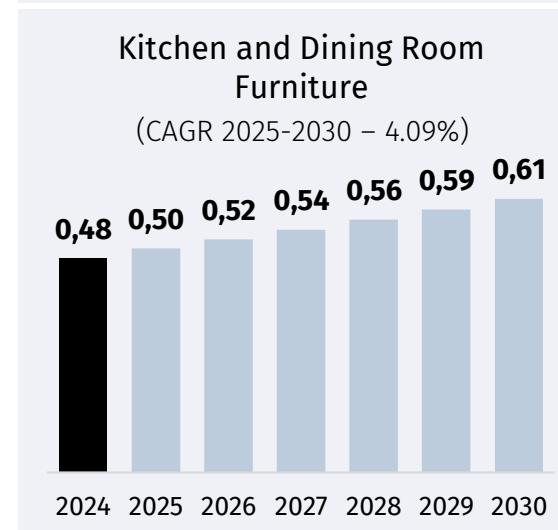
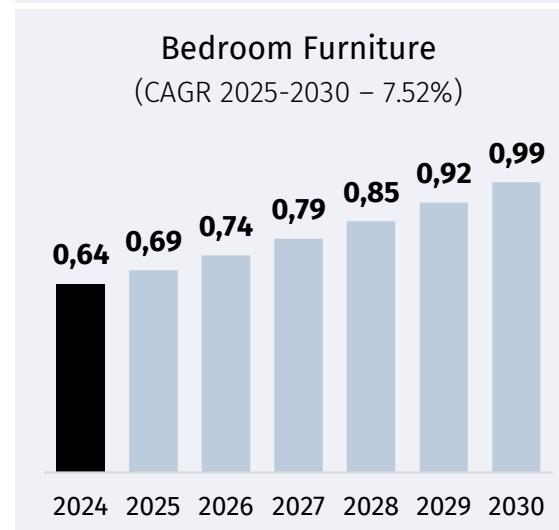
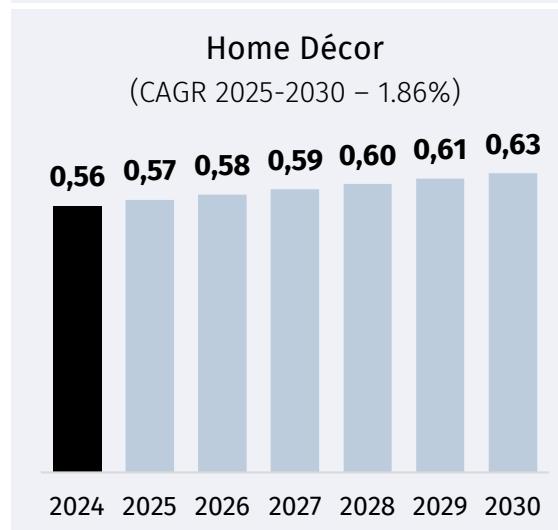
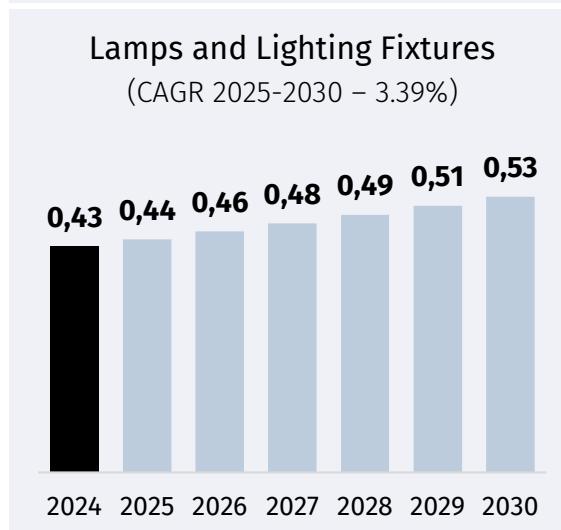
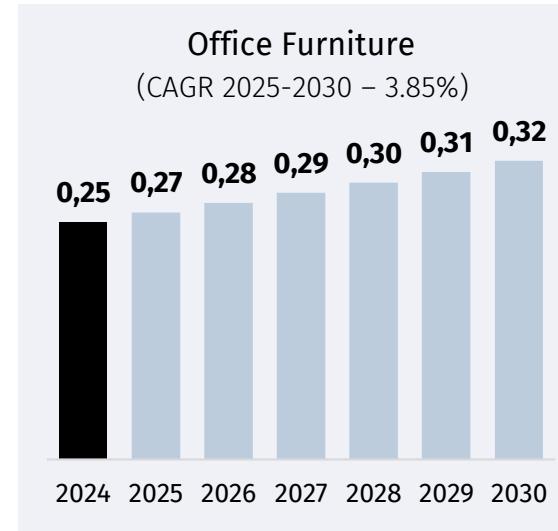
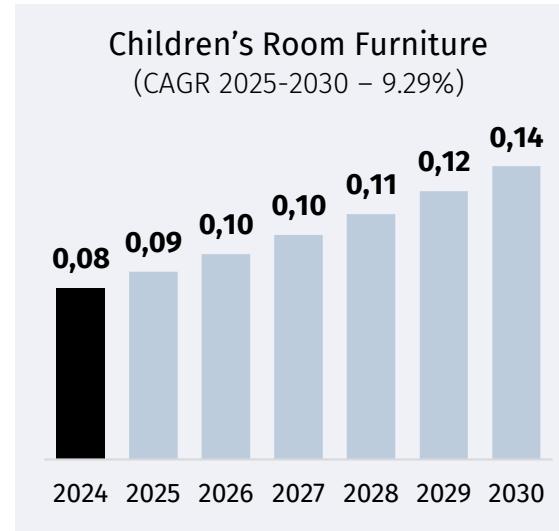
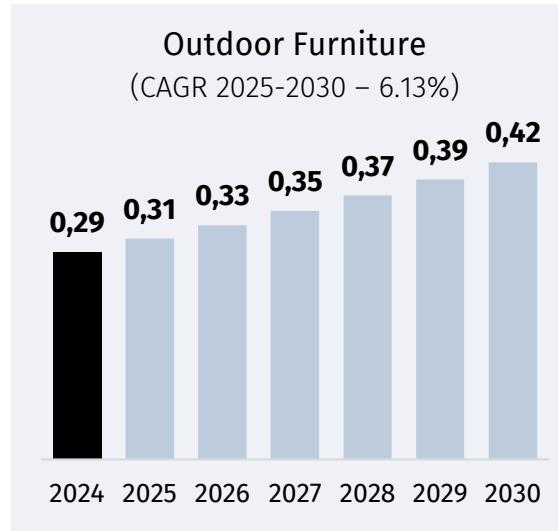
The country satisfies most of its furniture demand, especially for wooden furniture, through imports mainly from countries such as China, Italy, Germany, Poland, Turkey, Malaysia, and Vietnam. The UAE is also becoming a re-export center for furniture to the countries of the Persian Gulf and countries like Kenya and Lebanon.

The main driver of furniture demand growth in the UAE is Dubai, serving as a global business and tourist center. The furniture market in the emirate progresses due to the real estate sector, the development of luxury hotels, and the high purchasing power of consumers.

The development of infrastructure through the government and grand urbanization plans in Abu Dhabi will also have a significant impact on the growth of the furniture market in the country.

OVERVIEW OF THE FURNITURE MARKET

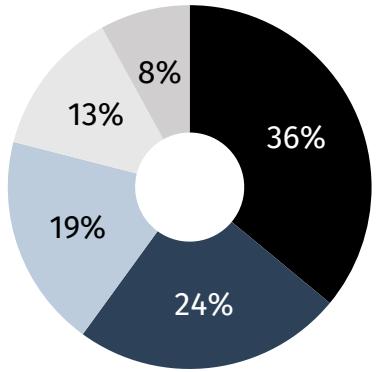
Sizes of the furniture market segments, billion USD



OVERVIEW OF THE FURNITURE MARKET

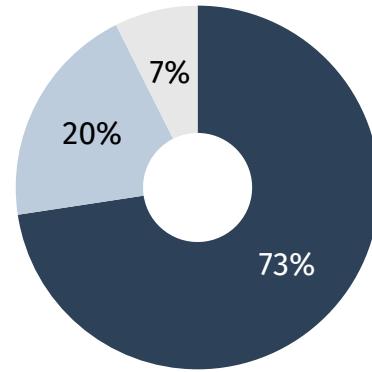
Furniture market breakdown

by end-use sectors



- Residential sector
- Commercial sector
- Hospitality
- Healthcare
- Other

by material



- Wooden furniture
- Metal furniture
- Plastic and other furniture

Residential furniture leads the market, driven by urbanization growth, higher disposable incomes, and increasing preference for personalized and multifunctional furniture suitable for modern apartments and villas.

The expansion of corporate offices, coworking spaces, and growing demand for ergonomic furniture to improve employee productivity stimulate the commercial furniture market, which includes office desks, chairs, and storage furniture.

Furniture for hotels, such as furniture for hotel rooms, lobbies, and outdoor furniture, is in significant demand as tourism in the country flourishes, alongside the growing number of luxury and mid-range hotels.

The growth of the healthcare furniture segment, including hospital beds, seating, and cabinets, is driven by investments in advanced medical facilities and the need for durable, easy-to-clean, and functional designs tailored to healthcare environments.

FURNITURE MARKET PLAYERS



FURNITURE COMPANIES



IKEA

An international manufacturing and retail group, one of the world leaders in the furniture market. The first store in the UAE opened in 1991. Currently, stores are located in Dubai, Abu Dhabi, Al Ain, Fujairah, and Sharjah. The company's franchisee in the UAE is Al-Futtaim.



Pan Home

A UAE-founded brand of budget-segment retail furniture with over 30 years of history. The company has more than 20 showrooms across the Gulf countries. In late 2022, the company underwent rebranding; the former name was Pan Emirates Home Furnishings.



Home Centre

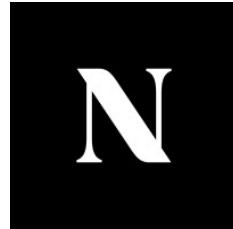
A major furniture retailer in the MENA region and India, founded in 1995 in the UAE. The company is part of the Landmark Group conglomerate, which operates retail businesses in various product segments.

FURNITURE COMPANIES



Rattan House

A furniture manufacturer and retailer founded in Amman (Jordan) in 1982. The company has retail outlets in the UAE, Saudi Arabia, Qatar, Oman, Jordan, and Indonesia. It also owns 4 furniture manufacturing plants. Production places strong emphasis on high weather resistance of its furniture.



Natuzzi

An Italian manufacturer and retailer of luxury furniture. Its presence in the UAE market includes showrooms in Dubai and Abu Dhabi. The company has manufacturing facilities in Italy, China, Brazil, and Romania, and owns the Divani&Divani by Natuzzi franchise.



Marina Home Interiors

A luxury furniture retailer serving the Gulf countries, Egypt, and India. The products come from over 20 countries across 4 continents. In 2017, the company was restructured into Marina Retail Corporation, a corporation registered in the Jebel Ali Free Zone.

FURNITURE COMPANIES



Royal Furniture

A retailer of a wide range of furniture and other decor items operating in the UAE and India. In India, the company also operates under the brand Indroyal. Its headquarters are in Ajman, UAE.



Al Huzaifa Furniture

A furniture manufacturer and retailer in the UAE market. Founded in Sharjah in 1976, it has successfully completed interior design projects.



Danube Home

Founded in 2008 in the UAE, the company is a retailer of furniture, home décor, lighting, and more. It operates showrooms across the UAE (Dubai, Abu Dhabi, Fujairah, Ras Al Khaimah, Al Ain), as well as in Oman, Bahrain, and India.

FURNITURE COMPANIES

Name	Country of Incorporation	Year Founded	Scale of Presence in the UAE	Product Categories	Price Range
IKEA	Sweden	1943	3 retail locations (Dubai, Abu Dhabi)	Bedroom furniture, living room furniture, textiles, decor items, outdoor furniture, etc.	Medium
Pan Home	UAE	1992	12 retail locations (Abu Dhabi, Al Ain, Dubai, Sharjah, Fujairah)	Bedroom furniture, living room furniture, textiles, decor, outdoor and office furniture, etc.	Medium – luxury
Home Centre	UAE	1995	19 retail locations (Abu Dhabi, Al Ain, Ras Al Khaimah, Fujairah, Sharjah)	Bedroom furniture, living room furniture, textiles, decor, outdoor furniture, etc.	Medium
Rattan House	Jordan	1982	2 retail locations (Dubai)	Garden and outdoor furniture, decor items, etc.	Luxury
Natuzzi	Italy	1959	3 retail locations (Dubai, Abu Dhabi)	Bedroom furniture, living room furniture, textiles, decor, outdoor furniture, etc.	Luxury
Royal Furniture	UAE	1991	11 retail locations (Dubai, Abu Dhabi, Ajman)	Bedroom furniture, living room furniture, textiles, decor, outdoor furniture, etc.	Medium
Marina Home Interiors	UAE	1997	6 retail locations (Dubai, Abu Dhabi)	Bedroom furniture, living room furniture, textiles, decor, outdoor furniture, etc.	Luxury
Danube Home	UAE	2008	16 retail locations (Dubai, Abu Dhabi, Sharjah, Fujairah)	Bedroom furniture, living room furniture, textiles, decor, outdoor and office furniture, etc.	Medium
Al Huzaifa Furniture	UAE	1976	6 retail locations (Dubai, Abu Dhabi, Sharjah)	Bedroom furniture, living room furniture, textiles, office furniture, etc.	Luxury

TRENDS IN THE FURNITURE MARKET

- ① The UAE furniture market demonstrates steady growth, driven by a combination of urbanization, demographic shifts, changing consumer preferences, and technological advancements.
- ② Smart furniture, automated systems, energy-efficient solutions, and furniture items featuring built-in technological functions, including USB ports and wireless charging stations, are gaining popularity.
- ③ Manufacturers are responding to demand for more eco-friendly and sustainable furniture by using renewable and recyclable materials in design, such as wood sourced from sustainable origins and more environmentally friendly upholstery options. Another indicator of sustainability is the trend toward minimalist, functional furniture design, which ensures greater energy efficiency and waste reduction.
- ④ Demand for luxury furniture has increased due to the growth in the number of high-end residential complexes, hotels, and commercial real estate in cities such as Dubai and Abu Dhabi. Brands respond by offering custom solutions and bespoke projects. International furniture designers and global high-end brands continue to increase their presence in the UAE, offering refined, luxurious collections.
- ⑤ There is growing internet and social media penetration in the UAE, which increases opportunities for online sales of furniture products in the country. Retailers respond by strengthening their digital presence and implementing omnichannel strategies, including virtual reality technologies for product visualization and seamless online-to-offline transition. Major furniture retailers invest in e-commerce platforms, mobile applications, and digital payment solutions to provide a convenient shopping experience while maintaining competitive pricing strategies.



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