



19th International Scientific Conference WoodEMA 2026
Bioeconomy Moves Forward: Perspectives on Wood Product Markets

September 30 – October 2, 2026
Zvolen, Slovakia



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THE IMPACT OF THE CEFTA AGREEMENT ON WOOD FURNITURE EXPORT OF THE REPUBLIC OF NORTH MACEDONIA

Research Background



Aim of the Research

The impact and benefits of the CEFTA Agreement on wood furniture exports from the Republic of North Macedonia.

The analysis focuses on:

- furniture exports to CEFTA 2006 countries;
- comparison of the periods **2005–2010** and **2020–2025**;
- export by six furniture categories;
- comparison of the main export destination countries.

CEFTA (Central European Free Trade Agreement) memberships during the years





Wood furniture export from Republic of North Macedonia to CEFTA 2006 countries for the period 2020-2025



	Office furniture	Kitchen furniture	Bedroom furniture	Living and Dining	Shop furniture	Other furniture	Total export EUR	Mean
Albania	20.205	6.201	298.977	216.771	22.186	5.199.898	5.764.238	960.706
BIH	251	0	526.434	1.458.661	6.017	5.066.517	7.057.880	1.176.313
Serbia	68.135	15.548	1.898.969	13.626.076	365.205	12.617.977	28.591.910	4.765.318
Montenegro	649	0	1.365.988	2.159.457	10.253	2.890.706	6.427.053	1.071.176
Kosovo	285.945	15.951	1.067.906	2.779.971	488.050	6.759.177	11.397.000	1.899.500
Moldova	0					3.356	3.356	559
Total	375.185	37.700	5.158.274	20.240.936	891.711	32.537.631	59.241.437	

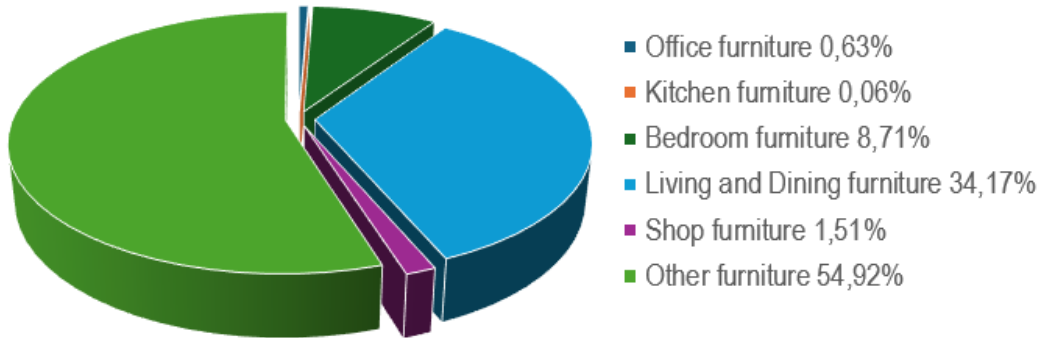
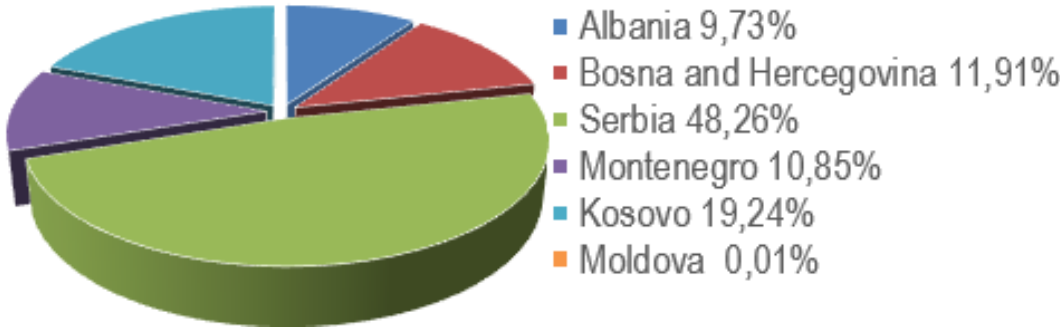


Table 1 . Export of wood furniture by categories from the Republic of North Macedonia to CEFTA 2006 countries in the period 2020-2025



Comparative Analysis of Wood Furniture Exports from North Macedonia to CEFTA Countries:
2005–2010 versus 2020–2025



	Office furniture	Kitchen furniture	Bedroom furniture	Living and Dining	Shop furniture	Other furniture	Total export EUR	Mean
Total 2005-10	1.214.946	1.812.700	8.097.653	19.802.143	867.878	3.274.069	33.032.805	5.505.468
Total 2020-25	375.185	37.700	5.158.274	20.240.936	891.711	32.537.631	59.241.437	9.873.573
	-69%	-98%	-36%	2%	3%	894%	79%	80%

Table 2. Export of wood furniture by categories from the Republic of North Macedonia to CEFTA 2006 countries in the period 2005-2010 vs 2020-2025





Comparative Analysis of Wood Furniture Exports from North Macedonia to CEFTA Countries:
2005–2010 versus 2020–2025



	Croatia	Serbia	Slovenia	Kosovo	BIH	Montenegro	Germany	Netherlands
Total 2005-2010	9.430.902	7.815.574	3.567.383	2.071.279	1.263.290	779.923	570.293	354.389
Total 2020-2025	14.721.239	28.591.910	30.820.009	11.397.000	7.057.880	6.427.053	489.384.965	16.627.538
	56%	266%	764%	450%	459%	724%	85713%	4592%

Table 3. Export of wood furniture from the Republic of North Macedonia to main countries in the period 2005-2010 vs 2020-2025



Comparative Analysis of Wood Furniture Exports from North Macedonia to CEFTA Countries: 2005–2010 versus 2020–2025



	Period	Office furniture	Kitchen furniture	Bedroom furniture	Living and Dining furniture	Shop furniture	Other furniture	Total export EUR
Serbia	2005-2010	179.199	255.742	4.035.068	2.232.208	380.943	732.415	7.815.574
	2020-2025	68.135	15.548	1.898.969	13.626.076	365.205	12.617.977	28.591.910
		-62%	-94%	-53%	510%	-4%	1822%	265%
Croatia	2005-2010	293.101	1.005.058	2.126.555	5.551.713	10.113	444.362	9.430.902
	2020-2025	78.138	61.156	3.355.355	3.006.594	112.715	8.107.281	14.721.239
		-73%	-94%	57%	-45%	1014%	1720%	56%

Table 4. Export of wood furniture from the Republic of North Macedonia to two countries from Balkan, in the period 2005-2010 vs 2020-2025



Main Findings

- CEFTA has contributed to the liberalization of regional trade.
- Macedonian furniture exports to CEFTA countries increased by **79%** between the two analyzed periods.
- Export growth is highly concentrated in **Serbia and Kosovo**.
- **Other furniture** is the dominant export category.
- Living and dining furniture represents another important export category.
- The development of exports cannot be attributed to tariff liberalization alone.

Conclusions

CEFTA 2006 represents an important milestone in strengthening trade cooperation and economic integration in Southeast Europe.

The findings indicate that tariff liberalization was **not the only driver of export growth**.

Other important factors include:

- improvement of product quality;
- production efficiency;
- foreign investment;
- integration into European supply chains;
- adaptation to foreign-market requirements.

CEFTA membership also increases the attractiveness of North Macedonia as a production base with preferential access to regional and European markets.

Final statement

The further integration of North Macedonia into the European market is expected to create additional opportunities for export growth, investment and competitiveness.



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Thank you for your time and attention
Ви благодарам на Вашето време и внимание

