

## Executive Summary

### Economy

The Polish economy is undergoing a cyclical upswing and leading indicators are pointing towards more strength in the coming quarters. Economic growth in Quarter one 2017 surprised consensus to the upside and came in at 1.1% q-o-q and 4.2% y-o-y, underpinning our positive outlook on growth for 2017. Growth momentum is expected to continue in the quarters ahead and forecast real GDP growth at 3.4% in 2017 and 3.2% in 2018 respectively. Supporting this view are leading economic indicators such as the European Commission's economic sentiment indicator, which rose to its highest level since 2008 in the first few months of 2017, suggesting that businesses are extremely optimistic on growth prospects for the coming quarters (BMI, 2017).

### Trade

Exports for Poland in 2016 were valued at USD186bn while global imports from Poland were valued at USD205bn. Poland's trade balance over the period has been consistently negative. Germany was the leading export market for Poland in 2016, valued at USD58.9bn. Motor vehicles were the leading imported product in Poland, valued at USD7.2bn.

South Africa exported goods to Poland valued at USD133m in 2016 while imported goods were valued at USD654bn. South Africa has maintained a trade deficit with Poland, with imports exceeding exports over the period 2007 to 2016. The leading export product to Poland from South Africa in 2016, was flat-rolled products of stainless steel valued at USD17m, followed by seats (USD12m).

The Western Cape exported goods to the value of USD9.2m in 2016 while imported goods were valued at USD49.5m. The leading export product to Poland from the Western Cape was beauty or make-up preparations valued at USD1.5m, followed by locust beans and seaweeds (USD1.3m). The fastest growing export products were beauty or make-up preparations (299% followed by other articles of plastics and articles (85%). Poland has an appetite for Western Cape's agriculture, forestry and fishing sector (28%), followed by the food and beverage sector (24%) and the mining and quarry sector (13%).

### Investment

Between January 2003 and December 2016 a total of 633 FDI projects were recorded from Poland. These projects represent a total capital investment of USD18.55bn. During the period, a total of 71,888 jobs were created. Textiles was the largest FDI from Poland by projects accounting for 24%. This was followed by the software and IT services and consumer products sector at 14% and 7% respectively.

Between January 2003 and December 2016 a total of 9 FDI projects were recorded from South Africa to Poland. These projects represent a total capital investment of USD1.09bn. During the period, a total of 4,042 jobs were created. There was one investment from Poland into South Africa made by Inglot into the city of Midrand (Gauteng), in the consumer products sector in a retail project valued at USD36.9m.

Between January 2003 and December 2016 a total of 2 FDI projects were recorded from the Western Cape into Poland. These projects represent a total capital investment of USD7.30m which is an average investment of USD3.60m per project.

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## 1. General Information

Poland is a country in Central Europe, situated between the Baltic Sea in the north and two mountain ranges (the Sudetes and Carpathian Mountains) in the south. Bordered by Germany to the west; the Czech Republic and Slovakia to the south; Ukraine and Belarus to the east; and the Baltic Sea, Kaliningrad Oblast (a Russian exclave) and Lithuania to the north.

The total area of Poland is 312,679 square kilometres, making it the 69<sup>th</sup> largest country in the world and the 9<sup>th</sup> largest in Europe. With a population of over 38.5 million people, Poland is the 36<sup>th</sup> most populous country in the world, the 8<sup>th</sup> most populous country in Europe and the 6<sup>th</sup> most populous member of the European Union.

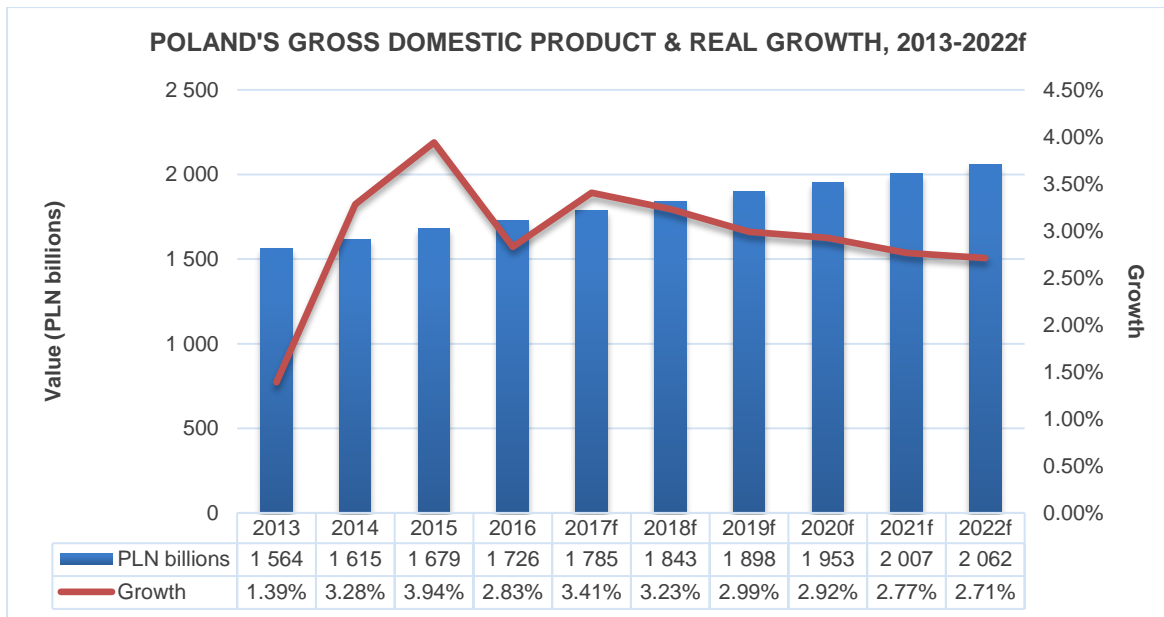
Poland is a member of the European Union, NATO, the UN, the World Trade Organization, the Organisation for Economic Co-operation and Development (OECD), European Economic Area, International Energy Agency, Council of Europe, Organization for Security and Co-operation in Europe, International Atomic Energy Agency, European Space Agency, G6, Council of the Baltic Sea States, Visegrád Group, Weimar Triangle and Schengen Agreement.

GENERAL INFORMATION	
Capital City	Warsaw
Government Type	Parliamentary Republic
Chief of State	President Andrzej Duda
Head of Government	Prime Minister Beata Szydlo
Population	38,476,269 (July 2017 est.)
Life Expectancy	77.6 years
Literacy	99.8%
Ethnic Groups	Polish 96.9%, Silesian 1.1%, German 0.2%, Ukrainian 0.1%, other and unspecified 1.7%
Religions	Catholic 87.2%, Orthodox 1.3%, Protestant 0.4%
Languages	Polish (official) 98.2%, Silesian 1.4%, other 1.1%, unspecified 1.3%
HDI Value (2016 Report)	0.855 (Ranked 36)

Sources: CIA World Factbook, 2017; World Bank Data, 2017; United Nations Data 2017

## 2. Economic Overview

The Polish economy is undergoing a cyclical upswing and leading indicators are pointing towards more strength in the coming quarters. Economic growth in Quarter one 2017 surprised consensus to the upside and came in at 1.1% q-o-q and 4.2% y-o-y, underpinning our positive outlook on growth for 2017. Growth momentum is expected to continue in the quarters ahead and forecast real GDP growth at 3.4% in 2017 and 3.2% in 2018 respectively. Supporting this view are leading economic indicators such as the European Commission's economic sentiment indicator, which rose to its highest level since 2008 in the first few months of 2017, suggesting that businesses are extremely optimistic on growth prospects for the coming quarters (BMI, 2017).



Source: IMF, 2016

Most recently, the Poland's economy expanded by 2.4% y-o-y in the third quarter of 2016 (2016 Q3) compared to 3.1% y-o-y in the second quarter of 2016 (2016 Q2). Poland's unemployment rate fell to a historic low of below 6.0% in mid-2016. Although we expect inflation to accelerate in 2017 and 2018, price growth will remain low by historical standards, boosting disposable incomes.

ECONOMIC INFORMATION	
GDP (PPP) (2016 est.)	USD1.054 trillion
GDP growth (2016 est.)	2.8%
GDP per capita (PPP) (2016 est.)	USD27,800
Inflation (Avg. 2016)	0.6%
Commercial bank prime lending rate (31 December 2016)	5.1%
Exchange rate	1 Rand us equal to 0.272195 Polish Zloty
Unemployment rate (2016)	9.6%
Doing Business, 2017 Report (ranking out of 180)	24
Total Exports (2016)	USD186bn
Total Imports (2016)	USD205bn

Sources: CIA World Factbook; Doing Business Report 2017; World Bank International Labour Organisation, 2017

### Economic Structure

Manufacturing is the largest contributor to Poland's gross value added accounting for 19%, followed by trade, repair of motor vehicles and construction accounting for 18% and 7% respectively. The key sectors in Poland are shown below:

**Aerospace:** Poland is the 5<sup>th</sup> best investment destination for aerospace manufacturing projects in Europe (8<sup>th</sup> in the world) according to a PwC survey. Key strengths of Polish aerospace industry are the following: long-standing tradition, well-developed suppliers network, high quality workforce and products, competitive production and labour costs, constantly developing R&D, educational and training activity and aviation and space clusters. Key companies: Pratt and Wittney Rzeszów, WSK „PZL - Świdnik” / Augusta Westland, Pratt & Whitney Kalisz, Polskie Zakłady Lotnicze, Sikorsky a Lockheed Martin Company, GE EDC Poland, Thoni Alutec, WSK PZL Kalisz, PZL „Warszawa Okęcie”, Airbus Defence and Space Company, HS Wrocław, Avio Aero, UTC Aerospace Systems (Goodrich).

**Automotive:** The Polish Automotive sector ranks 2<sup>nd</sup> in terms of manufacturing output and is a solid backbone of country's economy. Three major passenger car OEMs (plus new VW plant under construction), several bus producers and hundreds of Tier 1 and 2 manufacturers make a solid industrial base. Out of 40 car and engine plants located in Central Eastern Europe (CEE) 16 are based in Poland.

**Biotechnology:** Despite being one of the fastest growing sectors in Poland, biotechnology is still an emerging sector. Research facilities constitute a network of more than 110 scientific institutions employing more than 2,800 scientists, who mostly work in biotechnology and molecular biology. The country also performed well in another ranking conducted by the same organisation (11th position), prepared on the basis of location and access to research centres as well as opportunities for the development of biotechnology. Additionally, Warsaw was ranked 16th in the world and recognised as highly attractive for R&D centres' investments, partly due to its competitive quality and costs ratio.

**Electronics:** There are almost 6,000 companies (according to the Polish Classification of Activities, PKD) operating in the electronics sector in Poland. They employ over 50 thousand workers. Approximately 95% of production is generated by medium and large companies. Poland is home to many renowned producers of electronics and home appliances, including increasingly popular LCD-screen televisions. 50% of Europe's LCD TV production comes from Poland.

**Food Processing:** The value of sold production of food industry amounts to over 45 billion EUR. Poland is the 6th largest consumer market in Europe with an estimated population of over 38.5 million people. Polish food processing market comprises over 14,700 companies and this number is constantly growing. Most of them, about 80%, are SME's employing less than 50 people. Poland is the leading producer of fruits (apple, raspberry, black currant, bilberry), meat (poultry and pork), milk, dairy products and agaricus in Europe. Polish food processing industry is known for its diversity manufacturing not only food but also alcohol and tobacco products.

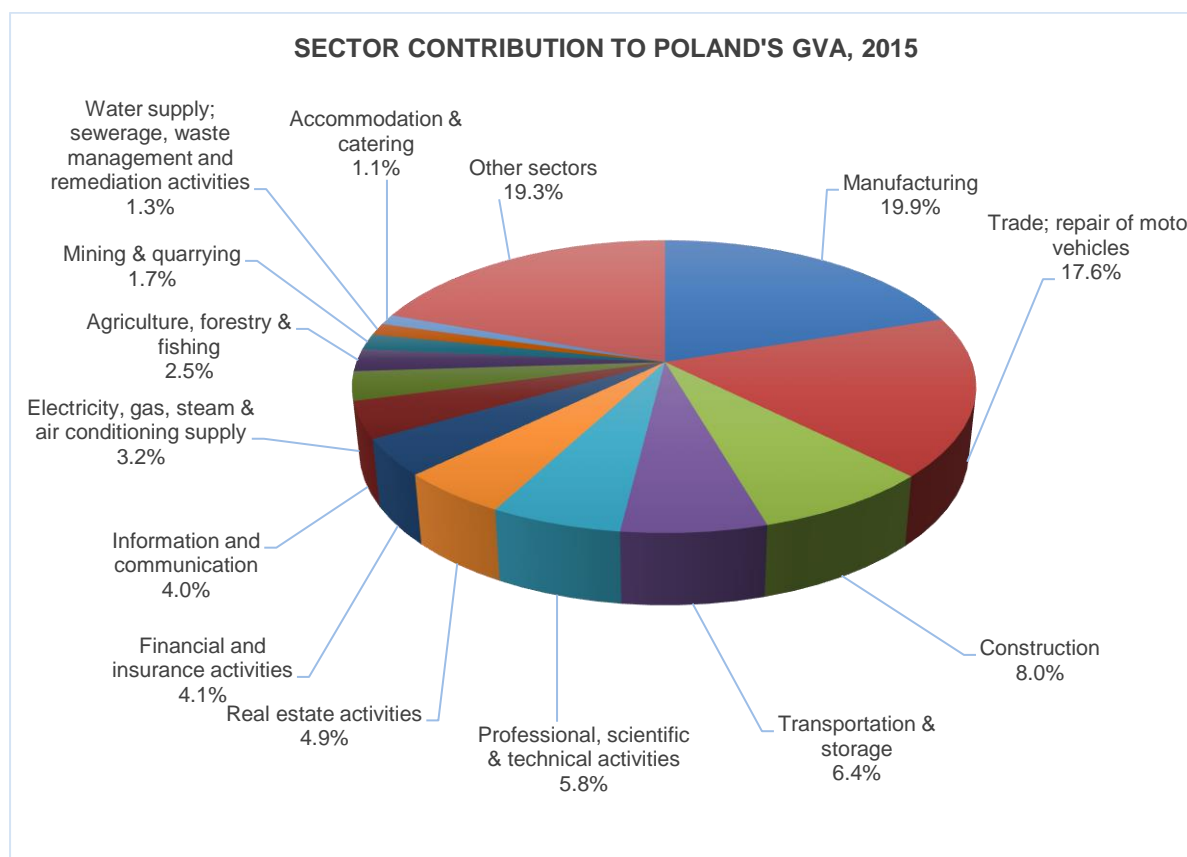
**Information Technology:** The Polish IT market is the 2<sup>nd</sup> largest market in the East-Central Europe, after Russia. According to the 2011 forecast, the market value is projected to increase to ca. PLN 28 billion to re-establish the two-digit dynamics. According to Euromoney the IT services segment is expected to grow at 8.2 % p.a. between 2015 and 2019 while the software segment is expected to grow at 7.4% p.a. The computer hardware segment is expected to grow by 3.2% p.a. between 2015 and 2019.

**Renewable Energy:** Renewable forms of energy account for a small quantify proportion of Poland's full energy generation capacity. However, the national government has set targets for the development of renewable energy sources in Poland which should see the portion of power produced by renewable resources climb to 7.5% by 2010 and 15% (19.3% for electricity, 17% for heating and cooling, 10.2% for transportation fuels) by 2020. This is to be achieved mainly through the construction of wind farms and a number of hydroelectric stations. Poland is ranked 5<sup>th</sup> in the EU in terms of production of primary energy from solid biomass. Poland is also leading among new EU member states in terms of total installed wind power capacity.

**Oil & Gas:** Poland is thought to have around 164,800,000,000 m3 of proven natural gas reserves and around 96,380,000 barrels of proven oil reserves. These reserves are exploited by energy supply companies such as PKN Orlen ("the only Polish company listed in the Fortune Global 500"). However, the small amounts of fossil fuels naturally occurring in Poland is insufficient to satisfy the full energy consumption needs of the population. Therefore, the country is a net importer of oil and natural gas.

(Source: Invest in Poland <http://www.paiz.gov.pl/en>)

The figure below shows Poland's sector contribution to the country's gross value added in 2016. The manufacturing sector was the largest contributor to Poland's economy accounting for 19.9%.



Source: Poland's Statistical Office, 2017

Poland is recognised as a regional economic leader within East-Central Europe, with nearly 40 percent of the 500 biggest companies in the region (by revenues). The country's largest firms comprise the WIG30 index, which is traded on the Warsaw Stock Exchange. Well known Polish brands include, among others PKO BP, PKN Orlen, PGE, PZU, PGNiG, Tauron Group, Lotos Group, KGHM Polska Miedź, Asseco, Plus, Play, PLL LOT, Poczta Polska, PKP, Biedronka, and TVP.

TOP POLISH PUBLIC COMPANIES ON FORBES 2000 LIST, 2017				
GLOBAL RANK	COMPANY	SECTOR	SALES (USDbn)	MARKET CAPITAL (MAY 2016) (USDbn)
680	PKN Orlen	Oil and Gas	20.2	11.2
900	PKO Bank Polski	Regional Banks	3.8	10.5
1026	Grupa PZU	Property & Casualty Insurance	6.4	8.1
1117	Pgnig Group	Oil and Gas	8.4	8.6
1255	PGE Polska Grupa Energetyczna	Electric Utilities	7.1	5.3

Source: Forbes 2000, 2017

## 2.1 Doing Business in Poland

The World Bank Group in its annual *Doing Business 2017* report ranked Poland 24<sup>th</sup> out of 189 countries monitored in terms of ease of doing business.

Poland's relative strengths in terms of ease of doing business include trading across borders, with the country ranking 1<sup>st</sup> globally in this category, getting credit (20<sup>th</sup>), resolving insolvency (27<sup>th</sup>), and registering property (38<sup>th</sup>).

POLAND'S RANKINGS - DOING BUSINESS, 2017 REPORT	
INDICATORS	2017 RANKING (OUT OF 189 COUNTRIES)
Starting a Business	107
Dealing with Construction Permits	46
Getting Electricity	46
Registering Property	38
Getting Credit	20
Protecting Investors	42
Paying Taxes	47
Trading Across Borders	1
Enforcing Contracts	55
Resolving Insolvency	27
<b>Doing Business 2017</b>	<b>24</b>

Source: World Bank Group's *Doing Business, 2017 Report*

## 2.2 Poland's Sovereign Credit Ratings

*"A sovereign credit rating is the credit rating of a country or sovereign entity. Sovereign credit ratings give investors insight into the level of risk associated with investing in a particular country and also include political risks. At the request of the country, a credit rating agency will evaluate the country's economic and political environment to determine a representative credit rating".*

Source: Investopedia

While a number of credit agencies exist, the three most recognised credit ratings agencies globally are Fitch Ratings, Moody's Investors Services and Standard & Poor's (S&P). Reasons for a country/sovereign to seek a credit rating from one of these three agencies include not only to access funding in international bond markets via the issuance of bonds in external debt markets, but it is a means to attract foreign direct investment. Obtaining a good sovereign credit rating instils confidence in investors seeking to invest in that country, with the credit rating a means for the country to demonstrate financial transparency and credit standing.

Two key rating 'standards' exist, with the highest possible rating category being "AAA" according to S&P, which indicates that the rated country has extremely strong capacity to meet its financial commitments. A wide range of rating categories exists below this, with the categories ranging all the way down to SD (i.e. defaulted), which means the rated country has failed to pay one or more of its financial obligations when it came due.

The first driver of the decision to change the outlook to negative is related to the fiscal risks arising from a substantial increase in current expenditures, uncertainty as to offsetting revenue measures, as well as the government's intention to lower the retirement age. The second driver of the outlook change is the risk of impairments to the investment climate from a shift towards more unpredictable policies and legislations.

Poland has a positive outlook when it comes to its flexible exchange rate regime and Narodowy Bank Polski's independent and credible monetary policy, which offsets the risks arising from government's more expansionary fiscal stance, increased social spending. "Poland ratings are constrained by view of Poland's low income and wealth levels and an institutional framework that has weakened

Moody's Investors Service, ("Moody's") changed the outlook on Poland's A2 issuer rating to stable from negative. Moody's also affirmed Poland's A2 long-term senior unsecured and issuer ratings, the (P)A2 senior unsecured

MTN programme rating and the short-term issuer rating of P-1. Moody's decision to change Poland's outlook is based on the reduced risks of loose fiscal policy, with the headline fiscal balance adhering to the 3% of GDP limit and public debt stabilizing at or near the current level of 55% of GDP. Including uncertainties stemming from government policies will remain contained, which in turn will ease the downside risks to the business climate and investment flows. Poland's long-term and short-term foreign-currency bond and deposit ceilings remain at Aa3/P-1 and A2/P-1, respectively. At the same time, the long-term local-currency bond and deposit country ceilings remain at Aa3.

POLAND'S SOVEREIGN CREDIT RATINGS, 2017			
CREDIT RATING AGENCY	STANDARD & POORS	MOODY'S INVESTOR SERVICES	FITCH RATINGS
CREDIT RATING	BBB+	A2	A-
OUTLOOK	Stable	Stable	Stable
Sources: Standard & Poor's; Moody's Investors Services; & Fitch Ratings			

A number of alternative measures and rating scales exist to assess risks posed to companies and banks, particularly those pertaining to political and commercial risks when undertaking international commercial transactions. One such company which offers these services is Belgium's Delcrederecroire, the country's official export credit agency and public credit insurer.

The table below shows Delcrederecroire's current risk assessment of Poland in terms of export transactions and direct investments. Ratings are between 1 and 7, and between A and C, with 7 and C being the maximum risk indicators.

- In terms of political risk associated with exports transactions in Poland, these are deemed to be low both in the short- and long-term.
- Commercial risk in turn is considered to be low.
- Regarding direct investment, all other categories are considered to be relatively low as indicated by scores awarded below.

POLAND'S RISK ASSESSMENT – DELCREDEREDUCROIRE, 2017		
EXPORT TRANSACTIONS (Scale 1 – 7)*		
Political Risks	Short Term	1
	Medium-Long term	2
	Special Transactions	1
Commercial Risk	B	
DIRECT INVESTMENTS		
War risk	1	
Risk of expropriation and government action	2	
Transfer risk	2	
* Where 1 is associated with the least risk and 7 the most.		
** Where B is associated with mid risk; A is low risk and C is high risk.		

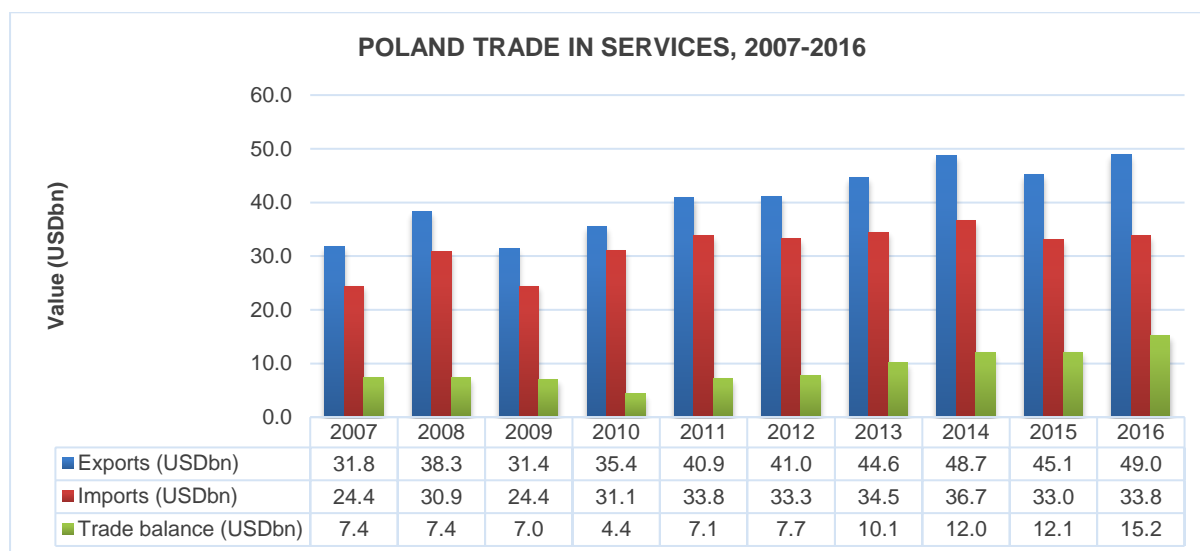
Source: ONDD, 2017



### 3. Trade

#### 3.1 Poland Trade in Services

Poland's exports in services grew by an average growth rate of 3.9% between 2012 and 2016. Over the period analysed Poland has consistently maintained a positive trade balance with exports outperforming import services over the period analysed.



Source: TradeMap, 2017

The table below shows Poland's trade in services for 2016. Transport was the largest services export valued at USD13bn followed by other business services (includes merchant activity and other trade-related services, operational leasing (rental), miscellaneous business, professional, and technical services and other services) valued at USD11bn.

Other business services was the largest import service into Poland's valued at USD8.5bn followed by travel valued at USD8bn.

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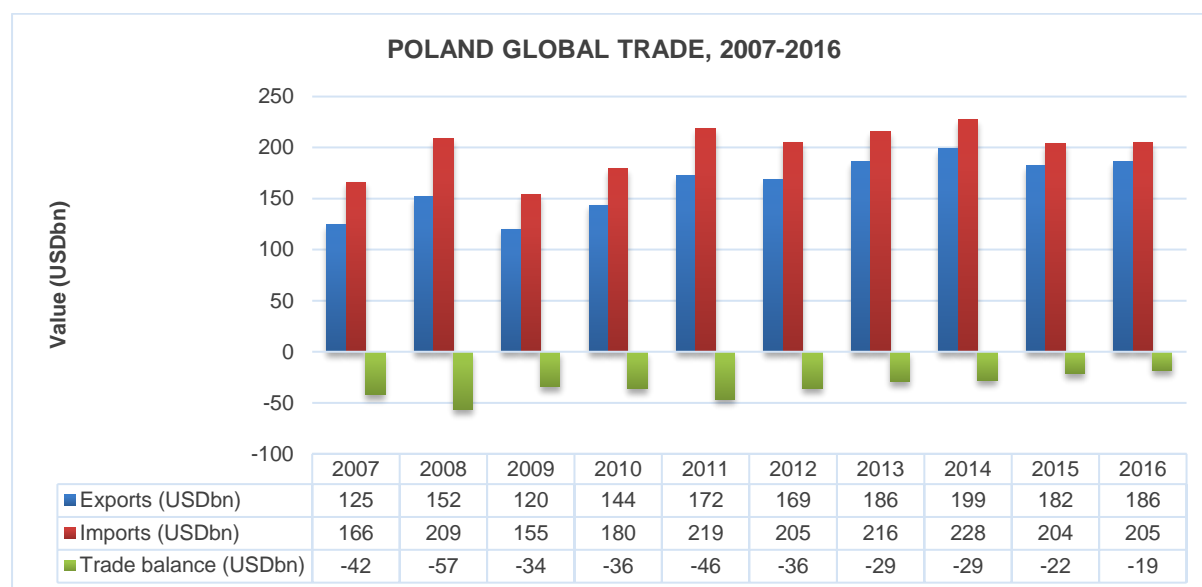
SERVICES EXPORTED BY POLAND, 2016				SERVICES IMPORTED BY POLAND, 2016			
CODE	SERVICE	VALUE 2016 (USDm)	% GROWTH 2012-2016	CODE	SERVICE	VALUE 2015 (USDm)	% GROWTH 2012-2016
3	Transport	12 894	3.32%	10	Other business services	8 461	0.80%
10	Other business services	11 171	2.61%	4	Travel	7 982	-0.96%
4	Travel	10 971	0.75%	3	Transport	7 376	1.34%
9	Telecommunications, computer, and information services	5 167	14.97%	9	Telecommunications, computer, and information services	3 058	5.18%
1	Manufacturing services on physical inputs owned by others	3 592	11.45%	8	Charges for the use of intellectual property n.i.e.	2 725	3.25%
5	Construction	1 620	0.14%	7	Financial services	969	-10.76%
2	Maintenance and repair services n.i.e.	1 228	12.14%	6	Insurance and pension services	799	2.63%
7	Financial services	807	3.77%	11	Personal, cultural, and recreational services	773	-11.78%
11	Personal, cultural, and recreational services	674	7.81%	2	Maintenance and repair services n.i.e.	760	48.69%
8	Charges for the use of intellectual property n.i.e.	453	11.96%	5	Construction	498	-1.64%
6	Insurance and pension services	431	6.19%	1	Manufacturing services on physical inputs owned by others	334	18.00%
12	Government goods and services n.i.e.	1.5	17.59%	12	Government goods and services n.i.e.	110	-4.13%

SERVICES EXPORTED BY POLAND, 2016				SERVICES IMPORTED BY POLAND, 2016			
CODE	SERVICE	VALUE 2016 (USDm)	% GROWTH 2012-2016	CODE	SERVICE	VALUE 2015 (USDm)	% GROWTH 2012-2016
<b>TOTAL EXPORTS</b>		<b>49 010</b>	<b>3.90%</b>	<b>TOTAL IMPORTS</b>		<b>33 847</b>	<b>0.20%</b>

Source: TradeMap, 2017

### 3.2 Poland Global Trade

Exports for Poland in 2016 were valued at USD186bn while global imports from Poland were valued at USD205bn in 2016. Poland's trade balance over the period has been consistently negative.

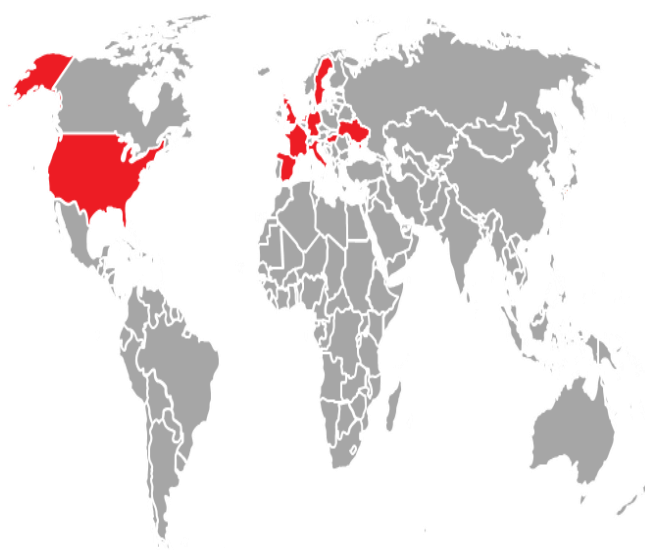


Source: TradeMap, 2017

Germany was the leading export market for Poland with a value of USD51.5bn. The United Kingdom and Czech Republic rank second and third valued at USD12.4bn and USD11.6bn respectively.

TOP 10 DESTINATION COUNTRIES FOR POLAND'S EXPORTS, 2016			
RANK	COUNTRY	VALUE 2016 (USDbn)	% GROWTH 2012-2016
1	Germany	51.5	2.99%
2	United Kingdom	12.4	1.10%
3	Czech Republic	11.6	3.26%
4	France	10.0	-1.29%
5	Italy	9.7	-1.32%
6	Netherlands	9.0	5.15%
7	United States of America	6.2	6.36%
8	Spain	5.6	6.73%
9	Sweden	5.2	1.00%
10	Hungary	5.1	2.00%
38	South Africa	0.7	0.80%
<b>TOTAL EXPORTS</b>		<b>186.2</b>	<b>1.77%</b>

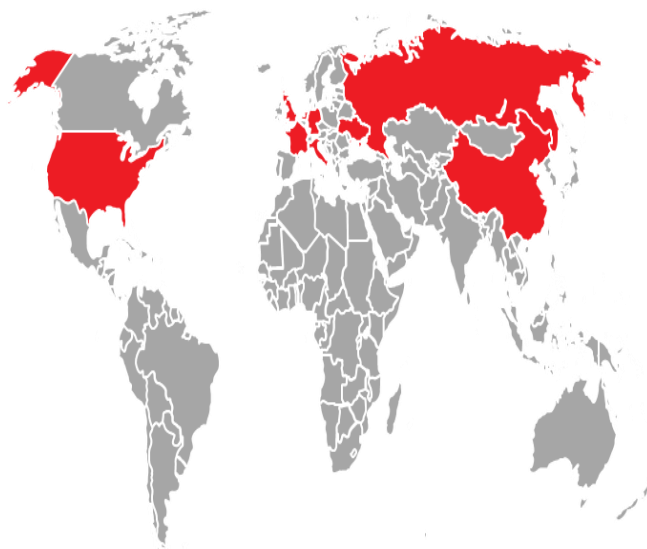
Source: TradeMap, 2017



Germany was also the leading import market in 2016, valued at USD58.9bn. China and the Netherlands were ranked second and third valued at USD15.1bn and USD13.4bn respectively.

TOP 10 SOURCE MARKETS FOR POLAND'S IMPORTS, 2016			
RANK	COUNTRY	VALUE 2016 (USDbn)	% GROWTH 2012-2016
1	Germany	58.9	-0.17%
2	China	15.1	6.79%
3	Netherlands	13.4	3.50%
4	Italy	12.4	-0.46%
5	Czech Republic	9.2	-1.90%
6	Russian Federation	9.1	-14.27%
7	France	9.1	-0.19%
8	Belgium	8.0	1.38%
9	Slovakia	5.9	1.00%
10	United Kingdom	5.7	-2.32%
60	South Africa	0.1	-14.15%
<b>TOTAL EXPORTS</b>		<b>204.9</b>	<b>-1.10%</b>

Source: TradeMap, 2017



Parts and accessories for tractors, motor vehicles was the leading export product from Poland valued at USD11.2bn. Motor cars and other motor vehicles and seats, whether or not convertible into beds ranked second and third valued at USD7.6bn and USD5.5bn respectively. The fastest growing export products between 2012 and 2016 were telephone sets (12%) and automatic data-processing machines (5.3%).

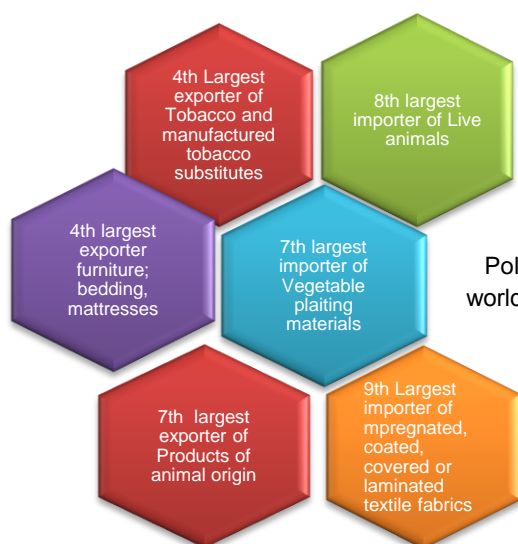
Motor vehicles and motor cars and other motor vehicles were also the leading imported product in Poland, valued at USD7.2bn, followed by crude petroleum oils and parts and accessories for tractors, were ranked second and third at USD7.1bn and USD6.7bn respectively.

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TOP 10 PRODUCTS EXPORTED BY POLAND 2016				TOP 10 PRODUCTS IMPORTED BY POLAND, 2016			
RANK	PRODUCT	VALUE 2016 (USDbn)	% GROWTH 2012-2016	RANK	PRODUCT	VALUE 2016 (USDbn)	% GROWTH 2012-2016
1	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	11.2	4.76%	1	Motor cars and other motor vehicles principally designed for the transport of persons	7.2	34.19%
2	Motor cars and other motor vehicles principally designed for the transport of persons	7.6	-3.18%	2	Petroleum oils and oils obtained from bituminous minerals, crude	7.1	-27.69%
3	Seats, whether or not convertible into beds, and parts thereof, n.e.s. (excluding medical, ...)	5.5	2.62%	3	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	6.7	13.30%
4	Furniture and parts thereof, n.e.s. (excluding seats and medical, surgical, dental or veterinary)	4.0	3.73%	4	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	4.0	2.44%
5	Monitors and projectors, not incorporating television reception apparatus; reception apparatus	4.0	-7.80%	5	Telephone sets, incl. telephones for cellular networks or for other wireless networks	3.7	0.26%
6	Automatic data-processing machines and units thereof; magnetic or optical readers, machines	3.8	5.25%	6	Automatic data-processing machines and units thereof; magnetic or optical readers	3.3	-7.17%
7	Telephone sets, incl. telephones for cellular networks or for other wireless networks; other ...	2.6	38.17%	7	Electronic integrated circuits; parts thereof	2.4	14.49%
8	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	2.6	-1.30%	8	Parts suitable for use solely or principally with transmission	2.4	-6.24%

TOP 10 PRODUCTS EXPORTED BY POLAND 2016				TOP 10 PRODUCTS IMPORTED BY POLAND, 2016			
RANK	PRODUCT	VALUE 2016 (USDbn)	% GROWTH 2012-2016	RANK	PRODUCT	VALUE 2016 (USDbn)	% GROWTH 2012-2016
9	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	2.4	4.58%	9	Petroleum oils and oils obtained from bituminous minerals (excluding crude)	2.3	24.48%
10	Petroleum oils and oils obtained from bituminous minerals (excluding crude)	2.2	-6.98%	10	Commodities not elsewhere specified	2.2	-19.27%
<b>TOTAL EXPORTS</b>		<b>196.5</b>	<b>1.18%</b>	<b>TOTAL IMPORTS</b>		<b>188.5</b>	<b>-0.62%</b>

Source: TradeMap, 2017



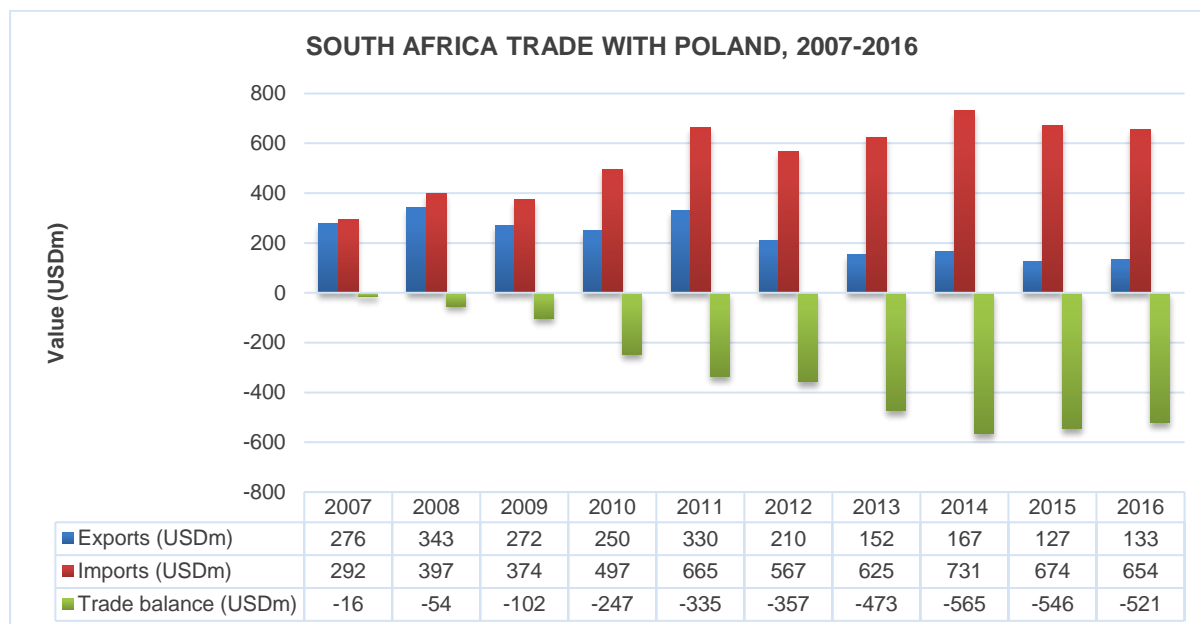
Poland's imports represent 1.2% of world imports and is the world 24<sup>th</sup> largest importer.

Poland's exports represent 1.2% of world exports and is the world's 23<sup>rd</sup> largest exporter.

Source: TradeMap, 2017

### 3.3 Trade with South Africa

Trade between South Africa and Poland has significantly increased from 2007 to 2016. South Africa exported goods to the value of USD133m in 2016 while imported goods were valued at USD654bn. South Africa has maintained a trade deficit with Poland, with imports exceeding exports over the period 2007 to 2016.



Source: Quantec, 2017

The leading export product to Poland from South Africa in 2016, was flat-rolled products of stainless steel valued at USD17m, followed by seats (USD12m). The leading import product into South Africa from Poland was parts and accessories of motor vehicles valued at USD43m, followed by original equipment components (USD42m).

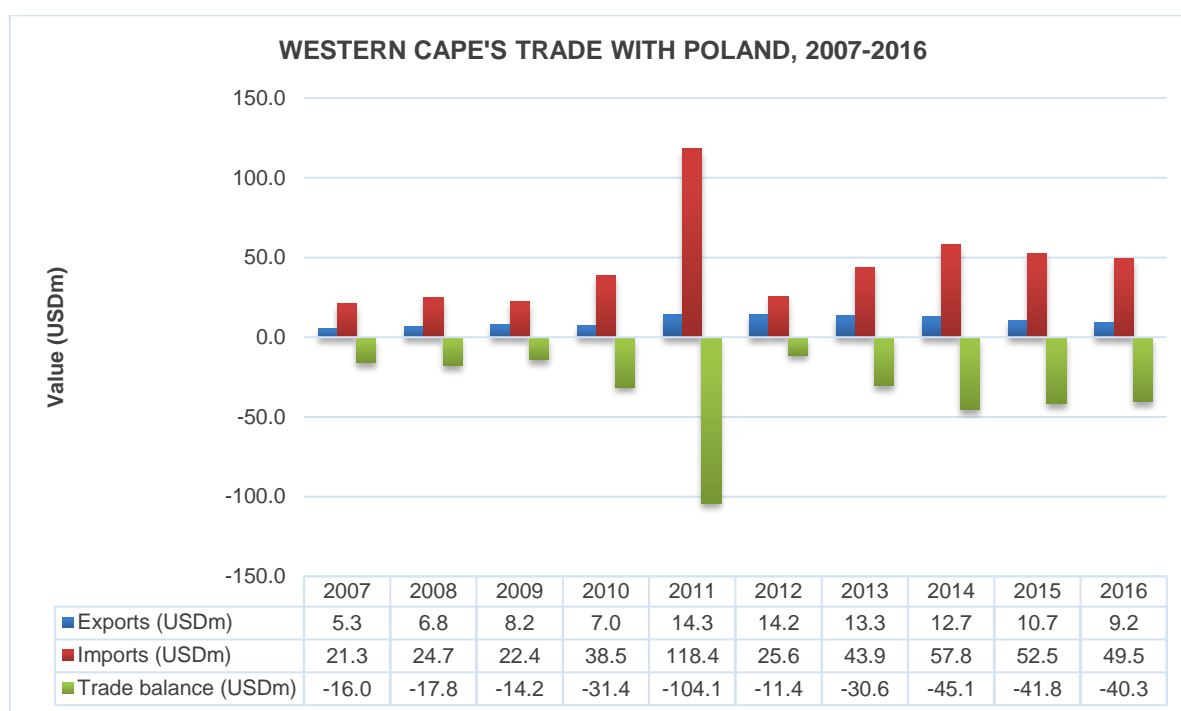
SOUTH AFRICA'S EXPORTS TO POLAND, 2016				SOUTH AFRICA'S IMPORTS FROM POLAND, 2016			
RANK	PRODUCT	VALUE 2016 (USDm)	% GROWTH 2012-2016 (USD)	RANK	PRODUCT	VALUE 2016 (USDm)	% GROWTH 2012-2016 (USD)
1	Flat-rolled products of stainless steel	17.05	35.34%	1	Parts and accessories of the motor vehicles	43.26	13.82%
2	Seats, whether or not convertible into beds	11.55	54.42%	2	Original equipment components	42.28	23.69%
3	Granite, porphyry, basalt, sandstone and other monumental or building stone	11.22	9.10%	3	Automatic data processing machines parts and accessories	40.16	-12.70%
4	Aluminium plates, sheets and strip	10.52	14.46%	4	Steam turbines and other vapour turbines	33.96	224.69%
5	Leather further prepared after tanning or crusting	9.86	150718.49%	5	Sanitary towels (pads) and tampons, napkins	29.18	-
6	Motor vehicles for the transport of goods	9.19	-2.69%	6	Wheat and meslin	23.57	-
7	Other articles of leather or of composition leather	7.36	34.85%	7	Motor cars and other motor vehicles principally designed for the transport of persons	22.56	-1.66%
8	Manganese ores and concentrates	6.47	-	8	Automatic data processing machines and units thereof; magnetic or optical readers	20.22	17.39%
9	Coin	4.11	-	9	Beauty or make-up preparations and preparations for the care of the skin	18.03	3.78%

10	Other clays, andalusite, kyanite and sillimanite	3.61	33.90%	10	Motor vehicles for the transport of goods	15.24	-1.45%
<b>TOTAL EXPORTS</b>		<b>132.73</b>	<b>-14.75%</b>	<b>TOTAL IMPORTS</b>		<b>653.93</b>	<b>0.33%</b>

Source: Quantec, 2017

### 3.4 Western Cape Trade with Poland

The Western Cape exported goods to the value of USD9.2m in 2016 while imported goods were valued at USD49.5m. The Western Cape has maintained a trade deficit with Poland, with imports exceeding exports over the period 2007 to 2016.



Source: Quantec, 2017

The leading export product to Poland from the Western Cape was beauty or make-up preparations valued at USD1.5m, followed by locust beans and seaweeds (USD1.3m). The fastest growing export products were beauty or make-up preparations (299%) followed by other articles of plastics and articles (85%).

Poland has an appetite for Western Cape's agriculture, forestry and fishing sector (28%), followed by the food and beverage sector (24%) and the mining and quarry sector (13%).

The leading import product into the Western Cape from Poland was coke and semi-coke of coal valued at USD13m, followed by milk and cream (USD4.1m).

WESTERN CAPE'S EXPORTS TO POLAND, 2016				WESTERN CAPE'S IMPORTS FROM POLAND, 2016			
RANK	PRODUCT	VALUE 2016 (USD)	% GROWTH 2012-2016 (USD)	RANK	PRODUCT	VALUE 2016 (USD)	% GROWTH 2012-2016 (USD)
1	Beauty or make-up preparations and preparations for the care of the skin	1 455 628	298.55%	1	Coke and semi-coke of coal, of lignite or of peat	12 867 588	-
2	Locust beans, seaweeds and other algae, sugar beet and sugar cane	1 286 497	34.75%	2	Milk and cream	4 091 922	-
3	Wine of fresh grapes	1 086 251	-12.73%	3	Motor vehicle parts	2 798 871	13.56%
4	Other articles of plastics and articles of other materials	899 079	85.12%	4	Electric sound or visual signalling apparatus	1 971 746	35958.77%

WESTERN CAPE'S EXPORTS TO POLAND, 2016				WESTERN CAPE'S IMPORTS FROM POLAND, 2016			
RANK	PRODUCT	VALUE 2016 (USD)	% GROWTH 2012-2016 (USD)	RANK	PRODUCT	VALUE 2016 (USD)	% GROWTH 2012-2016 (USD)
5	Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products	823 184	-3.84%	5	Fruit juices (including grape must) and vegetable juices	1 895 599	79.63%
6	Measuring or checking instruments, appliances and machines	545 763	-	6	Refrigerators, freezers and other refrigerating or freezing equipment	1 632 469	70.51%
7	Citrus fruit, fresh or dried.	356 621	-	7	Medical, surgical, dental or veterinary furniture	1 475 613	-
8	Granite, porphyry, basalt, sandstone and other monumental or building stone	328 450	-	8	Meat and edible offal	1 242 434	-
9	Glass fibres (including glass wool)	318 949	4.27%	9	Bread, pastry, cakes, biscuits and other bakers' wares	1 241 919	38.73%
10	Machinery for working rubber or plastics	259 586	-	10	Cartons, boxes, cases, bags and other packing containers	924 413	1128.56%
<b>TOTAL EXPORTS</b>		<b>9 176 528</b>	<b>-8.27%</b>	<b>TOTAL IMPORTS</b>		<b>49 507 506</b>	<b>2.03%</b>

Source: Quantec, 2017

### 3.5 Tariffs

Tariffs imposed on Poland's imports from South Africa for 2016 are listed below.

TARIFFS IMPOSED ON SOUTH AFRICAN IMPORTS BY POLAND, 2016					
HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)
H01: Live animals	11	H33: Essential oils, perfumes, cosmetics, toiletries	0	H65: Headgear and parts thereof	0
H02: Meat and edible meat offal	15	H34: Soaps, lubricants, waxes, candles, modelling pastes	0	H66: Umbrellas, walking-sticks, seat-sticks, whips	0
H03: Fish, crustaceans, molluscs, aquatic invertebrates	0	H35: Albuminoids, modified starches, glues, enzymes	1	H67: Bird skin, feathers, artificial flowers, human hair	0
H04: Dairy products, eggs, honey, edible animal product	5	H36: Explosives, pyrotechnics, matches, pyrophorics	0	H68: Stone, plaster, cement, asbestos, mica, articles	0
H05: Products of animal origin	0	H37: Photographic or cinematographic goods	0	H69: Ceramic products	0
H06: Live trees, plants, bulbs, roots, cut flowers	1	H38: Miscellaneous chemical products	0	H70: Glass and glassware	0
H07: Edible vegetables and certain roots and tubers	4	H39: Plastics and articles thereof	0	H71: Pearls, precious stones, metals, coin	0
H08: Edible fruit, nuts, peel of citrus fruit, melons	2	H40: Rubber and articles thereof	0	H72: Iron and steel	0
H09: Coffee, tea, mate and spices	0	H41: Raw hides and skins (other than furskins) and leather	0	H73: Articles of iron or steel	0
H10: Cereals	2	H42: Articles of leather, animal gut, harness, travel goods	0	H74: Copper and articles thereof	0
H11: Milling products, malt, starches, inulin, wheat gluten	10	H43: Furskins and artificial fur, manufactures thereof	0	H75: Nickel and articles thereof	0
H12: Oil seed, oleagic fruits, grain, seed, fruit,	0	H44: Wood and articles of wood, wood charcoal	0	H76: Aluminium and articles thereof	2
H13: Lac, gums, resins, vegetable saps and extracts	1	H45: Cork and articles of cork	0	H78: Lead and articles thereof	0
H14: Vegetable plaiting materials, vegetable products	0	H46: Manufactures of plaiting material, basketwork, etc.	0	H79: Zinc and articles thereof	0
H15: Animal, vegetable fats and oils, cleavage products,	0	H47: Pulp of wood, fibrous cellulosic material, waste	0	H80: Tin and articles thereof	0
H16: Meat, fish and seafood food preparations	4	H48: Paper & paperboard, articles of pulp, paper and board	0	H81: Other base metals, cermets, articles thereof	0
H17: Sugars and sugar confectionery	28	H49: Printed books, newspapers, pictures	0	H82: Tools, implements, cutlery, of base metal	0
H18: Cocoa and cocoa preparations	0	H50: Silk	0	H83: Miscellaneous articles of base metal	0
H19: Cereal, flour, starch, milk preparations and products	12	H51: Wool, animal hair, horsehair yarn and fabric thereof	0	H84: Nuclear reactors, boilers, machinery	0
H20: Vegetable, fruit, nut food preparations	6	H52: Cotton	0	H85: Electrical, electronic equipment	0

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TARIFFS IMPOSED ON SOUTH AFRICAN IMPORTS BY POLAND, 2016					
HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)
H21: Miscellaneous edible preparations	4	H53: Vegetable textile fibres paper yarn, woven fabric	0	H86: Railway, tramway locomotives, rolling stock, equipment	0
H22: Beverages, spirits and vinegar	2	H54: Manmade filaments	0	H87: Vehicles other than railway, tramway	0
H23: Residues, wastes of food industry, animal fodder	0	H55: Manmade staple fibres	0	H88: Aircraft, spacecraft, and parts thereof	0
H24: Tobacco and manufactured tobacco substitutes	0	H56: Wadding, felt, nonwovens, yarns, twine, cordage	0	H89: Ships, boats and other floating structures	0
H25: Salt, sulphur, earth, stone, plaster, lime and cement	0	H57: Carpets and other textile floor coverings	0	H90: Optical, photo, technical, medical apparatus	0
H26: Ores, slag and ash	0	H58: Special woven or tufted fabric, lace, tapestry	0	H91: Clocks and watches and parts thereof	0
H27: Mineral fuels, oils, distillation products,	0	H59: Impregnated, coated or laminated textile fabric	0	H92: Musical instruments, parts and accessories	0
H28: Inorganic chemicals, precious metal compound, isotopes	0	H60: Knitted or crocheted fabric	0	H93: Arms and ammunition, parts and accessories thereof	0
H29: Organic chemicals	0	H61: Articles of apparel, accessories, knit or crochet	0	H94: Furniture, lighting, signs, prefabricated buildings	0
H30: Pharmaceutical products	0	H62: Articles of apparel, accessories, not knit or crochet	0	H95: Toys, games, sports requisites	0
H31: Fertilizers	0	H63: Other made textile articles, sets, worn clothing	0	H96: Miscellaneous manufactured articles	0
H32: Tanning, dyeing extracts, tannins, derivatives, pigments	0	H64: Footwear, gaiters and the like, parts thereof	0	H97: Works of art, collectors pieces and antiques	0

Source: Market Access Map, 2017

NOTE: Exporters should not take the HS2 tariff as conclusive and as the actual tariff that will be applied to the exported product. The tariffs indicated above are *average* tariffs and for products within the category it may be higher or lower than indicated. Where the tariff is zero it can be assumed that there is zero tariff applicable to all products within that HS code. Tariffs are determined according to the importing country's national tariff line from the HS6 level and upwards. Exporters are advised to visit [www.macmap.org](http://www.macmap.org) to determine the exact tariff applicable to the product at HS6.

### 3.6 Trade Agreements

In 1991, Poland became a member of the Visegrád Group and joined the North Atlantic Treaty Organization (NATO) alliance in 1999 along with the Czech Republic, Slovakia and Hungary. Poles then voted to join the European Union in a referendum in June 2003, with Poland becoming a full member on 1 May 2004.

The EU and South Africa signed a Trade, Development and Co-operation Agreement (TDCA) in October 1999. It aims to encourage the expansion and liberalisation of trade, and increased co-operation. Under TDCA, the EU provides duty-free access for about 99% of South African industrial products and around 75% of its agricultural products. The Agreement also contains provisions on services, government procurement, intellectual property and competition policies.

South Africa also signed an Economic Partnership Agreement with the European Union in 2014 together with other SACU member states as well as Mozambique and Angola. The benefits included improved market access for 32 agricultural products, with a significant improvement in access to the EU market for wine (110-million litres duty-free), sugar (150,000 tons duty-free) and ethanol (80,000 tons duty-free). There was also improved access to EU markets for South African exports of flowers, dairy, and fruit products. Geographic indicator status has also been given to rooibos, honey bush, Karoo lamb and certain wines.

### 3.7 Regulations Markings and Standards

#### Import Requirements and Documentation

The TARIC (Tarif Intégré de la Communauté), described above, is available to help determine if a license is required for a particular product. Moreover, the European Commission maintains an export helpdesk with information on import restrictions of various products.

[http://www.exporthelp.europa.eu/thdapp/display.htm?page=rt%2Frt\\_ImportRestrictions.html&docType=main&language=en](http://www.exporthelp.europa.eu/thdapp/display.htm?page=rt%2Frt_ImportRestrictions.html&docType=main&language=en)



### *The Single Administrative Document*

The official model for written declarations to customs is the Single Administrative Document (SAD). The SAD describes goods and their movement around the world and is essential for trade outside the EU, or of non-EU goods. Goods brought into the EU customs territory are, from the time of their entry, subject to customs supervision until customs formalities are completed. Goods are covered by a Summary Declaration which is filed once the items have been presented to customs officials. The customs authorities may, however, allow a period for filing the Declaration which cannot be extended beyond the first working day following the day on which the goods are presented to customs.

### **Labelling**

**CE MARKING:** This is probably the most widely used and recognized marking required by the EU. Found in all “New Approach” legislation with a few exceptions, the CE marking demonstrates that a product meets all essential requirements (typically related to safety, health, energy efficiency and/or environmental concerns).

**Mandatory Marks & Labels:**Textiles, Cosmetics, Dangerous Substances, Explosive Atmosphere, Electrical & Electronic, Equipment, Household Appliances, Pricing, Footwear, Units of Measurement, Automotive, Tire labeling, Maritime, Materials in, Contact with Food, Noise Emissions, Wood packaging, Energy Efficiency, Recycling - Separate Collection.

## **3.8 Port-to-Port Rates**

The Port of Gdańsk is the largest Polish port. It is divided into two major parts: the first part is the InternalPort, the second – the NorthPort. Visitors to Gdańsk arrive at the modern terminal and the connection with the city centre of Gdańsk is established by a comprehensive network of public bus lines. The Port of Gdynia is easily accessible from the sea as well as from the city owing to favourable transport connections. Similar to the Port of Gdańsk, the Port of Gdynia is open for commuter ships as well. The Port of Szczecin has been, for some time now, in close cooperation with the Port of Świnoujście. There has been an extensive communication link created between these two cities, which is very convenient for tourists.

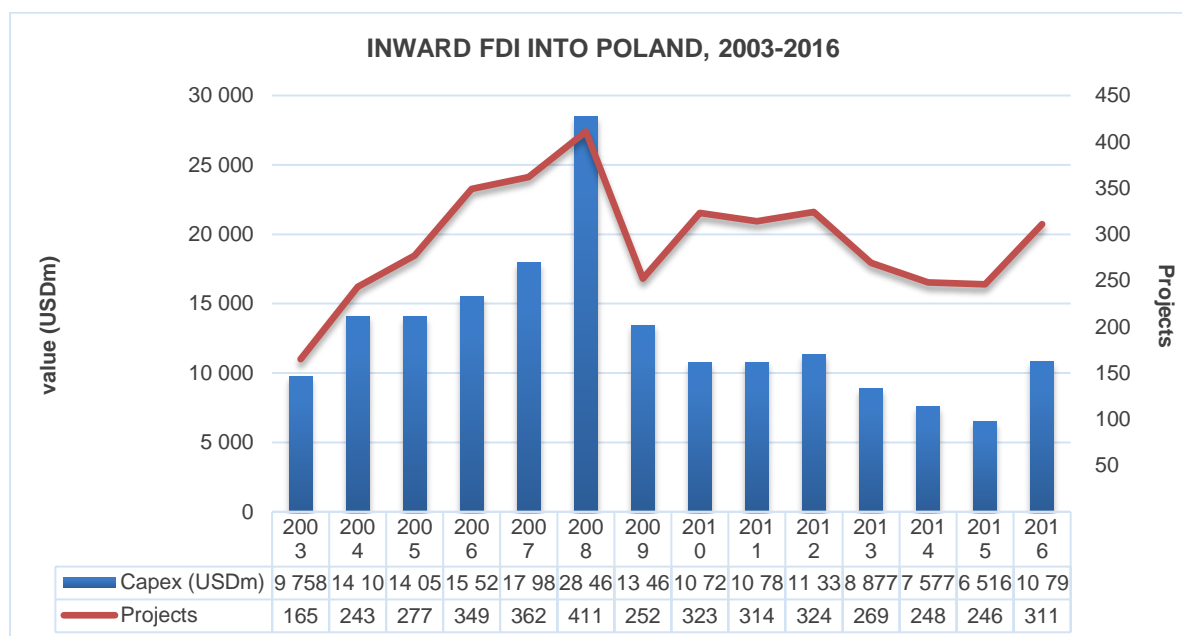
<b>TRANSIT TIME FROM CAPE TOWN TERMINAL TO PORTS IN POLAND, 2016</b>		
<b>TERMINAL</b>	<b>DISTANCE</b>	<b>TIME AT SEA</b>
Gdansk	6765.91 mi (12530.47 km)	20 days
Gdynia	6763.09 mi (12525.24 km)	20 days (14 knots)
Swinoujscie	6618.32 mi (12257.13 km)	20 days
Szczecin	6655.62 mi (12326.20 km)	20 days
Darlowo	6666.94 mi (12347.17 km)	20 days
Elblag	6773.30 mi (12544.15 km)	20 days
Kolobrzeg	6636.96 mi (12291.64 km)	20 days
Police	6643.13 mi (12303.07 km)	20 days
Ustka	6679.07 mi (12369.63 km)	20 days
Wladyslawowo	6732.38 mi (12468.37 km)	20 days

Source: SeaRates, 2017

## 4. Investment

### 4.1 Global Investment into Poland

Between January 2003 and December 2016 a total of 4,094 FDI projects were recorded into Poland. These projects represent a total capital investment of USD179.97bn which is an average investment of USD44.00m per project. During the period, a total of 941,449 jobs were created.



Source: FDI Intelligence, 2016

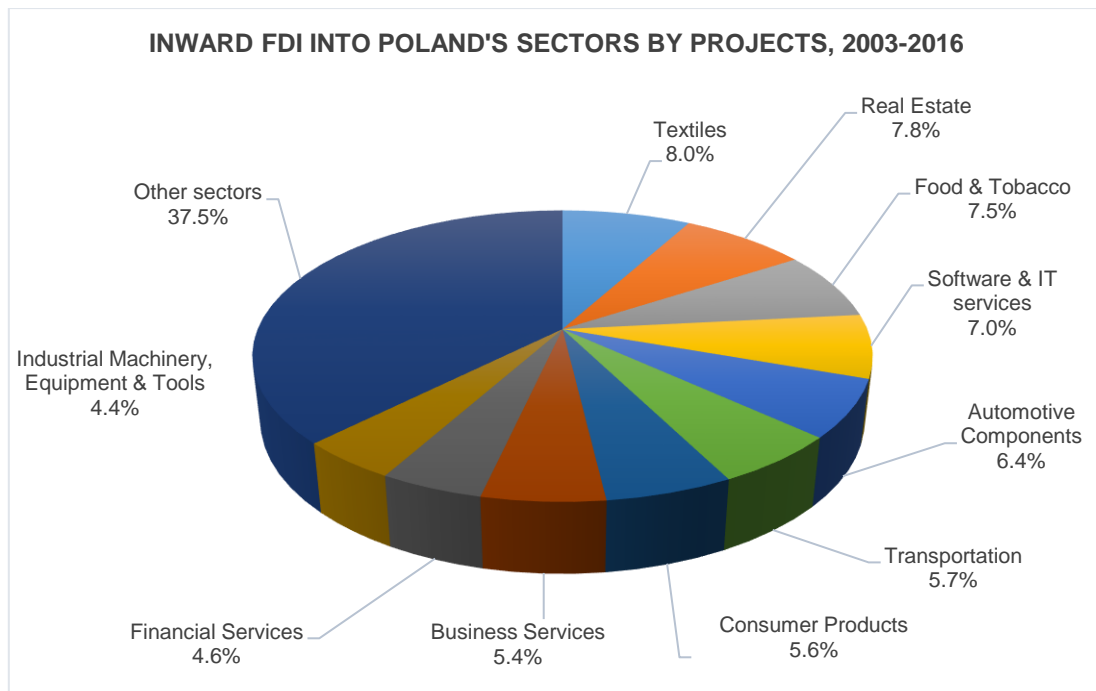
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The United States was the largest source market for inward FDI into Poland in terms of projects, with 682 investment projects, accounting for 17%. Germany and the United Kingdom are ranked second and third accounting for 16.5% and 8.7% respectively.

TOP SOURCE MARKETS FOR FDI INTO POLAND, 2003 - 2016							
RANK	COUNTRY	PROJECTS	% PROJECTS	CAPEX (ZARm)	% CAPEX	COMPANIES	% COMPANIES
1	United States	682	16.66%	27 523.6	15.29%	422	16.65%
2	Germany	674	16.46%	21 884.4	12.16%	425	16.77%
3	UK	355	8.67%	14 380.1	7.99%	232	9.15%
4	France	328	8.01%	19 357.1	10.76%	168	6.63%
5	Sweden	249	6.08%	13 337.3	7.41%	111	4.38%
6	Spain	200	4.89%	6 372.2	3.54%	120	4.73%
7	Netherlands	181	4.42%	10 745.3	5.97%	104	4.10%
8	Japan	139	3.40%	5 954.1	3.31%	110	4.34%
9	Denmark	130	3.18%	5 631.7	3.13%	78	3.08%
10	Italy	126	3.08%	4 860.3	2.70%	100	3.94%
<b>Total</b>		<b>4 094</b>	<b>100%</b>	<b>179 972.3</b>	<b>100%</b>	<b>2 535</b>	<b>100%</b>

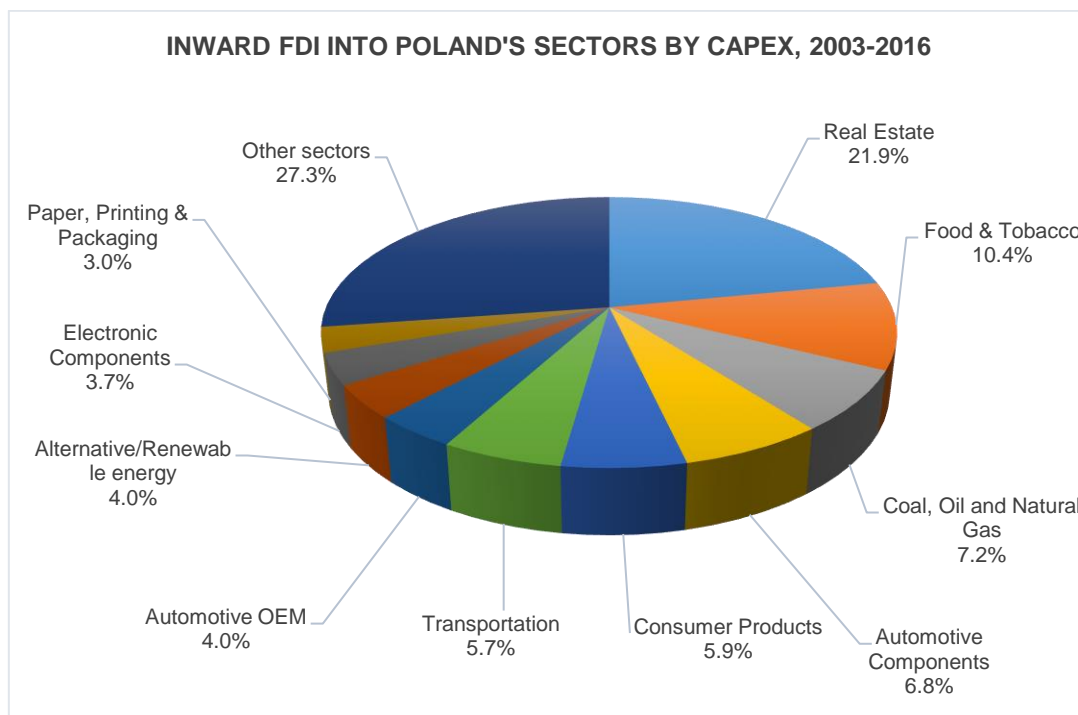
Source: FDI Intelligence, 2017

The figures below show global inward FDI into Poland by sector, for the period January 2003 to December 2016 by number of projects. The textiles sector received the largest FDI accounting for 8% followed by the real estate sector accounting for 7.8%.



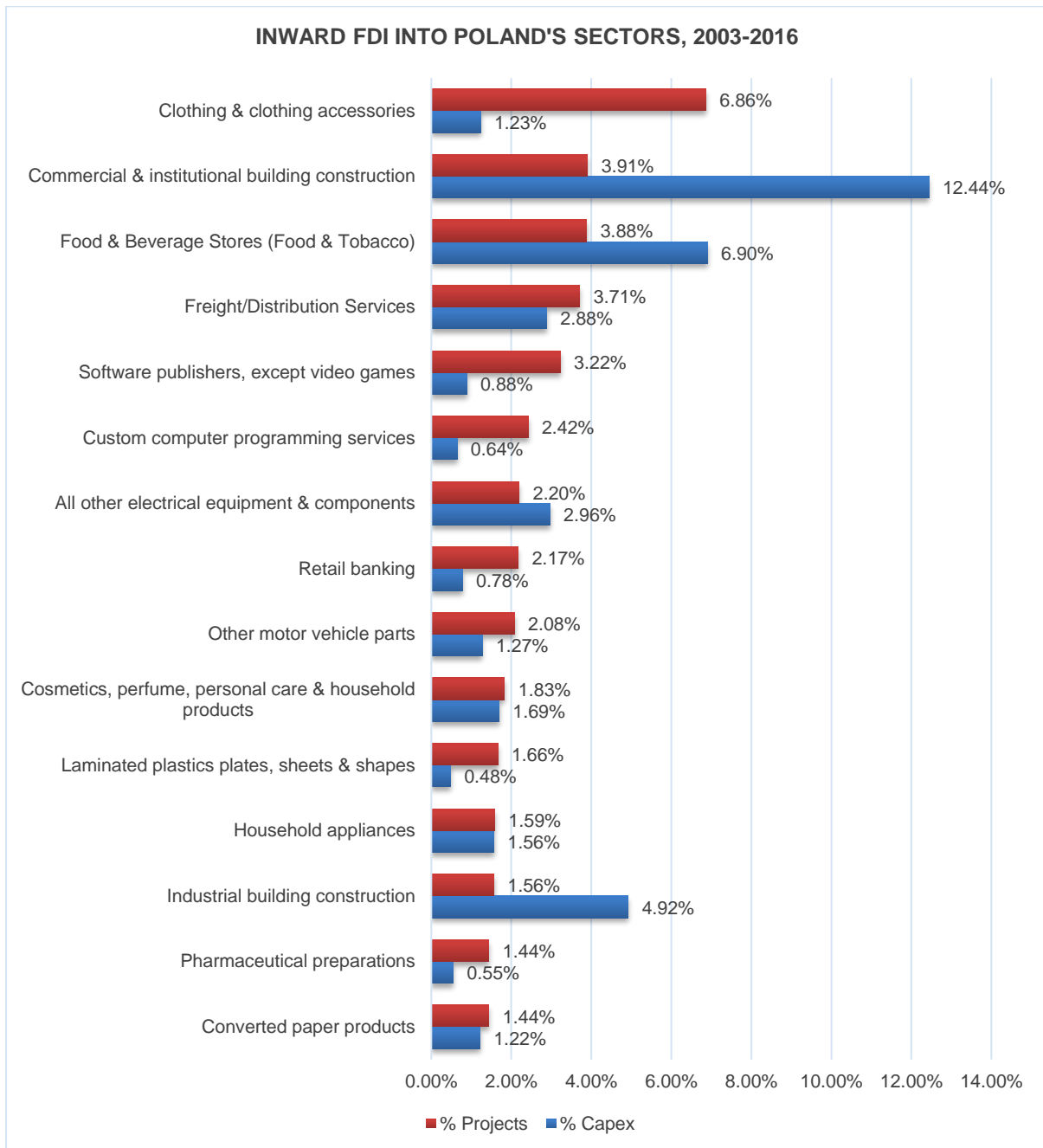
Source: FDI Intelligence, 2017

The figures below show global inward FDI into Poland by sector, for the period January 2003 to December 2016 by Capex. The real estate sector received the largest FDI accounting for 22% followed by the food and tobacco sector accounting for 10%.



Source: FDI Intelligence, 2017

Poland's clothing sub-sector received the largest share of FDI in terms of projects accounting for 7% between January 2003 and December 2016, followed by commercial and food and beverage stores 3.91% and 3.88% respectively.



Source: FDI Intelligence, 2017

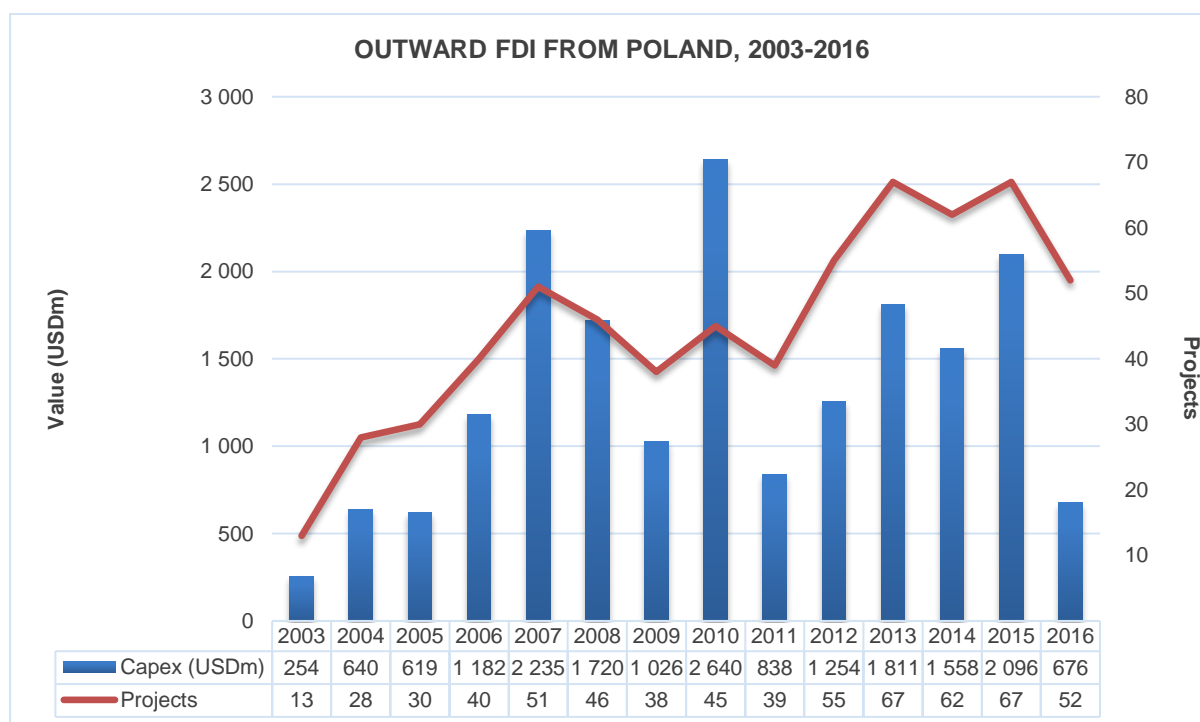
The table below shows the top 10 companies investing into Poland for the period 2003 to 2016.

TOP 10 COMPANIES FOR INWARD FDI INTO POLAND, 2003 - 2016			
COMPANIES	COUNTRY	PROJECTS	CAPEX (USDm)
Hennes & Mauritz (H&M)	Sweden	35	268.0
Rossmann	Germany	20	1 042.1
Carrefour Polska	France	19	1 591.4
IKEA	Sweden	19	1 281.7
ProLogis	United States	18	2 132.3
Goodman Group	Australia	17	2 358.0
IBM	United States	17	457.7
Biedronka	Portugal	16	1 232.0
Tesco	United Kingdom	16	796.4
Jeronimo Martins (JM)	Portugal	15	751.5
<b>Total</b>		<b>4 094</b>	<b>179 972.3</b>

Source: FDI Intelligence, 2017

## 4.2 Global Investment from Poland

Between January 2003 and December 2016 a total of 633 FDI projects were recorded from Poland. These projects represent a total capital investment of USD18.55bn which is an average investment of USD29.30m per project. During the period, a total of 71,888 jobs were created.



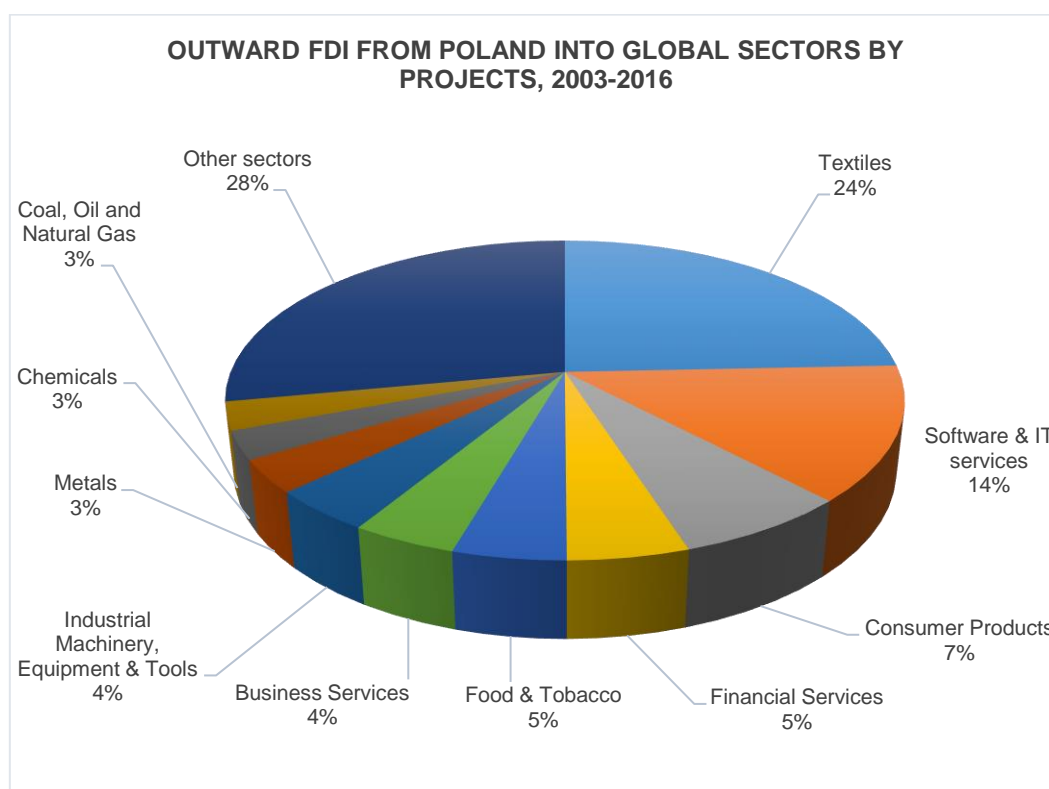
Source: FDI Intelligence, 2017

Germany was the largest destination market in terms of projects for FDI from Poland, with 100 investment projects, accounting for 16%. Ukraine and Russia were ranked second and third accounting for 12% and 9% respectively.

TOP DESTINATION MARKETS FOR FDI OUT OF POLAND, 2003 - 2016							
RANK	COUNTRY	PROJECTS	% PROJECTS	CAPEX (ZARm)	% CAPEX	COMPANIES	% COMPANIES
1	Germany	100	15.80%	679.9	3.67%	83	28.92%
2	Ukraine	75	11.85%	2 043.9	11.02%	39	13.59%
3	Russia	55	8.69%	3 010.0	16.23%	40	13.94%
4	Romania	41	6.48%	1 512.7	8.16%	31	10.80%
5	Czech Republic	35	5.53%	549.0	2.96%	28	9.76%
6	United States	28	4.42%	718.8	3.88%	21	7.32%
7	UK	26	4.11%	212.9	1.15%	24	8.36%
8	France	20	3.16%	633.9	3.42%	14	4.88%
9	Slovakia	20	3.16%	324.1	1.75%	16	5.57%
10	Croatia	19	3.00%	167.7	0.90%	10	3.48%
<b>Total</b>		<b>633</b>	<b>100%</b>	<b>18 547.8</b>	<b>100%</b>	<b>287</b>	<b>100%</b>

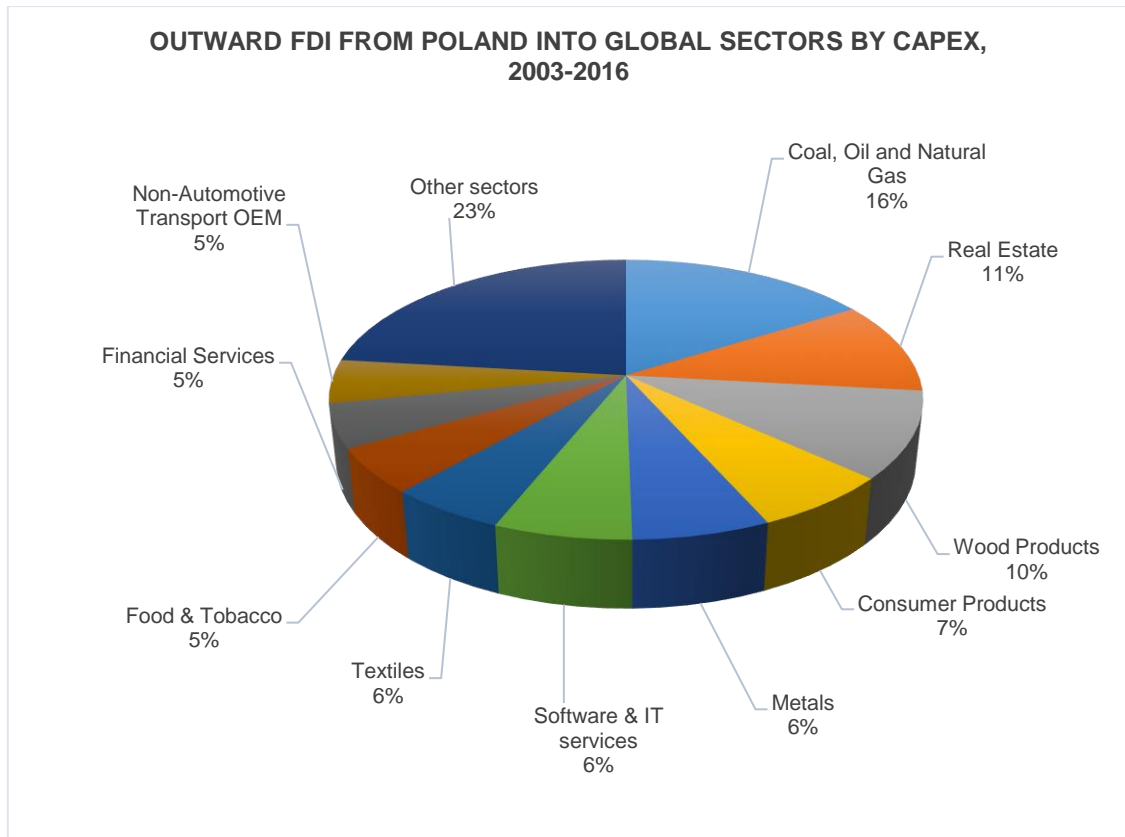
Source: FDI Intelligence, 2017

Textiles was the largest FDI from Poland by projects accounting for 24%. This was followed by the software and IT services and consumer products sector at 14% and 7% respectively.



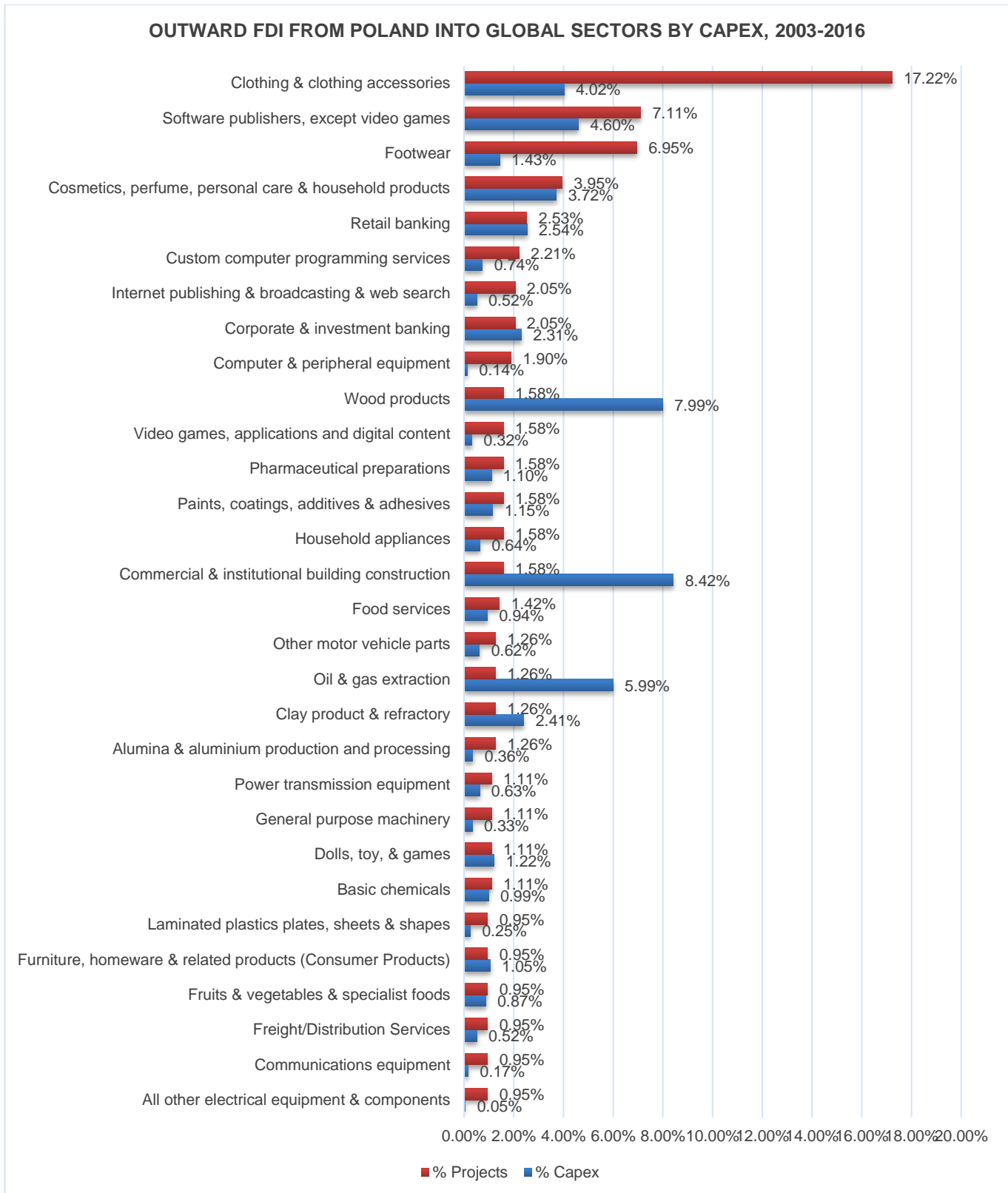
Source: FDI Intelligence, 2017

In terms of capex coal, oil and natural gas received the largest FDI at 16%, followed by real estate at 11% and wood products at 10%.



Source: FDI Intelligence, 2017

In terms of sub-sectors by capex, the clothing sector received the largest FDI from Poland at 17%, followed by software publishers and footwear accounting for 7.1% and 7% respectively.



Source: FDI Intelligence, 2017



The table below shows the top 10 companies from Poland investing into the global sectors for the period 2003 to 2016.

TOP 10 COMPANIES FOR OUTWARD FDI FROM POLAND, 2003 - 2016			
COMPANIES	SECTOR	PROJECTS	CAPEX (ZARm)
Reserved	Textiles	34	228.7
CCC	Textiles	32	210.3
ComArch	Software and It services	25	682.0
Kredobank	Financial Services	12	403.2
LPP	Textiles	11	70.6
ABC Data	Business Machines & Equipment	10	22.8
Cropp	Textiles	10	58.0
Inglot	Consumer Products	10	295.7
Mohito	Textiles	10	55.0
House	Textiles	9	52.2
<b>Total</b>		<b>633</b>	<b>18 547.8</b>

Source: FDI Intelligence, 2017

### 4.3 Investment Relations between South Africa and Poland

Between January 2003 and December 2016 a total of 9 FDI projects were recorded from South Africa to Poland. These projects represent a total capital investment of USD1.09bn which is an average investment of USD121.20m per project. During the period, a total of 4,042 jobs were created.

Between January 2003 and December 2016 a total of 2 FDI projects were recorded from the Western Cape into Poland. These projects represent a total capital investment of USD7.30m which is an average investment of USD3.60m per project. During the period, a total of 167 jobs were created. A description of the investments is provided below.

In February 2013 - Pepco Poland invested in Poland in the textiles sector in a retail project. Pepco Poland, a discount clothing chain operating as a subsidiary of South Africa-based Pepkor, plans to open more stores in Poland. It will also expand in Slovakia.

In January 2011 - Ad Dynamo invested in Poland in the business services sector in a business services project. South Africa-based Ad Dynamo has announced that it has raised capital through a round of funding which will be utilised to fund the first phase of the company's international expansion programme into key foreign territories, namely: Poland, Egypt, Kenya, UK, Netherlands, Brazil, Colombia and Mexico. The company will introduce its performance advertising product for mobile and web to all markets and its display advertising product to selected markets.

SOUTH AFRICAN FDI INTO POLAND, 2003 - 2016							
DATE	INVESTING COMPANY	SOURCE CITY	SECTOR	SUB -SECTOR	INDUSTRY ACTIVITY	CAPEX (USDm)	JOBS
Dec 2016	Pepco Poland	Johannesburg	Textiles	Clothing & clothing accessories	Retail	5.8	54
Dec 2015	Pepco Poland	Johannesburg	Textiles	Clothing & clothing accessories	Logistics, Distribution & Transportation	30.8	271
Feb 2013	Pepco Poland	Cape Town	Textiles	Clothing & clothing accessories	Retail	5.8	54
Nov 2012	Abra	Johannesburg	Consumer Products	Furniture, homeware & related products (Consumer Products)	Retail	41.3	92
Jan 2011	Ad Dynamo	Cape Town	Business Services	Advertising, PR, & related	Business Services	1.5	113
Dec 2010	Pepco Poland	Johannesburg	Textiles	Clothing & clothing accessories	Logistics, Distribution & Transportation	30.8	271
Sep 2009	Mondi Group	Johannesburg	Paper, Printing & Packaging	Pulp, paper, & paperboard	Manufacturing	360	140
May 2004	Deutsche Africa	Not Specified	Real Estate	Commercial & institutional building construction	Construction	600	3000
Oct 2003	Steinhoff International Holdings	Johannesburg	Wood Products	Furniture, homeware & related products (Wood Products)	Manufacturing	15	47
<b>Total</b>						<b>1 091</b>	<b>4 042</b>

Source: FDI Intelligence, 2017

### Poland's FDI into South Africa

There was one investment from Poland into South Africa made by Inglot in April 2016 into the city of Midrand (Gauteng), in the Consumer Products sector in a Retail project valued at USD36.9m creating 179 jobs. Inglot, a manufacturer of cosmetics, has opened a new store in Midrand, South Africa. It is located in the newly opened Mall of Africa shopping centre.

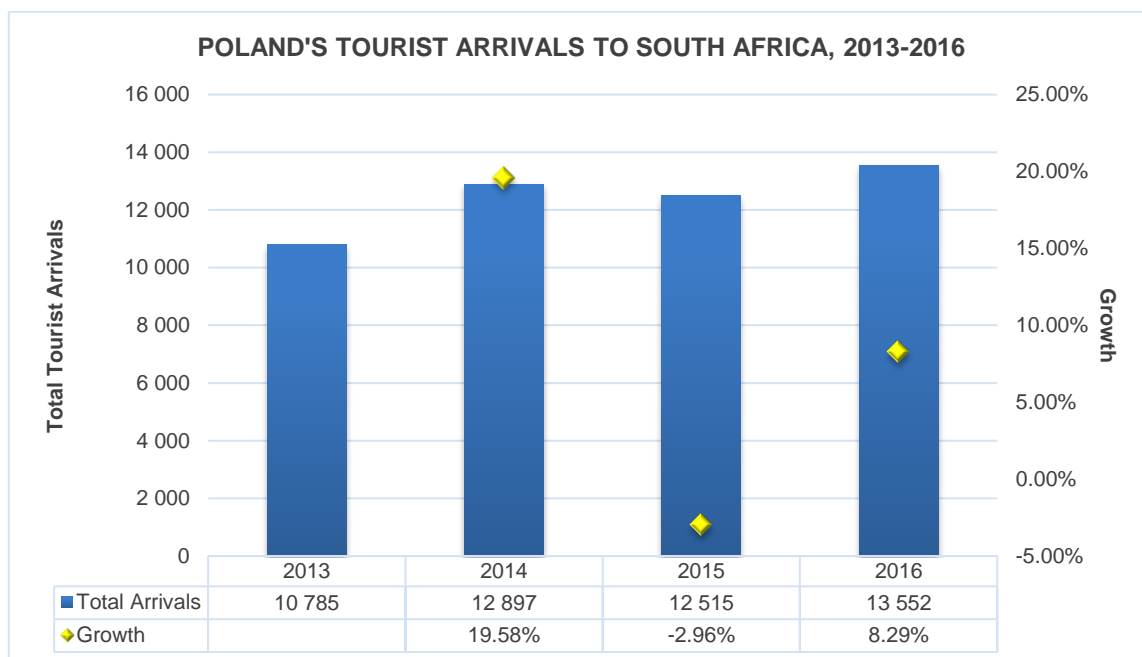
## 5. Tourism

### 5.1 Poland Trends and Travel Patterns

According to Business Monitor International (2016), as a member of the EU, Polish passport holders benefit from visa-free travel throughout the EU, and globally Polish passport holders have visa-free (or visa on arrival) arrangements with 161 countries. As outbound travel becomes more affordable, we expect to see steady growth in tourism departures, increasing from 13.0mn in 2016 to 16.2mn in 2020. Also higher disposable incomes in Commonwealth of Independent States countries could lead to increased outbound tourism demand.

### 5.2 Poland Tourist Arrivals into South Africa

The graph below depicts total tourist arrivals from Poland into South Africa between 2013 and 2016. The number of Polish arrivals into South Africa increased by 8% in 2016 in line with other markets that experienced an improvement in the economic growth of the global economy.



Source: SATourism, 2016

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