Country Brief on Poland

MARKETING DIVISION (ASIA & EUROPE), TDAP

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ECONOMIC OVERVIEW:

GDP (Purchasing power parity)

$765.6 billion (2011 est.)

Inflation rate

4% (2011 est.)

Agriculture products

Potatoes, fruits, vegetables, wheat; poultry, eggs, pork, dairy.

Industries

machine building, iron and steel, coal mining, chemicals, shipbuilding, food processing, glass, beverages, textiles.

Exports

$197.1 billion (2011 est.)

Export commodities

Machinery and transport equipment 37.8%, intermediate manufactured goods 23.7%, miscellaneous manufactured goods 17.1%, food and live animals 7.6%

Export partners

Germany 26.9%, France 7.1%, UK 6.4%, Italy 6.3%, Czech Republic 6.2%, Netherlands 4.3%, Russia 4.1% (2010)

Imports

$217.9 billion (2011 est.)

Import commodities

Machinery and transport equipment, intermediate manufactured goods, chemicals, minerals, fuels, lubricants, and related materials.

Import partners

Germany 29.1%, Russia 8.8%, Netherlands 6%, Italy 5.8%, China 5.6%, France 4.5%, Czech Republic 4.2% (2010)

(Source: CIA Factbook-www.cia.gov)

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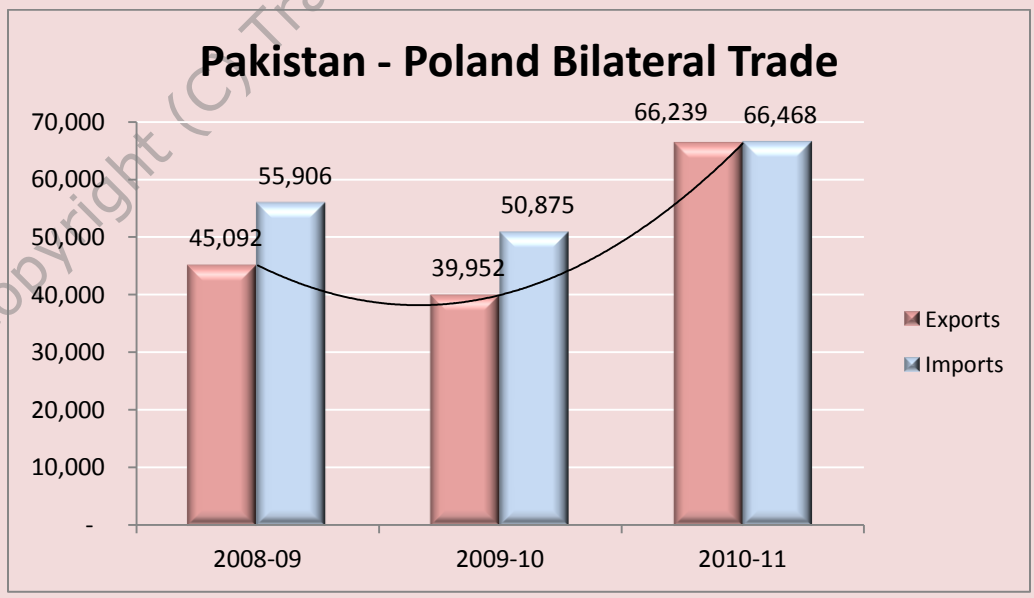
PAKISTAN - POLAND BILATERAL TRADE

The table below illustrates the pattern of trade during last 03 years. The statistical data of bilateral trade reveals that our exports have increased from US$ 45M in 2008-09 to 66.2M in 2010-11 indicating an increase of 46.8%. Our imports from Poland have also increased from US$ 55.9M in 2008-09 to 66.4M in 2010-11 by 18.8% during last three years. As the table shows Pakistan has negative trade balance with Poland. Our major exporting products to Poland are textile articles, surgical, articles of leather, sports goods, rice & other cereals, safety razor blades, manicure or pedicure sets etc. Our major importing products from Poland are iron and steel, dairy products, other product, tools, cutlery, machinery, nuclear reactors, boilers, electrical, electronic equipment, paper & paperboard, essential oils, perfumes, medical apparatus etc. The detailed list of importing and exporting products of Pakistan is annexed at the end of report.

(Value in 'US$ 000)
Source FBS

	2008-09	2009-10	2010-11
Exports	45,092	39,952	66,239
Imports	55,906	50,875	66,468
Balance	(10,814)	(10,923)	(229)



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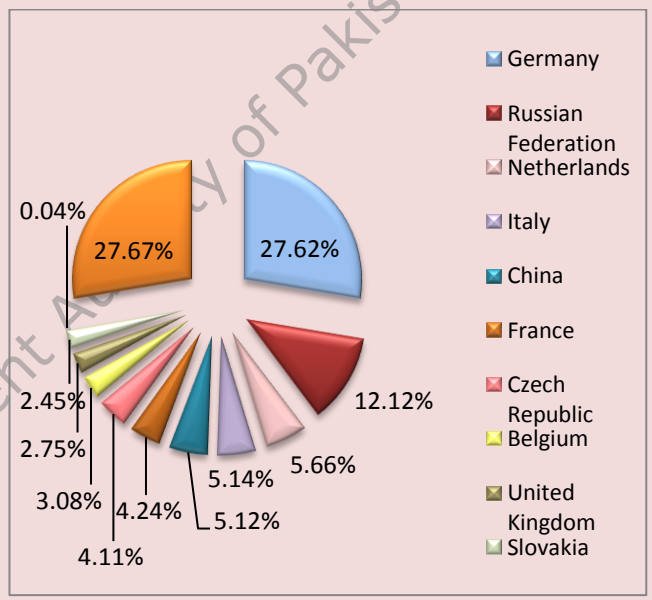
TOP 10 EXPORTERS TO POLAND

Value in 000 $
Source: ITC

S#	Exporters	2011	Share % 2011
	World	**200,590,142**	
1	Germany	55,395,060	27.62%
2	Russia	24,308,963	12.12%
3	Netherlands	11,355,719	5.66%
4	Italy	10,310,659	5.14%
5	China	10,263,025	5.12%
6	France	8,505,154	4.24%
7	Czech Rep	8,243,394	4.11%
8	Belgium	6,187,955	3.08%
9	UK	5,523,785	2.75%
10	Slovakia	4,915,651	2.45%
70	**Pakistan**	**70,659**	**0.04%**
	Others	55,510,118	27.67%



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TOP 20 PRODUCTS IMPORTED BY POLAND

Value in 000 $

Source: ITC

S#	Code	Product label	2009	2010	2011
	TOTAL	**All products**	**149,569,836**	**178,062,901**	**200,590,142**
1	'27	Mineral fuels, oils, distillation products, etc	14,123,126	19,049,129	25,608,306
2	'84	Machinery, nuclear reactors, boilers, etc	20,516,319	22,160,829	23,972,410
3	'85	Electrical, electronic equipment	17,687,105	21,308,719	20,044,892
4	'87	Vehicles other than railway, tramway	12,416,000	14,740,344	16,178,362
5	'39	Plastics and articles thereof	8,176,845	9,996,113	11,515,720
6	'72	Iron and steel	4,996,178	6,628,750	8,150,574
7	'90	Optical, photo, technical, medical, etc apparatus	4,702,997	5,479,391	5,832,687
8	'30	Pharmaceutical products	5,013,531	5,734,501	5,795,124
9	'73	Articles of iron or steel	3,943,579	4,234,656	5,034,776
10	'99	Commodities not elsewhere specified	3,514,708	3,807,471	4,880,678
11	'48	Paper & paperboard, articles of pulp, paper and board	3,583,249	4,128,666	4,549,854
12	'40	Rubber and articles thereof	2,349,092	3,032,125	3,979,645
13	'76	Aluminium and articles thereof	2,130,330	2,872,756	3,559,741
14	'29	Organic chemicals	2,312,672	3,031,786	3,307,044

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S#	Code	Product label	2009	2010	2011
15	'38	Miscellaneous chemical products	2,108,363	2,543,312	3,284,314
16	'89	Ships, boats and other floating structures	2,306,222	2,889,541	2,945,394
17	'94	Furniture, lighting, signs, prefabricated buildings	1,747,654	1,851,975	2,114,413
18	'62	Articles of apparel, accessories, not knit or crochet	1,672,607	1,812,922	2,065,239
19	'61	Articles of apparel, accessories, knit or crochet	1,564,392	1,814,572	1,939,561
20	'33	Essential oils, perfumes, cosmetics, toileteries	1,541,232	1,799,935	1,904,936

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PAKISTAN TOP 20 EXPORTING PRODUCTS TO POLAND

Value in 000 $

Source: FBS

S#	Code	Products	UNIT	QTY	2010-11	QTY	2009-10
		TOTAL			**14,917**		**13,609**
1	63026010	TOWELS OF COTTON MILL-MADE	KG	1,230,072	4,620	864,980	2,326
2	62034200	OTH TROU BIB M/BOY COTT N/KNIT	DOZ	39,378	3,248	27,244	1,885
3	5040000	GUTS,BLADERS,STOMACH OF ANIMAL	KG	103,956	2,840	108,027	1,759
4	39076020	BOTTLE GRADE	KG	1,253,000	2,293	616	1
5	42032910	GLOVES LEATHER FANCY	DOZ	61,999	2,258	43,249	1,220
6	63023110	BED SHEETS OF COTTON MILL-MADE	KG	335,731	1,986	538,316	2,675
7	52094200	COTTON WOV FAB DENIM>200G/SQM	SQM	1,533,742	1,810	85,902	84
8	62046290	OTH TROUSER W/GRL COTT N-KNIT	DOZ	18,684	1,738	290	20
9	63021010	BED SHEETS,KNITTED/CROCHETED	KG	359,524	1,683	516,857	2,089
10	63021090	OTH BED LINEN,KNITTED/CROCH	KG	355,272	1,536	95,621	388
11	52102100	W-FAB COT MIX-MMF WT 200G/SQM	SQM	1,302,821	1,483	519,785	524
12	42032920	GLOVES LEATHER INDUSTRIAL	DOZ	43,163	1,401	12,349	328
13	55134100	WOV FAB POLY STAP FIB PRINTED	SQM	1,450,594	1,378	559,416	574
14	63023990	BED LINEN OTH TEX MAT NOT/KNIT	KG	165,480	1,253	90,967	308
15	55141100	W.FAB POLYS STA FIB<85% UNBLIB	SQM	1,098,462	1,196	173,819	287
16	52095100	COTTON WOV FAB PRINTED>200GSQM	SQM	713,988	1,160	98,484	106
17	55131100	W.FAB SYN STA FIB MX COT 170G	SQM	1,079,026	1,155	350,097	331
18	52082100	WOV FAB COT WT<100G/SQM BLEACH	SQM	1,046,867	1,145	240,361	255
19	52105100	W-FAB COT MIX,MF W200G/SQM PRI	SQM	977,919	1,129	963,231	925
20	42032100	GLOVES/MITTENS LEATHER SPORTS	DOZ	21,829	934	25,211	782

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PAKISTAN TOP 20 IMPORTING PRODUCTS FROM POLAND

Value in 000 $

Source: FBS

S#	Code	Products	UNIT	QTY	2010-11	QTY	2009-10
		TOTAL			**66,468**		**50,875**
1	27040010	COKE OF COAL	MT	72,365	20,599	117,126	28,291
2	89080000	VESSELS&F-STRU FOR BREAKING UP	NO	2	17,478	-	-
3	82121000	RAZORS	GR	317,775	4,204	150,654	2,451
4	72163210	I SEC H-ROL I/NA STL HT>200 MM	MT	5,045	3,823	8,353	5,574
5	4041010	WHEY POWDER	KG	6,246,590	3,312	4,707,100	2,456
6	63090000	WORN CLOTHING&OTH WORN ARTICLE	KG	9,758,214	3,164	5,723,161	1,922
7	48184090	OTH,SANITARY TOWELS&TEMPONES	KG	656,584	2,174	24,732	71
8	74031100	REFIND COPPER,CATHODES&SECTIN	KG	168,000	1,579	-	-
9	33059090	OTH PREPARATION USE ON HAIR	KG	302,381	1,002	50,430	153
10	48041100	KRAFTINER UN COATED UN-BLEACH	KG	1,512,329	971	1,200,994	564
11	48184020	DIAPERS FOR INFANTS AND BABIES	KG	217,058	560	-	-
12	4021000	MILK IN POWDER FAT 1.5%	KG	174,045	555	31,520	106
13	40021900	STYREN BUTADIEN RUBER CARBXYLA	KG	155,945	500	13,040	35
14	40022000	BUTADIENE RUBBER (BR)	KG	187,562	443	72,000	146
15	72044990	OTH WASTE AND SCRAP	MT	1,450	409	554	157
16	30049099	OTH MEDICAMENT CONTA VITAMINS	KG	13,284	352	2,904	84
17	30043100	MEDICAMENT INSULIN NOT ANTIBTC	KG	10,275	219	2,000	47
18	48010000	NEWSPRINT,IN ROLLS OR SHEETS	KG	312,237	198	222,924	112
19	85362010	AUTO CIRCUIT BREAKER>10AMP	NO	35,520	194	44,631	304
20	84679900	OTH PART TOOL WOR IN THE HAND	KG	7,402	179	-	-

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POTENTIAL SECTOR LISTS

PLASTIC & ARTICLES	**PHARMACEUTICALS**
SURGICAL	**TEXTILES**
FURNITURE	

MARKETING ACTIVITIES PERFORMED BY TDAP IN POLAND FOR THE LAST 6 YEARS:

- TDAP participated in Poznan Fashion Week in September 2003
- TDAP participated in Poznan Fashion Week in September 2004
- TDAP participated in Poznan Fashion Week in September 2005
- A trade delegation visited Poland, Hungry and Russia in Nov 2005
- TDAP participated in Poznan Fashion Day in Feb 2006
- A trade delegation visited Czech Republic and Poland in June 2006
- TDAP participated in Poznan Fashion Week in September 2006
- A Trade delegation visited Romania and Poland in October 2006
- TDAP participated in Poznan Fashion week in September 2007 and 2008
- TDAP participated in Polagra Food, Poznan in September 2010
- TDAP participated in Polagra Food, Poznan in September 2011

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