



Poland's macroeconomic situation and its influence on doing business versus the UE markets

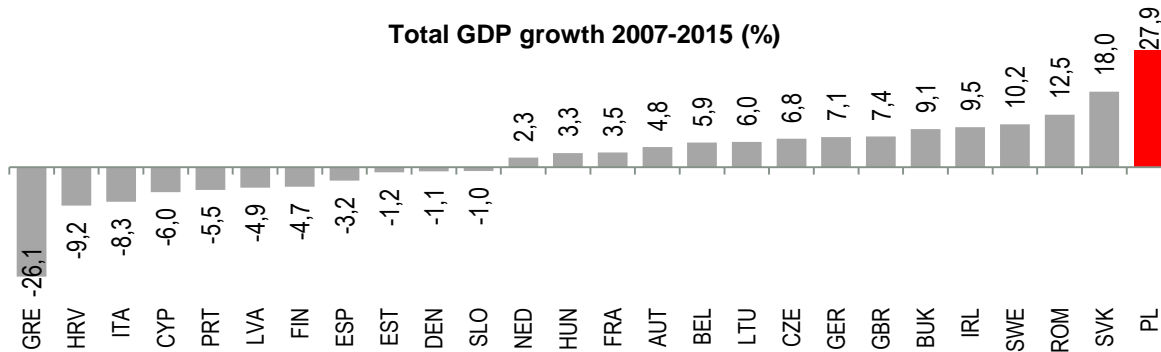
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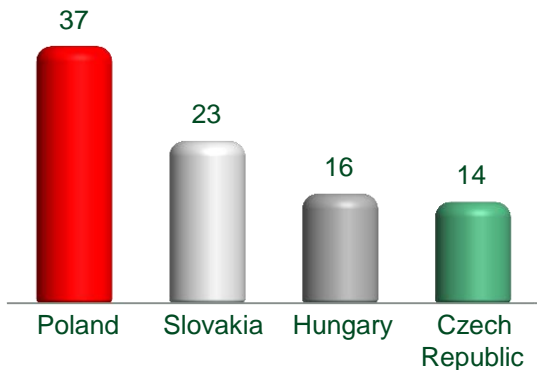
 Grupa Santander

Poland as the leader of economic growth in Europe

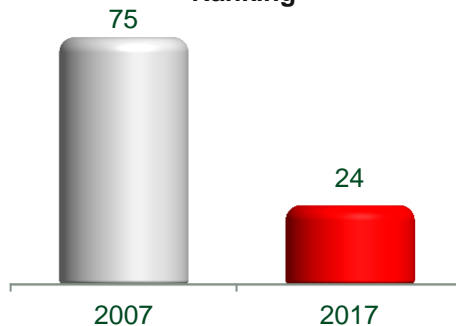
Total GDP growth 2007-2015 (%)



GDP growth per capita 2008-2015 (%)



Position in the World Bank Doing Business Ranking

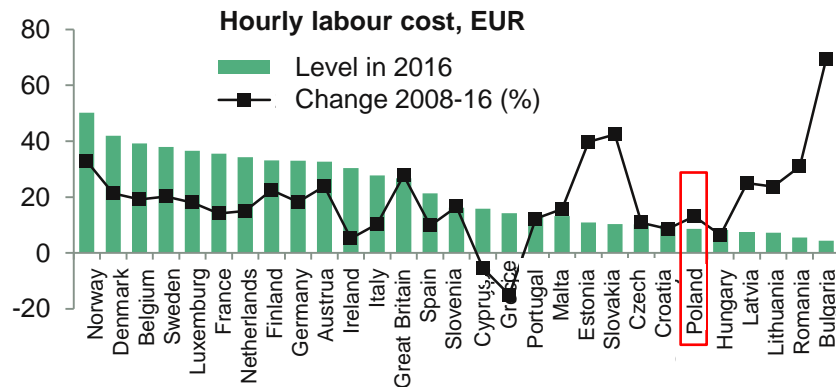


Main factors behind the success of Polish economy

- Competitive and strong private sector
- Flexible job market
- Floating exchange rate
- The biggest beneficiary of EU funds (€82.5 mn until 2020)
- 50% of population is a young, well-educated labour force*
- Low level of public and private debt
- Stable, well capitalised banking sector

* Population's age structure:
 0-24 years – 26%; 0-30 years – 35%;
 0-39 years – 50%

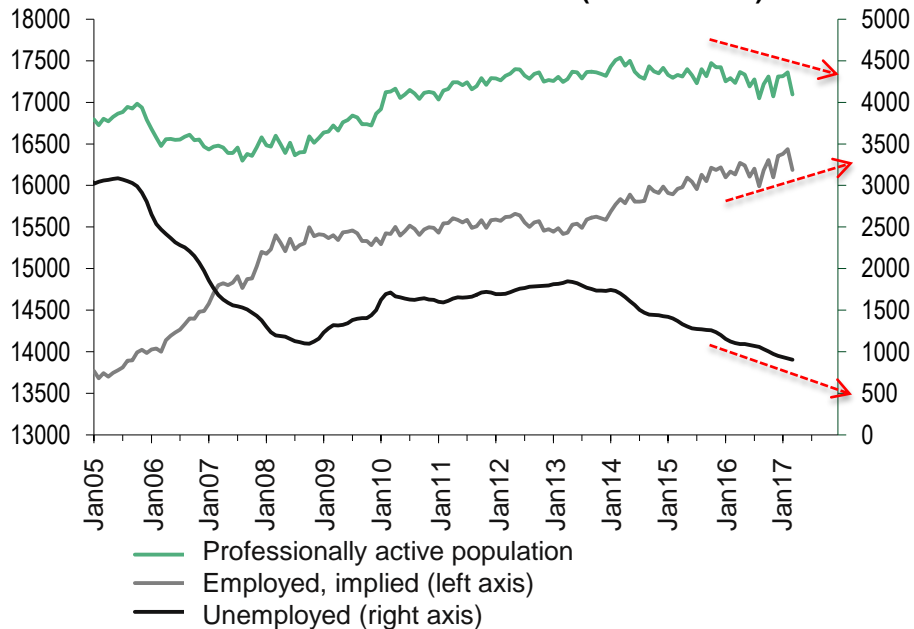
Success based on exports and low production costs



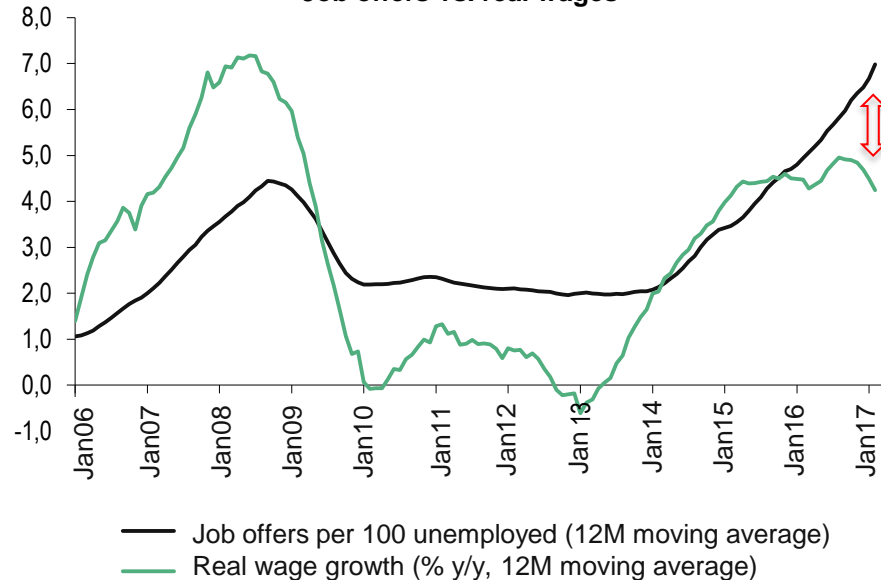
- Exports as one of the main drivers of Poland's economic growth since early 90s'.
- Exports as a share of Polish GDP doubled within recent 20 years.
- Poland's share in global trade turnover went up 2.5 times in this period.
- Polish products were supported by price competitiveness (lower labour costs), improved quality and accession to the European Union.
- Polish companies are increasing the output, among others, at the expense of China, thanks to the decreasing labour costs gaps, growing productivity and favorable exchange rates' changes.

Labour market might pose a challenge in the long run

Tendencies on the labour market (in thousands)

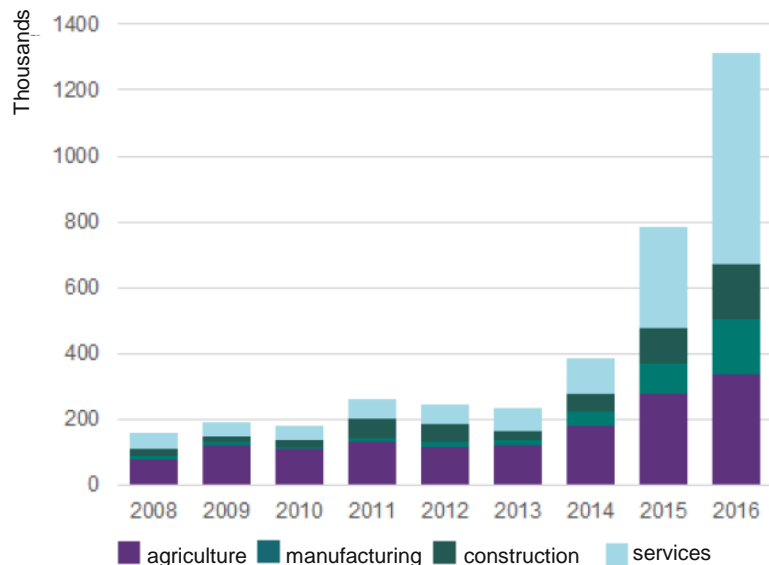


Job offers vs. real wages

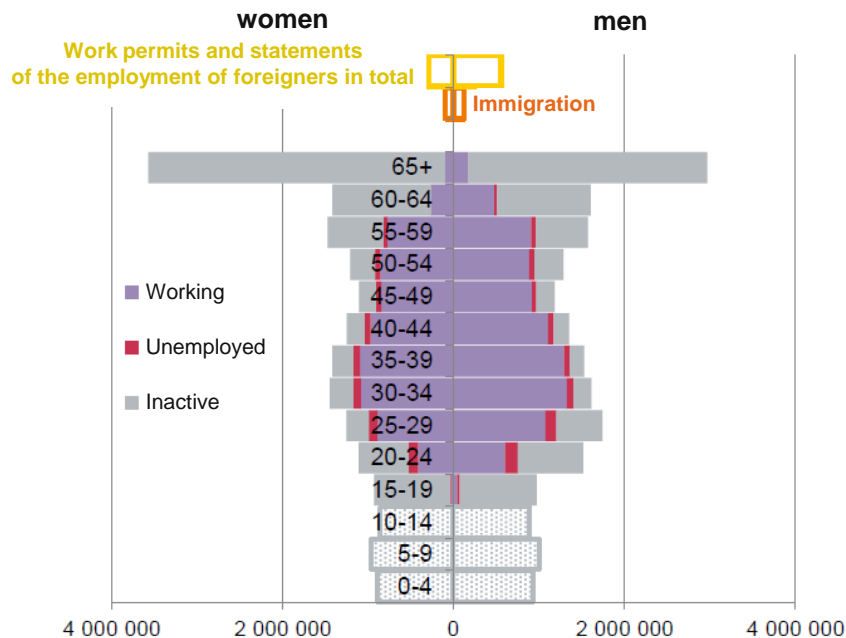


Job market: we still have reserves

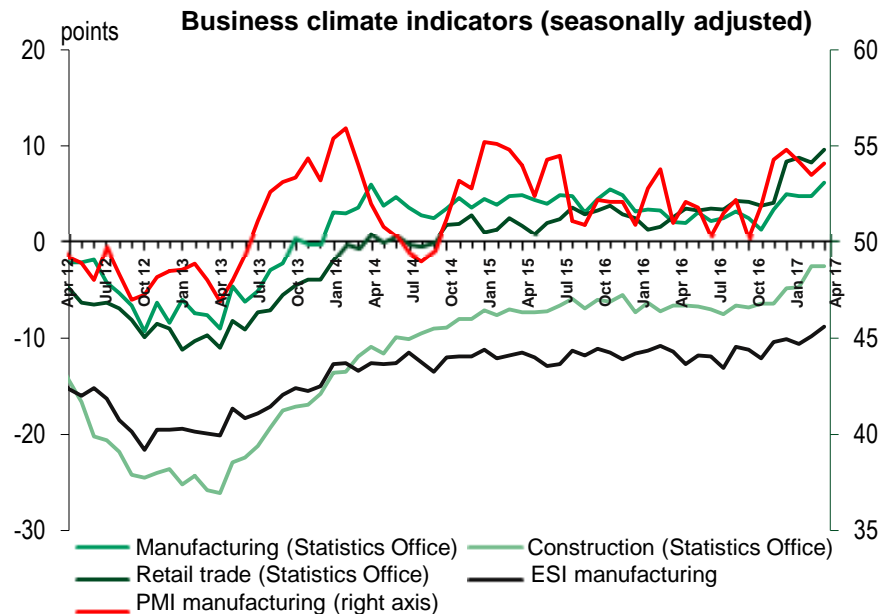
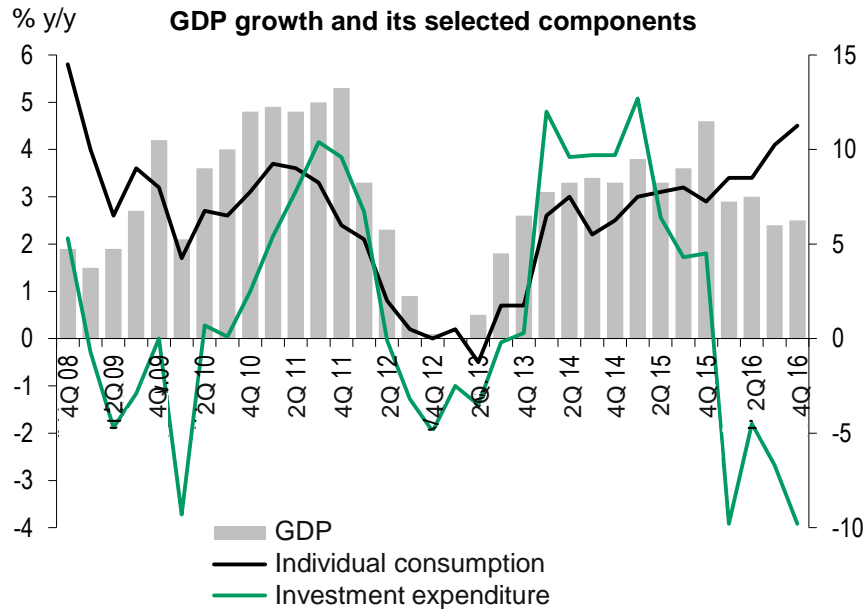
Registered employers' declarations about plans to hire non-resident, broken down by the main sectors



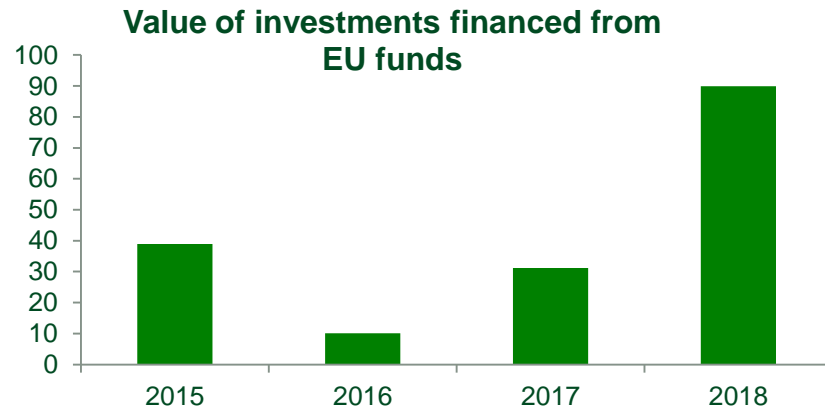
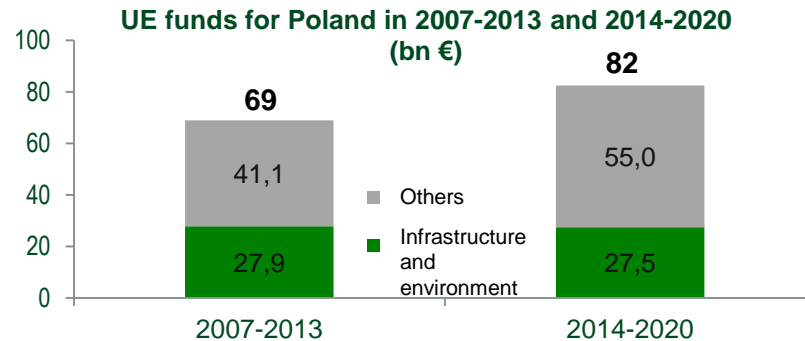
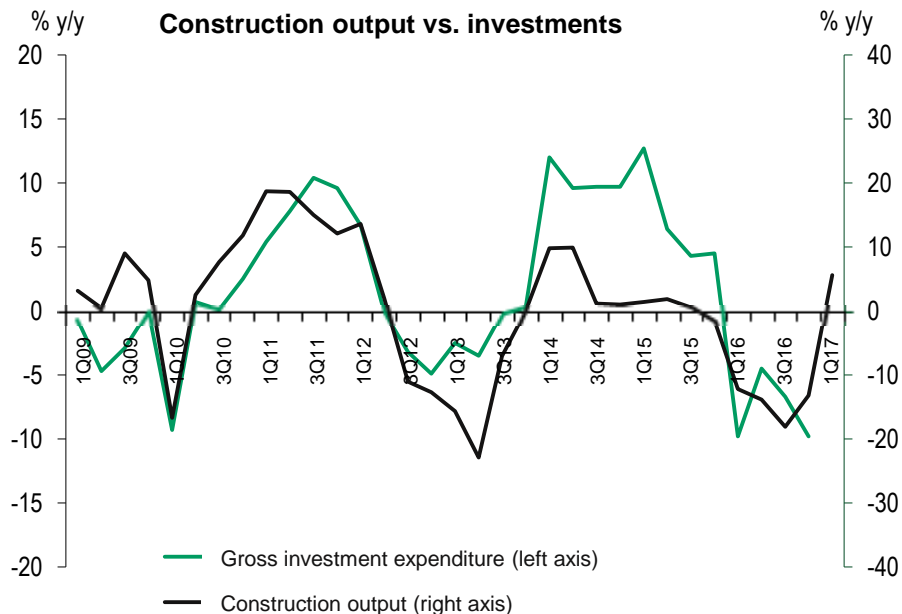
Population and labour supply in Poland by sex and age (number of individuals, 2015)



GDP growth slowed down in 2016, but has already started to accelerate

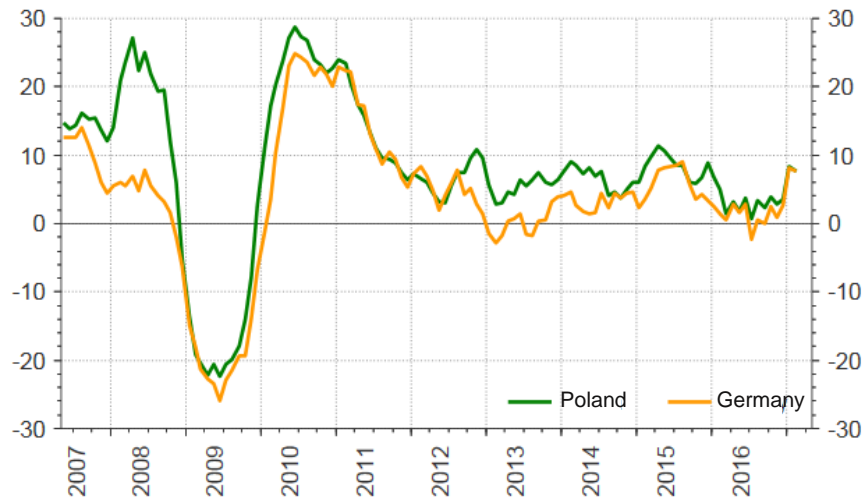


Revival in investments

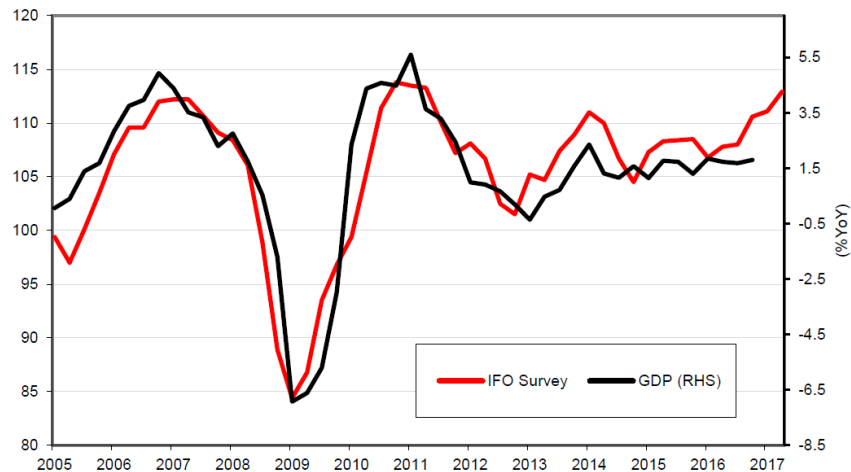


Revival in the eurozone supports Polish exports

Exports growth: Poland vs. Germany (% y/y, 3M moving average)

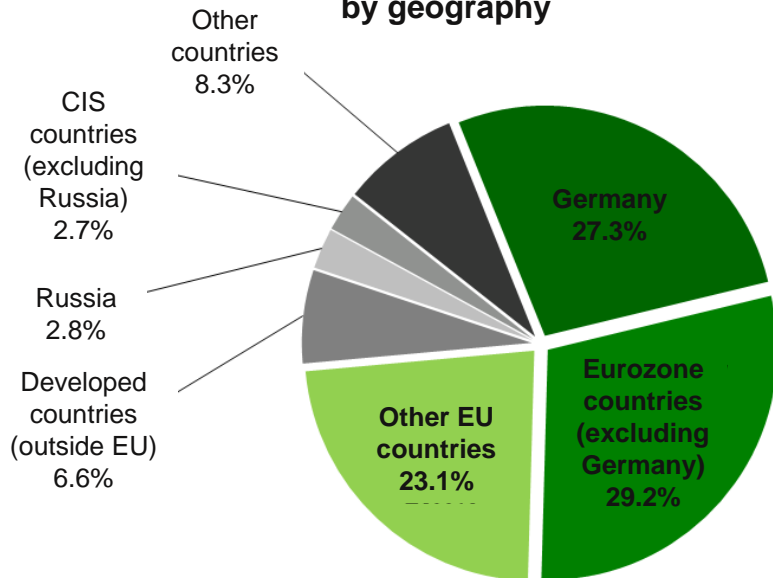


Germany– GDP growth and Ifo business climate index

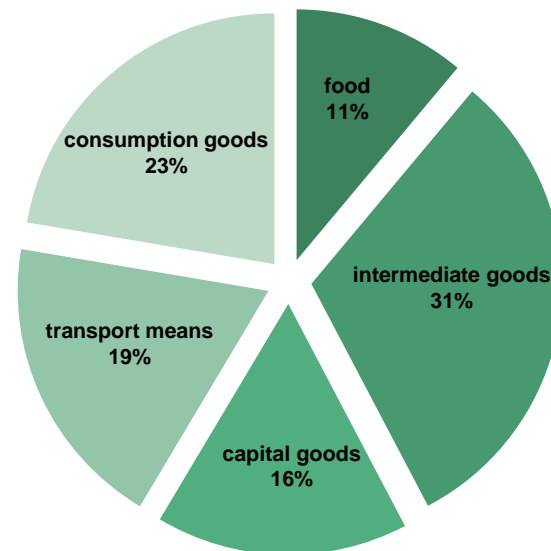


Polish exports strongly dependent on the situation in EU

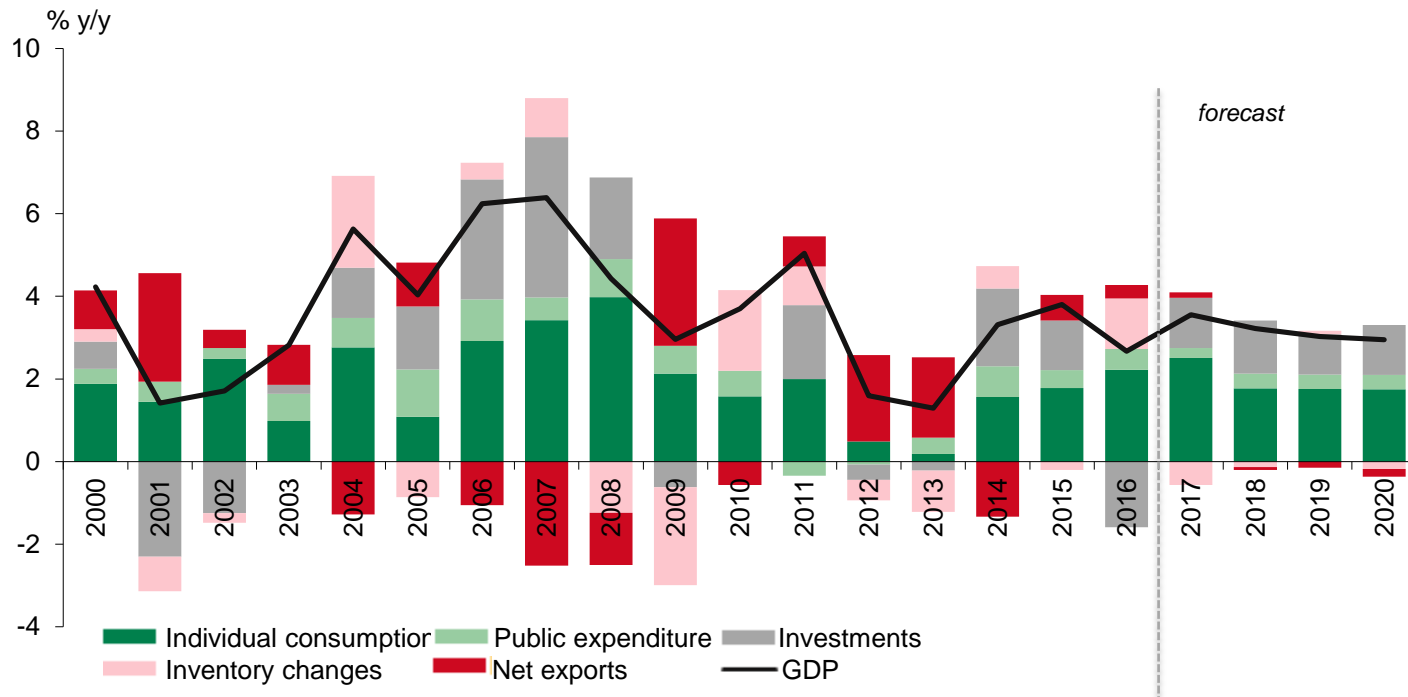
**Poland's exports in 2016
by geography**



**Polish exports in 2015
by products**



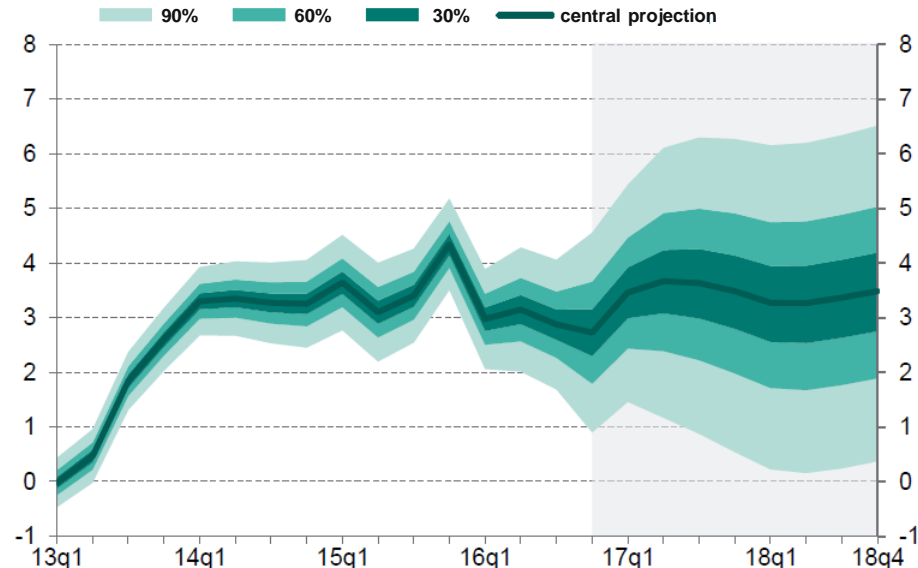
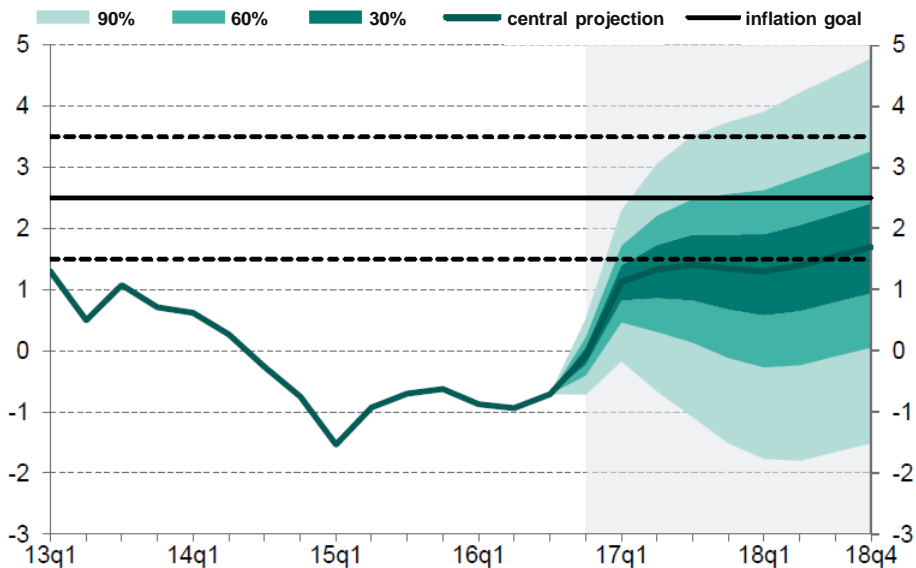
GDP growth near 3% is possible in the years to come



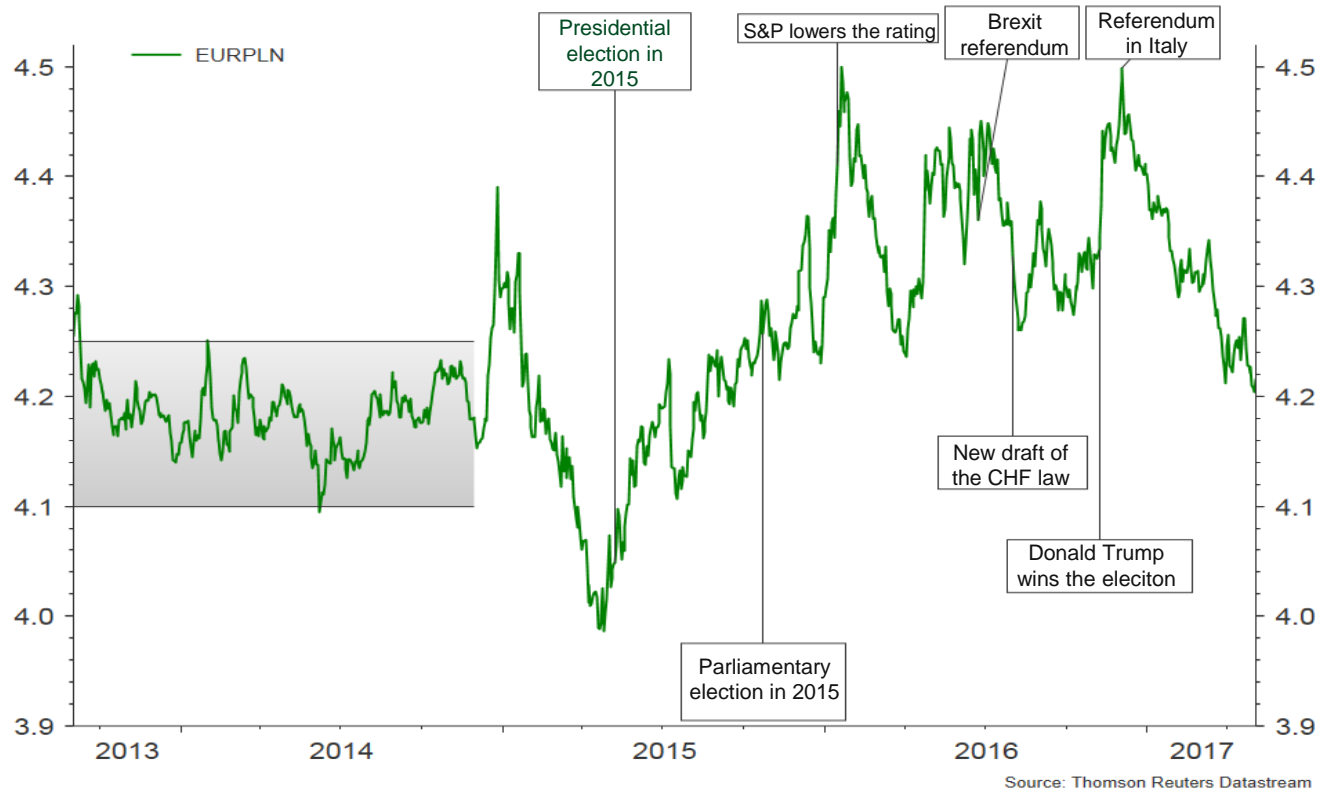
Monetary policy: Stabilisation and continuation

Projection of inflation and economic growth according to the National Bank of Poland

CPI inflation % y/y



PLN under the influence of local and global factors





THANK YOU
FOR YOUR ATTENTION!

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