

## INTRODUCTION :

The metalworking industry in Poland is a vital contributor to the country's economy, combining various sectors such as machining, welded fabrication or forging. Poland has a long history and tradition for metal construction production. The future of the Polish metalworking market looks promising, with continued growth expected alongside advancements in technology and innovation. This creates unprecedented opportunities of sourcing for all foreign companies.

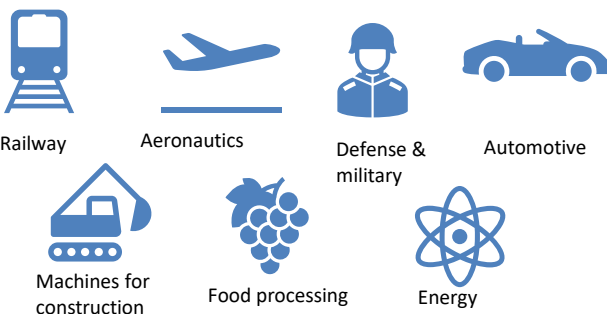
### Main advantages of the Polish metalworking sector

- its **workforce**, not because of its cost (monthly minimum wage in PL is ≈ 1,000 euros) but because of its level of qualification, its productivity and its abundance in a country of **37 million inhabitants**
- **attractive tax and aid system**
- **transfers from the European Union** to help modernise the country
- ability to attract **foreign direct investment**

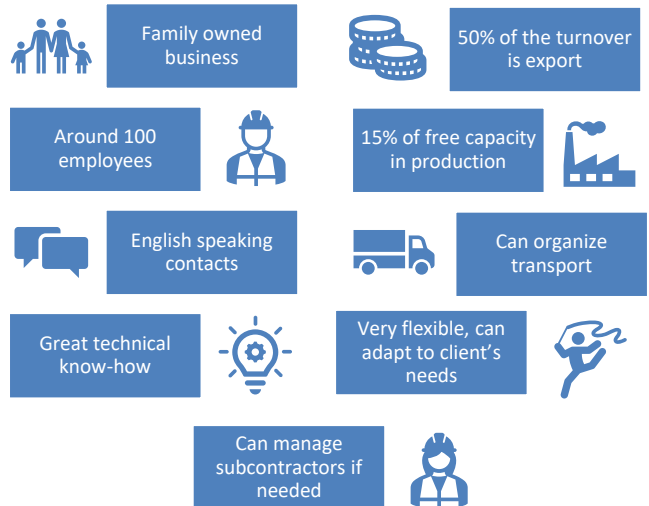
### Key Statistics

- With steady growth, the Polish metalworking market count around **110 000 companies producing steel constructions and products** and is projected to expand further in the coming years.
- Its vast majority is the **private market** (approx. 97% of companies).
- The steel industry consumption in Poland represent roughly **16 million tons per year**.
- According to the World Steel Association forecasts, the **demand for steel will increase by 50% by 2050**.
- Poland's pivotal position within the German platform is reflected in its cross-trade with Germany: as both its largest customer and supplier, **Germany accounts for more than a quarter of Poland's foreign trade**. An uncertain economic situation in Germany is impacting directly the business mood in the Polish Industry.

### Main sectors of activity for the metalworking subcontractors



### Organisation of an average steel construction manufacturing company in Poland



### Relevant associations

- ❖ <https://klastermetalowy.radom.pl>
- ❖ <https://evoluma.pl/>
- ❖ <https://klastermetalika.pl/>
- ❖ <https://www.lubuskiklaster.pl>

### Interesting fairs in Poland

- ❖ <https://itm-europe.pl/en>
- ❖ <https://automaticaexpo.com/>
- ❖ <https://www.targikielce.pl/en/metal>

### Industry forecasts & indicators Opportunities and Challenges

- Polish metal manufacturing revenue is projected to hit **€1.17 billion by 2026**. In 2021, it was €1.05 billion.
- Since 2013, it's grown at an average rate of **3.4% year-on-year**.
- While opportunities abound in emerging industries and infrastructure projects, challenges such as regulatory compliance and skilled labor shortage persist. Increased energy costs and raw material availability are also challenges that Polish producers are facing.

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