AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–Poland Business Forum

WARSAW • 18–29 JANUARY 2027

Proposed dates within the Nafath 2027 programme

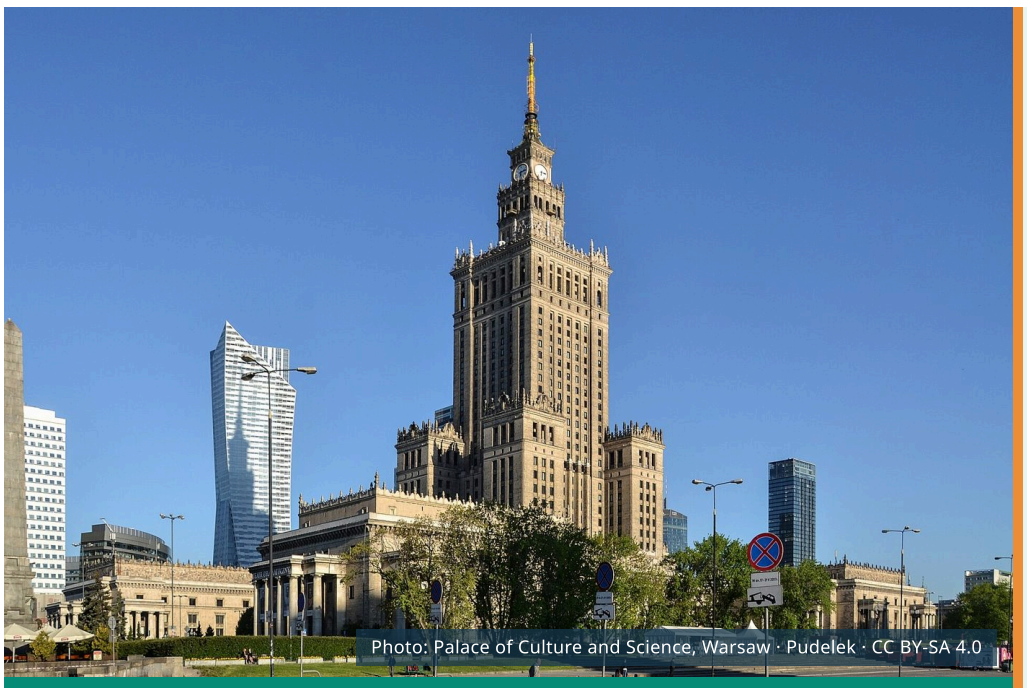


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EGYPTIAN PRODUCTS. POLISH OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Polish buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Polish edition

The Egypt–Poland Business Forum connects Egyptian suppliers with Polish discount retailers, fresh-produce importers, fashion groups, building-material distributors and industrial buyers. Poland is the plan's gateway to the EU, with duty-free access for Egyptian industrial goods under the EU–Egypt Association Agreement.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

03 / WHY POLAND

Scale. Growth. A gateway to Europe.

The EU's sixth-largest economy, one of its fastest-growing, and a major importer of food, apparel and industrial inputs.

€922.9bn
Nominal GDP / 2025

3.6%
Real GDP growth / 2025

3.7%
Household consumption growth / 2025

€373.9bn
Merchandise imports / 2025

+6.1% Year-on-year growth in merchandise imports in 2025

Multiple routes to market

Opportunities span discount and convenience retail, fresh-produce wholesale, fashion sourcing, DIY and building-material chains, and project supply for energy and transport investment. EU product rules, labelling in Polish and reliable lead times are central to winning business.

GDP: Eurostat, reported by Euronews, Aug 2026 ↗

Growth, consumption: Statistics Poland (GUS) preliminary estimate, via XYZ ↗

Imports: New Zealand MFAT market report, 2026 ↗

04 / EGYPT–POLAND TRADE

A growing trade relationship.

EGYPT'S NON-OIL EXPORTS TO POLAND / 2025

US$429m

▲ **+65%** vs 2024 (US$261m)

GROWTH SINCE 2020

+247%

Egypt's exports to Poland, from US$124m in 2020

TOTAL BILATERAL TRADE / 2025

US$914m

All goods, exports plus imports

EGYPT'S IMPORTS FROM POLAND

US$481m

2025

EGYPT'S EXPORTS TO POLAND BY MISSION SECTOR / 2025

5 of 9 sectors grew in 2025; fastest: Plastics **+229%**

Agricultural Produce

US$120m

▲ **+54%** vs 2024 **×4.9** since 2020

Chemicals & Paints

US$83.9m

▲ **+143%** vs 2024 **×9.9** since 2020

Engineering, Electrical & Metals

US$70.4m

▲ **+76%** vs 2024
+209% since 2020

Plastics

US$68.8m

▲ **+229%** vs 2024 **×4.1** since 2020

Building Materials, Marble & Ceramics

US$23.9m

+77% since 2020 −10% vs 2024

Garments & Textiles

US$22.3m

−17% vs 2024

Food & Beverages

US$19.3m

×5.1 since 2020 −9% vs 2024

Furniture & Home Textiles

US$10.2m

▲ **+8%** vs 2024 **+41%** since 2020

Printing & Packaging

US$0.32m

▲ up from under US$0.5m in 2024

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33. Sectors under US$0.1m in 2025: Cosmetics & Personal Care, Detergents & Home Care.

Egypt's trade with Poland, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt's non-oil exports to Poland grew +65% in 2025 to US$429m, yet Egypt still supplies a tiny share of what Poland buys. There is room to grow in almost every sector this forum covers.

▲ +65%
Growth in Egypt's non-oil exports to Poland in 2025, to US$429m

<0.2%
Egypt's share of Poland's €373.9bn annual imports

0%
Duty on Egyptian industrial goods under the EU–Egypt Association Agreement

FASTEST-GROWING MISSION SECTORS IN POLAND / EGYPT'S EXPORTS

▲ +229%
Plastics
US$68.8m in 2025, from US$20.9m in 2024

▲ +143%
Chemicals & Paints
US$83.9m in 2025, from US$34.5m in 2024

▲ +76%
Engineering, Electrical & Metals
US$70.4m in 2025, from US$39.9m in 2024

▲ +54%
Agricultural Produce
US$120m in 2025, from US$77.7m in 2024

30%
Target reduction in participation costs through Nafath

100,000
B2B meetings delivered by the organiser

US$2bn
Deals concluded by the organiser

Poland imports from Egypt, 2025: UN Comtrade via Trading Economics ↗

Egypt's trade with Poland, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Six investment programmes shaping Poland’s demand for materials, equipment and consumer goods.

TRANSPORT / 2032

Port Polska (CPK) hub airport

A new central airport between Warsaw and Łódź with a national high-speed rail network. More than US$10bn of tenders were planned for 2026, ahead of a 2032 opening.

POTENTIAL SECTOR FIT

Building materials, steel, aluminium and glass, electrical systems.

ENERGY / 2036

First nuclear power plant

A 3.75 GW plant at Lubiatowo-Kopalino on the Baltic coast, with the first unit due to generate in 2036.

POTENTIAL SECTOR FIT

Cables, steel structures, electrical components.

ENERGY / 2026–2032

Baltic offshore wind

Baltic Power (1.2 GW) is Poland’s first offshore farm. The targets are 5.9 GW by 2030 and 18 GW by 2040.

POTENTIAL SECTOR FIT

Cables, fabricated metals, electrical equipment.

PUBLIC INVESTMENT / 2026

National Recovery Plan (KPO)

EU recovery funds for rail, energy, housing and digital projects, to be spent by the end of 2026.

POTENTIAL SECTOR FIT

Building materials, ceramics, electrical products.

DEFENCE / 2025–2030

Defence modernisation

Defence spending at about 4% of GDP, with a €43.7bn application under the EU SAFE loan programme.

POTENTIAL SECTOR FIT

Technical textiles, metal components, packaging.

RETAIL / ONGOING

Discount and convenience expansion

Biedronka, Lidl, Dino and Żabka keep adding stores and private-label ranges across Poland.

POTENTIAL SECTOR FIT

Food, fresh produce, packaging, plastics.

Project summaries: Aviation Week, MNI Markets, Pulse, MFAT and company websites. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum.
Multiple buying channels.

Nine Nafath mission sectors, matched to what Polish buyers already source from Egypt.

- Food & Beverages
- Agricultural Produce
- Plastics
- Chemicals & Paints
- Engineering, Electrical & Metals
- Garments & Textiles
- Furniture & Home Textiles
- Building Materials, Marble & Ceramics
- Printing & Packaging

> Product-level qualification determines the buyer shortlist for every exporter.

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & AGRICULTURE

Food & Processed Food

Packaged foods, preserves, frozen vegetables and private-label ranges.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Biedronka ↗ | Lidl Polska ↗ | Dino Polska ↗ | Kaufland Polska ↗ | Carrefour Polska ↗ | Żabka ↗

BUYING ROUTE Category buying teams, private-label tenders and approved importers.

Agricultural Produce

Citrus, grapes, potatoes, onions and other fresh produce with EU-compliant grading and cold chain.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Biedronka ↗ | Lidl Polska ↗ | Dino Polska ↗ | Auchan Polska ↗ | Bronisze wholesale market ↗

BUYING ROUTE Fresh-category importers, retail sourcing programmes and wholesale market traders.

CONSTRUCTION & INDUSTRY

Building Materials, Marble & Ceramics

Stone, tiles, sanitaryware and finishing materials for residential and infrastructure projects.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Castorama Polska ↗
- Leroy Merlin Polska ↗
- OBI Polska ↗
- PSB Group ↗
- Budimex ↗

BUYING ROUTE — DIY chain category teams, builders' merchant groups and contractor procurement.

Engineering, Electrical & Metals

Cables, electrical components, aluminium, glass and steel products for energy and transport projects.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- PSE ↗
- Tauron ↗
- Budimex ↗
- Mostostal Warszawa ↗

BUYING ROUTE — Utility and contractor tenders, subject to EU standards and technical approval.

FASHION & LIVING

Garments, Textiles & Carpets

Apparel, fabrics and carpets for value and mid-market retail.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- LPP ↗
- Pepco ↗
- CCC / Modivo ↗
- Answear ↗
- Lidl Polska ↗

BUYING ROUTE — Central sourcing teams and private-label programmes.

Furniture

Furniture and furnishings for household retail and hospitality projects.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- IKEA Polska ↗
- Black Red White ↗
- Agata ↗
- JYSK Polska ↗
- Pepco ↗

BUYING ROUTE — Range buyers and supplier development teams.

MATERIALS & CHEMICALS

Plastics & Packaging

Plastic products, food-contact packaging, cartons and labels.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Maspex ↗ | Mlekovita ↗ | Biedronka ↗ | Lidl Polska ↗ | Pepco ↗

BUYING ROUTE — Packaging procurement and private-label supplier programmes.

Fertilisers & Chemicals

Fertilisers and chemical inputs for agriculture and industry.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Grupa Azoty ↗ | PCC Group ↗ | Brenntag Polska ↗ | Azelis Poland ↗

BUYING ROUTE — Distributor and manufacturer procurement, subject to REACH registration.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit

Positioning, ingredients, pack formats and category relevance.

Supply readiness

Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Polish market.

A clear, six-step journey from registration to business meetings.

01 **Register your interest**
Submit your contact and company details, website, participating sector and product information.

02 **Analyse your export opportunities**
We assess your product's potential in the Polish market and identify relevant opportunities and buyer categories.

03 **Confirm your participation**
Review and sign the participation agreement to formalise your company's place in the forum.

04 **Review the initial buyer list**
Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05 **Submit your buyer wish list**
Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06 **Attend your B2B meetings**
Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / POLAND

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–Poland Business Forum

Warsaw · 18–29 January 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗