

Snap | 21 December 2022

POLAND

## Poland's retail sales in November are another sign of strong economic resilience

Retail sales rose 1.6% year-on-year in November, broadly in line with our forecast (1.5%) and better than market expectations (0.3%). Sales continue to rise for necessities such as clothing and footwear (18.9% YoY), pharmaceuticals (6.1% YoY) and food (4.8% YoY), to which the Ukrainian refugees probably contribute

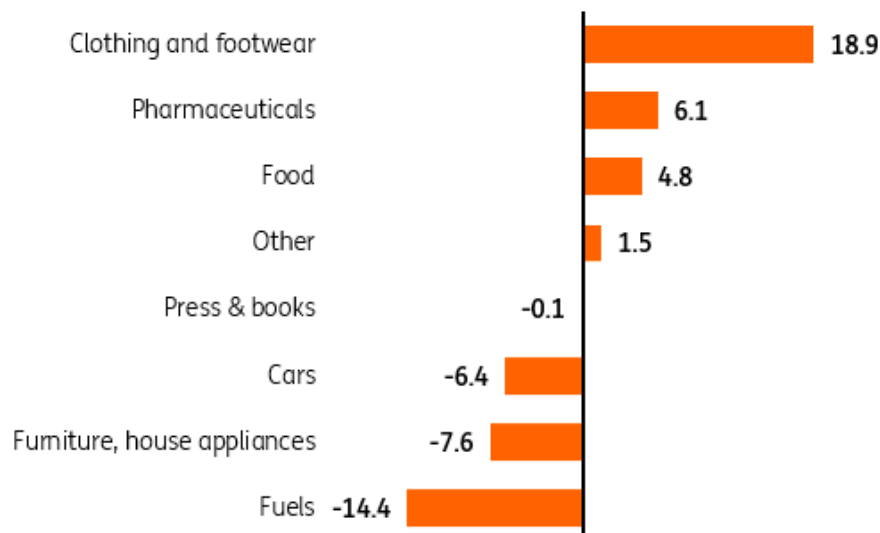


Shoppers at the Poznan City mall in Poland

Seasonally-adjusted retail sales were 2.0% higher in November than in October. Consumers are very cautious about buying durable goods, resulting in declines in sales of furniture and household appliances (-7.6% YoY), and motor vehicles, motorcycles and parts (-6.4% YoY), among others. This is consistent with low consumer confidence. An additional factor curbing the propensity to spend is the high level of prices. This is arguably the key element behind the persistent decline in fuel sales (-14.4% YoY in November), which has continued for many months.

## Retail sales YoY dynamics

source: GUS



Inflation continues to reduce real disposable income, as indicated by the continued decline in real wages. Despite this, we continue to see increases in sales of goods, and the YoY consumption growth rate likely remained positive in the fourth quarter. We estimate that it grew around 0.5-1% YoY in the fourth quarter, remaining close to the 0.9% YoY pace recorded in the third quarter. This is still a good result considering that 3Q showed a strong deceleration (a drop in the annual pace from 6.4% to 0.9% YoY), and 4Q21 also provided a high base, making it difficult to record positive growth in 4Q22.

The statistical office confirmed that spending by refugees from Ukraine is being treated as resident spending and is included in the consumption data. At the same time, we know that some workers from Ukraine are not included in labour market statistics. This means that household disposable income may be underestimated. This calls for a cautious approach to data on household savings and the true situation in the household sector may differ from that recorded in the official data. If the real savings rate remains positive despite high inflation, it could support consumption in 2023.

November high-frequency data suggests strong economic resilience to shocks, as consumption continues to grow and the slowdown is gradual. We estimate GDP growth in 4Q22 at around 2.5% YoY, which means we could see economic growth of around 5% for all of 2022. The resilience of the economy to the shocks we have seen at the end of 2022 is a good proxy for GDP in 2023, where we see growth around 1% YoY, i.e. slightly above consensus.

## Author

**Rafal Benecki**

Chief Economist, Poland

[rafal.benecki@ing.pl](mailto:rafal.benecki@ing.pl)

## Disclaimer

This publication has been prepared by the Economic and Financial Analysis Division of ING Bank N.V. (“ING”) solely for information purposes without regard to any particular user’s investment objectives, financial situation, or means. *ING forms part of ING Group (being for this purpose ING Group N.V. and its subsidiary and affiliated companies)*. The information in the publication is not an investment recommendation and it is not investment, legal or tax advice or an offer or solicitation to purchase or sell any financial instrument. Reasonable care has been taken to ensure that this publication is not untrue or misleading when published, but ING does not represent that it is accurate or complete. ING does not accept any liability for any direct, indirect or consequential loss arising from any use of this publication. Unless otherwise stated, any views, forecasts, or estimates are solely those of the author(s), as of the date of the publication and are subject to change without notice.

The distribution of this publication may be restricted by law or regulation in different jurisdictions and persons into whose possession this publication comes should inform themselves about, and observe, such restrictions.

Copyright and database rights protection exists in this report and it may not be reproduced, distributed or published by any person for any purpose without the prior express consent of ING. All rights are reserved. ING Bank N.V. is authorised by the Dutch Central Bank and supervised by the European Central Bank (ECB), the Dutch Central Bank (DNB) and the Dutch Authority for the Financial Markets (AFM). ING Bank N.V. is incorporated in the Netherlands (Trade Register no. 33031431 Amsterdam). In the United Kingdom this information is approved and/or communicated by ING Bank N.V., London Branch. ING Bank N.V., London Branch is authorised by the Prudential Regulation Authority and is subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. ING Bank N.V., London branch is registered in England (Registration number BR000341) at 8-10 Moorgate, London EC2 6DA. For US Investors: Any person wishing to discuss this report or effect transactions in any security discussed herein should contact ING Financial Markets LLC, which is a member of the NYSE, FINRA and SIPC and part of ING, and which has accepted responsibility for the distribution of this report in the United States under applicable requirements.

Additional information is available on request. For more information about ING Group, please visit [www.ing.com](http://www.ing.com).