



OPOLSKIE

Investor-friendly region



Good communication infrastructure

Skilled workforce

Attractive investment sites

Publisher:

**MARSHAL'S OFFICE
OF THE OPOLSKIE VOIVODESHIP**

Foreign Cooperation
and Region Promotion Department

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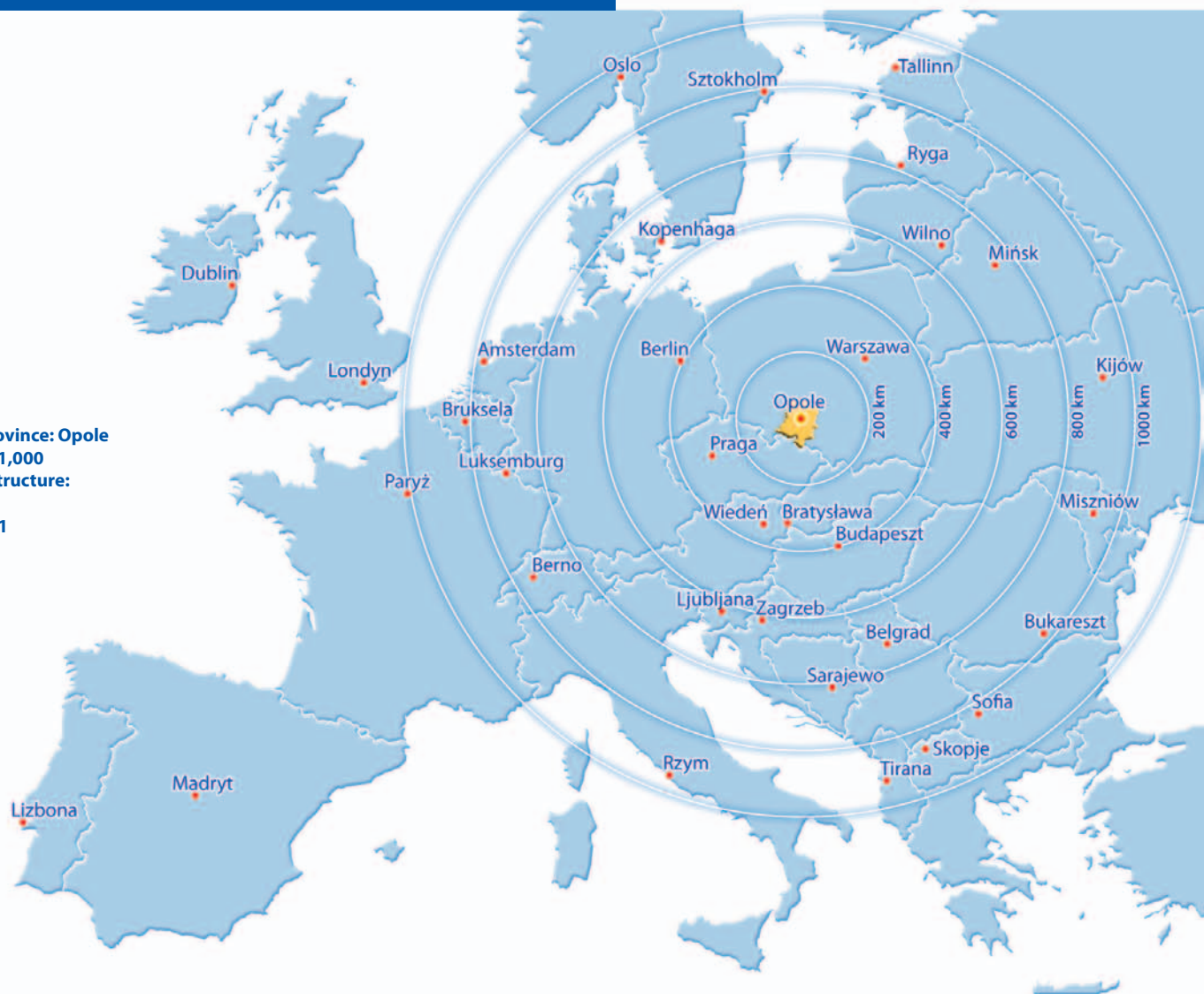


REGION OF MANY OPPORTUNITIES

THE MOST IMPORTANT DISTINGUISHING FEATURE OF THE OPOLSKIE PROVINCE IS ITS THRIFT. IT IS ALSO ONE OF THE MOST EUROPEAN REGIONS OF POLAND. THE HISTORY OF THE POLISH-CZECH-GERMAN BORDERLAND HAS INFLUENCED THE CURRENT IMAGE OF THE REGION. PRESENTLY, OPOLE SILESIA (ŚLĄSK OPOLSKI) IS A MULTI-CULTURAL REGION. THE REGION HAS BEEN INHABITED BY GENERATIONS OF PEOPLE, WHO EXPRESS THEIR STRONG TIES WITH THEIR OWN TRADITIONS AND STILL COOPERATE IN HARMONY FOR THE DEVELOPMENT OF THEIR SMALL HOMELAND. CULTURAL DIVERSITY RESULTS IN THE WEALTH OF EXPERIENCES OF THE INHABITANTS, THEIR TOLERANCE AND OPENNESS TO THE WORLD, WHICH TOGETHER WITH THEIR DILIGENCE AND MOBILITY, ARE THE BEST ASSETS FOR EVERY EMPLOYER.

THE REGIONAL AND LOCAL AUTHORITIES OF OPOLE PROVE THEIR GOOD MANAGEMENT THROUGH THE INVESTMENTS IN MODERN INFRASTRUCTURE. THERE ARE ATTRACTIVE INVESTMENT SITES NEARBY THE A4 MOTORWAY. OPOLE IS A DYNAMICALLY DEVELOPING ACADEMIC CENTRE IN POLAND. NOT ONLY DO WE CREATE GOOD CONDITIONS FOR LIVING AND SPENDING FREE TIME BUT WE ALSO SUPPORT THE ACTIVITIES OF THOSE, WHO CONTRIBUTE TO THE GROWTH OF OUR ECONOMIC CAPABILITY. THE OPOLSKIE PROVINCE IS AMONG THE LEADERS IN ATTRACTING FOREIGN CAPITAL. THE MAJORITY OF COMPANIES WITH FOREIGN CAPITAL WHICH HAVE SEEN THE ADVANTAGES OF OUR REGION HAVE COME FROM GERMANY, THE NETHERLANDS, UKRAINE, BELGIUM, AUSTRIA AND ITALY.

Capital of the province: Opole
 Population: 1,091,000
 Administrative structure:
 counties: 11
 municipalities: 71



ADVANTAGES OF THE PROVINCE



CONVENIENT LOCATION

IT IS LOCATED ON THE MAIN TRANSIT ROUTES THAT CONNECT POLAND WITH FRANCE, GERMANY, THE BENELUX COUNTRIES AND ALSO WITH UKRAINE. IT BORDERS WITH THE CZECH REPUBLIC

A4 MOTORWAY

THE A4 MOTORWAY CROSSES THE OPOLSKIE PROVINCE AND IS CONNECTED TO THE WELL-DEVELOPED ROAD NETWORK



DEVELOPED RAILWAY NETWORK

IT ENCOMPASSES THE EAST-WEST RAILWAY ROUTE, WHICH WILL BE INCLUDED IN THE TRANS-EUROPEAN RAILWAY NETWORK

INLAND WATER TRANSPORT

THE WATER TRANSPORT ROUTE OF THE ODRA RIVER IS OF INTERNATIONAL IMPORTANCE

LOCAL AIRPORT

BEING DEVELOPED IN KAMIEŃ ŚLĄSKI
PROFESSIONAL PERSONNEL AND SPECIALISTS
WITH HIGH SKILLS AND EXTENSIVE EXPERIENCE



ATTRACTIVE INVESTMENT SITES,

ESPECIALLY ALONG THE MOTORWAY AND IN THE SPECIAL ECONOMIC SUBZONES IN NYSA, TUŁOWICE, SKARBIMIERZ, OPOLE, NAMYSŁÓW PRASZKA AND KLUCZBORK

MULTICULTURAL CHARACTER AND OPENNESS OF INHABITANTS

THEY ENCOURAGE TOURISTS TO EXTEND THEIR STAY IN THIS REGION

COMMUNICATION INFRASTRUCTURE

ROAD COMMUNICATION

The Opolskie Province has one of the best-developed road networks in Poland. The A4 motorway, which is the most important communication route, is the main part of the Pan-European Transportation Corridor Berlin-Kiev and in the future Brussels-Rostov upon Don. The motorway is the element of the communication system, which concentrates the flow of the greatest number of commodities and people in the south of Poland. Simultaneously, it ensures efficient communication. The sites located in the neighbourhood of the motorway are very attractive particularly for prospective investors. They are concentrated within 6 centres by the motorway: 'Prądy', 'Dąbrowka', 'Gogolin', 'Olszowa', 'Nogowczyce'.



RAILWAY COMMUNICATION

The railway network in the Opolskie Province is twice as highly developed as those in other parts of Poland. A number of railway routes of great importance to domestic and international communication cross the Opolskie Province (routes: Dresden-Moscow, Malmö-Chałupki). The future plans include development and modernization of railway routes thanks to which quicker transport of a greater number of people and commodities will be ensured.



AIR TRANSPORT

The Nearest airports operating domestic and international flights: Wrocław (101 km) and Katowice (102 km). Two airports operating in the province: Kamień Śląski and Polska Nowa Wieś, the latter has a grass runway designed mostly for sports use. Kamień Śląski airport is a private one, a local airport for the Opolskie province is planned to be developed on the site.

Airport in Kamień Śląski

Possible development of Kamień Śląski airport:

- international connection service (cheap airlines),
- regular service to Germany,
- charter flights,
- cargo,
- General Aviation,
- Certified Centre for Aviation Training,
- airplanes from all over Europe.

The airport is an important element of the Opolskie Province communication system thanks to the infrastructure (concrete runway length is 2350 m and width is 60 m, the airport area – 285 ha, at a distance of 100 m from the airport there is a railway siding and a hotel where guests may stay while visiting Kamień Śląski and the Opolskie region); and its convenient location:

- 8 km from the A4 motorway,
- 105 km from Wrocław,
- 65 km from Katowice,
- 35 km from Opole,
- approximately 300 km from the German border,
- 45 km from the Czech border.

WATER TRANSPORT

The River Odra is a natural thoroughfare which flows parallel to the A4 motorway. Soon it should become an international inland water transport route. This water route, which is full of opportunities, crosses the Opolskie Province from the port in Koźle in the south of the region to Lipki on the border of the Lower Silesia Province. Kędzierzyński Canal and Gliwicki Canal play an essential role in water transport. The largest port is in Kędzierzyn-Koźle.



SOCIETY



The transformations of our region would not have been possible without the greatest wealth of this region – people who live here and are accustomed to hard and responsible work, open to new challenges. The Opolskie Province is the region with a wealth of traditions and harmonious cooperation of diverse cultures – Polish, Czech and German. Inhabitants of the region are open to international contacts and exchange of experience. Most of them work in the European Union countries, mainly in Germany, Austria, the Netherlands and Belgium. These contacts bring labour culture and standards of other countries to the local market. It influences skills improvement in the region and provides an excellent knowledge of EU employers. After their return, these people create new workplaces and strengthen SMEs by using their rich experience from the European labour market. The increasing level of personnel skills is one of the factors which stimulate the economic development of the Opolskie Province. The main academic centre of the region is Opole with 30 000 students. They constitute one-third of the Opole inhabitants.

Opole is an educational centre. There is Opole University – the greatest and most prestigious academic institution, and the Opole University of Technology – a technical higher school, from which graduates in construction, automation and robotics, electrical engineering and telecommunication, IT, electronics and machines construction originate. There are courses in German and English.

Opole offers the following higher education opportunities: the Academy of Management and Administration - the largest non-public college in the region preparing students for business management, the State Medical College - educating healthcare personnel, the Faculty of Economics of Wrocław Banking College and branch of the Bogdan Jański College. Other education institutions in the region include the Vocational College in Nysa (educating technical personnel and conservation specialists) and the College of Fine Arts and Economics in Brzeg. In the Opolskie province there are 8 tertiary education institutions with a total of over 37 thousand students.

OPOLE UNIVERSITY:
www.uni.opole.pl

OPOLE UNIVERSITY OF TECHNOLOGY:
www.po.opole.pl

ACADEMY OF MANAGEMENT AND ADMINISTRATION:
www.wszia.opole.pl

FACULTY OF ECONOMICS OF WROCLAW BANKING COLLEGE:
www.opole.wsb.pl

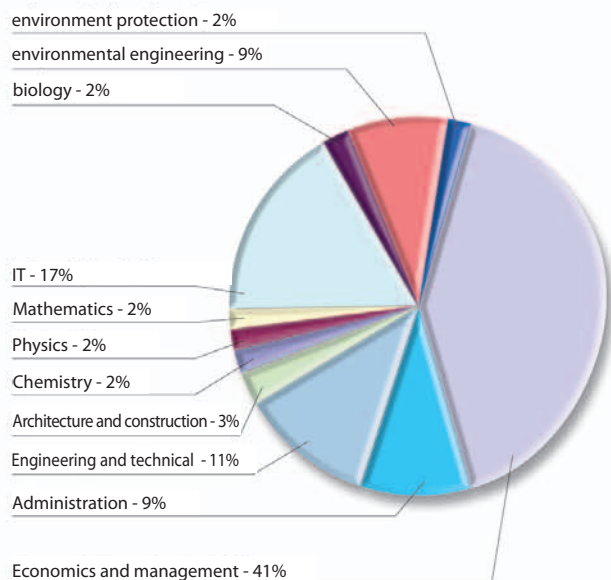
BRANCH OF BOGDAN JAŃSKI ACADEMY:
www.opole.janski.edu.pl

STATE HIGHER VOCATIONAL SCHOOL:
www.pwsz.nysa.pl

HIGHER HUMANISTIC-ECONOMIC SCHOOL IN BRZEG:
www.wshe.edu.pl

PUBLIC MEDICAL PROFESSIONAL SCHOOL IN OPOLE:
www.wsm.opole.pl

GRADUATES OF THE SELECTED STUDIES:



Scientific institutes play an important role in development of the region:

The Institute of Mineral Building Materials conducts researches on new and developed products and technologies in the scope of mineral building materials. It also deals with implementation of fuelpower management, environment protection, certification, attests and advisory service.

'Blachownia' Institute of Heavy Mineral Synthesis in Kędzierzyn-Koźle conducts research on raw materials and semi-finished products processing for plastics and fibres industry.

The State Science Institute – Silesian Institute in Opole has conducted interdisciplinary researches of Silesian society particularly the Opole Province for years.

INSTITUTE OF MINERAL BUILDING MATERIALS:

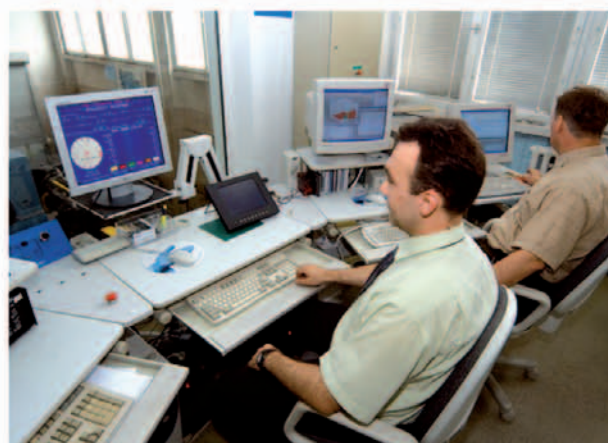
www.immb.opole.pl

'BLACHOWNIA' INSTITUTE OF HEAVY ORGANIC SYNTHESIS:

www.icso.com.pl

STATE SCIENCE INSTITUTE – SILESIA INSTITUTE:

www.institutslaski.opole.pl



AGRICULTURE



The Opolskie Province is the region with the richest agricultural tradition. Apart from industry, agriculture is the other pillar of the regional economy. Thanks to such geographical features as the high quality of the soil, lowland areas and mild climate, it is one of the best agricultural regions in Poland. The highest efficiency of local agriculture is the consequence of good production practices and farming equipment.

Companies from the food sector invest their capital in appreciation of the agricultural potential of the region. One of the recent investments is the mill and elevator in Stradunia, built by Diament International Poland Company owned by VK Muhlen AG consortium.

DYNAMICALLY DEVELOPING COMPANIES FROM AGRICULTURAL-FOOD INDUSTRY HAVE THEIR HEADQUARTERS IN THE OPOLSKIE PROVINCE:

NUTRICIA
PWC ODRA S.A.
ANIMEX OZD S.A.
LESAFFRE BIO-CORPORATION S.A.
NESTLE SCHÖLLER POLSKA SP. Z O.O.
SÜDZUCKER POLSKA SP. Z O.O.
GŁUBCZYCE BREWERY
ZOTT POLSKA SP. Z O.O.
PLANT OF GAME PROCESSING TYTUS IN OPOLE
DIAMANT STRADUNIA SP. Z O.O.
ZPU "JAL" W KĘPIE
AGRICULTURAL PLANT IN KIETRZ
TOP FARMS GŁUBCZYCE
TOSKA SP. Z O.O.



The local villages are modern and multi-functional. The programme for the restoration of villages implemented in the Opolskie Province since 1997 is of great importance for its image. The programme is based on the experiences of Rheinland-Pfalz and Lower Austria. The Opolskie Province is a member of the European Association for Rural Development and Village Renewal in Vienna. The main objective of the programme is to stimulate the activity of local communities by implementation of the projects inscribed in the development strategy created by their inhabitants. Thanks to this, the Opole villages successfully use opportunities supported by financial assistance from the European Union. Implementation of these activities has resulted in the success of the villages, which attract not only by their appearance but also interesting cultural and economic life.

BUSINESS SUPPORT



OPOLSKIE ECONOMIC DEVELOPMENT CENTRE

KEY OBJECTIVES OF THE CENTRE:

- ensuring economic development conditions
- increasing the province's economic competitiveness and innovativeness level
- stimulating economic activity
- initiating activities bolstering the region's investment appeal
- generating capital investment potential and improving processes of attracting and servicing external and internal investors
- offering consultancy services and information about available support programmes, running business in Poland and other European Union countries
- supporting initiatives to establish business environment institutions
- creating labour market

Moreover, **the Centre will in charge of implementing the Opolskie Regional Operational Programme in the years 2007- 2013**, Priority 1: Increasing economic attractiveness of the region.

The Opolskie Economic Development Centre (OCRG) supervises the operation of the Opolskie Investor Assistance Centre which has an extensive database of investment sites in the region, which helps all the businesses and entities wishing to invest in the region.

www.ocrg.opolskie.pl
www.coi.opolskie.pl



'SILESIA' ECONOMIC CHAMBER

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ECONOMIC GROWTH OF THE REGION IS SUCCESSFULLY STIMULATED ALSO BY THE LOCAL GOVERNMENT: THE BODY WHICH HAS ALREADY SET UP THREE OFFICES REPRESENTING THE REGION OUTSIDE ITS BORDERS. OBJECTIVES OF OPOLSKIE INFORMATION OFFICE IN BRUSSELS:

Key objectives of the Opolskie Information Office (BIWO) include co-operation with EU institutions, representing the province's interests by lobbying for projects filed by businesses from the region, promoting the area's economic and tourist appeal, preparing EU regulations updates, organising internships, site visits, economic missions, supplying the region with information about tenders for community programmes and support in winning European partners.

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e-mail: opolskie@skynet.be

www.biwo.umwo.opole.pl

OBJECTIVES OF OPOLSKIE PROVINCE OFFICE IN WARSAW:

Opolskie Province Office (BWO) represents the region and provides information and promotion materials about it through active cooperation with central institutions, embassies, chambers of commerce, and businesses in Warsaw.

BWO promotes investment and economic growth of the region, facilitates cooperation between companies and arranges Opole businesses' participation in promotion events, economic events, trade missions and fairs in Warsaw and abroad. Moreover, BWO supports local government and initiates new forms of the province's cooperation with foreign partners.

ul. Chałubińskiego 8/41-52 (INTRACO II building)

00-613 Warszawa

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fax +22 830 13 18

e-mail: opolskie-biuro@umwo.opole.pl

www.bw.umwo.opole.pl

OBJECTIVES OF ECONOMIC COOPERATION OFFICE AT FRANKFURT-HAHN AIRPORT:

The Economic Cooperation Office (BWG) with its registered office in Frankfurt-Hahn was established based on the regional cooperation between the Opolskie Province and the Rhineland Palatinate.

The office represents the Opolskie province in Germany, actively seeks business partners in the Opolskie region, Rhineland Palatinate and other German lands, promotes the area's economic potential and assists businesses interested in investing their capital in the province. It functions as an efficient "information exchange line" between the Opolskie province and German states.

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www.opolskie.de



ECONOMY OF THE REGION

Extensive sectoral structure:

- well-developed food processing and cement and lime industry facilities
- modern, advanced furniture and timber industry
- employment in private sector constitutes 79% of the total employment in industry
- number of businesses in the region totals about 93,000
- number two in Poland in terms of the rate of growth of the number of businesses

REGIONAL ECONOMIC TRENDS:

- increasing average employment rate in industry
- increasing average real gross remuneration
- decreasing unemployment rate
- increasing number of commissioned residential buildings
- increasing number of businesses
- increasing sold construction output
- increasing income from total business

From 1995 to 2005 the number of enterprises in the Opolskie Province increased two-fold and currently reaches 90,000. The majority are micro-enterprises (95.4%) with up to 9 employees. It shows development of entrepreneurship and activity of the inhabitants. Small and medium enterprises are one of the most important elements of the local economy. This sector reacts most quickly and effectively to the changing reality of markets, recognizes and satisfies the needs of customers and serves as the essential competitive challenge for big companies motivating them to change.

Natural resources, particularly the deposits of marls and limestone have a great influence on the economy of the region. Thanks to these mineral resources, the Strzelce-Górażdże region has developed, especially regarding cement-lime sector. The most significant companies are Górażdże Group (owned by HeidelbergCement consortium) and Lhoist Poland. The Opolskie Province is the place, which attracts foreign investors. The coefficient of a number of companies with foreign capital is 4.0 per 10,000 inhabitants, which gives the region a high ranking in Poland.

Within the Opolskie Province, a dozen of branches of industry have been developed and among them there are:

- Food processing
- Fuel-power
- Chemical
- Cement-lime
- Electromechanical
- Metallurgic and metal
- Furniture

The Opolskie province has excellent investment sites (especially along the A4 motorway) - such as the Economic Activity Zone at Olszowa or sites in Ujazd and Krapkowice municipalities. There are also subzones of special economic zones: Wałbrzych Special Economic Zone "Invest-Park" in Nysa, Skarbimierz, Opole, Namysłów, Praszka and Kluczbork and Starachowice Special Economic Zone in Tułowice.

One of the well-prepared investment sites in Poland belongs to the commune of Skarbimierz. It was distinguished during the competition 'Grunt na medal' and is included in the 'golden sixteen' of well-prepared grounds in Poland. In this area, Cadbury Schweppes plans to establish its factory - a €100 million investment project. This chewing gum factory is the greatest investment in the food industry in Poland.



“OPOLSKIE TUTAJ ZOSTAJĘ” (OPOLSKIE - I’M STAYING HERE)

The objective of the programme is to promote employment and professional development opportunities in the region, reducing mass employment migration, raising interest in education, further professional development in our region through promotion of the province’s advantages and education possibilities and encouraging people working abroad to return to the province. The programme’s partners include Opole businesses, entrepreneurs, labour offices, colleges, universities and schools in the region.



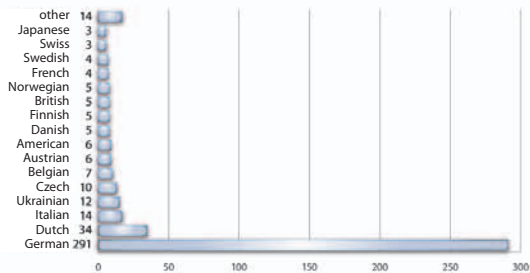
“OPOLSKA MARKA” (OPOLE BRAND)

The objective of the contest, held for five years now, is to support regional entrepreneurship, promote the best products and services and reward those, who, in these very competitive times, win foreign markets. Every year, the local businesses compete in four categories: Product, Service, Enterprise and Export - both in the SME and large enterprises sectors.



„GMINA ATRAKCYJNA DLA INWESTORA” (MUNICIPALITY ATTRACTIVE TO INVESTORS)

The objective of the programme is to support local authorities in creating conditions to attract investments and motivate them to develop attractive investment offers. Employees selected by municipalities have learnt at the workshops how to negotiate successfully and prepare promotional materials, as well as how to assist investors. Afterwards, both their municipalities and they themselves were audited. The managers were assessed in terms of their knowledge and competence, interpersonal skills and management style. The best local governments that during the verification process earned at least 80 points (out of 100), were granted three-star certificates attesting to their “very high level of qualification in domestic and foreign investors winning and assistance skills”. The three-star municipalities included: Namysłów, Kietrz, Kolonowskie, Opole, Gogolin, Zawadzkie, Rudniki, Prószków, Zębówice and Kluczbork.



THE OPOLSKIE PROVINCE IS THE REGION OF BUOYANT LOCAL ENTREPRENEURS IN WHICH FOREIGN BUSINESSES ARE EAGER TO INVEST THEIR CAPITAL.



I HAVE INVESTED IN THE OPOLSKIE PROVINCE



PHILIP DEFORCHE

Sales Director
Betafence, Ltd.

Betafence consortium (former Bekaert) was established in 1895 and has been transformed into the greatest Belgian company in the steel industry. In order to get closer to the customers from Central and Eastern Europe, the factory in Kotlarnia (commune of Bierawa) was built in 1993 and soon became the leading manufacturer and supplier of fencing systems and weldable mats in the Polish market. The important element in the process of selecting the company location was the opportunity to purchase a factory manufacturing meshes for the mining industry. Thanks to the friendly attitude of the local authorities, the plant was soon modernized and developed by an increase of employment up to 140 people (the majority of workers come from the neighbouring towns). During the time of our activity, we have experienced kindness and support from clerks and everyone participates in meetings and corporate events. We hope that our good experiences will serve as encouragement for other companies interested in investing in the Opolskie region.

BETA FENCE



JUDITH PICKERING

Director of investment programs
Cadbury Schweppes

Selection of the location for our investments proceeded in several stages – firstly, we decided to choose Poland, then the Opolskie Province and finally, the commune of Skarbimierz.

Why? It is clear – very good road infrastructure and communication accessibility of the region, good access to a highly qualified workforce and also great support of local and regional authorities, which our company received. All these factors influence good conditions for those companies which want to invest.

Cadbury Schweppes



ANDREAS KERN

Member of Managing Board
HeidelbergCement AG

Why we invested in Opole region?

HeidelbergCement was one of the first international companies to enter the markets of Central Europe East region after the political changes in 1989 and during the years has developed its network of subsidiaries in 7 countries throughout the CEE and become here the largest investor in its field. Poland was among the first countries in our portfolio.

Why did we invest in CEE and namely Poland, Opole region? We saw the opportunity of promising market with a big need for reconstructions and investments in infrastructure but also with a big potential for economic growth and development in the future. We were aware of professional skills of the people and long tradition in cement manufacturing in Opole region. We invested significantly in our subsidiaries to improve the quality of products and efficiency of our production. Today, Gorazdze Cement is one of the most modern and most efficient company in our Group and our Polish subsidiaries contribute significantly to the good results in CEE and the whole Group.

HEIDELBERGCEMENT



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DATABASE OF INVESTMENT SITES OF THE OPOLSKIE PROVINCE
CAN BE ACCESSSED AT www.coi.opolskie.pl

www.opolskie.pl