

**Everything you wanted
to know about POLAND***



***but were afraid to ask...**

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* but were afraid to ask...







Welcome to Poland!

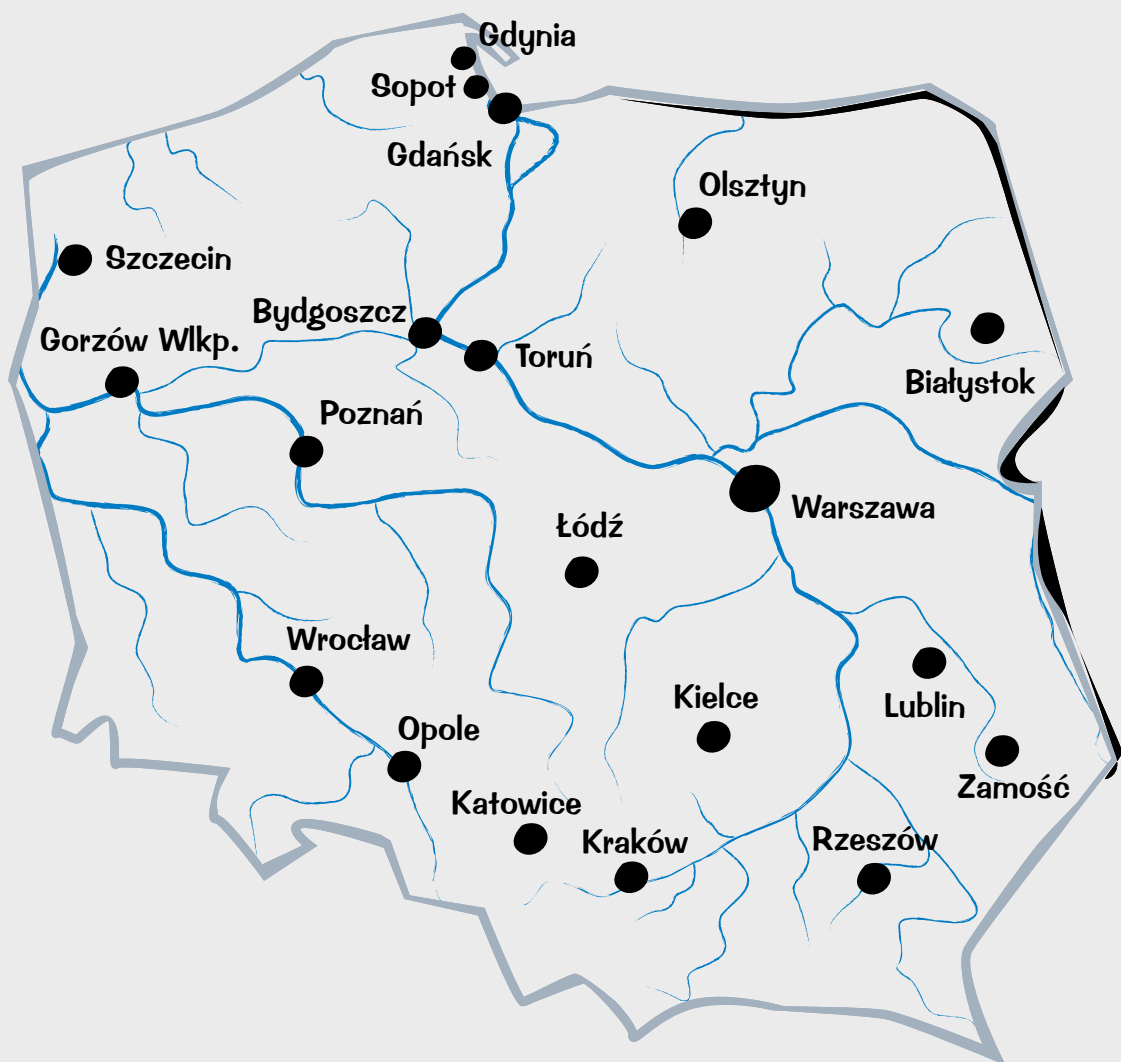
Poland is one of the best kept secrets in Europe! Surprising really when the country is one of the highest potential growth markets in this part of the world. Poland is a great place to invest. We would like you to get to know our country – not just from a business perspective; we realise that's important but we want you to really appreciate our people and our culture. Poland is a country of friendly, open and hospitable people where you can really feel at home. We want to introduce you to another side of our beautiful country– where to go and what to see.

We look forward to giving you a big, warm welcome in Poland soon.

Please come and see for yourself



POLAND



Chapter 1.

Where we are and what you need to know – Quick Facts

- **Where** – Poland is right at the heart of Europe and covers an area of 312,685 km² – we are the 6th largest country in the European Union, comparable in size to Great Britain, a little larger than the American states of Nevada and Arizona, or half as big as Texas.
- **Politics** – We have a parliamentary democracy in which executive authority is exercised by the government and the president plays a chiefly ceremonial role.
- **Population** – 38.5 million people live in Poland mostly in cities (about 60%). According to European standards, it is relatively young society – 50% of citizens are under the age of 38. About 16 million people are professionally active – most – around 8.8 million in the service sector, followed by industry and construction 4.6 million, and agriculture and forestry with 2 million.
- **Neighbours** – We have 7 neighbouring countries. Poland borders on Germany to the west (with a long border on the Oder River), the Czech Republic and Slovakia to the south (mountain borders), and Ukraine, Belarus and a part of Lithuania to the east (romantic landscapes!). A small, separate fragment of Russia known as the Kaliningrad Oblast borders part of Poland to the north. The rest of the northern border is made up of the golden beaches of the Baltic Sea.
- **Rivers** – Our longest river is called the Vistula; over a 1,000 km long, it flows through Cracow, Warsaw and other important cities on its way to the Baltic sea as does the second-longest river, the Oder on the western side of Poland.
- **Skiing** – Poles go skiing in the south in the panoramic and rugged Tatras, part of the Carpathian Mountains, with the highest peak at 2,499 m.
- **Sports** – It comes as no surprise that one of our most popular sports is ski jumping, alongside basketball and swimming. We are passionate about football – we're working on being good at it.

SOME BORING FACTS

- **CIT** – 19%
- **PIT** – 18%, 32%
- **VAT** – 23%, 8%, 5%, 0%
- **GDP per capita in 2013 (Nominal): EUR 10,195¹**
GDP per capita in 2013 (PPP) EUR 16,965
GDP per capita in 2013: 68% of the average EU28
Average monthly wage in 2013: EUR 906
- **Distances from Warsaw:**
2.5 hours by air to London
9 hours by air to New York

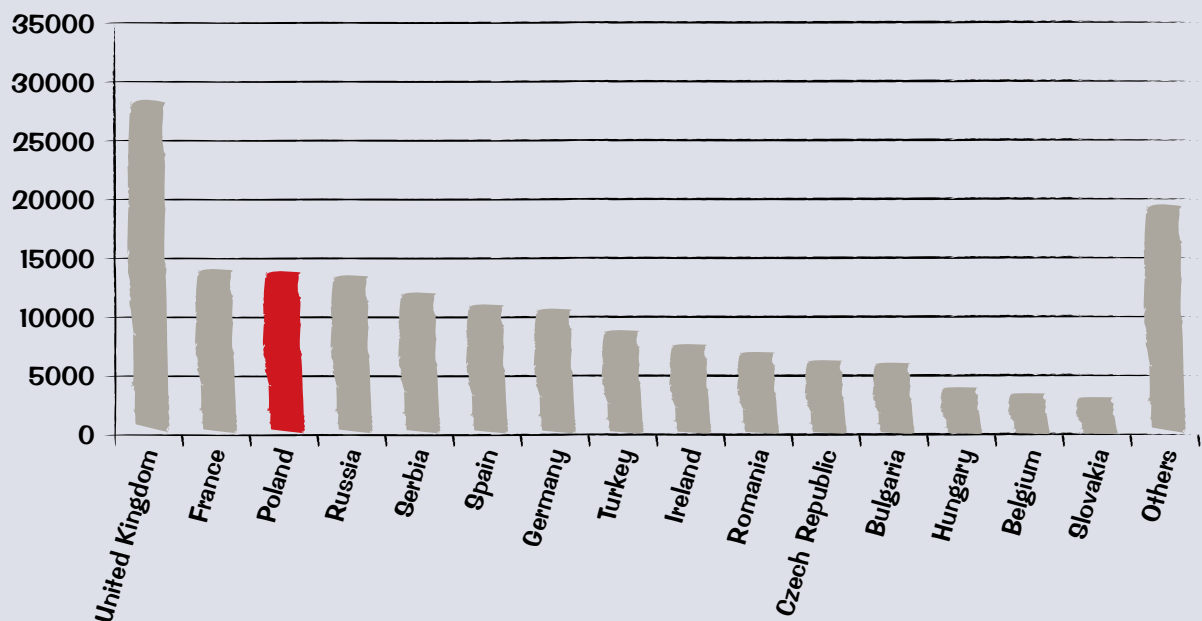
¹ World Bank data, current exchange rates

E&Y's European Attractiveness Survey 2014

Poland is a perfect place for investment and business expansion. According to the European Attractiveness Survey 2014 prepared by E&Y, **Poland is the most attractive country for investment in Central and Eastern Europe**. Newly created new jobs (13,862) ranks Poland in third

place on the continent after the United Kingdom (27,953) and France (14,122). Poland was also the number one destination in the CEE region in terms of R&D projects, driven essentially by international software companies.

Jobs created by FDI



Source: E&Y's European Attractiveness Survey 2014

Chapter 2.

Let's talk economy – stability, sustainability and growth!

Crisis? What crisis?

Our new economic system is only 25 years old; we've grown constantly during that time. As we catch up with our European neighbors neighbours our economy is expected to grow sustainably for the next 25 years. Poland is one of few places in world with positive GDP growth in 2009. We've got high potential to grow domestic market and we're a great investment destination.

Poland is a stable and attractive business destination. Thousands of international companies profit from investing in our country and are happy to be here. What is it that makes us so attractive?

A great set of credentials!

Our strengths - EU membership which means access to a single market with no trade and people movement barriers as well as access to EU funding (over EUR 102 bn in 2007-2013 and over EUR 82.5 bn confirmed in 2014-2020), a **highly qualified**, hard-working and ambitious **workforce**; a **buoyant domestic market** even during the global economic downturn we grew by 4.5% in 2011 (1.7% for the EU27 in 2011), 2.0% in 2012 (negative -0.4% for the EU27 in 2012) as well as 1.6% in 2013 (0.1% for the EU28, -0.4% for the Euro Zone). One characteristic of our resilience to the crisis is that our economy is based on a **solid and rigorous monetary policy**. Another is **strong domestic demand**. We are pretty good at manufacturing and have high **productivity** levels compared with EU benchmarks. Finally our exporters are becoming increasingly competitive in global markets.

What the Professionals think

According to **UNCTAD's World Investment Report 2014** Poland will be in the next two years, **5th in Europe, and the world's 13th most attractive economy**. The report confirms Poland's strong position at the international investment scene.

By the **PALIZ's** report on investment climate in Poland 2013, the most appreciated factor was the size of the market and the country's political stability. The next most highly assessed aspect of the climate for business is the access to a pool of highly motivated and skilled people.

Poland was the global top improver in the World Bank report **Doing Business 2014**. The report assesses regulations affecting companies and ranks the economies in 11 areas of business regulation, such as starting a business, resolving insolvency and trading across borders. As compared to the last year edition Poland improved its ranking astonishingly by 10 positions. It enhanced the ease of doing business through four institutional or regulatory reforms, making it easier to register property, pay taxes, enforce contracts, and resolve insolvency.

Poland was ranked as second country in Europe (and 14th globally) in the 2013 Global Manufacturing Competitiveness Index prepared by Deloitte. The ranking is based on the responses of more than 550 senior manufacturing executives worldwide to a wide-ranging survey discussing the current business environment and global competitiveness in the manufacturing sector.



Chapter 3.

Innovation nation

Poles have always been considered a very enterprising and resourceful nation (sometimes even a bit too much so :-). You can see these characteristics in business as well as science.

Our great people!

Our employees are highly qualified – skills we have gained through a solid education. We are praised by nearly all employers (both at home and abroad). The same can be said for the commitment and creative approach that we bring to our work. After all, these are the characteristics of youth, and it is not surprising to find them in one of the youngest societies in Europe. Nearly half of us is under 38.7 years old.

Science and research attracts big players

The quality of Polish scientific and technical thought is confirmed by the number of large global corporations which have set up R&D centres in our country. International investors – **General Electric, Samsung, IBM, Motorola, Delphi, Siemens, Oracle, Wabco, ABB, Plisa, IBM, Lufthansa, Maersk, Philips, Accenture, HP, Volvo, GalxoSmithKline, Aircraft Engines Aerospace, AVIO Group and UTC/Pratt & Whitney** have all set up research and development centres in Poland and this number is growing fast. Most are hi-tech in a broad range of sectors – IT, automotive, BPO, aviation, chemical, electronic, metal and machine industry and nanotechnology. Within the EU funding 2014-2020 the sector of R&D will attract EUR 7.6 bn directly and through programme focused on Knowledge and Education EUR 3.2 bn.

Highly qualified graduates

Our R&D centres employ thousands of graduates from our technical and business schools Po-

land prides itself on talented students who often achieve leading positions in prestigious international contests, like: the Microsoft Imagine Cup, European Merrill Lynch Investment Challenge or the IBM-ACM International Collegiate Programming Contest. Human resources and technical competence are the greatest sources of competitive advantage in these competitions.

Polish inventors

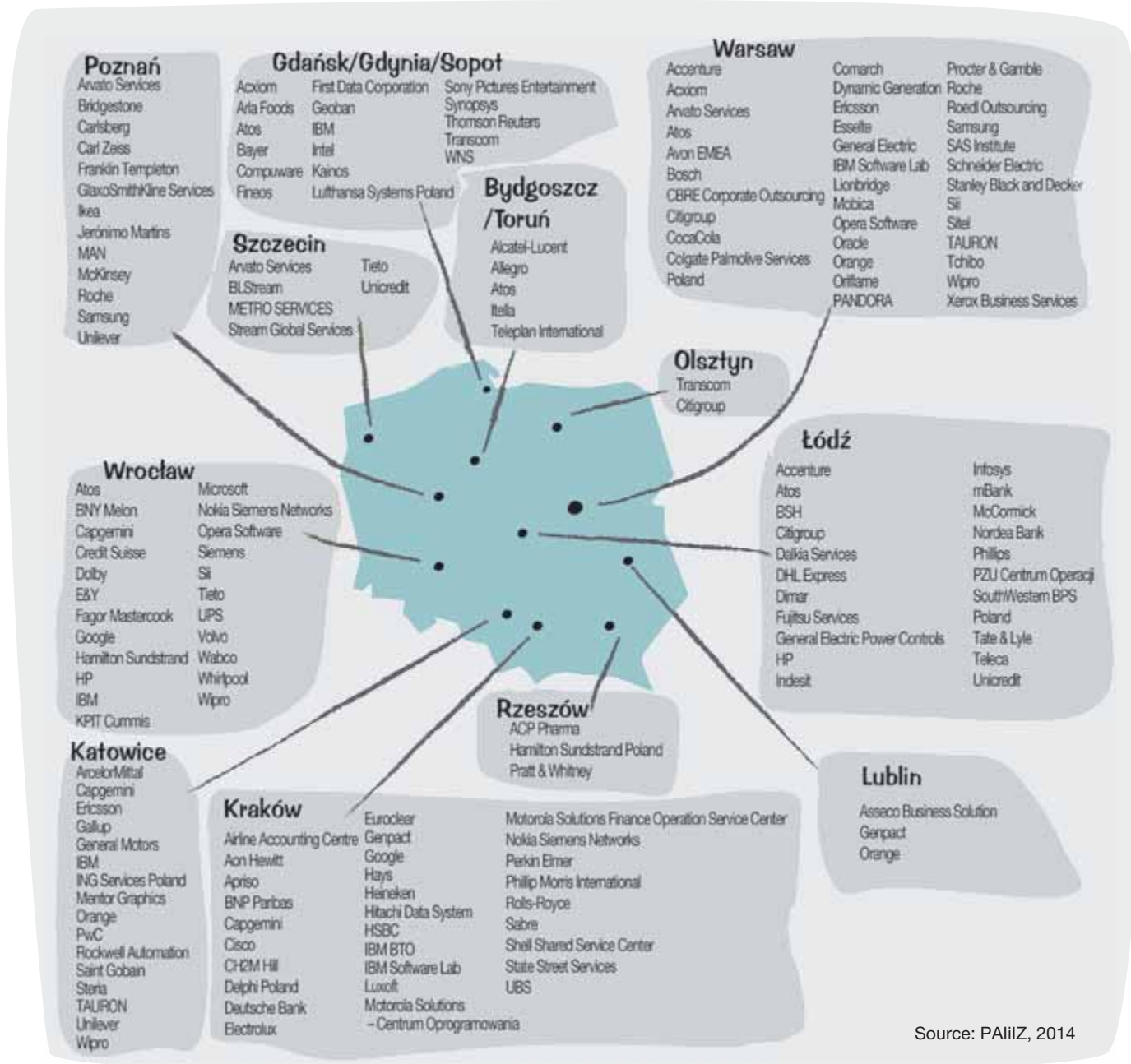
Innovation is an important aspect in the field of science. Poles continue to make a big contribution to the development of technology and many of them are brilliant inventors.

The first walkie-talkie was invented by a Polish engineer, Henryk Magnuski in 1940. Magnuski designed the circuits that were used in the portable FM two-way radios called walkie-talkies. He was also the inventor of PC-to-fax technology.

The bulletproof vest was invented by Kazimierz Żegleń and Jan Szczepanik. They developed a bulletproof vest made of silk fabric. It could stop the relatively slow rounds from black powder handguns. The common paper clip, windscreen wiper or pneumatic shock absorber for cars and aircraft were the works of a Polish artist, virtuoso and composer, Józef Hofmann.

The latest discoveries of scientists from Warsaw may revolutionise the computer market. Graphene, an allotrope of carbon, discovered by a group of British-Russian scientists was too small to find application in commercial solutions. This barrier was overcome by Polish scientists who found the way to transfer graphene production from laboratories to factories. It can now be used in touch screens and space vehicles.

BPO AND R&D CENTRES IN POLAND – WHERE THEY ARE



Source: PAIIIZ, 2014

Our students

50% of our population between the age of 19 and 24 are studying. We have about 450 higher education facilities some of which have a tradition of excellence built up over hundreds of years. We are one of the most competitive education markets in Europe. Research facilities in Poland employ nearly 130,000 R&D specialists working on globally important research. Many centres are affiliated with academic centres. Harnessing the wealth of this potential to use in the business world is a challenge and opportunity for investors.

Our most attractive sectors

Business Process Offshoring (BPO), the aviation, the automotive, the electronics and IT industries as well as food processing are considered to be the most favourable sectors for investment in Poland. We offer a supportive investment climate, an excellent location at the centre of Europe and well-educated specialists.

According to "Business Services Sector in Poland 2014"¹ survey prepared by Association of Business Services Leaders in Poland (ABSL), Poland is an unquestioned leader in the business services sector in Central and Eastern Europe in terms of the number of centers (more than 470) with foreign capital and the number of employees (128 000). The most successful destinations for business services projects in Poland are Cracow, Warsaw and Wrocław. The great majority of centers render services for Western Europe. An important strength is the fact that in the service centres in Poland there are over 30 foreign languages spoken for providing services. A large group of centers in Poland offers innovative services in data analysis.

According to ABSL, the top 10 foreign employers in the BSS sector in Poland include: France Telecom, Capgemini, IBM, General Electric, Hewlett Packard, Bertelsmann Media, Nokia Siemens Networks, Citi Group, Shell and Accenture.

¹ ABSL: "Business Services Sector in Poland 2014"

According to the latest projections of Oxford Economics, the Polish IT sector will be one of the fastest growing industries in Poland during the next few years. It is expected to grow at a level of 10 – 12% per year until 2015. The Polish IT market is, following Russia's, the second largest market in Central and Eastern Europe. The main factors leading to Poland's international recognition in IT are Polish IT specialists, as well as the quality of the services provided and the level of creativity, availability of a high quality IT communications infrastructure and cost effectiveness.

Did you know that almost every passenger aircraft in the world has at least one part made in Poland? Poland is one of the best locations in Europe for the development and fulfillment of aerospace projects and includes aircraft production sites, maintenance facilities, local technical universities, scientific research centres and pilot training facilities. A plethora of multinational aircraft-industry corporations are present in Poland and over 90% of production is exported. Poland has a strong base of small and medium-sized enterprises constituting a wide chain of suppliers for companies such as Boeing, Airbus and Embraer.

The automotive sector also has a long tradition. Poland has largely benefited from Western European subsidies which fueled particularly the sales of small and medium sized vehicles. The key regions for locating new automotive investment projects are traditionally those areas which are home to vehicle manufacturing operations, such as Upper Silesia, as well as the Wielkopolskie and Lower Silesia voivodships.

A little secret

What makes us so attractive is the combination (*nota bene!*) of the efficiency of our capital-intensive production requiring highly qualified personnel and the cost competitiveness of our physical labour. To put it simply: two-in-one... and we're in the EU.

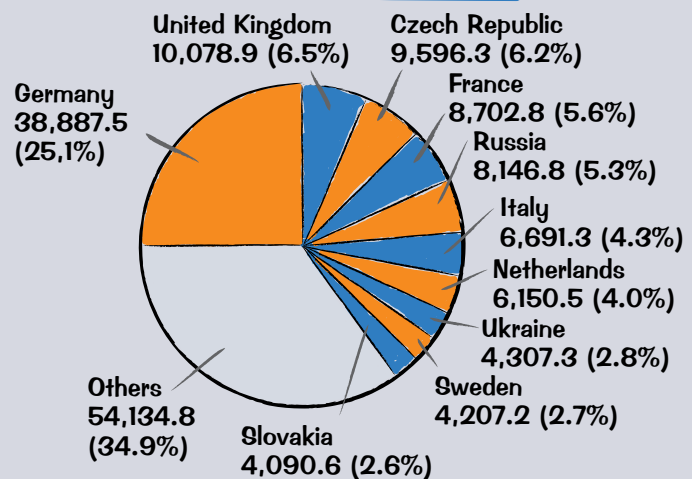


Chapter 4. Trade winds

Unsurprisingly the profile of Polish exports largely coincides with that of foreign direct investment (FDI). Poland is a large market in its own right and is often seen as a convenient export platform both for Europe and Eastern Europe. 82% of Polish exports currently go to highly industrialized countries (OECD), about 79% of exports are sent to the EU, whereas 64% of imports are from the EU.

Notwithstanding the outdated stereotype of a peasant on a cart as the typical Polish producer, still popular in the Western press, technologically advanced equipment actually makes up almost 50% of Polish exports.

Export structure in 2013
(EUR million)



Source: Central Statistical Office of Poland (GUS), 2014

Exports double

In 2013, Poland has maintained a steady level of exports increase, noting a 8% rise, confirming the global competitiveness of Polish products on the international market. From the beginning of the past decade, Poland's foreign trade turnover increased almost ten-fold. Meantime, the strength of the national currency, the zloty (PLN) has grown, creating a healthy foundation for stable economic growth. According to the data from the Central Statistical Office (GUS) over the 2000-2013 period the value of Polish exports has grown significantly, from EUR 34.4 bn to EUR 155.0 bn. Our foreign trade deficit is steadily being reduced along with the overall increase in the volume of trade. The positive trend has been preserved in the first half of 2014. At the time there was a substantial export increase of 5.4% (as compared with the same period of 2013).

Key sectors for international trade

Our top export products are: electronics, mechanical and transport equipment, steel and base metals, plastics, rubber and chemical products, food products (meat, dairy products), furniture, white goods.

We have also seen exponential growth in our **services sector**, largely driven by FDI. These are chiefly finance centres or shared-services centres, servicing activity in other countries. Unlike the older generation, **young Poles are multilingual**, so this sector is blossoming, enjoying growing popularity among European SME's. The global giants are already here.



Chapter 5.

Foreign Direct Investment (FDI)

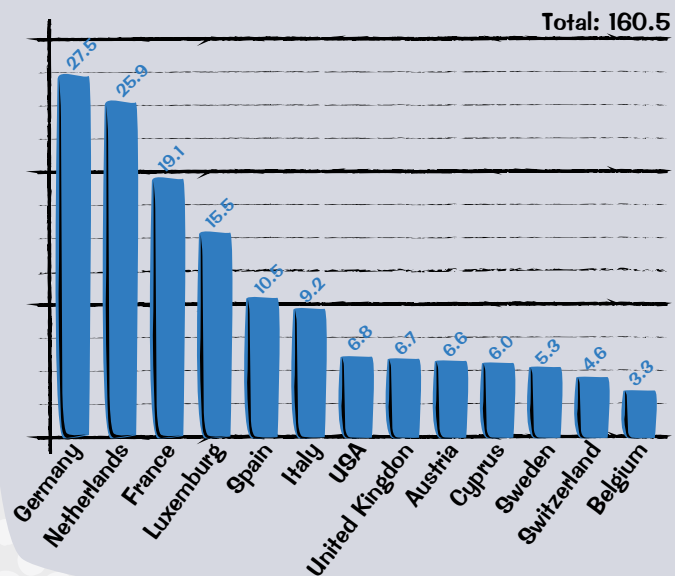
Poland is an increasingly attractive destination for FDI. We offer an excellent entry point for global companies looking to access the single EU market. There are many greenfield and brownfield investments. At the end of 2013, total FDI positions in Poland totalled at EUR 160.5 bn. The countries investing most intensively in Poland are from the EU. More 90.4% of the total cumulative FDI in Poland are from the EU countries, particularly: Germany, Netherlands, France, Luxembourg, Spain, United Kingdom and Austria.

Poland is the largest magnet for FDI in Central Europe. Our large and rapidly developing domestic market is an attractive feature however the country is increasingly being targeted as a trade hub for the region. Large companies think very carefully where to place strategic investment. IBM, Volkswagen, LG, Procter&Gamble, France Telecom, Siemens, Cadbury and Sharp have all expanded their activity in Poland recently. According to the latest developments 2013 was the year of outstanding investment of EUR 40 million and 9000 job places made by the Amazon. There 3 new fulfilment centers in Poland are to be completed in August 2014. Most recently, we have been astonished by Volkswagen's decision to invest EUR 800 m in a new plant in Września. The investment is the largest automotive project in Europe in XXI century.

In addition to our well qualified workforce and optimistic economic indicators, the 'traditional' pluses of Poland which are mentioned by investors are:

- competitive labour costs,
- loyal labour workers,
- strategic location on transit routes, and
- a large internal market,
- efficient incentives.

FDI inward position (cumulative FDI stock)
at the end of 2013 (EUR million)



Source: National Bank of Poland, 2014

Ship ahoy!

There are over 2000 firms in Poland who build and service boats and ships. The leading field is for small and medium-sized yachts, most of which are sold to buyers in Western Europe. They are known for high-quality laminates, precision fittings and modern construction.

Something for the Home

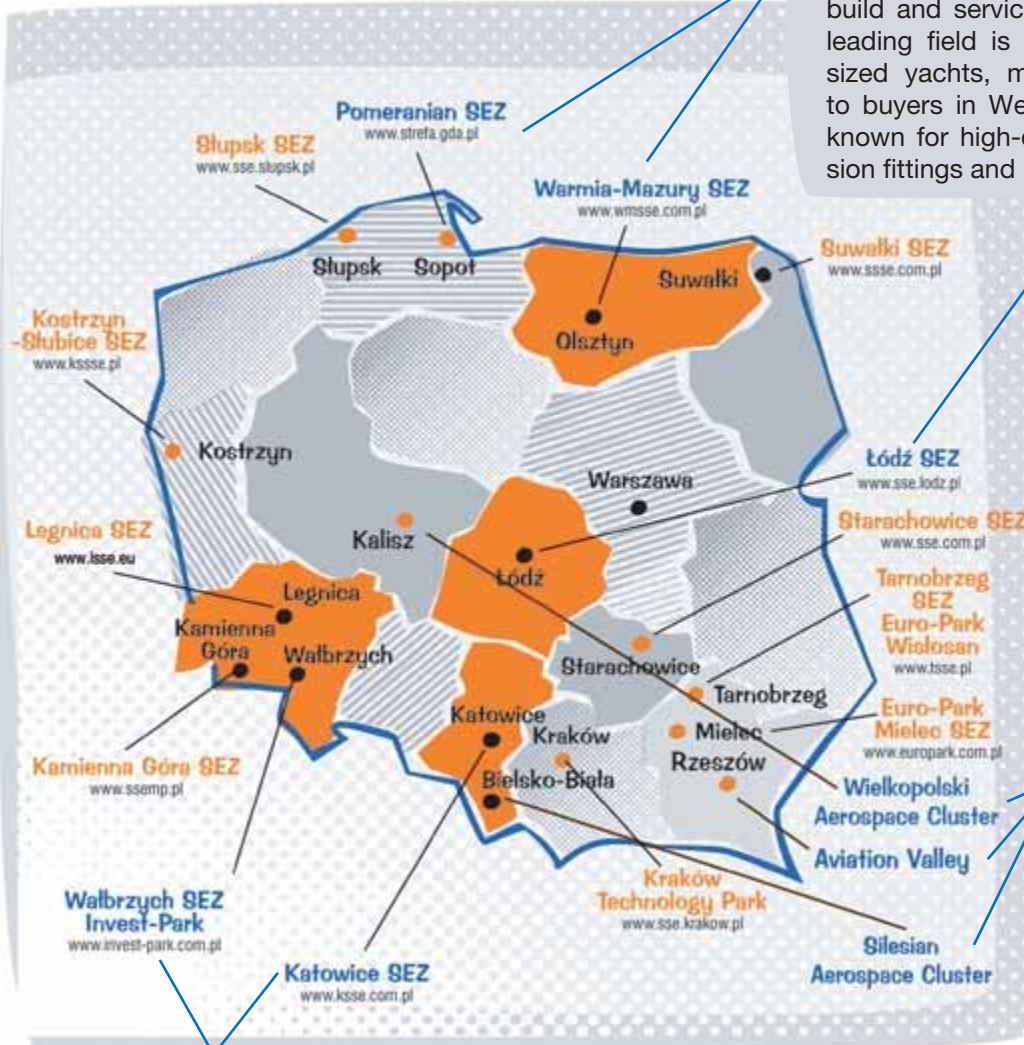
Łódź is the largest production centre of white consumer goods in Europe. There are 440 firms active in this sector! True, refrigerators and stoves are not vehicles, but people can be creative...

Flying high

The long tradition of Polish aviation is visible in the activity of over 60 producers of aircraft and parts for leading global brands. The new park will specialize in the production of light aircraft.

Cars, Cars & more Cars

As a centre for the automotive industry and a location for major manufacturers in the sector, Poland offers a huge base of suppliers (over 700 firms), top quality and productivity. Engines are a local specialty.



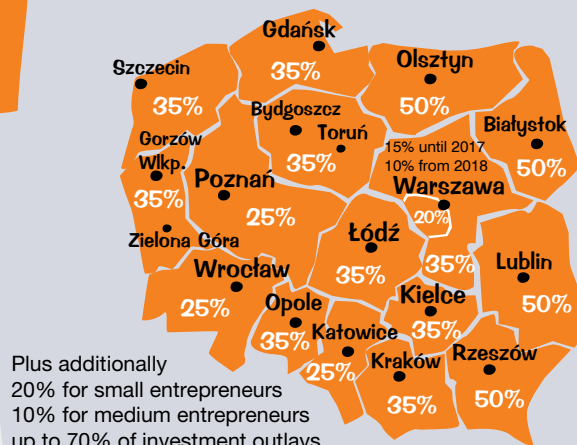
Chapter 6. Special Economic Zones

The Special Economic Zones (SEZ's) are 14 separately administered areas which offer favourable terms for doing business. Altogether they cover an area of over 15 800 hectares; there is still potential to grow to a maximum area of 20 000 hectares. According to the Ministry of Economy over 271 000 people were employed in companies in the Special Economic Zones at the end of December 2013. Five out of 14 Polish SEZ were highlighted in the global ranking of top 50 special economic zones by the British fDi Magazine of the Financial Times in 2013. Katowice SEZ is ranked as the second in Europe and 11th globally. Others highly ranked are: Łódź SEZ (3rd in Europe), Wałbrzych SEZ (4th in Europe), Pomorska SEZ (5th in Europe) and the Starachowice SEZ (7th in Europe). The Polish economic zones offer the very stable system of CIT exemption even through the 2026 year.

In a SEZ the entrepreneur can obtain the following privileges

- tax exemption (CIT or PIT)
- a site fully prepared for development by the investor at a competitive price
- free assistance in dealing with formalities in connection with the investment
- exemption from property tax (on the territory of certain gminas)

The maximum permitted level of aid in each Polish region is shown on the map of regional aid. From the 1st July 2014 a new map of regional aid is in force for the years 2014 - 2020. In accordance with the map, the basic maximum level of regional public aid is expressed in percentages of the amount



of aid which qualifies for the receipt of assistance, amounting to:

50% - in areas belonging to the provinces (województwa) of: Lubelskie, Podkarpackie, Podlaskie, Warmińsko-mazurskie;

35% - in areas belonging to the provinces (województwa) of: Kujawsko-Pomorskie, Lubuskiego, Łódzkiego, Małopolskie, Opolskie, Pomorskie, Świętokrzyskie, Zachodniopomorskie, part of Mazowieckie,

25% - in areas belonging to the provinces (województwa) of: Dolnośląskie, Śląskie, Wielkopolskie,

20% - in part of Mazowieckie,

15% - in Warsaw until 31.12.2017 r.,

10% - in Warsaw starting from 1.01.2018 r.

The costs qualifying for cover under regional aid in a SEZ, i.e. costs forming the basis for calculating the maximum amount to be exempted from tax, could be:

- costs of new investment
or
- costs of work of newly employed workers, depending on whether the tax exemption is in the form of aid for a new investment or as aid for new workplaces.



Chapter 7. Eco farming

At the other end of the economic spectrum, and luckily far away from the industrial parks, there are farms producing high-quality natural foods. More and more farmers realize there is a growing demand for bio-products and are seeking the relevant certifications

Foreign importers, for their part, correctly conclude from the taste of milk or fruit produced on small farms in ecologically clean regions of Poland that the quality is high.

Exports of agricultural and food products from Poland grew nearly threefold between 2005 (EUR 7 bn) and 2013 (EUR 20 billion). Buyers are primarily from EU countries, chiefly Germany, Great Britain, Czech Republic, France, Italy and the Netherlands, and outside the EU, Russia.

NUMBER OF ECOLOGICAL FOOD MANUFACTURERS IN POLAND

Year	Number of producers
2005	7.182
2006	9.194
2007	11.870
2008	15.206
2009	17.423
2010	20.956
2011	23.847
2012	26.376
2013	26.598

Source: IJHAR-S, 2014

Key Products

Our biggest ecology exports are meat, bread and pastries, sweets, fruit, dairy products and chocolate. The fastest-growing exports are butter, eggs and confectionery.

Poland is Europe's largest producer of apples and also specialises in soft fruits. Local producers of these fragrant treats are growing strongly in Europe's established markets. Meanwhile, fans of traditional grills and roasts hold succulent Polish beef and pork in high regard.

Many ecologically aware farms also offer agro-tourism – more about this on the next page.



Chapter 8.

Tourism – the ultimate green space

More and more international visitors are deciding to explore our fascinating country in the heart of Europe. We hope they have a pleasant time and good weather!

A superb tourist destination

There are virgin lakes, mountains with many faces, the sea (cool but oh so lovely) and some excellent landmarks. We boast 24 golf courses near major cities.

Back to nature

Taking advantage of the growing popularity of going 'back to nature,' agro-tourism infrastructure has grown by leaps and bounds in Poland. Instead of staying in a luxury hotel in a large tourist centre it has become fashionable to head for a pretty lakeshore (in Mazuria or Pomerania), or the mountains, and rent a room at a farm that has been adapted for agro-tourism. Abundant food is available, home-cooked by a friendly hostess. The silence is appealing, and the day may be spent hiking or biking on trails, swimming or fishing.

Explore traditional Polish cuisine

After a short period of fascination with foreign cuisine, traditional Polish cooking has returned in great style. Restaurants serve noble feasts (wild game!) as well as treats from the country oven, using natural, healthy ingredients that taste the way Mother Nature intended.

Health tourism

Another hit among European tourists is the plethora of Polish spa resorts - cosmetic and treatment clinics located in attractive natural regions with a healthy microclimate. A lot of visitors come each year for health-related holidays from all over the world.

Our vital statistics

In addition to our natural attributes what is it that attracts visitors to Poland for a health-related rest?

- High standard of services and professionalism,
- Low prices, about 40% of the cost of a similar vacation at home and the possibility to have some treatments in Polish spas subsidized by the national health service,
- Numerous low-cost airline connections,
- Poland's membership in the EU – ease of border crossing.



Chapter 9.

Did you know that...

- The **Mazurian Lake District** reached the final of the “7 New Wonders of the World” competition
- **Błędów Desert** is the **only natural desert in Europe** and the largest area of sand in Poland suitable for gliding (32 km²). It is prized by gliders because of the hills rising above it and the favourable winds.
- **28%** of the land surface of Poland (8 mln hectares) is covered by **forests**.
- **Białowieża National Park**, on the UNESCO World Cultural and Natural Heritage List, is the **only natural wilderness on the continent of Europe**, a remnant of many such areas which once covered Europe.
- In this wilderness you will meet **European bison**, cousin of the American bison, the largest mammal in Europe, which lives **only in Poland**. The wild bison became extinct in 1918, but was successfully returned to the wild thanks to the efforts of Polish zoologists.
- **The largest wetland in Europe** – the Biebrza Swamp, which covers an area of 100,000 hectares – is a paradise for aquatic and wetland birds. Ornithologists from all over the world come here to see **270 species of birds**, of which 180 are nesting species.
- **The unique Ostróda-Elbląg Canal** is a landmark of hydraulic engineering. Along a stretch of 23 km, in order to make up a **100 m difference in levels**, ships are also transported on land and on tracks.
- **The Wieliczka Salt Mine**, near Cracow, is the **only salt mine in the world in use from the Middle Ages until the present time**. 1.1 million tourists visit the mine every year. They also stay for treatment of asthma and allergies.
- In Poland there are **23 national parks** and **1407 nature reserves** (protected areas of 100,000 km² make up almost a third of the territory of Poland).
- Hundreds of picturesque rivers around the country are a **paradise for kayakers**.



Chapter 10.

And how to entertain body and soul?

What does a country which has always championed its own (somewhat hermetic) culture have to offer international visitors today?

- **First and foremost**, numerous music festivals and reviews – most of them during the summer – both classical and popular. Jazz in the broadest sense is one of the most active musical fields in Poland. During such events as Jazz on the Oder (in Wrocław) or the Warsaw Summer Jazz Days, world-famous performers appear alongside younger musicians. Lovers of classical music from all over the world enjoy the oratory festival *Vratislavia Cantans*, the Mozart Festival, Warsaw Autumn and many others. The Chopin International Piano Competition is held in Warsaw every 5 years and enjoys a reputation as one of the most prestigious music competitions in the world. Fans of more energetic music arrive in hordes for summer festivals like the annual Open'er Festival at the seaside to hear international rock and hip-hop stars, and for the Woodstock Stop (*Przystanek Woodstock*) on the Polish-German border, whose guests in 2009 included more than 400,000 people. Mrągowo in the Mazuria lake district hosts the annual Country Picnic festival of country music.
- **Of great interest** are the annual events related to the Jewish heritage in Poland, including the Festival of Dialogue of Four Cultures (Polish, Jewish, German and Russian) in Łódź and the Jewish Culture Festival in Cracow.
- **As for the visual arts**, Warsaw is notable for such institutions as the Poster Museum in Wilanów (the Polish School of poster art has been a worldwide success since the 1960's), as well as modern art galleries (run on a shoestring) featuring the work of daring younger artists. Traditionalists favour museums with works of the Old Masters, such as Leonardo's *Lady with an Ermine* (in Cracow) or *The Last Judgment* by Hans Memling (in Gdańsk).
- **Many cultural landmarks** in Poland are included in the UNESCO World Heritage List. Chief among these are the historic town centres of Cracow, Zamość and Toruń, the castle of the Teutonic Knights in Malbork, and numerous churches, both stone and wood, in southern Poland.
- **Those who prefer low-brow entertainment** over high culture may observe or participate in numerous summer contests in small towns all over Poland, such as the World Championship in Throwing a Hammer at a Television Set (held in Jonkowo near Olsztyn) or the wacky regatta of miscellaneous impromptu craft on Lake Necko in Mazuria whose name could be roughly translated as '**Whatever Floats Yours Boat**' (motto: 'If it doesn't sink, it was meant to sail').

About PAIiZ



About the Polish Information and Foreign Investment Agency

The Polish Information and Foreign Investment Agency (PAIiZ) is a governmental institution and has been servicing investors since 1992. Its mission is to create a positive image of Poland in the world and increase the inflow of foreign direct investments by encouraging international companies to invest in Poland. PAIiZ is a useful partner for foreign entrepreneurs entering the Polish market. The Agency guides investors through all the essential administrative and legal procedures that a project involves. It also provides rapid access to complex information relating to legal and business matters regarding investments. Moreover, it helps in finding the appropriate partners and suppliers together with new locations.

PAIiZ provides free of charge professional advisory services for investors, including:

- investment site selection in Poland,
- tailor-made investors visits to Poland,
- information on legal and economic environment,
- information on available investment incentives,
- facilitating contacts with central and local authorities,
- identification of suppliers and contractors,
- care of existing investors (support of reinvestments in Poland).

Besides the OECD National Contact Point, PALiZ also maintains an Information Point for companies which are interested in European Funds. All of the Agency's activities are supported by the Regional Investor Assistance Centres. Thanks to the training and ongoing support of the Agency, the Centres provide complex professional services for investors at voivodship level.

On the website www.paiz.gov.pl an investor can find all the necessary information concerning key facts about Poland, the Polish economy, legal regulations in Poland and detailed information which could be useful for any company considering to set up a business in Poland.

Since 2011 in PALiZ operates also **China – Poland Economic Cooperation Centre** as a “one-stop shop” providing comprehensive information on investment opportunities in Poland and offering support for Chinese compa-

nies during the investment process. The Centre is responsible for: promotion of Poland as a location for FDI, identifying sources of foreign direct investment, supporting the missions and delegations from China, preparing analysis & information, maintaining regular contact with Chinese companies operating in Poland as well as Go China website. More information you can find on: **www.gochina.gov.pl**

Also since 2013 PALiZ is implementing the “**Go Africa**” programme. Its aim is to encourage Polish entrepreneurs to invest in African countries and promote Poland in Africa. Therefore PALiZ has organized: fact finding missions to African countries, participation of Polish entrepreneurs in fairs, conferences, seminars and workshops both in Poland and in Africa. Furthermore the Agency has prepared publication on African markets. More information you can find on: **www.goafrica.gov.pl**

Contact us to learn more about how your company can profit from the unique business potential of Poland.

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