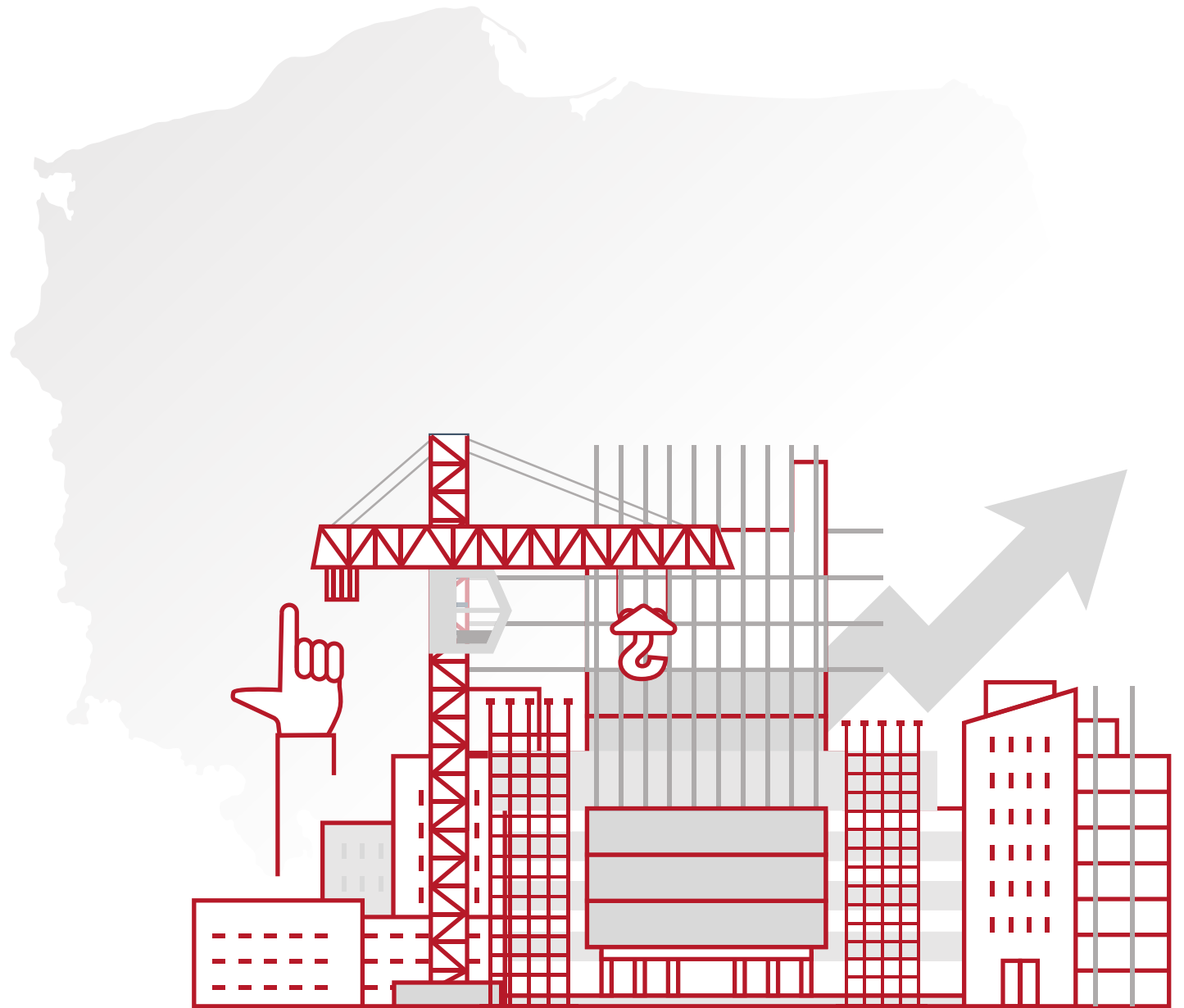




Polish Investment
& Trade Agency
PFR Group

Why Poland Now?

Current investment climate and opportunities



Poland – your place to invest

Basic information



5th
most populous
country in the EU
(38,4 mn)



USD 237bn
inward FDI stock



USD 33 890
GDP per capita
(PPP)



USD 265bn
total exports



**Polish Złoty
(PLN)**

own currency

1 EUR ~ 4.5 PLN
1 USD ~ 3.7 PLN
100 JPY ~ 3.5 PLN



CIT 19%
(base rate), 9%, 5%

VAT 23%
(base rate), 8%, 5%, 0%

PIT 17%, 32%



36th
in Transparency
International
(top in CEE)

33rd
in Ease of Doing
Business (top in CEE)



Why Poland?

6 Good Reasons

1. Economic Stability

- ✓ **Green light from Credit Rating Agencies**

A2 rating with Moody's, A- rating with S&P Global and FitchRatings.

- ✓ **Crisis Resilient**

Max score for macroeconomic stability in Global Competitiveness Report. No recession between 1991 and 2019. One of the shallowest COVID-recession in EU

- ✓ **Business Friendly Environment**

Best in region in Doing Business Report. Highest FDI inflow in region and top in EU.

- ✓ **Fast-track Recovery**

Poland to receive 57.3bn EUR as part of the EU Recovery Plan for 2021-2026.

2. Strategic Location

- ✓ **The Heart of Europe**

Central location perfect for operations in a pandemic-disrupted world, with access to the entire EU market.

- ✓ **At the crossroads of trade routes**

Four major European trade corridors intersect in Poland

- ✓ **Constantly developing infrastructure**

168bn PLN to be spent on road construction 2014-2025. 76bn PLN spend on rail 2014-2023.

3. Human Capital

- ✓ **Biggest labor pool in CEE**

Over 40% of the region's total GDP and labor pool.

- ✓ **Very well-educated population**

As many as 92% of Poland's citizens aged 25-64 have at least a secondary education

- ✓ **Higher Education Institution**

300 thousand engineering students, 250 thousand economic/business students learning at over 65 public universities and 200 private universities. A major University hub present in each region.

Why Poland?

6 Good Reasons

4. Large & Innovative Domestic Market

- ✓ **CEE Regional leader**

114% increase in GDP per capita in years 1996-2017.

- ✓ **Programming Experts**

Max score for macroeconomic stability in Global Competitiveness Report. No recession between 1991 and 2019. One of the shallowest COVID-recession in EU

- ✓ **Research & Development**

69% increase in the number of R&D entities since 2014. 5.8 thousand registered R&D centers. 62.7 thousand employed externally by R&D centers

5. Expertise in Many Sectors

- ✓ **The Heart of Europe**

Central location perfect for operations in a pandemic-disrupted world, with access to the entire EU market.

- ✓ **At the crossroads of trade routes**

Four major European trade corridors intersect in Poland

- ✓ **Constantly developing infrastructure**

168bn PLN to be spent on road construction 2014-2025. 76bn PLN spend on rail 2014-2023.

6. Attractive Incentives

- ✓ **Highest possible regional aid**

Up to 50% of eligible costs back as public aid

- ✓ **Long term tax cuts**

Up to 15 years CIT tax exemption for new investments

- ✓ **Grants for strategic investment**

Cash grant program with up to 15% support, planned to be overhauled for a pandemic-influenced investment world

- ✓ **Access to EU funds**

Poland is one of the top beneficiaries of the EU Funds

Poland – Land of Rising Opportunities

Japanese Investments in Poland



> 300

Japanese companies operating in
Poland

40 000

Estimated employment created by
Japanese investors

5th

Poland hosts the 5th largest number of
Japanese manufacturing affiliates in
Europe

The most attractive sector for Japanese
companies are:



automotive



SSC/IT



food-processing



energy



rail



waste management

Human Potential

The Secret Behind Poland's Success

Łukasiewicz Research Network
3rd largest research network in Europe
33 research institutes in 11 cities
8,000 Staff
Client portfolio includes:
Siemens, Boeing, Jeronimo Martins, GE,
IKEA, ABB and many others

Poland is the **prime destination** based on
job creation from contestable (not market
driven) projects according to IBM's Global
Location Trends.
Poland has **attracted almost 18,000 FDI
jobs** in contestable projects in 2019



1st **Microsoft Technology Center** in
the region is located in Warsaw
Google for Startup Campus in
Warsaw, as well as an R&D
engineering research centre
69% increase in R&D entities since
2014

Over **400,000 software developers**
3rd in the best developer HackerRank
World-class reputation at competitive
costs

2020 Overview

Succeeding in Attracting FDI Despite Pandemic

58
new projects announced
4% year-on-year increase to 2019!

2.7bn EUR
estimated capex of all projects

>10 000
new workplace commitment

7
Japanese Projects 40% more than in
2019.

263mn EUR
estimated value, 118% increase from
2019.

>500
new workplaces



Weber Stephen, American grill manufacturer, declares first EU plant in Zabrze, Poland. 45mn EUR 250FTE



Microsoft announces a new datacenter in Poland and plans to invest in Poland's digital transformation. 830mn EUR, 100FTE (est.)



Electromobility Poland, a domestic EV manufacturer announces its first plant in Jaworzno. 400mn EUR 3000FTE



Toshiba Carrier Corporation, Japanese American JV, declares a new HVAC plant in Gniezno. 25mn EUR 150FTE

Toyota Corporation announces expansion of Jelcz-Laskowice plant with new hybrid engine capabilities. 136mn EUR 50FTE



Intel Corporation announces development of R&D center in Gdańsk. 74mn EUR 400FTE

2020 Overview

Japanese Success Stories

Toshiba Carrier Corporation declares a new HVAC plant in Gniezno, the first manufacturing plant of the company in Europe.

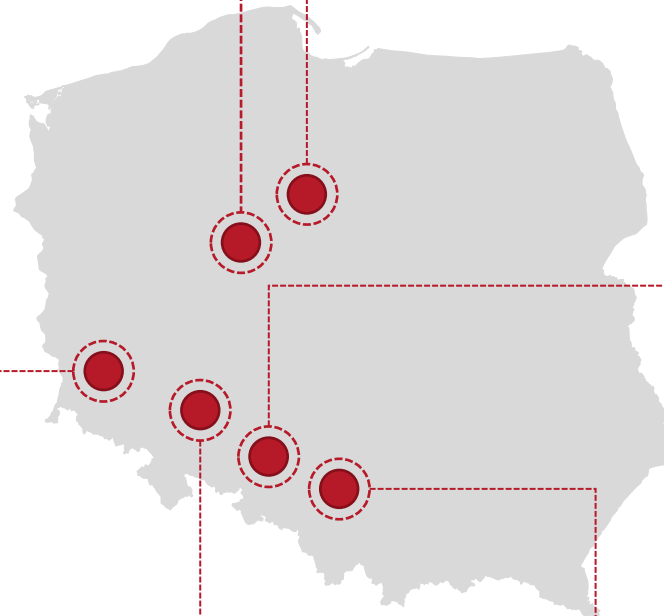
Sohbi Craft Poland announces plans to create new production line of FFP2 masks to help amidst pandemic concerns.

Nishinihon Shoko is investing in a new facility in Bolesławiec. The project will produce machines for the automotive sectors.

Monosol announces new project in Zimna Wódka. The company will be producing water-soluble biodegradable foil for the FMCG sector.

Toyota Motor Manufacturing Poland expands their production capabilities of their TNGA lines in Jelcz-Laskowice. The total investment since their start in 1999 in Poland has reached 1bn EUR and created over 3 000 workplaces.

Denso Thermal System expands their activity in Poland by a new production site in Będzin, neighbouring their current location in Tychy.



Looking into 2021

Reaching for New Heights

189

projects currently in pipeline

12

Japanese projects in pipeline

310mn EUR

estimated value

>1 900

potential new workplaces

9.2bn EUR

estimated capex of all projects

>40 000

potential new workplaces

PAIH Priority Sector Programme

Target marketing in priority sectors



ICT



Aerospace &
Defense



Electromobility



Biopharma



MedTech



Advanced
Chemicals



Polish Investment
& Trade Agency
PFR Group

Polish Investment and Trade Agency

Centre for Strategic Investments
ul. Krucza 50
00-025 Warszawa



Grzegorz Słomkowski

Member of the board

