



Polish Investment
& Trade Agency
PFR Group

THE MACHINES & APPLIANCES SECTOR

Poland. Business Forward



Poland is an internationally acclaimed destination for:



Pristine nature

A top 10 country to visit according to Lonely Planet



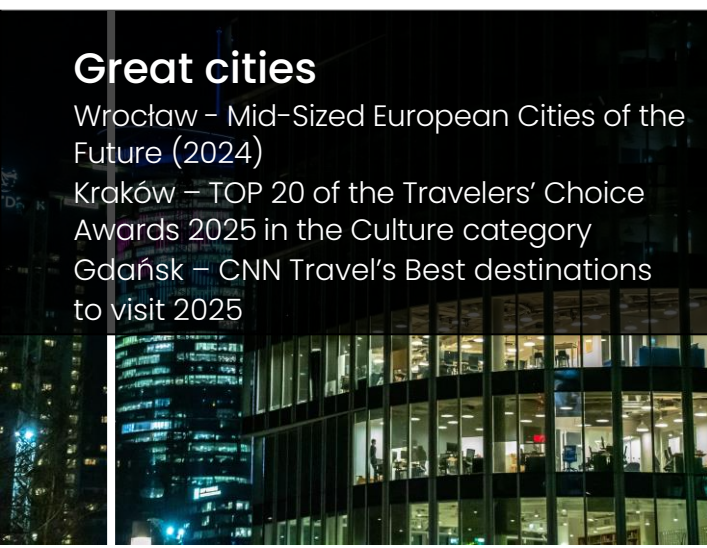
A place where East meets West

Dynamic business hub at the heart of Europe



Vibrant food scene

Warsaw among Top 20 Vegan-Friendly Cities in the World (HappyCow 2024)
Poland ranked 11th in the TasteAtlas awards 24/25 of the 100 best cuisines in the World



Great cities

Wrocław – Mid-Sized European Cities of the Future (2024)

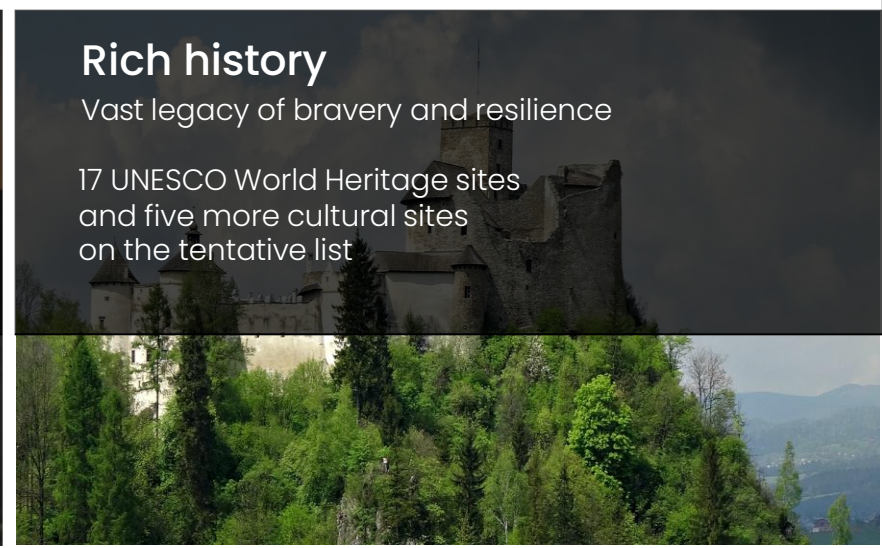
Kraków – TOP 20 of the Travelers' Choice Awards 2025 in the Culture category

Gdańsk – CNN Travel's Best destinations to visit 2025



Attractive place for expats

Young, increasingly international society, with a very high level of English proficiency



Rich history

Vast legacy of bravery and resilience

17 UNESCO World Heritage sites and five more cultural sites on the tentative list



WHY
POLAND



FACTS ABOUT THE
POLISH MACHINES
& APPLIANCES
SECTOR



WHAT MAKES
US DIFFERENT



DID YOU KNOW
THAT



SUPPORT
INSTITUTIONS



HOW WE CAN
HELP YOU

Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

Superb market share

Poland is the sixth largest economy in the European Union in terms of GDP

Large, high-quality talent pool

Nearly 300k of well-educated graduates annually

Resilient economy

Poland is considered to be one of the most economically stable and fastest developing countries in the world.

Transparent

Regional leader (2nd in CEE) in the Transparency International Corruption Perceptions Index

FDI magnet

In 2023, Poland was ranked highest in the CEE region and sixth in Europe in terms of the number of inward foreign direct investments.

Top-notch infrastructure

5th longest highway network in the EU
Over 5,205 km total length of motorways and expressways

Ratings remain high despite the turbulent times

Moody's: A2, S&P: A-, Fitch: A-, as of the second half of 2024

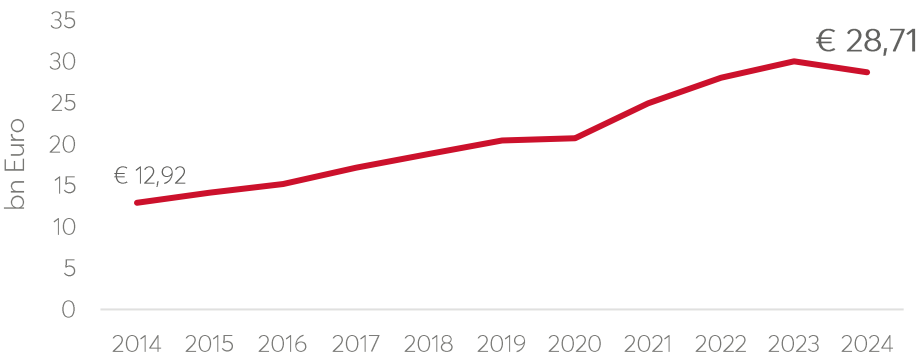
Competitive, well-developed cities

European Cities of the Future 2024 (fDi Intelligence):
Warsaw – 4th position overall (ahead of Paris and Munich)
and 2nd in the business friendliness category among major cities;
The Silesia region ranked 3rd in the “cost-effectiveness” category;
Western Pomerania – European Entrepreneurial Region in 2022–2023,








FACTS ABOUT THE POLISH MACHINES & APPLIANCES SECTOR

Over the last decade the export of Polish Machines & Appliances sector **more than doubled**



Main export destinations in 2024

	Germany	26.71%
	France	6.07%
	United States	5.19%
	Czechia	5.17%
	The Netherlands	4.65%

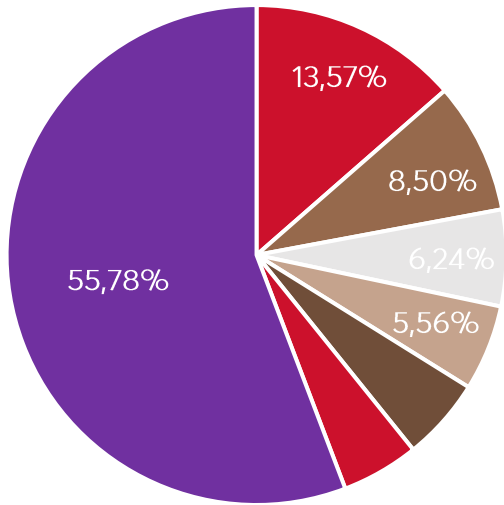
Polish machines & appliances industry in numbers:



~1.59% of worldwide exports of the industry in 2023

The composition of industry's exports in 2024:

- Electric cables and wires
- Centrifuges and filters
- Air and vacuum pumps, compressors
- Boards, panels, consoles etc. for electric control or the distribution of electricity
- Other machines and mechanical appliances having individual functions
- Switches, relays, fuses and alike
- Other



Sources:
MRIT;

Statistics Poland, Data for CN: 8201, 8202, 8203, 8204, 8205, 8206, 8207, 8208, 8209, 8210, 8211, 8213, 8214, 8215, 8401, 8402, 8403, 8404, 8405, 8410, 8413, 8414, 8415, 8416, 8417, 8419, 8420, 8421, 8423, 8424, 8432, 8433, 8434, 8435, 8436, 8437, 8438, 8439, 8440, 8441, 8442, 8443, 8444, 8445, 8446, 8447, 8448, 8449, 8453, 8454, 8455, 8456, 8457, 8458, 8459, 8460, 8461, 8462, 8463, 8464, 8465, 8466, 8467, 8468, 8472, 8474, 8475, 8476, 8477, 8478, 8479, 8480, 8482, 8483, 8484, 8485, 8487, 8503, 8505, 8506, 8514, 8515, 8530, 8531, 8532, 8533, 8535, 8536, 8537, 8538, 8540, 8543, 8544, 8545, 8546, 8547, 8548, 8549, 9005, 9010, 9011, 9012, 9013, 9014, 9015, 9016, 9017, 9023, 9024, 9025, 9026, 9027, 9028, 9029, 9030, 9031, 9032, 9033, 9101, 9102, 9103, 9105, 9106, 9107, 9108, 9109, 9110, 9111, 9603, 9604

WHAT MAKES US DIFFERENT

A Leader in Household Appliance production

According to APPLiA, Poland is still the leader in household appliance production across Europe. The 35 Polish factories account for about 40% of the volume of production of large household appliances across the European Union. The industry employs over 100k people in Poland.

We are also no. 1 worldwide in terms of exports of dishwashers and tumble dryers and 2nd in terms of exports of washing machines.

Digital transformation of mining industry

Alongside innovative techniques and machinery, Polish mining industry is gradually undergoing a transformation as part of the Mining 4.0 movement. The international Mine.io programme, financed as part of the „European Union’s Horizon Europe research and innovation programme”, is meant to thoroughly transform the industry in the sectors of mining, processing plants and metallurgy.

Evolving agricultural sector

Poland’s Strategic Plan for 2023–2027 was prepared with the sustainable development of farms, the processing sector and the improvement of living and working conditions in rural areas in mind. It will support the protection of water, soil, air and biodiversity and promote the production and use of sustainable energy. It will also focus on small farmers and animal welfare.

According to European Commission, Over 127 000 persons will benefit from advice, training or knowledge exchange or participate in European Innovation Partnership Operational Groups.

Strong base for development of agritech

The Polish agri-food sector achieved record exports in 2024, with revenues rising 2.7% year-on-year to €53.5 billion, according to a report by the National Support Centre for Agriculture. This robust sector provides a strong local base for an innovative ecosystem of innovative startups such as Nirby, Ribes Technologies, hydroponic startup Hydropolis, nutrition startup Hipromine or specialised sensor producer Cropler, to name a few.

Sources

APPLiA HOUSEHOLD APPLIANCE MARKET REPORT 2023/2024

European Commission, „Poland – CAP Strategic Plan

National Support Centre for Agriculture

Mine.io, <https://mineio-horizon.eu/>

DID YOU KNOW THAT



Robots at work

Poland, alongside the rest of Europe, is catching up on the robotisation of the workplace. IN Q2 2023, 2685 new robots were installed in Poland. With over 24 800 units of active operating robots (a 9% year-over-year increase), the country ranks 18th in the world in terms of the number of installations.



Polish haul trucks in the UK

At the end of 2024 KGHM ZANAM S.A. received an order from British Gypsum for its HT20 haul-trucks, which will be delivered to the British underground gypsum mines in 2025.



Large fairs across the country

There were 121 fairs across 13 Polish cities in 2023, with Poznan leading the way with the greatest number of industry fairs. Some of the largest fairs pertinent to machines & appliances industry include AGROSHOW, ENEX ITM Industry Europe or Agrotech, an International Fair of Agricultural Techniques that will celebrate its 30th anniversary in 2025. The Agrotech's 2024 edition saw 520 companies from 17 countries showcase in Kielce its products to over 71 000 visitors.

Sources:

KGHM ZANAM: <https://www.kghmzanam.com/mocne-zakonczenie-2024-roku-maszyny-z-polkowic-podbijaja-wielka-brytanie>

Polish Chamber of Exhibition Industry, Targi w Polsce w 2023 roku

Targi Kielce: <https://www.targikielce.pl/en/agrotech>

SUPPORT INSTITUTIONS

The Polish Chamber of Commerce of Agricultural Machines – PIGMIUR

The Polish Chamber of Commerce of Agricultural Machines and Facilities was established in 1998. Currently, more than 152 companies from the sector are the members of the Chamber, including some of the the largest Polish producers and distributors of machines and representatives of the global brands of agricultural machines and appliances. The main objective of PIGMIUR is improving conditions in which companies from the agricultural machines and appliances sector operate.



POLSKA IZBA GOSPODARCZA
MASZYN I URZĄDZEŃ ROLNICZYCH

Digital Poland Association – ZIPSEE

Established in 2005, Digital Poland Association is an industry employers' organization, a non-profit organization bringing together the largest companies from the consumer electronics and IT operating in Poland, including both manufacturers, importers and distributors of electrical and electronic equipment.



ZIPSEE
CYFROWA POLSKA

Mining Chamber of Industry and Commerce

The Polish Mining Chamber of Industry and Commerce (GIPH) is an association of business entities, such as manufacturers of coal and lignite, manufacturers of machinery and equipment for the mining industry, operators of research and development facilities, as well as companies providing services to the mining industry. It has been aiding the sector for over 33 years.



The Association of Employers of Household Appliances

APPLiA Poland (formerly CECED) is the country's only representation of manufacturers and importers of the entire sector. Since its establishment in 2004, we have been advising and consulting our members on industry positions on issues related to the industry, innovation, consumer rights, energy efficiency, standardization or the circular economy.



The Polish Investment and Trade Agency

The Polish Investment and Trade Agency's (PAIH) mission as a Government Agency is:

- To enable small- and medium-sized companies to reach their full potential in exporting their products and services around the world
- To support potential investors in Poland by providing comprehensive and up-to-date information services regarding legal and tax aspects, location and human capital, as well as on the available financial incentives
- To promote 'Poland as a Brand'

How we can help

PAIH's experienced team of experts with a hands-on approach and excellent understanding of the needs of entrepreneurs will ensure that your projects will move as fast and smooth as possible.



Information packs
macroeconomic, HR,
legal, sectoral data



**Analysis
of export
potential**



**Preparing
information
packs**



**Verifying
business
partners**



**Organising
business
missions**



**Preparing lists
of possible
business partners**



**Organising
B2B meetings**



**Support in contacts
with Government
Agencies**

Contact us

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Strategy and Analysis Division
Promotion Department
2025



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