

Embassy of Poland in Prague
Trade and Investment Promotion Section

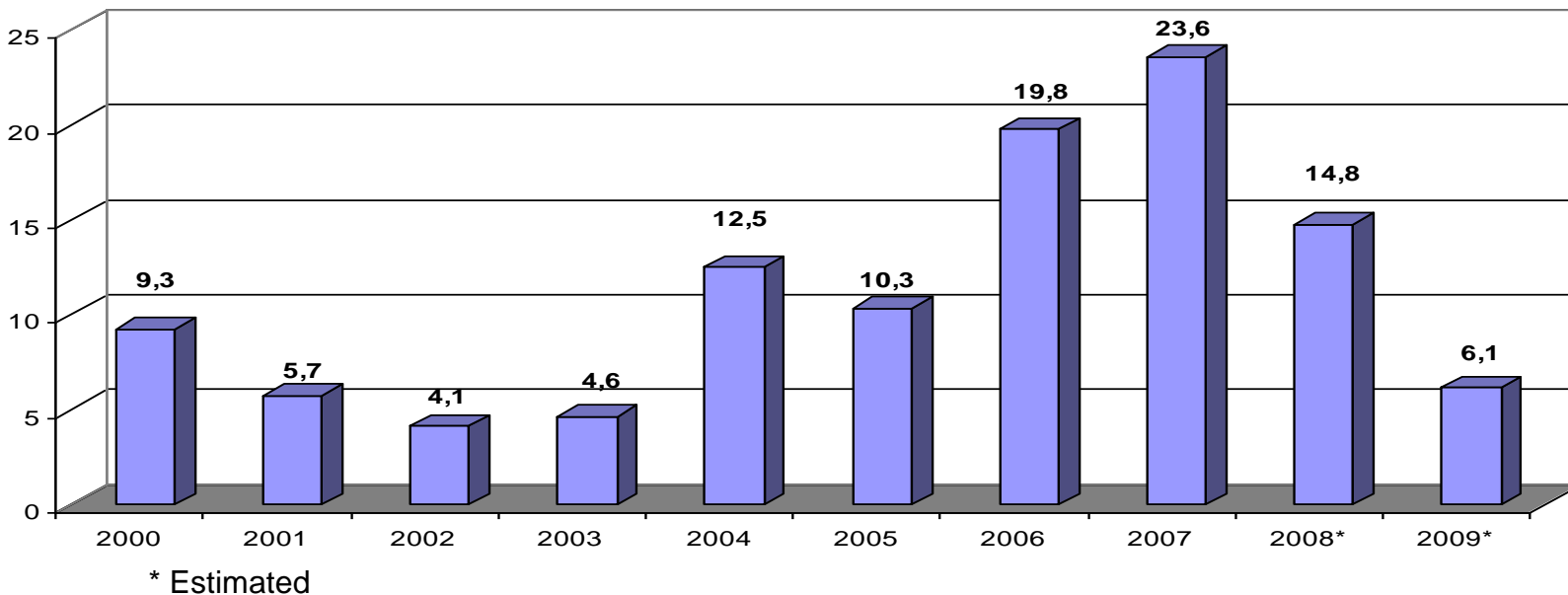
Investment Climate in Poland 2009

Wojciech Pobóg-Pagowski
Commercial Counsellor



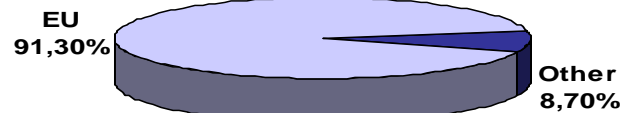
Prague, Czech Republic, October 22nd

FDI inflow (bn USD) and sources



Source: NBP 2009

Geographical sources of FDI inflow



Poland is still very attractive for investors looking for cost saving projects indispensable to go through the crisis

Poland's gaining 4.7 out of 6 possible points and that makes Poland top the list of investment destinations in the region of Central and Eastern Europe, according to Polish-German Chamber of Commerce analysis

"Foreign investors' view on Poland's investment attractiveness"

Among the best rated advantages of investing in Poland investors indicated:

- EU membership
- Easy access to local sub-contractors and the highly-qualified employees

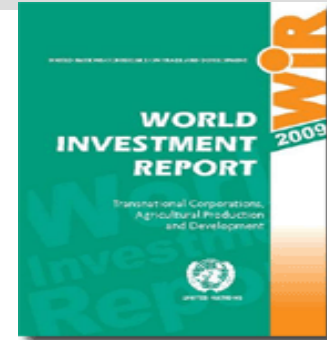
Poland in World Investment Report 2009 & 2008

Poland as a major FDI recipient in the region:

Poland attracted ca. USD 15 billion in 2008, the highest amount among 12 new EU states.

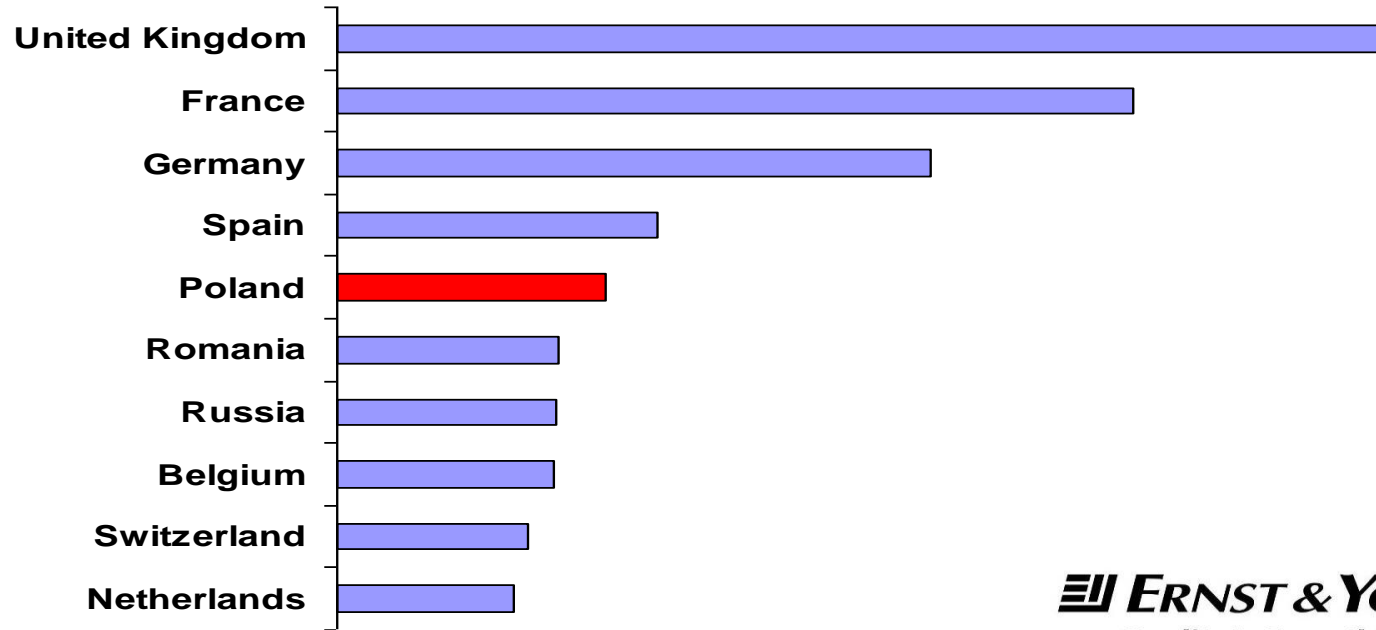
According to UNCTAD the key factors attracting FDI to Poland are:

- rapidly expanding domestic market
- flexible & skilled labour force
- solid banking system



Source: *World Investment Report, UNCTAD 2009*

Poland - No. 5 Location for FDI in Europe



ERNST & YOUNG
Quality In Everything We Do

Why Poland?



Strategic location



Cost effectiveness

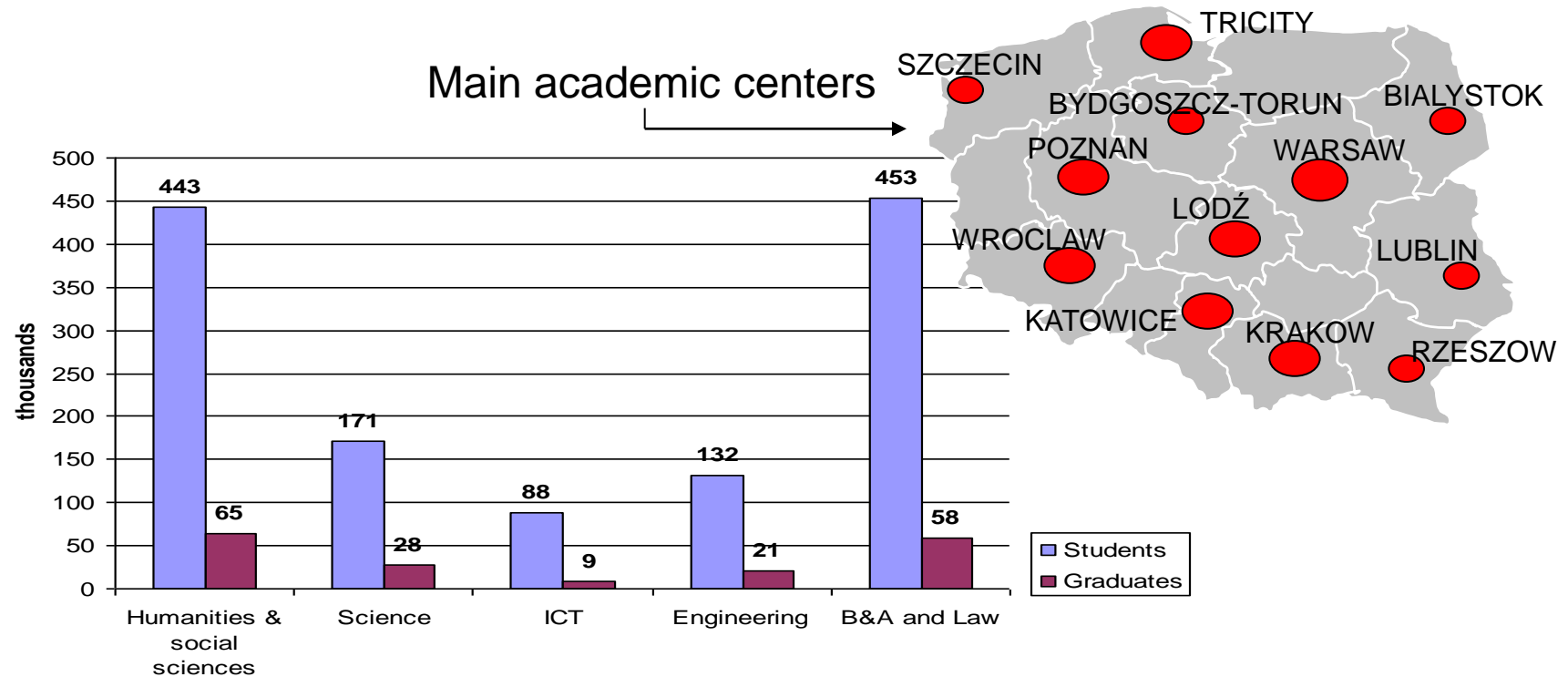


Great number of high potential human resources



EU-Funds (110 bn USD for the period of 2007 -2013)

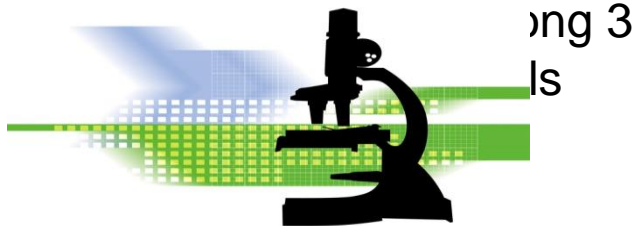
There are ca 2m university students in Poland



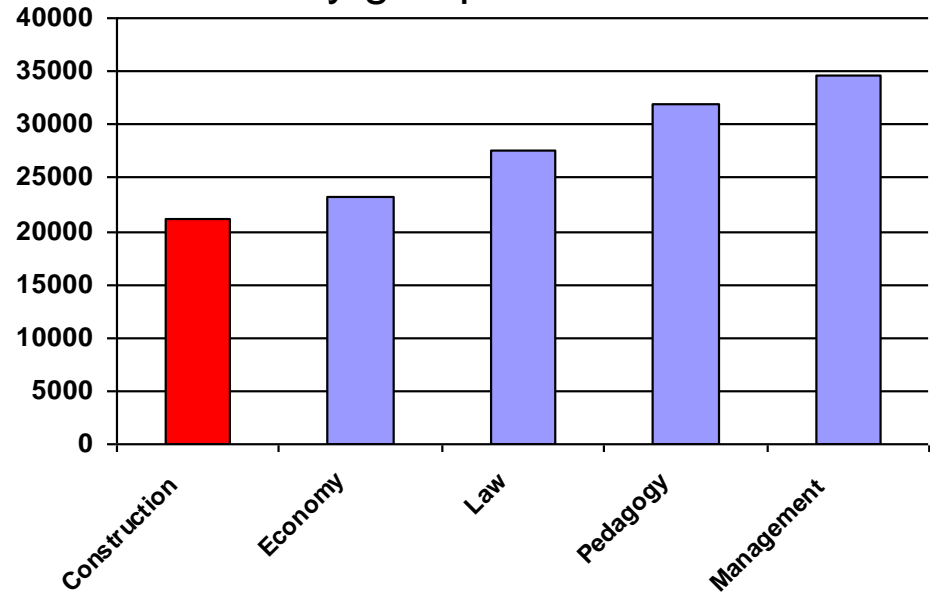
Source: *Polish Statistical Office 2009*

Higher education trends in 2009

- The most popular are economical studies
- Increasing popularity of technical studies
 - 2,8% secondary school graduates applied for technical studies in 2009 (2,0% in 2008)
- 2 Universities of Technology

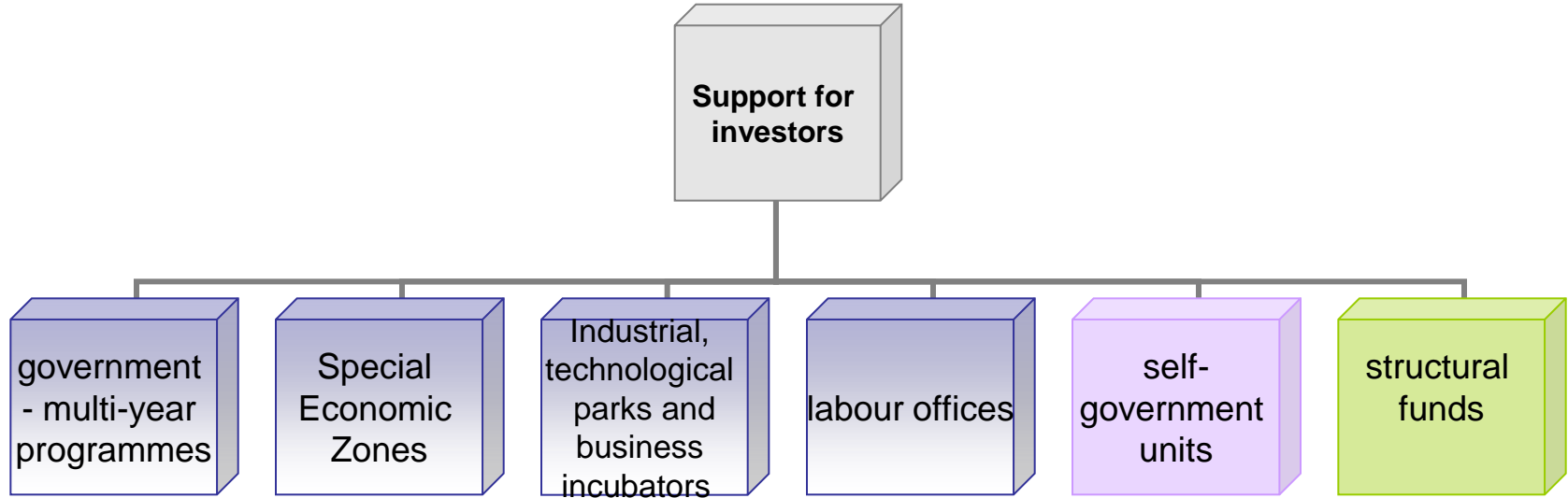


Number of 1st year students
by group of fields



Source: NBP portal, 2009

Investment incentives



All the regional aid support instruments can be combined together however the total amount of public aid cannot exceed the maximum aid ceiling/ aid intensity

Investment incentives

Possible forms of government and EU support :

Exemption from corporate tax

- CIT rate 19%
- 14 special economic zones in Poland

Exemption from real estate tax

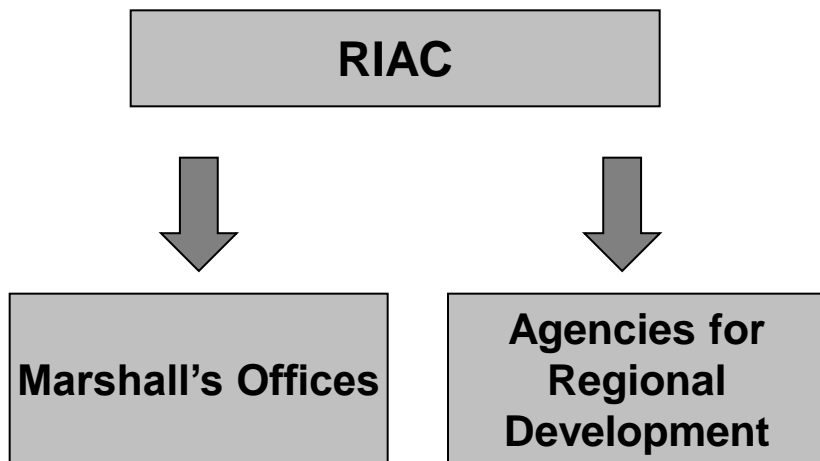
- subject to negotiation with the local authorities

Subsidy for an investment in modern services sector

- EU Innovation Economy Operational Programme
- 30-50% of the cost of investment, labour, training and consultancy service is eligible for co-finance

Regional Investor Assistance Centres

- **PAIiZ is supported by a nationwide web of RIAC**
- **RIAC personnel operate according to the standards specified by PAIiZ**



Regional Investor Assistance Centres

Complete service to the investors at a voivodship level

Data bases

- **investment offers - greenfields and brownfields**
- **voivodship's economy**
- **local authorities**
- **business support institutions**
- **information about region –**

**sectors
labour market
infrastructure
education**

Promotion the region



About PAIIZ

PAIIZ can support you by:

- offering assistance in finding a convenient investment location
- locating business partners and suppliers
- offering advice on obtaining investment incentives
- providing advice at every stage of the investment process

www.paiz.gov.pl

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Privatization plan for the years 2008-2011

One-person companies of the Treasury – 484

Companies partially owned by the Ministry of Treasury

- majority shareholding - 80
- minority shareholding – 601

State enterprises - 70

A framework list of privatization plans elaborated in the Ministry of the Treasury for the years 2008-2011 includes 802 entities

www.msp.gov.pl

Privatization plan for the years 2008-2011

The privatisation plan covers companies from key finance, power, chemical and petroleum sectors where privatisation has already started or will commence, as well as the following industries: machine, metal, electronic, electro-technical, spirits, food, wood and paper, furniture, clothing and clothing raw materials, transport and freight, trading companies and service units.

Within the meaning of the Commercialisation and Privatisation Act of 30 August 1996 (Journal of Laws of 2002, No. 171, item 1397, as amended, hereinafter referred to as the “Act”), privatisation may be direct or indirect.

Thank you

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