Trade and Investment opportunities in Poland
June 27, 2018
Mumbai
Poland – India
economic co-operation’s state of play

- 121 Indian companies in Poland (2015)
- Over 3 bln USD of Indian investments

Among others:
- **advanced production technologies** - Eurobatt, Rishabh Instruments
- **consumption goods** – Sharda Group, Essel Propack, Uflex
- **IT** – Videocon, ZenSar
- **professional services** – Tata Consultancy Services, Infosys BPO, HCL Technologies, Mphasis
- **RD** – Wipro
Poland – India
trade dynamics (in million USD)
Poland – the place to invest
Six reasons to be present in Poland

1. Successful economy
2. Place of choice for FDIs
3. Intellectual capital
4. Labour quality/costs
5. Stable financial sector
6. Investment incentives
Poland’s GDP - past and present

- GDP growth one of the highest in the EU
- Poland’s resilience built on a number of economic strengths
- Poland’s GDP grew by 4.2% (yoy) in 2017, considerably higher than the EU average of 2.4%¹

Real GDP growth rate (y/y, %)

![Graph showing real GDP growth rate from 2003 to 2017f.](chart)

¹Directorate General of Economic & Financial Affairs, European Commission
Poland – foreign trade

- The EU countries - ca. 75% share in total exports (data for 2016)
- Growing trade links with non-European partners
- Negative impact of the Russia-Ukraine crisis mitigated

![Graph and Pie Chart]

Exports (%GDP, 4q ma)

- Germany 27%
- Russia 3%
- Czech Republic 6%
- UK 7%
- Italy 5%
- France 5%
- The Netherlands 4%
- Sweden 3%
- Spain 3%
- Hungary 3%
- other 34%
“Every region has a leading champion in the scope of improvements made since 2005 — whether Poland for OECD high-income economies, China for East Asia and the Pacific or Colombia for Latin America and the Caribbean.”
Poland – an attractive investment market

FDIs in Poland on the rise 10% against the global trend!

Location & economic stability
- strategic location in Europe
- TNT corridor
- stable economic situation
- internal market

Attractive labor market
- young, well-educated workforce
- ca 10% of university students in the EU
- language proficiency
- increasing labor productivity
- strong work ethics

Mature business environment
- variety of manufacturing sectors
- dense network of suppliers and subcontractors
- thriving business services sector
- availability of industrial clusters

Investment Support Ecosystem
- CIT exemptions in 14 Special Economic Zones
- local tax reliefs
- government grants
- EU grants for R&D
Skilled and ambitious

3.5% is the unemployment rate of Poles aged 25-64 with a tertiary education degree. The OECD average for this group is 4.9%. (as of 2015)

43% of Poles aged 25-34 attained a tertiary education degree, compared with an OECD average of 42%. (as of 2015)

By 2012 Poland had the fourth biggest number of students in tertiary education in the European Union after United Kingdom, France and Germany.

Students' performance in reading:
- 518 pts (2012 PISA study)
- OECD average: 496 pts (2012 PISA study)

Students' performance in mathematics:
- 518 pts (2012 PISA study)
- OECD average: 494 pts (2012 PISA study)

Students' performance in science:
- 526 pts (2012 PISA study)
- OECD average: 501 pts (2012 PISA study)

90% of adults aged 25-64 attained at least upper secondary education, compared with an OECD average of 77%. (as of 2015)
Poland – investment incentives

- 14 SEZ in Poland
- < 27 billion USD invested by 2016
- 287k jobs created
- profiled specializations
- 86% of investors assess Polish SEZ as good or very good

Legend:
- Kłodzko SEZ
- Kamienogórskie SEZ
- Kłodzko SEZ
- Krosno-Górnośląska SEZ
- Krosno-Górnośląska SEZ
- Łódzka SEZ
- Łódzka SEZ
- Miętkowska SEZ
- Piasek SEZ
- Słupsk SEZ
- Szczecin SEZ
- Strachocin SEZ
- Swoboda SEZ
- Toruń SEZ
- Węgorzewo SEZ
- Włocławek SEZ
- Warmińsko-Mazurska SEZ
Poland – India
perspectives for economic partnership

India - one of the five priority countries in Responsible Development Strategy of Poland

Possible areas for Poland-India joint ventures:

- Energy incl. renewables/Clean technologies
- Mining industry
- Food and food-processing industries
- Defence industry
- Innovations, RD
- Industrial start-ups, spin-offs
- GameDev
- Production in automotive and machineries
Poland – India
Achieving common goals in energy sector

Similarities between Poland and India in the sector:
- structure of energy mix - coal as the main source of energy
- a rising energy demand
- an imperative to ensure uninterrupted energy supply at the pricing level that would not hinder the inclusive growth.

Platforms of possible PL-IND cooperation:
- Clean Coal Technologies, incl. CLG, oxy-combustion and USC
- Energy efficiency and low emission technologies
Poland is a leading producer of apples, berries and other agricultural products including potato seeds, poultry, dairy products as well as processed food.

Poland has considerably developed its food processing sector in the last decades and uses modern and effective cooling technologies and production lines.
Poland – India

Possible cooperation in environmental protection sector

1. Wastewater treatment, water treatment, hazardous waste treatment and renewable energy sources.
2. Smart buildings (e.g. intelligent lighting, building controls, demand response).
3. Smart transportation (e.g. transportation sensors, integrated transportation, gas-fuelled public transportation).
4. Smart energy (e.g. thermo modernization).
5. Smart communications (e.g. digitalization of public institutions and services, cashless payments for parking and such), and finally
Thank you for your attention and see you in Poland!

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