POLISH ECONOMY

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POLAND

<table>
<thead>
<tr>
<th>President of Republic</th>
<th>Bronisław Komoroski</th>
</tr>
</thead>
<tbody>
<tr>
<td>Political Regime</td>
<td>Parliamentary Republic</td>
</tr>
<tr>
<td>Capital</td>
<td>Warsaw</td>
</tr>
<tr>
<td>GDP/Cap</td>
<td>$721.3 billion/$18,800</td>
</tr>
<tr>
<td>Main cities</td>
<td>Krakow, Wroclaw, Gdansk, Poznan</td>
</tr>
</tbody>
</table>

Source: CIA Fact book 2011
### MAIN ECONOMICAL INDICATORS

<table>
<thead>
<tr>
<th>Statistics(20010)</th>
<th>Poland</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (millions)</td>
<td>38,441,588</td>
<td></td>
</tr>
<tr>
<td>Superficy (km²)</td>
<td>312,685</td>
<td></td>
</tr>
<tr>
<td>Density (hab/km²)</td>
<td>123,52</td>
<td></td>
</tr>
<tr>
<td>GDP billion $</td>
<td>$721.3</td>
<td></td>
</tr>
<tr>
<td>Growth</td>
<td>2.5%</td>
<td></td>
</tr>
<tr>
<td>Pop active</td>
<td>17.6 million</td>
<td></td>
</tr>
<tr>
<td>Unemployment rate</td>
<td>12.1%</td>
<td></td>
</tr>
<tr>
<td>Inflation rate</td>
<td>2.6%</td>
<td></td>
</tr>
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### Exchanges

- Exports billion $: 458.4
- Imports billion $: 459.7

### Finance

- Investment rate: 20.8% GDP
- Public debt: 52.8% GDP
- Official currency: Zloty
- Change Zloty/Eur: 4.05

Source: OECD, IMF, CIA
7 REASONS TO GO TO POLAND

- One of the fastest developing countries in the EU
- A dynamic economy: Poland has been developing twice as fast as Western Europe
- A huge domestic market of 38 million consumers
- The largest allocation of EU funds in the current programming period

- A strategic location: gateway to the East!
- 14 Special Economic Zones
- Poland is a country of friendly, open and hospitable people

Source: UKTI, CIA Fact book 2011
STRATEGIC LOCATION

Poland’s convenient location, in the very centre of Europe, makes the country a perfect destination for enterprises targeting both Western and Eastern part of the continent.
POLAND, BUSINESS OUTLOOK

**Import commodities - partners**

**Structure of Polish imports in first half of 2011 by country**

- Germany: 33.5%
- China: 11.0%
- Italy: 5.4%
- Russia: 4.4%
- France: 3.7%
- Czech Republic: 3.7%
- Belgium: 2.7%
- The Netherlands: 2.4%
- Great Britain: 2.3%
- Spain: 2.3%
- Russia: 2.3%
- Others: 2.3%

**Export commodities - partners**

**Structure of Polish exports in first half of 2011 by country**

- Germany: 26.0%
- France: 8.5%
- Great Britain: 6.5%
- Czech Republic: 6.5%
- Italy: 6.5%
- The Netherlands: 4.3%
- Russia: 4.3%
- Sweden: 4.3%
- Spain: 4.3%
- Belgium: 4.3%
- Republic of Korea: 4.3%
- Others: 4.3%

**Export – Import revenues**

- Imports EUR 131 bn (2010 est.)
- Exports EUR 120 bn in 2010 and EUR 66.7 bn in the first half of 2011

**Main industries**

- automotive, domestic appliances, Aviation, Electronics, Information Technology, Metals industry, Mechanical Industry and Renewable Energy
POLAND, MAIN SECTORS

**Automotive**

Major OEM’s in Poland:

- Passenger and light commercial vehicle
- Buses
- Heavy trucks

**Biotechnology**

- AAK Biotechnology
- Biogen Zenerno
- Biotech
- Biowest Biotech

**BPO/SSC**

- microsoft
- IBM
- Google
- Amazon
- Infosys

**Aviation**

- EADS
- MTU
- Pratt & Whitney
- Goodrich
- Avio

**Other**

- SOLARIS
- MAN
- FSO

**Cities**

- Warsaw
- Lodz
- Krakow
- Wroclaw
- Poznan
- Szczecin

**Companies**

- COLUMDAE
- ISOTEC
- CAFFE
- ING
- OCZ
- CBK
- CREDIT SLOVAKIA
- ING BOSCO
- FROST & SULLIVAN
- HERITAGE
- DORS
- JASSEM
POLAND, MAIN SECTORS

Renewable Energy on the Map of Poland

- Wind farms
- Large hydropower stations
- Biogas installations
- Production of biocomponents, biofuels
- Co-firing of biomass
- Municipal waste incineration plant

Source: PAiIZ
CLUSTERS & SPECIAL ZONES

Source: PricewaterhouseCoopers
TOP 10 POLISH COMPANIES

1. ORLEN
   - Revenue: 63,047,211 tys. zł

2. PGNiG
   - Revenue: 21,361,676 tys. zł

3. PGE
   - Revenue: 21,564,983 tys. zł

4. Jeronimo Martins Distrubucja
   - Revenue: 20,270,494 tys. zł

5. LOTOS
   - Revenue: 19,982,081 tys. zł

6. METRO Group
   - Revenue: 17,140,000 tys. zł

7. FIAT
   - Revenue: 16,520,825 tys. zł

8. KGHM Polska Miedź S.A.
   - Revenue: 16,656,234 tys. zł

9. tp
   - Revenue: 15,715,000

10. Tauron Polska Energia
    - Revenue: 15,627,929 tys. zł
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