



Wielkopolska

The power of possibility



INVEST IN WIELKOPOLSKA INVESTOR'S GUIDE

The project is co-funded by the European Regional Development Fund under the Wielkopolska Regional Operation Programme for 2014-2020 and the budget of the Wielkopolska region.



Republic
of Poland



WIELKOPOLSKA
REGION

European Union
European Regional
Development Fund



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**WIELKOPOLSKA
THE POWER OF OPPORTUNITIES**

PART I

WIELKOPOLSKA - THE POWER OF OPPORTUNITIES

The Wielkopolska Region is the second largest region in Poland. It lies in western Poland, and its centrally located capital, Poznań, is practically halfway between Warsaw and Berlin. Wielkopolska is a region with a well-developed and diversified economy. There is no single, dominant industry. Companies from practically all sectors operate here, from well-developed agriculture through the agri-food industry (dairy, fruit and vegetable, meat, bakery, brewery, spirit industry), machinery and equipment for practically all branches of the food industry, electro-machinery, automotive, furniture, electronics industries to the very well-developed IT, financial and logistics services sector.

Wielkopolska's high economic level stems from its long tradition of entrepreneurial development, but above all its highly qualified and experienced workforce of specialists in all fields. Many universities and colleges supply the Wielkopolska labour market with thousands of specialists every year. The investment attractiveness of the Wielkopolska region is further enhanced by its good transport infrastructure: the European east-west motorway (A2) cutting through the region, a network of expressways, a dense railway network (Poznań lies on the main European east-west railway line), and the international airport in Poznań offering direct connections to many European cities. The Wielkopolska authorities at all levels are aware of the importance of economic development and the internationalization of the region's economy. They therefore support not only local entrepreneurs, but also potential investors from all parts of the world in an intensive and organized manner. This guide is one of many activities in this field.



OPINIONS OF 5 COMPANIES WITH SMART SPECIALIZATIONS

1. The decision to invest in a new venture is a very complex matter. When I founded INTREX in 1990, many of the questions that now arise on such occasions were not considered at all at the time. The investment decision at that time depended to a great extent on the location possibilities, and these were more than scarce. Currently, this problem does not exist in the Wielkopolska region due to the large number of offers for the rental of production and storage facilities, as well as offices, or the existing possibilities for rapid building on one's own premises by construction companies. Wielkopolska also offers access to a large pool of skilled labor, although it should be noted that salaries for qualified specialists in various sectors are higher than the national average. Importantly, Wielkopolska has an exceptionally favorable geographical location, in the western part of the country, with excellent road, rail and aviation infrastructure. In conclusion, I can say that Wielkopolska is one of the most attractive investment areas in Poland, taking into consideration the above and many other aspects. A large number of investors, ranging from small companies to global giants in various industries, have found this out.



Romuald Szperlinski
President of the Board of Intrex Sp. z o.o.

2. Fercam, as a shipping and transportation company operating since 1949 in southern Tyrol, has been present in Poland for 15 years. Recently, we have turned our attention to the development potential of the road and intermodal transport sector. We decided to open a branch in Poznań, targeting its powerful infrastructure and the fact that it is a logistics metropolis and guarantees an excellent location opening doors to Western Europe. What is more, in Wielkopolska, we can find some of the most dynamically developing logistics centers in Poland, such as Gądko, Komorniki or Tarnowo Podgórne, with which we willingly and frequently cooperate. We take advantage of these facilities by linking the interests of the West with the East. Our assumptions were quickly realized. Since the opening of our branch in Poznań in February 2022, we have enjoyed thrilling results and the cooperation we have established has provided us with a firm footing among many competitors, who also benefit from the Wielkopolska region as a pioneer in the Polish logistics industry.



Kay Cholewiński
Regional Director of FERCAM Polska Sp. z o.o.

3. The Ningbo Tuopu Group - leading the Chinese market in the production of automotive parts and the development of new technologies for the automotive industry - chose Poznań when deciding on its first investment in Europe. One of the main factors in favor of building the factory in Poznań was the location together with the transport infrastructure. Excellent access to the ports in Gdansk and Gdynia and the location between Warsaw and Berlin were key. On the other hand, the support of the local authorities, access to qualified staff and specialized sub-suppliers, created an excellent climate for technological development. The first year and a half of Tuopu Poland's existence, showed that the choice of Wielkopolska was right.



Tomasz Rogowski
Engineering and Quality Department Manager, Tuopu Poland sp. z o.o.

- 4.** Why did ADM decide to choose Poznań as the right location for our Shared Services Center serving the entire EMEA region? The answer is simple: There is access to a large talent pool and not just for the start of our center but for many years to come. With 24 universities and 25,000 graduates entering the labor market every year, this was one of the one of the most important arguments in favor of Poznań. In addition to the proximity to one of our production plants (in Szamotuły near Poznań), I can't hide the fact that the attractive real estate market and Poznań's favorable transport connections to the rest of Poland and Europe were further factors in the choice of location. I, personally, as a person who, before coming to Poznań 10 years ago, had worked for years in Warsaw and Kraków, have found the place very attractive to live in for me and my family, and at the same time the traffic is not as intense as in other major Polish cities. Plenty of green areas, including several lakes in the city itself, and at the same time a rich cultural and restaurant offer is something I appreciate about Poznań in my free time. What I also appreciate (both when starting up in Poznań and at later stages) is the support of the dynamically operating Investor Service Office of the Poznań City Hall. You can always count on this team.



Wojciech Skrudlik
President of the Board of ADM Poland Sp. z o.o.,
Transformation Director Global Business Services

- 5.** Jungheinrich Poland has been providing comprehensive intra-warehouse logistics services for years, offering customers tailored solutions. Its broad product portfolio includes forklifts, automatic transport systems, warehouse racks, automatic storage systems and specialized software to support work organization, fleet and process management, as well as to facilitate the integration of the hardware infrastructure with the customer's IT systems. Jungheinrich Poland also offers a wide range of forms of cooperation: purchase of new equipment, short- and long-term rental of forklifts, analysis and process optimization services. Poland's largest network of mobile technicians, whose response time is guaranteed to be less than 4h nationwide, ensures very high availability of systems, crucial for the organization and planning and management of production and logistics processes. Jungheinrich Poland is part of a global corporation that is present in 40 countries in the form of subsidiaries, with representative offices in more than 80 more. The company has more than 19,000 employees worldwide. The choice of Wielkopolska and Poznań as one of the first locations of our branch was and is a very good decision. Especially since it is a favorable region for companies in the shipping and logistics industry. This is also due to its proximity to our partners in Germany.



Artur Kuśnierek, Sales Development Manager Jungheinrich Polska Sp. z o.o.

How to use the investor's Guidebook?

The investor's guidebook: "Invest in Wielkopolska", is a document in the form of a useful manual which allows one to acquire information covering all stages of the investment process. It has been developed in line with numerous years of experience and relations with investors. The Guidebook includes the most important questions and answers. The Guidebook includes seven independent parts where information has been grouped by its thematic area. Each part contains sources of more detailed information, with references to enactments, websites and institutions involved in the investment processes. The last part is an address guide which is a set of contacts to the most important state and self-government institutions as well as the business environment institutions. For your convenience, a table of contents has been provided at the end of the document.

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**WIELKOPOLSKA
BUSINESS REGION**

PART II WIELKOPOLSKA - BUSINESS REGION



Population:
3 491 410 people (as at 31 December 2021)



Area:
29 826 km²



Capital city:
Poznań 530,464 inhabitants - as of 31 December 2021),
Poznań agglomeration: over 1 million inhabitants



Larger cities:
Kalisz, Konin, Piła, Ostrów Wielkopolski, Leszno, Gniezno



Average gross salary in the enterprise sector
PLN **5.886,22** (as of 31 August 2022)



Number of business entities
485 862 (as of 31 August 2022).
In 2020, 1,948 commercial law companies with foreign capital were operating, and the value of foreign capital invested in them amounted to PLN 24.5 billion (Source: CSO 21.02.2022).



GDP per capita in the region in 2019
PLN **64 763 zł** (8.4 % higher than the Polish average)



Long-term national rating – **,A' with a stable outlook**



Unemployment rate – **2,7 %** (as of August 2022).

Statistical data (source Central Statistical Office)

1. Location, historical and cultural background

Wielkopolska is a region located in west-central Poland.

The capital city of the region is Poznań.

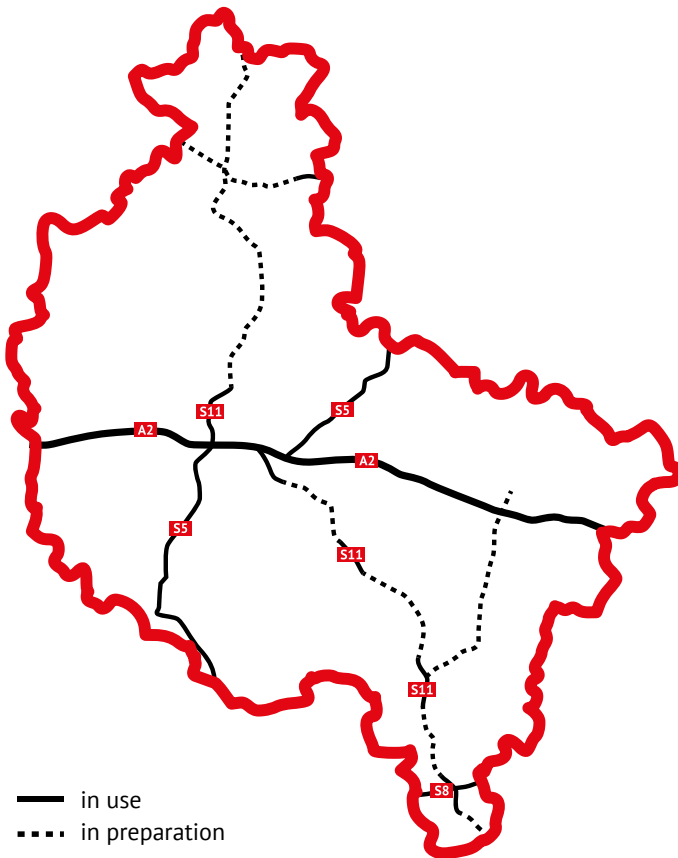
Wielkopolska is the cradle of the Polish state. The first capitals of the country in the 10th and 11th centuries were Gniezno and Poznań. The city of Poznań became an important trade center in Europe in the 14th and 15th centuries. A great east-west trade route from Kraków to the Baltic Sea passed through Poznań.

In the 19th century, Wielkopolska came under German rule whose impact has been apparent in the culture in Wielkopolska. One of the aspects of the struggle of the Polish people to keep their national identity became known as organic work, based on economic development and supporting Polish enterprises. That's why Wielkopolska has become one of the most economically advanced Polish regions, while inhabitants of Wielkopolska are famous because of their thriftiness and work ethos.

Wielkopolska is located in a temperate climate zone and is one of the warmest regions in the country.

2. Transportation

Wielkopolska's well-developed transport infrastructure plays a role in its investment attractiveness. Wielkopolska is located at the junction of the Baltic-Adriatic and North Sea-Baltic transport corridors within the Trans-European Transport Network (TEN-T).

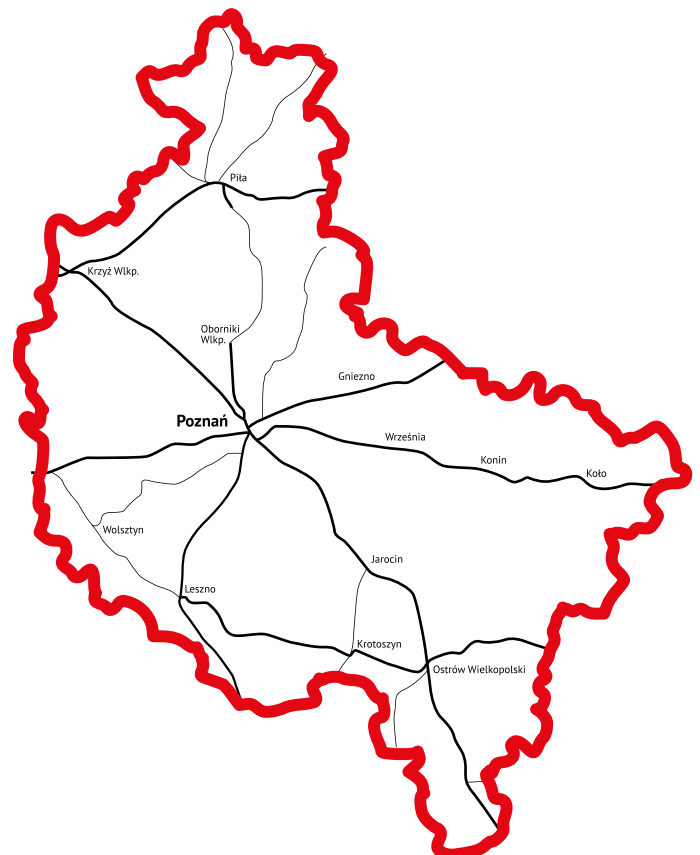


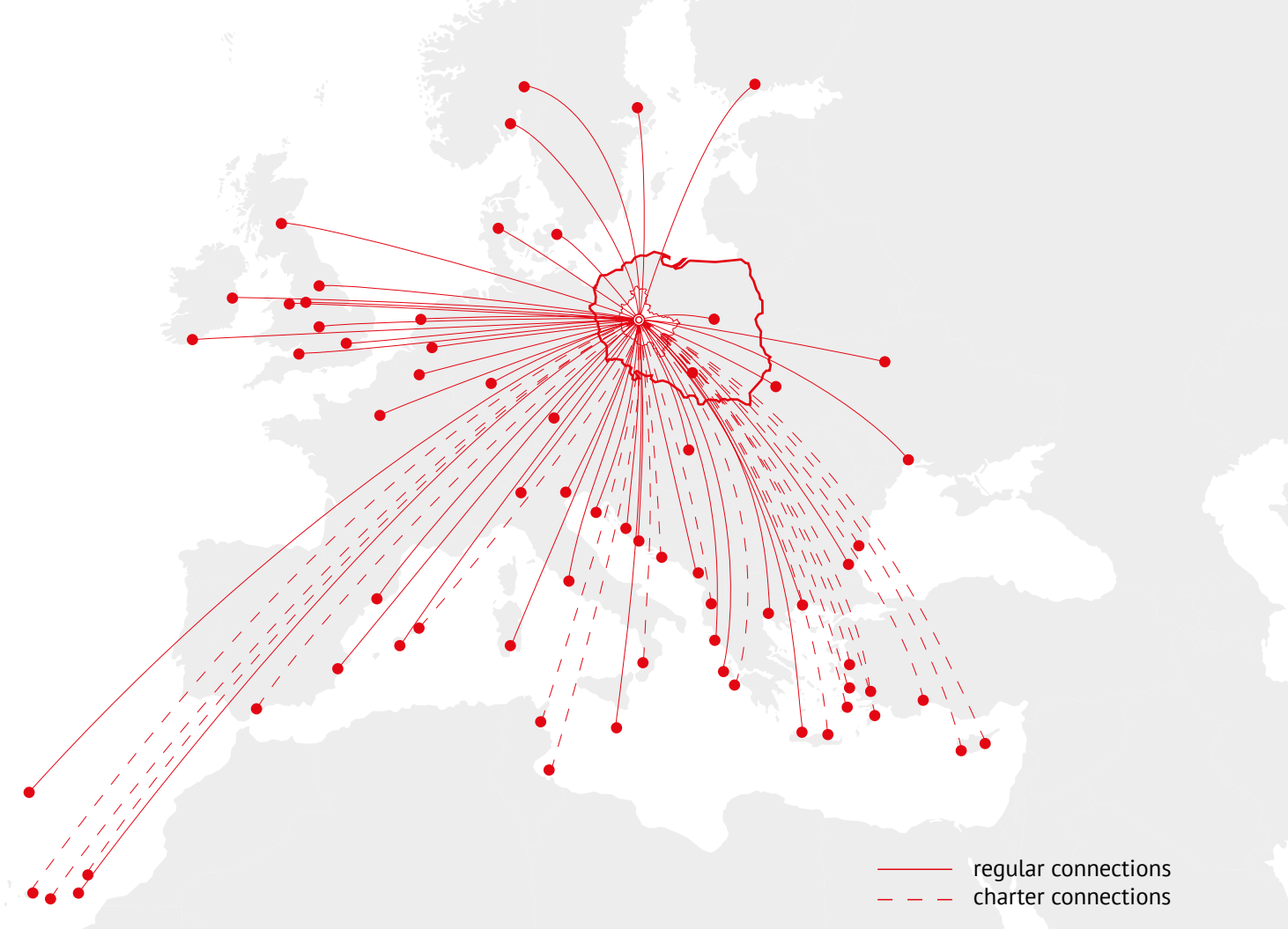
Road infrastructure

The A2 motorway passes through the region, connecting Poznań with Berlin (to the west) and with Warsaw (to the east). An extensive network of express, national and local roads guarantees efficient road logistics in the region. In addition, there is a large number of warehouses and distribution centers in Wielkopolska.

Railway infrastructure

Wielkopolska has a well-developed railway network of national and international significance. The presence of railway container terminals, railway junctions with sidings and the ongoing development of the railway infrastructure, investments in modern passenger rolling stock as part of Koleje Wielkopolskie, are certainly an incentive for investors in both supply logistics and employee mobility.



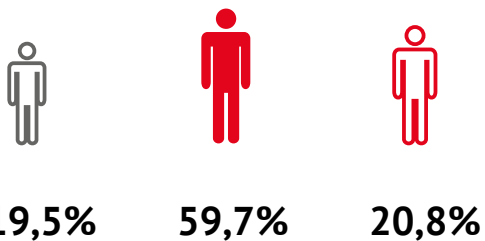


Air infrastructure

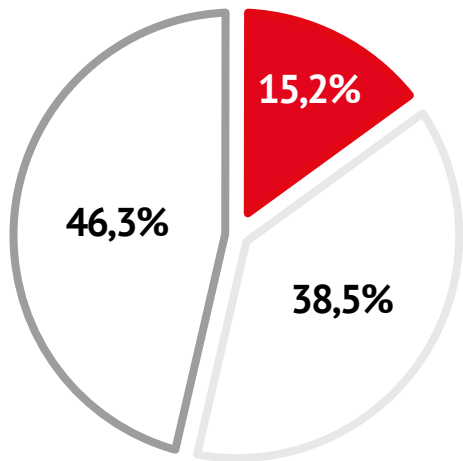
The region's central aviation hub is Ławica International Airport (POZ), located in Poznań. The Ławica airport handles approximately 2.4 million passengers per year (2018). The airport has modern passenger and cargo terminals. Regular flights are operated to, among others, Warsaw and Kraków, as well as Barcelona, Frankfurt, Copenhagen, London, (+ 6 other UK cities), Milan, Munich, Paris, Rome, Stockholm, Amsterdam, Brussels, Budapest, Dublin, Oslo, Tel Aviv.

3. People and economy

Wielkopolska is inhabited by **3 491 410** people (CSO, 31.12.2020)

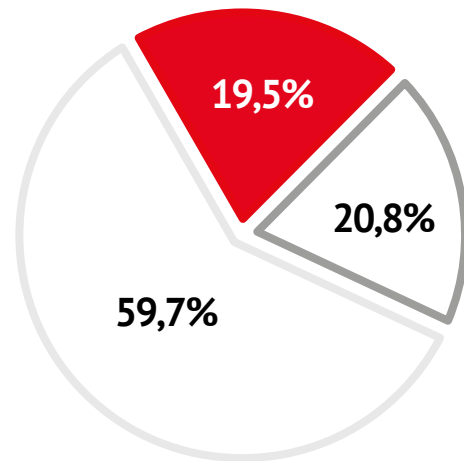


In 2020, 19.5% of the population was in pre-working age, 59.7% in working age and 20.8% of Wielkopolska's population was in post-working age.



- Poznań: 15,2%
- Other cities: 38,5%
- Rural areas: 46,3%

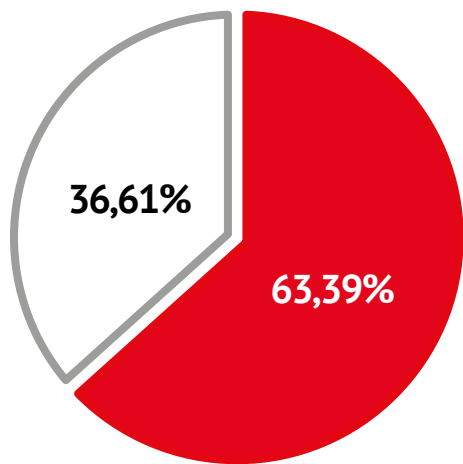
In Wielkopolska, 2.7 % of the total able-bodied population are unemployed.
Source: CSO 2020



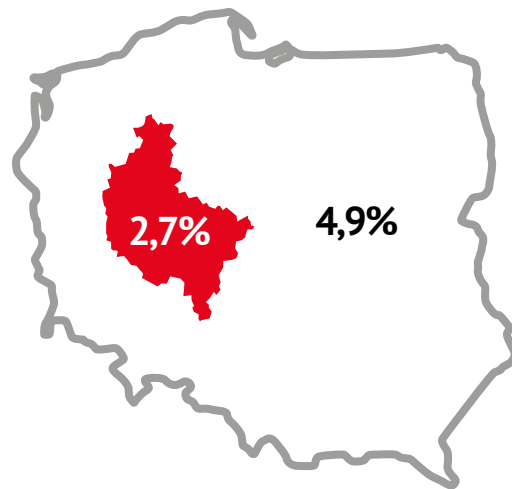
Population of Wielkopolska by age

- Pre-productive age: 19.5%
- Productive age: 59.7%
- Post-productive age: 20.8%

Structure of the working age population: CSO 2020



- Mobile age: 63.39 %
- Immobile age: 36.61 % (over 45 years)



Unemployment rate
Wielkopolska: 2,7%, Poland: 4,9%
Source: CSO VIII 2022

Wielkopolska is one of the most economically developed regions in the country and is characterized by a high concentration of committed foreign capital. The region's economic situation is a consequence of even development with a high degree of industrialisation and a high technological level. The investment attractiveness of the region is confirmed by successive large investments located in the region. This effect is also influenced by factors such as the high level of specialised education in Wielkopolska's schools and universities. At a time when many branches of the economy are developing, qualified staff are the basis for investment projects.

At the level of vocational - industry education, the region is implementing a strategy for the development of vocational skills by strengthening cooperation with representatives of employers in particular industries, during senior years of vocational education, as well as ongoing adaptation of the offer and content of vocational education, in cooperation with employers, due to technological changes and challenges associated with digitalization, including those associated with the transformation of the economy. Development is also fostered by the creation of industry-specific skills centres - examples include the modern Centre for Research and Development of Modern Technologies in Grzymysławice near the city of Września, (located next to the Volkswagen factory) or the Practical Training Centre in Ostrów Wielkopolski.

At the level of higher education, Wielkopolska educates its staff at 32 universities. The main academic centre is Poznań.

In the academic year 2020/2021, 127,771 students studied in the region, including 6888 foreigners /GUS, 2022/.

Largest universities in Wielkopolska: **Poznań**

Adam Mickiewicz University.

Within the University there are, among others, the following faculties: English, Biology, Chemistry, Physics, Socio-Economic Geography and Spatial Management, Mathematics and Computer Science, Modern Languages, Political Science and Journalism, Law and Administration.

Selected faculties offer courses in English (e.g. Biotechnology, Chemistry).

Poznań University of Technology.

Within the University of Technology there are, among others, the following faculties: Architecture, Automatics, Robotics and Electrical Engineering, Computer Science and Telecommunications, Civil Engineering and Transport, Materials Engineering and Technical Physics, Environmental and Power Engineering.

The university provides teaching in English in the following faculties, among others: Architecture, Chemical Technology, Cyber Security, Mechatronics.

In the field of Automation and Robotics, dual degree programmes are implemented together with leading companies in the region.

University of Economics.

Within the University there are, among others, the following institutes: Economics, International Economy, Marketing, Management, Finance, Accounting and Financial Management.

Within the university, studies in English are offered e.g. in the fields of Finance, International Business and Financial Engineering.

University of Medical Sciences.

The University includes, among others, the faculties of Medicine, Pharmacy, Health Sciences.

The university provides studies in English in the fields of Medicine and Dentistry.

University of Life Sciences

The University has the following faculties, among others: Agriculture, Horticulture and Bioengineering, Forestry and Wood Technology, Institute of Environmental Engineering and Mechanical Engineering.

The University also offers studies for foreigners.

University of Arts in Poznań,

The University has the following faculties, among others: design, intermedia, architecture, interior architecture, product design, graphics, photography, landscape design, animation.

Other locations:

Hipolit Cegielski Academy of Applied Sciences in Gniezno

President Stanisław Wojciechowski Kaliska Academy

Academy of Applied Sciences in Konin

Jan Amos Komeński Academy of Applied Sciences in Leszno

Stanisław Staszic Academy of Applied Sciences in Piła

Smart specialisations of the Wielkopolska Region

Wielkopolska has defined its own economic and social priorities within the framework of the so-called smart specializations, i.e. areas that, with the support of science and its business potential, can generate cutting-edge products and services and compete on international markets. As a result of analytical work and the ongoing process of entrepreneurial discovery, 6 areas of smart specialization were identified:



Bio raw materials and food for conscious consumers – include the production of bio raw materials and food along the entire value chain - from good quality raw materials, using modern methods and technologies, as well as sales and distribution, and the management of post-production waste.

Interiors of the future – include the production of interior furnishings that meet the needs and challenges facing modern people, including mainly furniture, as part of well-cooperating value chains in the region, i.e. strongly rooted in its potential for the production of raw materials components and semi-finished products, but also internationally competitive with a modern and attractive offer.

The industry of tomorrow – the development of this area includes the use of advanced production processes and special processes and the implementation of sustainable production.

Specialised logistics processes – encompasses both technical measures and the development of human resources and organisational and management methods, particularly in terms of supporting the development of the region's other specialisations towards adding value to business and improving the quality of life for citizens.

ICT-based development – covers two areas: technologies for innovative communities and business applications of ICT. The former serve the development of an intelligent human environment in the private and public sphere. Technologies for innovative communities include integrated public service systems, e.g. intelligent transport, energy, lighting systems based on the use of Big Data, data management systems, embedded systems and Smart City activities. Business applications of ICT refer in particular to specialised IT products and services supporting the development of other specialisations of the region.

Emerging medical technologies – include new technologies to help combat rare and civilisation diseases such as cardiovascular diseases, nervous system diseases and cancer, as well as pharmaceutical technologies demonstrating commercialisation potential and responding to business demand.

Investments

The Wielkopolska region is ranked 3rd in Poland in terms of the amount of foreign capital invested. Currently, there are 485,862 business entities operating in Wielkopolska (as of 31 August 2022), including 1,948 commercial companies registered in the National Court Register with a share of foreign capital - as of 31.12.2020 „Source: CSO data 21.02.2022”.

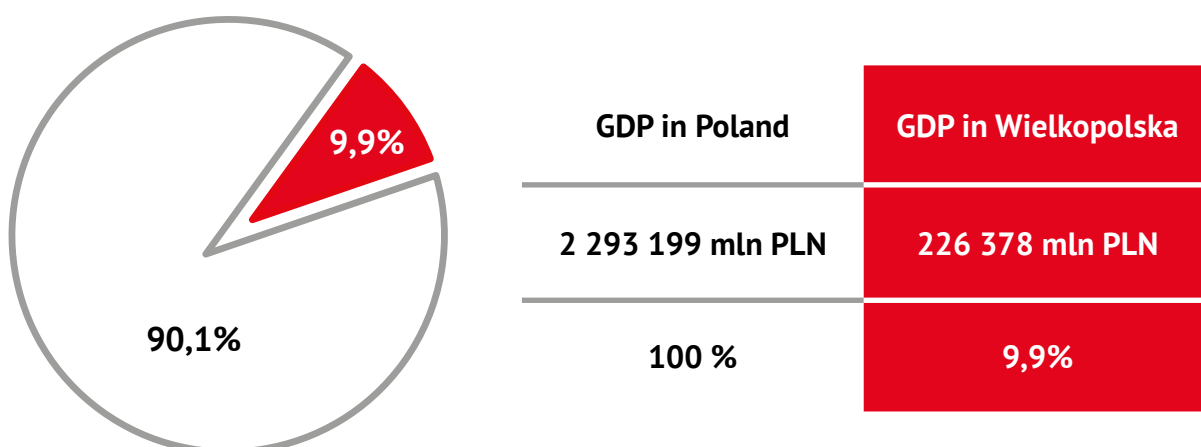
Among the largest companies investing in Wielkopolska are the representatives of the following industries:

- automotive (Volkswagen, Bridgestone, Solaris Bus&Coach, Kimball, Exide, Tuopu),
- food industry (Unilever, Imperial Tobacco Polska, WrigleyPoland Sp. z o.o., Nestle),
- logistics and transport (Amazon, Raben Group, Kuehne + Nagel, Panattoni)
- electronics (Samsung Electronics),
- BPO/SSC (Archer Daniels Midland (ADM), Beiersdorf Shared Services, Bridgestone SSC, Carlsberg Shared Services, Carl Zeiss, DFDS, Duni EFF, NGKA Business Service Center, John Deere Polska Business Service Center, McKinsey EMEA Shared Service Center, Newell Brands, ROCKWOOL Global Business Service Center, Volkswagen Group Services, Arvato Services, Contact Center, Holicon, Franklin Templeton),
- pharmaceutical and cosmetics (GK GlaxoSmithKline Pharmaceuticals, Nivea - Beiersdorf),
- aviation (Pratt&Whitney Kalisz).

Poznań is a large centre of BPO (Business Process Outsourcing) and SSC (Shared Services Centers) services. At the same time, the priority sectors for the regional capital are high-tech production, research and development (R&D), congress and exhibition activities and leisure and entertainment infrastructure. Most foreign capital invested in Poznań comes from Germany, the UK, USA, France, Japan and Sweden, Spain, the Netherlands and South Africa.

The international rating agency Fitch Ratings has affirmed the international long-term ratings of the Wielkopolska region for foreign and domestic currency debt (at ‚A-’ with a Stable outlook (IX 2022).

**Wielkopolska generated 9.9% of Poland’s GDP in 2019.
This gives it third place among the other regions of the country.**



Data on Gross Domestic Product in 2019 (source CSO, 23.12.2021)

4. Poznań International Fair (Międzynarodowe Targi Poznańskie, MTP)

MTP Poznań Expo is the part of Grupa MTP which is the flywheel of the promotion of Poland and Poznań in the world. Continuously for decades – apart from trade fairs – we organize, co-organize, support, provide patronage for and sponsor numerous conferences and congresses, exhibitions, sports and cultural events as



well as scientific and social institutions. In this way, we have become the most important fair and congress center in our part of Europe, organizing events on an international scale. Our portfolio includes 100 brands - both B2B events, aimed at professionals, and B2C trade fairs for the consumers. We provide our customers with 150,000 sqm of exhibition space in halls of various sizes and character, comprehensive restaurant facilities, advanced marketing and technical services. Our open external area allows our visitors to park 2,000 cars.



3



**WIELKOPOLSKA
THE BEST PLACE FOR
YOUR INVESTMENT**

PART III WIELKOPOLSKA – – THE BEST PLACE FOR YOUR INVESTMENT

1. Polish Investment Zone - Special Economic Zones in Wielkopolska region - incentives for investors

The Polish Investment Zone (Polska Strefa Inwestycji) is an instrument through which an investor can obtain tax relief for the making of a new investment. It can be used throughout Wielkopolska, regardless of the size of the company. Support is granted to companies in the industrial and modern services sector.

Tax-free income

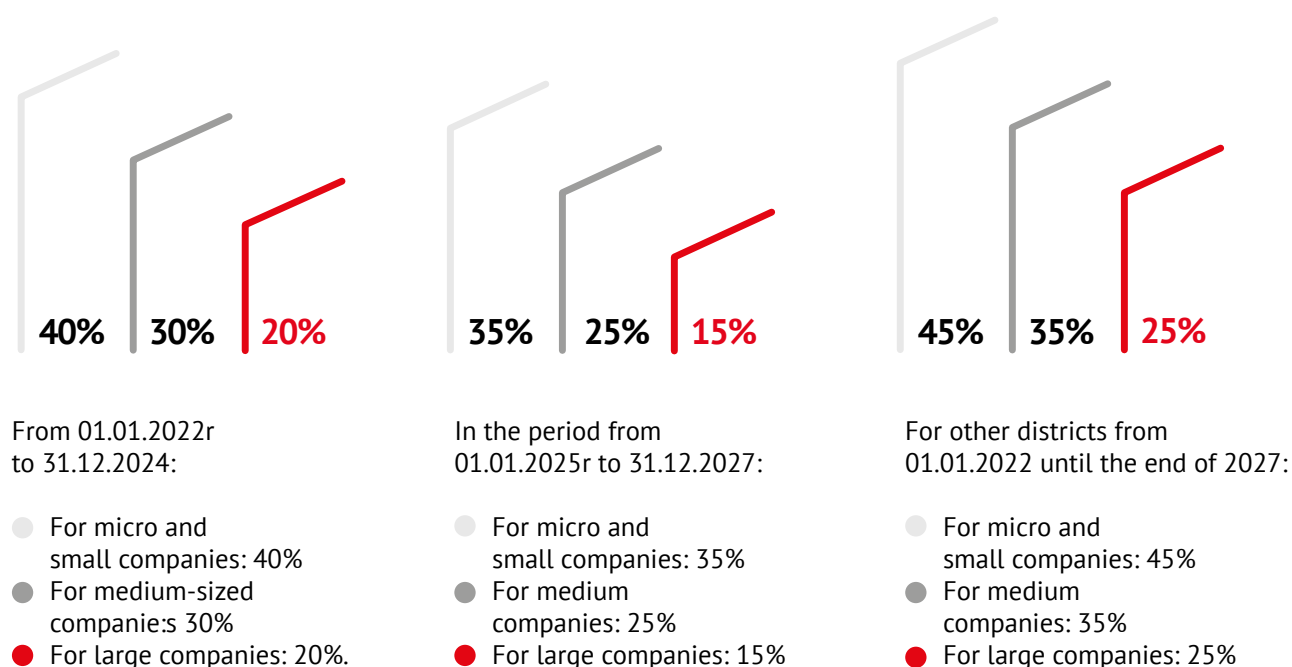
Support is granted in the form of CIT income tax exemption or PIT income tax exemption in connection with the making of a new investment. The tax relief constitutes regional investment aid.

The income tax exemption limit is calculated as a percentage of:

- the costs of the new investment (investment outlays incurred), or
- 2-year costs of employment of new employees.

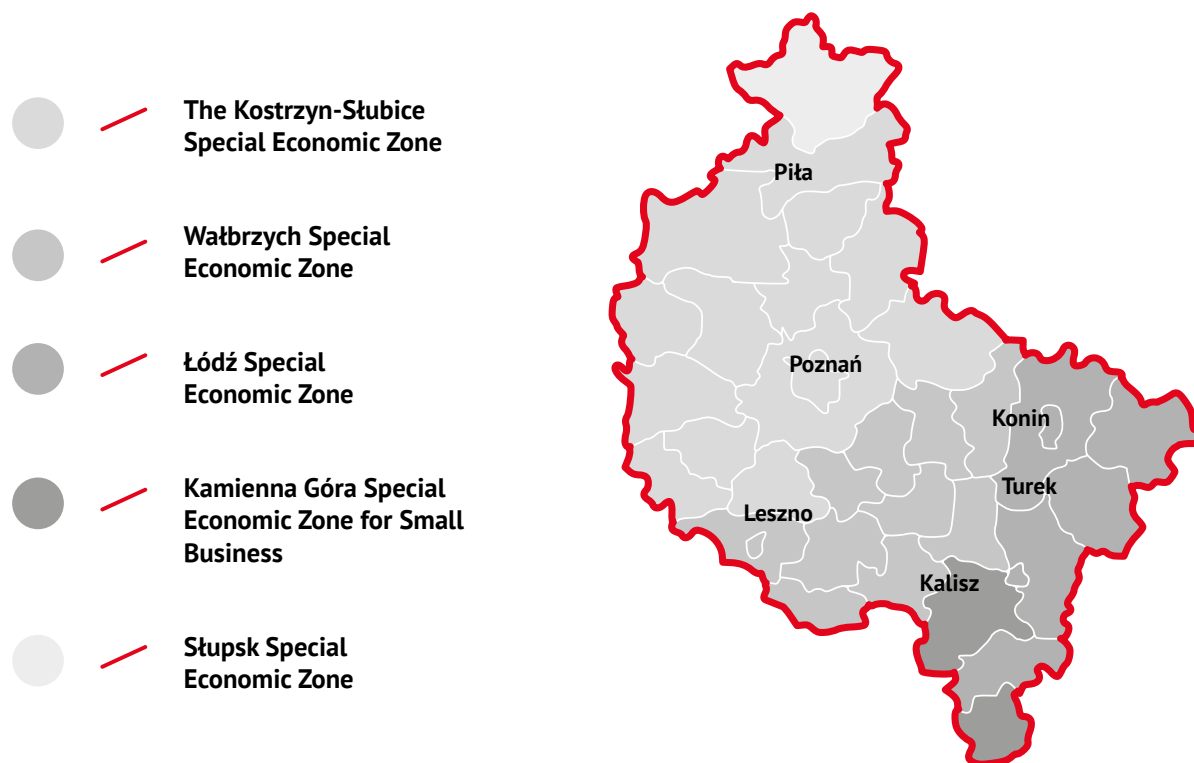
The percentage of public aid (i.e. aid intensity) depends on the size of the company. There are different tax exemption limits in Wielkopolska.

For the City of Poznań and the districts of Poznań, Szamotuły, Oborniki, Średzkie and Śrem:



The reduced tax will be available to the company for 10 years or until the exemption limit is used.

As part of the Polish Investment Zone, there are 5 special economic zones in Wielkopolska, which cover selected districts in support of entrepreneurs.



The Kostrzyn-Słubice Special Economic Zone:

counties: poznański, chodzieski, wągrowiecki, gnieźnieński, pilski, czarnkowsko-trzcianecki, szamotulski, międzychodzki, nowotomyski, grodziski, obornicki, wolsztyński, kościański and the city with county rights: Poznań.

Among those who have invested in the zone are: Volkswagen Poznań Sp. z o.o., Europol Meble S.A.

Kostrzyńsko-Słubicka Specjalna Strefa Ekonomiczna S.A.

Orła Białego 22 street, 66-470 Kostrzyn nad Odrą,
tel. +48 95 721 98 00, fax +48 95 752 41 67,
e-mail: info@kssse.pl
www.kssse.pl

Wałbrzych Special Economic Zone:

counties: gostyński, jarociński, krotoszyński, leszczyński, pleszewski, rawicki, słupecki, średzki (Wielkopolska region), śremski, wrzesiński and the city with county rights: Leszno.

Investors in the zone include: Gestamp Polska sp. z o.o., Volkswagen Poznań sp. z o.o., BASF Polska sp. z o.o., REHAU sp. z o.o., Mahle Polska sp. z o.o.

Wałbrzyska Specjalna Strefa Ekonomiczna „INVEST-PARK” Sp. z o.o.

Uczniowska 16 street, 58-306 Wałbrzych
Tel.: +48 74 664 91 64
e-mail: invest@invest-park.com.pl
www.invest-park.pl

Łódź Special Economic Zone:

counties: Kalisz, Kolski, Konin, Ostrzeszowski, Turek and cities with county rights: Kalisz, Konin.

Investors in the zone include: Johnson Matthey, Messer Polska

Łódzka Specjalna Strefa Ekonomiczna S.A

Ks. Biskupa Wincentego Tymienieckiego 22G street, 90-349 Łódź

tel. (+48) 42 676 27 53, (+48) 42 676 27 54

email: info@sse.lodz.pl

www.sse.lodz.pl

Kamienna Góra Special Economic Zone for Small Business:

counties: kępiński, ostrowski

Amongst others, the following have invested in the zone: SANIBELL, Eurostar

Specjalna Strefa Ekonomiczna Małej Przedsiębiorczości S.A. Kamienna Góra

Papieża Jana Pawła II 11 A street, 58-400 Kamienna Góra

tel: +48 75 645 20 30

e-mail: strefa@ssemp.pl

www.ssemp.pl

Słupsk Special Economic Zone:

county: złotowski

The following have invested in the zone: ROMB S.A.

Słupska Specjalna Strefa Ekonomiczna

Obrońców Wybrzeża 2 street, 76-200 Słupsk

tel. (+48) 59 841 28 92

e-mail: office@parr.slupsk.pl

www.sse.slupsk.pl

2. Incubators, industrial and technology parks

The main objective of the functioning of these entities is to support newly established and developing companies, offering institutional support and often comprehensively prepared investment areas, with a strong emphasis on supporting innovative activities.

KALISZ

Kalisz Business Incubator

Fundacja Kaliski Inkubator Przedsiębiorczości

Częstochowska 25 street, 62-800 Kalisz

www.inkubator.kalisz.pl

The Kalisz Business Incubator offers support to companies in the field of international business consultancy through the Enterprise Europe Network consultancy point, in the field of loans and business training.

LESZNO

Business Incubator in Leszno

Leszno Business Centre Sp. z o.o.
Geodetów 1 street, 64-100 Leszno
www.lcb.leszno.pl

The activities of the incubator are primarily aimed at supporting the development of local companies through counseling, training and loans for business development. The incubator also rents office space.

Investment Zone I.D.E.A.

Department of Promotion and Development Leszno City Hall
al. Jana Pawła II 21a, 64-100 Leszno
<https://leszno.pl/IDEA.html>

The IDEA Zone is an investment area managed by the City of Leszno. The activities of the Zone include support and advisory services for investors.

PIŁA

INWEST-PARK PIŁA Sp. z o.o.

Dąbrowskiego 8 street, 64-920 Piła
www.inwestpark.pila.pl

Inwest-Park Piła is a platform for entrepreneurs and investors. As part of its wide range of services, it provides information and training activities to support the development of entrepreneurship.

POZNAŃ AND SURROUNDING URBAN AREA

Poznań Science and Technology Park Adam Mickiewicz University Foundation

Rubież 46 street, 61-612 Poznań
www.ppnt.poznan.pl

Poznań Science and Technology Park is an experienced provider of services in the field of IT, research and development, and in particular in the field of specialized laboratory analyses and technology development. The Park is also active in the field of innovation implementation consulting. It has the status of a scientific unit.

Poznań Industrial and Technological Park

28 Czerwca 1956r. nr 404 street, 61-441 Poznań
www.pptp.pl

Poznań Technology and Industrial Park is a leading center supporting the creation of innovation in the region. As part of its services for entrepreneurs, it runs a business incubator and offers space for companies for rent.

Nickel Technology Park Poznań Sp. z o. o.

Krzemowa 1 street, Złotniki, 62-002 Suchy Las
www.younick.pl

Nickel Technology Park provides services related to financing new businesses and the development of innovative products and services, as well as modern, friendly office, warehouse and laboratory infrastructure.

TUREK

Turek Entrepreneurship Incubator

Jedwabnicza 4 street, 62-700 Turek
www.inkubator.turek.pl

The Turek Entrepreneurship Incubator is a service center supporting the development of local business entities and other entities of the economic and social environment.

The main activity of the incubator is to support newly established companies. Support is provided in the first three years of operation (so-called incubation).

3. Wielkopolska – The best place for your investment



Entrepreneurs interested in locating their activity in Wielkopolska have at their disposal an abundance of well-prepared investment areas.

Information about investment offers can be found on the websites:

- www.eboi.umww.pl
- www.baza.paih.gov.pl

Wielkopolska region is building its investor support system based on cooperation with a network of institutions that offer aid on every stage of investment and also through, updated annually portfolio of investment offers and co-operation with the Polish Investment and Trade Agency. The foundation of an efficiently functioning system are good relations with local self-governments in Wielkopolska which prepare investment offers, collect information concerning the local market and create packages of investment incentives attracting foreign and domestic investors.

Service for national and foreign investors, at the regional level is conducted by the Marshal Office of the Wielkopolska Region:

- **Department of Economy**
al. Niepodległości 34, 61-714 Poznań
Tel. +48 61 62 66 240
e-mail: drg.sekretariat@umww.pl

At the sub-regional level, investors are also served:

-  **Poznań City Hall, Investor Assistance Office**
Za Bramką 1 street, 61-842 Poznań
Tel.: +48 61 878 54 28
e-mail: inwestor@um.poznan.pl

-  **City Hall in Konin, Investor Assistance Department**
place Wolności 1, 62-500 Konin
Tel. +48 63 240 11 33
e-mail: barbara.masternak@konin.um.gov.pl

-  **Leszno City Hall, Promotion and Development Department**
al. Jana Pawła II 21a, 64-100 Leszno
Tel. + 48 65 537 36 81
e-mail: iwojciechowska@leszno.pl

-  **City of Piła Inwest - Park Sp. z o.o. in Piła**
Dąbrowskiego 8 street, 64-920 Piła
Tel. +48 67 212 49 68
e-mail: biuro@inwestpark.pila.pl

-  **Municipality Office in Ostrów Wielkopolski Department of City Development,
Department of Strategy and Entrepreneurship**
al. Powstańców Wielkopolskich 18, 63-400 Ostrów Wielkopolski
Tel: +48 62 58 22 313
e-mail: pmlynarz@umostrow.pl

-  **City Hall of Kalisz, Investor Assistance Office**
T. Kościuszki 1a street,
Tel. 62 765 43 38
E-mail: inwestor@um.kalisz.pl

Investor support is also offered:

-  **Association of Wielkopolska Municipalities and Counties**
Piekary 17 street, 61-823 Poznań
Tel. +48 61 22 40 797
E-mail: coi@investinwielkopolska.pl
www.investinwielkopolska.pl

4



**INVESTOR'S
10 STEPS**

PART IV INVESTOR'S 10 STEPS

1. Market and legal-administrative conditions of conducting an economic activity in Poland

In Poland, it is possible to conduct business in various forms similar to those found in other European countries:

- sole proprietorship,
- civil partnership,
- partnerships,
- capital companies.

Citizens of the Member States of the European Union and of the European Economic Area who wish to carry out economic activity in Poland may:

- set up a sole proprietorship or any type of commercial company,
- provide cross-border services - without registering their activity in Poland,
- establish a branch or representative office in Poland.

Citizens of the USA and the Swiss Confederation may also set up their own business, any commercial company, branch or representative office in Poland.

Citizens of countries that are not members of the European Union may:

- establish a sole proprietorship or any commercial company in Poland, if they have a residence title entitling them to do so,
- establish in Poland a limited partnership, limited joint-stock partnership, limited liability company, simple joint-stock company and joint-stock company,
- join a limited partnership, a limited joint-stock partnership, a limited liability company, a simple joint-stock company, and a joint-stock company, and to acquire and take up shares in these companies,
- establish a branch of a foreign entrepreneur in Poland, if ratified international agreements signed with Poland do not preclude such a possibility.

A list of ratified international agreements can be found at: <https://traktaty.msz.gov.pl/>

For foreigners doing business in Poland, it is not necessary to have a Polish partner. Partners/members of the company's management board may also be exclusively foreign persons.

Among the available forms of activity one can distinguish:

- **Commercial companies**, i.e. forms of cooperation for profit by at least two persons, with the exception of a limited liability company and a joint stock company, which can be established by a single entity. A company is formed as a result of the conclusion of a contract in which the partners undertake to pursue a common goal by making contributions and, possibly, by cooperating in other specified ways. The functioning of commercial companies is regulated by law and by the partners or shareholders in the company's memorandum or articles of association.

Commercial companies are divided into:

- capital companies (limited liability company, simple public limited liability company and public limited liability company);
- partnerships (general partnership, partnership, limited partnership, limited joint-stock partnership).

- ✓ **Branch office of a foreign entrepreneur** - through a branch a foreign entrepreneur may conduct business activity in Poland to the extent to which it is conducted in the country of its registered office.
- ✓ **Representative office of a foreign entrepreneur** - having a representative office in Poland allows the foreign entrepreneur to carry out activities only within the scope of its advertising and promotion. A representative office may be established for only 2 years with a possibility of extension for another 2 years. Establishment of a representative office requires entry in the register of representative offices of foreign entrepreneurs.
- ✓ **Individual economic activity** (including within the framework of a civil partnership).

Income taxation

Significant difference between conducting economic activity in the form of a **partnership** and a **capital company** is the manner of their taxation.

- ✓ In a **partnership** (excluding limited joint-stock partnership), taxpayers are exclusively partners of those partnerships but not the partnership itself. Thus, only income earned by the partner is subjected to taxation. Depending on whether the partner is an individual or legal entity, s/he will be subject to the personal income tax (PIT) or corporate income tax (CIT).
- ✓ Income of the **capital company** (and the limited joint-stock partnership) is subject to taxation twice – the first time at the level of the company as the taxpayer of the corporate income tax and then the level of the partner who earns a dividend.

2. Searching for a place for the investment.

The investor who considers starting an investment activity in the region does not have to search individually for an area of economic activity in particular communes. Strictly profiled inquiry which will specify a general expectation (for example a type of searched real estate, size, distance from transport nodes, utility demand, expectations regarding the labor market etc.) should be passed to specialized institutions which have access to investment areas databases in the region. Contact with them guarantees access and verification of offers. More information about this topic as available in Part III, Chapter 3: Wielkopolska – the best location for your investment.

3. Establishment and registration of the company

Sole traders and partners in civil partnerships register their activities in the Central Register of Business Activity and Information (CEIDG). The application for entry in this register is a basic obligation of a new entrepreneur, without which it is impossible to conduct business activity. The application should be submitted online (www.ceidg.gov.pl or www.biznes.gov.pl) or in person at the relevant municipal office or sent by registered mail. As far as the registration of commercial companies is concerned, they must be entered in the register of entrepreneurs in the National Court Register. Limited liability, general or limited partnerships can be established in two ways: traditionally, in the form of a notarial deed, or online, on the S24 portal operated by the Ministry of Justice. However, this requires a Trusted Profile or a qualified electronic signature. Partners/members of the company's management board can also only be foreign persons.

4. Land purchase

A foreigner who is a citizen of the European Union and Norway, Iceland, Liechtenstein and the Swiss Confederation does not need a permit to purchase land. Other foreigners must obtain a permit from the Minister of Internal Affairs and Administration.

A foreigner is defined as:

- ✓ a natural person who does not hold Polish citizenship;
- ✓ a legal person with its seat abroad;
- ✓ an unincorporated company of persons listed above, with its seat abroad, established in accordance with the legislation of foreign countries;
- ✓ a legal person and an unincorporated commercial company having its seat in the territory of Poland, controlled directly or indirectly by the persons or companies listed above.

5. Investment preparation - permits

The acquisition of a property with the intention of allocating it to a planned investment requires the prior checking of several important pieces of information, including, above all, the following:

- ✓ check whether the property is covered by a local development plan, hereinafter referred to as the „local plan”,
- ✓ determine whether the property on which the development is to be constructed is zoned for:
 - agriculture,
 - industry,
 - construction,
- ✓ determine whether the transferor of the real estate has a legal title to the real estate and whether other entities in particular state or local authorities, have no pre-emptive rights or other rights or claims over the real estate being acquired.

Assuming that the property has a clear legal status and, according to the regulations, can be allocated for the type of investment envisaged, the construction process can begin.

In the course of this process, it is required to obtain a final construction permit, issued based on the provisions of the construction law and administrative proceedings.

The decision on the construction permit may be issued:

- ✓ directly based on the provisions of the local plan,
- ✓ if such a plan is not in force, on the basis of a decision on development conditions during its validity period.

An application for a building permit is submitted to the architecture and construction department of the architectural and construction administration body of the first instance (i.e. most often the district authority). As of 1 July 2021, an application for a building permit can be submitted electronically via the e-Budownictwo portal. <https://e-budownictwo.gunb.gov.pl/>. As a rule, a decision must be issued by the relevant authority within 65 days.

If the investment concerns the implementation of a project that may have a significant impact on the environment, a decision on environmental conditions (**environmental decision for short**) must be obtained. This decision is issued after the office has carried out an assessment of the project's environmental impact. A list of the projects for which an environmental decision must be obtained can be found in the Regulation of the Council of Ministers of 10 September 2019 on projects that may have a significant impact on the environment. In the absence of a local plan, until such time as the competent authorities adopt plans, investors

are required to obtain a decision on **development conditions (WZ)**, which is a necessary condition for applying for a building permit. The investor submits a relevant application for the issuance of a decision on development conditions to the authority competent for the location of the land:

- the head of the commune, mayor or town mayor,
- the voivode - with respect to closed areas within the meaning of the Construction Law,
- the head of the commune, mayor or president - within the area of whose jurisdiction the major part of the investment area is located - in the case of investments extending beyond the area of one commune.

As a rule, construction work can only be commenced on the basis of a final, non-appealable **construction permit decision** issued by a competent authority - the starost (town mayor) or voivode.

Proper completion of the construction process also requires, in the cases provided for in the construction law, obtaining an **occupancy permit for the facility**. Sometimes also, due to the nature of the investment, its unusual location or other specific features - additional decisions may be required prior to the proper commencement or completion of the investment

6. Registered office/enterprise construction

The commencement of construction of a plant takes place on the basis of a final permit issued by the competent authority and is the finale of efforts to obtain the relevant permits, for which, depending on the nature of the investment, between 6 and 12 months must be allowed. Seven days prior to the commencement of construction, the starost (County Building Inspector) and the designer (who supervises the compliance of the construction with the design) must be notified of the construction date.

7. Employees recruitment

While planning the investment, we need to know what demand concerning employees performing specific tasks will be. Recruitment activities should have been undertaken during the enterprise construction. Contact and support from the Regional Employment Office and district employment offices are essential. They have information concerning labour market potential and available employees with specified education and occupational experience. Those institutions carry out different programmes concentrating on the promotion of employment, which can be useful for employers. If companies need to recruit a worker urgently or plan to hire for a short period of time, it is possible to use a temporary employment agency and hire a temporary worker. If the entrepreneur does not know the local labor market, the recruitment companies can be very helpful in facing the above challenges, providing verification and recruitment services. Thanks to hiring recruitment companies, specification of the expectations of new employees will enable selection of the best candidates both for manager positions and at the lower levels.

8. Employment

The Labour Code is the primary and the most important enactment governing relations between the employers and employees and so gives the terms under which the work can be provided on the territory of the Republic of Poland. Employment contract can be concluded:

- temporarily,
- for an indefinite period of time,
- for a definite period of time,
- for a completion of a specific task,

The employment contract has to be concluded in a written form. The employment contract should be signed not later than on the day when the employee starts working.
The employment contract can be terminated in several ways:

- ✓ by mutual consent of parties,
- ✓ by declaration of one party to the employment contract (employer or employee) with observance of the notice period,
- ✓ by declaration of one party without observance of the notice period.

The contract concluded for the definite period of time or for a completion of specified task (specific work contract, mandate contract) terminates after sufficient period of time or completion of work (but in some cases it can be terminated earlier without the notice).

According to the Labour Code, working time is 8 hours per day and average 40 hours per week. Possible changes concern continuous working day and overtime work acceptable to a total of 150 hours annually per each employee. Together with overtime, weekly working time cannot exceed an average 48 hours in an accepted settlement period.

9. Communications and information technology infrastructure

Thanks to the support of EU funds, a project was implemented in the region, under which a broadband backbone network and a distribution network with backbone nodes and distribution nodes were built in the whole area of Wielkopolska. This investment became the basis for further digitalization of the region.
The entities conducting economic activity willing to be connected to the network have then to submit relevant documents:

- ✓ company registration documents,
- ✓ document that confirms its legal status and the registered office,
- ✓ confirmation of the title to the premises where the network terminal shall be installed,
- ✓ original certified copy from the National Court Register.

The largest ICT services providers: Netia S.A., Orange Polska S.A., Polkomtel Sp. z o.o. (Plus GSM), T-Mobile Polska S.A., P4 Sp. z o.o. (Play) and INEA Sp. z o.o..

10. Outsourcing

In the world of global business relations, the role of companies providing services outsourcing grows stronger. Due to the number of business entities also Wielkopolska has become an attractive market for such activities. It is possible to find here without any problems companies providing BPO (Business Process Outsourcing), SCC (Shared Services Centres), R&D (Research and Development) or HR services that perfectly perform outsourced tasks, at the same time decreasing operating costs of the companies.

5



**WHAT ELSE
SHOULD YOU KNOW?**

PART V WHAT ELSE SHOULD YOU KNOW?

1. Poland - administrative division

Since 1998, Poland has had a three-tier territorial administrative division – the basic unit is the commune, the district is the larger unit and the region is the largest. The Voivode is the central government representative in the region. There is no subordination between the different levels of local government. Wielkopolska is one of 16 self-governing regions. Each level of self-government plays an essential role for entrepreneurs by issuing administrative decisions, permits and by promoting areas intended for economic activation. Wielkopolska has 226 communes whose authorities register economic entities and 35 districts that issue construction permits.

2. Stay and work permit

Foreigners who are citizens of a country outside the European Union (EU), the European Economic Area (EEA) or Switzerland should apply for a temporary residence and work permit. Currently, it is possible to apply for a single permit, i.e. to use the procedure for obtaining a temporary residence and work permit at the same time, which makes it possible to deal with all the formalities legalizing a foreigner's stay and employment in a single administrative procedure - the foreigner does not have to apply separately for a residence permit (for example, for a visa) and the employer - for a work permit. As of January 29, 2022, an additional reason for applying for a single temporary residence and work permit is if the foreigner performs work in an occupation that is desirable for the Polish economy, as long as the foreigner has the professional qualifications required to perform work in that occupation. In this case, it is not necessary to confirm that the employer does not have the ability to meet the staffing needs of the local labour market (labor market test).

A Voivode who has granted a uniform permit for temporary stay and work on the territory of Poland issues a residence card to the foreigner ex officio.

The residence card, during the period in which it is valid, confirms the identity of the foreigner and entitles him, together with the travel document, to cross the border multiple times without the need to obtain a visa.

3. Tax system and avoidance of double taxation

Tax system in Poland has been evolving for years and currently in our country we distinguish 13 types of taxes:

Direct taxes:

— **Personal Income Tax (PIT)** - Personal Income Tax (PIT) - the taxable base for personal income tax is, in principle, the sum of income from individual sources of income. Income is defined by the legislator as the positive difference between the sum of revenues and the costs of obtaining them in a given tax year. As of July 2022, the first threshold is 12% on income (above the tax-free amount, determined according to the amount of earnings) up to PLN 120,000.00 per year, and the second level is 32% (calculated on the excess above this amount);

— forms of taxation on business activity of an individual:

- according to general principles, under the tax scale (tax rate of 12% and 32%)
- flat rate (19%)
- lump-sum tax on registered income.

— **corporate income tax (CIT)**: the rate of corporate income tax in Poland is currently 19% - the basic rate, or 9% of the tax base - on income (revenue) other than from capital gains for small taxpayers and start-up companies.

— tax on inheritances and donations;

- tax on civil law transactions;
- agricultural tax;
- forest tax;
- real estate tax;
- transport vehicle tax;
- tonnage tax;
- mineral extraction tax.

Indirect taxes:

- value added tax (VAT)** - basic rate is 23%; the other rates are: 8%, 5% depending on goods or services and 0% for export and inter EU supply of goods;
- excise tax;
- gambling and lottery tax.

Natural persons conducting an economic activity (registered in the municipality or city hall) can choose their taxation form according to the two-level tax rate or 19% flat tax. Personal income tax involves entire income of persons who have their place of residence on the territory of the Republic of Poland or stay on the territory of the Republic of Poland for more than 183 days during the tax year.

Taxation principles are governed by provisions of the Act from 26th July 1991 on the personal income tax.

More information at: www.mf.gov.pl, where also information and enactments concerning rules of double taxation avoidance can be found.

Local taxes, the amount of which is set by the municipal council, play an important role in the implementation of economic activity. In accordance with the applicable national law, **the tax rate on land related to the conduct of business activity** may not exceed **PLN 0.91 per 1 m²** of surface area per year; **the tax rate on buildings (or their parts) related to the conduct of business activity** may not exceed **PLN 23.10 per 1 m²** of usable surface area per year.

Detailed information on applicable taxes in Poland can be found on the English language version of the Ministry of Finance's tax portal <https://www.podatki.gov.pl/en/>.

4. Social security system

In Poland, there is compulsory social insurance for employees. The basis for calculating contributions is income, and employees are subject to the following insurances:

- pension insurance - 19.52% of the assessment base,
- disability pension insurance - 8.00% of the basis of assessment,
- sickness insurance - 2.45% of the basis of assessment,
- accident insurance - depending on the type of work performed from 0.67 to 3.33% of the contribution base.

Additional information on the rules for paying contributions:

- ZUS Call Centre (tel: 22 560 16 00)
- via general enquiries <https://www.zus.pl/o-zus/kontakt/zadaj-pytanie-zus>
- Skype: [zus_centre_obslugi_tel](https://www.zus.pl/o-zus/kontakt/zadaj-pytanie-zus)
- e-mail: cot@zus.pl
- at any ZUS outlet (list of outlets: <https://www.zus.pl/o-zus/kontakt/oddzialy-inspektoraty-biura-terenowe>)

5. Customs

As a member of the European Union, Poland is a member of customs union with other European countries - goods imported to and exported from Poland within the EU are not subject to customs duties. At the same time, Community law has obliged our country to adopt the Common Customs Tariff (TARIC). Rules, rates and other information on this subject are available at https://ext-iszta4.mf.gov.pl/taryfa_celna/, on the Electronic Fiscal-Customs Services Platform: <https://puesc.gov.pl/> and on the dedicated platform of the Ministry of Finance on customs duty on the carriage of goods across customs borders: <https://www.podatki.gov.pl/clo/>, www.clo.gov.pl, English version: <https://www.gov.pl/web/national-revenue-administration/about-us>.

6. Public tenders

The way in which land or a facility is acquired for an investment depends on the ownership relationship. If the owner is a public institution, e.g. a local government, the disposal process is carried out by public tender. The rules for conducting tenders are regulated by the Public Procurement Law. The public procurement system in Poland is also an excellent way to attract customers from the public sector. An e-services system is currently being built, which will improve the functioning of the public procurement market in Poland. Information on procurement is available on the electronic public procurement portal <https://ezamowienia.gov.pl/pl/>.

6



**EXTERNAL FUNDING -
ADDITIONAL DEVELOPMENT
OPPORTUNITIES**

PART VI FEXTERNAL FUNDING - ADDITIONAL DEVELOPMENT OPPORTUNITIES

1. State aid

State aid law defines the rules of state participation in the activities of entrepreneurs. State aid can be directed to specific sectors, regions or economic entities, as well as being linked to the achievement of specific economic objectives.

The most typical forms of state aid include:

- cash subsidies, in-kind subsidies, loans and credits (e.g. the granting of loans at a lower-than-market interest rate, where the difference is covered by state funds),
- guarantees and warranties of the State Treasury with budgetary effects,
- tax preferences (tax exemptions and allowances, tax rate reductions, deferrals or write-offs),
- equity instruments (e.g. purchase of shares in the capital of an enterprise from state funds),
- reductions in environmental or state procurement charges, etc.

EU Member States may grant this type of state aid in regions where the standard of living is low or where there is underemployment. Its amount is determined by a regional aid map created for all regions of the European Union.

The regional aid map identifies the regions of a Member State that are eligible for national regional investment aid under EU state aid rules and the maximum levels of aid to companies in the eligible regions. The map is valid from 1 January 2022 to 31 December 2027.

The maximum regional aid intensity ranges from 15% to 25% in Wielkopolska, depending on the sub-region and the date the aid was granted.

For the city of Poznań and the Poznań sub-region (i.e. county of Poznań: Oborniki, Śrem, Szamotuły, Średzkie) - 20% in the period from 1 January 2022 to 31 December 2024 and 15% in the period from 1 January 2025 to 31 December 2027, and for the remaining area of the region regardless of the period - 25%.

2. EU funds 2021-2027

Poland has been a member of the European Union since 2004, which brings with it numerous opportunities to obtain funding, including for business activities. The European funds available in the period 2021-2027 come from the European Regional Development Fund (ERDF), the European Social Fund (ESF) and the Cohesion Fund (CF). An important role in the distribution of funds is played by the Self-Government of the Wielkopolska Region, which, through the European Funds for Wielkopolska 2021-2027 regional program, will co-finance numerous projects that have a positive impact on the economic development of the region.

At national level:

- European Funds for Infrastructure, Climate, Environment (FEnIKS)
- European Funds for Modern Economy (FENG),
- European Funds for Social Development (FERS),
- European Funds for Digital Development (FERC),
- European Territorial Cooperation programs,(INTERREG),
- Rural Development Program,
- European Funds for Fisheries.

On the regional level - for the Wielkopolska region:

- European Funds for the Wielkopolska Economy,
- European Funds for Green Wielkopolska,
- European Funds for Sustainable Urban Mobility in Wielkopolska,
- A Better Connected Wielkopolska in the European Union,
- European Funds for New or Improved Social Infrastructure,
- Europe Closer to Wielkopolska Citizens,
- European Funds for Wielkopolska Local Initiatives,
- Community-led Local Development (ERDF),
- Community-led Local Development (ESF +),
- Fair Transformation for Eastern Wielkopolska.

3. Institutions providing support within the EU funds

Detailed information on support opportunities, including current competitions for entrepreneurs, is provided by consultants at the European Funds Information Points in Wielkopolska (www.wrpo.wielkopolskie.pl/punkty-informacyjne).

www.wrpo.wielkopolskie.pl

4. Credits, loans, leasing - another source of financing

There are credits, loans, guarantees available on the market, provided by banks and other private financial institutions, provided on a commercial basis.

Within the framework of regional measures for entrepreneurs in the Wielkopolska region, repayable financial instruments are available - loans and guarantees, originating from EU funds.

Support in this area is provided by, among others:

Wielkopolska Development Fund (Wielkopolski Fundusz Rozwoju Sp. z o. o.) (www.wfr.org.pl) - helps Wielkopolska entrepreneurs to develop their business by offering financing to companies in the form of a number of financial products, including a regional loan, an expansion loan for exporters, or a financial line made available to financial intermediaries.

Wielkopolska Agency for Enterprise Development (Wielkopolska Agencja Rozwoju Przedsiębiorczości Sp. z o. o.) (www.warp.org.pl) - offers loans, funding for training.

Fund for Development and Promotion of the Wielkopolska Region (Fundusz Rozwoju i Promocji Województwa Wielkopolskiego S.A.) www.fripww.pl - provides assistance to micro, small and medium-sized enterprises in the form of providing guarantees for loans, credits, leases, factoring and tender deposits.

Loans and credits are among the popular instruments for financing current activities of enterprises. Although the two formulas are similar, they differ primarily in their source of origin and the legal form associated with their granting and servicing.

Loans, regulated by the Banking Law, can be divided into, among others:

- working capital loan** - granted to finance the current activities of an enterprise,
- investment loan** - granted to finance investments,
- mortgage loan** - intended most often to subsidize business operations, e.g. for the purchase, renovation and modernisation of a building.

Loans, regulated by the provisions of the Civil Code, may be of a working capital nature (supporting the current activities of the company) and of an investment nature (aimed at the long-term development of the company).

Another form of support for the activities of entrepreneurs is **leasing**. Under leasing, one of the parties to the contract transfers to the other party the right to use a specific item for a period agreed in the leasing contract, in return for fixed leasing installments. In Polish law, this formula is regulated by the Civil Code. There are two basic types of **leasing: financial** (capital) **leasing and operating** (service) leasing. This type of product is widely available in our region, offered by specialist companies and banks.

5. Wielkopolska institutions providing support within the EU funds

Support for entrepreneurs at various stages of the investment process is provided by a number of professional institutions:

- ✓ **at the stage of construction, business development and financial support** – Wielkopolska Development Fund, Wielkopolska Agency for Enterprise Development, Fund for Development and Promotion of Wielkopolska Region S.A. (credits, loans, assistance in fundraising, financial lines), Regional Development Agency in Konin S.A., Bank Gospodarstwa Krajowego (financial instruments), European Funds Information Points (consultations services regarding EU funds) - these institutions aim to offer optimal financial solutions for enterprises and indicate sources and ways of obtaining EU funds;
- ✓ **at the stage of searching for an investment area and supporting the implementation of the investment** – the Marshal Office of the Wielkopolska Region (Department of Economy), Association of Wielkopolska Municipalities and Counties (Investor Assistance Center) - these institutions aim to inform, promote the region and provide services to foreign entities interested in investing in Wielkopolska;
- ✓ **at the stage of company development and building relations with other entities** - Polish Chamber of Commerce of Importers, Exporters and Cooperation, the Wielkopolska Chamber of Commerce and Industry, the Chamber of Commerce of Northern Wielkopolska in Piła, the Regional Chamber of Commerce and Industry in Leszno, the Konin Chamber of Commerce, the Wielkopolska Capital Club, ICT Cluster "Wklaster", Leszno Tastes Cluster, Food Cluster of Southern Wielkopolska, Leszno Construction Cluster, Aviation Cluster of Wielkopolska, Waste-Klaster, Pleszew Boiler Cluster - industry clusters supporting and promoting the development of a given sector to achieve a better position on the market.

7



ADDRESSES

PART VII ADDRESSES

1. National institutions

- **MINISTRY OF DEVELOPMENT AND TECHNOLOGY**
Plac Trzech Krzyży 3/5, 00-507 Warszawa
+48 22 2 500 123
<https://www.gov.pl/web/rozwoj-technologia>

- **MINISTRY OF FINANCE**
Świętokrzyska 12 street, 00-916 Warszawa
+48 22 69 45 555
<https://www.gov.pl/web/finanse>

- **POLISH INVESTMENT AND TRADE AGENCY**
Krucza 50 street, 00-025 Warszawa
PAIH helpline: +48 22 334 99 99
www.paih.gov.pl

- **POLISH AGENCY FOR ENTERPRISE DEVELOPMENT**
Pańska 81/83 street, 00-834 Warszawa
+48 22 43 28 080
www.parp.gov.pl

- **CENTRAL STATISTICAL OFFICE**
al. Niepodległości 208, 00-925 Warszawa
+48 22 60 83 000
www.stat.gov.pl

- **SOCIAL SECURITY INSTITUTION**
Szamocka 3, 5 street, 01-748 Warszawa
+48 22 66 71 000
www.zus.pl

- **PUBLIC PROCUREMENT OFFICE**
Postępu 17a street, 02-676 Warszawa
+48 22 45 87 701
<https://www.gov.pl/web/uzp/>

- **OFFICE FOR FOREIGNERS**
Taborowa 33 street, 02-699 Warszawa
+48 22 60 17 413
<https://www.gov.pl/web/udsc>

2. Regional institutions

- ✓ **MARSHAL OFFICE OF THE WIELKOPOLSKA REGION**
al. Niepodległości 34, 61-714 Poznań
+48 61 62 66 666
www.umwww.pl

- ✓ **WIELKOPOLSKA VOIVODSHIP OFFICE**
al. Niepodległości 16/18, 61-713 Poznań
+48 61 854 10 00
www.poznan.uw.gov.pl

- ✓ **MAIN INFORMATION POINT ON EUROPEAN FUNDS IN POZNAŃ**
MARSHAL OFFICE OF THE WIELKOPOLSKA REGION
al. Niepodległości 34, 61-714 Poznań
+48 61 62 66 192
www.wrpo.wielkopolskie.pl

- ✓ **FUND FOR DEVELOPMENT AND PROMOTION OF WIELKOPOLSKA REGION**
Piękna 58 street, 60-589 Poznań
+48 61 67 10 481
www.fripwww.pl

- ✓ **WIELKOPOLSKA DEVELOPMENT FUND Ltd.**
Szyperska 14 street, 61-754 Poznań
+48 61 671 71 71
www.wfr.org.pl

- ✓ **WIELKOPOLSKA AGENCY FOR ENTERPRISE DEVELOPMENT Ltd.**
Piekary 19 street, 61-823 Poznań
+48 61 65 63 500
www.warp.org.pl

- ✓ **ASSOCIATION OF WIELKOPOLSKA MUNICIPALITIES AND COUNTIES
INVESTOR SERVICE CENTER**
Piekary 17 street, 61- 823 Poznań
+48 61 22 40 797
www.sgipw.wlkp.pl
www.investinwielkopolska.pl

- ✓ **MTP GROUP / POZNAŃ INTERNATIONAL FAIR**
Głogowska 14 street, 60-734 Poznań
+48 61 86 92 000
www.mtp.pl

- ✓ **REGIONAL INSPECTORATE OF BUILDING SUPERVISION FOR WIELKOPOLSKA**
al. Niepodległości 16/18, 61-713 Poznań
+48 61 85 41 154
www.winb.poznan.ibip.pl

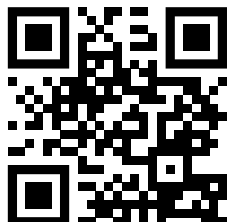
- ✓ **POLISH AGENCY FOR ENTERPRISE DEVELOPMENT
REGIONAL OFFICE IN POZNAŃ**
World Trade Center
Bukowska 12 street, 60-810 Poznań
tel.: 61-291-00-39

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e-mail: sekretariat@irpoznan.com.pl
<https://www.irpoznan.com.pl/>

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as of 10.2022

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