

POLAND.

**One of the most attractive
locations in the world**

INVESTING
IN POLAND

POLAND

pioneer of political and economic changes after the fall of the Iron Curtain in 1989

Area: **312,79 km²**

Population: **38.5 million**

Capital: **Warsaw**

Time zone: **GMT +1**

Currency: **Złoty (PLN)**

Importer of **FDI**

Over **64 BITs** in force



Council of Europe

1991



NATO

1999



Schengen area

2007



1996



OECD

2004



European Union

WHY POLAND?

number-one **investment location** in Central and Eastern Europe

excellent **business partner**

policy of **open doors** for foreign capital

stable **economy**

qualified **workforce**

flexible **labor law**

Strategic sectors:



Aerospace



Domestic
Appliances



Research &
Development



Biotechnology



Electronics



IT



Automotive



Renewable
Energy



Business
Support
Services



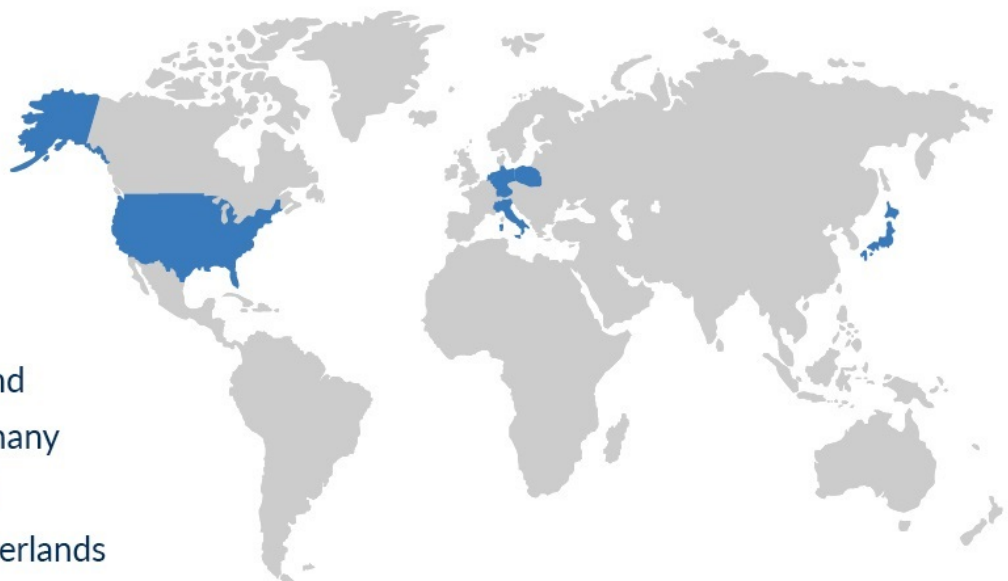
Food
Processing

SPECIAL ECONOMIC ZONES



Special zones are scattered all over Poland, in which entrepreneurs can conduct their business operations on preferential conditions and take advantage of income tax relief.

Most companies investing in SEZs are from:



Poland
Germany
USA
Netherlands
Japan
Italy

FDI PROJECTS

(National Bank of Poland data)

EUR 171.7 billion - the foreign direct investment stock in Poland (2014)

The main foreign investors (2014):

Europe:



Netherlands:
EUR **26.9 billion**



Germany:
EUR **28.0 billion**



Luxembourg:
EUR **20.4 billion**

North America:



USA:
EUR **6.2 billion**

Asia:



Japan:
EUR **0.9 billion**



South Korea:
EUR **0.8 billion**

FDI stock division by sector:

EUR **50.5 billion** - manufacturing

EUR **39.7 billion** - financial and insurance activity

EUR **23.1 billion** - wholesale and retail trade including repair of vehicles

EUR **11.6 billion** - activities related to real estate services

POLISH LEGAL SYSTEM

belongs to the **continental system** (civil law)

originates from **Roman law**

was under a strong **influence** of the **German and French law**

The sources of universally binding law of Poland are as follows:

- the Constitution
- ratified international agreements
- statutes
- regulations

More information about Polish legal system can be found in:

www.kkg.pl/inpoland

CLASS ACTION

Instrument type	group proceedings (commonly known as a class action)
Opt-in/Opt-out	opt-in
Scope of application (general/sectoral)	sectoral – limited to cases related to claims: for consumer protection, on the grounds of liability for a hazardous products, on the grounds of tort
Fundamental requirements to be met	<ul style="list-style-type: none">▪ a group of at least 10 persons▪ homogeneity of the claims▪ the same or similar factual basis of the claims▪ standardization of the value of the claims (in the case of pecuniary claims)
Manner of group representation	representation principle
Type of granted legal protection	all available types of legal protection, including establishment of the defendant's liability
Costs of the proceedings	the losing party pays the costs

More information regarding class actions in Poland and worldwide can be found on: [ClassAction.pl](https://www.classaction.pl)

MAJOR FOREIGN INVESTORS IN POLAND

Europe:



France:
L'Oreal SA



Germany:
Audi



Sweden:
Inter IKEA Holding
B.V.



Switzerland:
Nestle S.A.



The Netherlands:
KPMG International
Investments B.V.

Australia:



Australia:
Goodman Group

North America:



USA:
Brown Brothers Harriman & Co.
Dell Inc.
Google International LLC

Asia:



China:
Huawei Technologies Co. Ltd.



Japan:
Toyota Motor Corporation



South Korea:
Samsung Electronics Co. LTD

South America:



Brazil:
IT Stefanini

LAND OF THE PEOPLE

what investors appreciate the
most in Polish employees

*„Indesit has been developing and creating new facilities as well as new jobs in Poland since 1992. First of all, we associate Poland with **Poles who are great people and employees to work with.**”*

Antonio Melone
Managing Director for Production, Indesit Company Poland

high **qualifications**
communication skills
proficiency in **foreign languages**
motivation to work
organizational culture of Polish staff

THEY HAVE INVESTED IN POLAND

Kraków is our choice

"We have chosen Krakow out of 20 different cities in Europe. The reasons to choose Poland were the availability of well-trained university graduates and a developed transport and office infrastructure. Poland is a strategic location for advanced business services that we provide for our largest European clients."

Scott Newman
Vice President of the Polish unit, State Street

World class source of intellectual capital

"We are extremely pleased with our location in Gdansk, where we benefit from great office facilities and access to highly skilled personnel. It was surprisingly easy to find employees with both Danish and Swedish language skills!"

Arne Sorensen
Director of Arla Global Financial Service
Center, Member of ABSL

Modern aviation industry in Poland

"We easily found production specialists and experts to conduct research in our new Poland-based R&D center."

Roman Staszewski
President of the Management Board,
Hamilton Sundstrand Poland

IN POLAND

LAWFIRM & LAWGUIDES

KUBAS
KOS
GAŁKOWSKI

WANT TO KNOW MORE ABOUT INVESTING IN POLAND?

Kubas Kos Gałkowski is a publisher of
IN POLAND – a series of guides on Polish
law for foreign investors:



www.kkg.pl/inpoland

IN POLAND

LAWFIRM & LAWGUIDES

KUBAS
KOS
GAŁKOWSKI

KUBAS KOS GAŁKOWSKI

leading independent law firm in Poland

over **20** years on the market

a team of **64** including **43** lawyers

services provided in **8** languages

over **200** clients per year

offering **6** fields of expertise

offices in **Warsaw & Krakow**

Founding member of the European Federation
for Investment and Arbitration **EFILA.**

RANKINGS & AWARDS

its **performance** is definitely admirable

extremely **focused**

acting on significant national as well as **cross-border cases**

excellent reputation for high-profile class actions

very **solid lawyers**

an opponent that **deserves respect**

represents citizens in **class actions** against public entities

Legal 500 and Chambers & Partners (2009-2016)

„**Innovative Law Firm 2010**” announced
in FORBES magazine.

COOPERATION WITH POLISH GOVERNMENT & PARLIAMENT

Kubas Kos Gałkowski's Partners actively participate in the works aimed at drafting new legal acts and collaborating with the Polish Government and Parliament.

Rafał Kos and Dominik Gałkowski participated in the **Minister of Justice's Expert Team** for the amendment of the **Insolvency and Rehabilitation Law**.

Rafał Kos and Kamil Zawicki are experts of the **Business Law Task Force** for the **Ministry of Economy**.

2009

Professor Andrzej Kubas and Rafał Kos prepared a legal opinion on a **draft of bill on class actions**.

2012

Rafał Kos and Kamil Zawicki took part in the works of the **Ministry of Economy's Alternative Dispute Resolution Expert Team**.

2013

2015