

# Investment Areas in Poland

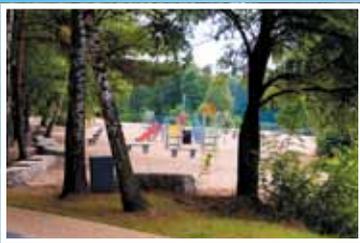
Munich, October 2015



Presentations of investment grounds

# MAŁE LAKE IN TURAWA FOR SALE!

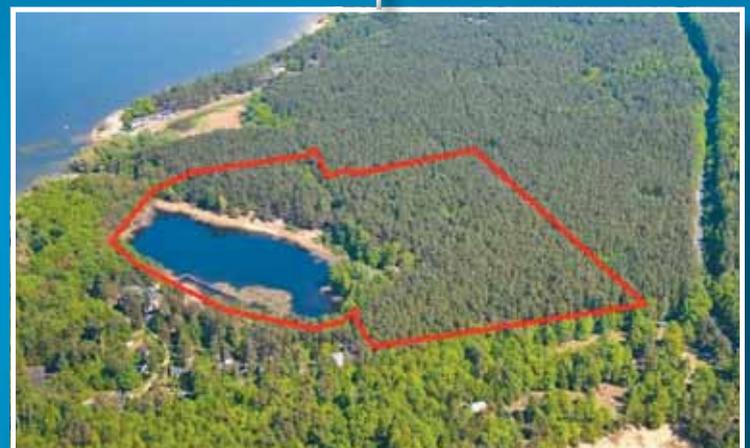
## INVEST IN TOURISM WITH US!



**Turawa Commune** is located in the central part of the Opole Voivodeship on the river Mała Panew, about 15 km from Opole, 100 km from Wrocław and Katowice, 20 km from the A4 motorway exit. The biggest advantage of the municipality is its location in the complex of forest resources and water reservoirs. The local tourist attraction are primarily Duże Turawskie Lake, Średnie Lake, Srebrne Lake and Małe Lake. Turawskie Lake belongs to the most beautiful artificial lakes in the country. The large surface area provides excellent conditions for sailing and other water sports. Sandy beaches and sunny bays sheltered from the wind by forests provide pleasant conditions for rest and are also perfect recreation areas. The municipality is a tourist base for the province of Silesia, Lower Silesia and Opole.



The property with an area of 11.0591 ha, includes Małe Lake in Turawa with a beach (2.97 ha) and the adjacent area in the scenic complex of Stobrawsko - Turawskie forests. An additional advantage is the direct vicinity of Duże Turawskie Lake, which is a great reservoir for water sports and one of Poland's largest walleye fishery. The additional benefit is the proximity of Średnie Lake - the most popular swimming area near the location, equipped with gyms outside, playground, multi-purpose lighted walking path and toilet. The property is ideal for creating a conference center, hotel base or a sports and tourism complex. In the local spatial development plan the property is marked with symbols: B-WW2 - the area of inland surface waters (about 2.97 ha); B-9UT - the area of tourism services (about 3.37 ha); B-3US - the area of services sports and recreation (about 1.08 ha); B-1U - service area (about 0.633 ha); B-2ZR - recreational green area (about 2.58 ha); B-21KPJ - shared zone path ways (about 0.09 ha); B-6KDS - parking lots (about 0.336 ha). The area includes lot numbers: 1/117, 1/122, 1/356, 1/662. There is a possibility to join real estate to water supply system, sewerage and energy. There is an asphalt access road.



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## Investment Areas in Poland

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## POLAND IS CONSTANTLY IMPROVING ITS ATTRACTIVENESS

Dear Readers,

We have a pleasure of presenting the catalog "Investment Areas in Poland" prepared for the 18th International Trade Fair for Property and Investment Expo Real 2015 in Munich. The album shows the investment potential of Poland, both in the commercial real estate market as well as in the market of areas for industrial and warehouse developments. Presented you will find a variety of development areas available in the most attractive regions of Poland. The development of the country in the field of commercial real estate, office spaces and development lands also causes Poland to win in investment attractiveness rankings, which is confirmed by investments by global corporations.



**Marta Rogacewicz**  
Editor in Chief - [terenyinwestycyjne.info](http://terenyinwestycyjne.info)

### BETTER EVERY YEAR

The competition is very much awake; therefore, the trick is to maintain high results in investment attractiveness rankings year after year. Not only does Poland maintain those; it even makes progress. Last year, according to the report EY 2015 European Attractiveness Survey by EY, Poland was identified by 31% of investors as an attractive direction for investment in East Central Europe. This year, 38% of the respondents shared this opinion, and once again Poland was voted the most attractive country in the region.

"I am very happy to see that another time in a row Poland has been enumerated among countries with the largest investment potential in this part of Europe by the world's greatest entrepreneurs. It shows that the companies appreciate the high qualifications of our workers, the ease of doing business in our country, and its economic stability. The cumulative GDP growth in the past seven years in Poland has amounted to 23.8%, which is a result which no one else in Europe has been able to achieve," says Janusz Piechociński, Deputy Prime Minister, Minister of Economy. The EY report also shows that in 2014, as a result of foreign direct investments, about 15,500 new jobs were created in Poland. This, in turn, indicates a 12% yearly increase and the third place among forty three European countries, after Great Britain and Russia.

"This is a great sign that in such a competitive market Poland is perceived as a very attractive direction. Industries that create the most projects in our country are the automotive sector (15%), the rubber and plastics industry (14%), and software (11%). The third area is especially good news, as it generates innovation and reinforces the strong position of Polish IT specialists in the world market," explains Jarosław Koziński, EY Poland Country Managing Partner.

Poland has also risen from the tenth to the seventh place in terms of new foreign investments in the ranking of all European countries and has recorded the highest (23%) increase in the top ten of European countries in this respect. Poland is also the leader of the Central Europe ranking. One may also note that in the ranking of cities which investors in Europe believe to be best to do business in, Warsaw was a joint winner with Stockholm, Dublin and Vienna.

The fact that Poland is attractive to foreign investors is also confirmed by the UNCTAD (United Nations Conference on Trade and Development). As arises from this year's World Investment Report 2015, the influx of foreign direct investments at 13.9 billion USD has caused Poland to appear on the list of twenty countries

achieving the highest foreign direct investment income in the world. In the ranking of countries which in 2014 received the most foreign investments, China came first. Poland came twentieth in the world list and tenth in the group of developed countries recording an influx of foreign direct investments. According to the UNCTAD, in 2014 Poland recorded an increase in the influx of foreign direct investments to about USD 13.9 billion, as opposed to the previous result, USD 120 million, although there was a general downward trend in Europe and in the world. Last year's result in terms of attracting new investments was much higher for Poland than in the two previous years (USD 120 million in 2013, USD 1 billion in 2012) and came close to the level before the crisis (average USD 16.6 billion in the years 2005-2007).

The investment conditions in Poland are also appreciated by German companies. For the third time Poland has been voted the best location in East Central Europe in the Economic Survey by the Polish and German Chamber of Industry and Commerce, conducted in cooperation with nine other bilateral chambers in Poland: the Belgian, British, French, Spanish, Irish, Canadian, Portuguese, Swiss and Italian ones. This year Poland was awarded four out of six points possible. Therefore, between the competitors and the leader (Poland) there is a distance of almost one point. The Czech Republic, with 3.1 points, just as a year before, came second.

"96% of the surveyed companies confirm that they would once again choose Poland to be the country of their investment if they were now taking such a decision. This level of satisfaction with investments in Poland has been consistently maintained in the study since 2011," stresses Michael Kern, CEO of the Polish - German Chamber of Industry and Commerce.

"To win some fleeting popularity is no achievement; to maintain it is hard work. The Polish people have been successful in doing so for many years, which is confirmed by the report by the Polish - German Chamber of Industry and Commerce. The surveyed investors yet again indicate Poland as number one for investments in Europe, and nearly all of them would invest here again," Sławomir Majman, President of the Polish Information and Foreign Investment Agency, comments on the survey.

### EXCELLENTLY CONNECTED AREAS, SIGNIFICANT PUBLIC SUPPORT AND MOTIVATED WORKERS

Poland wins in all attractiveness rankings especially because of its very well-prepared workforce, both as regards managerial staff and ordinary workers. The companies surveyed by the Polish - German Chamber of Industry and Commerce have given Poland the highest marks for its EU membership (average rating: 4.49 points) and for staff-related factors: qualifications (3.76 points), the quality of higher education (3.69 points), as well as productivity and workers' motivation (3.6 points). So far, investors have generally paid attention to some staff shortages in the number of workers with vocational training. However, the changes introduced at

the beginning of the year in the functioning of special economic zones have given rise to cooperation between particular zones, private partners and vocational schools, in order to deliver skilled laborers into the market.

Investors planning to purchase land will find here, aside from available workforce, the advantage of varied reliefs. In Poland investors may rely on several sources of support for the purpose of implementing a new project. Large production investments (worth more than PLN 500 million with 500 new jobs created, or PLN 750 million with 200 new jobs created) and key research and development projects can expect support for investments considerable importance to the economy. The value of this support ranges from PLN 3,200 to 15,600 per job, depending on the rating of the project. Such support has been given to, among others, ThyssenKrupp Group Services Gdańsk, Samsung Electronics Poland Manufacturing, or Goodrich Aerospace Poland. Aside from grants for strategic projects, entrepreneurs can count on local property tax exemptions and CIT exemptions in case of investments in special economic zones. Additionally, at the beginning of 2015, changes in the functioning of special economic zones have been introduced. As a result, investors operating in the zones can expect assistance in the training of their employees or the building of cluster structures, as well as help in including private areas into the zones.

The investors can also look forward to the improving infrastructure and availability of land. At present, the zones, along with the Ministry of Economy and local governments, are working to increase the attractiveness of more areas. The keyword is to be "expressways." Along roads S3, S5, S6, S7, S8 well-prepared development areas are to emerge. Expressways are to connect all parts of the country, ranging from sea ports in Northern Poland, through logistics hubs in Central Poland and Silesia, to rich in natural resources Eastern Poland.

### LEADING COMMERCIAL REAL ESTATE MARKET IN EAST CENTRAL EUROPE

The Polish commercial real estate market constantly develops and is one of the most important markets of this kind in the region. The office space market has been growing especially rapidly, in recent years also in smaller regional towns, just as the storage space market, which is currently in a boom.

In Poland at present 1.2 million sq. m of modern office spaces are being built. The highest developer activity is maintained in Warsaw, Cracow, Wrocław and in the Tricity (Gdańsk, Gdynia, Sopot). In the first half of 2015, according to data by Colliers International, transactions for 621,700 sq. m were made, which means a 38% growth in relation to the same period last year. Among the concluded lease contracts new contracts (64.9%), renegotiations and extensions of existing contracts (23.4%) were dominant. Pre-let contracts still accounted for an important part of market activity (23%). The development of the office space market is largely correlated to the rapid



**Violetta Małek** - Director, Management Consulting, KPMG in Poland

development of the BPO/ICT industry; however, the economic attractiveness of Poland also attracts other international companies, which are looking for places for their branches here.

"Regional cities will remain the focus of companies from the sector of modern business services. Still, one should emphasize that BPO/SSC lessees are more and more favorably oriented toward the capital city's market," explains Paweł Skałba, partner at Colliers International, Director of Office Agency.

The situation in the office sales market looks just as good. In the first half of 2015 transactions were finalized of a total value of €385 million, as much as €234 million of which accounted for contracts of purchase/sale outside the capital city. To compare, the result for the whole year 2014 amounts to €440 million (JLL).

The logistics space market is experiencing the greatest upswing since the 2008 crisis. The reason is the dynamic development of e-commerce as well as the appearance of the largest players in Poland, such as Amazon. In the first half of 2015 lease contracts were signed for 1.17 million sq. m of logistics and industrial spaces (781,000 sq. m were new contracts). In the first half of 2015 more than 437,000 sq. m of new areas were commissioned; 672,000 sq. m are under construction. The favorable condition of the market is confirmed by the fact that 23% of the new spaces are created on speculative principles (JLL).

"The strong results for the first half of the year and the continued high interest of the lessees allow us to state that the year 2015 may turn out to be a record year in the history of the Polish market, even better than the ex-

## Business services centers

Business services centers located in Poland employed over 150 000 people at the end of 2014. This is a very dynamically developing sector in the Polish economy that is expected to grow with the 15-20% annual rate in next years. KPMG report "Poland as the destination for Business Service Centers", published recently, shows that Poland attracts investors because of the availability of well-educated talent pool that is distributed in cities that have strong educational centers, combined with labor cost that is still significantly lower than in Western Europe countries. Investors also appreciate that Poland has significantly improved its infrastructure (especially network of highways, airports, hotels, etc.) since joining European Union in 2004. In addition, modern office space available in diverse locations doubled in the past decade. The Polish office market is unique in terms of the number of office locations when compared with other CEE countries, where almost all space is concentrated in the capital city. Despite the majority of office space in Poland is still located in the 7 largest cities (Warsaw, Kraków, Wrocław, Tricity, Łódź, Katowice and Poznań), new office spaces suitable for business centers have been constructed in other regional markets over recent years.

cellent year 2014," says Tomasz Mika, head of Industrial Department in Poland, JLL.

Among the most attractive locations for logistics and industrial spaces there is Warsaw and the surrounding areas, Upper Silesia, Poznań and Central Poland. More and more interest is raised also by cities such as Lublin, Rzeszów, Bydgoszcz and Szczecin.

In the retail space market the largest cities are coming back into favor. The overall resources of the modern retail space in Poland, according to Colliers International, amount to about 10.5 million sq. m. 745,800 sq. m are under construction, 60% of which are located in the largest metropolitan areas. In small towns (fewer than 100,000 inhabitants), which in 2014 enjoyed the largest share in the new supply, at present only 25% of spaces under construction are located. Developers usually choose to build multi-purpose shopping centers. Important trends are also modernizations and expansions of the existing buildings as well as introduction of additional functions in commercial buildings, such as public libraries or co-working spaces.

I encourage you to take a closer look at the offers of attractive locations for your investments presented in the album "Investment Areas in Poland." The diversity and size of the country will certainly allow you to find a suitable plot for any investment of your choice.

**Marta Rogacewicz**

## OUR JEWEL IN THE CROWN, PLOT WITH GREAT POTENTIAL, IS THE PORTA VARSOVIA

Interview with the Deputy Mayor of Warsaw Michał Olszewski



Michał Olszewski - Vice President of Warsaw

### WHAT WILL BE THE THEME OF WARSAW'S STAND DURING THE EXPO REAL 2015 FAIR IN MUNICH?

The main theme for Warsaw's stand during the Expo Real 2015 fair for investment will be the Bliska Wola and Praga districts. We are planning to exhibit the impulse for development, which for these areas is the second subway line, in a few more editions of the fair. One of the reasons for which we would like to have as many new projects implemented there as possible is the fact that the new subway line greatly facilitates the communication of these areas not only with the center of Warsaw but also with other districts of the city. Therefore, it is natural for us to promote projects which are on this axis, including our Porta Varsovia on Emilia Plater Street. Among the remaining investments there are projects implemented within the reach of the subway line, such as Warszawa Główna Station at Daszyński roundabout in Bliska Wola by Xcity Investment or the Centrum Koneser investment in Praga by BBI Development, into which this year Google Campus is moving. In Bliska Wola the flagship project by Ghelamco, the Warsaw Spire, is being created, which will be promoted at the fair also by Bank Zachodni WBK. Our partners will additionally present the center of the city by means of such investments as the "Nowy Sezam" by BBI Development, Nowogrodzka Square by Yareal Polska, Centralna Park by XCity or the plot on Chmielna Street belonging to the Polish Post. HB Reavis will promote its investment Gdański Business Center at the Gdańsk Station. The partners of the city at the fair will also be CMTeam, Orange and White Star Real Estate. This is the basis for the philosophy of our presentation at the fair – we try to present both public and private projects, comprehensively emphasizing the investment potential of Warsaw.

### WHAT AREAS WILL WARSAW PRESENT?

Our jewel in the crown, plot with great potential, is the Porta Varsovia – the area at the intersection of Nowogrodzka and Emilia Plater Streets. The project will be composed of two towers of respectively 160 and 180 m in height. We expect it to be our greatest transaction in the last few years. This project is worth a few hundred million zlotys.

However, we do not treat this offer as the main subject of our presentation at the fair. We are more interested in presenting the whole real estate market in Warsaw and the potential for development that the Polish capital city has.

### WHAT QUESTIONS DO INVESTORS AT INVESTMENT FAIRS USUALLY ASK? WHAT ARE THEY AFRAID OF?

We have been attending fairs with investors since 2008; therefore, we are asked relatively few questions connected with investment risks. Their presence and successes in Warsaw allow us to acquire new ones. In contrast to many other Polish cities, we do not have any problems with the presentation of objective and reliable information on the topic of investments, as we are highly rated in the majority of important investment attractiveness rankings in Europe. Warsaw has remained the regional leader in those, and this is how we are perceived by investors.

### THE OFFICE SPACE IN WOLA WILL SOON EXCEED 600,000 SQ. M. SHOULD INVESTORS FEAR OVERSUPPLY?

Quoting the latest report by JLL, in the first half of the year 2015 new contracts accounted for almost 255,000 sq. m, the other ones – 29,700 sq. m – were expansions of the existing entities. Net demand was 73% of the total volume of transactions. The largest transactions of the second quarter are a pre-let contract for 21,000 sq. m for a confidential lessee at the Warsaw Spire in Bliska Wola, a renewal of the contract with EY for 13,500 sq. m at the Rondo 1 in Śródmieście, a pre-let contract by Aviva for 12,000 sq. m at the Gdański Business Center by the first subway line, and a pre-let contract for 6,200 sq. m for the Center for EU Transport Projects, also at the Warsaw Spire. As JLL experts say, the demand will remain high in the other quarters of the year 2015 and also in 2016. After building the central section of the second subway line, we have some reserves as regards efficient and modern public transport in those parts of the city which are of interest to us. The communication capabilities are an extremely important aspect, and in Bliska Wola there is no reason for concern. The second subway line has much greater transport capacities than the ones currently used. The second line is at present used by 80-90,000 people a day, while the first one – by 550,000 people. Additionally, we have the advan-

tage of microeconomic indices and the persistent high rate of economic growth in Poland. Therefore, I would not worry about the absorptive capacity of office spaces in Wola and other areas.

How do you present the advantages of the revitalization of Praga to investors from the commercial real estate market? Praga is radically different from Wola. Aside from the five densely built-up areas, today Praga does not have typical modern development projects implemented on plots with high absorptive capacity. We would like to maintain there the street-facing development wherever possible. The exception are large post-industrial projects, such as the Bohema on Szwedzka Street or the Soho project in Kamionek. In case of the project in place of the former ZT Kruszewica in Targówek, we are helping the investor with changes in the local land development plan. We treat and promote the Praga market as a chance for smaller projects of 3-5,000 sq. m. We are slowly beginning to experience some interest in those areas from companies which purchase premises in order to build the potential of high streets and invest in long-term lease contracts.

### CAN WE THEREFORE EXPECT NEW HIGH STREETS TO EMERGE?

Together with the Warsaw division of the Association of Polish Architects, last year we developed a new concept of the restoration of the economic potential of this area. It is concerned with the inner city part of Praga (including Żąbkowska, Mała, Inżynierska, Targowa, and Wileńska Streets). Those are relatively difficult projects because in addition to the renovation of business premises it is also necessary to reconstruct the street and adjust it to potential pedestrian traffic. In this region, as a city, we have about 600 business premises, for which we are planning to implement appropriate policies. We believe that this place has the greatest potential. This year we are preparing to select an advisor whose task will be to develop a comprehensive offer for the shaping of Praga's high streets. We have adopted the assumption that the investment process in this region should be completed within 4-5 years.

### YOU HAVE MENTIONED THAT THE PURPOSE OF THE PROMOTION IS TO PRESENT WARSAW AS AN ATTRACTIVE PLACE TO DO BUSINESS. WHAT INDUSTRIES WOULD THE CITY LIKE TO ATTRACT THE MOST?

Warsaw has always attracted the interest of the financial market. We have the largest financial market and the largest stock exchange in Central Europe. Therefore, we are always favorably disposed toward entities from the financial sector as new lessees of office spaces. The confirmation of the fact that we are attractive to this market would be, for instance, the transfer of the headquarters of Money Gram to Warsaw last year. This attractiveness is determined not only by the large number of institutions or the market power, but also the potential of Warsaw in terms of human resources: Warsaw at present leads the way as regards the number of economics, finance and management graduates in the country. In this way, we are competitive when it comes to recruiting adequately qualified staff.

Of course, the dream of every city is to attract the largest number of R&D projects. Still, we do realize that many companies, aside from a space for research, look for a place where they could at the same time produce prototypes, and to those Warsaw is less attractive. Therefore, we are changing our approach and planning to present not only the offer of the capital city, but also of the Warsaw metropolis covering 40 communes. We will focus on five industries: nanotechnology, ICT, photonics, energy production and biotechnologies. To this we will add the creative industry; however, the process of metropolization does not concern it, as this industry focuses mainly on Warsaw.

**WHAT DOES THE ISSUE OF BUILDING PERMITS LOOK LIKE IN WARSAW? IN THE DOING BUSINESS 2015 POLAND RANKING, THE CAPITAL CITY CAME FOURTEENTH IN TERMS OF SETTLING THOSE FORMALITIES.**

In the face of such rankings, we always reply: "If it's so bad, then why is it so good?" Rankings evaluating administrative proceedings usually do not take into consideration the circumstances in which those take place. Therefore, the data must be interpreted with a proper commentary. It is no coincidence that the top cities are those which do not enjoy great popularity among investors. In this ranking the worst appear to be cities such as Warsaw, Gdańsk, Cracow and Poznań. The truth is that the time of issuing decisions on building permits is influenced directly by the large number of applications by investors. In this respect, Warsaw is an undisputed leader. We are also faced with the most complicated projects, and the procedure of issuing a building permit for an investment of 100,000 sq. m is different from one for an investment of 1,000 sq. m. Therefore, expecting this decision to be simple is a misunderstanding. In conclusion, the longer time of waiting for building permits does not arise from our hostility toward investors but from the number, scale and level of complexity of the investments.

**WARSAW IS BEGINNING THE IMPLEMENTATION OF JOINT PROJECTS CONCERNING PUBLIC SPACE WITH DEVELOPERS, FOR INSTANCE, EUROPEAN SQUARE WITH GHELAMCO. ARE THERE ANY PLANS TO DEVELOP THIS COOPERATION?**

We are implementing three such projects. The first one is located in Praga and includes, among others, cooperation with developers implementing five large projects, with whom we are trying to create a public space. The second project, Nowa Towarowa, was commenced in the spring. The third one, at present at the lowest level of advancement, is called "Nowe Centrum" ["The New Center"]. This project is implemented in the area of Marszałkowska Street, Królewska Street, Jerozolimskie Ave., Krakowskie Przedmieście Street and Nowy Świat Street. We are planning, together with private partners, to use the potential of public space. We are discussing how to reduce traffic in this area, increase the attractiveness of business premises, provide more parking spaces (currently proceedings for the purpose of selecting a partner for two underground car parks are underway), etc. We are reviewing this project with LHI and Kulczyk Silverstein Properties, among others.

## Is the Polish tax system attractive to foreign investors in commercial real estate markets?

Undoubtedly, the Polish tax system is neither clear nor unambiguous, which is perhaps natural for "young" tax systems. However, it may in fact indicate its attractiveness, as it is still in the formation stage. Therefore, on the one hand, we sometimes face a lack of specialized structures known from more mature jurisdictions allowing for, for example, tax-free reinvestment of profits (such as the Real Estate Investment Trust); on the other hand, the current legislation, upon more detailed analysis, allows us to obtain similar effects with the use of different methods. Especially investors, including real estate investors, use a structure similar to the REIT – the Closed-end Investment Fund. Even though it does not fully reflect the characteristics of the REIT (especially from the corporate point of view), it gives similar, and sometimes even greater tax benefits (exemption from tax on current profits, possibility of tax-neutral distribution), and is perceived as increasingly attractive, and thus more and more widely applied. While planning your investment, it is advisable to pay attention to the appropriate protection of the tax position of the investor, connected both with the purchase of real estate (here VAT-related rules are especially important) as well as with the current funding of investments (tax on civil law transactions, thin capitalization, withholding tax).



Mateusz Stańczyk - Senior Manager at Crido Taxand

## The modern infrastructure and qualified staff are the key factors in the attractiveness of Poland in the eyes of investors.

In recent years we have clearly seen how competitive the market for new investments is. Governments of almost all countries solicit investors to choose locations within their territories, to invest their capital, attract new technologies and create new jobs there. On the map of countries seeking new projects Poland appears a good candidate, being one of the European leaders in terms of new investments. At the same time, the fact of losing larger investments connected with car manufacturing is of concern.

Factors which may positively influence the perception of Poland include issues connected with the high quality of the infrastructure, roads, railways and airlines, as well as the access to skilled front-line workers and experienced managers. Experiences of other entrepreneurs are of great importance as well, and those are very flattering. Not without significance is the increasing willingness to invest in research and development activities. In this respect, European Funds will play an especially important role.

The thing which may be the disadvantage for Poland is the paradoxically positive news for the Poles – the growing wage costs, which are increasing as the expertise of the staff grows. Another element is great determination in terms of investment incentives offered by other countries. In this respect, Poland must undertake actions to maintain its offer in the form of reliefs and subsidies at competitive levels.



Pawel Tynel - Partner at EY

# Special Economic Zones

## TIME OF CHANGE FOR SPECIAL ECONOMIC ZONES

**For 20 years of their existence special economic zones have evolved. The latest amendment to the Special Economic Zone Act poses new challenges to their management. However those are not the only changes that affect the zones.**

For the two decades of their operation Poland has undergone a series of transformations, including those related to joining the European Economic Community. When in 1994 the special economic zones were created, their main purpose was to support the areas of collective redundancies being a result of the liquidation of state-owned industrial companies. Hence it is no surprise that most zones are in the highly industrialized Western Poland.

“One of the most important tasks of the special economic zones is developing unused land and extending the area covered by the SEZs, which enables new investments in the region. This allows the incorporation of post-industrial areas into the zones, the areas where business operations are decreasing,” says the Vice Premier, Minister of Economy Janusz Piechociński.

In recent years the role of the zones was focused on innovativeness and modern technologies, which is proved by e.g. the Technology Incubator and the Malopolski Information Technology Park within the Cracow SEZ, or the Baltic Port of New Technologies and Gdansk Science and Technology Park within the Pomeranian SEZ. The investors' needs are changing as well due to the changes in the system of education and the increasing role of small and medium-sized businesses. It is also necessary to support investors who start their operations in Eastern Poland.

### **CHANGES IN THE STATE AID APPROVED. ZONES MAY START GRANTING PERMITS.**

Since 1 July 2014 new rules for granting state aid apply in Poland; they had been ordered by the European Union and will remain applicable till 2020. The government needed almost 5 months to adapt them also to the special economic zones, which meant that their management could not grant new permits for business operations in the zones. Finally, on 26 November 2014 the new government order on the state aid became effective.

To attract investments to Eastern Poland, companies investing in Warmian-Masurian, Podlaskie, Podkarpackie and Lubelskie Voivodships can count on state aid amounting to 50 percent of investment value. In Greater Poland, Lower Silesian and Silesian Voivodships state aid reaches no more than 25% of the investment value. In the remaining voivodships it is 35%. In the Masovian Voivodship, Western Warsaw poviats receive 25% support for the investors there, and the remaining poviats – 35%. Until 2017 Warsaw will get 15%, and then 10%. Additionally, a large investor that has already been operating in Warsaw receives state aid only for the primary investment leading to new business activity. The new business activity should be specified in a dif-

ferent PKD class (Polish Classification of Activities), than the activity pursued so far.

In addition to the volume of state aid the changes also apply to the definition of a large investment project, additional conditions for providing the support for investments that alter the production process or the current operations of the existing business. Apart from the remaining criterion of EUR 50 million, most investments will be analyzed at the level of a group in the same subregion NTS 3. Special attention will be paid to the investments with the value exceeding EUR 100 million and the cases where within 2 years preceding the day of the submission of the application for aid, the investor has stopped business activity that belongs to the same class of activity and that he pursued on the territory of the European Economic Area, or on the day of the submission of the application for aid he intends to stop such activity within two years after the end of the investment covered by the permit.

Companies will also face difficulties if they seek support for changes in the production process or diversification of an existing production facility. On the other hand it will be impossible to apply for support for an investment in the transport sector.

### **EASIER ACCESS TO THE ZONE**

Investors have been waiting for the decision changing the value of state aid for several months, but at the end of October the government issued another important order which made the conditions for the incorporation of private land into the zone less strict.

In accordance with the new regulations, from 1 November 2014 r. to 31 December 2016 the application of less strict conditions depends on the unemployment rate. If the private land incorporated into a special economic zone is located in poviats where the unemployment rate is equal or lower than the national average the thresholds are lowered by 20%, and in the other poviats by 30%. So, for example in a poviat where unemployment is equal or lower than 60% of the national average (but not higher than the national average), the businessman should undertake to create at least 400 new jobs or promise to pay at least PLN 280 million of qualified investment costs.

In poviats with the unemployment rate exceeding 160% of the national average, but not more than 200% it will be respectively at least 105 new jobs or PLN 70 million of investment costs. In poviats with the unemployment rate higher than 200% of the national average, but not exceeding 250% the investor will have to provide at least 70 new jobs or pay qualified investment costs of at least PLN 50 million. In the Lubelskie, Podkarpackie, Podlaskie, Świętokrzyskie and Warmian-Masurian





Voivodships the requirements are reduced by 30%. It is supposed to encourage investments in Eastern Poland. Another purpose of the government order is to support the investments made by small and medium-sized businesses.

The previously applicable criteria for the unemployment rate were a barrier preventing investors from receiving the support for smaller investments, which are usually made by small and medium-sized businesses.

### **AMENDMENT WILL CHANGE A LOT**

There are more changes in the special economic zones. On 5 November 2014 in Sejm, the lower chamber of the Polish parliament, there was the first reading of the amendment to the Special Economic Zone Act, which was approved by the government on 7 October 2014.

“Most importantly, the document specifies the conditions for submitting an application for permit termination. It also introduces the possibility to withdraw the permission on the investor’s request and defines the rules for auditing companies,” says minister Piechociński.

The amendment to the act specifies that the new solutions became effective on 1 January 2015. One of the important conditions in the amendment is the replacement of a provincial governor’s representative in the supervisory boards of the companies with a representative of the Minister of Finance. The reason for this is the form of state aid provided in the zones (tax release), the location of the zones in several voivodships and the fact that the provincial governor is not responsible for the regional development.

What is equally important, the catalogue of the main tasks of the zone managements was extended by adding the cooperation with higher secondary schools and universities to adapt their educational offer and programs to the employer’s needs, and actions aimed at increasing the potential of the zones to create clusters. These are key tasks, especially due to the growing difficulties in finding qualified laborers.

“It is absolutely true that the best advertisement is a satisfied customer – so if we provide the companies in our zone with additional services, they will speak well of us. That is why I think that giving the zones new tasks is a good strategy,” says Barbara Kaśnikowska, President of Wałbrzych Special Economic Zone.

“We always look at changes from the businessman’s point of view. The proposed changes make the regulations more precise, which seems to be a good move. I think that the government managed not to complicate the process of granting the permits and control of the businesses that operate in the zone. And that is what really matters,” adds the President of the Cracow SEZ Wiesława Kornaś-Kita.

It is notable that some zones undertook such activities before by cooperating with regional vocational schools and creating special classes adapted to the investor’s

needs. Additionally, ever more SEZs try to build cluster structures, an example of which is the Lower Silesian Automotive Cluster established by the Legnica SEZ or the Educational Cluster in Kamienna Góra.

Another area affected by changes is the end of activity in a SEZ. A withdrawal of the permit for operations in the zone will result in the repayment of the received state aid by the investor (tax releases), and the investor will not be able to receive another permit until he repays the previously received aid. Moreover, the claims related to the repayment of the state aid (tax release) will fall under the statute of limitations after 10 years (counting from the end of a calendar year in which the businessman used the tax release).

It will also be possible to withdraw the permit for the operations in the zone at the investor’s request (at present the businessman can apply for declaring the termination of the permit for the operations in the zone). The introduction of this new solution is necessary due to the limitation of conditions for the termination of the permit. It may happen that for a businessman who started using tax releases, but expects that he will not be able to fulfill his obligations, it will be better to resign from the permit before the date by which he has to fulfill his obligations, because this will reduce the interest on the aid that he will have to repay.

“Summing up, after 1 January 2015, if a businessman decides that he will not be able to realize his investment and meet the requirements specified in the permit, and he has already used the tax release, he can file an application for withdrawal, and the faster he does it, the lower will be not only the amount to be repaid, but also the interest,” explains Marek Sienkiewicz, Manager in the Special Economic Team at Deloitte.

Before the crisis the applications for termination were filed by the businessmen who did not start the investment or did not use the aid. During the slowdown in the economy when a lot of companies had to reduce production and lay off staff, the imprecision of the regulations caused that the businessmen threatened with the withdrawal of the tax release filed for its termination, thinking that it would protect them against the repayment of the state aid they had used. To eliminate such actions, the termination of the permit has been limited in the act to a single situation. The businessman will be able to apply for the termination of the permit if before the day of filing the application he has not used the tax release allowed by the permit.

On the other hand an application to the Minister of Economy for state aid (tax releases) has to be submitted in a tender or negotiations...

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# Małopolskie Voivodeship



## The data in figures

The total area	15 183 km <sup>2</sup>
The total population	3 354 077
The population density	220 people/km <sup>2</sup>
The main city	Kraków
The largest cities in the region	<ul style="list-style-type: none"><li>• Tarnów</li><li>• Nowy Sącz</li><li>• Oświęcim</li><li>• Chrzanów</li><li>• Olkusz</li><li>• Nowy Targ</li></ul>

Special Economic Zones	<ul style="list-style-type: none"><li>• Kraków Special Economic Zone</li><li>• Katowice Special Economic Zone</li><li>• Mielec Special Economic Zone</li></ul>
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Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Kraków Technology Park</li><li>• Tarnów Science and Technology Park</li><li>• MMC Brainville in Nowy Sącz</li><li>• Chrzanowsko-Trzebiński Industrial Park</li><li>• Jagiellonian Center of Innovation – Technonology Park Life Science in Kraków</li><li>• „Crystal” Green Industrial Park Kryształowy</li><li>• Małopolska Information Technology Park in Kraków</li><li>• Green Industrial Park in Wojnicz</li></ul>
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Investor Assistance Center	Małopolska Regional Development Agency (MARR) ul. Kordylewskiego 11, 31-542 Kraków <a href="http://www.marr.pl">www.marr.pl</a>
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The Office of the Marshal	ul. Raławicka 56, 30-017 Kraków <a href="http://www.malopolskie.pl">www.malopolskie.pl</a>
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Voivodeship Office	ul. Basztowa 22, 31-156 Kraków <a href="http://www.malopolska.uw.gov.pl">www.malopolska.uw.gov.pl</a>
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International Airport	Kraków Airport
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## Presentation of the Region

Małopolska Region is located in the central-southern part of the country. In terms of economic development, the region is one of the most diverse regions in Poland. Situated at the crossing point of communication routes between the West (Austria, Germany) and the East (Ukraine), the North (Scandinavian countries) and the South (Slovakia, Hungary), it has exceptional assets and each year attracts 8-10 million tourists, new investments and young people studying at regional universities.

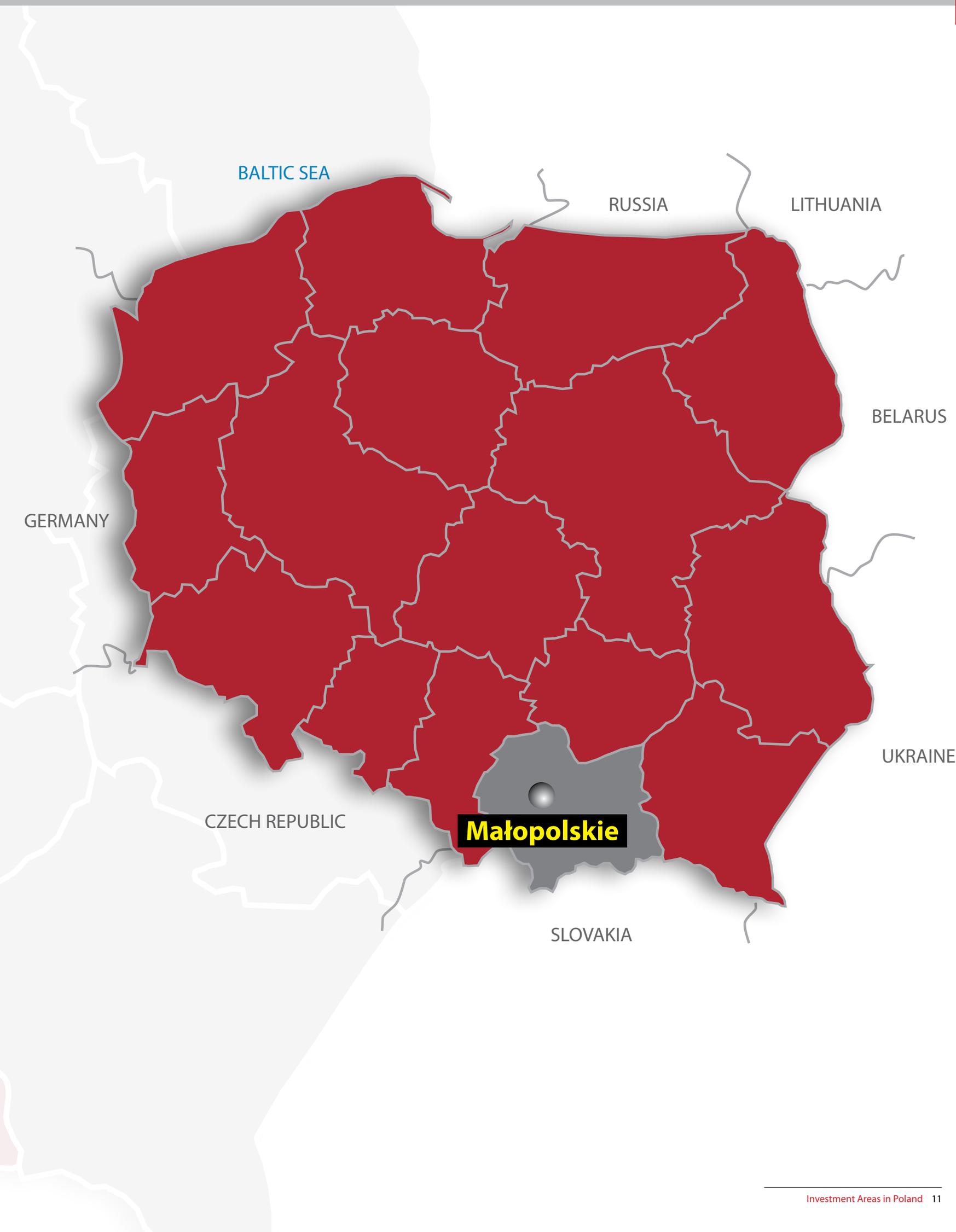
### Advantages of the voivodeship

- Małopolska is one of the leading Polish regions in terms of economic potential and investment attractiveness,
- good communication accessibility and location at the intersection of the international transit routes,
- availability of public support for investors, among others, through a special economic zone and a number of business support institutions,
- Małopolska is one of the most important Polish Bio-Regions with high potential for development of life sciences with well-developed medical facilities,
- the best place in Central - Eastern Europe for BPO & SSC investments,
- modern infrastructure for personnel training and operation of companies in the ICT industry,
- high potential for energy technology research,
- good infrastructure facilities for creative industries (museums, libraries) - Kraków is one of the most important industrial designers education centres in Poland,
- very well developed scientific and research – development facilities,
- high availability of university graduates in the fields of engineering - technical and biological,
- a wide range of real estate,
- the natural wealth of Małopolska - geothermal resources,
- high quality of life.

### High opportunity sectors

- Biotechnology and Life Sciences
- Sustainable Energy
- ICT / BPO / SSC
- Chemistry industry
- Manufacture of basic metals and metal products
- Electrical and mechanical engineering
- Creative industries, including leisure industry

# Małopolskie



BALTIC SEA

RUSSIA

LITHUANIA

BELARUS

GERMANY

UKRAINE

CZECH REPUBLIC

**Małopolskie**

SLOVAKIA

## THE BOCHNIA ECONOMIC ACTIVITY ZONE A REALLY GOOD PLACE FOR YOUR INVESTMENT

Bochnia has a population of nearly 30,000 citizens and is the administrative centre of the powiat (county) of Bochnia. It is located in the central part of the voivodeship (province) of Małopolska and lies about 40km to the east of Kraków and 40km to the west of Tarnów. The town is well served by rail and road: it lies on a major rail network and nearby are the E40 European route, the A4 motorway, the national route no. 94 and the voivodeship route no. 965. The A4 and 94 are to be connected by a road which is currently being designed.

Bochnia is part of the Kraków Metropolitan Area, a region with 1.5 million people. The journey from Bochnia to Kraków, takes about 30 minutes by car or by train; and it takes 40 minutes to get to the airport of Kraków-Balice. There are dozens of centres for higher education in Kraków, including renowned institutions such as the Jagiellonian University and the AGH University of Science and Technology (aka Kraków University of Technology). Many of the citizens living in Bochnia and surrounding area study in Kraków.

The town of Bochnia has for many years been implementing a strategy of sustainable development, the aim of which is to create a place friendly for citizens, entrepreneurs and tourists. The Bochnia Economic Activity Zone is one of the crucial elements for realizing the vision of Bochnia as an economically and socially strong town. This investment area is designed to offer the investor the best possible facilities and location, and the business plots are wholly owned by the town.

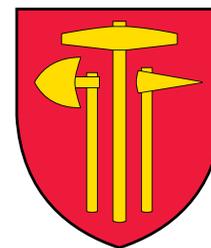
The Bochnia Economic Activity Zone is an ideal place for your company, for many different reasons.

### BOCHNIA – THE ECONOMIC TOWN

Bochnia is a town where industry has always been present. The Bochnia Salt Mine was established in the middle of the 13th century and was one of the most important companies in Europe at that time. For many years it was the major source of wealth for the town and has provided for the wellbeing of common people and kings for centuries. At present, it is Bochnia's greatest tourist attraction and is listed as a UNESCO World Heritage Site. A number of production companies covering such varied fields as steel, refrigeration and food have their seats in Bochnia. There are also numerous commercial and service companies. The local authority has, for years, actively and continuously supported local business.

### BOCHNIA – A TOWN FOR ACTIVE PEOPLE

The excellent geographical situation of Bochnia has always been a stimulus to the entrepreneurial and active nature of its citizens. Both residents and tourists have perfect conditions for work, rest and play. The town is scenically located on seven hills, and within easy travelling distance are the Raba river, the Niepołomice Forest and the hills and forests of the Beskid Wyspowy.



### Information about the Offerer

**Municipal Office in Bochnia**  
2 Kazimierza Wielkiego Street  
32-700 Bochnia  
voivodeship: Małopolskie  
e-mail: [bsag@um.bochnia.pl](mailto:bsag@um.bochnia.pl)  
[www.bochnia.eu](http://www.bochnia.eu)

### The data in figures

The total area	62.23 ha
Free investment areas	36.09 ha
Use of land	<ul style="list-style-type: none"><li>• Production and services facilities</li><li>• Business activity</li><li>• Industrial production</li><li>• Large format commercial facilities</li></ul>
Location	Southern Poland
Other large cities in the region	Kraków, Katowice
The total population	30 303

### Contact the dedicated support of the investor

**Tomasz Kuc**  
Head of the Department of Municipal Economy and Agriculture  
phone: 48 795 587 543, +48 14 61 49 101  
fax.: +48 14 611 83 99  
e-mail: [bsag@um.bochnia.pl](mailto:bsag@um.bochnia.pl)



## BOCHNIA – A TOWN OF CULTURE AND SPORTS

Bochnia is not only a place with a rich past, it also thrives in the present-day. Many cultural and sports initiatives, organized by town institutions, NGOs and entrepreneurs, are supported in modern Bochnia. The town has an excellent infrastructure for sports, recreation and cultural facilities. The patronage of the local authority ensures the continuity of cyclical cultural events and the support of creative ideas.

## ROADS AND OTHER COMMUNICATION LINKS

The Bochnia Economic Activity Zone lies adjacent to the motorway exit. The Zone has convenient links with the local road network too, allowing for appropriate and safe traffic. Additionally, the area of the Zone is going to be intersected by a specially designed road linking the A4 motorway with the national route no. 94. A railway link is provided by sidings some 200m south of the Zone's border.

## UTILITIES

The Bochnia Economic Activity Zone is equipped with a full technical infrastructure. Each module located in the area has access to:

- a public road,
- water supply network,
- a sewerage system,
- storm water drainage,
- communication conduits.

Additionally, the area of the Bochnia Economic Activity Zone allows for access to the gas network.

## AREA DEVELOPMENT PLAN

The area of the Bochnia Economic Activity Zone is governed by an area development plan that already allows for the construction of facilities. There is no need to apply for a building permit.



# Świętokrzyskie Voivodeship



## The data in figures

The total area	11 710 km <sup>2</sup>
The total population	1 269 200
The population density	108 people/km <sup>2</sup>
The main city	Kielce
The largest cities in the region	<ul style="list-style-type: none"><li>• Ostrowiec Świętokrzyski</li><li>• Starachowice</li><li>• Skarżysko Kamienna</li><li>• Sandomierz</li><li>• Końskie</li></ul>
Special Economic Zones	<ul style="list-style-type: none"><li>• Starachowicka Special Economic Zone</li><li>• Tarnobrzaska Economic Zone</li></ul>
Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Kielecki Technological Park</li><li>• Regionalne Centrum Naukowo-Technologiczne</li></ul>
Investor Assistance Center	Investor Service Centre ul. Sienkiewicza 63, 25-003 Kielce <a href="http://www.sejmik.kielce.pl">www.sejmik.kielce.pl</a>
The Office of the Marshal	aleja IX Wieków Kielc 3, 25-516 Kielce <a href="http://www.sejmik.kielce.pl">www.sejmik.kielce.pl</a>
Voivodeship Office	aleja IX Wieków Kielc 3, 25-516 Kielce <a href="http://www.kielce.uw.gov.pl">www.kielce.uw.gov.pl</a>
International Airport	Warszawa, Modlin

## Presentation of the Region

Świętokrzyskie voivodeship is situated in the south-eastern part of Poland and neighbours the country's biggest urban agglomerations: Warsaw, Kraków, Katowice, Lublin and Łódź. The region's natural resources provide the raw materials for its cement and gypsum industries, and the products of the Świętokrzyskie region's gypsum and cement plants are well-known on both Polish and foreign markets. Poland's biggest building firms are based in the region. The region's pride and joy is the Kielce Trade Fair - the country's second biggest trade-fair facility, situated at the cross-roads of major national and international routes. It is one of Poland's ecologically cleanest regions.

### Advantages of the voivodeship

- large pool of qualified staff for industry and other sectors of the economy,
- developed system of business infrastructure and financial institutions in Kielce and larger towns,
- well developed educational base,
- large potential for agricultural and horticultural production,
- important mineral deposits used for production of construction materials (lime, cement),
- rich resources of mineral waters,
- developed base of spas, sanatoriums, convalescence hospitals, recreational centres, hotels and private quarters in health resorts,
- consecutive modernization of road network (route S7 and national routes 74 and 73) as well as of the base of available investment grounds,
- relatively low cost of labour: the average in the voivodeship - 3161.18 PLN per month, worker's gross salary - between 1680 and 3000 PLN,
- developing base of the ecological food producers.

### High opportunity sectors

- Metal
- Construction
- Spa

Św



BALTIC SEA

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GERMANY

**Świętokrzyskie**

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iętokrzyskie

# City and Municipality Staszów

## ABOUT THE REGION

The city and commune of Staszów are located in the Southeastern part of the Świętokrzyskie Province, in Staszów County, on the border of the Holy Cross Mountains, the Sandomierz area and Ponidzie. Staszów is situated 54 km away from Kielce and 120 km away from Cracow.

Staszów run by the provincial roads 764 (Kielce - Staszów - Połaniec), 757 (Abbots - Staszów - Tread) and 765 (Chmielnik - Staszów - Osiek).

It is traversed by regional roads: the 764 (Kielce – Staszów – Połaniec), the 757 (Opatów – Staszów – Stopnica) and the 765 (Chmielnik – Staszów – Osiek).

The Staszów region has great potential and well-established economic traditions. For centuries, it has been a local economic center. In the city and commune of Staszów there are numerous thriving companies, including enterprises engaged in production, chemical processing, construction, trade and services. The Staszów region offers a rich business area, including a well-prepared and flexible educational offer for vocational training, conference centers, non-governmental organizations working for the benefit of entrepreneurs, and companies providing services in accounting, transport, renovation and construction, and more.

Another important characteristic of the city and commune of Staszów is also their attractiveness for tourists, which is positively influenced by the closeness of the beautiful and vast Golejów forests called “small Masuria.” Among them one may find several small ponds and lakes. By the largest of those, Lake Golejowskie, there is a beach with holiday resorts and dining establishments. In the nearby Kurozwęki one of the greatest attractions of the province is found – a palace with a park, in the vast pastures of which one may notice American bison. Palaces in Wiśniowa and Wiązownica Kolonia, as well as religious monuments are also attractive; among the latter there is the precious Chapel of Our Lady of the Ro-

sary in Staszów. Staszów is a place full of greenery and recreational and sports facilities. In the city there are the following parks: the Adam Bień Park, “Zalew nad Czarną” Park and the Górników Siarkowych [Sulfur Miners] Park. The residents of this place have the possibility of using the swimming pool at the County Sports Center as well as full-size sports halls.

### ZONE A About the creation of comprehensive development areas in Grzybów – zone A

Staszów Commune is implementing the project “Creation of comprehensive development areas as part of the Staszów Economic Area – Zone A.”

The undertaking includes preparation of development areas named “Zone A,” consisting in equipping the area of about 15 ha with waterworks, a sewage system, a storm water drainage system, electricity, medium-pressure gas pipelines, a network of street lighting, low voltage networks with the main service roads and access to the public road, that is regional road 757 (Opatów – Stopnica).

Within “Zone A” sixteen development plots of 0.34-1.14 ha will be demarcated along with right-of-ways for access roads and technical infrastructure, treatment of storm water with a storage reservoir, a pumping station and a transformer station.

### THE SCOPE OF THE IMPLEMENTED PROJECT COMPRISES:

- construction of access roads with asphalt surface, 6.0 m wide and about 1,545 mb long, with sidewalks,



### Information about the Offerer

Municipal Council in Staszów  
ul. Opatowska 31  
28-200 Staszów  
voivodeship: Świętokrzyskie  
phone: +48 15 864 83 05  
fax: +48 15 864 83 04  
e-mail: [biuro@staszow.pl](mailto:biuro@staszow.pl)  
[www.staszow.pl](http://www.staszow.pl)

### The data in figures

The total area	225.86 km <sup>2</sup>
Free investment areas	15.0801 ha
Use of land	• Services • Industry
Location	South-eastern Poland
Other large cities in neighbourhood	Kielce, Sandomierz, Mielec, Tarnów
The total population	26 864

### Contact the dedicated support of the investor

Plenipotentiary of the Mayor and Municipal Staszów for the Enterprise Development Support  
Artur Sularz  
phone: +48 15 864 83 62  
mobile: +48 512 467 943  
fax: +48 15 864 83 04  
e-mail: [biuro@staszow.pl](mailto:biuro@staszow.pl)  
[www.staszow.pl](http://www.staszow.pl)



MUNICIPAL COUNCIL IN STASZÓW



- driveway entries to particular development plots, street lighting and reconstruction of the existing intersection with regional road 757,
- construction of a storm water drainage system of about 1,300 mb in length, with drains and a local storm water treatment plant, a storage reservoir of about 1,500 sq. m with an offtake to the existing watercourse and its reconstruction, a pumping station, electricity supply and land development,
- construction of a gravitational sewage system of about 1,310 mb in length with drains to particular development plots and offtakes to the existing treatment plant in Staszów by means of the existing pumping station at the regional road and the designed discharge header of about 784 mb in length with a pumping station, electric power, control and land development,
- construction of a water distribution network of about 1,668 mb in length with fire hydrants,
- construction of a medium/low voltage 15/0.4 kV transformer station with feeding and distribution cable lines – medium voltage (15kV) and low voltage (0.4kV) ones, and reconstruction of the existing medium voltage 15 kV overhead line into a medium voltage 15 kV cable line of about 500 mb in length,
- construction of a sewage system for low voltage networks (telephone, monitoring, IT networks) of about 1,400 mb,
- construction of a medium-pressure gas distribution line of about 1,252 mb in length,
- construction of wall screens with low voltage 0.4 kV electric power and control.

#### AREA

- area of the development zone: about 15.1 ha, **including:**
  - area of the development plots – about 11.2 ha,
  - areas for roads and technical infrastructure – about 3.8 ha.
- There are no Natura 2000 areas located within the borders of the project or its effect range. The closest areas of the Natura 2000 European Ecological Network are located about 4.3 km away.

#### LOCATION

- name - Grzybów – district 6, Zone A,
- city/commune - Staszów,
- county - Staszów,
- province - Świętokrzyskie,
- total area -15.0801 ha.

#### DEVELOPMENT PLOTS

- 11.1847 ha (16 plots of 0.34-1.14 ha)

#### INTERNAL ROADS

- 3.8954 ha.

#### TRANSPORT LINKS

##### Access road to the area

- regional road 757 Opatów – Stopnica, width 6 m, from which a network of internal access roads to each plot has been built.

##### Highway/national road [km]

- national road 9 Radom – Barwinek – 36 km (Łoniów),
- national road 79 Warsaw – Bytom – 25 km (Połaniec),
- national road 73 Wiśniówka – Jasło – 14 km (Stopnica).

##### Railway [km]

- Staszów - 6 km.

##### Railway siding [km]

- Grzybów (normal and wide track – LHS) – 3 km.

##### Nearest international airport [km]

- Cracow (Balice) – 130 km.,
- Rzeszów (Jasionka) – 107 km.

##### Nearest province capital [km]

- Kielce - 66 km

#### EXISTING INFRASTRUCTURE

##### Along the built internal roads the following have been completed:

- low voltage (0.4kV) cable line,
- medium voltage (15kV) cable line,
- medium-pressure pipeline,

- water supply network,
- sewage system,
- storm water drainage system,
- conduits for electrical installations.

#### BENEFITS

The possibility of conducting business in a specially demarcated and prepared area. The possibility of using tax exemptions offered in case of conducting business on the basis of a permit in the Special Economic Zone\*. The possibility of using the system of incentives offered\*\* by Staszów Commune to entities willing to locate their business in Zone A.

\* At present efforts are being undertaken in order to incorporate Zone A development areas into the "Starachowice" Special Economic Zone.

\*\* At present works are being conducted in order to create a system of incentives, including reduction or temporary elimination of the obligation to pay local taxes by entities willing to locate their business in Zone A.

#### DEVELOPMENT PLAN

The authorities of the city and commune of Staszów are working on the concept of creating a Multi-Purpose Area of Economic Activity which will comprise "Staszów Technological and Industrial Park with the Business Incubator in Staszów and the Technological Center in Grzybów; new development areas – zone B and C – will also be built."



REGIONAL PROGRAMME  
NATIONAL COHESION STRATEGY



Świętokrzyskie Voivodeship



... for Świętokrzyskie Voivodeship development ...

# Wielkopolskie Voivodeship



## The data in figures

The total area	29 826 km <sup>2</sup>
The total population	3 419 400
The population density	115 people/km <sup>2</sup>
The main city	Poznań
The largest cities in the region	<ul style="list-style-type: none"><li>• Konin</li><li>• Ostrów Wielkopolski</li><li>• Kalisz</li><li>• Leszno</li><li>• Piła</li></ul>
Special Economic Zones	<ul style="list-style-type: none"><li>• Wałbrzych Special Economic Zone</li><li>• Łódź Special Economic Zone</li><li>• Kamienna Góra Special Economic Zone</li><li>• Kostrzyńsko-Słubicka Special Economic Zone</li></ul>
Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Eureka Technology Park</li><li>• Kaliski Business Incubator</li><li>• Nickel Technology Park</li><li>• Poznań Science and Technology Park</li><li>• Poznań Technology - Industry Park</li><li>• Luboń Technology Park</li><li>• Śrem Investment Park</li></ul>
Investor Assistance Center	Investor Service Centre ul. Przemysłowa 46, 61-541 Poznań <a href="http://www.umww.pl">www.umww.pl</a>
The Office of the Marshal	aleja Niepodległości 18, 61-713 Poznań <a href="http://www.umww.pl">www.umww.pl</a>
Voivodeship Office	aleja Niepodległości 16/18, 61-713 Poznań <a href="http://www.poznan.uw.gov.pl">www.poznan.uw.gov.pl</a>
International Airport	Poznań-Ławica

## Presentation of the Region

Wielkopolskie voivodeship is situated in the west-central part of Poland. Characteristic features of this region are its balanced economic development, high degree of industrialisation, high technological level and openness towards foreign markets. The Poznań International Fair that has been held in Poznań, the regional capital, for 80 years is an event that exerts considerable influence on the country's economic level and provides the business community with an opportunity to operate on the many -million strong Eastern European market. The region is known for its motor, BPA and logistics sectors. Wielkopolska is also an agricultural region whose farms reflect European standards.

### Advantages of the voivodeship

- strong economic activity, high regional GDP,
- strong investment activity of the local authorities connected with EU funds raising and with the development of self-financing,
- high industrial efficiency,
- diversified economic structure,
- large participation of the private sector in economics of the region,
- Poznań International Fairs – place for organizing big international events (congresses, conferences, sport and cultural events),
- well-developed technical infrastructure and business assistance institutions,
- relatively low cost of labour: the average wage in the region equals 91% of the national one,
- high quality of labour market – big supply of highly qualified employees knowing foreign languages,
- high investment activity of the voivodeship: 34.6% - the highest industrial investment outlays (for Poland – 29.8 %),
- convenient road connections: main East-West transit corridor, motorway A2 between Konin and Nowy Tomyśl, ring-road around Poznań, modernization of the S5 route and convenient railway connections – all this improve staff mobility in Wielkopolskie region, domestic and international airport (Ławica: [www.airport-poznan.com.pl/en](http://www.airport-poznan.com.pl/en)), Odra water route,
- high share of foreign capital – 3rd place in the country (about 7 mld USD),
- large areas of high-quality agricultural land.

### High opportunity sectors

- Automotive Sector
- BPO
- Logistics

# Wielkopolskie



# Municipality of Jarocin

## THE AREAS IN GOLINA ARE, ABOVE ALL, GOOD LOCATIONS IN WEST CENTRAL POLAND

Jarocin Commune is located in the south central part of the Wielkopolska Province, in Jarocin County. It covers an area of 200 sq. km and is inhabited by over 45,000 people. Within its administrative borders the city of Jarocin of an area of 14.5 sq. km is situated, where about 27,000 people live. Aside from the city of Jarocin, in the commune there are 23 village councils.

### ADVANTAGES OF THE COMMUNE

- convenient location in west central Poland – close to the German border (252 km),
- distance from major cities and airports: Poznań (70 km), Wrocław (114 km), Łódź (162 km), Kalisz (52 km),
- course of the main national roads (11, 12, 15),
- modern sports and recreational infrastructure,
- young and educated working age community,
- the city – the host of the famous rock music festival - Jarocin Festival,
- over 100 associations and non-governmental organizations,
- precursor of non-public education on the national scale.

### LARGEST IMPLEMENTED INVESTMENTS

- "Jarocin Sport" complex: spa & wellness center, waterpark, city stadium,
- development of the Waste Management Plant – opening: Oct. 2015,
- "Spichlerz Polskiego Rocka" [The Granary of Polish Rock Music] in Jarocin – the first multimedia museum devoted to the history of rock music in Poland,
- thermal efficiency improvement in public utility buildings,
- housing estates in Jarocin,
- modern water treatment station.

Development areas in Golina of an overall area of 92.32 ha, including 7.92 ha within the Wałbrzych "Invest Park" Special Economic Zone, one of the fastest developing industrial areas in Poland.

### DISTANCE FROM MAIN ROADS

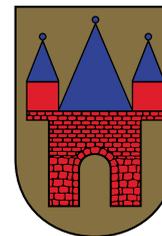
- county road in the immediate vicinity
- local road in the immediate vicinity

### NATIONAL ROADS

- no. 15 – 1 km
- no. 11 – 5.5 km
- no. 12 – 5.5 km
- expressway S11 (under construction) – 6 km

The area is covered by the Local Zoning Plan for industrial development connected with production and storage.

The areas in Golina are, above all, good locations in west central Poland. The confluence of three national roads is a convenient distribution base for various products not only in the whole country but also in Europe. In accordance with the Local Zoning Plan, virtually every industry can be located within this territory, provided that it does not violate the surrounding areas and the natural environment. Importantly, in the immediate vicinity of the development areas in Golina no residential buildings are situated. However, there is a railway line nearby, which provides connection with the most important international routes. The area is conducive to investment. One of the reasons is that there are small level differences of only 0.45 m. The groundwater levels, on the other hand, range from 1.4 to 2.4 m. An additional advantage is the absence of flood or landslide risks as well as both underground and ground-based obstacles. The acceptable development percentage amounts to 80%; the maximum height of buildings should be no more than 25 m. The area has waterworks, a sewage system, a storm water drainage system and electricity. It is worth mentioning that corporation taxes in the commune of Jarocin are among the lowest in Poland.



### Information about the Offerer

Municipal Office in Jarocin  
Al. Niepodległości 10  
63-200 Jarocin  
voivodeship: Wielkopolskie  
e-mail: [office@jarocin.pl](mailto:office@jarocin.pl)  
phone: +48 62 749 96 00  
[www.jarocin.pl](http://www.jarocin.pl)

### The data in figures

The total area	200.23 km <sup>2</sup>
Free investment areas within SEZ	7.92 ha
Use of land	<ul style="list-style-type: none"><li>• Production</li><li>• Services facilities</li><li>• Warehouse</li><li>• Industry</li></ul>
Location	Western Poland
Other large cities in neighbourhood	Poznań, Wrocław
The total population	44 363

### Contact the dedicated support of the investor

Mayor's Office  
phone: +48 62 749 95 09  
e-mail: [promocja@jarocin.pl](mailto:promocja@jarocin.pl)

Development Department  
phone: +48 62 749 95 45  
e-mail: [inwestycje@jarocin.pl](mailto:inwestycje@jarocin.pl)

phone: +48 62 749 95 56  
e-mail: [krzysztof.dziewiatka@jarocin.pl](mailto:krzysztof.dziewiatka@jarocin.pl)



THE FLAGSHIP CULTURAL EVENT IS LEGENDARY, ROCK JAROCIN FESTIVAL, WHICH EVERY YEAR OVER 30 YEARS GATHERS THOUSANDS OF FANS.



MARKET SQUARE AND TOWN HALL IN JAROCIN



AREAS FOR INVESTMENT IN GOLINA A TOTAL AREA OF 92.32 HECTARES

## TUREK INVESTMENT ZONE - the best location for your investment

Turek is a town located in Central Poland in the voivodeship of Greater Poland. It is the second largest industrial centre of the Konin Brown Coal Mining Area. The town is located at the intersection of major transit routes leading to Poland's strategic destinations.

Turek is crossed by national roads no. 72, 83 and voivodeship road 470. The highly attractive character of Turek is influenced by the proximity of the A2 highway (entrance 16 and 18 km from Turek) and airports (Lodz - 80 km, Poznan - 120 km). The town has at its disposal developed investment properties featuring complete infrastructure. The Turek Investment Zone equals 196 ha of land intended for economic activation. The TIZ areas are covered by spatial development plan focused on industry and services. Part of TIZ was developed as part of the "Comprehensive development of the Turek Investment Zone" project co-financed by the European Regional Development Fund. Among others, the following constructions were conducted as a result of the project's implementation:

- a network of roads including pavements, cycling paths and street lighting,
- a sanitary and water sewerage system,
- a network of telecommunications channels,
- power infrastructure,
- gas network.

### INVESTOR RELIEFS

21 ha of TIZ are part of the Lodz Special Economic Zone. The Turek Subzone is a separate area, where investors can take advantage of public assistance in the form of income tax exemption, both as regards legal and natural persons. The support offered to investors as part of the LSEZ project has a regional character and follows new

investments generating new jobs. The level of assistance equals:

- **45 %** of eligible costs for small enterprises,
- **35 %** of eligible costs for medium enterprises,
- **25 %** of eligible costs for large enterprises.

The town offers a possibility to obtain a real estate tax exemption for investments generating high level of employment. In case of the aid formed as the real estate tax exemption investor can take advantage of that form of incentive for:

- **1 year** if the company will generate from 15 to 50 new jobs,
- **2 years** if the company will generate from 51 to 100 new jobs,
- **3 years** if the company will generate more than 100 new jobs.

### BUSINESS BACKGROUND

The town offers support through Investor Assistance Center where investor may obtain details about the investment areas, local market or human resources. Also employees of the City Hall in Turek, Department of Social Security and other institutions provide



### Information about the Offerer

City Hall of Turek  
ul. Kaliska 59  
62-700 Turek  
voivodeship: Greater Poland  
phone: +48 63 289 61 00  
fax: +48 63 289 61 11  
e-mail: poczta@miastoturek.pl  
www.miastoturek.pl

### The data in figures

The total area 16.16 km<sup>2</sup>

Free investment areas 21.32 ha

Use of land

- Services
- Industry
- Warehouses

Location Central Poland

Other large cities in neighbourhood Łódź, Poznań, Kalisz, Konin

The total population 28 314

### Contact the dedicated support of the investor

Barbara Feliniak  
phone: +48 63 222 38 88  
e-mail: invest@miastoturek.pl

Tadeusz Czerwiński  
phone: +48 63 222 38 84 / 63 289 61 03  
e-mail: burmistrz.inwestycje@miastoturek.pl

INVESTMENT OFFER		
PLOT	Type	Greenfield
	Available area	Investment offer no. 1 - 4,42 ha Investment offer no. 2 - 16,9 ha
PROPERTY INFORMATION	Owner	Municipality of Turek
	Valid spatial development plan	Yes
	Zooning	Industry, warehouses and storage buildings, services
TRANSPORT LINKS	Access road to the plot	The plot is located on the National Road 72 leading to the city of Lodz. Direct access to the plot is provided by an asphalt roads along with bicycle paths. All roads are illuminated and 6 m wide
	Nearest motorway / national road	<ul style="list-style-type: none"> <li>• 16 km enter to the motorway - road junction of Kolo</li> <li>• plot is located on the National Road 72 leading to the city of Lodz</li> <li>• 2 km provincial road no. 470 Kolo-Kalisz</li> </ul>
EXISTING INFRASTRUCTURE	Electricity, gas, water, sewerage, telephone	Yes (possibility to connect with the heat pipeline - installed heat connectors)



professional support in the investment process. In Turek operates for e.g.: Turek Entrepreneurship Incubator (supporting SME), Turek Chamber of Commerce (association of local entrepreneurs).

#### FOREIGN CAPITAL

Many companies has already convinced that it's worth to invest in Turek. In town are operating:

- Bongrain Group (food industry, French capital, largest producer of blue cheese),
- Messer Polska sp. z o. o. (technical gas industry, German capital, producer and supplier of industrial gases).
- Union Knopf Polska Sp. z o. o. (clothing, furniture industry, German capital, producer of buttons and furniture fittings),
- Derrien & Fils sp. z o. o. (food and wood industry, French capital, producer of wooden packaging for wines and spirits, decorative boxes for foodstuffs, snacking),
- Schade Stal Polska sp. z o. o. (metal industry, German capital, producer of steel structures, flange connections for pipes).

The biggest company in the Turek district with foreign capital (German) is Sun Garden a leading European producer of furniture, parasols, furniture covering and garden accessories.

#### In TIZ also operating companies with Polish capital:

- AJ GROUP sp. z o. o. – clothing industry,
- AWAS SERWIS sp. z o. o. – waste disposal industry,
- MIRANDA sp. z o. o. – textile industry,
- SINTUR sp. z o. o. – metal industry,
- STOLTUR – sp. j. – timber industry,
- Ecosystem Natural Heritage Association – microbiological industry,
- Profim – producer of office seating.

#### WHY TUREK

Turek is a town with nearly 29 thousand inhabitants, it occupies an area of 16,16 sq km. The economic changes that have taken place in the last few years have changed a little the industrial profile of the town. Besides traditional sectors associated with Turek (textiles, fuel and energy, foods), new production sectors are developing such as: wood and metal. The dynamic growth of companies from wood industry (Profim, Andrewex, Drewtur) are creating a new character within the town. The town offers favorable conditions for development of entrepreneurship. Cultural activity, tourism, sports facilities and shopping centers are also important.

#### STRENGTHS OF TUREK

- proximity of A2 motorway and airports,
- investor Assistance Center and other business institutions,
- possibilities of creating various secondary schools faculties of profiles desired by the investor,
- cultural offer adjusted to recipients in various age groups,
- numerous organizations and social associations working for the development of sports and culture.



# Mazowieckie Voivodeship



## The data in figures

The total area	35 558 km <sup>2</sup>
The total population	5 242 900
The population density	147 people/km <sup>2</sup>
The main city	Warszawa
The largest city in the region	<ul style="list-style-type: none"><li>• Radom</li><li>• Płock</li><li>• Siedlce</li><li>• Pruszków</li><li>• Ostrołęka</li></ul>
Special Economic Zones	<ul style="list-style-type: none"><li>• Tarnobrzeg Special Economic Zone</li><li>• Łódź Special Economic Zone</li><li>• Warmińsko-Mazurska Special Economic Zone</li><li>• Suwałki Special Economic Zone</li><li>• Starachowice Special Economic Zone</li></ul>
Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Płock Industrial and Technological Park</li></ul>
Investor Assistance Center	Mazovia Development Agency Plc ul. Nowy Zjazd 1, 00-301 Warszawa <a href="http://www.armsa.pl">www.armsa.pl</a>
The Office of the Marshal	ul. Jagiellońska 26, 03-719 Warszawa <a href="http://www.mazovia.pl">www.mazovia.pl</a>
Voivodeship Office	plac Bankowy 3/5, 00-950 Warszawa <a href="http://www.mazowieckie.pl">www.mazowieckie.pl</a>
International Airport	Warszawa, Modlin

## Presentation of the Region

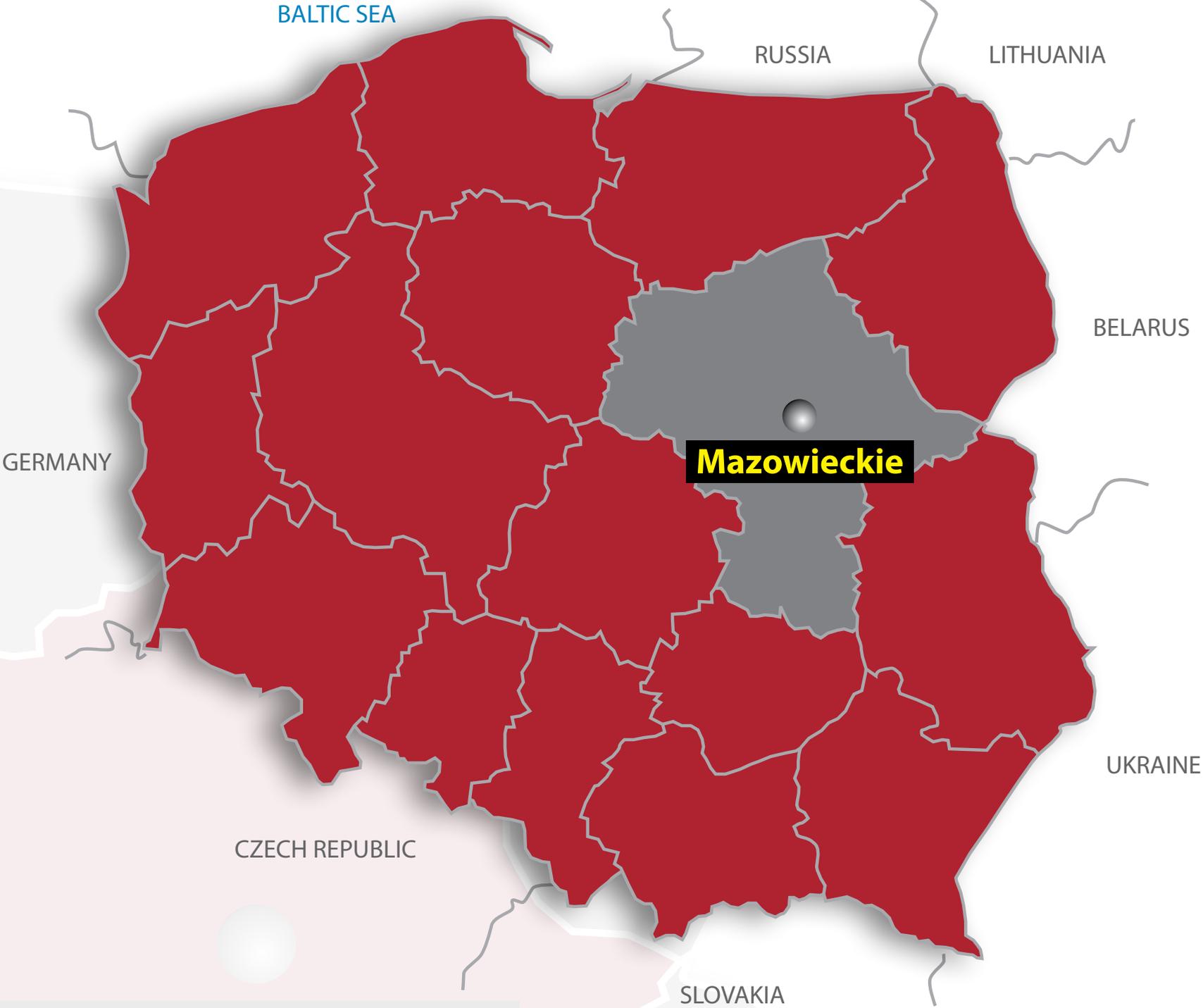
Mazowieckie voivodeship and the City of Warsaw, Poland's capital, is the leader of Poland's transformation and the country's most swiftly developing region. It can boast young, well-trained human resources, the lowest unemployment and the highest employment - features attesting to the region's high economic level. The Mazowsze region stands out for its significant degree of internal differentiation. In nationwide terms, it displays great potential in every field: science, research, education, industry and infrastructure.

### Advantages of the voivodeship

- area with a large concentration of companies also foreign,
- the highest level of income per citizen,
- location in trans-European transport corridors; well-developed railway network and the largest airport in the country ensuring connections with the big cities in the country and in Europe,
- area with the highest level of innovations, outlays on R&D activities are one of the highest in the country,
- importance of the region is stressed by Warsaw - capital of the country and the region, as well as a city of international importance,
- Warsaw is characterized by the highest dynamics of economic changes in the country, large pool of qualified labour, high rate of privatization in the state sector,
- central siting at the crossroad of commercial routes,
- economics leader: the highest rate of participation in gross domestic product - 21,6% of the Polish GDP,
- first position in Poland in gross domestic product per capita - about 160% average,
- Warsaw Stock Exchange is the largest in the Central Eastern Europe.

### High opportunity sectors

- Food industry
- Construction
- BPO



# Mazowieckie

REAL ESTATE

# WARSAW 2015

## NO. 29 AND 31 EMILII PLATER STREET

CITY CENTER



**AREA:**

- ◆ 11 163 sq m
- ◆ area no. 50/2, 51/2

**Tender:**

- ◆ IV quarter 2015

**Distances:**

- ◆ city centre
- ◆ 700 m to metro station
- ◆ 8 km to Chopin Airport
- ◆ 500 m to Warsaw Central Railway Station

**Designation:**

- ◆ office and service facilities

**Permissible building height:**

- ◆ 180 m

**In the vicinity:**

- ◆ property located in the very centre of the city
- ◆ numerous restaurants, cafes, museums, theatres, cinemas, galleries and shops

## WYBRZEŻE KOŚCIUSZKOWSKIE STREET

CITY CENTER



**Area:**

- ◆ 1 267 sq m
- ◆ area no. 24/10 – undeveloped
- ◆ 602 sq m
- ◆ area no. 24/12 – undeveloped

**Tender:**

- ◆ IV quarter 2015

**Distances:**

- ◆ 2,5 km to city centre
- ◆ 350 m to metro station (opening soon)
- ◆ 10 km to Chopin Airport
- ◆ 2,5 km to Warsaw Central Railway Station

**Designation:**

- ◆ residential development
- ◆ service facilities and office buildings

**Permissible building height:**

- ◆ 20 m

**In the vicinity:**

- ◆ numerous restaurants, museums, theatres, university library and the banks of the Vistula

## NO. 5 MARIAŃSKA STREET

CITY CENTER



**Area:**

- ◆ 971 sq m
- ◆ area no. 21

**Tender:**

- ◆ IV quarter 2016

**Distances:**

- ◆ city centre
- ◆ 650 m to metro station
- ◆ 8,5 km to Chopin Airport
- ◆ 1 km to Warsaw Central Railway Station

**Designation:**

- ◆ hotel development

**Permissible building height:**

- ◆ 85 m

**In the vicinity:**

- ◆ property located in the very centre of the city
- ◆ numerous restaurants, cafes, museums, theatres, cinemas, galleries and shops

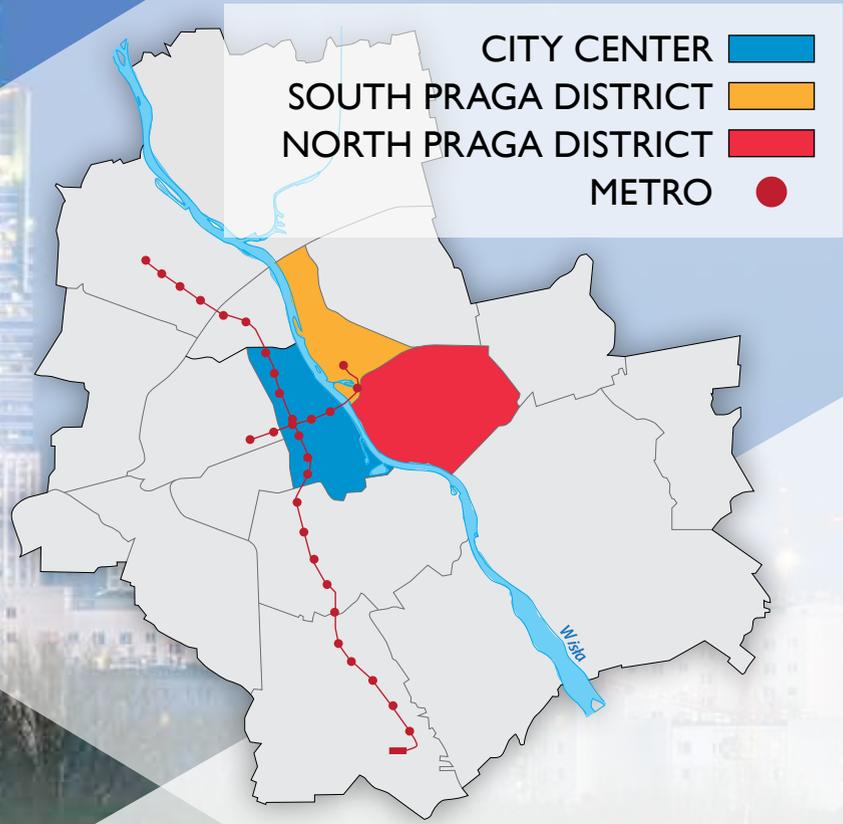
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REAL ESTATE DEPARTMENT

nieruchomosci@um.warszawa.pl | www.e-warsaw.pl | www.mapa.um.warszawa.pl



### RADZYMIŃSKA STREET

NORTH PRAGA DISTRICT



**Area:**  
 ◆ 6 758 sq m  
 area no. 92/1, 92/2, 92/3 – undeveloped

**Tender:**  
 ◆ III / IV quarter 2015

**Distances:**  
 ◆ 6,5 km to city centre  
 ◆ 1 km to metro station (opening soon)  
 ◆ 15 km to Chopin Airport  
 ◆ 6,5 km to Warsaw Central Railway Station  
 ◆ 1 km to Warsaw East Railway Station

**Designation:**  
 ◆ multi-family residential development or areas of multi-level garages, services acceptable

**Permissible building height:**  
 ◆ 20 m

**In the vicinity:**  
 ◆ the Old Prague district, in the vicinity of refurbished nineteenth century buildings

### NO. 13 OWSIANA STREET

SOUTH PRAGA DISTRICT



**Area:**  
 ◆ 1 102 sq m  
 area no. 8/5 – undeveloped

**Tender:**  
 ◆ 2016

**Distances:**  
 ◆ 6 km to city centre  
 ◆ 3,5 km to metro station (opening soon)  
 ◆ 13 km to Chopin Airport  
 ◆ 6 km to Warsaw Central Railway Station  
 ◆ 1,7 km to Warsaw East Railway Station

**Designation:**  
 ◆ multi-family residential development and service facilities

**In the vicinity:**  
 ◆ the Old Prague district, in the vicinity of refurbished nineteenth century buildings

### NO. 55/57 STALOWA STREET

NORTH PRAGA DISTRICT



**Area:**  
 ◆ 1 400 sq m  
 area no. 25, part of 26/2 – undeveloped

**Tender:**  
 ◆ 2016

**Distances:**  
 ◆ 5,5 km to city centre  
 ◆ 650 m to metro station (opening soon)  
 ◆ 13,5 km to Chopin Airport  
 ◆ 5,5 km to Warsaw Central Railway Station  
 ◆ 1,5 km to Warsaw East Railway Station

**Designation:**  
 ◆ multi-family residential development and service facilities

**Permissible building height:**  
 ◆ 20 m

**In the vicinity:**  
 ◆ the Old Prague district, in the vicinity of refurbished nineteenth century buildings

**CONTACT US: +48 22 443 21 70**

**CONTACT US: +48 22 443 21 59**

**CONTACT US: +48 22 443 21 70**

# Kujawsko-pomorskie Voivodeship



## The data in figures

The total area	17 972 km <sup>2</sup>
The total population	2 090 100
The population density	116 people/km <sup>2</sup>
The main city	Toruń, Bydgoszcz
The largest city in the region	<ul style="list-style-type: none"><li>• Bydgoszcz</li><li>• Włocławek</li><li>• Grudziądz</li><li>• Inowrocław</li></ul>
Special Economic Zones	<ul style="list-style-type: none"><li>• Pomeranian Special Economic Zone</li></ul>
Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Bydgoszcz Industrial and Technology Park</li><li>• Grudziądz Industrial Park</li><li>• Toruń Technology Park</li><li>• Solec Kujawski Industrial Park</li><li>• Vistula Park Świecie</li><li>• Włocławek Economic Development Area - Industrial</li></ul>
Investor Assistance Center	Investor Service Centre Plac Teatralny 2, 87-100 Toruń <a href="http://www.coi.kujawsko-pomorskie.pl">www.coi.kujawsko-pomorskie.pl</a>
The Office of the Marshal	Plac Teatralny 2, 87-100 Toruń <a href="http://www.kujawsko-pomorskie.pl">www.kujawsko-pomorskie.pl</a>
Voivodeship Office	ul. Jagiellońska 3, 85-950 Bydgoszcz <a href="http://www.bydgoszcz.uw.gov.pl">www.bydgoszcz.uw.gov.pl</a>
International Airport	Bydgoszcz

## Presentation of the Region

Kujawsko-pomorskie voivodeship is situated in the north-central part of the country. It is a region with industrial and agricultural traditions. In addition to its well-developed agricultural, chemical and industrial machine sectors, the voivodeship in recent years boasts the presence of an electronics-sector investor - the factory of Japanese electronics giant Sharp and its sub-suppliers in Łysomice near Toruń. The voivodeship has extensive research facilities, headed by Toruń's Nicholas Copernicus University and including research centres facilitating the flow of new technological solutions to the industrial sector such as Toruń's Technology Transfer Centre.

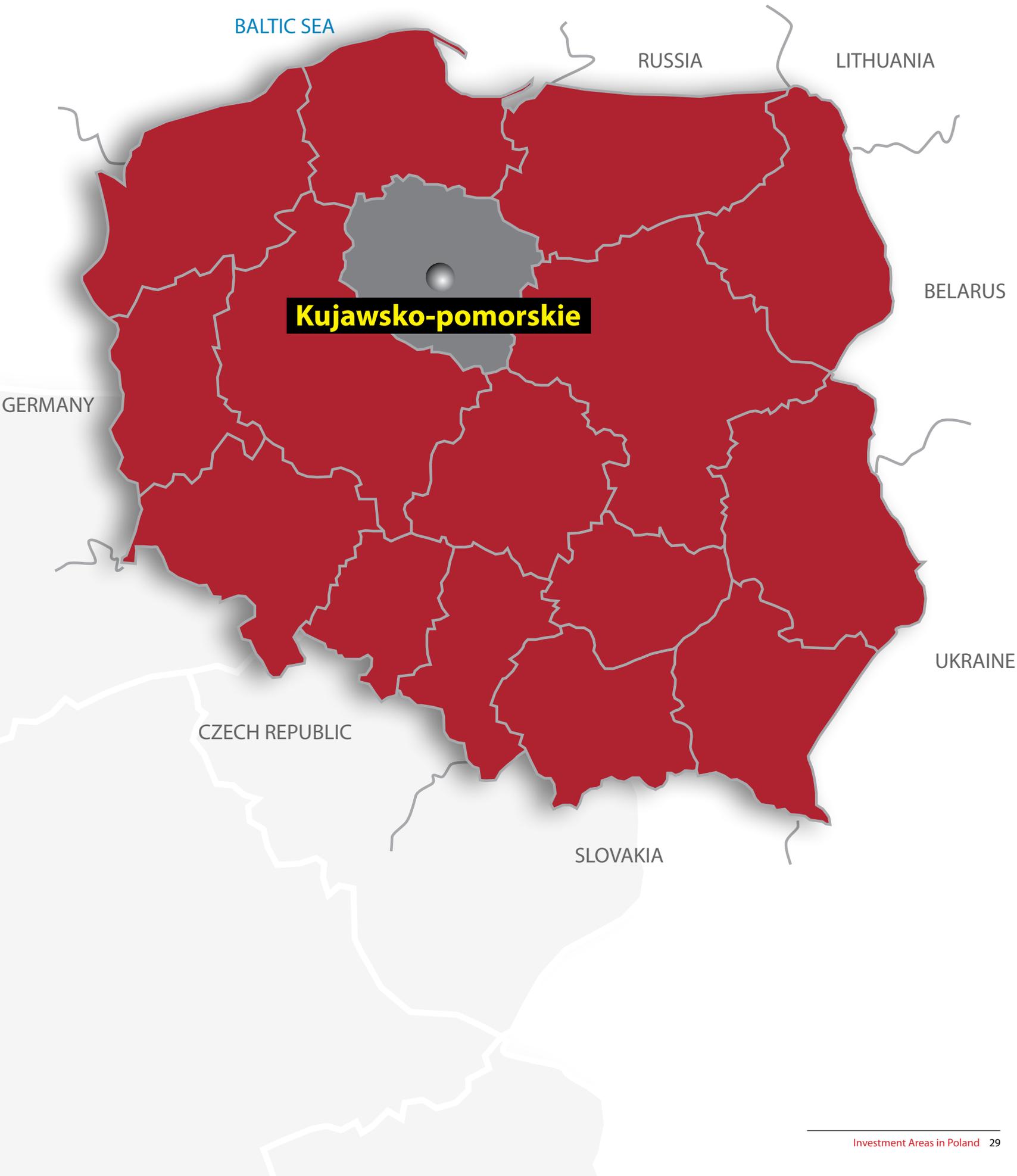
### Advantages of the voivodeship

- industrial traditions
- strategic location and good transportation links (A1 motorway, national roads network, international airport in Bydgoszcz, well developed railway network),
- wide range of investment offers for investors of various industries,
- greenfield and brownfield investment areas available within Special Economic Zone or Industrial Technology Parks,
- 18 sub-zones of Pomorska Special Economic Zone cover over 736 ha of its total area, which stands for over a half of the total size of the PSEZ,
- large number of highly qualified engineers and technical specialists,
- lower than national average work cost applies to majority of economy sectors,
- strong scientific-research base (numerous tertiary institutions, strong scientific and R&D centres),
- highly attractive for investors Bydgoszcz-Toruń agglomeration, strong sub-regional centres,
- efficient agricultural production and well-developed food processing and developing production of high quality organic food,
- ecologically pure environment supported by advanced projects in the field of environmental protection,
- well-developed social infrastructure (leading medical centres, strong spa base important cultural institutions and efficient education system),
- well developed hotel /conference infrastructure (with over 7 thousand hotel beds available),
- attractive touristic and entertainment offer (including UNESCO's World Heritage List Old Town Complex in Toruń).

### High opportunity sectors

- BPO/SSC
- Electro-mechanical industry
- Chemical Industry
- Food processing

# Kujawsko-pomorskie



# Municipality of Płużnica

## THE CONSTRUCTION OF PŁUŻNICA INVESTMENT PARK

In Płużnica Commune currently Płużnica Investment Park is being built. The project is co-funded by the European Union as part of the Regional Operational Program for the Kujawy-Pomerania Province. As part of the project, fully developed investment areas have been created at Highway A1.

The construction of Płużnica Investment Park is one of the key actions specified by the Development Strategy for Płużnica Commune. In this way, the commune intends to seize the opportunities offered by Highway A1 traversing these areas. The interchange is located six kilometers away from the park, and the communication system allows you to quickly and easily reach Toruń, Grudziądz, Gdańsk or Łódź, among others.

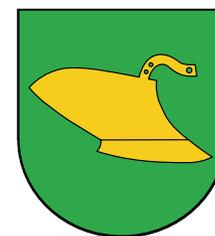
As part of the works, fully developed investment areas of 22.2 ha have already been created. For this purpose roads, pedestrian and bicycle paths, waterworks, a sanitary sewage network and a stormwater drainage system, a power grid and a fiber optic network have been built, and at present a gas network is under construction.

Investment plots can be purchased directly from the commune at preferential prices. Additional incentives for investors include property tax exemptions for one to five years, depending on the number of jobs created.

Płużnica Commune is situated in northern Poland, in Chełmno Land, in the Kujawy-Pomerania Province; its location is especially convenient due to the proximity of Toruń, Bydgoszcz, Chełmno and Grudziądz. The area is mainly known for the entrepreneurship and activity of its inhabitants. Additionally, in Płużnica there are both a local guarantee fund and a consulting center for entrepreneurs and people wishing to start their own business. The local economy is founded on over 180 micro-enterprises and a few medium-sized companies, which are well-known and respected in their industries.



**OUR OFFER ADDRESSES MAINLY SMALL AND MEDIUM-SIZED ENTERPRISES. AS PART OF THE IMPLEMENTED PROJECT, WE WISH TO CREATE VERY GOOD CONDITIONS FOR CONDUCTING BUSINESS. OUR AIM IS TO MAKE IT ONE OF THE MOST ATTRACTIVE OFFERS IN POLAND, EXPLAINS THE - SAYS MAYOR MARCIN SKONIECZKA.**



### Information about the Offerer

**Municipal Council in Płużnica**  
87-214 Płużnica  
voivodeship: Kujawsko - Pomorskie  
phone: +48 56 687 52 00  
fax: +48 56 688 73 91  
e-mail: [invest@pluznica.pl](mailto:invest@pluznica.pl)  
[www.invest.pluznica.pl](http://www.invest.pluznica.pl)

### The data in figures

The total area	119.3 km <sup>2</sup>
Free investment areas	20.2 ha
Use of land	<ul style="list-style-type: none"><li>• Productions</li><li>• Services</li><li>• Logistics</li><li>• Food processing</li></ul>
Location	Northern Poland
Other large cities in neighbourhood	Toruń, Bydgoszcz, Grudziądz, Gdańsk
The total population	5 000

### Contact the dedicated support of the investor

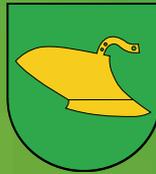
**Marcin Skonieczka - Mayor Municipality of Płużnica**  
mobile: +48 502 206 063  
phone: +48 56 687 52 00  
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**Tomasz Zygnarowski**  
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# The construction of Płużnica Investment Park



## Invest in Płużnica Commune at Highway A1



### The project will give rise to investment areas characterized as follows:

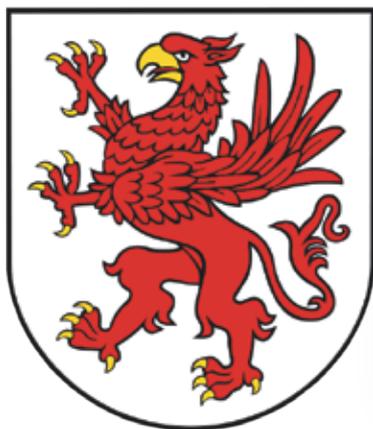
- fully developed – all media available
- 6 km from the Highway A1 interchange
- 70 minutes away from the airport in Gdansk (direct access – A1)
- 75 min. away from an airport in Bydgoszcz
- 2 h 30 min. away from an airport in Warsaw (direct access – A1 and A2)
- over 500,000 inhabitants within a radius of 50 km
- 0.5-10 ha plots – property of the commune
- land lease from PLN 900 per ha a year
- land sales from PLN 20 per m<sup>2</sup>
- 100% tax exemption for 5 years

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OFFER**  
Investment  
areas  
on the market!



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# Zachodniopomorskie Voivodeship



## Zachodniopomorski

### The data in figures

The total area	22 892 km <sup>2</sup>
The total population	1 722 700
The population density	74 people/km <sup>2</sup>
The main city	Szczecin

The largest cities in the region	<ul style="list-style-type: none"><li>• Gdynia</li><li>• Koszalin</li><li>• Stargard Szczeciński</li><li>• Kołobrzeg</li><li>• Świnoujście</li><li>• Szczecinek</li></ul>
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Special Economic Zones	<ul style="list-style-type: none"><li>• Kostrzyńsko-Słubicka Special Economic Zone</li><li>• Słupsk Special Economic Zone</li><li>• Pomeranian Special Economic Zone</li><li>• Euro-Park Mielec</li></ul>
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Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Goleniów Industrial Park</li><li>• Stargard Industrial Park</li><li>• Szczecin Science and Technology Park</li><li>• Koszalin University of Technology Industrial Park</li><li>• High Technologies Industrial Park in Stargard Szczeciński</li><li>• Koszalin Business Activity Zone</li><li>• Regional Park in Gryfino</li><li>• Białogard Investment Park "Invest-Park"</li></ul>
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Investor Assistance Center	ul. Piłsudskiego 40/42, 70-421 Szczecin <a href="http://www.coi.wzp.pl">www.coi.wzp.pl</a>
----------------------------	-----------------------------------------------------------------------------------------------

The Office of the Marshal	ul. Korsarzy 34, 70-540 Szczecin <a href="http://www.wzp.pl">www.wzp.pl</a>
---------------------------	--------------------------------------------------------------------------------

Voivodeship Office	Wały Chrobrego 4, 70-502 Szczecin <a href="http://www.szczecin.uw.gov.pl">www.szczecin.uw.gov.pl</a>
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International Airport	Goleniów
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## Presentation of the Region

Zachodniopomorskie voivodeship economy depends on its location - direct access to the Baltic Sea (through the port of Szczecin), and proximity to Germany and the Scandinavian countries. Distance between Szczecin - European seaport and the capital of the province, and Berlin is only 130 km. The region, primarily associated with the shipbuilding industry and agriculture, today develops various sectors of the economy, especially those related to advanced technologies. Region as more and more uses renewable energy sources, which can be observed by increasing the number of wind turbines and thermal power plants.

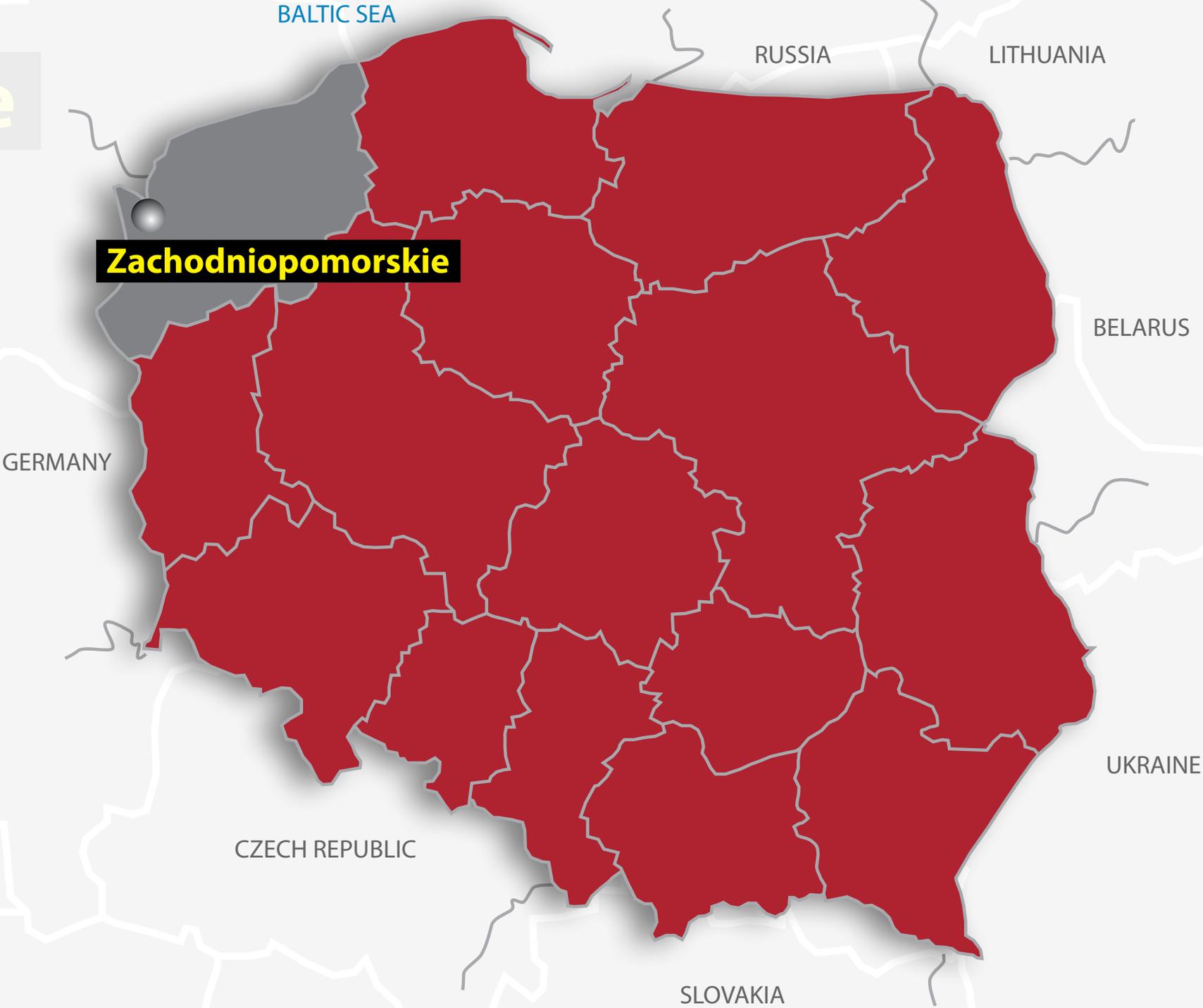
### Advantages of the region

- direct access to the sea
- situated at the junction of important international transport routes (North-South and West-East),
- sited alongside the inside border of European Union with Germany,
- proximity of EU and Scandinavian markets,
- strong industrial base, including seaports,
- large rural and forest areas,
- well developed higher education and science,
- dynamic expansion of business service institutions,
- rapidly-expanding private sector including services,
- well-developed agrotourist infrastructure,
- good ferryboats links with Scandinavia,
- access to inland navigation routes towards Lower Silesia and Berlin.

### High opportunity sectors

- BPO
- Logistics
- Renewable energy sources (wind energy)
- Tourism

e



# City of Szczecin

## A RICH VARIETY OF INVESTMENT AREAS, A WEALTH OF WELL-EDUCATED AND SKILLED STAFF, THE CLOSE VICINITY OF EUROPEAN CAPITALS

**Szczecin – the biggest city and the capital of the West Pomeranian Voivodeship, with a positive migration balance and relatively high average monthly salaries, is one of the most attractive cities in the north-western part of Poland.**

• Szczecin is a commercial and tourist sea and river port, which together with Świnoujście forms the largest port complex on the Baltic Sea. The bi-port has good inland connections – the A11 and A6 motorways and E-65 expressway make it easy to reach the south of Poland, Germany, the Czech Republic and Slovakia. Railway transport within the CETC corridor connects Szczecin with the industrial centres of south-western Europe, while the air corridor connects it with the north-western part.

• There are two special economic zones in Szczecin: Szczecin sub-zone – SSE Euro-Park Mielec and Kostrzyn-Ślubice, which provide land for greenfield, brownfield and 'built-to-suit' investments. Companies such as Bilfinger Mars Offshore, Teleyard, Garo Polska, HKL Dekoracja Okien have invested in the zones.

• The city plays an active role in modernising the inland shipping. To be developed between 2000-2020, the project involves the redevelopment of the Szczecin-Świnoujście fairway in order to ensure safe navigation, efficient shipping traffic management and improvement of the environment. This investment encompasses, among other works, improvement of

access to the Port of Szczecin from the sea, through deepening the fairway up to 12,5 m.

• Szczecin is situated on the Berlin-Szczecin-Baltic waterway, as well as on the European Route of Brick Gothic and is becoming an attractive place for Polish and foreign tourists. Both in Poland and Europe, Szczecin is also renowned for being the Baltic Yachting Centre and the host of many sailing events (such as for example the finals of The Tall Ships Races in 2007 and 2013).

• The quality of life in Szczecin is improving each year. The city initiated the visionary project "Szczecin Floating Garden 2050" that envisages transforming Szczecin into a metropolis offering its residents tranquillity, water and greenery. In 2013 Szczecin hosted the Waterfront 2013 conference, whose aim was to debate with various experts on how to develop waterfronts and riverfronts.

In 2014 a new cultural object was opened up – Szczecin Philharmonic Hall, which has received the EU Prize for Contemporary Architecture - Mies van der Rohe Award – 2015 - for the best European edifice of the last two years.



Szczecin

### Information about the Offerer

Szczecin Municipal Government  
Plac Armii Krajowej 1  
70-456 Szczecin  
voivodeship: Zachodniopomorskie  
e-mail: [investor@um.szczecin.pl](mailto:investor@um.szczecin.pl)  
[www.invest.szczecin.eu](http://www.invest.szczecin.eu)

### The data in figures

The total area	300.55 km <sup>2</sup>
Free investment areas within SEZ	52 ha
Use of land	<ul style="list-style-type: none"><li>• Production</li><li>• Services facilities</li><li>• Warehouse</li><li>• Industry</li></ul>
Location	North-western Poland
Other large cities in neighbourhood	Berlin, Poznań
The total population	407 170

### Contact the dedicated support of the investor

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e-mail: [kufnal@um.szczecin.pl](mailto:kufnal@um.szczecin.pl)  
e-mail: [investor@um.szczecin.pl](mailto:investor@um.szczecin.pl)  
[www.invest.szczecin.eu](http://www.invest.szczecin.eu)



## INVESTMENT AREAS WITHIN THE SPECIAL ECONOMIC ZONE EURO-PARK MIELEC

### SZCZECIN, TRZEBUSZ 31 HA INVESTMENT LAND FOR SALE

Area approx. 31ha

#### The property is divided into 3 investment sites:

Site 1 – 16 ha

Site 2 – 13 ha

Site 3 – 2 ha

Each site consists of plots with about 2 ha area.

#### Location

The property is located on right-bank district of Szczecin, near the A6 Motorway – Szczecin Dąbie junction.

The site has convenient transport links with the airport, the seaport, Szczecin's city centre, Berlin and with expressways: S3 (seaport – southern Poland) and S10 (Stargard Szczeciński – Toruń direction).

- distance to the A6 Motorway – 1 km,
- distance to Szczecin city centre – 15 km,
- distance to the Szczecin – Goleniów Airport – 30 km,
- distance to the Szczecin – Świnoujście Port – 85 km,
- distance to Berlin – 135 km,
- railway siding is about 1 km away.

**Owner** – Szczecin City .

**Administrator** – Industrial Development Agency.

**Sale** – by public tender.

#### Investment incentives

- possible exemption from CIT taxes,
- Possible exemption from local taxes.

Possible purchase of any area of investment land from 2 ha to 16 ha to meet the client's requirements.

#### Zoning

In the master plan, the property is dedicated for services, industry and warehouses.

#### Building restrictions for development:

- max. building coverage 50%,
- min. green area 30%,
- max. building height 15 m, 3 storeys. Utilities All utilities are available on-site: electricity, water supply, sewage, rain water sewage

### SZCZECIN, DUNIKOWO 21 HA INVESTMENT LAND FOR SALE

Area approx. 21 ha

#### The property is divided into 6 investment sites:

Site 1 – 1.3 ha

Site 2 – 1.5 ha

Site 3 – 4.2 ha

Site 4 – 6.5 ha

Site 5 – 1.5 ha

Site 6 – 6.3 ha

#### Location

The property is located on right-bank part of Szczecin, near the A6 Motorway – Szczecin Dąbie junction.

The site has convenient transport links with the airport, the seaport, Szczecin's city centre, Berlin and with expressways: S3 (seaport – southern Poland) and S10 (Stargard Szczeciński – Toruń direction).

- distance to the A6 Motorway – 1 km,
- distance to Szczecin city centre – 15 km,
- distance to the Szczecin – Goleniów Airport – 30 km,
- distance to the Szczecin – Świnoujście Port – 85 km,
- distance to Berlin – 135 km,
- Railway siding in the immediate vicinity.

**Owner** – Szczecin City.

**Administrator** – Industrial Development Agency.

**Sale** – by public tender.

#### Investment incentives:

- possible exemption from CIT taxes.,
- Possible exemption from local taxes.

#### Zoning

In the master plan the property is dedicated for industry, warehouses, services, logistics, railway siding.

#### Building restrictions for development:

- max. building coverage 65%,
- min. green area 25%,
- max. building height 12 m. Utilities All utilities are available on-site: electricity, water supply, sewage, rain water sewage.



# Pomorskie Voivodeship



## Pomorskie

### The data in figures

The total area	18 310 km <sup>2</sup>
The total population	2 283 500
The population density	125 people/km <sup>2</sup>
The main city	Gdańsk
The largest cities in the region	<ul style="list-style-type: none"><li>• Gdynia</li><li>• Słupsk</li><li>• Tczew</li><li>• Starogard Gdański</li><li>• Wejherowo</li></ul>
Special Economic Zones	<ul style="list-style-type: none"><li>• Pomeranian Special Economic Zone</li><li>• Słupsk Special Economic Zone</li></ul>
Industrial Parks and Technology	<ul style="list-style-type: none"><li>• Gdańsk Science and Technology Park</li><li>• Pomeranian Science and Technology Park</li><li>• Starogard Industrial Park</li><li>• Kwidzyn Science and Technology Park</li></ul>
Investor Assistance Center	Pomerania Development Agency ul. Arkońska 6, 80-387 Gdańsk <a href="http://www.arp.gda.pl">www.arp.gda.pl</a>
The Office of the Marshal	ul. Okopowa 21/27, 80-810 Gdańsk <a href="http://www.urzad.pomorskie.eu">www.urzad.pomorskie.eu</a>
Voivodeship Office	ul. Okopowa 21/27, 80-810 Gdańsk <a href="http://www.gdansk.uw.gov.pl">www.gdansk.uw.gov.pl</a>
International Airport	Gdańsk

## Presentation of the Region

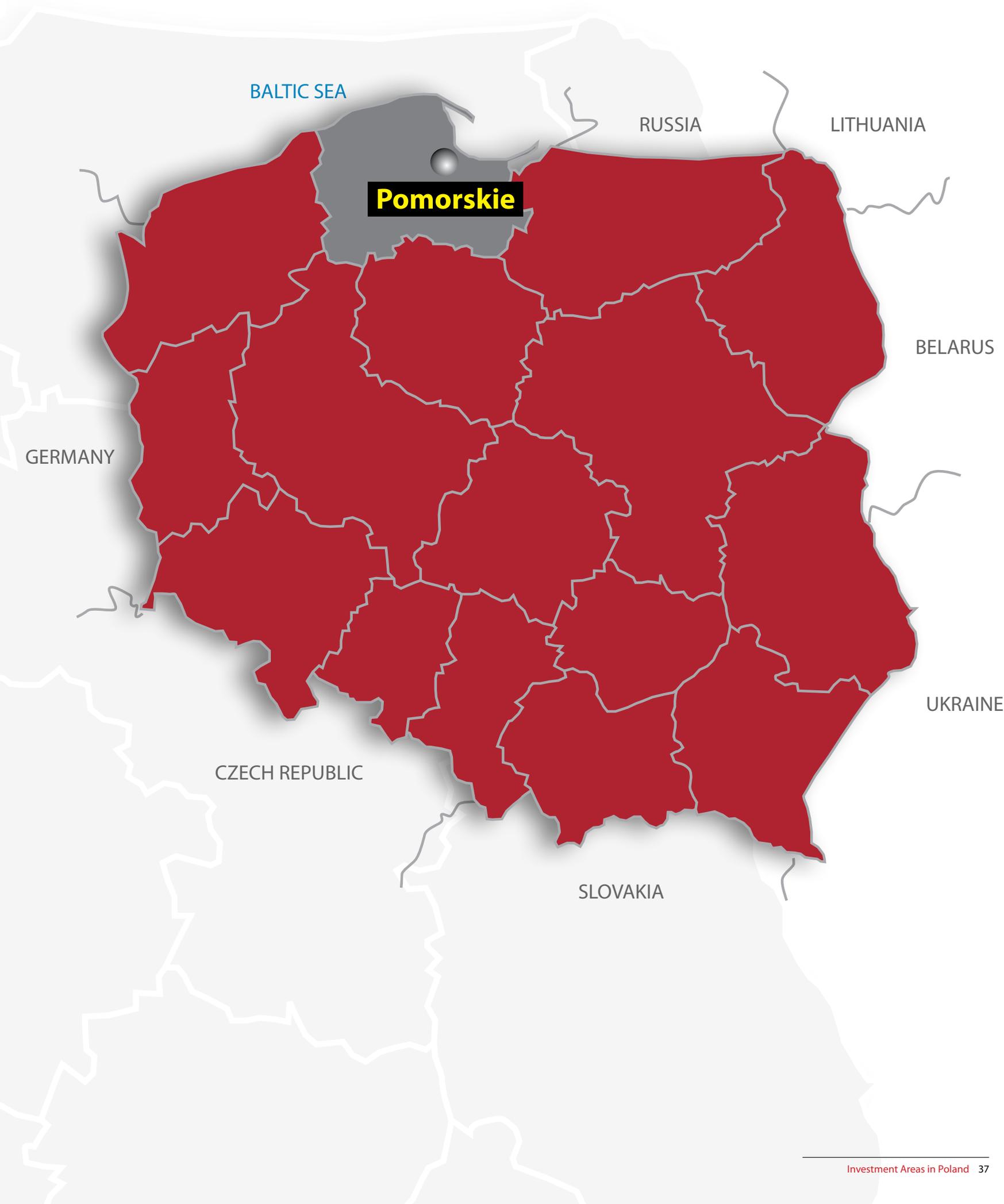
Pomerania is one of the most dynamically developing regions in Central and Eastern Europe. A range of actions taken for the last years makes the region become a more advanced and attractive place each day.

### Advantages of the voivodeship

- a perfect, seaside location at the crossroads of main European transport corridors,
- the highest number of flights to Scandinavia,
- well developed industrial and port facilities,
- great export opportunities,
- the best natural conditions for both onshore and offshore;
- investments into infrastructure, science and business,
- young, ambitious and perfectly educated persone,
- more than 100 thousand students and 23 thousand graduates; the biggest number of prospective employees that speak Scandinavian languages,
- modern office area,
- the best place to live in Poland (proved in numerous rankings),
- attractive incentives.

### High opportunity sectors

- BPO/SSC
- Power Engineering
- ICT
- Logistics
- Light chemical industry
- Automotive industry



BALTIC SEA

RUSSIA

LITHUANIA

**Pomorskie**

BELARUS

GERMANY

UKRAINE

CZECH REPUBLIC

SLOVAKIA

# Pomeranian Special Economic Zone

## ZONE OF OPPORTUNITIES

Pomeranian Special Economic Zone (PSEZ) was established on the basis of the Council of Ministers resolution of 11 July 2001. PSEZ covers the separated industrial areas in four regions where business can be done pursuant to favourable rules. Hence it offers specially attractive possibilities to invest in the Northern Poland.

Pomeranian Special Economic Zone operates on the power of the Act on special economic zones, and the Regulation of the Council of Ministers, and will carry on in this form until the end of 2026.

A permit to operate in the special economic zone may be acquired by any firm, irrespective of the size and country of origin. Small and medium-size enterprises (SMEs) receive higher level of public aid.

### WHY YOU SHOULD INVEST IN THE POMERANIAN SPECIAL ECONOMIC ZONE?

- Income tax exemptions up to 25-55 %;
- Convenient location in northern part of Poland (access to the sea), international airports, good road access to the rest of the country (A1) and Europe;
- Industrial areas prepared to set up a business - full technical infrastructure, land development plans, real estate tax exemptions in some subzones, etc.;

- Comprehensive services for each investment project, post-investment services, extensive experience, clear procedures, extensive cooperation with central and local government, friendly business-related environment, etc.;
- Implementation of a number of projects supplementing and extending the zone activity, such as Gdansk Science and Technology Park, Baltic Port of New Technologies in Gdynia, biotechnology, ICT, EU projects, etc.;
- Qualified human resources - in addition to university graduates, employees with industrial experience;
- Strong emphasis on the science-business cooperation - commercialization of science, BioConvention, InnoDoktorant, etc.

Contact us: [www.strefa.gda.pl](http://www.strefa.gda.pl)

Pomeranian Special Economic Zone Ltd.  
9 Wladyslawa IV Street, 81-703 Sopot, Poland

Investment Development Department  
[invest@strefa.gda.pl](mailto:invest@strefa.gda.pl)



### Information about the Offerer

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[www.strefa.gda.pl](http://www.strefa.gda.pl)

### The data in figures

Total subzones area	1,859 ha
No. of subzones	26
Level of development	65%
Number of companies	111
Capital invested	USD 2.65 billion
Workplaces	18,579

Operates in four regions

- Pomeranian
- Kuyavian-Pomeranian
- Westpomeranian
- Greater Poland

Main industries

- High tech electronics assembly
- Automotive
- Machinery
- Construction components
- BPO (including IT, call-centres, R&D)

Major investors

Apator, Bridgestone, Cargotec, Flextronics International, International Paper, Lafarge Cement, Mondi Świecie, Plastica, Polpharma, Soda Polska Ciecz, Weyerhaeuser

German companies

Etex Building Materials, Multipackaging Solutions, Schumacher

**Gdansk Science and Technology Park**  
3 Trzy Lipy Street  
80-172 Gdansk, Poland  
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**Baltic Port of New Technologies**  
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e-mail: [bpnt@strefa.gda.pl](mailto:bpnt@strefa.gda.pl)  
[www.bpnt.eu](http://www.bpnt.eu)



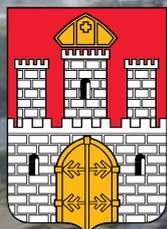
# The place for your investment



## PIŁA SUBZONE

- Located in the industrial part of the city
- Overall area: 21.9 ha
- 13.3 ha left to manage
- Fully equipped with utilities
- Vicinity of the ring road No. 11 (Poznan - Koszalin) and close to road No. 10 (Szczecin – Bydgoszcz)

Invest - Park Sp. z o.o.  
 8 Dabrowskiego Street, 64-920 Pila, Poland  
 phone: +48 67 212 49 64  
 e-mail: [biuro@investpark.pila.pl](mailto:biuro@investpark.pila.pl)



## Wloclawek Economic Development Area – Industrial and Technological Park



## WLOCLAWEK SUBZONE

- Full infrastructure (electricity, gas, water, sewage etc)
- Zoning plan: basic availability for industry, possible availability for warehouse, storage and services
- Plots of regular shape (total area – 33.5 ha)
- Accessibility by No. 91 state road, A1 motorway exit “Wloclawek North” and public transport by bus (for workers)
- Location in the industrial zone of the city with numerous industrial installations in the vicinity

Wloclawek Economic Development Area  
 – Industrial and Technological Park  
 Wloclawek City Hall, City Development  
 Department, Investor Assistance Centre  
 11/13 Zielony Rynek, 87-800 Wloclawek, Poland  
 phone: +48 54 414 44 77, 414 40 44  
 e-mail: [coi@um.wlocl.pl](mailto:coi@um.wlocl.pl)

# **Investment Areas in Poland**

Munich 2015