

**FOOD
SECTOR**
INFORMATION MATERIAL

5

reasons why it is worth investing in the food industry in Lubelskie Voivodeship



The province is highly specialised in growing industrial plants, fruits and vegetables



Over 1,500 enterprises and almost 20,000 people working in the industry



High R&D potential and presence of the best scientific units of Ministry of Science and Higher Education providing service for the food sector



Bioeconomy is a key smart specialisation of the province



The presence of initiatives that raise awareness and promote local products in Poland and worldwide



Poland and Lubelskie Voivodeship – the perfect place to invest

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Why Poland?

Population

- 38.5 million inhabitants
of which approx. 59% are below 45 years of age
- 11 cities with over 300,000 inhabitants

Currency

1 PLN = 100 grosze
1 EUR = 4.18 PLN
1 USD = 3.15 PLN¹⁾

Time zone

GMT²⁾ + 1

Membership of international organisations

- United Nations, 1945
- Council of Europe, 1991
- Organisation for Security and Co-operation in Europe, 1995
- World Trade Organisation (WTO), 1995
- Organisation for Economic Cooperation and Development (OECD), 1996
- North Atlantic Treaty Organisation (NATO), 1999
- European Union, 2004

¹⁾ Source: National Bank of Poland, average exchange rate of foreign currencies for 2014

²⁾ Greenwich Mean Time

Why investing in Poland is a great idea?



Situated in the centre of Europe

Neighbouring countries: Germany, the Czech Republic, Slovakia, Ukraine, Belarus, Lithuania, Russia

Large internal market

Poland's GDP in 2013 amounted to PLN 1,452 billion

Various investment incentives

on a national and regional level (e.g. government grants, tax exemptions)

Modern, continuously developing transport infrastructure:

- 1,553 km – length of highways
- 1,472 km – length of expressways
- 12 – number of international airports (in the coming years there are plans to build another two)
- 4 – number of ports: Gdańsk, Gdynia, Szczecin, Świnoujście

The rising innovation leader in the region

High dynamics of expenditure on research and development and active implementation of innovative projects

Qualified staff

(approx. 40% of population holding university diplomas)

and competitive salaries

Region with a stable economy – **economic growth at 3.3%** in 2014.

Attractive country for investment in 2014-2020

5th place in Europe and 13th in the world according to the World Investment Report¹⁾

The largest beneficiary of EU funds in 2007-2013, further support provided in 2014-2020

¹⁾ The World Investment Report contains the analysis of trends in the flow of direct investments in a given year, with particular attention paid to the effects of investments for the development of countries, as well as statistical data related to foreign direct investment and investment attractiveness for 196 world economies. The ranking was prepared on the basis of the survey conducted among the CEOs of global companies by the United Nations Conference on Trade and Development

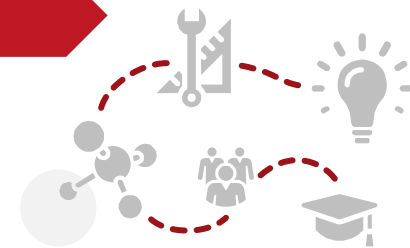
Poland in the kitchen – about one of the most promising industries in the country¹⁾



- The food industry is one of the main production industries in Poland, employing 413,000 people.²⁾ It accounts for almost 17% of the value of sold goods of the whole industry in Poland
- Food products are one of the main export products in Poland
- Forecasts show the further growth of the agri-food processing industry

Existing resources for the operation of the food industry

- 14 Special Economic Zones (functioning until 31 December 2026)
- A significant number of suppliers of agricultural products for the food industry (2,278,000 farms³⁾), access to important buyers from eastern markets
- According to FDI Intelligence, Poland in 11th in the world in terms of attractiveness of R&D investment location in the biotechnology sector⁴⁾
- Support in the form of EU funds for biotechnological projects



- Qualified staff
- Area prepared for investments
- Technical infrastructure
- Developed academic and research and development centres

¹⁾ In line with the The National Development Strategy 2020, Ministry of Regional Development, September 2012.

²⁾Source: Central Statistical Office, "People working in the national economy in 2013"

³⁾Source: Central Statistical Office, "General agricultural census 2010"

⁴⁾Ranking prepared by the analytical team of FDI Intelligence, owned by Financial Times

Lubelskie Voivodeship – the place for your investment



Lublin ranked 8th place in the FDI Intelligence Financial Times – European Cities and Regions of the Future 2014/15⁴⁾ **ranking in the foreign investment acquisition category**

Population	2,150,500 ¹⁾
Unemployment rate	12.7% ²⁾
Number of students (academic year 2013/2014)	over 83,000 ³⁾

Solid scientific and technical resources

- Lublin is the largest academic centre in Eastern Poland
- Maria Curie-Skłodowska University, John Paul II Catholic University of Lublin, Lublin University of Technology, University of Life Sciences in Lublin, Medical University of Lublin and other universities and higher education institutions
- Scientific and technology parks and specialised research units and institutes, including: Instytut Nowych Syntezy Chemicznych (Institute of New Chemical Syntheses) in Puławy, Instytut Uprawy Nawożenia i Gleboznawstwa (Institute of Cultivation, Fertilising and Soil Science) in Puławy, Państwowy Instytut Weterynaryjny (Polish Veterinary Institute) in Puławy

Areas prepared for investments

- Special Economic Zones
- Industrial parks
- The presence of *greenfield* land and *brownfield* facilities intended for investments, in favourable locations

Land prices

- 71.8% of the national average – one of the lowest in Poland⁵⁾

Friendly institutions

- Business environment institutions associating and supporting regional enterprises, e.g. Lubelski Klaster Branży Spożywczej (Lublin Food Industry Cluster), Stowarzyszenie "Lubelski Cebularz – Regionalny Klaster w Lublinie" ("Lublin Onion Pie - Regional Cluster in Lublin" Association), Klaster Dolina Ekologicznej Żywności (Organic Food Valley Cluster)
- Institutions established in the Office of the Marshall for supporting investors, e.g. Centre for Services for Investors and Exporters
- Measures to promote your business and products from the region, e.g. Lubelskie brand

¹⁾ Source: Central Statistical Office, data as at December 2014

²⁾ Source: Central Statistical Office, data as at December 2014

³⁾ Source: Office of the Marshall of Lubelskie Voivodeship in Lublin, data as at January 2015

⁴⁾ 8th place among the cities of Eastern Europe. ⁴⁾ Ranking FDI Intelligence Financial Times European Cities and Regions of the Future 2013/2014 contains evaluation of the potential of European cities and regions in acquiring foreign direct investment. The authors analysed six factors: economic potential, human capital, cost effectiveness, quality of life, infrastructure and business friendliness; as of January 2014.

⁵⁾ Source: www.invest.lubelskie.pl, data as at December 2011.

Taste and sense the business in Lubelskie Voivodeship

World-class scientific and research centres

operating in areas consistent with the needs of enterprises in the agri-food processing industry, including: Instytut Nowych Syntez Chemicznych (Institute of New Chemical Syntheses), Instytut Uprawy Nawożenia i Gleboznawstwa (Institute of Cultivation, Fertilising and Soil Science), Państwowy Instytut Weterynaryjny (Polish Veterinary Institute)

Lubelskie Voivodeship is the leader in growing many plants, vegetables and fruit:

hops – 83% of national production, tobacco – 43% of national production, raspberries – 75% of national production, currants – 32% of national production, strawberries – 18% of national production, sugar beet – 13% of national production, potatoes – 8% of national production

Manufacturers from Lubelskie Voivodeship have **134 registered traditional products**, which gives them 5th place in Poland and confirms the high quality of products.

Favourable natural conditions

for the development of the organic food sector: agricultural land represent 70.8% of the region area, 8% of the land is class I-II, forests cover 22.8% of the province. Approximately 1,711 licensed farms in the region produce organic food based on the plant and animal eco-production method.

Well-organised agricultural market - 3 large agricultural produce and livestock fairs

Lublin Fair of Agriculture and Gardening Products (Lubelska Gielda Rolno-Ogrodnicza) in Elizówka near Lublin, Eastern Fair of Crops and Produce (Wschodnia Gielda Zbożowo-Towarowa) in Lublin, Eastern Centre of Agro-Export (Wschodnie Centrum Agroeksportu) in Biała Podlaska

The Lublin region is the **3rd in terms of breeding ducks and 4th in terms of sheep farming** of all provinces in Poland

Favourable **natural conditions** for the production of biofuels and development of EcoEnergy based on biomass. The possibility of growing plants on fertile soil (more than 75% of the total arable land of the province), which are a convenient source of energy (osier, Virginia mallow, rape). About 30% of the annual production of straw cereals in the Lublin region can be used for energy purposes

Growing market **of organic food**, for which Lubelskie Voivodeship offers perfect growing conditions



Why should you trust us? – find out who has already succeeded with us!



Zakłady Mięsne Łmeat Łuków
(meat factory)

Leader of the meat industry, with over 40 years of experience

Core business: slaughtering pigs and cattle, butchering pork, beef and manufacturing of high-quality hams and canned meat

Export to countries such as: Germany, England, Sweden, France, the Netherlands, USA, South Korea

Employing over 2,000 workers

Participant of the most important industry events in Poland and abroad, winner of numerous awards and distinctions



AMBRA

A leading producer, distributor and importer of wines in Poland

Well-known brands such as: CIN&CIN, DORATO, EL SOL, FRESCO, PLISKA, PICCOLO and new trend-setter on the alcohol market CYDR LUBELSKI

Over 500 wines on offer

Member of the Polish Council of Winemaking and the Association of Polish Sommeliers

Organiser of the largest wine event in Poland - Kocham Wino Fest (I love Wine fest) and wine workshops



Spółdzielnia Mleczarska RYKI
(dairy cooperative)

Leading Polish manufacturer of ripened cheese

Modern production methods and long tradition

Production of approx. 11,000 tonnes of cheese and 7,000 tonnes of whey per year. Purchase of about 120 million litres of milk per year. Cooperation with over 1,200 suppliers

Milk quality is constantly controlled in modern laboratories

Numerous awards and distinctions, including the Prime Minister's Cup, Minister of Agriculture's Cup and MPT Polagra gold medal



PERŁA Browary Lubelskie

One of the largest regional beer producers in Poland

One of the first breweries to receive the ISO 22000 certification that confirms the high quality of products

Produces about 1.7 million hectolitres of beer annually. Classified among the medium-sized brewing companies

Exports products to the EU countries, USA and Russia, Australia, Paraguay, Zambia, Ghana, Cameroon and Benin

Gold medal at the 4th Brewing Technologies Forum - Golden Beer Poland 2014 and the Quality International 2013 Certificate

From fruit to sweets – on the diversity of current investors



AGRAM

Producer of frozen fruits and vegetables. One of Poland's largest producers of frozen fruits and vegetables, exports 85% of their products



Stock Polska

The largest manufacturer of pure vodkas and flavoured spirits in Poland



Herbapol – Lublin

Company engaged in the production of food preparations, medicinal and cosmetic products. Market leader in herbal products and food syrups in Poland



Spółdzielnia Pszczelarska APIS (beekeeping cooperative)

Manufacturer of honey, meads and beekeeping products; the oldest existing beekeeping cooperative in Poland



Lubella

Manufacturer of pasta, cereals, cereal snacks. Leader of the pasta market in Poland



Firma Cukiernicza Solidarność (confectionery company)

Company specialising in the production of confectionery. The largest Polish manufacturer of branded pralines

Our power – where does the potential come from?



Number of employees in the enterprises sector (data for 2013)

		Manufacture of food products	Manufacture of beverages	Total
Lubelskie Voivodeship	Number of persons employed (in thousands)	17.9	1.3	19.2
	Share in the sector of enterprises	10%	0.7%	10.7%
Poland	Number of persons employed (in thousands)	387.2	23.8	411
	Share in the sector of enterprises	5.5%	0.3%	5.8%

10% – increase in the number of enterprises in the food industry in Poland in 2009-2013

18.4% – share of food production in the industrial production in Poland in 2013 (increase from 16.9% compared to 2006)



Number of enterprises (data for 2014)

		Manufacture of food products	Manufacture of beverages	Total
Lubelskie Voivodeship	Number of enterprises	1,452	72	1,524
	Share in the sector of enterprises	12.4%	0.6%	13%
Poland	Number of enterprises	29,419	1,382	30,801
	Share in the sector of enterprises	9.1%	0.4%	9.5%

Our products are consumed in Europe and beyond

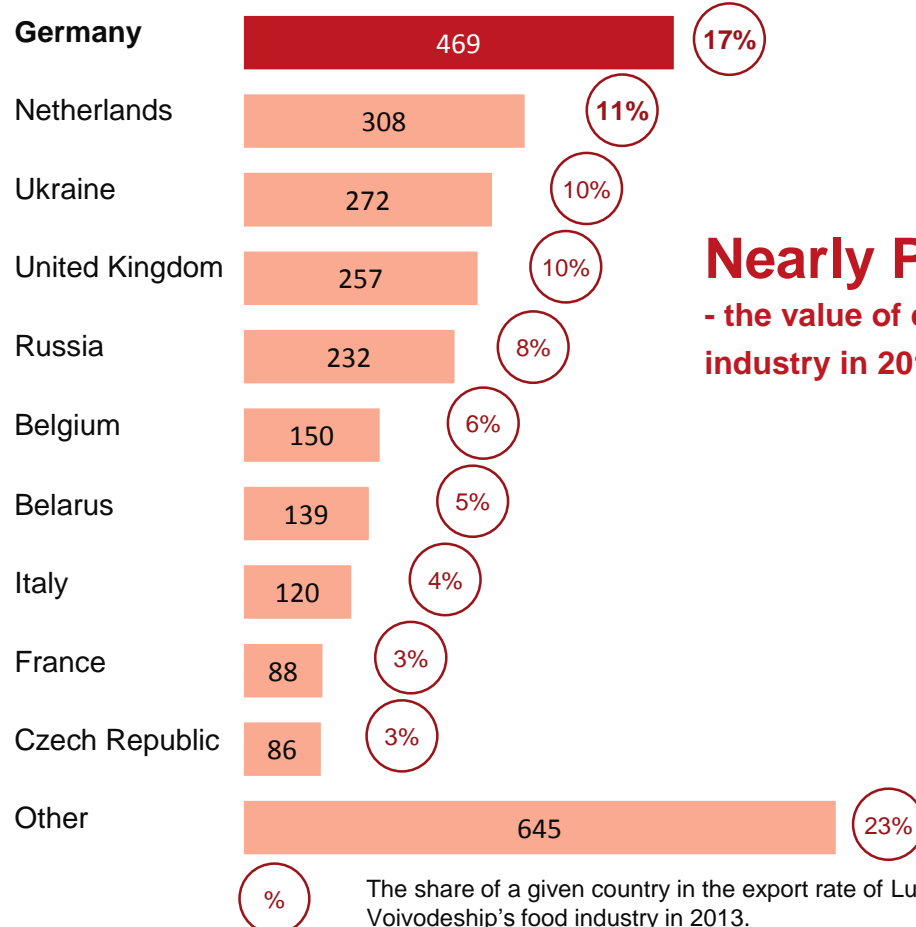


Germany –

the largest consumer of goods from the agri-food processing sector in Lubelskie Voivodeship

A country that is a major consumer of fruits and vegetables, as well as animal feed and meat

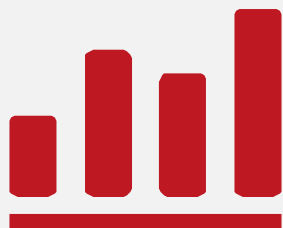
The value of exports in the food industry in Lubelskie Voivodeship to the country of destination in 2013 (PLN million)



Nearly PLN 2.8 billion
- the value of exports in the food industry in 2013.



They are the export leaders of the agri-food processing industry

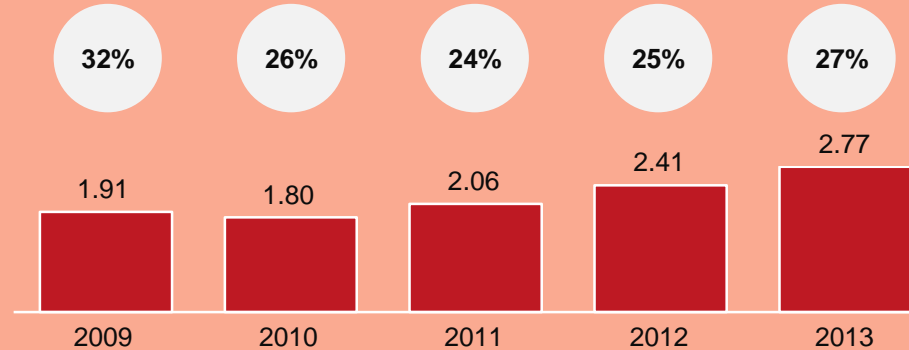


Increase in the export value of the agri-food processing industry:

- In 2013 – almost **15%**
- In 2009-2013 – approx. **9%** per year

AGRAM	Producer of deep frozen fruits and vegetables
DOBROŚLAWÓW Zakłady Mięsne Amanowicz Henryk	Producer of pork, beef, processed meat products and hams
Zakłady Mięsne Łmeat – Łuków	Producer of pork, beef, hams, tinned meat, dog food
MATERNE-POLSKA	Producer of fruit preserves
Okręgowa Spółdzielnia Mleczarska w Krasnymstawie	Producer of dairy products
SEDAR	Producer of poultry and processed poultry products
SM Ryki	Producer of cheese
SVZ KARCZMISKA	Producer of fruit purees and fruit extras
WIERZEJKI Zakład Mięсны J.M. Zdanowscy	Producer of meat and processed meat products such as hams and ready-made food
YBBSTALER FRUIT POLSKA	Producer of fruit concentrates
Zakłady Azotowe Puławy	Producer of fertilisers and chemical products

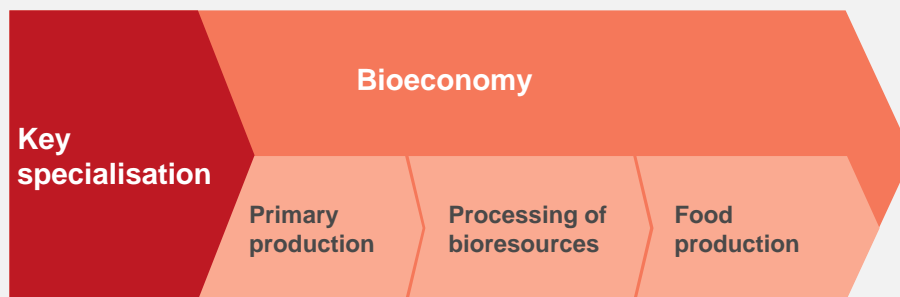
Export volume of the food processing industry in Lubelskie Voivodeship (PLN bn) and share (%) in the export volume of the whole province in 2009-2013



Lublin – we focus on a bio-based economy

Bioeconomy is a key smart specialisation of Lubelskie Voivodeship, included in the Regional Innovation Strategy until 2020. This specialisation includes activities based on biotechnologies, including high-quality food production, use of bioenergy and biomedical production¹⁾

- Sectors comprising bioeconomy make up **28%** of gross added value of Lubelskie Voivodeship, and employ **45%** of workers in the region
- Bioeconomy covers all sectors that produce, process or use biological resources in any form,²⁾ including:
 - Animal and plant products
 - Agri-food processing
 - Pharmaceutical and chemical industry
 - Renewable energy
 - Environmental services



Lubelska Wyżyna Biogospodarki (Lublin Upland Bioeconomy)

Research and development agenda of Lublin universities for smart specialisation of the region and actions promoting cooperation between science and economy in Lubelskie Voivodeship

- 5 top Lublin universities: Maria Curie-Skłodowska University, Medical University of Lublin, John Paul II Catholic University of Lublin, University of Life Sciences in Lublin, Lublin University of Technology
- 21 centres, research and development institutions and 50 companies are involved

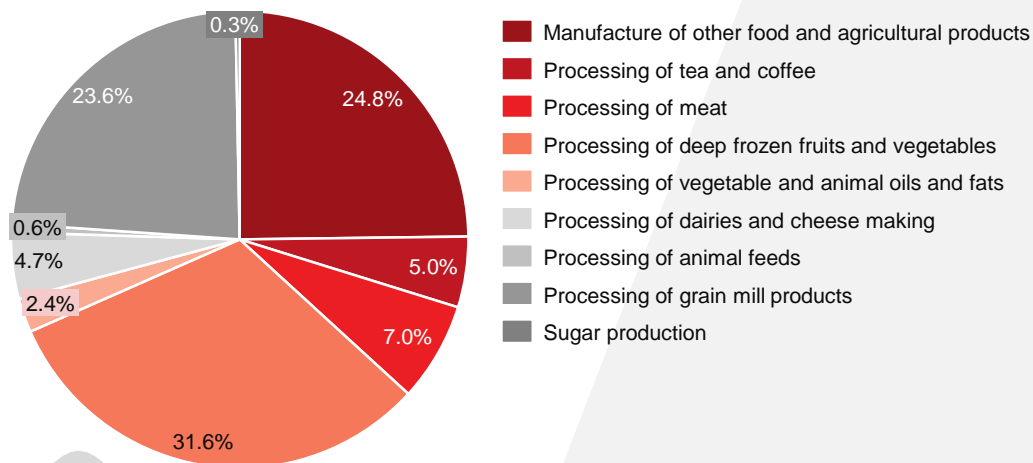
¹⁾ Source: www.naukawpolsce.pap.pl

²⁾ Source: Bio-economy – competitiveness and the sustainable use of resources, Polish Journal of Agronomy, 7/2011

Naturally, healthy and safe for the environment

- Lubelskie Voivodeship is characterised by a **large number of organic farms**, which was **more than 1,700** in 2013, which accounts for about 9% of all organic farms in Poland
- The area of organic farms in Lubelskie Voivodeship was over **40,000** hectares in 2013, which places the province in 7th position in Poland

Percentage share of industries in eco-processing in 2012²⁾



The number of certified organic farms in 2011-2013, broken down by province¹⁾

Region	2011	2012	2013
West Pomeranian Province	1,607	2,194	2,669
Warmian-Masurian Province	1,438	2,160	2,606
Podlaskie Province	1,417	1,911	2,235
Podkarpackie Province	1,409	1,655	1,946
Masovian Province	1,409	1,655	1,946
Lubelskie Province	1,469	1,613	1,711
Lesser Poland Province	1,908	1,911	1,696
Lower Silesian Province	914	1,041	1,009
Lubuskie Province	560	772	923
Greater Poland Province	534	651	762
Pomeranian Province	460	601	645
Łódź Province	298	340	396
Kuyavian-Pomeranian Province	259	297	341
Silesian Province	173	192	205
Opole Province	55	66	74
TOTAL	12,901	18,187	19,164

¹⁾Source: Local Data Bank – Central Statistical Office, data as at December 2014

²⁾Source: Agri-Food Products Quality Inspection, Report on the state of organic farming in Poland in 2011-2012

Lubelskie Voivodeship – a region of constructions



PLN 75 million

the value of co-financing of investment projects in Lubelskie Voivodeship as part of the National Programme for the Reconstruction of Local Roads

PLN 235 million

value of current co-financing for 320 investments (since 2008)

- Opening in December 2012 the airport in Świdnik offering connections with the following cities: Frankfurt, London, Dublin, Oslo and Stockholm
- Construction of the S17 route with Lublin's ring road
- Construction of a bridge over the Vistula River in Kamień
- Construction of a municipal stadium in Lublin
- Construction of broadband infrastructure of next generation networks and basic Internet access for eastern provinces of Poland
- Operation of a bicycle "highway" in Eastern Poland
- Opening of Eastern Architecture Centre of the Lublin University of Technology



Check where you can already invest



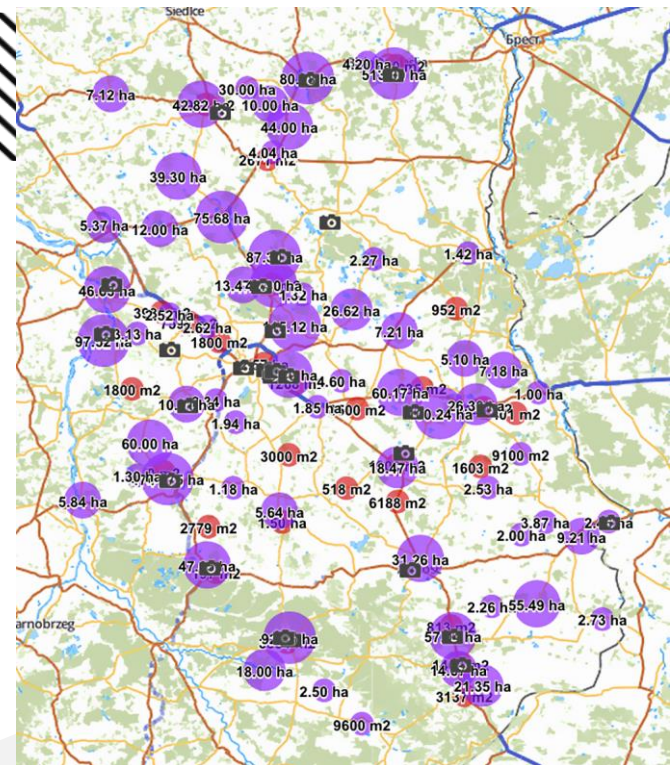
mapa.invest.lubelskie.pl
Database of investment areas

A database of investment areas gives all investors an opportunity to quickly and efficiently find suitable areas for “greenfield” and “brownfield” investments.

Using the database, you can get information on the location, area, real estate, price, characteristics of the plot, transport links and existing infrastructure.



FILTROWANIE	LEGENDA
GREENFIELDS	BROWNFIELDS
Powierzchnia	Dowolna
Odległość od drogi głównej	Dowolna
Odległość od stacji kolejowej	Dowolna
Odległość od lotniska	Dowolna
Specjalna Strefa Ekonomiczna	Dowolna
Powiat	Dowolna
WYCZYŚĆ WYŚLIJ	





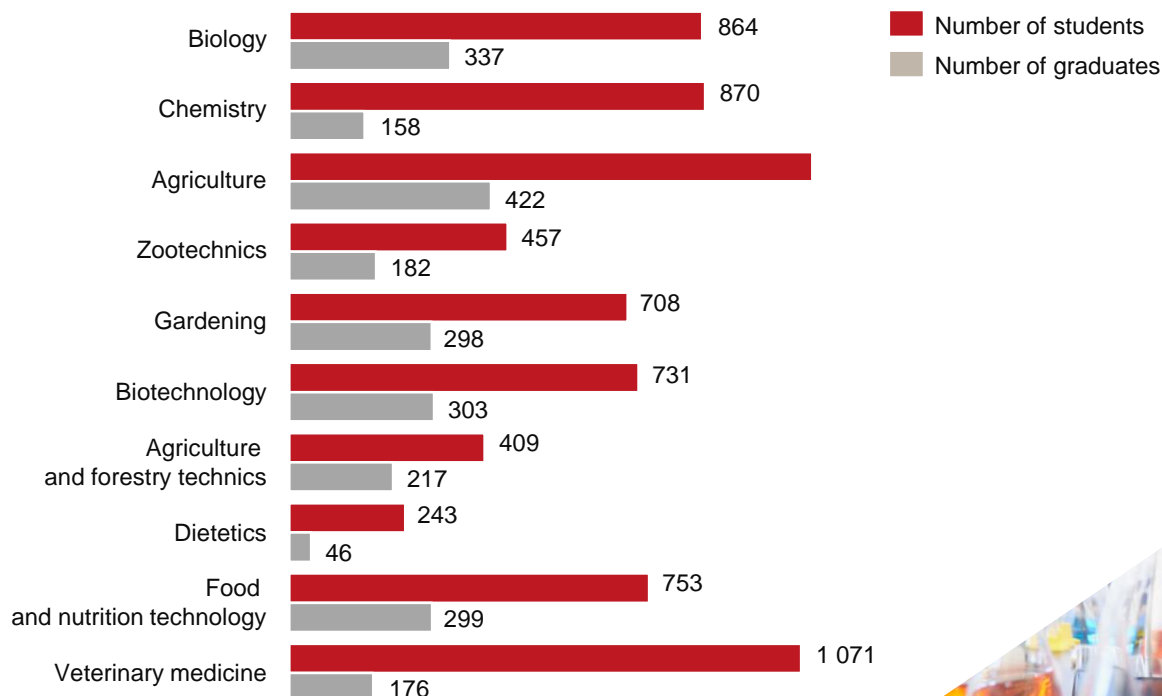
**Highly educated staff
within your reach**

2

Lubelskie Voivodeship – where science understands business

The intellectual potential of the regional food industry is created to the large extent by Lublin universities, including in particular the **Maria Curie-Skłodowska University, Lublin University of Technology and the University of Life Sciences**

Number of students and graduates of faculties related to the food industry in the academic year 2012/2013



In the academic year 2012/2013, just under **2,500 people** obtained a university degree related to the food industry, which accounted for

8.9%

of all new graduates in the region

Source: Prepared on the basis of "Food industry" information brochure, Lublin City Council, data as at December 2014.



Lubelskie Voivodeship is where you get qualifications for the food sector

- More than **4,500** people obtained professional qualifications in Lublin that would be useful in the food sector in the academic year 2013/2014 (7.5% of all students of vocational schools in the province)
- Most people acquired the qualifications of nutrition and catering technician
- Other popular professions include nutrition and household technician and confectioner

The number of pupils in the school year 2013/2014 in Lublin's vocational schools in fields related to the food industry, broken down into subregions

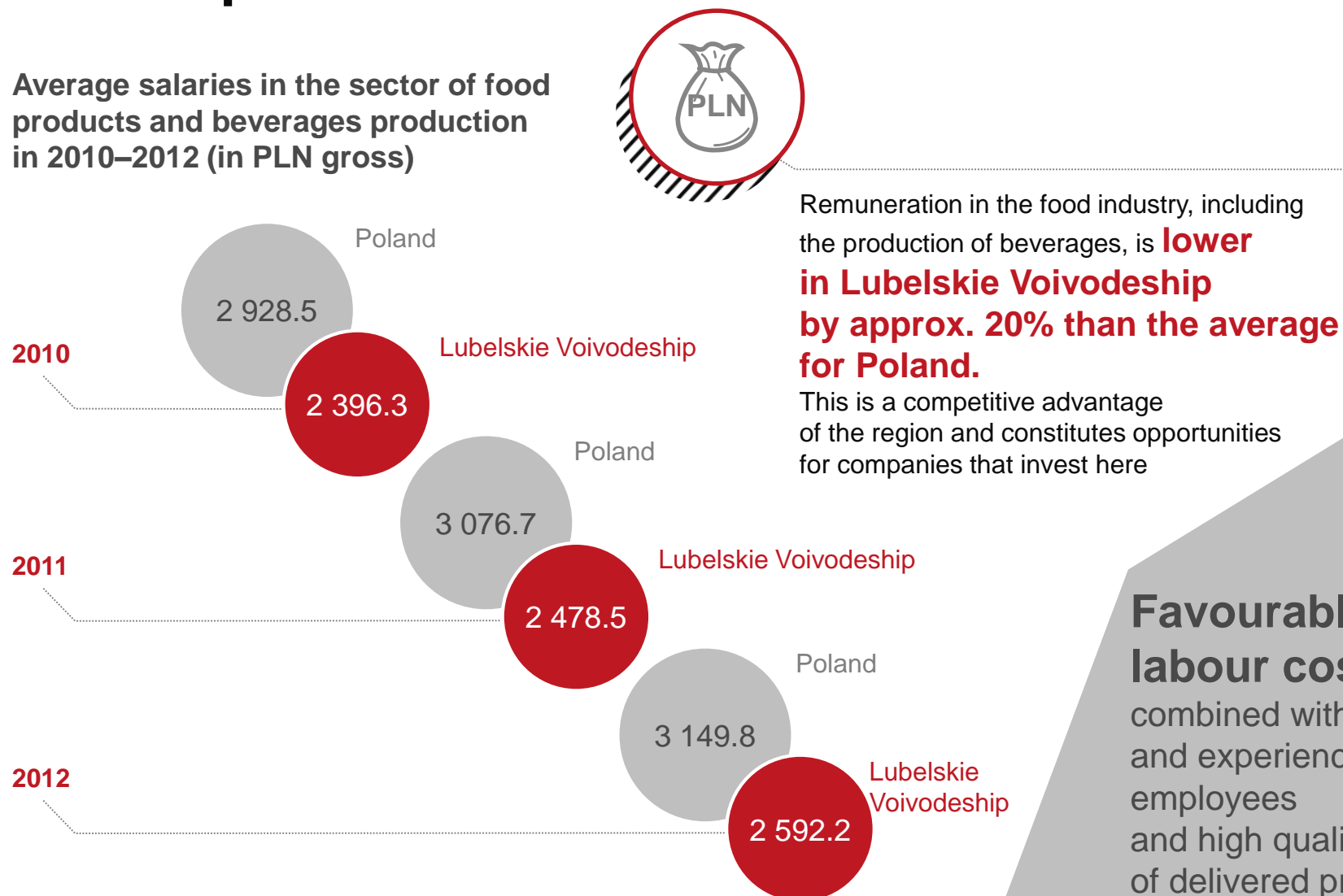
Profession	Sub-region				Lubelskie Voivodeship
	Biała Podlaska	Chelm and Zamość	Lublin	Puławy	
Pastry chef	87	157	228	124	596
Baker	33	35	69	62	199
Farmer	8	0	10	19	37
Butchery and meat processing technician	0	9	10	6	25
Agrobusiness technician	74	162	66	187	489
Agriculture technician	13	78	54	69	214
Food technologist	19	49	200	23	291
Veterinary technician	0	0	39	132	171
Nutrition and household technician	55	268	190	182	695
Nutrition and gastronomy technician	298	557	435	500	1,790
TOTAL	587	1,315	1,301	1,304	4,507

Source: Based on the data from the Lublin Board of Education, as of 30 September 2014.



We offer highly qualified staff, available on competitive terms

Average salaries in the sector of food products and beverages production in 2010–2012 (in PLN gross)



¹⁾Source: Based on the data from the Statistical Office in Lublin, as of 2012.

Favourable labour costs
combined with educated and experienced employees and high quality of delivered products



**Organisations working
for your success**

3

Places that will maximise your potential

Science and technology parks and industrial parks are separate sets of buildings with technical infrastructure, created to facilitate the transfer of knowledge and technology between academia and enterprise

Examples of support for investors:

- Wide offer of real property and technical infrastructure, numerous premises available
- Access to highly specialist equipment and software
- Consultancy on creating and developing enterprises and technology transfer
- Preferential conditions for conducting business activity, details of which will be specified on the basis of individual needs

Centres of innovation	Lubelskie Voivodeship	Poland
Centre for Transfer of Technology	4	41
Park Technologiczny (Technology Park)	3	42
Incubators of Entrepreneurship*	4	70

* incl. academic Incubators of Entrepreneurship*

Source: Polish Agency for Enterprise Development, innovation centres in Poland Report on the study 2014

Puławski Park Przemysłowy (Puławy Industrial Park)

- The park was built in 2003.
- It covers four areas of competence:
 - Puławski Park Przemysłowy (Puławy Industrial Park, PPP) – area approx. 570 ha
 - Sub-zone Puławy of SEZ “Starachowice” – area approx. 99 ha
 - Puławski Park Przemysłowy (Puławy Industrial Park) – area approx. 130 ha
 - Science and Technology Park in Puławy (PPN-T)

Puławski Park Naukowo-Technologiczny (Science and Technology Park in Puławy)

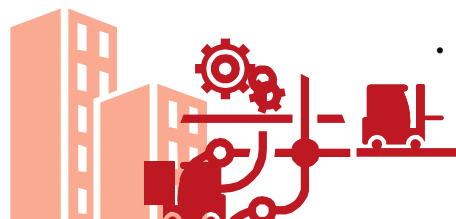
- Project implemented in 2007-2012 by the City of Puławy commune
- It offers over 12,000 m² of modern office space, service space, production space and laboratories with access to training and conference facilities

Lubelski Park Naukowo-Technologiczny (Science and Technology Park in Lublin)

- Created in 2005 at the initiative of the provincial local government of Lublin and the University of Life Sciences
- It offers advice on the creation and development of enterprises, technology transfer and converting the R&D results into technological innovation
- It offers rental of office space, laboratories and virtual offices

Regional Industrial Park in Świdnik

- Opened in 2005
- Shareholders: PZL Świdnik S.A., Świdnik Municipality, Zakład Narzędziowy w Świdniku Sp. z o.o., State Treasury, Powiat Office in Świdnik
- Technical facilities: a total usable area of approx. 100,000 m², 43 companies employing about 1,100 workers, 10 ha of vacant land plots to be used for development with access to technical and road infrastructure, 5,000 m² space for production and services



Who will take care of your customers' taste buds? (1/2)

Scientific institutions offering R&D support and necessary laboratory facilities for the food sector

John Paul II Catholic University of Lublin – Faculty of Biotechnology and Environmental Sciences

- Three institutes: The Institute of Environmental Protection, The Institute of Biotechnology, and the **Interdisciplinary Centre for Scientific Research**
- Wide-ranging, interdisciplinary research, covering areas such as biology, chemistry, medicine, pharmacy, cosmetology, health care, X-ray optics, human nutrition, environmental protection, biotechnology, agriculture and forestry, as well as construction
- Six modern laboratories equipped with scientific research apparatus that allows research to be carried out on a global level

Lublin University of Life Sciences

- Modern scientific database, well-equipped laboratories and excellent specialists
- Research conducted in seven faculties: Agrobioengineering, Veterinary Medicine, Biology and Animal Science, Horticulture and Landscape Architecture, Engineering, Food and Biotechnology Science and Agricultural Sciences in Zamość
- Operation of the Office of Innovation and Technology Transfer and Central Agri-Environment Laboratory within the university structure

Maria Curie-Skłodowska University in Lublin – Faculty of Biology and Biotechnology

- Scientific specialisations of the Faculty include: biotechnological methods in environmental protection and the use of genetically modified micro-organisms and tissues of eukaryotic organisms in biotechnology
- Faculty staff are authors of numerous publications, inventions and patented solutions

Institute of New Chemical Synthesis in Puławy

- A research institute with a long tradition, supervised by the minister in charge of the economy
- Research and development in the field of chemistry, biology and the natural environment, e.g. mineral fertilisers, processing of plastics
- Providing research services, including designing chemical processes and examining industrial installations



Who will take care of your customers' taste buds? (2/2)

Central Agro-Ecological Laboratory of the University of Life Sciences

- Opened in 2009 in the Lublin Science and Technology Park
- State-of-the-art research centre of food, water and soil in Poland – modernised testing equipment
- Expertise in research on assessing the nutritional value of foods, food contaminants, agricultural and animal products, biofuels quality assessment, fats evaluation, and a qualitative and quantitative evaluation of aromas

Centre for Innovation and Implementation of New Technologies in Agricultural Engineering

- Modern investment of the University of Life Sciences
- The building features spacious lecture halls, computer labs, language rooms and 22 laboratories provided with laboratory and research equipment
- Making the most of the scientific and educational potential of the University of Life Sciences for the purpose of creating competitive economy in the region and Eastern Poland as a whole

Witold Chodźko Institute of Rural Medicine

- Research, service and clinic facility subordinated to the Minister of Health
- Scientific research, R&D work in order to improve hygiene and sanitary conditions of the rural environment, protection of health of the rural population
- The Institute's research is based on scientific establishments specialising in various fields

PAN B. Dobrzański Institute of Agrophysics

- Research unit of the Polish Academy of Sciences
- The Institute's activities are focused around cognitive and applied research and training of academic staff in the application of physics to solving problems of shaping and protecting the environment, sustainable agriculture and agri-food processing



Who will increase your visibility on the market? (1/2)

Scientific institutions conducting R&D work for the food sector and cluster initiatives offering institutional support for better recognition of local businesses in the country and worldwide

Instytut Uprawy Nawożenia i Gleboznawstwa (Institute of Cultivation, Fertilising and Soil Science) in Puławy

- Research and development unit, subordinate to the Ministry of Agriculture and Rural Development, established in 1951.
- Activities – conducting work involving the cultivation of plants, fertilisation, soil fertility and identification and protection of agricultural space, transfer of test results and recommendations to agricultures
- Modern laboratory and training and conference centre
- Coordinator of the Organic Food Valley Cluster

Organic Food Valley Cluster

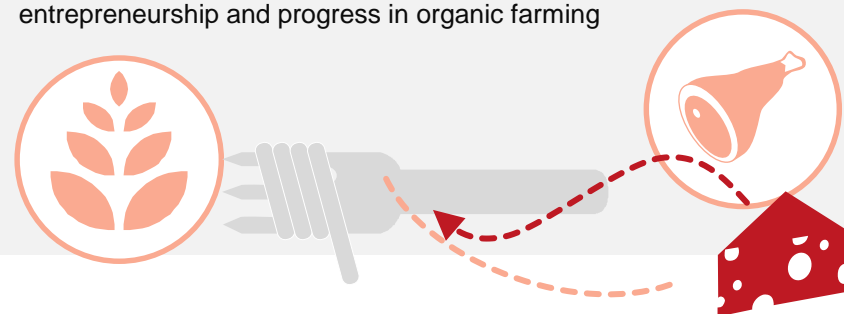
- The Cluster brings together entities working to promote and develop organic food
- The Cluster's objective – increase in the supply of organic food, stimulate regional, domestic and foreign demand
- Activities – supporting the development of cooperation between research centres, entities promoting innovation and companies involved in the production, processing and distribution of organic products

National Veterinary Research Institute in Puławy (PIWet)

- Established in 1945 as a research and development unit of the Ministry of Agriculture and Rural Development
- Activities – conducting scientific research in the field of veterinary medicine with special emphasis on diagnosis and prevention of infectious diseases
- The Institute has modern laboratories and highly qualified staff
- It is the national reference centre for the evaluation of the epidemiological situation in the country

Eco-Lublin Region Association (Stowarzyszenie Ekolubelszczyzna)

- Activities - implementation of the “Organic Food Valley” economic cluster strategy, promoting the idea of healthy eating and development of the region based on organic food production, entrepreneurship and progress in organic farming



Who will increase your visibility on the market? (2/2)

EKOLAND Association

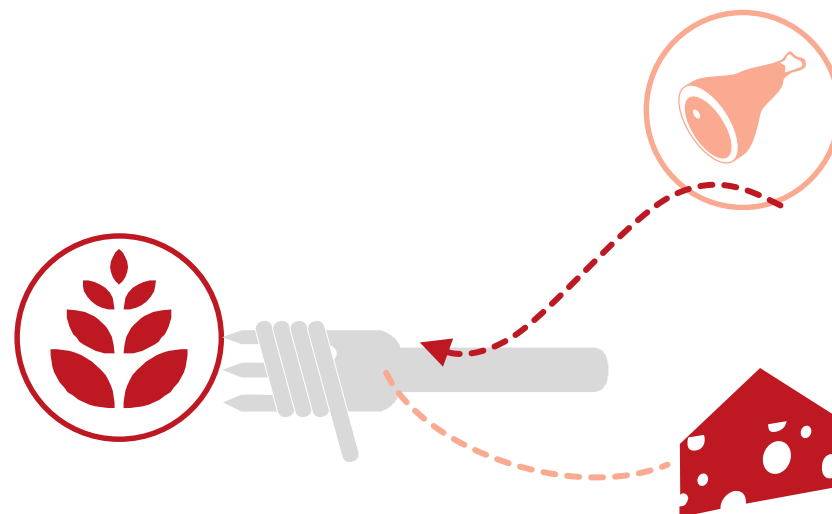
- An organisation supporting organic farming since 2001
- Activities – the promotion of organic farming and its products, granting farmers the right to use the “Ekoland” trademark after meeting the required organic farming criteria set by the organisation

Klaster Lubelskie Jajko (Lublin Egg Cluster)

- Founders of the cluster — producers of eggs from the region and Lublin Science and Technology Park
- The Cluster brings together companies operating in the egg industry, business environment institutions and R&D units
- The Cluster’s objective – take measures to develop the egg production industry potential in the Lublin region, improve conditions for companies’ development, as well as support the development of research in the sciences related to egg production

“Lublin Onion Pie – Regional Cluster in Lublin” Association (Stowarzyszenie „Lubelski Cebularz – Regionalny Klaster w Lublinie”)

- An initiative bringing together 11 regional entities whose activity is linked to one of the most popular traditional products in Lubelskie Voivodeship, i.e. the Lublin onion pie (“cebularz”)



Investment incentives

4

Government grants

Government grants are awarded on the basis of the “Support programme for investments of high importance to the Polish economy for 2011–2020”, adopted by the Council of Ministers on 5 July 2011.

More information available at: www.mg.gov.pl

Form of support

- Support is in the form of a subsidy granted on the basis of a bilateral agreement concluded between the Minister of the Economy and the investor, precisely setting out the terms of paying a grant.
- The Programme is addressed to businesses who plan to make investments in priority sectors for the Polish economy:

- 1 Automotive sector
- 2 Electronic sector and household appliances sector
- 3 Aviation sector
- 4 **Biotechnology sector**
- 5 **Agri-food sector**
- 6 Sector of modern services
- 7 Research and development activity (R&D)

New investment support programme is implemented in two categories:

- For creating new jobs
- For starting a new investment

Forms and levels of support:

- Depends on the number of points gained at the assessment of new investment in the application process
- Grants vary from PLN 7,700 (~ EUR 1,842) to PLN 10,640 (~ EUR 2545) for one newly created job

Assessment criteria:

- Rate of employees with a university degree
- Location in a poviast with a high unemployment rate
- Value of investment expenditures
- Sector in which the activity is conducted
- Other (innovation level, positive impact on the neighbourhood)



EU funds

Poland is the largest beneficiary of EU funds

Financial means allocated to Poland under the agricultural policy for 2014–2020 amount to **EUR 28.5 billion**. The amount allocated under the Cohesion Policy is **EUR 72.9 billion**



1

Smart Development Programme

- **Objective:** to support the implementation of R&D projects carried out jointly by businesses and the science sector, and to implement their results on the market. Strengthening the links between business and science, increasing the degree of commercialisation of R&D works in Poland and their practical use in the economy, as well as support for development of innovative companies
- **Priority Axis 1:** Support for R&D work conducted by enterprises
Support: approx. EUR 3.85 billion
- **Priority Axis 2:** Support for the environment and potential of innovative enterprises
Support: approx. EUR 1.04 billion
- **Priority Axis 3:** Support for innovations in enterprises
Support: approx. EUR 2.2 billion
- **Priority Axis 4:** Increasing the R&D potential
Support: approx. EUR 1.22 billion

More information available at:
www.feu.lubelskie.pl

2

Development of Eastern Poland Programme

- **Objective:** creating conditions for the development of innovative SMEs, increasing the internationalisation of SMEs, supporting the innovative activity of SMEs
- **Priority Axis 1:** Entrepreneurial Eastern Poland Programme
Support: EUR 719 million

3

Regional Operational Programme of Lubelskie Voivodeship for the years 2014–2020

- **Objective:** increase the competitiveness of the region based on internal potentials, favouring increased social and territorial cohesion
- **Priority Axis 1:** Research and Innovation Investment Priority 1b – R&D activity of enterprises
Support: EUR 45 million
- **Priority Axis 3:** Competitiveness of enterprises
Support: EUR 291 million

EUR 2.23 billion

will be granted to Lubelskie Voivodeship in the next 7 years as part of the Regional Operational Programme of Lubelskie Voivodeship 2014-2020

Special Economic Zones (SEZ)

SEZ are administratively separated areas, intended for conducting business activity on preferential terms

There are 3 SEZ
within Lubelskie Voivodeship.

Offered support

Exemption from PIT and CIT given for:

- Incurred capital expenditures:
 - up to **70%** for small enterprises and micro entrepreneurs
 - up to **60%** for medium enterprises
 - up to **50%** for large enterprises
- Creating new jobs
 - The amount of aid - maximum intensity (70%, 60%, 50%) multiplied by two years of labour costs of newly employed workers (gross wage costs and all obligatory payments related to employment) incurred by the employer
- Minimal value of capital expenditures – EUR 100,000**

Activity of current investors and preferred industries

Additional offer

EURO-PARK Mielec SEZ

www.europark.com.pl

Starachowice S.A. SEZ

www.sse.com.pl

EURO-PARK WISŁOSAN SEZ in Tarnobrzeg

www.tsse.pl



EURO-PARK Mielec SEZ

Starachowice S.A. SEZ.

EURO-PARK WISŁOSAN SEZ in Tarnobrzeg

Area

- Sub-zone Lublin - 118.07 ha
- Sub-zone Lubartów - 19.77 ha
- Sub-zone Zamość - 53.52 ha
- Sub-zone Radzyń Podlaski - 1,7486 ha
- Sub-zone Rejowiec Fabryczny - 27.10 ha
- Sub-zone - 6.21 ha

- Sub-zone Puławy - 106.71 ha

- Sub-zone Łuków - 40.49 ha
- Sub-zone Tomaszów Lubelski - 10.56 ha
- Sub-zone Janów Lubelski - 18.51 ha
- Sub-zone Kraśnik - 23.48 ha
- Sub-zone Horodło - 5.30 ha
- Sub-zone Ryki - 4.45 ha

Metal products, production of packaging, agricultural machinery, logistics and storage services, aviation/automotive industry

Precision engineering industry, automotive industry, metallurgical industry, electronic industry, wood processing, construction materials industry, chemical industry

Production of steel constructions, wood processing,

Property tax exemption for 3 years

These zones are well equipped in terms of technical and transport infrastructure

Assistance with establishing contacts with business partners

Local tax exemptions



Property tax exemption

Real property tax rates are determined individually by each commune based on enterprise investment plans

Property tax exemption concerns:

- **Ancillary buildings or their parts**
 - helping forestry or fishing activity,
 - located on land farms, intended solely for agricultural activities,
 - used for special branches of agricultural production
- **Businesses holding** the status of an R&D centre, obtained on the terms set out in provisions on certain forms of supporting innovative activity in relation to taxed objects used for the purposes of research and development
- **Land constituting wasteland**, ecological areas, wooded and shrub land, except land intended for business purposes

Maximum tax rates in 2015

Category	Tax rate for 2015
Industrial/commercial land	PLN 0.90/m ² per year
Industrial/commercial building	PLN 23.13/m ² per year
Construction (internal roads, infrastructure)	2% of the assets initial value per year

A commune may differentiate the property tax rate for different types of activity

We will help you find employees

Offer of the Municipal Job Centre

The Municipal Job Centre promotes employment and labour market activation in Lublin; it offers a number of tools to support the creation of jobs available to a potential investor

Co-financing for creating new jobs and employees' professional development

Provision of work placements

Reimbursement of part of the costs of social security contributions in connection with hiring unemployed people under 30

Employment voucher (guarantee of reimbursement of part of the costs of remuneration and social security contributions in connection with hiring an unemployed person)

Co-financing for the remuneration for hiring unemployed people over 50 years of age

Grant for creating a telecommuting job

More information available at:
www.mup.lublin.pl



Support of your activities by the Office of the Marshall of Lubelskie Voivodeship in Lublin

The Office of the Marshall of Lubelskie Voivodeship in Lublin supports the development of the region by actively participating in creation of an investment-friendly atmosphere

Offered services

- Preparation and support of trade and investment missions to Lubelskie Voivodeship and outside the region
- Individual customer care over key investments, “investment PM” care
- Provision of information on investment incentives and related procedures, as well as profiled detailed economic information on the region
- Preparation and maintenance of updated investment area databases and working towards the promotion of the region's investment offer

The Office of the Marshall of Lubelskie Voivodeship in Lublin

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Trade and Investment Promotion Office
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Centre for Services for Investors

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www.invest.lubelskie.pl





**Lubelskie Voivodeship
– a perfect place to live**

5

Lubelskie Voivodeship – a perfect place to live

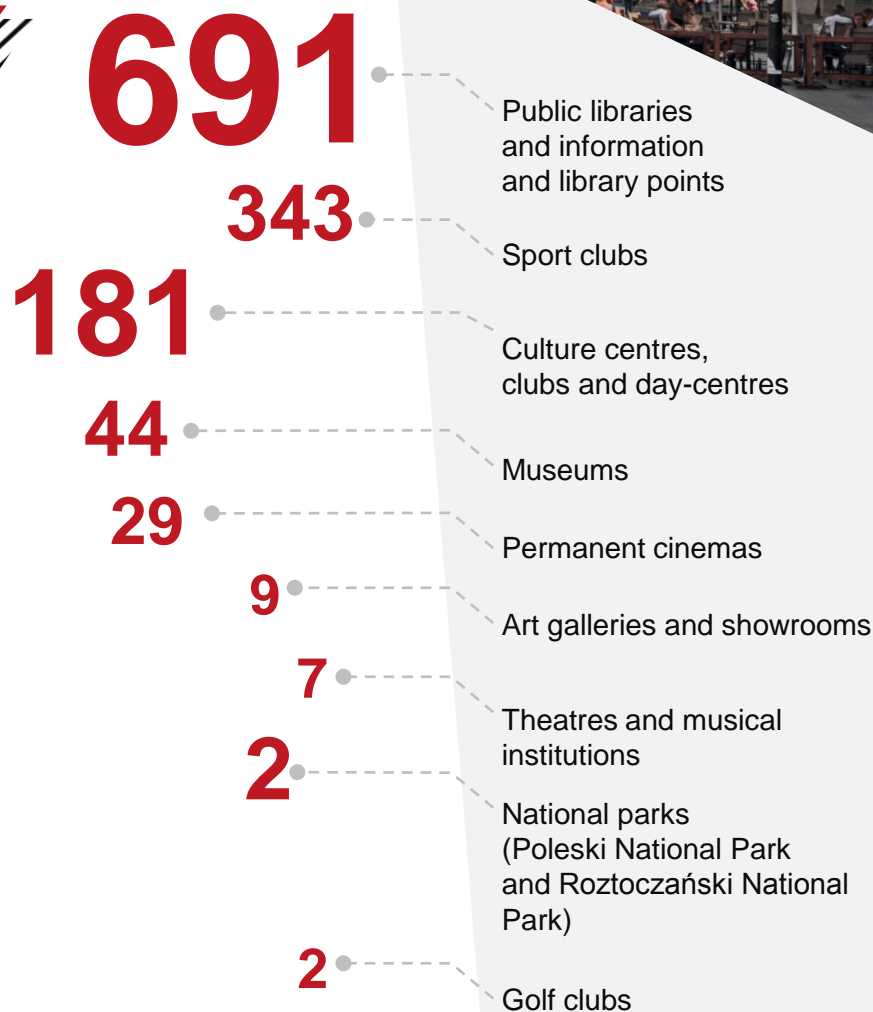
In Lubelskie Voivodeship you may not only develop,
but also relax in the unique natural environment
and take advantage of a wide range of cultural events

Nature

- 2 national parks
- 17 landscape parks
- 17 protected landscape areas
- 87 nature reserves
- A wide range of walking, cycling, horse-riding, kayaking and natural paths

Selected museums and monuments

- Museum of Lublin
- Museum of Lublin Village
- Museum of South Podlasie in Biała Podlaska
- State Museum at Majdanek
- Nature Museum in Kazimierz Dolny
- Palaces and parks in Kozłówka
- Knielewscy Palace and Park Complex in Kluczkowice
- Old Town in Lublin
- Holy Trinity Church in Lublin, also called the Castle Chapel
- Old Town in Zamość – UNESCO World Heritage Site



Lubelskie Voivodeship – a perfect place to live

Selected festivals and cultural events

- Pride of Poland Arabian Horse Days (Janów Podlaski)
- Zamojskie Lato Teatralne (Theatre Summer in Zamość, June-July, Zamość)
- Festiwal Trzech Kultur ("Three Cultures Festival", September, Włodawa)
- Carnaval Sztuk-Mistrzów ("Performers' Carnival", July, Lublin)
- International Festival Theatre Confrontations (October, Lublin)
- Lublin Jazz Festival (April, Lublin)
- Film and Art Festival "Dwa Brzegi" ("Two Shores", August, Kazimierz Dolny - Janowiec nad Wisłą),
- Festival "Inne Brzmienia" ("Different Sounds", July, Lublin)

Regional cuisine

Regional cuisine with visible Borderland (Russian and Belarusian) influence. **Other regional delicacies include:**

- Pieróg biłgorajski (Biłgorajski dumpling), also called "krupniak"
- Cebularz Lubelski (Onion Pie)
- Forszmak Lubelski (Local Appetizer)

The regional menus of restaurants and taverns also play an important role in promoting traditional regional cuisine

Entertainment, sport and leisure

- Numerous theatres and cinemas
- In Lublin alone there are 50 sport clubs, 4 stadiums, leisure swimming pools
- ZOO in Zamość
- Chalk Undergrounds in Chełm (Chełmskie Podziemia Kredowe) – a labyrinth of mysterious pavements underneath the city

Health & Beauty

- Nałęczów health resort & hot baths (Uzdrowisko Nałęczów i Termy Pałacowe Nałęczowianka)
- Vitaligs SPA in Nałęczów
- Rehabilitation and Leisure Centre & SPA in Łykoszyn
- Day Spa Feniks





“Commercial Marketing of Lubelskie Voivodeship”
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Voivodeship for the years 2007–2013



**PROGRAM
REGIONALNY**
NARODOWA STRATEGIA SPÓJNOŚCI



WOJEWÓDZTWO
LUBELSKIE

UNIA EUROPEJSKA
EUROPEJSKI FUNDUSZ
ROZWOJU REGIONALNEGO

