

MACHINE, AUTOMOTIVE AND AVIATION SECTOR

INFORMATION MATERIAL



5

reasons why it is worth investing in the machine, automotive and aviation sector in Lubelskie Voivodeship



Long industrial traditions of the province, due to the presence of companies such as PZL-Świdnik and Ursus



Favourable conditions for export due to the location on the international transit route



Over 10,000 people studying to work in these sectors



Competitive labour costs, resulting from remuneration rates that are attractive to employers



Outstanding activity of the Lublin University of Technology and cluster initiatives supporting the development of these sectors

Poland and Lubelskie Voivodeship – the perfect place to invest

1

Why Poland?

Population

- 38.5 million inhabitants
of which approx. 59% 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, Czech Republic, Slovakia, Ukraine, Belarus, Lithuania, Russia

Large internal market

Poland's GDP in 2013 was 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 for building 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 40% of population holding university diploma) and competitive salaries

Stable economy – economic growth at 3.3% in 2014.

Attractive country for investment in the years 2014-2020

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

The biggest beneficiary of the EU funds

in the years 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

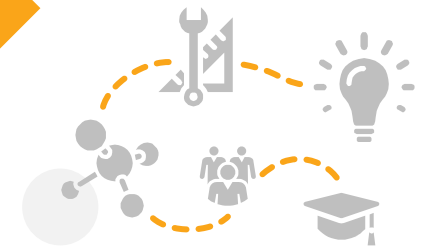
Machine, automotive and aviation industry – this is the future¹⁾



- Machinery and mechanical devices – the largest group of export goods in Poland in terms of value; Poland has an established position and its manufacturers have experience
- A large local market for agricultural machinery
- The inflow of EU funds to the owners of farms, improvements in the households' financial situation and as a result – increasing demand for agricultural machinery

• Existing resources for the operation of the machine, automotive and aviation industry

- 14 Special Economic Zones (functioning until 31 December 2026)
- The increase in innovation of companies and the higher expenditure of companies for research and development, cooperation with research centres, and participation in international projects
- Preferential labour costs
- Proximity of regions with a high share in the automotive sector in their economy for potential cooperation – Slovakia and the Czech Republic



- **Qualified staff**
- **Developed academic, engineering and research and development centres**
- **Technology and industrial parks**
- **Developing clusters**

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

Lubelskie Voivodeship – the place for your investment



Lublin is 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	<ul style="list-style-type: none"> 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
Areas prepared for investments	<ul style="list-style-type: none"> Special Economic Zones Industrial parks The presence of <i>greenfield</i> land and <i>brownfield</i> facilities intended for investments, in favourable locations
Land prices	<ul style="list-style-type: none"> 71.8% of the national average – one of the lowest in Poland⁵⁾
Friendly institutions	<ul style="list-style-type: none"> Numerous business environment institutions associating and supporting enterprises from the region, e.g. Lubelski Klaster Zaawansowanych Technologii Lotniczych (Lublin Cluster of Advanced Technologies for Aircraft), Lubelska Kraina Mechatroniki (Lublin Region of Mechatronics) 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.

Why the machine, automotive and aviation sector?

Access to **specialised staff and academic and research institutes (R&D)**, that can respond to the increased demand for specialists

Extended cluster structures

There are 9 clusters in the province, including one awarded the Bronze Medal for Improving Quality of Cluster Management

Scientific and research potential

academic and scientific centres operating in the field of development and transfer of specialist knowledge

Automotive and machine industry traditions

in the region:

- manufacture of passenger cars since 1918
- manufacture of heavy goods vehicles since 1945
- installation of French (Peugeot) and Korean (Daewoo) cars in Lublin in the 1990s.

Proximity of large and thriving foreign markets

Location on **the international transit route**

Large market

for agricultural machinery, thanks to the agricultural character of the region and the well-developed agri-food processing industry

Constantly developed **communication infrastructure**, development of **road infrastructure**, opening the airport in Świdnik

Development of local companies through the **active use of the EU funds**

Companies within the region with an **established** position in the industry



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



PZL Świdnik

One of the largest employers in the region, with over 60 years of experience; a part of AgustaWestland Group since 2010

Manufacturer of helicopters based on own design and aerostructures for many companies worldwide. Over 7,400 produced helicopters

Training and improvement of air skills services for customers

Member of the Aviation Valley Cluster and the coordinator of the Lublin Cluster of Advanced Aircraft Technologies

Winner of many awards, including: "Outstanding Exporter of 2013", "Best Polish Enterprise of 2005"



ABM Greiffenberger

A leading manufacturer of electric motors for machines, installations and mobile devices

It employs approximately 700 employees worldwide (including over 100 employees from Lubelskie Voivodeship). The annual turnover of ABM Greiffenberger amounts to EUR 100 million

The company is one of the investors in the Lublin sub-zone SEZ Euro-Park Mielec. Value of capital expenditure incurred on plant production and administrative surface is approx. PLN 21 million

Development of environmental technologies and development and production of high-quality innovative electric motors

Customers: manufacturers of elevators, electric cars and trucks, wind turbines, biomass heating appliances, electric vehicles



SIPMA

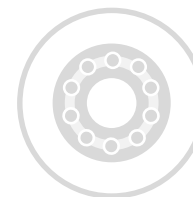
The leader among manufacturers of agricultural machinery in Poland

One of the largest employers and production companies in the Lublin region

The company serves customers from the EU, USA, Australia and many Asian and African countries. Additionally, SIPMA RU supports the markets of Russia and Belarus

The company attaches great importance to communication with customers and taking account of their needs – i.e. organises machine work demonstrations combined with the customer experience exchange

High standards of products - the winner of 8 gold medals awarded at the Poznań International Fair POLAGRA



Fabryka Łożysk Tocznych – Kraśnik

The first company to start production of rolling bearings in Poland. Bearings produced since 1948. The company went through the privatisation process smoothly

It employs 2,000 workers and has the production capacity of approx. 16 million bearings

A well-organised distribution network in Poland and abroad guarantees complete service for the supply of bearings, also directly on the production lines in the "just in time" system

Clients include manufacturers from various industries: automotive, agricultural, steel, reinforcing, mining and engineering

Prime Minister's Award for scientific and technical achievements in 2011 and the Gold Medal of Poznań International Fair Innovations-Technologies-Machines Poland in 2009

From helicopters to springs – on the diversity of current investors



PZL-Świdnik

Company engaged in the production of airplanes, helicopters and components, part of the AgustaWestland Group. A company with over 60 years of experience



Daewon Europe

Company producing wheels, springs and springs. One of the world's leading manufacturers and suppliers of auto parts



SIPMA

Producer of agricultural and gardening machinery. A leader among manufacturers of agricultural machinery in Poland



Fabryka Samochodów HONKER

Manufacturer of passenger cars and commercial vehicles. A company with a 100% Polish capital



URSUS

Manufacturer of tractors and agricultural machinery. The oldest Polish brand producing vehicles, machinery and equipment manufactured for agriculture



SIGMA

Manufacturer of machinery, equipment and technologies for the mining industry, waste processing technology and energy. A winner of numerous innovation certificates

Our power – where does the potential come from?



Above-average share of employment in the above-mentioned industries

6.7% of the general employment in enterprises sector in Lubelskie Voivodeship

compared to **5.9%** for Poland



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

		Production of machinery and devices	Production of motor vehicles	Production of other transport equipment ¹⁾	TOTAL
Lubelskie Voivodeship	Number of enterprises (in thousands)	6.4	1.3	4.12 ¹⁾	11.8
	Share in the sector of enterprises	3.6%	0.7%	2.2% ²⁾	6.7%
Poland	Number of enterprises (in thousands)	123.5	160.4	43.2	327.1
	Share in the sector of enterprises	2.2%	2.9%	0.8%	5.9%



Number of enterprises (data for 2014)

		Production of machinery and devices	Production of motor vehicles	Production of aircraft machinery	TOTAL
Lubelskie Voivodeship	Number of enterprises	234	65	9	308
	Share in the sector of enterprises	2%	0.6%	0.1%	2.7%
Poland	Number of enterprises	8,087	2,390	130	10,607
	Share in the sector of enterprises	2.5%	0.7%	0.04%	3.2%

¹⁾ The category includes the production of: ships and boats, railway locomotives and rolling stock, aircraft, spacecraft and related machinery, military fighting vehicles and transport equipment, nec

²⁾ as at 2009

³⁾ The category includes the production of: aircraft, spacecraft and related machinery

Source: Prepared on the basis of: Statistical Office in Lublin, data as at October 2013; www.rynkometr.pl, data as at December 2014.

Who uses our products?



Germany –

the largest consumer of goods from the machine, automotive and aviation industry in Lubelskie Voivodeship

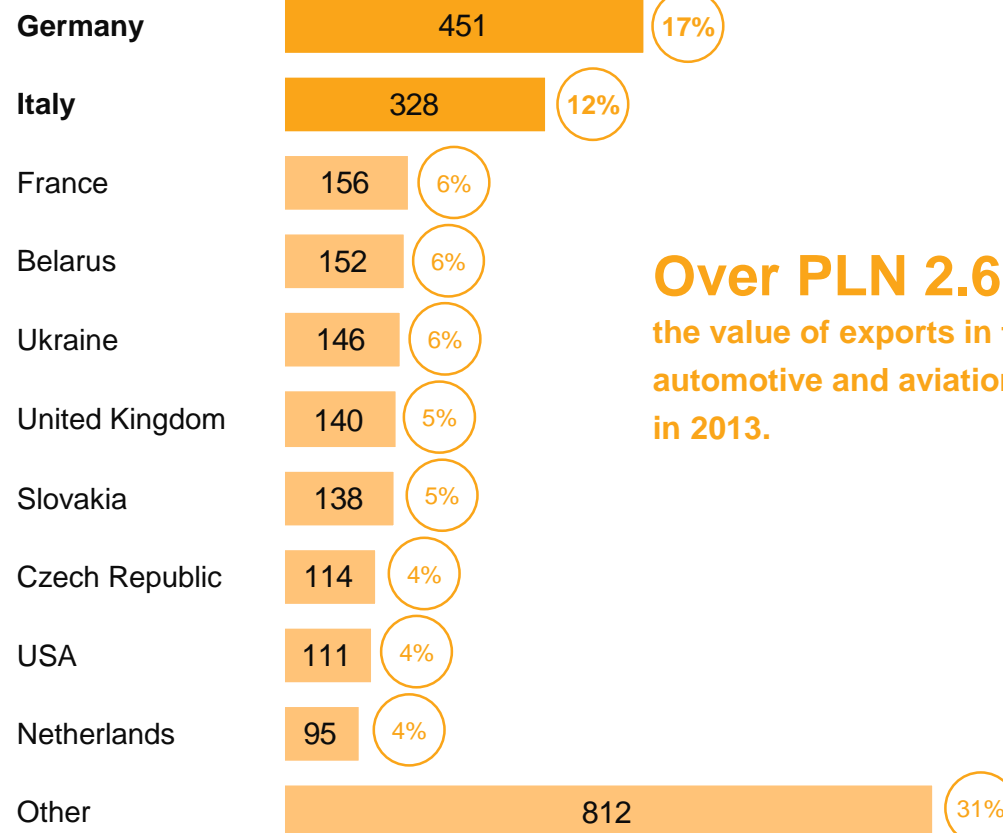
Main products exported to Germany:

- parts and accessories for motor vehicles excluding motorcycles;
- trailers and semi-trailers and rolling bearings



Italy – the second-largest business partner In 2013; the value of sales of aircraft machine parts amounted to over PLN 160 million

The value of exports in the machine, automotive and aviation industry in Lubelskie Voivodeship to the country of destination in 2013 (PLN million)

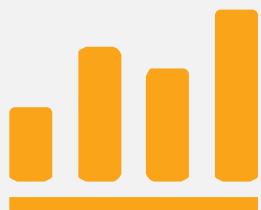


% The share of a given country in the export rate of Lubelskie Voivodeship's machine, automotive and aviation industry in 2013.

Over PLN 2.6 billion –
the value of exports in the machine,
automotive and aviation industry
in 2013.



From whom the whole world is a market?



Increase in the value of exports in these sectors in Lubelskie Voivodeship until 2012 by

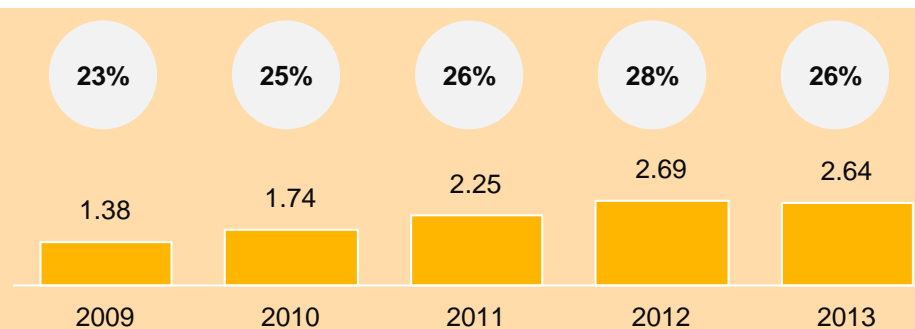
20-30% per year

26% – share of exports in total exports industry of Lubelskie Voivodeship in 2013.

ALUTEAM POLSKA	Manufacturer of kits and components for the manufacture of trailers and semi-trailers
CATERPILLAR POLAND	Manufacturer of construction and mining equipment, diesel engines, industrial turbines and electro-combustion engines
CBM POLSKA	Supplier of spare parts for tractors
Fabryka Łożysk Tocznych – Kraśnik	Producer of rolling bearings
Inergy Automotive Systems Poland	Supplier of a plastics-based fuel system
URSUS	Manufacturer of agricultural tractors
MW LUBLIN	Manufacturer of high-quality steel wheels for cars, trucks, bicycles and motorcycles
PZL-ŚWIDNIK	Manufacturer of helicopters of its own design, produces and supplies a wide range of components for helicopters and aircraft for leading aviation companies from Europe and the US
SAME DEUTZ-FAHR POLSKA	Distributor of agricultural machinery, including tractors, combine harvesters and telescopic loading machines



Export volume of the machine, automotive and aviation industry in Lubelskie Voivodeship (PLN bn) and share (%) in the export volume of the whole province in the years 2009-2013



Source: Based on the data from the Analytical Centre of Customs Administration, report from August 2014.

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 offers 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 the 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

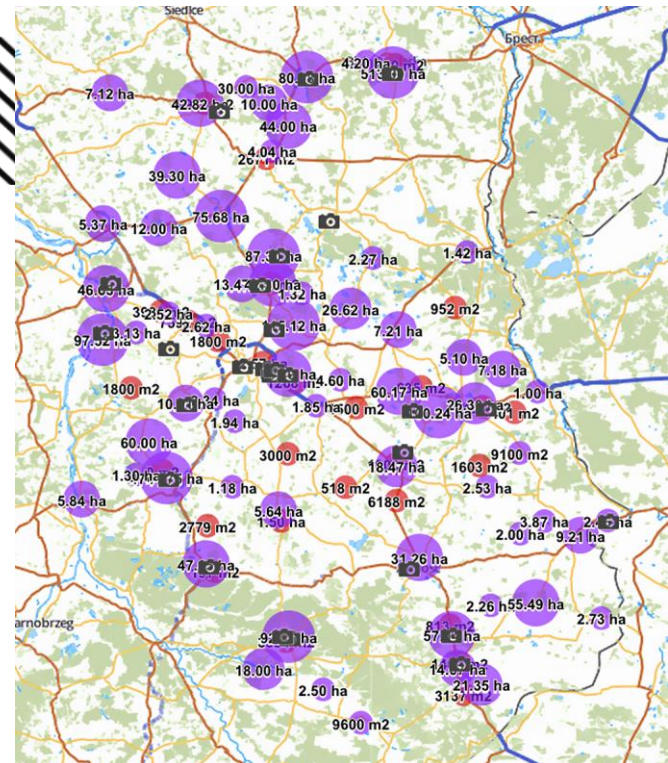
Database of investment areas

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 or existing infrastructure.



FILTROWANIE		LEGENDA
GREENFIELDS	BROWNFIELDS	
Powierzchnia	<input type="text" value="Dowolna"/>	
Odległość od drogi głównej	<input type="text" value="Dowolna"/>	
Odległość od stacji kolejowej	<input type="text" value="Dowolna"/>	
Odległość od lotniska	<input type="text" value="Dowolna"/>	
Specjalna Strefa Ekonomiczna	<input type="text" value="Dowolna"/>	
Powiat	<input type="text" value="Dowolna"/>	
<input type="button" value="WYCZYŚĆ"/>		<input type="button" value="WYŚLIJ"/>





**Highly educated staff
within your reach**

2

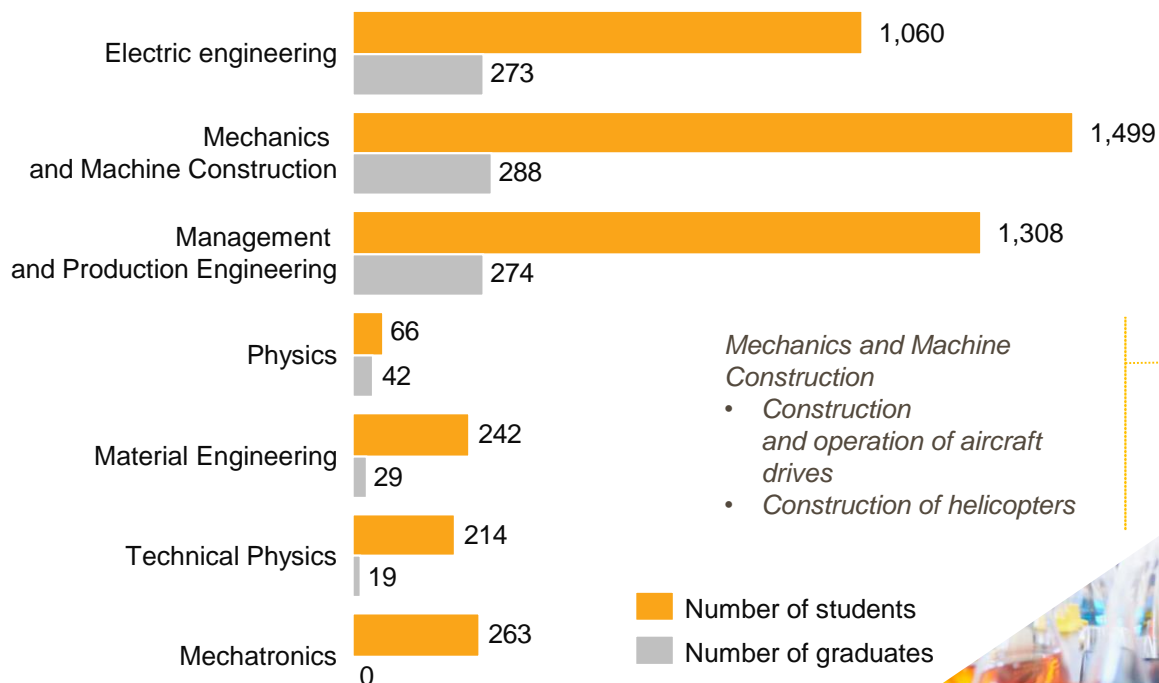
Lublin region – where science understands business

Graduates of the Lublin University of Technology constitute a majority of the staff employed in the machine, automotive and aviation sector.

In the academic year 2012/2013 in Lubelskie Voivodeship, over **10,000 people** gained professional qualifications associated with the automotive industry, manufacture of machinery and equipment as well as the airline industry.

In the academic year 2012/2013, **925 people** obtained a university degree related to the machine, automotive and aviation industry, which accounted for

Number of students and graduates of faculties related to the machine, automotive and aviation industry in the academic year 2012/2013



3.4%

total new graduates in the region

Source: Prepared on the basis of "Automotive and machine industry" information brochure, Lublin City Council, data as at December 2013.

The Lublin region is where you obtain qualifications for the machine, automotive and aviation sector

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

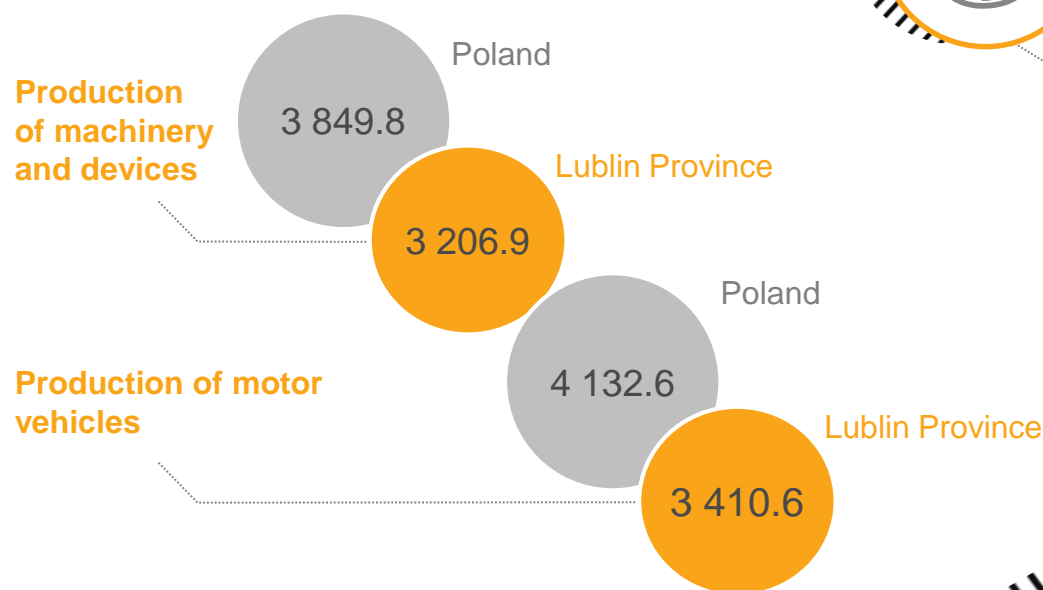
Profession	Sub-region				Lubelskie Voivodeship
	Biała Podlaska	Chełm and Zamość	Lublin	Puławy	
Body builder	12	10	46	16	84
Electrical engineer	101	56	54	22	233
Motor vehicles electrical engineer	11	244	96	20	371
Electrician	23	0	45	85	153
Sprayer	0	4	26	8	38
Motor vehicles mechanic	304	670	561	630	2,165
Electronics installer	0	0	0	5	5
Machine-tools operator	0	43	57		100
Locksmith	24	67	2	92	185
Aviation technician	0	0	6	0	6
Electronics technician	7	351	440	0	798
Electrics technician	113	437	254	359	1,163
Mechanics technician	260	555	516	508	1,839
Aviation mechanics technician	0	33	83	77	193
Mechatronics technician	35	310	156		501
Motor vehicles technician	452	814	760	542	2,568
TOTAL	1,342	3,594	3,102	2,364	10,402

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 remuneration in manufacturing industries of metals, fabricated metal products, machinery and other transport equipment in 2013 (PLN gross)



Remuneration in sectors related to the manufacture of machinery is lower by approx. **17% than the average** for Poland¹⁾

Favourable labour costs

combined with educated and experienced employees and high quality of delivered products

¹⁾Source: Based on the data from the Statistical Office in Lublin, as of 2013.



**Organizations working
for your success**

3

Places that will maximise your potential

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





Examples of support for investors:

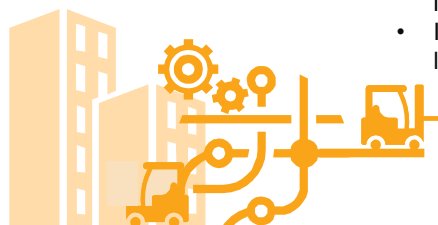
- Wide offer of real property and technical infrastructure, numerous premises available
- Access to highly specialist equipment and software
- Consultancy on creating and developing enterprises and technology transfer
- Preferential conditions for conducting business activity, details of which will be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

Centres of innovation	Lubelskie Voivode-ship	Poland
Centre for the Transfer of Technology	4	41
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)	 Puławski Park Naukowo-Technologiczny (Science and Technology Park in Puławy)	 Lubelski Park Naukowo-Technologiczny (Science and Technology Park in Lublin)	 Regional Industrial Park in Świdnik
<ul style="list-style-type: none"> • The park was built in 2003. • It covers four areas of competence: <ul style="list-style-type: none"> ○ 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) 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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: the 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 increase your visibility on the market? (1/2)

Cluster initiatives and technology transfer centres offering institutional support for better recognition of local enterprises in the country and worldwide

Lublin Cluster of Advanced Aircraft Technologies

- Engagement letter on creating a Cluster, signed on 14 April 2014 in Lublin
- Cluster Coordinator – PZL - Świdnik S.A.
- Science centre, combining industry, local governments, scientific environment and business networks

Eastern Metalworking Cluster

- Cluster Coordinator - Wojewódzki Klub Techniki i Racjonalizacji (Provincial Club of Technics and Rationalisation) in Lublin
- Arranging joint promotional initiatives in Poland and abroad
- Information flow between the science environment and enterprises

Lublin Region of Mechatronics (Lubelska Kraina Mechatroniki)

- Joint initiative of the Office of the Marshall of Lubelskie Voivodeship in Lublin, Lublin's authorities, vocational schools and universities and Lublin's entrepreneurs
- Established on 12 February 2014
- Local governments responsible for financing, universities for conducting research and building machines

Lublin Centre for the Transfer of Technology of the Lublin University of Technology

- A unit of the Lublin University of Technology
- The Centre was established in 2006
- Cooperation with institutes and conducting research projects, full range of services for science and business
- Support for local companies and organisations dealing with technology transfer solutions



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

Centre for Innovation and Technology Transfer at the Lublin Science and Technology Park

- The Centre was established at the initiative of the research environment in Lublin
- Goal: to increase competitiveness and development dynamics of the Lublin region, attracting foreign investors, creating new work places and supporting cooperation between the world of science and innovation-focused enterprises

Innovative Centre of Diagnostics, Research and Analysis at the University of Economics and Innovation

- The project is executed by the University of Economics and Innovation in Lublin
- Four modern laboratories equipped with high-tech R&D devices
- Research and studies stimulating economic growth, expanding networks among enterprises and scientific units

Hajduk Group Research & Development Centre

- The Centre was established in 2012
- Conducting R&D works for other enterprises or separated units of enterprises that deal with R&D activity

R&D Centre Inventor

- Activities in the area of R&D
- Building prototypes and testing new devices, mainly for use in agriculture, and other mechanics structures and designs



Cutting edge technologies are developed right here...

In Lubelskie Voivodeship, innovations are created that are recognised by the research, development and innovation environment

Lublin University of Technology

- State technical university, providing education to engineering staff and conducting research related to the development of design and technology, environmental protection and energy and materials saving
- 6 departments including the **Faculty of Mechanical Engineering, Electrical Engineering and Computer Science, Management**
- Supporting institutions: **Centre for Innovation and Advanced Technologies** and **Lublin Centre for Transfer of Technology**

Mechanics Department

- Four faculties Mechanics and Machine Construction
- Issues regarding drives, plastic metal forming, multi-molecular plastics processing, mechanics, machining and materials science
- The faculty obtained 69 patents and 230 patent applications filed in 2010-2013

Centre for Innovation and Advanced Technologies

- Specialised research in the field of construction and information technology
- Modern building of the Centre – 32 laboratories and a patent research room

Lublin Centre for Transfer of Technology

- Development of cooperation between the Lublin University of Technology and increase of innovation and entrepreneurship of companies
- Member of the Enterprise Europe Network

Success for students from Lublin's University of Technology

- Gold medal at the 24th International Exhibition of Inventions - ITEX 2013 in Kuala Lumpur, Malaysia for "Multilayer microporous tube and the process of its manufacturing"
- Numerous victories and awards in the "Student - Inventor" National Competition



Lublin University of Technology
Centre for Innovation and Advanced Technologies → www.pollub.pl

Mechanics Department → www.wm.pollub.pl
Lublin Centre for the Transfer of Technology → www.lctt.pollub.pl

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 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 specifying grant payment terms.
- The programme is addressed to enterprises who plan to make investments in priority sectors for the Polish economy:

- 1 **Automotive sector**
- 2 Electronic sector and household appliances production 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 2,545) for one newly-created job

Assessment criteria:

- Rate of employees with a university degree
- Location in a poviast with 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 the EU funds
The amount granted to Poland for the years 2014-2020 under the Cohesion Policy
is **EUR 72.9 billion**



1

Smart Development Programme

- **Objective:** support of the implementation of R&D projects carried out jointly by enterprises and the science sector and implement of 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

2

Development of Eastern Poland Programme

- **Objective:** creating conditions for the development of innovative SMEs, increasing the internationalisation of SMEs, supporting 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: Research and development activity (R&D) 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 the Lublin Province
2014-2020

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

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 the two-year 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**



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	<ul style="list-style-type: none"> • 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 Chelm – 6.21 ha 	<ul style="list-style-type: none"> • Sub-zone Puławy – 106.71 ha 	<ul style="list-style-type: none"> • 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
Activity of current investors and preferred industries	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
Additional offer	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



Real property tax exemption

Real property tax rates are determined individually by each commune based on enterprises' 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
- **Enterprises** that have 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 for 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% initial value of assets 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

Municipal Job Centre promotes employment and labour market activation in Lublin; it offers a number of tools to support the creation of jobs, which are 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 involved when 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

The Office of the Marshall of Lubelskie Voivodeship in Lublin supports the development of the region by actively participating in creation of 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

Office of the Marshall of Lubelskie Voivodeship in Lublin

Department of the Economy and Innovation
Trade and Investment Promotion Office
ul. Stefczyka 3
20-151 Lublin

+48 81 537 16 51

dpi@lubelskie.pl

Centre for Services for Investors and Exporters

+48 81 537 16 27

coie@lubelskie.pl

www.lubelskie.coie.gov.pl

Centre for Services for Investors

+48 81 537 16 11

coi@lubelskie.pl

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 and horse-riding paths, 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 (August, 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" ("Other 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)

Restaurants and taverns with regional menus also play an important role in promoting the 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) – 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



Lubelskie
Smakuj życie!

“Commercial Marketing of the Lublin Region”
co-financed by the European Regional
Development Fund under the Regional
Operational Programme for Lubelskie
Voivodeship for the years 2007–2013



**PROGRAM
REGIONALNY**
NARODOWA STRATEGIA SPÓJNOŚCI



WOJEWÓDZTWO
LUBELSKIE

UNIA EUROPEJSKA
EUROPEJSKI FUNDUSZ
ROZWOJU REGIONALNEGO

