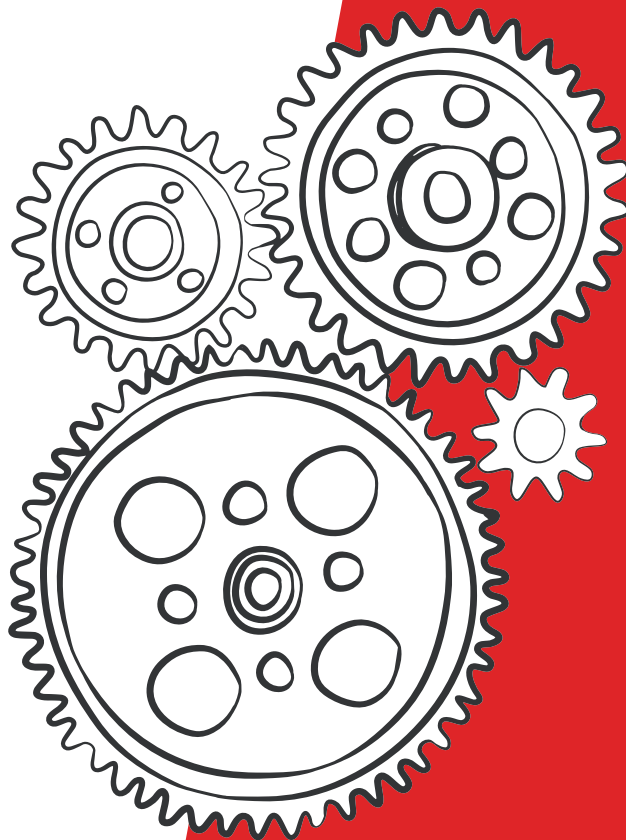


POLISH  
MACHINES  
AND DEVICES  
PROMOTION PROGRAM





ABOUT THE POLISH  
**MACHINES  
AND DEVICES**  
PROMOTION PROGRAM

The activities carried out under the program are aimed at promoting the Machines and Devices industry abroad and mainly include the organization of information and promotion stands at selected industry fairs and conferences. As part of the program, stands will be organized in Russia, Turkey, Vietnam, Germany, and Italy.

The organization of national stands at one of the largest international fairs of a given industry contributes to increasing the recognition of Polish products throughout the world. At the stands, a zone for the organization of B2B meetings will be separated, which will increase the possibility of establishing new contacts with potential contractors.

Micro-, small-, and medium-sized entrepreneurs may receive co-financing of part of the costs related to participation in the program under sub-measure 3.3.3 “Support for SMEs in the promotion of product brands - Go to Brand” of the Smart Growth Operational Program. Support for entrepreneurs is provided by the Polish Agency for Enterprise Development.

**The Polish Machines and Devices Promotion Program was prepared by the Ministry of Economic Development, Labor, and Technology of the Republic of Poland.**

The Polish Machines and Devices Promotion Program is implemented under sub-measure 3.3.2 “Promotion of Polish economy based on Polish brands - Polish Economy Brand – Brand” of the Smart Growth Operational Program.

# POLAND: General information

Poland, with its capital in Warsaw, is located in the central part of Europe and has been a member state of the European Union since 2004. Poland's western neighbor is Germany - the main trade partner, and the largest recipient of Polish exports of machines and devices. Poland's eastern neighbor, Russia, is the largest recipient of Polish exports of machines and devices from outside the European Union.



## FACTS ABOUT POLAND

**312,696 km<sup>2</sup>**

area

**6th in the European Union**

in terms of country size

**38 m**

inhabitants

**5th in the European Union**

in terms of population

**81.8 years**

life expectancy of women in 2019

**74.1 years**

life expectancy of men in 2019

**60.0%**

of people were of working age in 2019

The official language is Polish

# POLAND: 6th largest economy in the EU

According to data from 2020, Poland is the 6th largest economy in the European Union. It shows high dynamics of growth, especially in comparison to the pace of development of the EU economy.

|             | <b>Pace of development of Polish economy</b> | <b>Pace of development of the EU economy</b> |
|-------------|--|--|
| <b>2019</b> | 4.5 %  | 1.5 %  |
| <b>2018</b> | 5.4 %  | 2.0 %  |
| <b>2017</b> | 4.8 %  | 2.6 %  |
| <b>2016</b> | 3.1 %  | 2.0 %  |
| <b>2015</b> | 4.2 %  | 2.3 %  |

The Polish economy has also shown relatively high resistance to the shock caused by the effects of the COVID-19 pandemic - it is one of the economies of the European Union countries whose decline in 2020 was the smallest and which quickly returned to the path of sustainable economic growth.

◆ Exports are one of the main pillars of Poland's economic growth.

◆ In 2019, commodity exports from Poland amounted to EUR 237.5 billion. The average annual growth rate of the value of Polish exports of goods expressed in EUR was 7.2% in 2015-2020.

◆ In the ranking of the world's largest exporters, from the beginning of the 21st century to 2018, Poland moved up 9 places (from 32nd to 23rd place).

# Why is it worth investing in Poland?

## INVESTMENTS IN POLAND

The applicable currency is Polish zloty (~3.80 USD, ~4.30 EUR) (2019)

At the end of 2019, the value of foreign direct investment (FDI) amounted to EUR 209.5 billion. The inflow of FDI in 2019 amounted to EUR 9.7 billion.

*According to the National Bank of Poland*

## POLAND'S STRENGTHS

### An investment-friendly environment

- ◆ 1st among the countries of Central and Eastern Europe in terms of the attractiveness of starting a business
- ◆ Over 40% of the total Gross Domestic Product of Central and Eastern Europe
- ◆ Unlimited access to the EU market with 446 million inhabitants
- ◆ Attractive investment support system

### Highly qualified staff and strong academic environment

- ◆ 23.6 million inhabitants under the age of 55
- ◆ The largest inflow of labor force from countries outside the EU
- ◆ 31% of the population with higher education
- ◆ 1.23 million students
- ◆ 335,000 graduates each year
- ◆ 8 cities with over 50,000 students

### Developed infrastructure

- ◆ 1,250 km of express roads under construction
- ◆ 5th longest motorway network in Europe
- ◆ 45.8 million passengers served at airports annually

# The Polish machines and devices industry

The machines and devices industry is an important part of the Polish industry and exports:

- ◆ It offers a wide range of highly specialized equipment
- ◆ It provides new technologies, excellent quality, and cost-saving solutions
- ◆ It employs highly educated engineering staff
- ◆ It is competitive in terms of price
- ◆ It meets high demand from abroad
- ◆ Exports grew from EUR 15.6 bn (2010) to EUR 26.0 bn (2019)
- ◆ Over 50% of production is intended for export
- ◆ It manufactures machines and devices used in almost all mines around the world
- ◆ It produces machines and devices used in farming under different climatic conditions, soils, and cultivation technologies



# The Polish machines and devices industry in 2019-2021

In March 2021, there was a 16.3% increase in production sold at constant prices in the section of machines and devices compared to March 2020.

Total revenues from sales in the production of machines and devices in 2019 amounted to PLN 51.5 billion.

Electrical equipment production sold at constant prices increased by 57.5% in March 2021, compared to March 2020.

In 2019, the average employment in the production of machines and devices amounted to 139,100 people .

## Financial results of the industry before the COVID-19 pandemic

In the fourth quarter of 2019, the industry's net profit increased by 68% y / y (+ PLN 191 million). This positive result was mainly influenced by the manufacturers of general-purpose machinery, as well as agricultural machinery and machinery for mining and construction.

## The machines and devices industry and the pandemic - circumstances and predictions

Although the net profit in the area of machines and devices production has generally decreased due to the pandemic, there are groups of producers whose results have improved.

With the return of investment in the economy, the industry will return to standard functioning. It is worth noting that due to a certain cyclicity of the machines and devices industry, a large number of companies have experience in operating at various stages of the economic cycle.



# Export in numbers – MACHINES, DEVICES and TRANSPORT EQUIPMENT

**37.2%**

The share of Polish exports comprised of machines, devices, and transport by section of the Standard International Trade Classification (SITC) nomenclature in the period from January to December 2020.

**EUR 90.7 billion**

Total exports of machines, devices, and transport equipment in 2019, including:

## Exports of goods according to the SITC nomenclature in 2019 (in billion EUR)

|  |      |
|--|------|
| → Electrical apparatus, machines, and devices                              | 19.4 |
| → General industrial equipment and machine parts (not elsewhere specified) | 10.2 |
| → Energy machines and devices  | 9.5  |
| → Office machines and automatic data processing equipment                  | 6.3  |
| → Specialist equipment for individual industries                           | 4.0  |
| → Machines and devices for metalworking                                    | 0.6  |

**EUR 70.7 billion**

Exports of machines, devices, and transport equipment to European Union countries in 2019 according to the SITC nomenclature

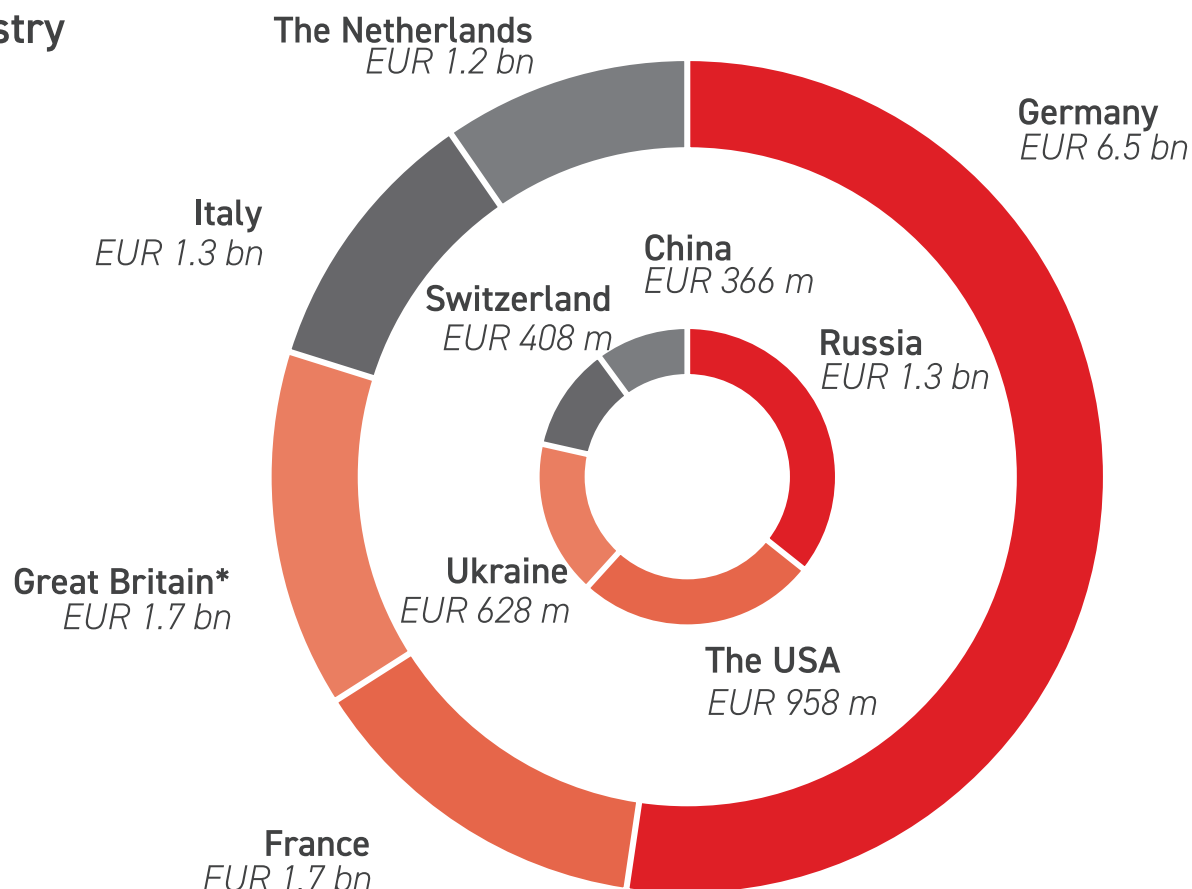
# Constantly growing export potential of the industry

Mechanical machines and devices are one of the 5 largest commodity sections in terms of export value.

The share of exports in the revenues of the Polish machines and equipment industry in 2019 was 55%.

**Exports grew from EUR 15.6 bn (2010) to 26.0 bn (2019) or by 66,7 percent**

## Main directions of exports in the Polish machines and devices industry



\*in the EU until January 2020

## A wide offering of Polish machines and devices

The Polish Machines and Devices industry includes many product categories, which makes it an attractive partner for international cooperation. Among the manufactured, distributed, and exported products there are machines and devices connected with the activity of:

- ◆ manufacture of machinery for mining
- ◆ manufacture of machinery for agriculture and forestry
- ◆ manufacture of machinery for metallurgy
- ◆ manufacture of machinery used for food processing, tobacco, and beverage production
- ◆ manufacture of machinery for the clothing, textile, and leather industries
- ◆ manufacture of machinery for the paper industry
- ◆ manufacture of office machines and devices
- ◆ manufacture of electric lighting equipment
- ◆ manufacture of devices
- ◆ manufacture of measuring, control, and navigation instruments and devices
- ◆ extraction of decorative stones and stone for the construction industry
- ◆ extraction of gravel and sand
- ◆ extraction of minerals for the chemical industry
- ◆ and others



# The Polish agricultural machinery industry - data and changes

## Advantages of the industry

- ◆ In Poland, almost all types of machines, devices, and tools used in plant and livestock production, as well as in the storage and processing of agricultural products (except for self-propelled machines) are manufactured
- ◆ 75-80% of ploughs and sprayers available in Poland are of domestic production. This confirms the great reputation of this equipment among its users

Polish machines and equipment used in the food industry and animal husbandry are exported to many countries and areas with different climatic, soils, and technological conditions.

The Polish sector of agricultural machines and devices achieves high results, being placed among the European leaders in terms of sales and showing good prognosis for the future.

## Most important facts of 2020

- ◆ Comparing the period from January to September 2020 with the same period in 2019, the sales of agricultural tractors in Poland increased by 20.7%.
- ◆ From January to September 2020, compared to the same period in 2019, there was a 28% increase in the sales of agricultural trailers in Poland.



# The Polish agricultural machines industry – forecast

## Forecast for the agricultural machines and devices industry

According to a study conducted by the Polish Chamber of Commerce of Agricultural Machines and Facilities from September-October 2020, over 31% of respondents perceived the future of the economic situation of the industry positively, believing that it will “definitely improve” or “likely improve”.

## Investment plans within the industry

Relatively good sentiments are also visible in terms of planned investments among the representatives of the agricultural machines and devices industry. Despite the COVID-19 pandemic, over 41% of the respondents planned significant or small investments in the industry in the coming months. The investment plans of Polish farmers, 20% of whom intend to buy new agricultural machinery, may also affect the situation of the industry.



# Polish mining equipment - quality and reputation

## Production of mining equipment in Poland

The highly developed mining sector in Poland fostered the development of mining equipment manufacturers, who have accumulated extensive experience.

About 200 entities are registered in the Polish mining equipment manufacturers sector. Nearly 80% of the employees work in large and medium-sized companies.

The Polish mining equipment sector is characterized by great diversity.

Permanent production includes:

- ◆ machines for the extraction of mineral resources
- ◆ powered support sections
- ◆ (belt and scraper) conveyors
- ◆ machines for transporting people and materials
- ◆ safety devices
- ◆ drilling equipment
- ◆ electric cables
- ◆ transformers
- ◆ pumps
- ◆ workwear

*Polish brands are recognized throughout the world and appreciated for their high quality.*

# Export of mining equipment from Poland

The main destination of machines and mining equipment are:

|            |                   |
|------------|-------------------|
| Germany    | India             |
| Russia     | Canada            |
| China      | The United States |
| Mongolia   | Argentina         |
| Kazakhstan | Colombia          |
| Australia  | Ecuador           |
| Indonesia  | Congo             |



Vietnam (future market)

Polish manufacturers of mining equipment are recognizable on all continents, where mineral and energy resources are extracted by opencast, borehole, and underground methods.

# Manufacturers of Machines and Devices - attractive business partners

The Machines and Devices Industry, thanks to its diversity and business culture, has many benefits to offer to international partners and contractors.

The success of this industry is due to several factors. One of them is the fact that Poland has a long tradition in the production of machines and devices. In addition, we have a high level of technical universities, education, as well as the creativity of Polish engineers. The industry is able to offer original and innovative technical solutions.

Even in more demanding periods, such as those related to the coronavirus pandemic, the Polish market remains active. Polish entrepreneurs take constant actions and look for new solutions that will answer the needs of their customers the best.

Economic, geographical and cultural factors create the strength of Polish industry.



*You can rely on the quality and development potential of our industry*

*Grow your business with Polish manufacturers of Machines and Devices*





POLISH  
MACHINES  
AND DEVICES  
BRANDS



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The logo for aco consists of the lowercase letters "aco" in a bold, rounded, magenta font. The letters are closely spaced and have a clean, modern appearance.

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intelligence, Big Data

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Specialization:  
telecommunication

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The logo for Coffed features the word "coffed" in a bold, lowercase, sans-serif font. The letter "f" is colored red, while the remaining letters "c", "o", "e", and "d" are black.

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**INVENTOR Joński Jan**

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aluminum die-casting,  
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devices

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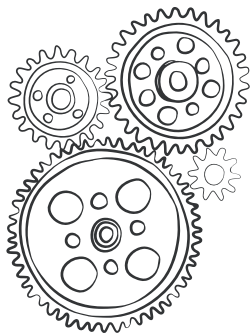
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