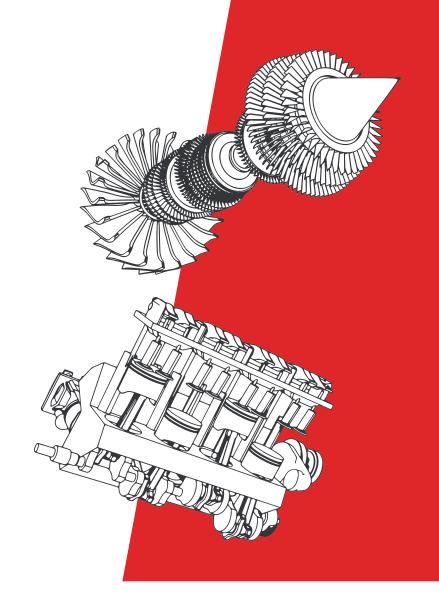
POLISH AUTOMOTIVE AND AVIATION PARTS

PROMOTION PROGRAM





ABOUT THE POLISH AUTOMOTIVE AND AVIATION PARTS

PROMOTION PROGRAM

The activities carried out under the program are aimed at promoting the Auto and Aviation Parts industry abroad and primarily include the organization of information and promotion stands at selected industry fairs and conferences. The stands will be organized in Germany, the USA, France, China, the UK and Russia.

The promotion program for the Auto and Aviation Parts industry was prepared by the Ministry of Economic Development, Labour and Technology of the Republic of Poland.

The organization of national stands at one of the largest international fair events in a given industry will contribute to increasing the recognition of Polish products around the world. At the stands, a zone for B2B meetings will be set apart, which will increase the possibility of establishing new contacts with potential contractors.

Micro, small- and medium-sized entrepreneurs may receive partial funding for the costs related to participation in the program under sub-measure 3.3.3 "Support for SMEs in promoting product brands – Go to Brand" Smart Growth Operational Programme. Support for entrepreneurs is provided by the Polish Agency for Enterprise Development.

The program is implemented under sub-measure 3.3.2 "Promotion of the economy based on Polish product brands – Polish Economy Brand" Smart Growth Operational Programme.

Poland's place in the automotive industry

- Poland was the 3rd largest manufacturer of cars in Central and Eastern Europe in 2019.
- The automotive industry is Poland's 2nd largest.
- The Polish automotive industry is of significant importance for the domestic economy as it has recorded a considerable increase CAGR + 6.5%.

Polish production of motor vehicles, trailers and semi-trailers in 2019

EUR 34.3 bn

Value of marketed production

EUR 2.28 bn

Total investment

659

Number of entities operating during the year

203,000

Average employment

EUR 27 bn

Value of export

EUR 913 m

The value of FDI in Poland

The Polish automotive industry is the largest in Central and Eastern Europe regarding the production of cars, as well as parts and automotive accessories.

2nd place in the regional production of sub-assemblies

The production of sub-assemblies, parts and accessories, apart from vehicles, remains a key segment of the Polish automotive industry. Its stable condition, investments and reinvestments drive the ongoing increase in production.

Poland ranks 2nd among regional producers of sub-assemblies, parts and accessories – including the broad segment of automotive sub-assemblies such as:

- tires
- automotive glass
- engines
- car electronics

Growing exports from Poland

Exports of automotive sub-assemblies, parts and accessories (billions of EUR)

	Poland
2016	19.7
2017	21.1
2018	22.3
2019	23.1



Polish tires market – 3rd and 6th in Europe

50 m

tires produced in Poland in 2019

Poland is the 3rd largest producer of winter tires in Europe, right after Germany and Italy.

At the same time it ranks 6th in terms of production of car and motorbike tires in Europe.

Sales increases in 2019

- The Polish market has witnessed a positive trend of increasing sales of premium tires.
- Similar to previous years, a sharp increase has been observed in the segment of tires for SUVs, which grew 11% per year, amounting to 11m tires.
- A slight upward trend has also been noticed in the segment of motorbike tires their sales increased by 10% in 2019. This was due to the growing popularity of motorbikes. Other categories of products experienced the following increases:
 - → over 16% hypersport motorbike tires
 - → over 14% tires for motor scooters
 - → 9% tires for touring motorbikes
 - → 3% off-road tires



Production of vehicle bodies, trailers and semi-trailers in Poland

sales recorded in 2019
by producers of vehicle bodies employing at least 49 people

over EUR 130 m

value of the market for chassis for heavy trucks with GVM over 3.5 tones

6.2%

increase of average employment in entities employing at least 49 people, in 2019

11,500 people

working in entities employing at least 49 people in 2019

- manufacturing of vehicle bodies is highly important for the society. Polish companies produce ambulances, fire engines and garbage trucks.

EUR 870 m

annual value of the Polish market of semi-trailers

- the Polish market of trailers and semi-trailers is most prominent in terms of value. 20,500 semi-trailers were sold in 2019.

Polish market of cars, vans and trucks

Largest facilities manufacturing cars in Poland by production

- 1. Volkswagen Poznań 266,100 cars produced in 2019 (43% of domestic production)
- 2. Fiat Chrysler Automobiles Poland 263,200 cars produced in 2019
- 3. Opel Manufacturing Poland 92,500 cars produced in 2019

Production of trucks in 2016-2019

Production of trucks, vans and semi-trailer trucks

12.4%

share of trucks and vans in overall use of motor vehicles in 2019

	Poland
2016	122,000
2017	169,778
2018	202,148
2019	207,802 2.8% increase y/y



Polish buses in the world

Increasing production of buses manufactured in Poland

5,670

number of buses produced in Poland with GVW above 8 tons in 2019 (increase of 24.5% y/y)

Number of buses capable of carrying at least 10 people produced in Poland

2016	5,234
2017	5,251
2018	5,987
2019	7,358
2019 increase v/v	22%

Exports of buses from Poland

Largest importers of buses produced in Poland in 2019:

• Germany: 17.4% – 989 buses

• Norway: 16.6% – 940 buses

• Saudi Arabia: 9.4% – 532 buses

Chassis for buses and coaches produced in Poland are exported to Taiwan, Mexico, Singapore, Spain and Israel, among other destinations.

Electric buses

- Poland ranks 5th in the EU

Poland is the 5th largest producer of electric buses in the European Union.

The largest manufacturer of electric buses

Solaris Bus & Coach founded in Poland

Bus of the Year 2017

Electric bus produced in Poland

The first mass produced hybrid bus launched into



the European market

Polish hydrogen bus

The hydrogen bus manufactured in Poland, which had its premiere in 2019 in Stockholm during the **UITP Global Public Transport** Summit, is also used on European roads. The Netherlands, Germany, Italy and Austria are interested in Polish buses.



Effective cooperation with Polish partners

Huge opportunities for cooperation with Polish companies operating in the automotive industry stem from:

- cooperative capabilities
- presence of over 660 sub-suppliers with an IATF 16949:2016 certificate
- development of e-mobility and financial relief programs, funding schemes and infrastructure leading to new business opportunities
- attractive system of investment incentives in the form of direct cash support or tax reliefs
- competitive operational costs
- R&D and high quality of education

Among all Central European countries Poland has the largest working age population with sound medium- and high-level technical education. Its large pool of talent and attractive investment prospects make the country a perfect place for successful business cooperation.

The potential of its automotive industry, stemming from the above-mentioned factors, translates directly into good financial opportunities and quality performance of companies investing in Poland.

Polish aviation industry – data and strengths The Polish aviation industry – facts and numbers



What is extraordinary about the Polish aviation and aerospace industry:

- years of history a 100 year-long history of aviation and an 80 year-long history of industry
- well-developed network of sub-suppliers and partners
- quality of offered products recognized by the global community
- competitive production and work costs
- highly skilled employees
- well-developed education system, both academic and vocational
- constantly improving opportunities for training and education
- increasing willingness of companies to invest in R&D
- presence of aviation clusters
- Polish Space Agency founded in 2014

The Polish aviation industry includes production, as well as research and development, employing highly qualified specialists.

80 years of the aviation industry and 100 years of aviation

One of the most valuable assets of the Polish aviation industry is its 100-year history of aviation and 80-year history of the aviation industry

- Poland can boast influential scientific, academic and engineering organizations, which have contributed to the development of the sector.
- Its rapid development was boosted by cooperation with foreign entities and foreign direct investments.

Poland's place in the European aviation industry

Poland's significant share in the European aviation industry is manifested in the production of fuselages and components, the quality of which is appreciated all over the world.

The reputation of the Polish aviation industry is a product of a long-lasting tradition of training pilots who achieve the highest scores in aircraft competitions.



World-renowned quality of Polish products

The manufacturing capabilities of Polish companies operating in the sector result predominantly from the quality of offered products, deriving from expertise in materials processing, casting, mechanics and electronics.



Polish companies produce, among other, items:

- aircraft engines and engine control units
- helicopters
- trainer aircraft
- ultralight and unmanned aircraft
- agricultural aircraft, business jets
- gliders
- sub-assemblies (aluminium, composites, GFRP)
- accessories

Thanks to competitive labor costs, Poland is an attractive business partner for international entities.

Pro-export qualities of the Polish aviation industry

The Polish aviation industry boasts a broad offer of technologically advanced aircraft products for export. At least one component produced in Poland can be found in almost every passenger aircraft in the world.

Value of goods exported by the Polish aviation industry in 2019:

EUR 1.1 bn

Value of exports in current prices – aircraft, spacecraft, and parts thereof, 2019

Main importers of products manufactured by Polish companies operating in the aviation industry:

Germany, USA, Italy, Canada, South Korea, Ukraine, Russia, France, Iceland, Saudi Arabia

This factor significantly contributes to the development of the Polish economy, mostly because of highly advanced technologies utilized in services related to the aviation industry.

Innovations in the aviation industry are adopted by other industries, boosting their development. Some of them are implemented in:

- the energy sector conventional and wind turbines
- the automotive industry the use of composites
- the space industry jet engines

Aviation industry – best-selling Polish exports

M18 Dromader

an agricultural aircraft used predominantly by fire brigades. It was preceded by the later remodeled US-made S-2R. The Dromader efficiently sprays water over fires and chemicals over farming land and it can carry up to 1,850 kilograms of load.



5338

"Sokół"

a medium-size multipurpose helicopter. For over 25 years it has been mass produced by PZL Świdnik and it sells well to this day. Over 150 aircraft of this type are used in 12 countries in both military and civil aviation. There are more than a dozen versions of "Sokół" used in battlefields, cyber warfare, search missions, transportation, police forces, anti-submarine activities, and many other purposes.

Black Hawk

one of the best known helicopters in the world. For more than 40 years this multipurpose helicopter has been used in dozens of armies all over the world. Since it was launched into the market its construction has been modernized and modified and it is continually updated. Its modifications gave rise to the S-70i produced in Poland.



Aviation Valley and Polish aviation clusters

Aviation clusters are a valuable asset of the Polish aeronautics industry

Well-developed industry in the Aviation Valley

Subcarpathia and the Aviation Valley are the hallmarks of the Polish aviation industry. The region is responsible for 90% of output of the entire industry.

The Aviation Valley is renowned for its capabilities in the aviation industry, as well as pilot training centres.

- → It is Poland's largest hub of companies operating in the aviation industry and scientific research centers.
- One of its advantages is its well-developed educational and training base.

Other clusters in Poland

Other aviation and space clusters include:

Silesian Aviation Cluster – a group of several dozen entities, including universities and institutions closely cooperating with businesses

Wielkopolska Aerospace Cluster – an association of six companies producing sub-assemblies for the aviation industry, employing almost 2,500 people

Lower Silesia Aviation Cluster – established under the auspices of the Minister of Economics in 2014 in response to the growing role of the aviation industry in south-eastern Poland

Lublin Aviation Cluster – an association of a number of manufacturers operating in the aircraft, metallurgy, chemical and plastics industries

National Centre for Space and Satellite Engineering

around 80%

of facilities are located in the Aviation Valley in south-eastern Poland – the largest cluster in this part of Europe

Rapid development of the drone industry in Poland

According to estimates, in the ten years between 2018 and 2028 the value of the drone market in Poland might increase to almost EUR 2.2 bn (comparing to EUR 43.9 m in 2016). This is due to legislation supporting the development of this sector and encouraging stakeholders to test drones in Poland.

Such dynamic development of drone manufacturers boosted the spike in demand for training for operators of unmanned aircraft. Its current value is estimated to be at least EUR 3 m.

Poland is one of Europe's leaders in terms of the number of professional drone operators. The sharpest surge in the number of operators was observed between 2013 and 2016 when the number of licenses issued by the Civil Aviation Authority rose from 6 in 2013 to over 3,500 in 2016.



Prospects for further development of the aviation industry in Poland

Recent years have seen a tremendous transformation of Polish companies operating in the aviation industry. The changes yielded fruit in such forms as:

- state-of-the art, automated production lines
- a larger number of R&D centers developing innovative technologies

A technological leap is predicted to take place in the near future, while at the moment many Polish companies are:

- developing technologies for 3D printing of components including metal ones
- implementing new solutions for engines and aircraft transmission gears
- developing software allowing one to operate engines

The Polish aviation industry is synonymous with long-standing tradition, advancement, quality and high competence.

Start cooperating with trusted partners from Polish companies.



AUTOMOTIVE AND AVIATION PARTS BRANDS



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