

POLISH CHAMBER OF COMMERCE

**Witold Karczewski**

Vice President

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POLISH - BULGARIAN BUSINESS FORUM

Sofia

17<sup>th</sup> May, 2017

# BEFORE EVERYTHING STARTS...



Rezerwa M-II	Mięso 600 g 1989-8	Mięso 500 g 1989-8	Mięso 500 g 1989-8	Mięso 300 g 1989-8
Wol. Ciel. z kością 700 g 1989-8	A 5917063		Mięso 300 g 1989-8	Mięso 300 g 1989-8
Wol. Ciel. z kością 300 g 1989-8	nazwisko i imię		Mięso 300 g 1989-8	Mięso 300 g 1989-8
Rezerwa 5 1989-8	adres		Mięso 100 g 1989-8	Mięso 100 g 1989-8
Rezerwa 5 1989-8	Mięso 100 g 1989-8	Mięso 100 g 1989-8	Mięso 300 g 1989-8	Mięso 300 g 1989-8



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## HARD BEGINNINGS

**in 1988, operated 572 000 small private entrepreneurs:**

- craftsmens - 388 000
- taxi drivers, private transport - 123 000
- trade and catering - 53 000
- service centers - 7000





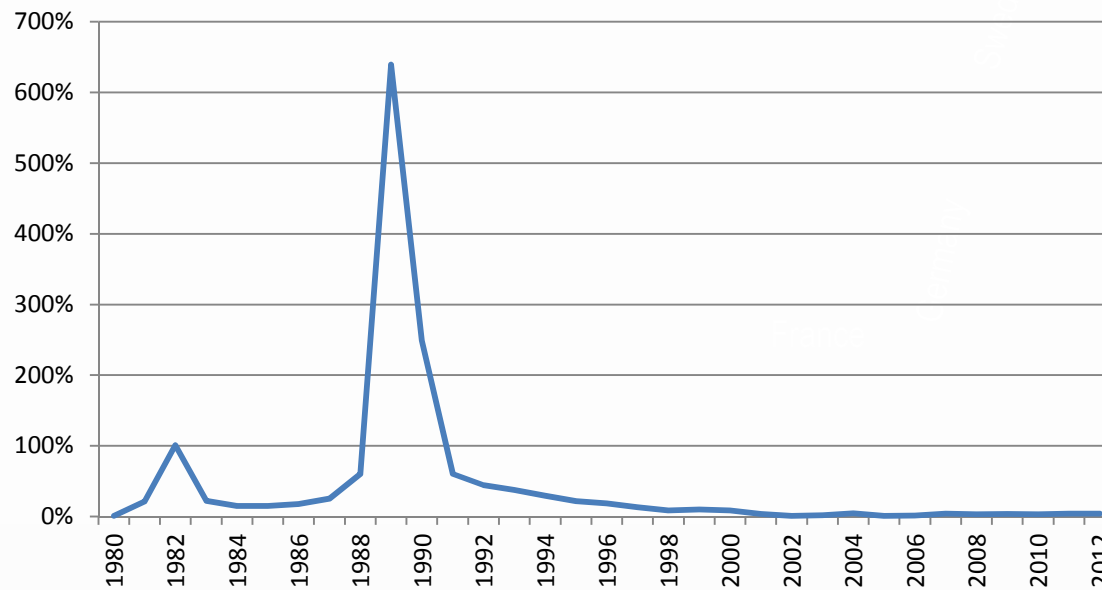
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## BREAKING POINT

# ECONOMIC PLAN by LESZEK BALCEROWICZ

*„We need to end the false game, where people pretend to work and the state pretends to pay”*

Leszek Balcerowicz



goals:

- economic stability
- elimination of hiperinflation



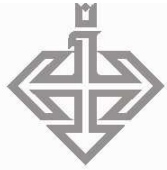
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AND NOW...



We foster entrepreneurship

[www.en.kig.pl](http://www.en.kig.pl)



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## POLAND – general information

Population

**37 967 209**

Area

**312,679 km<sup>2</sup>**

Gross Domestic Product (GDP 2015)

**467,5 billion EUR**  
**24<sup>th</sup> in the world**

Economic growth

**+ 2,9 %**





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## POLAND in the world

Poland is a member of:

- European Union



- OECD



- WTO



- NATO





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## GDP growth in Poland

### GDP growth 2004-2016 (%)



SOURCE: WWW.TRADINGECONOMICS.COM | CENTRAL STATISTICAL OFFICE OF POLAND (GUS)

**GDP in 2017\* – 3%**

\* Forecast

Source: <http://www.worldbank.org>





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## GDP per capita in Poland

GDP per capita 2006-2015 (USD)



\* Forecast

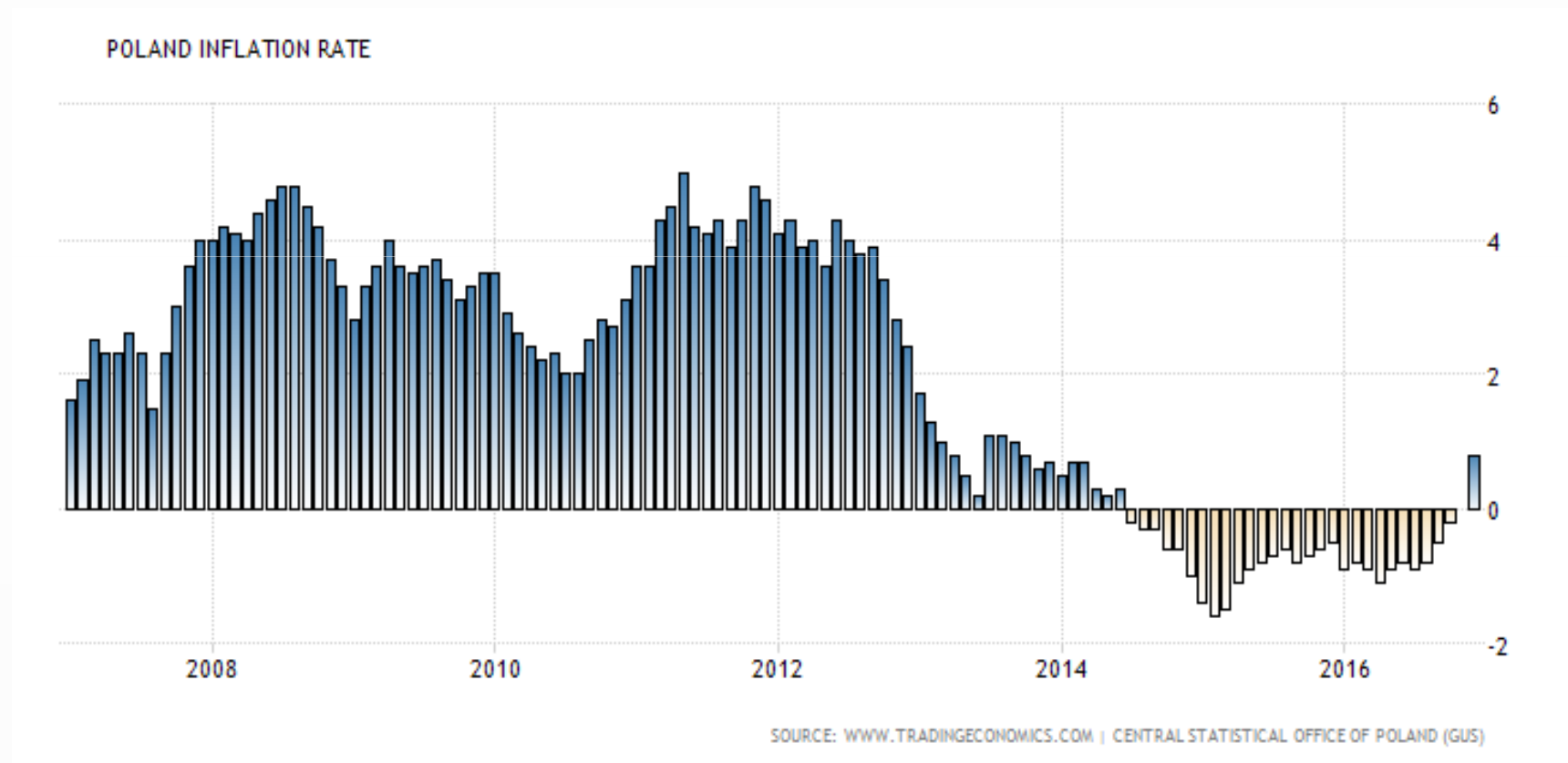
Source: <http://www.worldbank.org>

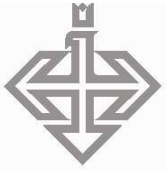


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# Inflation in Poland

## Rate of inflation 2004-2016 (%)





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# Unemployment in Poland

## Rate of unemployment 2004-2016 (%)

POLAND UNEMPLOYMENT RATE



SOURCE: WWW.TRADINGECONOMICS.COM | CENTRAL STATISTICAL OFFICE OF POLAND (GUS)



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## Trade 2004-2016

### Polish export, import and trade balance 2004-2016 (Bln EUR)

POLAND BALANCE OF TRADE



SOURCE: WWW.TRADINGECONOMICS.COM | CENTRAL STATISTICAL OFFICE OF POLAND (GUS)



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# Investments



Source: The National Bank of Poland

Foreign Direct Investments (FDI in Poland)

**171,7 bln EUR**



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## Export & Import – TOP 5

### TOP 5 export products

- Electromachines and chemical industry (>30%)
- Food products (11,7%)
- Car spars (4,8%)
- Cars( 4,5%)
- Video display hardware (2,5%)

- Crude oil (8,9%)
- Car spars (3,1%)
- Cars (2,6%)
- Packed pharmaceuticals (2,4%)
- Refined petrol (1,8%)

### TOP 5 import products

## Top Polish Exporters (2015):



Remontowa Holding S.A.  
(Ship construction)



LPP S.A.  
(Clothing)



Forte S.A.  
(Furniture)



KGHM Polska Miedz  
(Mining)



Amica S.A.  
(Household goods)



Sawex Food  
(Food)



Asseco Poland S.A.  
(IT)



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## Destinations of export & import – TOP 5

### TOP 5 export destinations

- Germany 24%
- Great Britain 6,5%
- France 6,1%
- Italy 5,8%
- Czech Republic 5,6%

- Germany 23%
- Russia 10%
- China 8,3%
- Italy 5,5%
- France 4,2

### TOP 5 import destinations

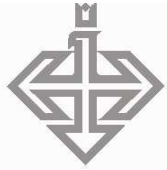


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## Polish Chamber of Commerce

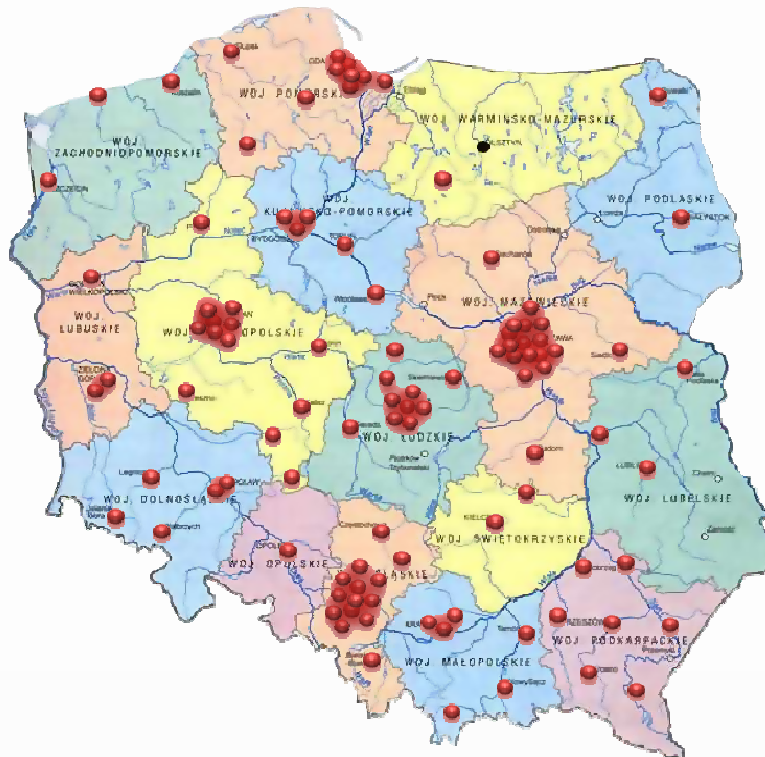
- ↻ **Established in 1990**
- ↻ **Based on private law (Private Law Chamber)**
- ↻ **Member of EUROCHAMBRES in Brussels**
- ↻ **Member of ICC in Paris**
- ↻ **Cooperation agreement with more than 100 countries**









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## Polish Chamber of Commerce



-  60 – regional chambers
-  66 – sectoral chambers
-  20 – bilateral chambers
-  9 – other entities

**TOTAL:  
155 members**



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## Polish Chamber of Commerce – Activities

- ❖ Creation and evaluation of economic policy in Poland
- ❖ International relations and promotion
- ❖ Conferences, forums, seminars
- ❖ Trade arbitration
- ❖ Services, for example: documents legislations, courses, publications
- ❖ Special projects
- ❖ EU funded projects
- ❖ Networking





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## Polish Chamber of Commerce Best practices

- ↔ Polish Quality Award System (in frame of EFQM)
- ↔ Business Fair Play Competition
- ↔ Code of Business Ethics
- ↔ Anticorruption procedures
- ↔ Business friendly local administration
- ↔ SME's friendly bank – competition





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## Foreign Relations Department

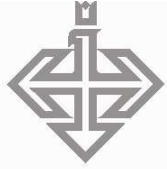
### **PCC international cooperation:**

We are hosting **60** foreign delegations annually

We are organizing **30** business missions to approx. **25** countries

We are participating in international fairs and events

We are providing pro-export services and partner matching services for Polish and Foreign companies



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## Foreign Relations Department

### Business missions organized in 2016:

- India
- Iran
- Croatia
- Burma
- Thailand
- Senegal
- Algeria
- Belgium
- Saudi Arabia
- Romania
- Zambia
- Taiwan
- Angola
- Morocco
- Egypt
- Indonesia
- Algeria



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## Foreign Relations Department chosen events of 2016



2016-01-28 Polish-Croatian Business Forum



2016-02-13/18 Business mission to India



2016-02-24 Central America Business Forum



2016-03-04/09 Business mission to India



2016-04-01 Polish-Lesotho Business Forum



2016-04-05 Polish-Lithuanian Business Forum



2016-05-29 Business mission to Algeria



2016-07-25/27 Business mission to Senegal



2016-09-27 Polish-Turkish Business Forum



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innovative  
economy  
congress



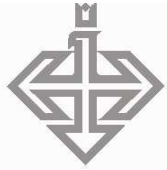


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# young & innovative young entrepreneurs forum







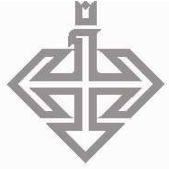
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## New initiative - Commercial Counsellors Club

Established in May 2014 at Polish Chamber of Commerce the Commercial Counsellors Club brings together accredited in Poland foreign diplomats responsible for economic issues.



After a series of meetings in the capital city devoted to the economy we organise meetings in several regions of Poland with regional authorities and selected Polish companies with potential to compete on foreign markets.



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**THANK YOU FOR YOUR ATTENTION**

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