



Polish Investment  
& Trade Agency  
PFR Group

# THE BIOTECHNOLOGY, NANOTECHNOLOGY AND PHARMACEUTICAL SECTOR

**Poland.** Business Forward





**Poland is an internationally acclaimed destination for:**

**Pristine nature**

A top 10 country to visit according to Lonely Planet

**A place where East meets West**

Dynamic business hub at the heart of Europe

**Vibrant food scene**

Warsaw among Top 10 Vegan-Friendly Cities in the World

**Great cities**

Wrocław – most business friendly medium – sized European city (2022)  
Kraków – a TOP 25 Travellers’ Choice 2022  
Łódź – in the „Best of the World 2022” List by National Geographic

**Attractive place for expats**

Young, increasingly international society, with a very high level of English proficiency

**Rich history**

Vast legacy of bravery and resilience





WHY  
POLAND



FACTS ABOUT THE  
POLISH BIOTECH,  
NANOTECH &  
PHARMA SECTOR



WHAT MAKES  
US DIFFERENT



DID YOU KNOW  
THAT



SUPPORT  
INSTITUTIONS



HOW WE CAN  
HELP YOU

## Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

## Superb market share

40% of the region's total GDP and a gateway to the wider EU market

## Large, high-quality talent pool

300k+ of well-educated graduates annually

## Resilient economy

Max score for Macroeconomic Stability in the Global Competitiveness

Almost 30 years of continuous growth

Almost 10 years of stable growth in foreign trade turnover

## Transparent

Regional leader in the Transparency International Corruption Index

## FDI magnet

2nd in the EU, 5th in the world in terms of value of new greenfield projects (2020)

One third of all FDI stock in the region

## Top-notch infrastructure

1st in CEE in Airport Connectivity & Quality of Road Infrastructure  
(Global Competitiveness Report)

## Ratings remain high despite the turbulent Times

Moody's: A2, S&P: A-, Fitch: A-, as of the first half of 2022

## Competitive, well-developed cities

European Cities of the Future (fDi Intelligence)

Warsaw: 7th position (ahead of Berlin and Stockholm)

Kraków: 2nd in EU in Business Friendliness among Large Cities



# FACTS ABOUT THE POLISH BIOTECH, NANOTECH & PHARMA SECTOR



The Polish BioTech sector spent 1,220 mln PLN on R&D in 2020, with 3,911 people employed in the sector, of which 1,964 were involved in biotech research



A 0.2 % year-on-year increase in internal expenditure on R&D in the field of biotechnology (3.4% of all GERD expenditure in Poland) in 2020



In 2019, pharmaceutical and biotechnological exports increased by 11% compared to the previous year, and this growth was twice as fast as Poland's total growth of export



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More than 38 higher education institutions in Poland provide biotech-related degrees  
1st in CEE - Number of graduates with biopharma-related degrees  
5th in Europe - Number of graduates with biopharma-related degrees

Sources:

Statistics Poland

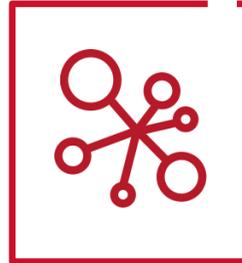
The biotechnology sector in Poland: overview for investors and industries [http://www.bioforum.pl/files/The\\_biotechnology\\_sector\\_in\\_Poland.pdf](http://www.bioforum.pl/files/The_biotechnology_sector_in_Poland.pdf)

Panorama rynku biotech w Unii Europejskiej: najważniejsi gracze, otoczenie rynku, perspektywy rozwoju. Grudzień 2020.

# WHAT MAKES US DIFFERENT

## DIVERSIFICATION

The largest Polish biotechnology companies specialise in producing biosimilars and generics, but also create new drugs



## TALENT POOL

Poland is home to world class pharmaceutical specialists and a large pool of talented scientists. This being one of the country's key assets when attracting foreign investors from the medical, biotech and pharma sector

## STRONG COOPERATION

Polish companies actively participate in international events (CPhI, BioConvention) and co-created BioForum ([www.cebioforum.com](http://www.cebioforum.com)) – a Central European cooperation platform for biotech and pharma companies



## DYNAMIC GROWTH

The Polish biotechnology and pharmaceutical industries are experiencing one of the most significant economic growths among European Countries

## EDUCATION AND R&D FACILITIES

More than 38 Polish institutes of higher education offer courses in biotechnology, medical biotechnology, molecular biotechnology, environmental biotechnology, and other biology-related studies (among them 30 at PhD level) Research facilities constitute a network of more than 110 scientific institutions



## R&D TRADITION

BioTech sector in Poland benefits from a long tradition of academic R&D in the field of life sciences, in particular pharmacy, zoology, botany, veterinary sciences, and chemistry

# DID YOU KNOW THAT



Using its position, know-how and infrastructure developed as the chief designated supplier for the countries of the former Soviet block, Poland after the fall of communism quickly became a dynamic pioneer of modern biotechnological solutions.

The largest number of biotech companies are located in the Polish capital. Warszawa is where Bioton, Celther Polska, Celon Pharma, Adamed, and other major Polish pharmaceutical companies have their headquarters. Biotech companies and research institutes have generally located their activities in one of the 6 mature biotech clusters (which can be found in Warszawa, Łódź, the Tri-City (Gdańsk, Sopot and Gdynia), Kraków, Wrocław, Poznań).

The Polish company Adamed, is one of the largest Polish innovators as reflected by the sheer number of their patent applications. According to the EPO Patent Index, Adamed is at the forefront of Polish applicants. The company in total owns almost 200 patents in most countries of the world.

Sources:

The biotechnology sector in Poland: overview for investors and industries [http://www.bioforum.pl/files/The\\_biotechnology\\_sector\\_in\\_Poland.pdf](http://www.bioforum.pl/files/The_biotechnology_sector_in_Poland.pdf)

# SUPPORT INSTITUTIONS

## The Polish Biochemical Society

A member of the Federation of European Biochemical Societies (FEBS), the European Federation of Biotechnology (the Society's Biotechnology Interest Group), the International Bioenergetics Group (IUBMB / IUPAB), and European Society for the Study of Purine and Pyrimidine Metabolism in Man (European Purine Club). It aims to promote and support all aspects of Biochemistry in Poland..



## The Employers' Union of Innovative Pharmaceutical Companies INFARMA

The Employers' Union of Innovative Pharmaceutical Companies, INFARMA, represents 25 leading companies in the pharmaceutical sector operating in Poland that conduct research & development and produce innovative drugs. INFARMA is a member of EFPIA, the Employers of Poland, and the Polish Chamber of Commerce.



# The Polish Investment and Trade Agency

The Polish Investment and Trade Agency's (PAIH) mission as a Government Agency is:

- To enable small- and medium-sized companies to reach their full potential in exporting their products and services around the world
- To support potential investors in Poland by providing comprehensive and up-to-date information services regarding legal and tax aspects, location and human capital, as well as on the available financial incentives
- To promote 'Poland as a Brand'

## How we can help

PAIH's experienced team of experts with a hands-on approach and excellent understanding of the needs of entrepreneurs will ensure that your projects will move as fast and smooth as possible.



**Information packs**  
macroeconomic, HR,  
legal, sectoral data



**Analysis  
of export  
potential**



**Preparing  
information  
packs**



**Verifying  
business  
partners**



**Organising  
business  
missions**



**Preparing lists  
of possible  
business partners**



**Organising  
B2B meetings**



**Support in contacts  
with Government  
Agencies**

# Contact us

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Strategy and Business Promotion Department,  
September, 2022



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