

25 April 2023
Ulaanbaatar

Polish-Mongolian Business Forum



Catalogue of Polish Companies

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Published by the Polish Investment and Trade Agency

Warsaw, 2023

Why Poland?



Largest inflow of foreign workers from outside the EU

THE CEE's REGIONAL LEADER

5th
population

in the
EUROPEAN UNION

37+
mln

CITIZENS

~59
%

of the population at
WORKING AGE

~9.6
mln

Poles under the
AGE OF 25

504+
thousand

**PERMITS
ISSUED FOR
EMPLOYMENT**

Statistics Poland

STABLE AND STRONG ECONOMY



6th largest economy

Poland is the sixth largest economy in the European Union, closely behind Germany, France, Italy, Spain and the Netherlands



Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019



Resilient economy

Max score for Macroeconomic Stability in the Global Competitiveness Report
Almost 30 years of continuous growth
Almost 10 years of stable growth in foreign trade turnover



Transparent business environment

Regional leader in the Transparency International Corruption Perceptions Index



Ratings remain high despite turbulent times

Moody's: A2 | S&P.: A- | Fitch: A- (as of the first half of 2022)

RESISTANT TO CRISIS

Poland has only experienced a recession once since 1989 – in 2001 – and that one lasted just a few months. It was thanks to a diversified and competitive economy that Poland's GDP growth remained strong – even through the financial crisis of 2008.

Despite turbulence in international markets, Poland's economy is doing well. According to estimates, Poland's GDP in 2022 was almost 5% higher in real terms compared to 2021.

MACROECONOMIC CERTAINTY

Poland is considered to be one of the most economically stable and fastest developing countries in the world.

GDP PER CAPITA (current prices, PPP)



GDP Growth 2013-2022 (current prices) (CAGR - compound annual growth rate)



According to International Monetary Fund

Unemployment



According to International Monetary Fund

PUBLIC GROSS DEBT



According to International Monetary Fund

LARGE, HIGH-QUALITY TALENT POOL

300k+ of well-educated graduates annually

We have more than 1.21 million students in Poland, making us the largest hub in the CEE region in this regard. Universities are spread all over Poland. In addition, ¼ of students choose science and technical majors, which gives wide access to a pool of well-educated professionals.



23.1%

of total Poland's population -
persons with higher education
(comparing with 2011 data:
17,1%)

BANKING SECTOR - STRONGLY SUPPORTING THE ECONOMY

The banking sector in Poland plays a key role in supporting the country's economy and building its financial stability. This can be seen from various economic indicators that show the positive impact of the banking sector on Poland's economic development. Banks in Poland work to ensure the liquidity of the financial system, as well as provide loans in times of crisis, which provides support to both businesses and households.

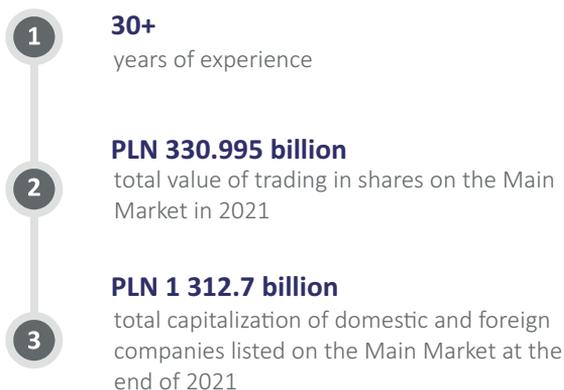
In addition, the banking sector in Poland generates profits that feed the state budget. The banking sector's net profit in 2022 amounted to PLN 13.1 billion, according to the National Bank of Poland, which translates into revenue for the state budget from capital gains tax.

The banking sector in Poland stimulates the development of innovation and entrepreneurship. Banks provide financing for startups and other companies that invest in innovation and develop new technologies. The banking sector is considered one of the most important financial partners for Polish startups.

The Export Credits Insurance Corporation (KUKE) offers solutions to help entrepreneurs safely develop business domestically and internationally, including hedging the risk of counterparty insolvency.

WARSAW STOCK EXCHANGE (GPW)

The largest financial instruments exchange in the Central and Eastern Europe region. One of the most recognizable Polish financial institution.



About stock exchanges:

„Two main mechanisms through which stock exchanges can contribute to development:

1. Mobilising resources for sustainable economic growth and development:
 - Well-functioning exchanges facilitate the mobilisation of domestic resources and foreign portfolio flows.
 - Exchanges around the world are increasingly focused on improving SME access to finance, as evidenced by the dramatic growth in the number of dedicated SME markets.
 - A number of exchanges offer sustainability-themed products and services, from ESG themed indices and funds to green bonds. These assist in promoting companies that better manage ESG issues and mobilising funds towards addressing sustainability challenges.
2. Promoting good governance in business practices:
 - Many exchanges are promoting greater ESG disclosure among listed companies via voluntary guidance, listing rules, and training activities.
 - SME development is about more than access to finance. Some stock exchanges have introduced programmes to help SMEs to develop their management capacity, strengthen their governance structures and innovate and grow.”

www.unctad.org/system/files/official-document/WFE_UNCTAD_2017_en.pdf

ACCESS TO GRANTS AND INCENTIVES

1

CIT EXEMPTION UNDER POLISH INVESTMENT ZONES

The whole of Poland has become a Special Economic Zone. This means that companies investing anywhere in the country can count on corporate income tax exemptions.

2

PROGRAM SUPPORTING INVESTMENTS OF SIGNIFICANT IMPORTANCE TO THE POLISH ECONOMY

A government cash grant program allows companies to receive support of up to 20% of eligible project costs, in the case of strategic or innovative manufacturing projects or highly advanced service centers.

3

R&D TAX RELIEF

Companies can deduct up to 200% from their tax base and 250 % in the case of R&D centres of eligible costs, for expenses related to e.g. wages and salaries, equipment or the purchase of materials intended for scientific research.

4

INNOVATION BOX

5% preferential tax rate on income obtained from the sale of intellectual property rights.

**PROSPECTIVE SECTORS
FOR INVESTMENTS**



AUTOMOTIVE AND
ELECTROMOBILITY



AEROSPACE



BUSINESS SERVICES
SECTOR



HOME APPLIANCES



ELECTRONICS



FOOD



PHARMACEUTICALS



MEDTECH



ICT

**PROSPECTIVE SECTORS
FOR EXPORT**



CONSTRUCTION
AND FITOUT



COSMETICS



GAMING & GAME
DEVELOPMENT



TOURISM



FASHION



GREEN TECHNOLOGY



MEDICAL DEVICES



MOBILITY,
ELECTROMOBILITY &
DRONE



FURNITURE



POLISH FOOD
SPECIALTIES



HEALTH-RELATED
SERVICES & MEDICAL
TOURISM



THE INFORMATION &
COMMUNICATION
TECHNOLOGY



YACHTS AND
RECREATIONAL BOATING



BIOTECHNOLOGY,
NANOTECHNOLOGY
AND PHARMACEUTICAL

The Polish Investment and Trade Agency

The Polish Investment and Trade Agency (PAIH) is a leader in export and investment consultancy, operating on dozens of markets around the world. As the first contact point it is a partner for entrepreneurs on the domestic and foreign markets.

PAIH is a modern institution which belongs to the Polish Development Fund Group (PFR).

How we can help...

PAIH's mission is to increase the inflow of foreign direct investments to Poland, as well as supporting the internationalization of Polish companies. We operate both in Poland and through our Foreign Trade Offices (ZBH) abroad.

We are committed to promoting Poland and the Polish economy. We aim to increase the awareness of Polish brands on international markets. We promote national products and services, as well as Polish innovative information technology.

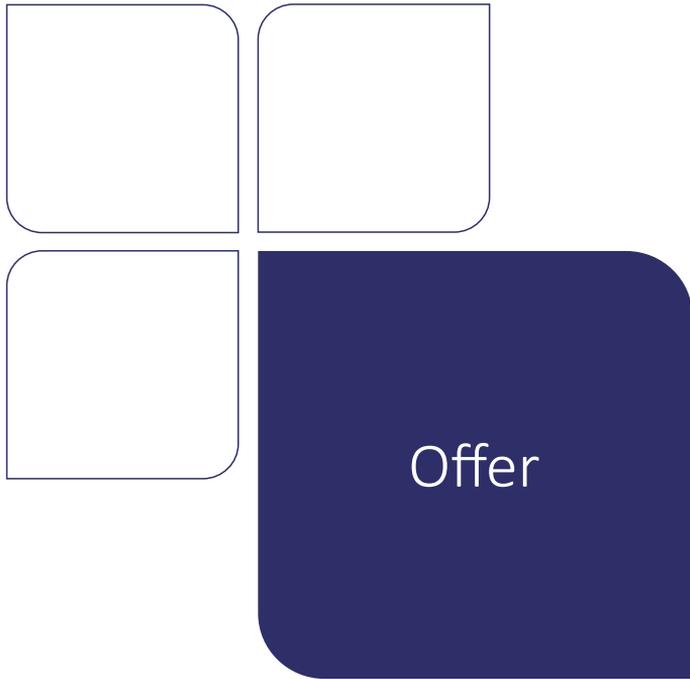
...build competitive advantages?

We offer comprehensive services for entrepreneurs, combining industry competences with international experience.

We help entrepreneurs select their optimal foreign expansion path, overcoming administrative procedures for specific projects, the development of legal solutions, finding a suitable location as well as reliable partners and suppliers.

Where You Can Find Us?



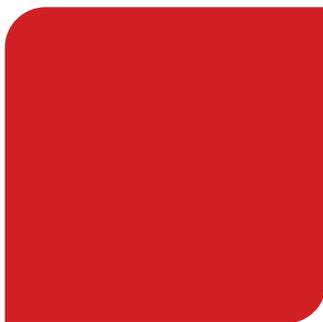
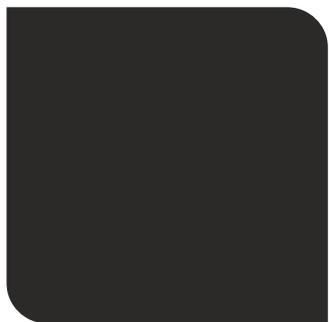


COMPANY NAME: BANK PEKAO
WEBSITE : www.pekao.com.pl/en
INDUSTRY: Banking



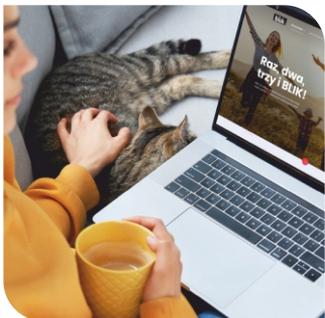
CERTIFICATION: The Best Provider of Finance for Trade in Poland for 2023- according to Global Finance; Market Leader in Poland 2023 – according to Euromoney Best Trade Finance Survey; Best Services in Poland 2023 – according to Euromoney Best Trade Finance Survey

PRODUCTS/SERVICES: Documentary L/C; Collection; Bank guarantees; L/C discounting & Postfinancing; eFinancing; Financing of receivables; Supply chain financing; Recipients' finance; Forfaiting; Advance Loan; Factoring; Reverse Factoring; Working capital contract financing; Buyer loan; Financing domestic investments intended for export activity; Financing foreign acquisitions



Bank Polska Kasa Opieki S.A. was established in 1929, and is one of the largest financial institutions in the region of Central and Eastern Europe and the second largest universal bank in Poland, with over PLN 280 billion in assets. The Bank conducts operations both in PLN and foreign currencies and actively participates in trading on the domestic and foreign financial markets. It offers a full range of banking services to individual and institutional customers. The Bank operates in the territory of the Republic of Poland. The activities of Bank Pekao are supervised by the Polish Financial Supervision Authority (KNF). From 2017, Bank Pekao is part of the PZU S.A. Group, the largest financial institution in Central and Eastern Europe. Since 1998, Bank Pekao has been listed on the Warsaw Stock Exchange.

COMPANY NAME: Blik (Polski Standard Płatności)
WEBSITE: www.blik.com
INDUSTRY: Payment systems, finances
PRODUCTS/SERVICES: BLIK mobile payment system



The owner of the BLIK brand is Polski Standard Płatności (Polish Payment Standard- PPS). This is a team of experts who have participated, among other things, in the creation and implementation of innovative cashless payment programmes, online payments and projects more broadly related to electronic and mobile banking.

We believe everyone should benefit from a convenient and secure payment method. That is why we have created BLIK, which offers various solutions supporting the exchange of funds between customers, banks and clearing agents.

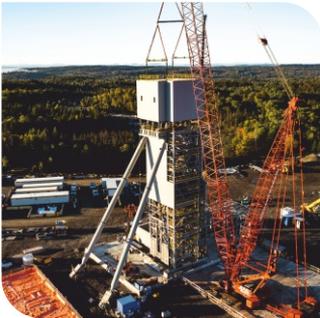
COMPANY NAME: Comarch
WEBSITE: www.comarch.com
INDUSTRY: IT, Software
CERTIFICATION: ISO, ISEA 3402, IQNet, PCI DSS, UE Secret, Industrial Safety
PRODUCTS/SERVICES: OSS and BSS products for telecommunication Industry; AI products for telecommunication, banking and retail; eHealth platform; Loyalty Management

COMARCH



A global software house delivering and integrating proprietary IT products. Comarch is a stable, experienced provider of innovative IT products for multiple industries, including telecommunications, banking, airlines, petrol stations, and utilities. Comarch is present in 30 countries around the Globe.

COMPANY NAME: DMC MINING SERVICES
WEBSITE : www.dmcmining.com
INDUSTRY: Mining
PRODUCTS/SERVICES: shaft sinking; raise boring; mine development; contract mining; mine construction; engineering



With 40 years of experience, DMC Mining Services is a premier provider of underground mine contracting services worldwide, with a reputation for innovation, efficiency, technical excellence, and uncompromising safety. Our services range from cutting-edge shaft sinking and raise boring, to full mine development and operation. We have successfully completed projects in some of the most difficult geological and climate conditions, across a variety of locations including Canada, the USA, Mexico, Chile, the UK, Madagascar, and Greenland. DMC also pioneered the world's first Shaft Boring Roadheader (SBR) machine with Herrenknecht and to this day remains one of the few experts in the use of this method.

COMPANY NAME: Duda (Zakłady Mięsne Silesia)
WEBSITE: www.duda.pl
INDUSTRY: meat
CERTIFICATION: IFS Certificate and BRC Certificate, and all poultry products can be halal certified
PRODUCTS/SERVICES: Dry Products (mainly Kabanosy); Hot Dog Sausages; Pâtés; Sausages; Convenience Food; Block Products



Zakłady Mięsne Silesia S.A. is one of the leaders of the meat industry in Poland in the field of processing. We produce cold cuts; the B2C brands are Cedrob and Duda.

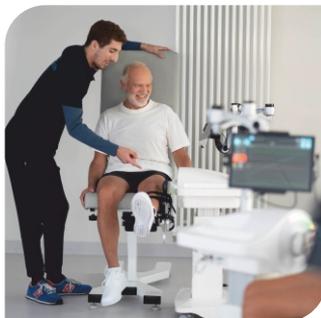
The Cedrob brand is a leading supplier of poultry meat, which provides consumers with the highest-quality products. For over 30 years, the DUDA brand has been providing the best products prepared with respect for iconic recipes and attention to detail. Duda bases experience on a tradition of sausage-making that goes back years. Zakłady Mięsne Silesia S.A. has 100% Polish capital. Every year we export over 2,000 tons of goods worth over PLN 35 million, in such categories as: Dry Products (mainly Kabanosy), Hot Dog Sausages, Pâtés, Sausages, Convenience Food and Block Products.

COMPANY NAME: ECO CARBON HIGH TECHNOLOGIE
WEBSITE: www.eco-carbon.pl
INDUSTRY: Ecology
PRODUCTS/SERVICES: Polish technology enabling the production of clean-burning eco-fuel, which replaces lump coal and is at the same time cheaper



ECO CARBON HIGH TECHNOLOGIE has Polish technology for the production of eco-fuel, which is clean in combustion, allowing for the elimination of coal waste and complete elimination of smog through our own eco-fuel production center. We have a positive opinion of prof. dr hab. Eng. Andrzej Jasiński from the AGH University of Science and Technology in Krakow, for more information please visit our website: www.eco-carbon.pl.

COMPANY NAME: EGZOTECH
WEBSITE: www.egzotech.com
INDUSTRY: Medical Devices
CERTIFICATION: CE mark, ISO
PRODUCTS/SERVICES: Luna EMG is a robotic device for upper and lower limb neurological and early stage orthopedic rehabilitation. Stella BIO is electrical stimulation and electromyography device for clinical and home use



EGZOTech develops advanced EMG-based rehabilitation technologies such as Luna EMG and Stella BIO. Our mission is to empower physio therapists and to help their patients to recover. We are based in Poland and are especially focused on neurological and orthopaedic physiotherapy. At the same time, our technology is used in ICU, oncology, pediatric departments, geriatric and homes for the elderly.

COMPANY NAME:

ELGÓR+HANSEN

ELGÓR+HANSEN

WEBSITE:

www.elgorhansen.com

INDUSTRY:

Underground mining industry, especially coal mining

CERTIFICATION:

ATEX Quality nr 087, PN-EN ISO 9001:2015, PN-EN ISO 14001:2015, PN-ISO 45001:2018, ATEX for more than 200 devices

PRODUCTS/SERVICES:

Flameproof switch gears (6kV and 10kV); flameproof transformer station (till 2600kVA); flameproof contractor switch gears (from 500V to 6kV); flameproof frequency converters (from 500V to 3,3kV), flameproof soft-starters (form 500V to 6kV); control devices; SCADA system for visualization; station for PV



The company's range of products includes electrical power equipment dedicated to industry and flameproof equipment dedicated to potentially explosive areas. The devices are designed for electric power distribution, power supply and control of motors and machines. The equipment is prepared for full visualization, remote supervision and archiving of process data.

COMPANY NAME: EUROLINK GROUP
WEBSITE: www.eurolinkgroup.pl
INDUSTRY: Temporary Employment Agency
CERTIFICATION: Register of employment agencies (KRAZ): 23558
PRODUCTS/SERVICES: Employee leasing service; recruitment service; legalization service; foreigner assistance service



We specialize in the recruitment, employment and delegation of employees from Eastern Europe and Asia to Poland, Germany and the Czech Republic. We have an employment agency licenses No. 23558, which authorizes us to conduct , both domestic and foreign recruitment projects.

We have been operating on the Polish market since 2020 and since then we have been cooperated with the largest enterprises in Europe, such as Autodoc, DHL, Klippan, Incom.

We are currently implementing a secure migration platform system for non-EU nationals to work in the EU.

COMPANY NAME: GREEN CAPITAL

WEBSITE: www.greencapitalsa.com

INDUSTRY: Renewable Energy

CERTIFICATION: Licenses for generating and selling electricity in Poland

PRODUCTS/SERVICES: Investing and developing renewable energy projects- final product is clean electricity energy and battery storage for stabilizing grid



Green Capital is currently developing projects of total capacity of over 11,000 MW with 45+ completed wind and photovoltaic and working on advanced large-scale hydrogen production. Our focuses are new hydrogen technologies, IT, and IoT systems to control the production of green energy such as hydrogen, ammonia, heat, and electricity from hybrid plants. We have intensified our activities in other markets and aim to expand to six continents. Our goal is to achieve growth by designing, constructing, and operating diversified renewable energy sources, energy storage, and transmission networks.

COMPANY NAME: KASKAT dairy
WEBSITE: www.kaskat.com
INDUSTRY: Dairy, Oils, Fats
CERTIFICATION: Halal certificate
PRODUCTS/SERVICES: MILK AND WHEY POWDERS – Fat Filled Milk Powders; Skim Milk Powder; Whole Milk Powder; Sweet Whey Powder; Demin Whey Powder, Permeate; Lactose; WPC; MPC; Ice Cream Powder; FATS- Butter; AMF; Butter spreads; CHEESE - Mozzarella; Cheddar; Gouda; Edam; SUNFLOWER OIL



KASKAT DAIRY is a well-established, reliable supplier and producer of all kind of milk products such as: powders, cheese, fats. The company has 26 years of experience, strictly involved in the international business. In response to our customer’s needs, we expanded our offer of Fat Filled Milk Powder with prebiotics, Ice Cream Powder, Ice Cream Base and other products as well: Sunflower Oil, Butter Spreads, Milk Fat Replacers

Our products are produced thanks to our unique technology and the experience of our team.

COMPANY NAME: KOMAG Institute of Mining Technology
WEBSITE: www.komag.eu
INDUSTRY: Mining, Energy, Construction, Environment, Automotive
PRODUCTS/SERVICES: offer available at: <https://komag.eu/en/offer>
CERTIFICATION: PN-EN ISO 9001:2015-10; PN-EN ISO/IEC 17025:2018-02; PN-EN ISO/IEC 17065:2013-03; Accreditation certificates No.: AB 039, AB 669, AB 910; Certification Body accreditation number: AC 023; KOMAG HAS THE STATUS OF NOTIFIED BODY NUMBER 1456



KOMAG is a research and development partner that improves the efficiency, quality and security of its clients key business processes.

The Institute's core activity is:

- Conducting research and development work.
- Adapting the results of scientific research and development work to the needs of practitioners.
- Implementing the results of scientific research and development in the field of other natural and technical sciences. The Institute conducts seminars, training and further education courses.
- The Institute conducts activities other than those listed in par. 2-4, which includes, among others:
 - Conducting research and technical analysis.
 - Developing opinions and expert opinions.

Technical consultancy.

COMPANY NAME: KONTOMATIK

WEBSITE: www.kontomatik.com

INDUSTRY: Financial industry

CERTIFICATION: ISO/IEC 27001

PRODUCTS/SERVICES: Access to account information; verification of identity; verification of income and expenses; analysis of PDF documents; risk analysis (scoring); Kontomatik Report- automatically generated financial reports



Kontomatik offers data collection and analysis services. With a wide network of partner banks, including many in Europe but also outside the EU, Kontomatik's solutions rely on extracting detailed financial data to offer financial and analytical insights for the decision making process.

By leveraging advanced algorithms, Kontomatik helps to assess creditworthiness, analyze financial behavior, identify risk factors, monitor credit lifecycles, and prevent fraudulent activities. These services are conducted entirely online, without the need for paper documentation, and completed in a matter of seconds.

Kontomatik is one of the leading open banking providers in the CEE region and is duly registered as an AISP, granting it regulatory clearance to offer its services across Europe. Presently, the company is authorized to operate in 15 countries, with a focus on expanding its footprint in Asia and beyond. Kontomatik prides itself on its ability to adapt its services to suit local market needs, enabling it to cater to a broader range of customers globally. It has over 100 clients such as Grover, CitiBank, Revolut, Raiffeisen Digital Bank, Millennium to name but a few.

COMPANY NAME: MELIOREX

WEBSITE: www.meliorex.pl

INDUSTRY: Infrastructure construction, green building, sanitary, rainwater, water supply, heating networks, construction of wastewater treatment plants, extraction of mineral resources

CERTIFICATION: Certificates related to infrastructural construction, mineral extraction, Gas&Oil pipelines.

PRODUCTS/SERVICES: Construction of roads and railways; Ecological construction; Sanitary, rainwater, water supply networks, Gas&Oil pipelines; Construction of wastewater treatment plants; Extraction of mineral resources



MELIOREX specializes in widely understood infrastructural and ecological construction, as well as in mineral extraction. The company has been operating on the market for 33 years, we have been working on the Mongolian market since 2019.

We are one of the largest Polish companies in the industry with only Polish capital. In Mongolia, we are currently building a municipal waste sorting plant in Erdenet and a sewage treatment plant in Dornod.

COMPANY NAME: MILEKTON
WEBSITE: www.milektron.com
INDUSTRY: Construction industry
PRODUCTS/SERVICES: wooden houses, woodfor building houses,
wooden products



MILEKTRON is a family business. It has been in Poland since 1978. Its initially activity was located in Zduńska Wola (Łódzkie Voivodeship) and in Osinów Dolny (Zachodniopomorskie Voivodeship), but over time, this branch of economic activity began to prosper more rapidly. Currently this branch of the company is located in Osinów Dolny (West Pomeranian Voivodeship) where it is rapidly developing.

COMPANY NAME: PORT NATURALNI
WEBSITE: www.naturalni.pl
INDUSTRY: Medical, physiotherapy services
PRODUCTS/SERVICES: Physiotherapy services - Far East massages and acupuncture. Sale of herbs and dietary supplements imported from Mongolia and Kyrgyzstan



The company brings medical personnel from Mongolia to Poland, who provide physiotherapeutic services on site- Far East medicine. The history of the company dates back to 1990, and since 2015 we have been operating as a limited liability company. In addition, the company also sells herbal dietary supplements imported from Mongolia.

COMPANY NAME: TB.INVEST
WEBSITE: www.tbinvest.pl



INDUSTRY: Construction industry

CERTIFICATION: In order to improve the quality PLN order to improve the quality and accuracy of work, the company introduced new technologies and a quality management policy according to European standards and introduced the ISO 9001 Certificate.

PRODUCTS/SERVICES: Our offer includes: - general contracting of investments; - design work and implementation of projects in the Design&Build formula; - all renovation, modernization, adaptation and conservation works; - all installation works in the field of electrical and sanitary installations, Fire Alarm System,



TB.INVEST has been in the construction industry for over 25 years. We can be proud of many awards and references for over 1000 investments. We have experience and organizational skills, which is why we undertake difficult and complex investments not only in Poland, but throughout the world. We have successfully completed investments in Italy, Colombia, Denmark, Malta, Bulgaria, Portugal, Russia. Logistic activities are an extremely difficult aspect. During implementation, all threats that may hinder timely implementation should be taken into account e.g. lack of appropriate building materials on site. When supplying the construction site with materials, we use many types of transport- road, rail, sea, air.

COMPANY NAME: TECHNOMEX
WEBSITE: www.technomex.eu
INDUSTRY: rehabilitation equipment
CERTIFICATION: CE, ISO
PRODUCTS/SERVICES: kinesiotherapy devices, hydrotherapy devices, ACX.Rehab devices using virtual reality



Technomex Sp. z o.o. is a Polish manufacturer of medical equipment that is used by rehabilitation centers, hospitals, sports clubs and SPA centers in Poland and around the world. Our rehabilitation solutions are designed for orthopaedic and neurological patients, adults, the elderly and children. The company's range of products is divided into three product lines: kinesiotherapy, hydrotherapy and ACX.Rehab (virtual reality) devices.

In the autumn of 2022, PHU Technomex Sp. z o.o. celebrated its 35th anniversary.

It is worth noting that almost half of the company's production is sold abroad mainly in the EU and the Gulf States.

COMPANY NAME: Alcide De Gasperi University of Euroregional Economy (Wyższa Szkoła Gospodarki Euroregionalnej im. Alcide De Gasperi w Józefowie)

WEBSITE: <https://wsge.edu.pl/en/>

INDUSTRY: Education

CERTIFICATION: Positive assessment of the Polish Accreditation Committee in field of studies: MANAGEMENT; ISO 21001:2018 (certification of the management system of an educational organization)

PRODUCTS/SERVICES: Bachelor studies in management: major in: Business Administration and Hotel and Tourism Management; Master studies in management: Major in: Business Administration and Hospitality and Tourism Management (Engineering Management, Business Information System- if we have at least 20 candidates)



Alcide De Gasperi University of Euroregional in Józefów is a higher education institution with 20 years of tradition. The university is located in the town of Józefów, near Warsaw. The university was established by the decision of the Minister of National Education and Sport on 18th November 2002 and since 27th September 2004, has been named Alcide De Gasperi. The university has the approval of the Minister of the Interior and Administration for the purposes of admitting foreigners for the purpose of education. The university provides education at Bachelor or Master degree level. The university is authorized to conduct studies in the field of MANAGEMENT, studies are conducted in English.

notes:

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