



Polish Investment
& Trade Agency
PFR Group

THE SECURITY AND DUAL USE GOODS SECTOR

Poland. Business Forward

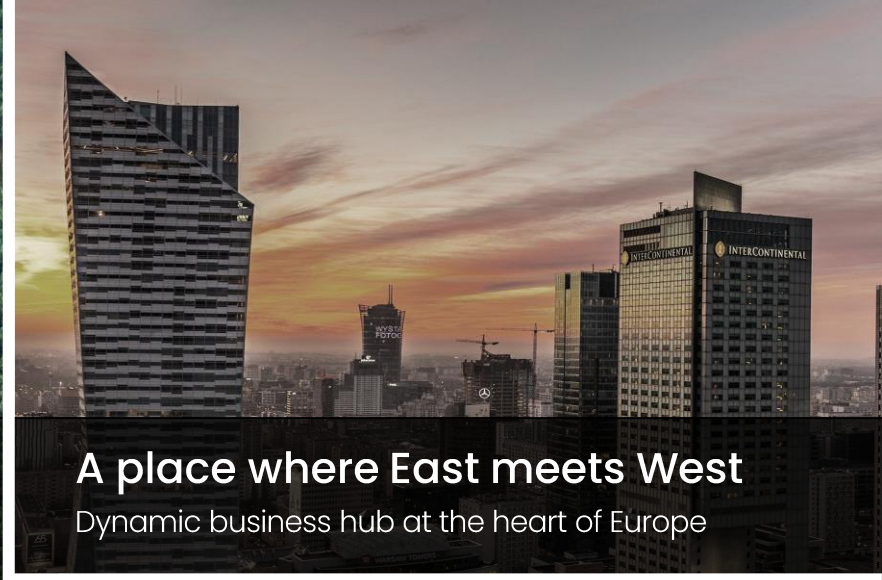


Poland is an internationally acclaimed destination for:



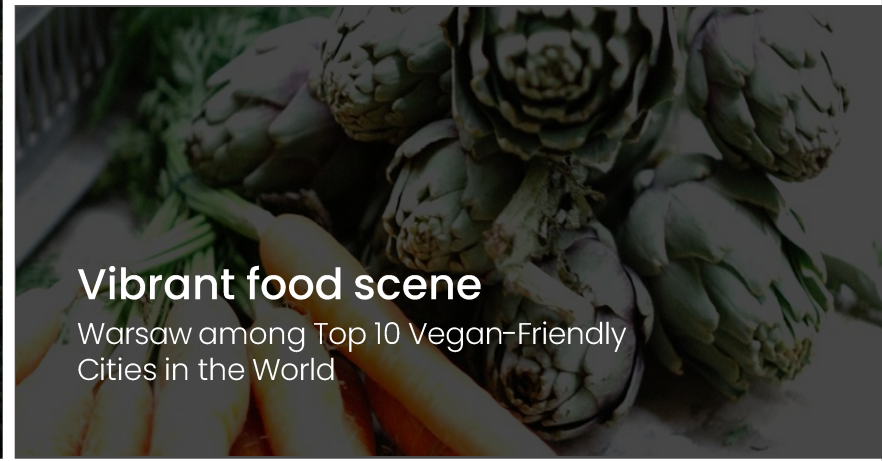
Pristine nature

A top10 country to visit according to Lonely Planet



A place where East meets West

Dynamic business hub at the heart of Europe



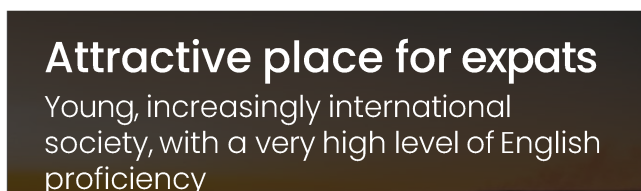
Vibrant food scene

Warsaw among Top 10 Vegan-Friendly Cities in the World



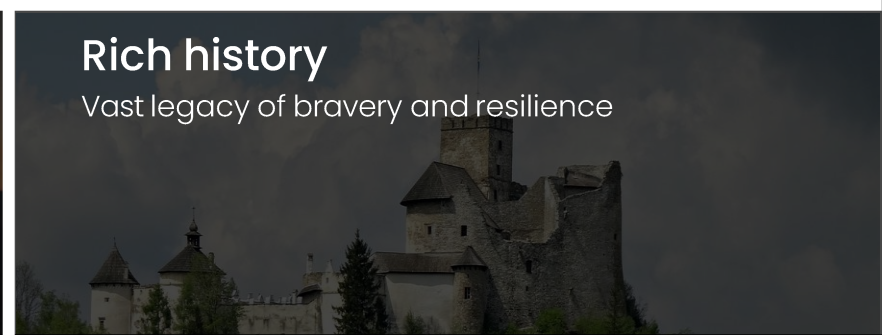
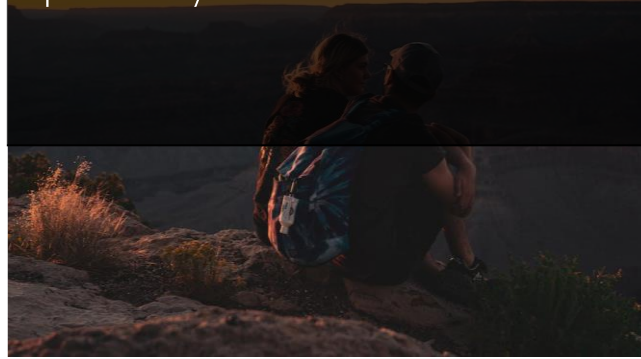
Great cities

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 SECURITY
AND DUAL USE
GOODS
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

Poland is the sixth largest economy in the European Union in terms of GDP

Large, high-quality talent pool

300k+ of well-educated graduates annually

Resilient economy

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

Transparent

Regional leader (2nd in CEE) in the Transparency International Corruption Perceptions Index

FDI magnet

In 2021, Poland was ranked highest in the CEE region and ninth in Europe in terms of the number of inward foreign direct investments.

Top-notch infrastructure

5th longest highway network in the EU
Over 4,880 km total length of motorways and expressways

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 2023 (fDi Intelligence):
Warsaw – 6th position overall (ahead of Berlin and Stockholm)
and 2nd in the business friendliness category among major cities;
The Silesia Region – European Entrepreneurial Region in 2021-2022,
among the top ten European regions in terms of attracting FDI and cost-effectiveness



FACTS ABOUT THE POLISH SECURITY AND DUAL USE GOODS SECTOR



The military situation in Ukraine is of significant importance

The export of Polish military product has been growing fast in last 10 years (+18,9% CAGR). However, in 2022, due to the conflict in Ukraine, exports have grown 7 fold to \$931,12 m.



Main Polish military producer

Polska Grupa Zbrojeniowa (PGZ) is one of the largest manufacturers of military equipment in Europe. While more than 50 smaller manufacturers are associated within the Group, the Group additionally holds shares in 32 other companies.

Value of Polish export:

\$27.25 m. (2012)



\$129.58 m. (2021)

CAGR (2012 - 2021):

+18,9% annually



Sources:
 Statistics Poland, Foreign Trade Database
 Export – industry defined by CN code 93.
 money.pl

WHAT MAKES US DIFFERENT

Central localization

Poland is located in the center of Europe and is part of NATO



Source:
Statistics Poland

Access to well educated workforce



Military University of Technology (WAT) – both a military and civilian university dedicated to the development of security and defense technologies, in the academic year 2022/23 it provides education for over 7,500 students. Its graduates are a valuable experts for entire Polish defense industry.

Poland as a logistic hub



Since the outbreak of war in Ukraine, Poland, as its neighbour, has become the logistics hub ensuring supplies to Ukraine. The border airport in Rzeszow is a crucial point on the map and the Podkarpacie region is playing a key logistics role for military supplies to Ukraine.

DID YOU KNOW THAT



A modular weapon for the 21st century

The Polish MSBS-5.56 "Grot" weapon is produced in the "Łucznik" factory in Radom. Their latest product, a modular design based on the requirements of today's military forces, which has already proved to be a versatile and effective weapon.

The carbine is currently being used in the conflict in Ukraine, where it is considered to be one of the best weapons in the field of combat, helping Ukraine to protect its independence.

FlyEye: sky-high innovation for providing security

The mini UAV system „FlyEye”, developed by Flytronic (part of the Polish WB Group), an advanced close-range unmanned aerial platform, designed for observation and data collection, is part of NSPA's (NATO's Support and Procurement Agency) range of products.

Safety in the sky and on the ground thanks to Polish defense products

The portable anti-aircraft missile system "Piorun", manufactured by the Polish company „Mesko”, has proven to be an effective anti-aircraft weapon, providing protection against airborne threats.

Another example of Polish defense products is the self-propelled tracked gun-howitzer „AHS Krab”. Produced by a Polish state owned company „Huta Stalowa Wola (HSW)” the vehicle is aimed to effectively provide an advantage on the battlefield.

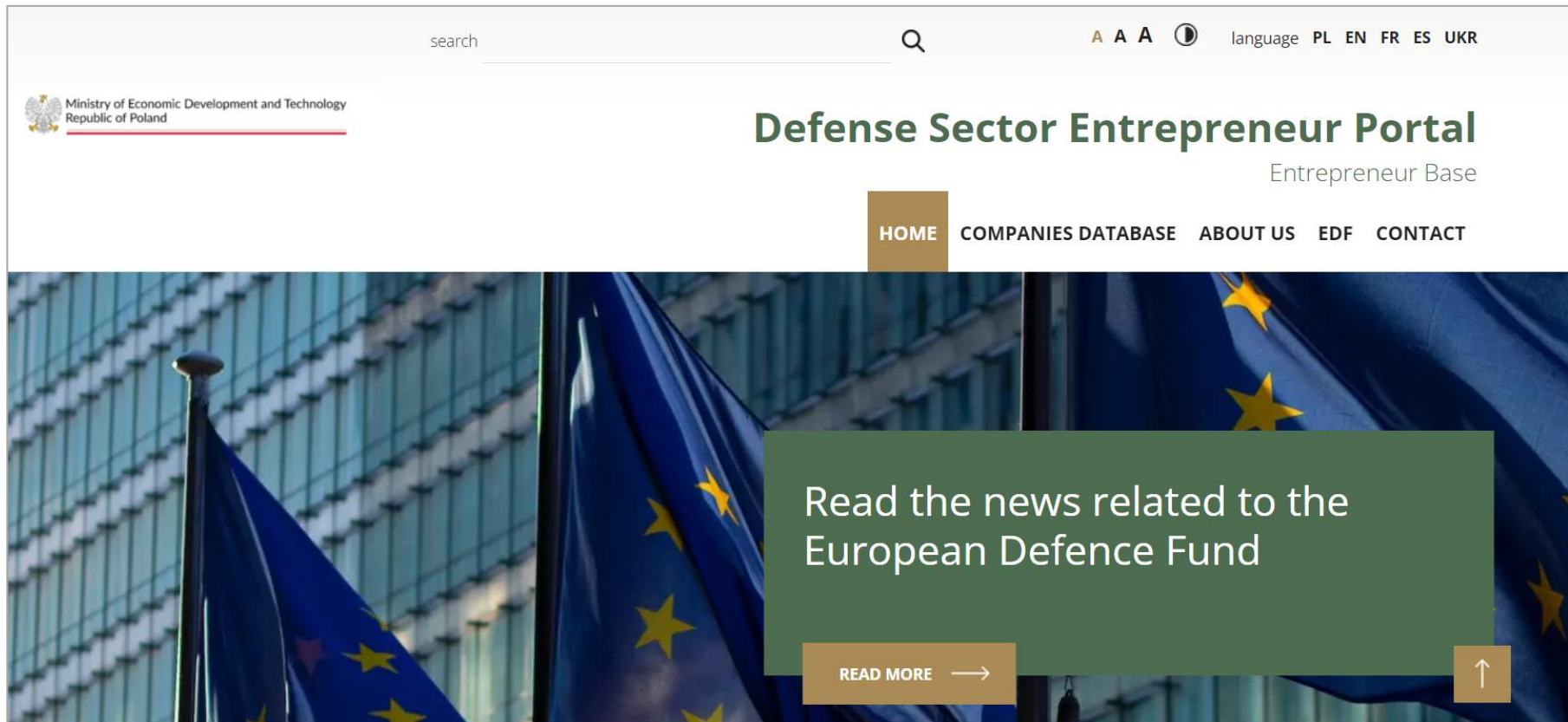
From almost the first moments of the invasion of Ukraine, when Polish weapons were delivered there, they have proved their usefulness in military operations, supporting national defense.

SUPPORT INSTITUTIONS

Ministry of Economic Development and Technology *Defense Sector Entrepreneur Portal*

Portal of the Polish Ministry for the exchange of knowledge about Polish companies in the defense industry. A database allows the user to search for companies and integrates knowledge and potential about industry.

polishdefenceindustry.gov.pl/en



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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