



# Poland in the opinion of foreign investors

Forecasts and market attractiveness factors

# Partners of the conference



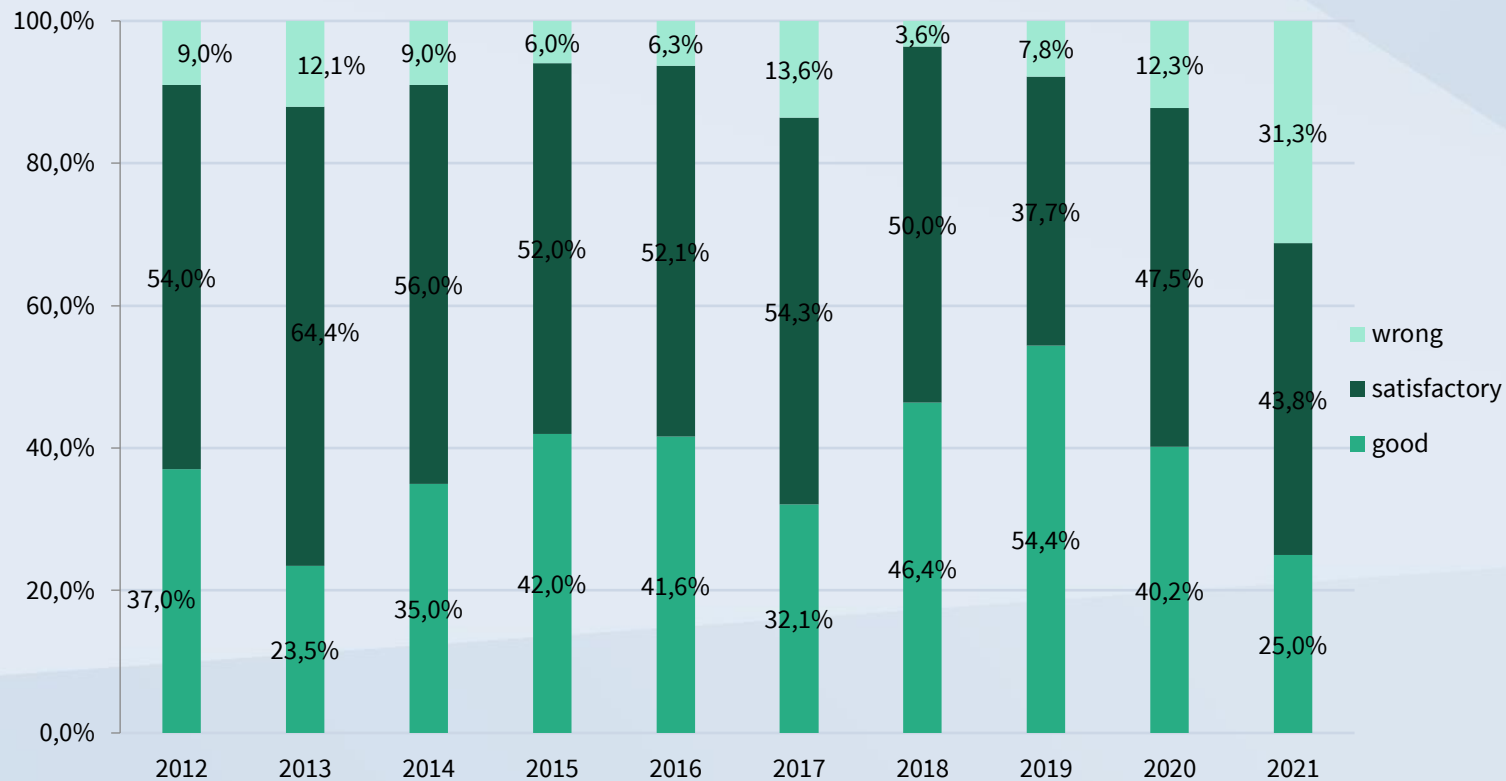




# Forecasts

Economy and companies

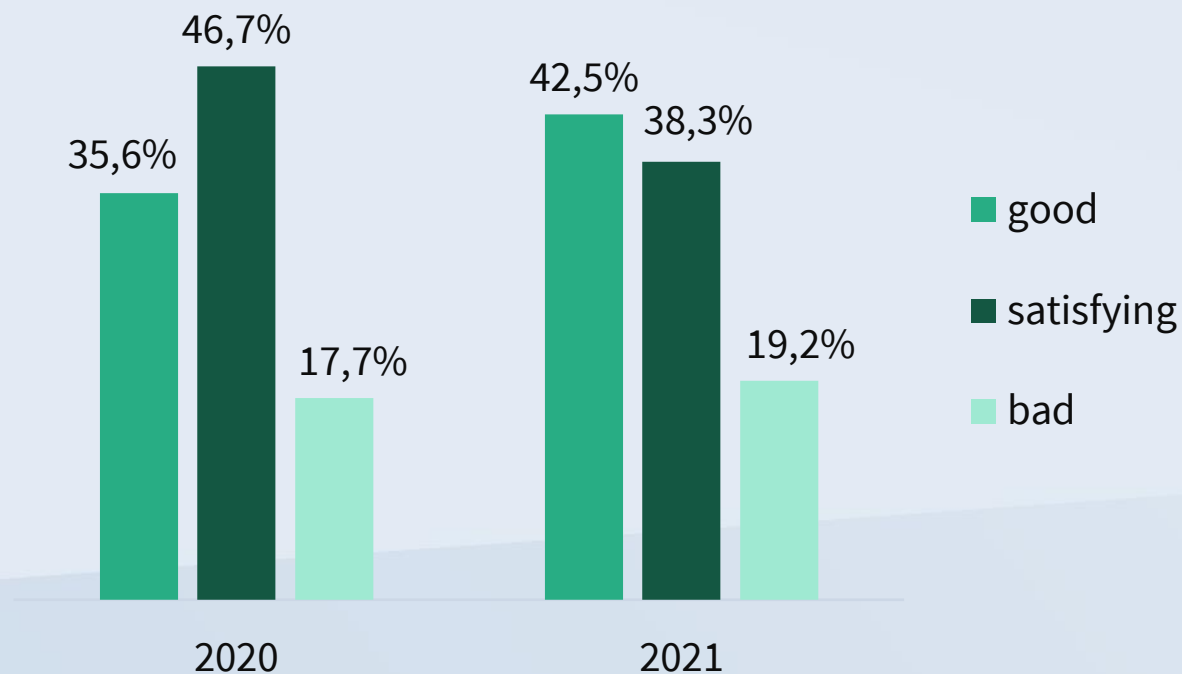
# STATE OF THE POLISH ECONOMY - COMPARISON



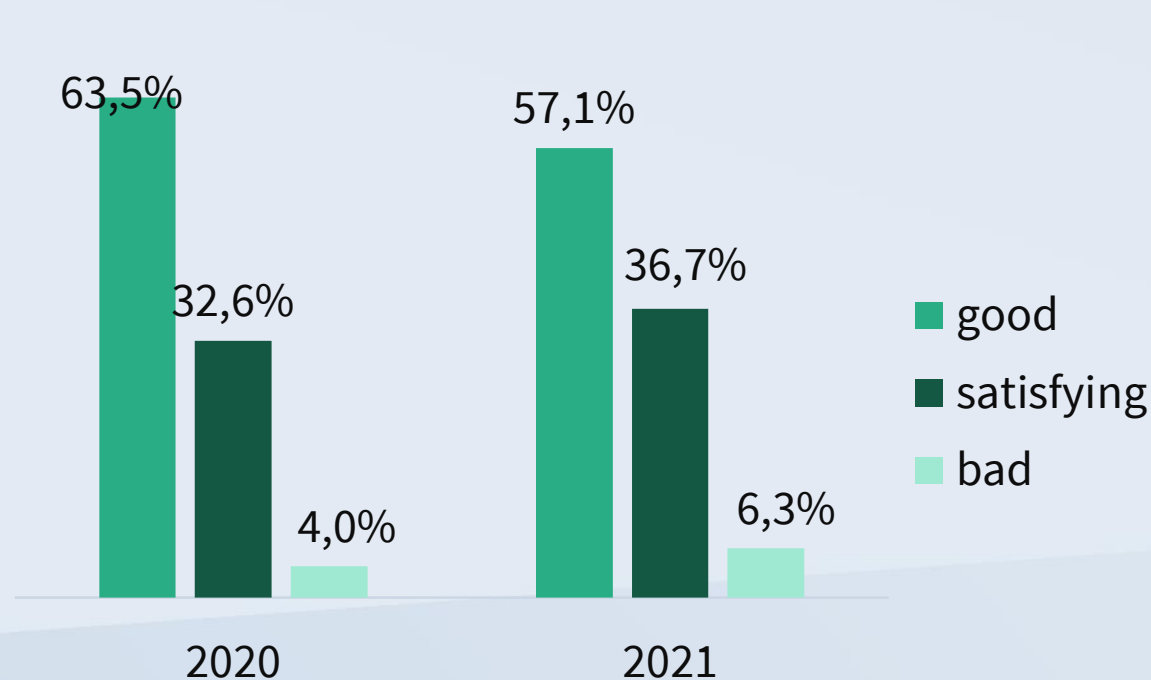
The state of the economy in Poland in 2021 is rated the lowest since 2012, and has worse ratings than in 2020.

# ECONOMIC SITUATION OF THE INDUSTRY

In 2021 respondents more often described the economic situation of their industry as good - an increase of 6.9 p.p., while the percentage describing the situation as satisfactory decreased by 8.4 p.p. There was a slight increase in the percentage indicating the industry's economic situation was bad - an increase of 1.5 p.p.



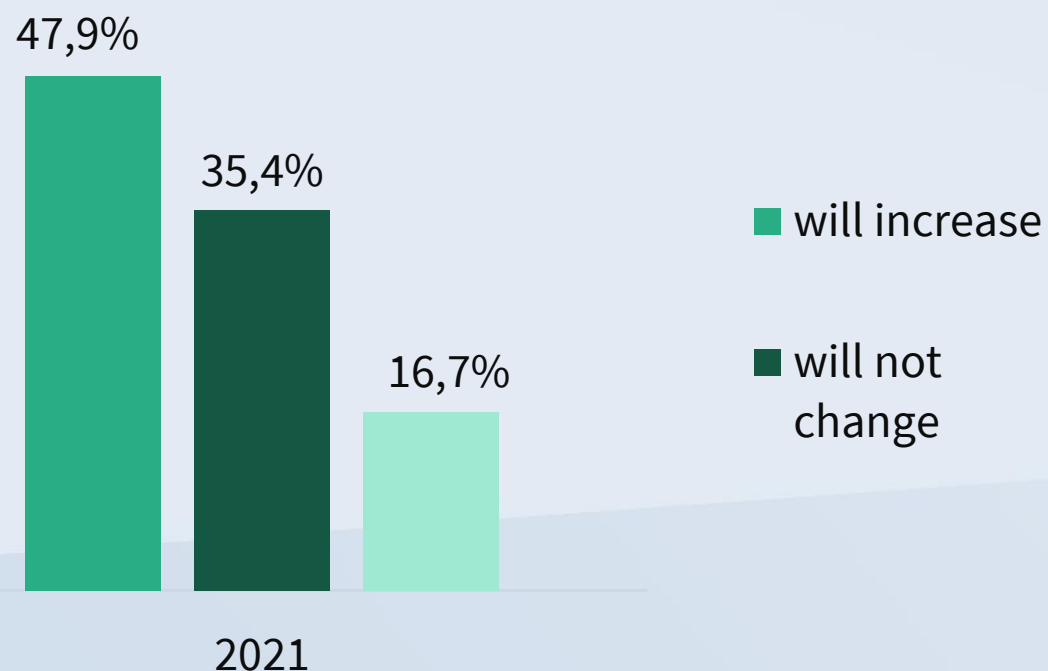
# BUSINESS CONDITION OF THE COMPANY



The majority of respondents in both 2020 and 2021 rated their company's business condition as good, with 63.5% and 57.1% of indications, respectively. The business condition of the company was rated as bad by 4.0% of respondents in 2020 and 6.3% of respondents in 2021.

# COMPANY TURNOVER

## comparison with previous year

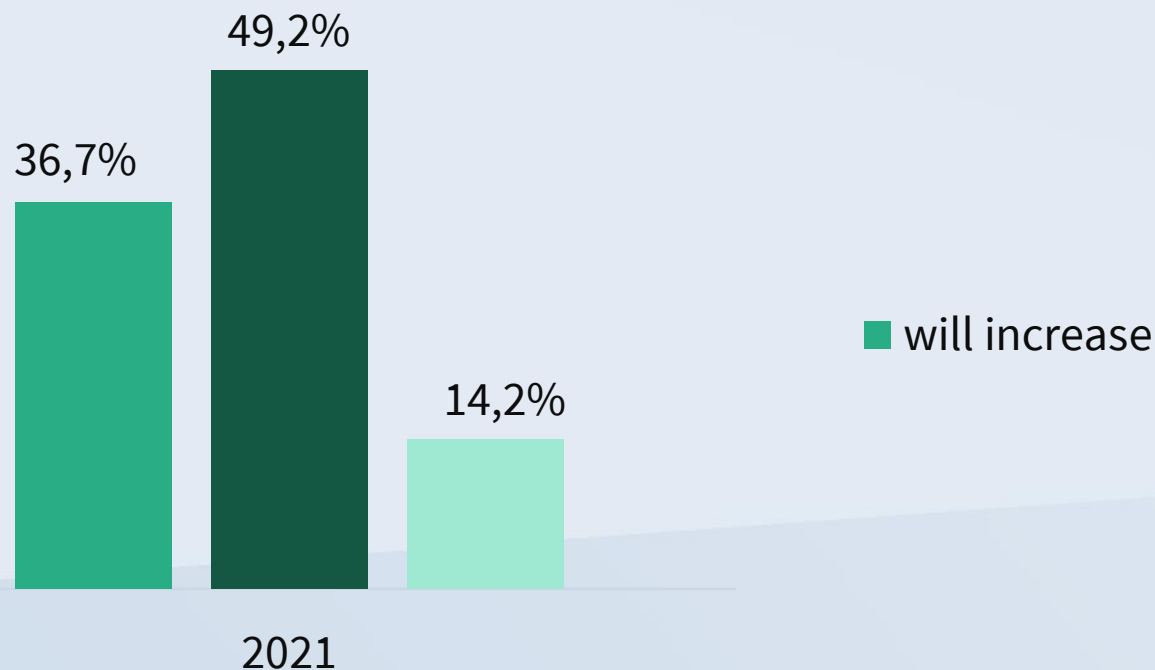


Almost half of the respondents anticipated that, compared to the previous year, the turnover increase - 47.9% of indications. 35.4% of respondents expect the turnover level to remain at a similar level



# NUMBER OF EMPLOYEES

comparison with the previous year



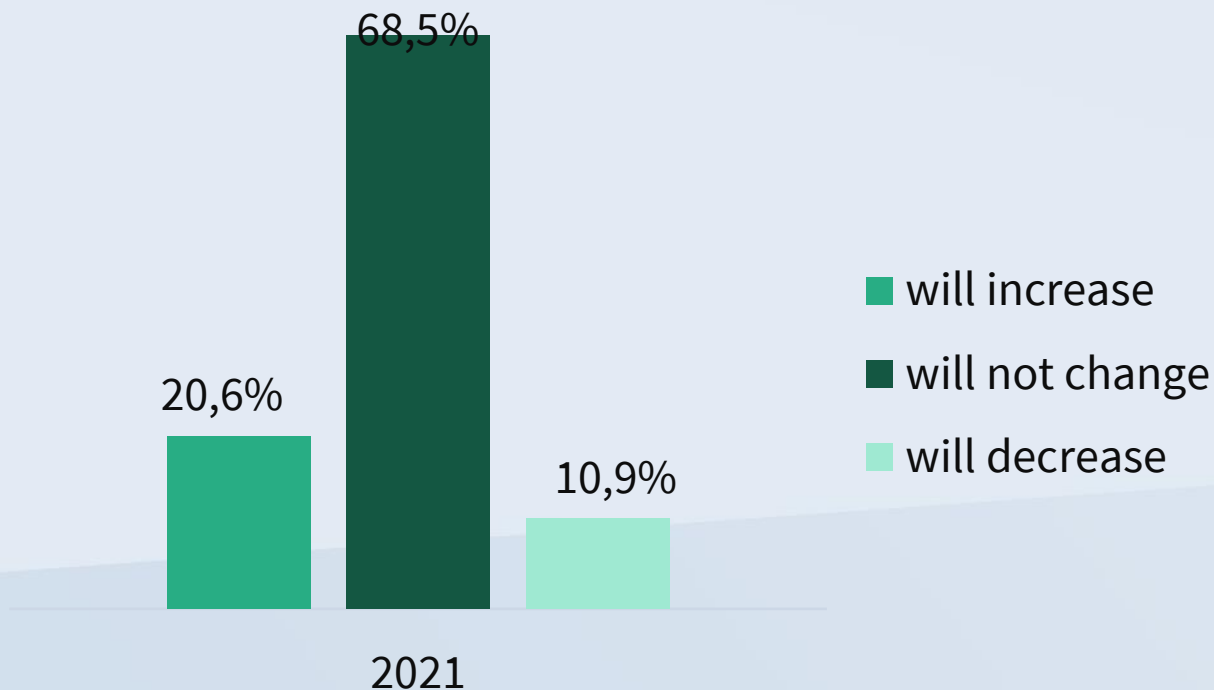
Almost half of the respondents said the number of employees will not change from the previous year's level. However, one in three companies announced that the number of employees will increase - 36.7%. In 14.2% of the companies surveyed, the number of employees is likely to decrease.



# EXPORT EARNINGS IN THE COMPANY

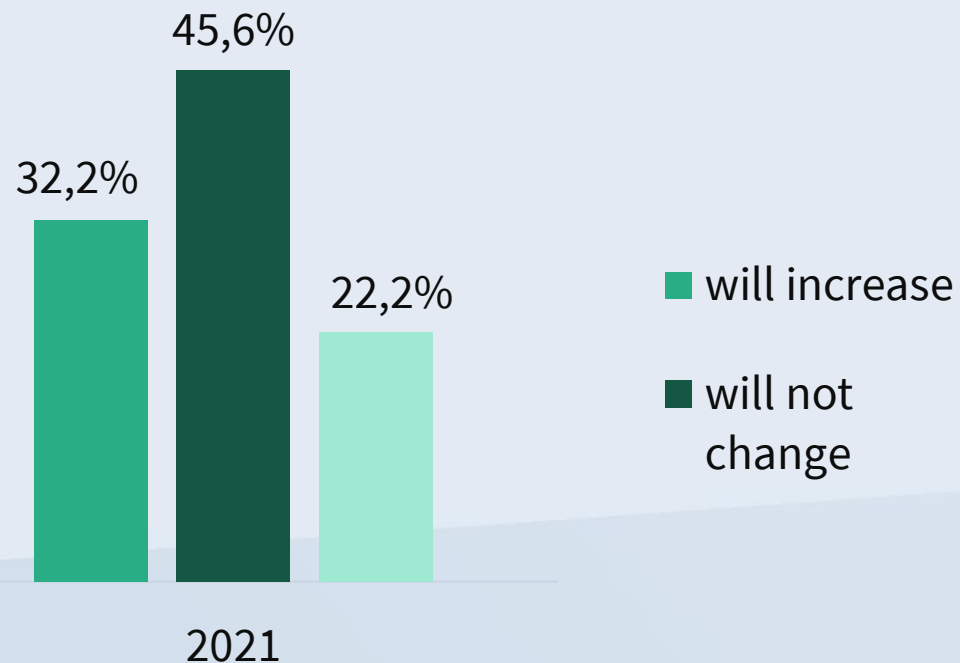
comparison with the previous year

More than two-thirds of respondents said they expect their company's export revenue to be at the same level as last year. An increase in export revenue is expected by 20.6% of respondents.



# CAPITAL EXPENDITURES

comparison with the previous year



In more than 2/5 of companies investment outlays are expected to remain at the same level, while in almost 1/3 of companies they will increase. Investment outlays will decrease in more than one-fifth of the surveyed companies.

# AVERAGE SALARY INCREASE

In the companies surveyed, an average 4 % increase in average wages is expected. In some enterprises no growth is expected, while in others - 15 %.

4% Average

0% Minimum

15% Maximum



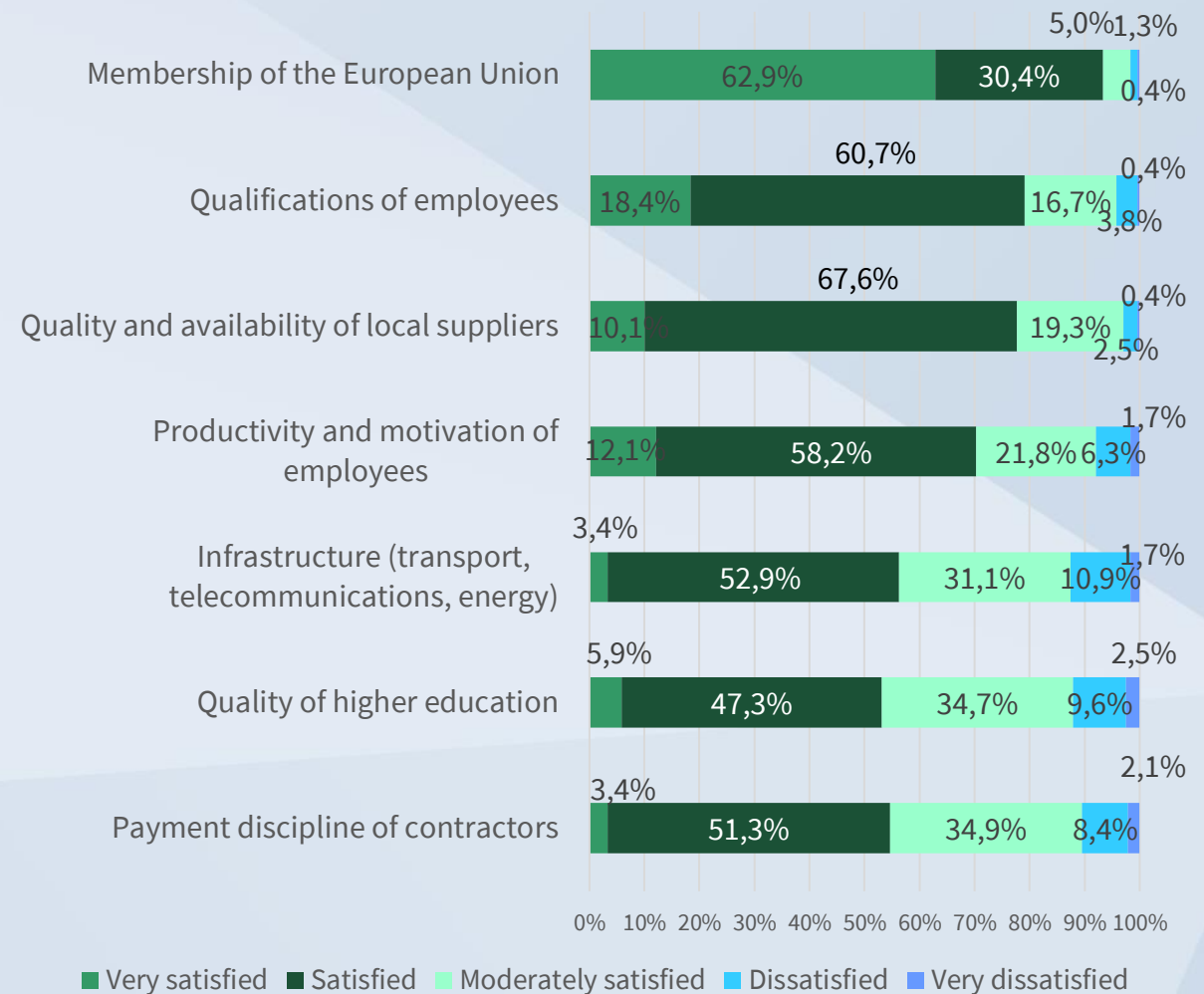
# Poland's attractiveness

Market attractiveness factors



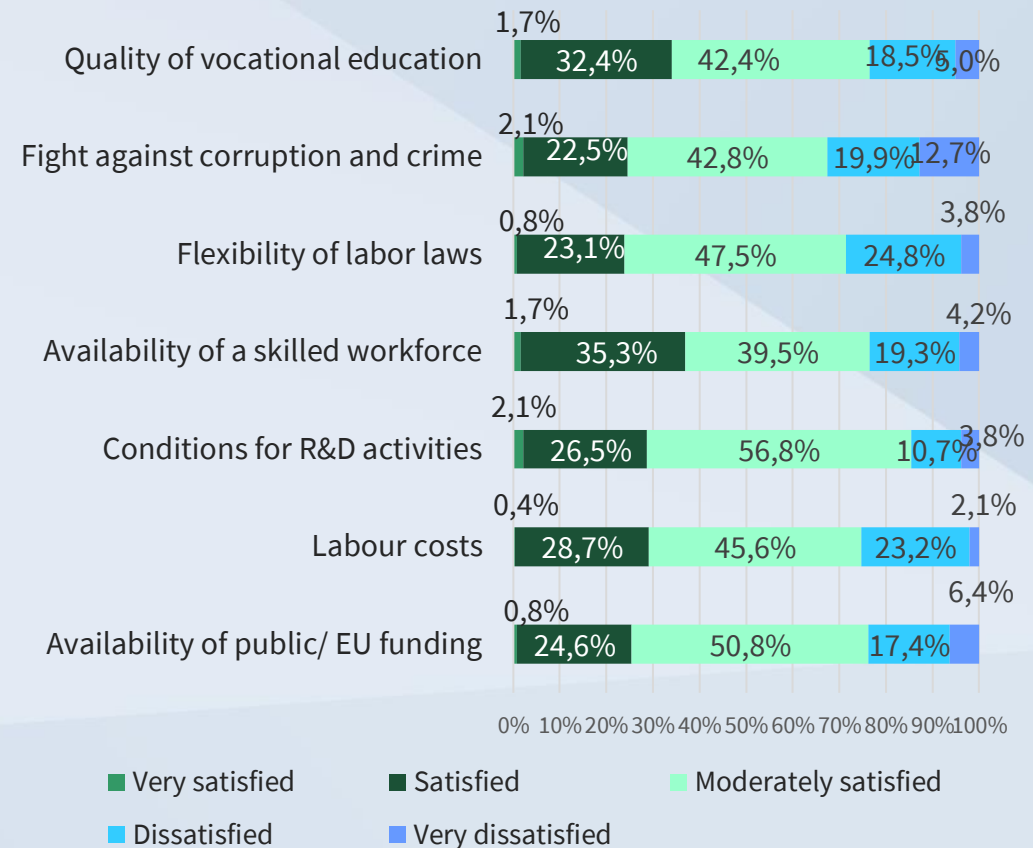
# Factors influencing on attractiveness of doing business

Respondents were asked to what extent they were satisfied with particular factors influencing attractiveness of doing business in in Poland. Most opinions indicating of satisfaction was recorded for membership in the European Union. A total of 93.3% of positive ratings were recorded. In second place were the qualifications of employees, and in third place the quality and availability of local suppliers.



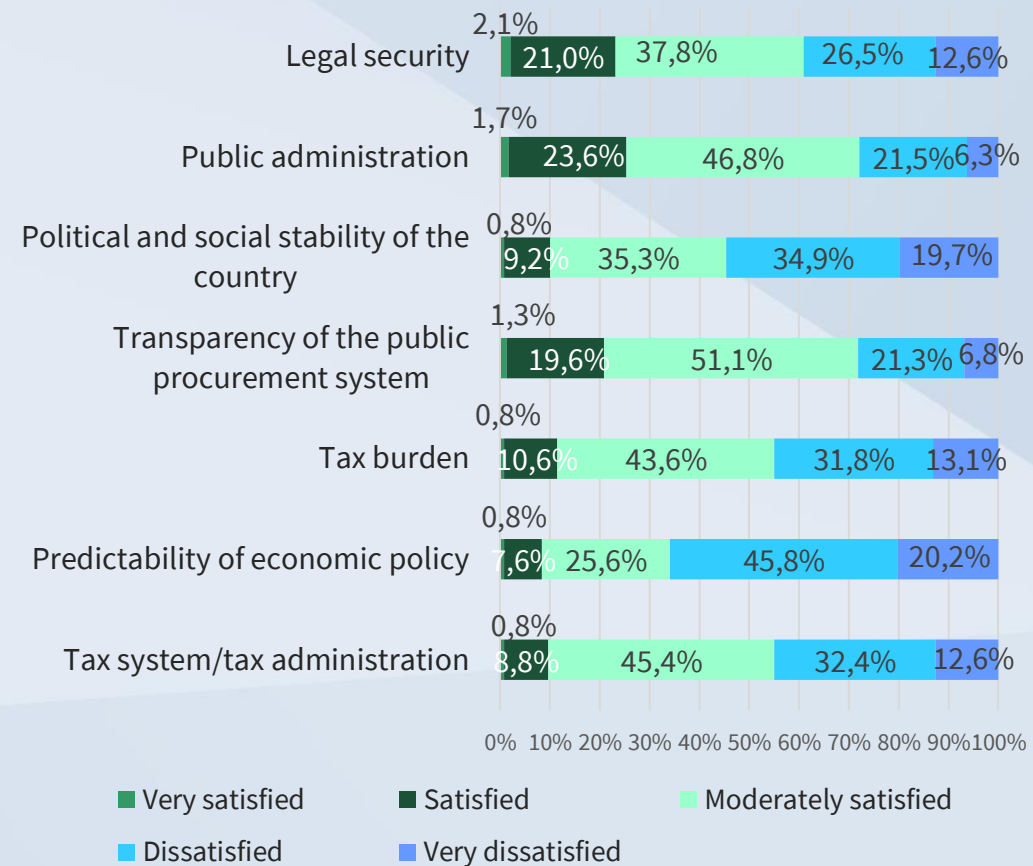
# Factors influencing on attractiveness of doing business

According to respondents, fighting corruption and crime, flexibility of labor laws, labor costs and other factors shown in the chart.

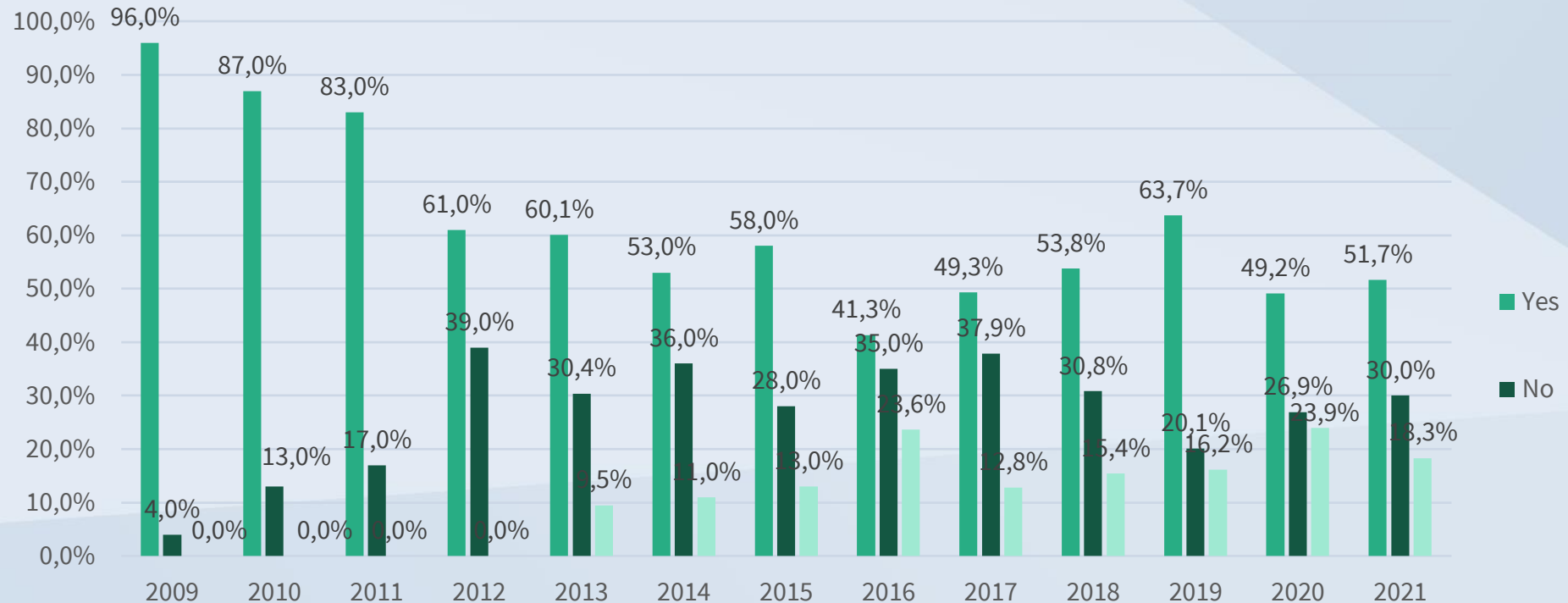


# Factors influencing on attractiveness of doing business

Respondents rated the predictability of economic policy and the political and social stability of the country the worst with 66.0% of negative statements. There was also a significant percentage of negative ratings for the tax system/tax administration and tax burden. Details are shown in the chart.



# Should Poland join the Eurozone?



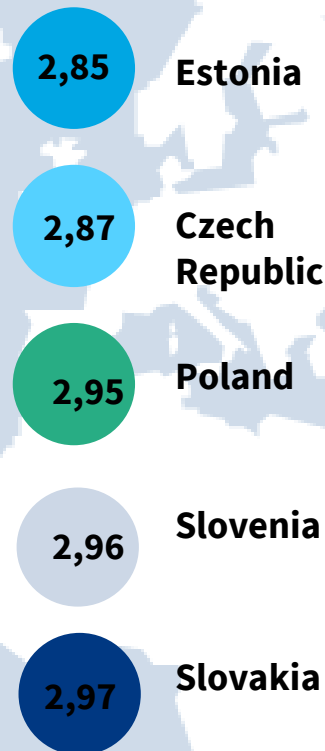


# How do you assess investment attractiveness of individual countries?

Entrepreneurs were asked to rate the investment attractiveness of 21 countries on a scale from 1 to 6, where 6 meant the highest rating.

According to the respondents Estonia, Czech Republic, Poland, Slovenia, Slovakia and Latvia scored best. They were followed by: Lithuania, Latvia, Croatia Romania and Hungary.

The results overlap with the 2019 survey.



# Attractiveness of location according to external evaluations

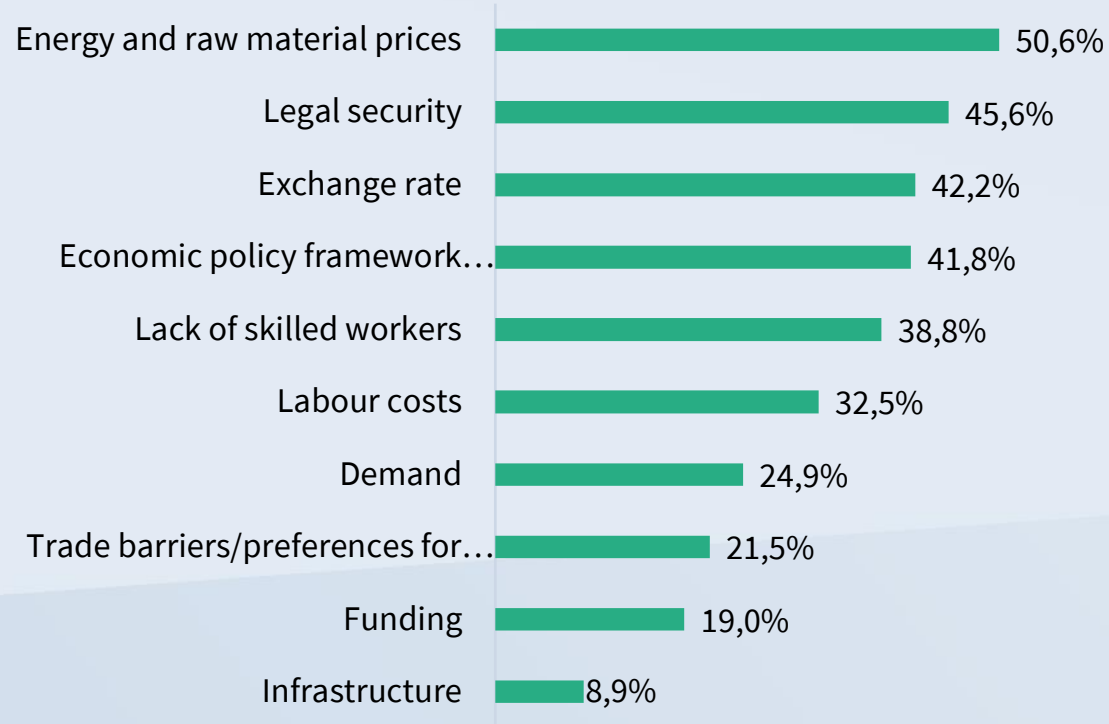
These ratings are the average of the external ratings, i.e., from all 16 countries included in the study, excluding the country rated in each case. Example: Poland's score is derived from the scores of the other 15 countries, but Poland's score in Poland is not included.

		2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
EE	Estonia	4	4	6	6	8	5	4	3	3	3	4	4	3	1	1	1
	Republika																
CZ	Czeska	1	1	1	1	1	1	1	2	2	2	1	1	1	2	3	2
PL	Polska	8	9	4	4	2	2	2	1	1	1	2	2	2	3	2	3
SI	Šlovenia	2	2	2	3	3	3	5	5	5	5	5	5	5	5	5	4

## How attractive are the countries cited as investment destinations?

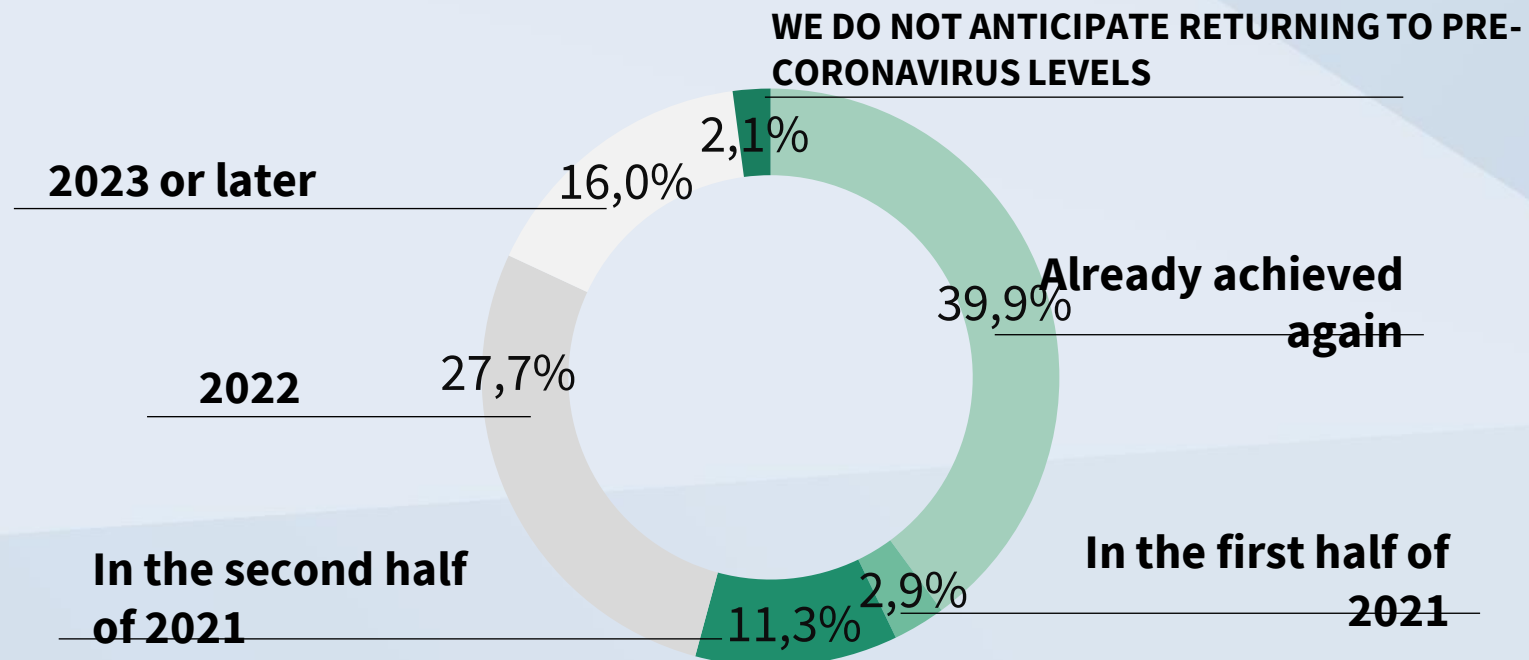
1 = very attractive .... 6 = not attractive at all

# The biggest threat to economic growth of the company in the next 12 months



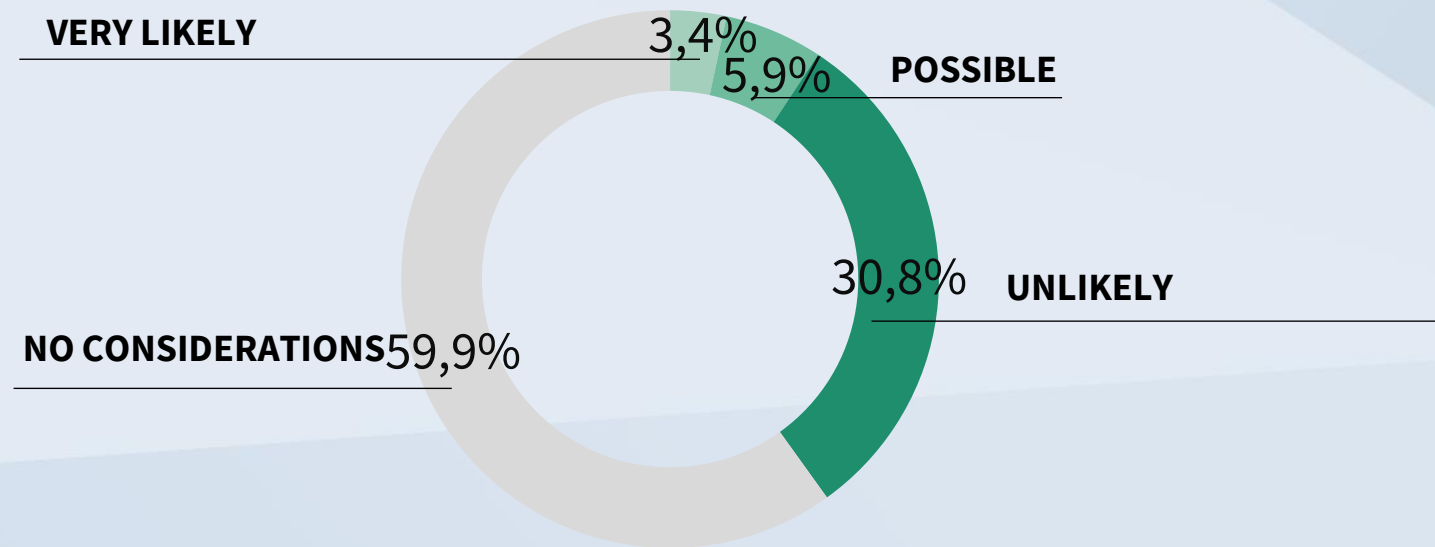
Half of the respondents indicated that the biggest threat to their companies over the next year will be energy and raw materials prices. In turn, more than 2/5 of respondents indicated legal security (45.6%), exchange rate (42.2%) and economic policy framework conditions (41.8%).

# When do you expect "pre-pandemic" sales to return in your company?

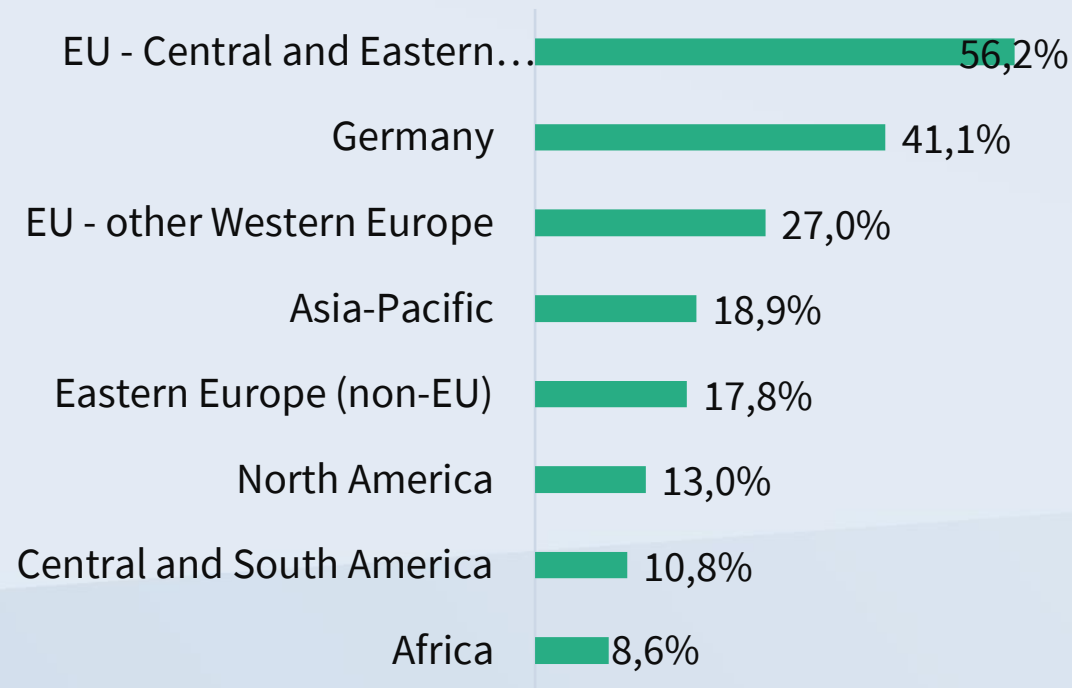




## Does your company/group of companies plan to relocate any of its own facilities in the foreseeable future?



# Likely target regions of relocated objects



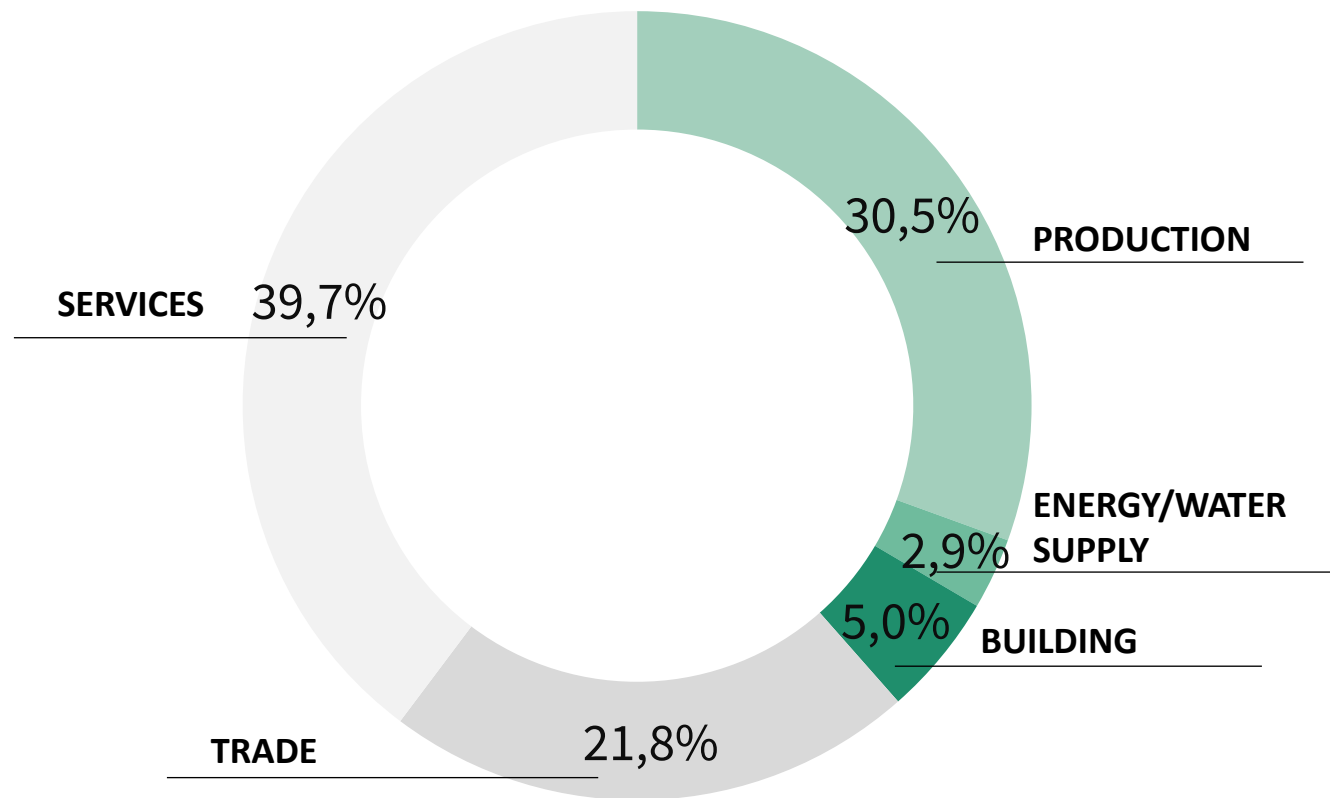
More than half of the respondents indicated that if they were to move their facility to another country, the target region would be Central and Eastern Europe, while more than 2/5 of the respondents would consider Germany - 41.1%. Respondents least often indicated Africa - 8.6%.



## Characteristics of enterprises

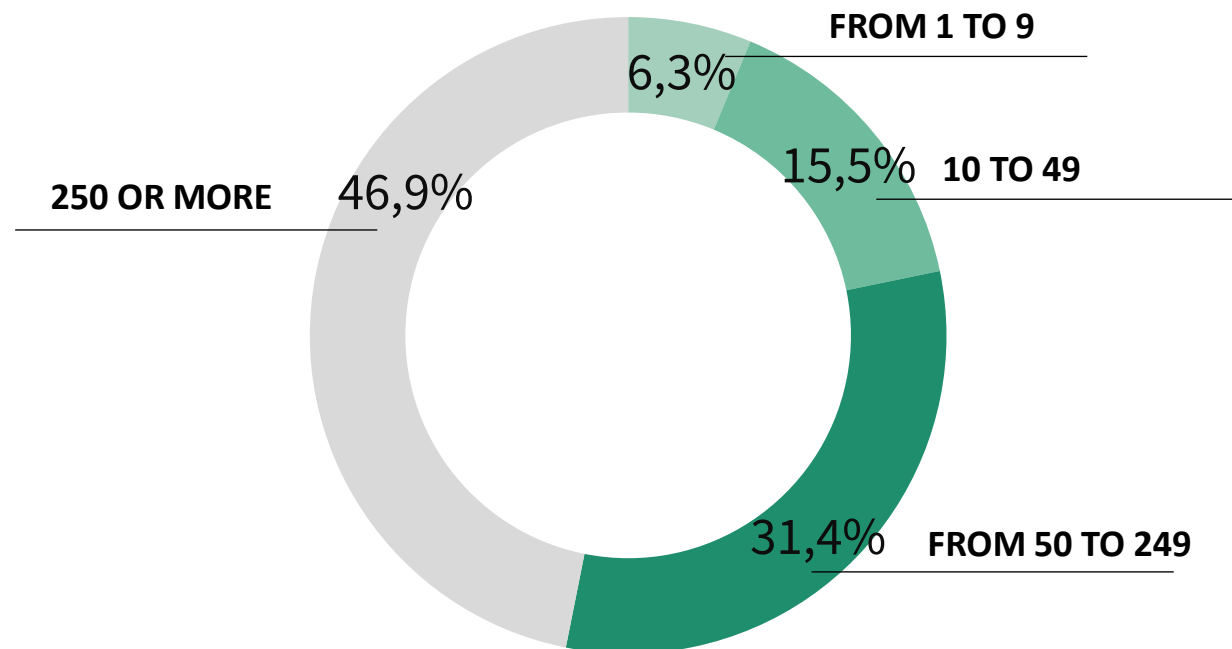


# Main scope of activity

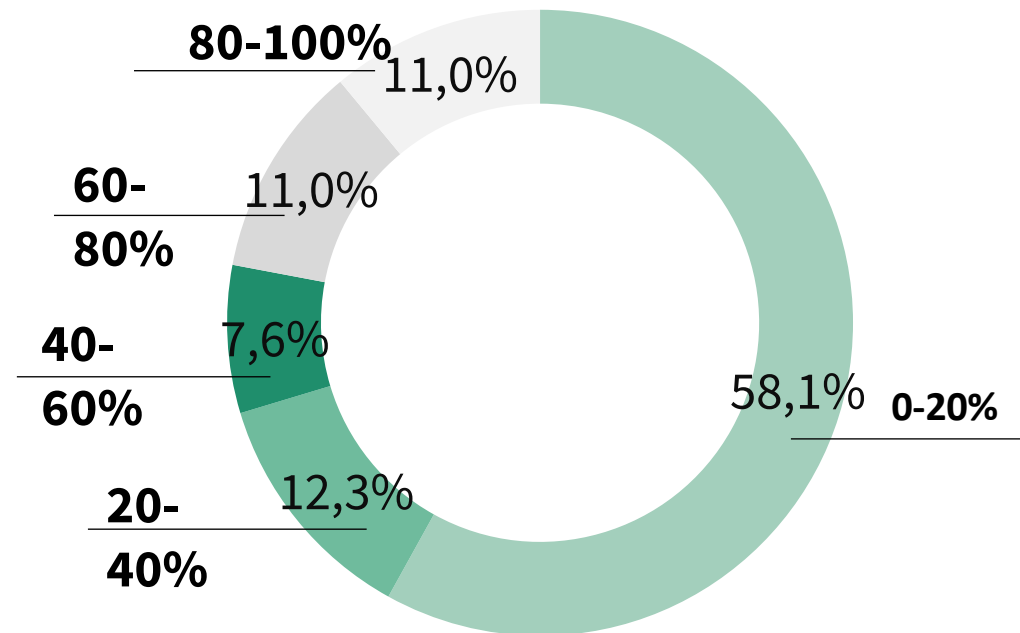




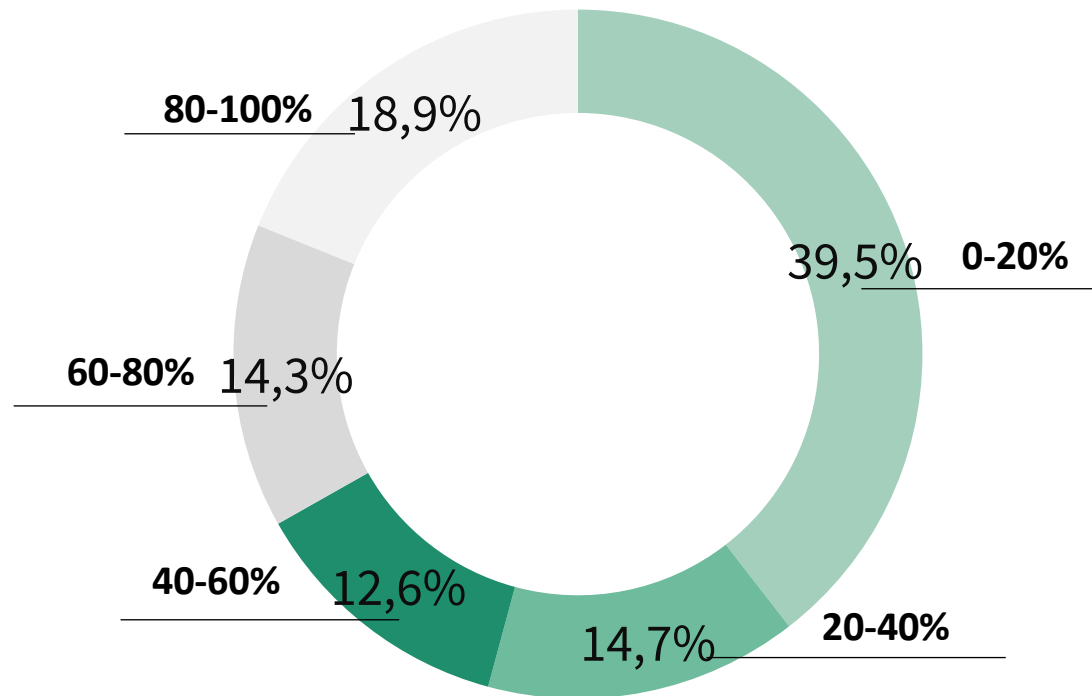
# Number of employees



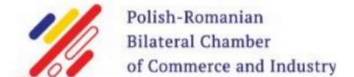
# Export share in revenues



# Share of purchases (goods and services) made by the company from Polish suppliers



# Thank you for your attention



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