

DOING BUSINESS ABROAD

Golden opportunities- Poland

Country Facts:-

Population : 38.2 m

Main Exports : cars and car spare parts, ships, furniture

Main Imports : raw materials, cars, pharmaceuticals

Poland offers many opportunities for foreign investors. Since 1991, inward investments into Poland amount to the equivalent of \$73 billion USD.

Helping factors are:- relatively low corporate taxes, good business climate, good location and the biggest internal market of all the 15 new EU Member States. The Polish workforce is highly qualified, motivated and - due to a big unemployment rate – readily available and good value.

Recently the Polish Parliament cut back over-regulation on economic activity. It is now easier to set up and run a business in Poland, and the EU's competition rules are readily used to open up free competition.

Poland has 14 Special Economic Zones - an area in which manufacturing and distribution activities can be run on preferential terms, including corporate tax exemptions, and grants.

According to a recent survey by Boston Consulting Group, a UK entrepreneur which outsources its production to Poland, may save up to 25% of production costs. Avon Cosmetics of Northampton has recently set up a manufacturing plant in Poland.

UK businesses are a significant investor. From 1991-2003, we have invested into Poland the equivalent of almost 6,700m USD. The each-way trade between the two countries is considerable. In 2003 Polish exports to the UK amounted to around 2,390m EUR. The British bought mainly ships, TV sets, furniture and electric wires. The Poles bought 2,250m EUR of British goods. Many of which were cars and pharmaceuticals.

Every prudent business carries out market research and evaluation before attempting to break into a market. Acquiring knowledge of local laws, regulations and trading practices is an important element in order to obviate potential risk and maximise opportunity.

Peter Nielsen and Partners law office of Warsaw, (www.pnplaw.pl) work closely with Temple & Co Commercial, Solicitors in Daventry, (who were awarded the East Midlands Business News Legal Services Award 2004) in inward investment work into Poland, as well as in employment, distribution, corporate acquisitions, and joint venture issues .

Contact Euan Temple at Temple & Co Commercial Solicitors, Daventry
eft@templesols.com
www.templesols.com