POLISH INFORMATION AND FOREIGN INVESTMENT AGENCY

Importance of reinvestments for Poland

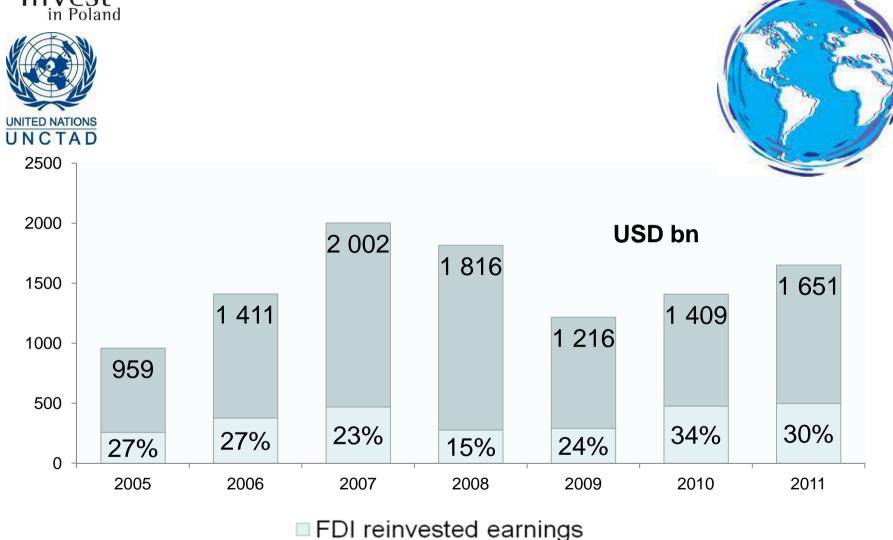
Iwona Chojnowska – Haponik Director Foreign Investment Department

Warsaw, September 11, 2013





World: FDI and reinvested earnings 2005-2011



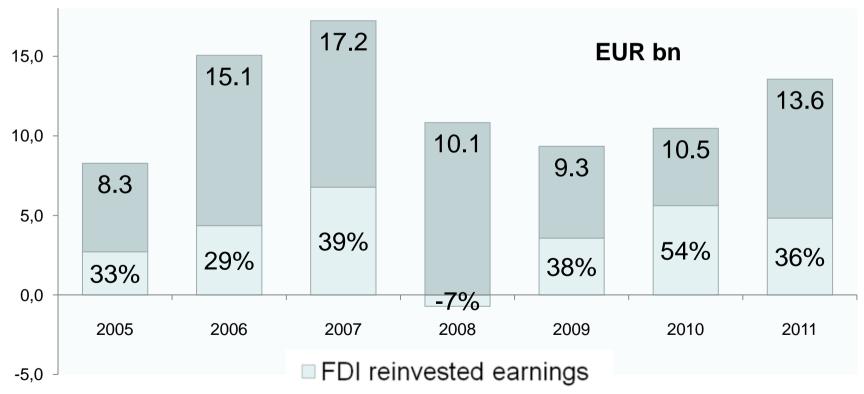
■ FDI reinvested earnings



Poland: FDI and reinvested earnings 2005-2011



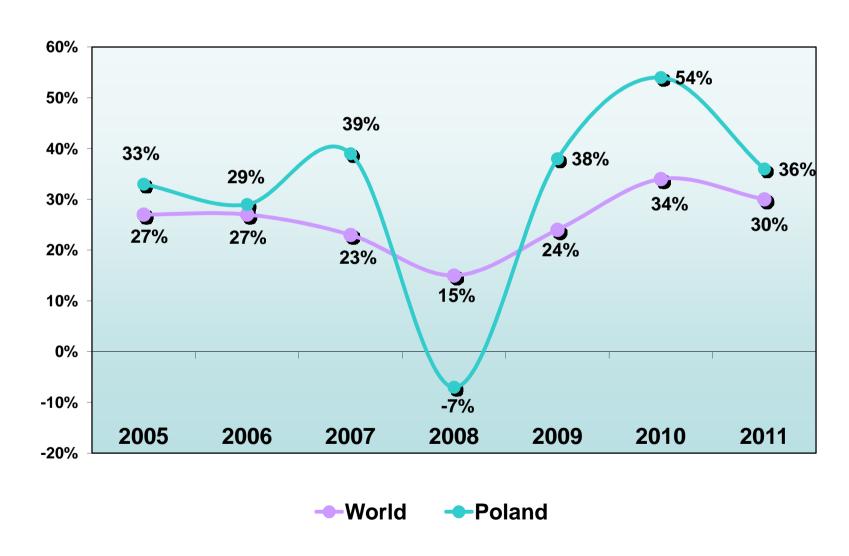




Source: National Bank of Poland, 2013



Reinvested earnings: Poland vs world 2005-2011



Source: World Investment Report 2013 UNCTAD, NBP, 2013



√ familiar environment

√ cooperation network in place

Why do reinvestments pay off?

to the company to the host country

✓ costs reduction ✓ retaining is cheaper

✓ faster procedures ✓ faster deal

✓ elimination of new market risks ✓ confirmation of attractiveness

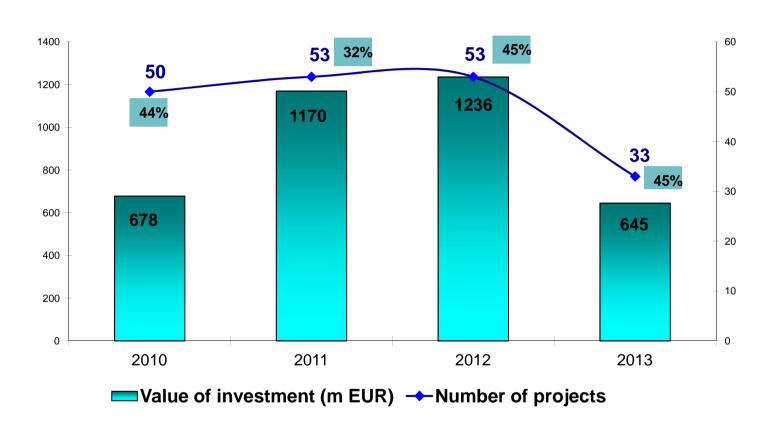
√ organic growth

√ snow ball effect

✓ growing complexity of business



FDI and reinvestments PAliIZ - projects completed in 2010-2013 -



Average share of reinvestments

Number of projects

Value Employment

61%

49%

Source: PAlilZ compilation, 2013



Active projects serviced by PAlilZ

As of September 2013, PAlilZ assisted 163 potential investments:

- Value of investment: EUR 4.8 bn
- Number of new work places: 31.9 thous.
- Main sectors:
 - BSS + ICT (46)
 - automotive (30)
 - R&D (13)
 - Food-processing (10)
- Major countries-investors:
 - USA (44)
 - **Germany (21)**
 - China (14)
 - Japan (8)





Reinvestments among PAlilZ active projects

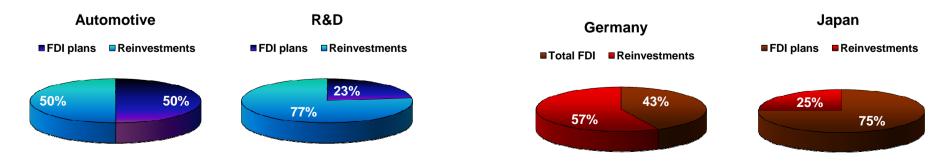
As of September 2013, PAlilZ assisted 163 potential investments

	Number	Value (bn EUR)	Employment
Planned FDI	163	4,8	31,908
Planned reinvestment	64	1,4	15,244
Share of reinvestments	39%	28%	48%



Sectors

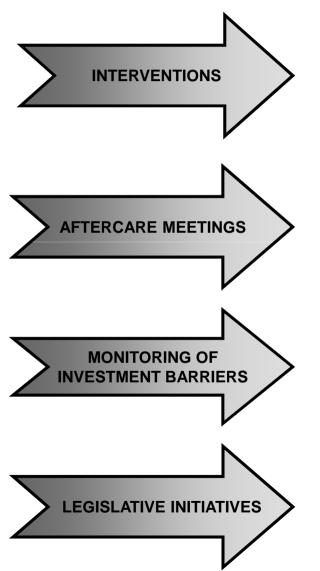
Countries



Source: PAlilZ compilation, 2013



Scope of services offered by PAIIIZ



mediation, liaison between government bodies, local authorities, state administration and the investor

letters of support, phone calls, etc

meetings with investors operating in Poland re the implementation process of their investment project

annual report on barriers to the inflow of FDI to Poland

as a feedback from investors to central authorities

aiming the improvement of the Polish business environment and legislation



Reinvestment - case study



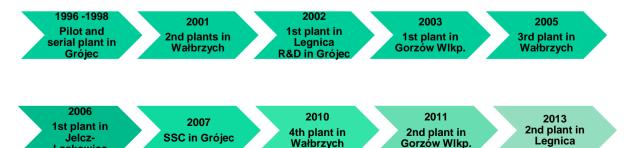
Key facts

- 10 plants
- 2 business groups: automotive seatings and interior systems
- 5 locations in Poland in 3 provinces
- 6,333 employees
- Shared Services Center for CEE
- Wide range of R&D operations

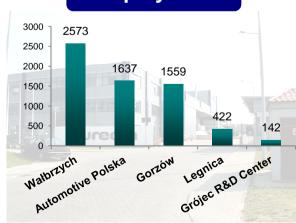
Locations



History



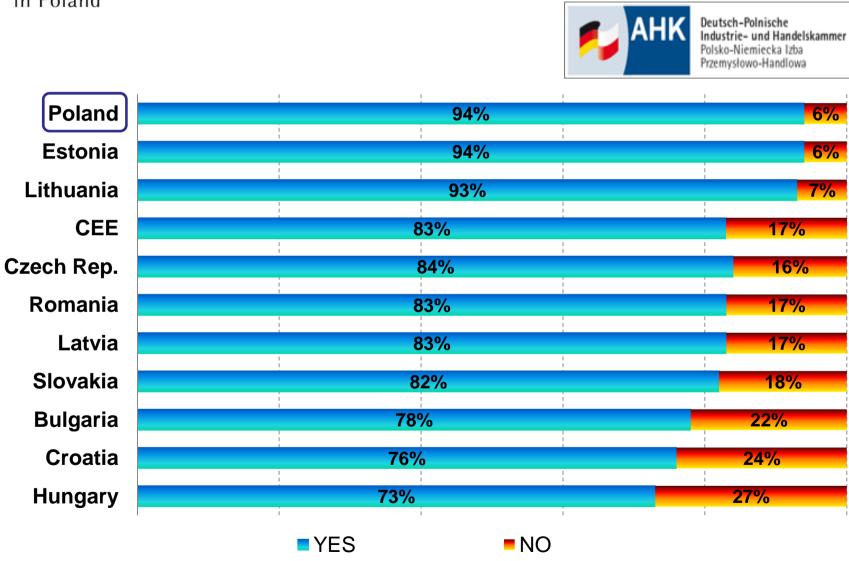
Employment



Source: Faurecia, 2013



Would you invest again in the location of your investment?



Source: Ankieta koniunkturalna EŚW 2013, AHK Polska



Thank you for your attention

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