



AUXNAVALIA PLUS PROJECT- ACTION 2.1

Guidelines for the survey of new business opportunities for the Atlantic Area Shipbuilding Ancillary Industry

Neopolia Marine Solutions, the 28/09/2012

COUNTRY NAME: POLAND DOCUMENT N°1 - GENERAL INFO

A – GEOGRAPHY AND CLIMATE:

The north of Poland, stretching to the Baltic Sea, consists almost entirely of lowlands, while the Carpathian Mountains (including the Tatra range) form the southern border. The Masuria region forms the largest and most-visited lake district in Poland.

The Polish state is over 1 000 years old. In the 16th century Poland was one of the most powerful countries in Europe. With victory at the Battle of Vienna in 1683, King Jan III Sobieski of Poland was able to break the Ottoman siege of Vienna and end the threat of a possible occupation of western Europe.

Officially the **Republic of Poland**, is a country in Central Europe, bordered by Germany to the west; the Czech Republic and Slovakia to the south; Ukraine, Belarus to the east; and the Baltic Sea and Kaliningrad Oblast and Lithuania to the north. The total area of Poland is 312,679 square kilometres (120,726 sq mi), making it the 69th largest country in the world and the 9th largest in Europe. With a population of over 38.5 million people, Poland is the 34th most populous country in the world, the sixth most populous member of the European Union, and the most populous post-communist member of the European Union. Poland is a unitary state made up of 16 voivodeships.

Area: 322,575 sq km (124,547 sq miles, about size of New Mexico)

Time Zone: CET (UTC+1)

Summer (DST) CEST (UTC+2)

Climate: Temperate with mild summers and moderately severe winters

Holidays: 11 days a year

B – POPULATION AND LEVEL OF DEVELOPEMENT:

Poland's history as a state begins near the middle of the 10th century. By the mid-16th century, the Polish-Lithuanian Commonwealth ruled a vast tract of land in central and eastern Europe. During the 18th century, internal disorders weakened the nation, and in a series of agreements between 1772 and 1795, Russia, Prussia, and Austria partitioned Poland among themselves. Poland regained its independence in 1918 only to be overrun by Germany and the Soviet Union in World War II. It became a Soviet satellite state following the war, but its government was comparatively tolerant and progressive. Labor turmoil in 1980 led to the formation of the independent trade union "Solidarity" that over time became a political force with over ten million members. Free elections in 1989 and 1990 won Solidarity control of the parliament and the presidency, bringing the communist era to a close. A "shock therapy" program during the early 1990s enabled the country to transform its economy into one of the most robust in Central Europe. Poland joined NATO in 1999 and the European Union in 2004. With its transformation to a democratic, market-oriented country largely completed, Poland is an increasingly active member of Euro-Atlantic organizations.

Capital: Warsaw

Language: Polish

Border Countries: Germany, Czech Republic, Slovakia, Ukraine, Belarus, Lithuania, Russia

Population: 38 million

With much of Europe still struggling to recover from the impact of the 2008 financial crisis, Poland stands out as an unlikely island of economic success, a place where companies and individuals plan for growth rather than decline. In 2009, when the gross domestic product of the European Union contracted by 4.5 percent, Poland was the only country in the union to see its economy grow, by 1.6 percent. The EU economy as a whole remains smaller than it was at the beginning of 2009 and isn't expected to recover its losses until the end of next year. In that same period, Poland is projected to enjoy a cumulative growth of more than 16 percent.

Currency: Zloty (PLN, zł), 1 zloty = 100 groszy

Government type: Republic, parliamentary democracy

Members of: EU, UN, NATO, OECD, WTO and many other

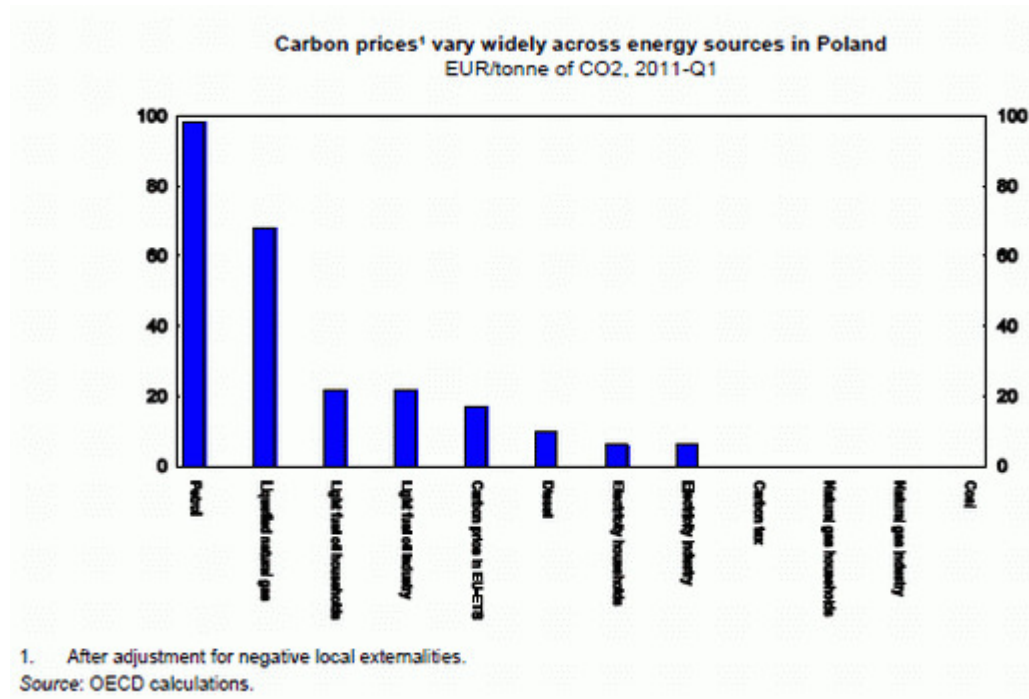
C – ECONOMICAL MAIN FIELDS:

Poland has pursued a policy of economic liberalization since 1990 and Poland's economy was the only one in the European Union to avoid a recession through the 2008-09 economic down turn. Although EU membership and access to EU structural funds have provided a major boost to the economy since 2004, GDP per capita remains significantly below the EU average while unemployment continues to exceed the EU average. The government of Prime Minister Donald TUSK steered the Polish economy through the economic downturn by skillfully managing public finances without stifling economic growth and adopted controversial pension and tax reforms to further shore up public finances. While the Polish economy has performed well over the past five years, growth slowed in 2012, in part due to the ongoing economic difficulties in the euro zone. The key policy challenge is to provide support to the economy through monetary easing, while maintaining the pace of structural fiscal consolidation. Poland's economic performance could improve over the longer term if the country addresses some of the remaining deficiencies in its road and rail infrastructure and its business environment. An inefficient commercial court system, a rigid labor code, red tape, and a burdensome tax system keep the private sector from realizing its full potential.

Poland has been the best growth performer within the OECD through the global economic crisis. However, with its planned fiscal retrenchment and the European economy grinding to a halt, real GDP growth is projected to slow to 2¾ 3 per cent in 2012 and 2013. That should be sufficient to ease inflation pressures, even though inflation risks are currently tilted to the upside. Yet, Poland is not immune to contagion risks from its European trading partners. Under a scenario of a sharper than projected slowdown, Poland would have policy space to cushion the shock by easing monetary conditions, provided that the zloty does not weaken substantially. On the other hand, automatic fiscal stabilisers should be allowed to work within the constraints imposed by the constitutional debt rule.

Fiscal consolidation is the best way to reduce vulnerabilities in the economy. The government looks capable of meeting its deficit target of 2.9% of GDP in 2012. Detailed measures to reduce the deficit to about 2% of GDP in 2013 should be announced quickly, focusing on: cutting tax expenditures, reforming the farmers' social security system, removing pension privileges for selected occupations and continued tightening of eligibility criteria for disability support. Worthy changes that would help in the longer term include: enhancing public sector efficiency, opting for less distortive taxes and raising and equalising retirement ages for men and women.

Health care reform could ease the substantial limitations in access to care and reduce persistent inequalities in health outcomes. The health status of the population remains relatively poor, though in line with Poland's level of economic development. Widening the health care contribution base would help secure an adequate level of financing to limit heavy out of pocket payments, shorten waiting times and address growing health care needs. Private health insurance might allow expanded resources and make the system more responsive, but it should be designed carefully so as not to exclude low income households. Current resources should be re allocated from the hospital sector into both primary care and long term care. Improving health care efficiency and equity can also be achieved by: providing hospitals with clear incentives to rationalise the use of financial resources; streamlining responsibilities between the National Health Fund and central and local governments; and better regulating doctors working in both public and private facilities.



Poland's potential for cutting greenhouse gas emissions is substantial and should be realised in a least cost fashion. An economy wide single carbon price is key to minimising abatement costs, but present carbon prices vary widely across sectors. It is important to further pursue electricity market liberalisation in line with EU Directives. Public ownership in electricity generation and the lack of effective separation between producers and distributors may curb new entry and limit the role of the organised wholesale electricity market. Integrating the Polish electricity market with its neighbours' would help to spread climate change efforts more efficiently across the continent. Finally, government policies to increase the production of nuclear power and natural gas from shale formations should take fully into account tail risks and the short and long term environmental costs of the use of the former and fully consider environmental risks related to extraction of the latter.

Source: OECD
Ministry of Statistics, Poland , 2011

D – INDUSTRIAL LEVEL OF DEVELOPMENT:

Poland is a regional giant when it comes to business, yes, but it's also increasingly competitive in the international context. That's the picture that emerges from a pair of new reports from Deloitte and the World Economic Forum.

The "Deloitte Central Europe Top 500" report illustrates that 180, or 36 percent, of the 500 biggest companies in the region (by revenues) are located in Poland. The country has lost a little ground since the 2009 ranking, with the Czech Republic improving the most. Its biggest companies now account for 15 percent of the Top 500, putting it in second place after Poland. At 13 percent, Hungary rounds out the top three. A total of 15 Central European countries were studied in the report, including non-EU nations such as Ukraine and Macedonia.

The research notes that revenue growth over the Q1 2009-Q1 2010 period was also most common among Polish firms in the Top 500. Eighty percent saw revenues rise, compared with 78 percent among Hungarian firms and only 61 percent of the Czech companies, a significant y/y improvement for all three, albeit one achieved from a low base.

If Deloitte's research reinforces confidence in Poland's regional economic primacy, the World Economic Forum provides a perspective that may be pleasantly surprising for businesspeople – that the country's economy is growing more competitive. The organization's "Global Competitiveness Report 2010-2011" puts Poland in 39th among 139 countries in terms of economic competitiveness, up from 46th place last year.

"This significant improvement for a second year in a row reflects the country's relatively stronger resistance to the economic crisis as a result of more prudent economic policies and its growing domestic market size," the report's authors stated.

Poland's strengths, according to the report, include its large domestic market, high educational standards and well-developed financial sector. Transport infrastructure and government inefficiency are seen as major negatives.

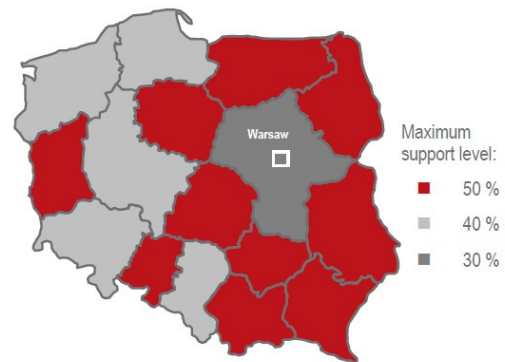
Among EU27 countries, Poland is squarely in the middle in terms of economic competitiveness, below the Czech Republic (36th overall in the ranking) and ahead of Cyprus (40th). Greece was the lowest-ranked member of the bloc (83rd), while Sweden was the highest (2nd).

E – ENVIRONMENT CONDITIONS FOR FOREIGN COMPANIES:

(Legal restrictions, social environment, marks and models protection, financial rules, ...)

Investment incentives available to investors⁵ have to be granted in accordance with the regulations on state aid for business entities. It is possible to combine various forms of state aid; however the total amount of tax exemptions or financial grants provided to an investor cannot exceed the maximum permissible amount of regional state aid (which is calculated by multiplying the qualifying costs by the maximum aid intensity in the region). Qualifying costs could be: costs of investment outlays (aid for an initial investment) or the two-year labour costs of newly hired employees (aid for job creation), depending on which of those is higher. Regional aid for an initial investment may be granted along with aid for job creation, provided that the overall amount of aid does not exceed the maximum permissible amount of aid.

Map of regional aid intensity (2013)



Investors from the **business services sector** in Poland can benefit from different types of **state aid**, including, inter alia, corporate income tax (CIT) exemption in the Special Economic Zones (SEZ) and governmental cash grants. Also available are **incentives from EU funds** and **EU R&D programs** for Polish registered entities (including the Polish arms of foreign investors) such as: Innotech – Intech R&D project support; Corporate Income Tax relief for the acquisition of new technology; Research and Development Centre (RDC); the 7th Framework Programme of the European Union. A new allocation framework for EU funds for 2014-2020 is currently under discussion between the EU and its member states and will be announced by the end of 2013. This might potentially change the incentive landscape in Europe.

CIT exemption

CIT exemptions are available for investors operating within SEZs based on a permit to run their business issued by the given

SEZ's authorities. The value of tax holidays can amount to the limit for the aid available for a given investment project.

The basic condition for tax exemptions in SEZs is that the investor has to commit to a new investment of at least EUR 100,000 and obtain a permit to conduct business activity in the SEZ issued by management board of the given SEZ. In order to receive an SEZ permit, an investor may either enter an existing SEZ or apply for an SEZ extension and apply for the SEZ permit afterwards. The board of SEZ applies to the Ministry of Economy for obtaining permission to establish the zone. SEZ permits are valid until the end of 2020: according to the currently binding regulations, that is the date on which SEZs will cease to exist. At present, however, legislative work is underway in order to extend the existence of SEZs beyond that date i.e. until at least 2026.

Government Grant

State aid is granted to and designated for investments which are considered crucial to the Polish economy, including investments in the **'priority sectors'**, one of which is modern services (**i.e. the business service sector, IT, etc.**). Such subsidy is granted on the basis of an agreement signed between the given investor and the Minister of Economy. The Polish Information and Foreign Investment Agency is the operator of this form of public aid. Projects from **the business services sector** which involve the creation of at least 250 new jobs or investment expenditure amounting to PLN 2 million may apply for job creation grants. In the case of **R&D projects**,⁶ the investor is required to create a minimum of 35 new jobs for workers with higher education and to spend a minimum of PLN 3 million in expenditures. **The maximum amount of support** varies from PLN 3,200 to PLN15,600 per job created. The amount of money granted depends on four factors: the percentage of employees with higher education; location; processes; and other factors (such as the brand of the company, co-operation with universities etc).

The flexibility in the number of jobs created is a maximum of 10%. If the company commits to 250 new jobs, the flexibility is 0%

Source: http://www.paiz.gov.pl/polish_law

E– MAJOR MARINE TOPICS:

(Shipping routes, fishing grounds, harbours, oil and gas, EMR, tourism, etc ...)

In 2010, the inland waterways transported only 0.3 percent of the total freight in Poland. The most effective waterway in Poland is Odra River Water Route (with canals in Gliwice and Kędzierzyn), but navigation conditions at the central section from Brzeg Dolny to the mouth of Warta River make navigation between the upper and lower sections of the Odra River impossible for the majority of the navigation period. The Vistula River (due to its fragmentary built-up structure) has the best parameters at the channelized upper section from the mouth of Przemsza River barrage and on the lower course from Płock to Włocławek barrage and from Tczew to Gdańsk Bay.

An integral component of water routes infrastructure are water ports and transshipment facilities. In 2010 a considerable share of ports required refurbishment to improve their technical condition and loading capacity. The most important inland water ports in Poland include:

- on the Odra River and Gliwice channel: Gliwice, Kędzierzyn-Koźle, Wrocław, Głogów;
- on Vistula-Odra water route: Kostrzyn, Krzyż, Ujście, Czarnkowo and Bydgoszcz;
- on Vistula River: Chełmno, Grudziądz, Toruń and Tczew;
- on Warta River: Poznań;
- on Nogat River: Malbork.

Poland has four **sea ports** which are important for the national economy and which play the function of international ports within the Trans-European Transport Network – i.e. Gdańsk, Gdynia, Szczecin and Świnoujście – and 57 smaller ports and harbors, of which 18 are maritime crossings (Map 4). The

most important regional ports are located in Police, Kołobrzeg, Darłowo and Elbląg. The location of main and regional sea ports and larger harbors is presented on the map below.



Source: Forecasted TDS impact on the environment, Warsaw 2011.

Due to their good and attractive location Polish sea ports may compete with Northern European hub ports. This is confirmed by the container terminal DCT in Gdansk which became the first hub on the Baltic Sea. Comparison of main parameters of the infrastructure of Polish and foreign ports (direct competitors on the Baltic Sea) and the transshipment offer suggests that Polish ports do not lag behind their southern competitors. The main development challenge for Polish sea ports is improved access, especially from land (roads, railroads).

In 2000-2010 total length of wharfs decreased (-5,8%), while the length of wharf fit for use (+8,0%), loading berths (+0,8%) and loading berths fit for use increased (+1,9%). The largest increase in loading berths fit for use took place in Szczecin: +12,6% and Świnoujście: +15,5%. The main problems of the existing port infrastructure include:

- insufficient depth of docks,
- insufficient loading capacity at berth,
- insufficient development of supporting facilities at loading berths,
- considerable depreciation of other elements of port infrastructure.

In 2003-2010 the **maritime transport** reported almost 50% decline in the number of passengers carried on Polish and foreign vessels (from 3,2 million persons to 1,5 million persons), which was caused by declining volume of services by foreign operators (from 2,7 to 0,9 million persons), only partially offset by a slight increase in the volume of services provided by Polish ship-owners (from 0,5 to 0,7 million persons).

In terms of modes, the largest demand will be reported in vehicle transportation whose share in global inland and maritime transport performance is likely to grow from 58,1% in 2010 to ca. 61-62% in 2020 and to ca. 62-63% in 2030 and remain at that level.

Initiatives in the **maritime transport** will be oriented on expansion of the Polish cargo fleet, especially specialized vessels. Opening of Liquefied Natural Gas (LNG) terminal in Świnoujście fosters development of national fleet to transport such form of gas.

The existing vessel traffic systems (VTS / VTMS) will be gradually extended and upgraded to meet the emerging needs of sea shipment in compliance with International Maritime Organization (IMO) and provision of Directive 2002/59/EC of The European Parliament And of The Council of 27 June 2002 establishing a Community vessel traffic monitoring and information system and repealing Council Directive 93/75/EEC (EU Official Journal L 208 of 5.8.2002, page 10, as later amended; EU Official Journal Special Polish edition chapter 7, t. 7, page 12, as later amended).

In order to improve safety and efficiency of **inland water transport** through quick exchange of information on water routes of international importance River Information Services (RIS) will be implemented.

Implementation of RIS is mandated by Directive 2005/44/EC of The European Parliament And of The Council of 7 September 2005 on harmonized river information services (RIS) on inland waterways in the Community (EU Official Journal L 255 z 30.9.2005, page 152, as later amended.).

Effective modern maritime transport is an integral part of Polish transport in the global passenger and freight services. Seaports are strategic hubs of the national transport system affecting its overall efficiency.

Within TDS timeframes development of this mode requires interventions in three areas:

- **development of sea ports infrastructure on the landside and seaside;**
- **reinforcing economic functions of sea ports ;**
- **raising the significance of maritime shipping in the chain of passenger and freight transport.**

The following directions of actions are envisaged with regard to development of port infrastructure on landside and seaside:

- strengthening maritime links between Poland and the world through extension of deepwater sea ports' infrastructure (approach fairway) and the loading capacity of the existing facilities;
- development of land corridors (road and railway) and selected river routes to provide for better access to sea ports from land;
- Extension and modernization of infrastructure in order to:
 - improve energy security of the country and implement the EU energy policy (e.g. redevelopment of Świnoujście port to include LNG terminal by 2014),
 - adjust sea ports to market needs (among others, construction of deepwater Container Terminal by 2020),

- reduce environmental pressure (improved waste management).

Maintenance and extension (deepening) of approach fairways is a way to improve the access to Polish sea ports (with Danish fairways as point of reference). Investment programs will be oriented on:

- Modernization of fairways in line with modern signaling technologies and monitoring, risk management, economic and navigation analyses;
- creation of interoperable conditions between sea and inland water routes to extend the length of waterborne transport through better use of inland waterways to access ports from land.

For TDS purposes the concept of approach fairway development will be elaborated in. „Development of Polish Seaports by 2020

Benefits of high-standard port infrastructure and good access to ports from the sea will not be possible if the landside access remains a bottleneck.

Therefore, it is important to **construct and modernize road, railway and - where necessary - also river infrastructure to link ports with their supply base.**

Modernization of infrastructure and better access to sea ports (terminals) will also improve spatial accessibility of major port cities and the entire Baltic Sea area.

Polish ports, as part of the European transport system, also contribute to realization of **EU energy policy** objectives and rising **energy security of the country** (port terminals may be an alternative to land supplies and ports – to location of power plants). In TDS timeframes, it is planned to **construct and develop terminals serving strategic raw materials** (coal, oil, LNG). These facilities will be located on the ports' premises to respond to any potential changes in directions of fossil fuels deliveries – much easier than in case of land routes and land transmission infrastructure.

FISHERIES

Polish internal waters cover the area of 2005 km², and the territorial waters cover 8682 km². The coastal strip of the Baltic Sea currently includes 36 gminas within 18 poviats in three voivodeships:

Pomorskie, Zachodniopomorskie and Warmińsko-mazurskie. The Baltic Sea is fresh pool, in which average salinity decreases with the distance from the Danish straits. Polish sea area is deemed rich in fish stock. Polish deep sea fisheries may be generally divided into two basic sectors: Baltic fisheries (the lion's share of fleet) and ocean fisheries. From among five basic species of the Baltic fish (cod, herring, sprat, European flounder, salmon), fishing of cod is particularly important for the Polish fishermen.

The 2012 fishing possibilities concerning some Baltic fish species were reduced. In 2012 the International Council for the Exploration of the Sea (ICES) announced that the stock of pelagial fish declined, so general fish quotas concerning sprat and herring within the central basin were reduced for 2012. In relation to 2011 the sprat quota was reduced by 22%, and the herring quota by 27%. Salmon quota was reduced by 51%. However, in 2012 the cod quota in the Eastern Baltic was increased by 15% in comparison to 2011, due to increase of the stock, and by 13% in the Western Baltic. The quota of herring caught in the Western Baltic also was increased by 32%.

The main regions of ocean fishing in 2012 included the areas managed by North Eastern and Atlantic Fishing Committee (NEAFC), as well as the area of the North Sea, Norwegian waters and the waters under the jurisdiction of Islamic Republic of Mauritania and Namibia. If the protocol to a fishing agreement with Morocco is renewed, Polish fleet will be able to fish on the waters belonging to the country.

The main species caught by Polish deep-sea ships include cod, coalfish, redfish, halibut, mackerel, scad and round sardinella. In 2012 the majority of fishing quotas granted to Poland was used by the North-Atlantic Producer Organization, by fishing or exchange of fishing quotas, mainly with Germany, the UK, Latvia, Estonia and Spain. Some exchanges were subject to complicated package negotiations conducted by our administration in cooperation with the sector.

Infrastructure of sea fisheries

In Poland there are 64 ports, in which fish from the Baltic catches is unloaded, including 11 ports administratively authorized to handle the unloading of cod in the amount exceeding 750 kg of live weight (Władysławowo, Hel, Jastarnia, Łeba, Ustka, Darłowo, Kołobrzeg, Dziwnów, Gdańsk – Pleniewo embankment, and Świnoujście). Deep-sea fishing is supervised by Circuit Inspectorates of Deep-Sea Fisheries located in Gdynia, Słupsk and Szczecin; they include 14 local inspectorates.

Catches

Baltic fish catches were maintained in 2011 at the level of the previous year and amounted to 110.8 thousand tons. Reduced catches of sprats, cods, European flounder and salmons were fully offset by record catches of herrings. The level of use of fishing quotas available to Poland increased in comparison to the previous year by 16% to 76%, but it resulted mainly from the ceiling decline. The use of quotas for particular fish species varied – from 100% in case of herrings to only 40% for salmons.

The profitability of Baltic catches significantly improved in 2011, especially in case of sprat and herring, where the increase in the selling prices in the harbour exceeded 40%. In comparison to the previous year, the ocean catches of fish and shellfish significantly increased (by 14% to 69 thousand tons), with changing structure of species caught and fishing areas. Following over 15% decline in catches and production in 2010. in 2011 the supply of inland water fish increased by 5.4% to 45.0 thousand tons. Again, the production of fish in aquaculture declined and increased catches of trout did not offset the reduced production of common carp. Significant increase was noted in professional lake catches and amateur angling.

Consumption

	2010	2011	Struktura (%)		Wskaźnik 2011/2010
			2010	2011	
Frozen fish	15 304	12 284	4,8	3,9	80,3
Fresh fillets	10 516	8 384	3,3	2,7	79,7
Frozen fillets	26 031	23 944	8,1	7,7	92,0
Salted fish	19 579	13 812	6,1	4,4	70,5
Smoked fish	84 819	71 976	26,4	23,0	84,9
Tins and preservatives	58 034	73 213	18,0	23,4	126,2
Marinates	77 630	78 242	24,1	25,0	100,8
Other products ^b	29 767	30 960	9,2	9,9	104,0
Total production	321 680	312 815	100,0	100,0	97,2

^a consumption goods, ^b culinary products made of fish, fish salads, pastes and patte.

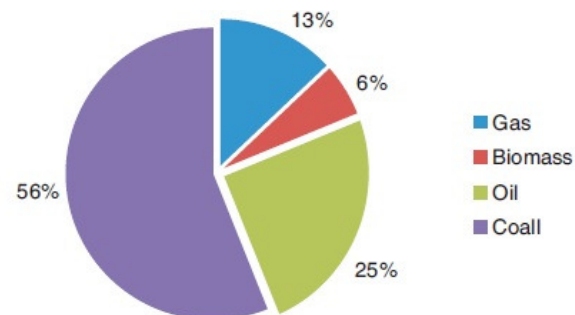
Table Production size and structure of fish processing against product groups in fish processing plants employing 50 or more staff (tons)^a. Source: MIR calculations based on GUS figures concerning the production of entities which employ 50 or more staff.

Source: Ministry of Agriculture and Rural Development, Poland, 2012

ENERGY SECTOR

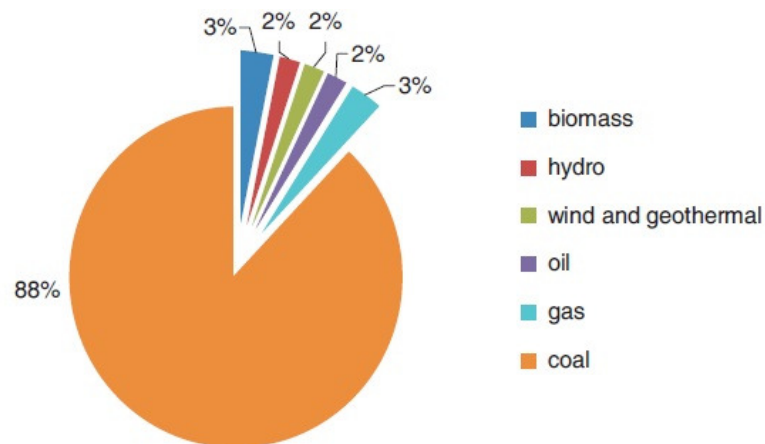
Production of primary energy in Poland is based mainly on fossil fuels. First place belongs, and will most likely belong for a long time to hard coal and lignite, which cover 56% of the demand. Crude oil also has a significant share of 25%.

Diagram 1. Demand for primary energy by source



Source: Energy Mix 2050. Analysis of Scenarios for Poland. Ministry of Economy 2011, page 7.

The Polish Government forecasts that primary energy consumption in Poland will grow between 2010 and 2020 at 1.5%. Use of renewable energy sources between 2010 and 2020 should reach 12%.



Electricity Generation in Poland by Source

Source: Poland Energy Report, Enerdata, July 2012

Natural gas and shale gas

In accordance with the data of the Ministry of Economy, Poland's annual demand is approximately **14.5 billion cubic meters**. In 2012, it is planned to increase domestic extraction of natural gas to 4.7 billion cubic meters. On average, approximately 30% of gas consumption in Poland is covered by domestic deposits. Approximately 63% of annual consumption comes from Germany. The remaining part is covered from import, mainly from Germany and the Czech Republic. Despite this significant level of gas import from Russia, Poland still remains in the EU one of the countries that are least dependant on imported gas.

In Poland, activities aimed at gas supply diversification are underway. In 2011, Gaz-System, the Polish operator of gas pipelines, increased by 30% the possibility of import from the South and West. The supply diversification strategy is also implemented through investments in the LNG terminal in Świnoujście. Initially the terminal will be able to receive 5 billion m³ of gas annually, but the target volume will eventually increase to 7.5 billion cubic meters^{3.10}

The biggest Polish producer and importer of gas is Grupa Kapitałowa Polskie Górnictwo Naftowe i Gazownictwo (PGNiG). In Poland gas is produced from deposits located mainly in southern and western Poland (mainly the Podkarpacie region and the western Wielkopolska region).¹¹ Poland also has a vast

potential for shale gas production. The Polish Geological Institute (PIG)¹² estimates that the Polish deposits most probably range between 346 and 768 billion cubic meters of gas.¹³

The Polish energy sector is peculiar in that the trade unions (more than half of workers are members of trade unions) hold a strong position. It translates to a relatively stable pay growth and employment guarantees which are more favourable than in other industry sectors.¹⁴

As at 30 November 2010, in Poland there were in total 132 thousand students of engineering (including energy-related programmes). Of this number, more than 40 thousand were first year students. There are also postgraduate programmes educating specialists in renewable energy sources

Renewable energy sources

In Poland, renewable energy sources also develop quite rapidly. The leading position is held by wind energy. According to the data of the Energy Regulatory Office (URE), as at the end of September 2012, there were 663 wind plants in Poland of a total capacity of 2341 MW. Most wind farms are located in north-western Poland. The leader is the Zachodniopomorskie Province (716.8 MW), followed by the Pomorskie Province (246.9 MW) and the Wielkopolskie Province (245.3 MW). The current share of wind energy in all sources of electricity of renewable origin is 57.6%. It ranked first among renewable energy sources already in 2009.

COUNTRY NAME :
DOCUMENT N°2 - MARINE AND OTHER ACTIVITIES OF INTEREST AND ACTORS IN THE COUNTRY

Sectors of marine activity	Level (*)	Name of actors/Remarks
Maritime transport: Bulk Containers Tankers and gas Coastal	3	MAYOR (83%) : Globaltic Marine sp z.o.o. (Gdynia)- builder
	3	Polamer Cargo, DB Schenker,
	3	
	3	
Passenger cruise: Managemt Ports/places of call	4	Baltic Sea Cruissers , Fred Olsen, Costa Cruises, MSC , P&O, Viking Lines
	4	
Inland transport: Passengers Dry cargo Oil	3	
	3	
	4	No done
4 –Mega yachts in operation	4	
5 –Harbour equipment	2	Gdansk, Gdynia, Szczecin, Kołobrzeg and Świnoujście
6 –Fishing: Coastal Deep sea	2	Ports of Gdynia, Szczecin, Hell
	4	Port of Hell
Naval forces: Presence Bases	1	3 RD FLOTILLA , 8 TH FLOTILLA AND GDYNIA AVIATION FORCES
	2	3rd Flotilla of Ships (Gdynia-Oksywie naval base) & 8 th Coastal Defense Flotilla (Swinoujscie naval base)
Offshore : Oil & gas MRE operations Service fleet	3	
	3	Mars Shipyards and Offshore, Globaltic Marine

Major shipyards: Tankers and bulk Gas Cruise Mega yachts Fishing Military	3	StoczniaWisła Sp.zo.o, Gdańska Stocznia Remontowa S.A., Stocznia Gdansk S.A., Stocznia Północna S.A. ,Naval Shipyard Gdynia S.A., Stocznia Remontowa Nauta S.A., Szczecińska Stocznia Remontowa Gryfia S.A.
Naval dockyards	1	Gdynia
Other fields of interest		

(*) : level indication:

- 1 – Essential activity for the country
- 2 – Important activity for the country
- 3 – Activity of importance for a limited region or sector
- 4 – Presence in the country
- 5 – Access closed to our companies

Data

COUNTRY NAME : POLAND (BALTIC AREA)

DOCUMENT N°3–COMPANIES WORKING FOR THE FIELDS OF ACTIVITY LISTED IN DOCUMENT N°4

SPECIALITY	Number of companies		Appreciation of the quality (poor, mean or good) of the :			
	Big	SMEs	Equipment	Organisation	Skill	Safety at labour
Metal works: Steel	5%	95%	MEAN	POOR	GOOD	MEAN
Aluminium	5%	95%	MEAN	POOR	GOOD	MEAN
Stainless steel	5%	95%	MEAN	POOR	GOOD	MEAN
Diesel Eng. : Fabrication	2	10	GOOD	GOOD	GOOD	GOOD
Maintenance	2	10	GOOD	GOOD	GOOD	GOOD
Deck equipment: Design	0	2	MEAN	MEAN	GOOD	MEAN
Fabrication	0	2	MEAN	MEAN	GOOD	MEAN
Safety: Conception						
Fabrication						
Electricity: Fabrication	6	24	GOOD	GOOD	GOOD	GOOD
Motors maintenance	2	10	GOOD	GOOD	GOOD	GOOD
On board install/maint.	1	5	POOR	MEAN	POOR	POOR (Offshore)
Schwitchboards						
HVAC: Studies						
Equipment fabrication	0	2	N/F	N/F	N/F	N/F
Installation	0	2	N/F	N/F	N/F	N/F
Ducts fabrication						
Electronics: Conception	2	7	MEAN	POOR	GOOD	MEAN
Fabrication	2	0	MEAN	POOR	GOOD	MEAN
Maintenance	2	7	MEAN	POOR	GOOD	MEAN

SPECIALITY	Number of companies		Appreciation of the quality (poor, mean or good) of the :			
	Big	SMEs	Equipment	Organisation	Skill	Safety at labour
Interior: Design	0	12	MEAN	POOR	GOOD	MEAN
Fabrication & furniture	0	12	MEAN	POOR	GOOD	MEAN
Installation	0	12	MEAN	POOR	GOOD	MEAN
Bathroom pods fabrication	0	23	MEAN	POOR	GOOD	MEAN
Cabins prefab/install	0	6	MEAN	POOR	GOOD	MEAN
Panels fab/install	0	2	MEAN	POOR	GOOD	MEAN
Plaster	0					
Insulation	0	3	MEAN	POOR	GOOD	MEAN
Fabrics	0					
Entertainment: Studies						
Fabrication						
Maintenance						
Studies: Engineering	0	3	MEAN	POOR	GOOD	MEAN
Economic & strategy	6	27	MEAN	POOR	GOOD	MEAN
Naval architecture	0	3	MEAN	POOR	GOOD	MEAN
Equipment integration						
Maintenance coordination						

SCRIPT: N/F (Not Found)

Mayor Shipyards: www.stocznidarlowo.pl www.remontowa.pl www.nauta.pl www.stocznia.gdynia.pl www.ssn.pl www.gdanskshipyard.pl www.stoczniaWisla.pl
www.partnerstocznia.pl

Yachts Shipyards : www.yatch.hg.pl

Maritime Cluster: <http://klastermorski.com.pl/>

List of Main Leaders: Miasto Gdynia – reprezentuje Pan Ryszard Toczek, Centrum Techniki Okrętowej – reprezentuje Pan Zbigniew Karpiński , DALMOR – reprezentuje Pan Krzysztof Rychlicki, Navimor-Invest – reprezentuje Pan Witold Górski, Szkoła Morska w Gdyni – reprezentuje Pan Krzysztof Michnał, GRECO JLT Polska sp. z o.o. – reprezentuje Pan , Piotr Kotwicki, Zarząd Morskiego Portu Gdynia S.A. – reprezentuje Pan Krzysztof Gromadowski, Akademia Morska w Gdyni – reprezentuje Pan Janusz Mindykowski , Instytut Badań nad Bezpieczeństwem – reprezentuje Pan dr Zdzisław Długosz, B. Barańska Liliana – Bałtycka Akademia Umiejętności , Biłat Danuta, Chłopecki Jerzy – Akademia Marynarki Wojennej w Gdyni , Cieślak Andrzej –

Urząd Morski w Gdyni , Dębicki Stanisław – ekspert , Długosz Zdzisław - Instytut Badań nad Bezpieczeństwem , Dobrowolski Krzysztof – Uniwersytet Gdański Dziekan Wydziału Ekonomicznego , Gąsak Krzysztof – BGŻ , Gil Piotr – GrECo JLT Polska , Grzybowski Marek – Akademia Morska w Gdyni Kierownik Katedry Ekonomii i Zarządzania , Igielski Michał – Akademia Morska w Gdyni , Jarosiński Janusz – Zarząd Morskiego Portu Gdynia S.A., Jaszowski Władysław – dziennikarz gospodarczy , Jaś Zbigniew – radca prawny , Juszczyński Józef – spedycja, logistyka , Kamiński Marek – podróżnik, biznesmen , Karnicki Zbigniew – Morski Instytut Rybacki , Kilian Andrzej – Centrum Technologii Morskich Gdynia , Królikowski Andrzej – Urząd Morski Gdynia, Liga Morska i Rzeczna , Lewandowski Jerzy – Sekretarza Generalny – Krajowa Izba Gospodarki Morskiej , Lewandowski Andrzej – Geomor Ltd. Gdańsk , Linkowski Tomasz – Morski Instytut Rybacki , Lipski Marek – ekspert , Masny Piotr – Seatrans Crewing S.A. , Mickiewicz Piotr – Uniwersytet Gdański Dyrektor Instytutu Stosunków Międzynarodowych , Naskręt Alfred – Szkoła Morska w Gdyni , Nawrocki Witold – kpt.ż.w. Stowarzyszenie Kapitanów Żeglugi Wielkiej w Gdyni , Niemiec Ryszard – ekspert żeglugowy , Nowakiewicz Zbigniew – ekspert żeglugowy , Palmowski Tadeusz – Uniwersytet Gdański , Pasiński Jerzy – Zarząd Morskiego Portu Gdynia S.A. , Pawłowski Artur – Zarząd Morskiego Portu Gdańsk S.A. , Pliński Marcin - Uniwersytet Gdański , Rychlicki Krzysztof – PPH „Dalmor” Gdynia , Rogoziński Andrzej – Polcargo Ltd. Gdynia , Smolarek Zbigniew – Petrobaltic Ltd. Gdańsk , Schon Jerzy – ekspert ubezpieczeniowy , Skelnik Julian – Zarząd Morskiego Portu Gdańsk S.A., Rada Portów Bałtyckich , Skwiercz Stefan – Posesor Surveyor Gdynia , Starnawski Jerzy – PPP Naftoport Ltd. Gdańsk , Stefaniak Lechosław – dziennikarz gospodarczy , Toczek Ryszard – Urząd Miasta Gdynia, Naczelnik Wydziału , Uziębło Jerzy , Studziński Robert – ODYS Shipyards Ltd. Gdańsk

In Table n° 3 only was analyzed the North Baltic Window, no entire country.

COUNTRY NAME :

DOCUMENT N°4 CONCLUSION – OPPORTUNITIES AND OBSTACLES FOR OUR COMPANIES IN THE COUNTRY/REGION

In the different fields of activities listed in Document N°3:

Based on the latest news, shipyards and ancillary industry are growing, due to the changes and reforms made in the shipyards and the privatization processes. European Union, new international contracts and rate change are the reason.

Naval sector is going to build vessels for Norway, with a 130M€ value contracts said the National Managing Bank. The contracts will be signed due to the promise of the National Managing Bank that contracts will be in the National Program of funds for exportation credits framework.

Exportation Credits for buying vessels are a part of the National Program DOKE (Interest Founding Program for Exportation). Aims to support exports through secure fixed rate for credit to the purchaser of the Polish investment goods by the commercial bank.

In 2011 the shipyard boats oldest luxury country Janmor build 570 yachts, 100 more than last year. The Galeon shipyard next to Gdansk in 2010 increase sales of yachts up to 10 m in length by 250% and more than one third of large entities.

Delphia Yachts shipyard Oleck, one of the largest in the country, saw an increase in production of 20% in 2011. Sunreef Yachts of Gdansk produced more than EUR 35 million.

Offshore Opportunities

It also increases the employment rate in the Polish shipyards. the shipyard Stocznia Gdansk SA has had full order book for 2011. In 2012 wants to open a second production of wind towers.

In the years 2010-2012 want to make investment plans PLN 300 million (EUR 75 million).

Among the investments made in Stocznia ions Gdanska SA are: the production line and machining flat section prefabrication of micro panels. In November 2001, they launched the first production line of wind towers. Compression plant also produces high quality compressed air, a gas water sanitation and natural gas facilities were constructed.

The shipyard also bought new equipment, such as plasma cutting portals, mobile cranes to transport sections of towers and cranes that can build constructions carry up to 150 tons.

In September 2012 the shipyard has started building the second factory towers.

Currently have the capacity to produce 100 towers a year, but when the new plant opens, the capacity increase 3 times. Buyers of towers are Siemens and Nordex.

Private shipyards

The Crist shipyard signed a contract to build platforms with propulsion to put up wind towers and three pontoons transportation. In September they will be ready to produce underwater parts of the towers. the

Contracting is a construction company Hochtief Solutions.

Crist has two years to finish the job, which will bring 150 million EU planned for April 2013.

The platform and the pontoons are Szczecin - the shipyard "ryfia" has ideal conditions for producing parts for offshore wind towers. They are mostly open land on the coast. The location is key because huge pieces of offshore wind mills can be transported much more easily than from a factory inside.

In Stolyczyn beside the river Odra, the Belgian company wants to invest in Teleskop construction cranes for the construction of offshore wind farms. Are quite specific and are waiting for the results of the geological evidence on the ground where they want to build the factory.

The European Union wants to invest EUR 6 billion , Poland is to incorporate the use of these funds to develop projects in the Polish maritime areas.

The main barriers to the realization of development plans Marine wind farms in the Baltic and North Sea is the kick in the productive potential of maritime structures and elements as platforms factories , foundries , towers and marine cables. The second critical factor in the development of the sector is the lack of transport ships for the parts of wind mills , ship building , research and service. Poland has a large production potential of these elements but is not developed enough to contribute to the growing demand.

A key element of infrastructure development is the expansion of warehouses and port facilities and transportation infrastructure . Besides serving as a basis for maintenance and operation of wind farms , ports will be as locations for manufacturers of components and spare parts or entire turbines turbines.

In this particular activity, no much opportunities were found. Skills and Culture is vast in the country, with the highest number of Univerities and PostDegree students in Eastern Europe, and many workers with enough experience. But, although this could be a barrier, many new jobs related with the new structures in the sea must be developed, as for example the opportunities in safety at sea behaviour.

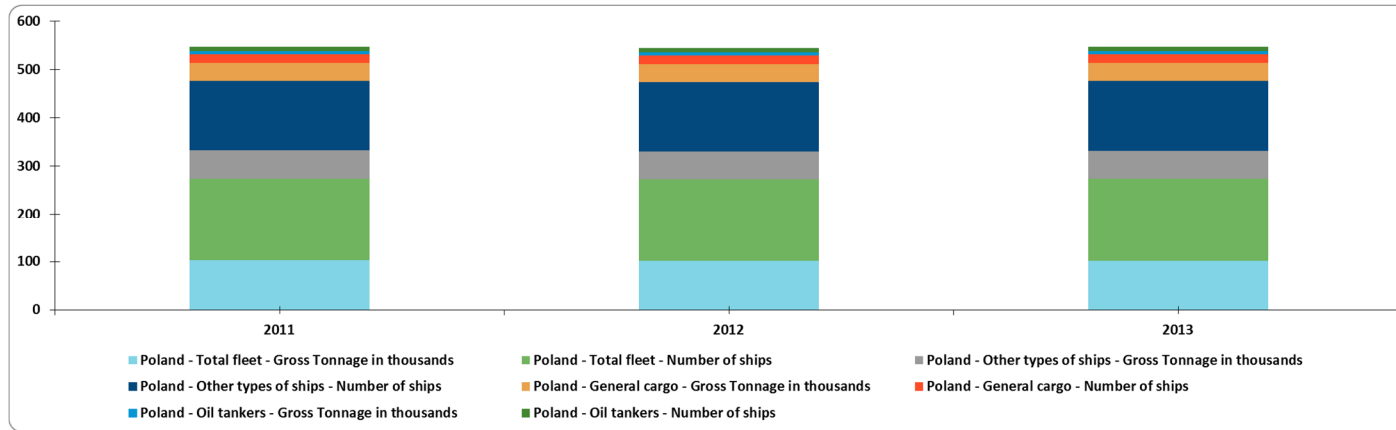
The Environmental protection activities are very necessary too, in order to build offshore systems with less impact to the sea life- sea bed.

Shipbuilding Sector

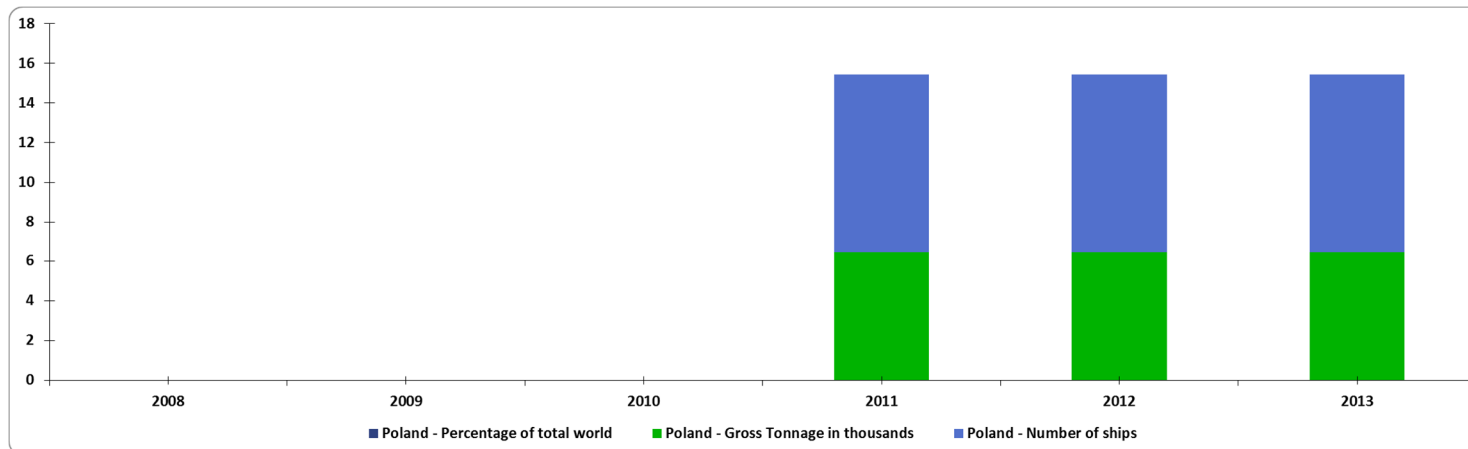
Polish fleet of sea cargo ships in 2003-2010 increased by 4,3% in terms of number of ships and by 24,6% in terms of load capacity. In the entire period the majority of those ships (83%-90%) were sailing under foreign flags. Average age of sea vessels in 2010 was 16,8 years; vessels under 10 were 34,4% of tonnage, between 11-20 - 37,8% of the tonnage and over 20 - 27,8% of the tonnage. Foreign trade is increasingly based on containerization. The Polish fleet in 2010 did not have vessels to accommodate for this type of cargo transport (it was dominated by rational bulk carriers - 83%).

Constructions are very well related to the Offshore Proposal too, but Poland needs to increase the number of Cargo Vessels that they lost in the past ten years. Evolutions and numbers are shown here,

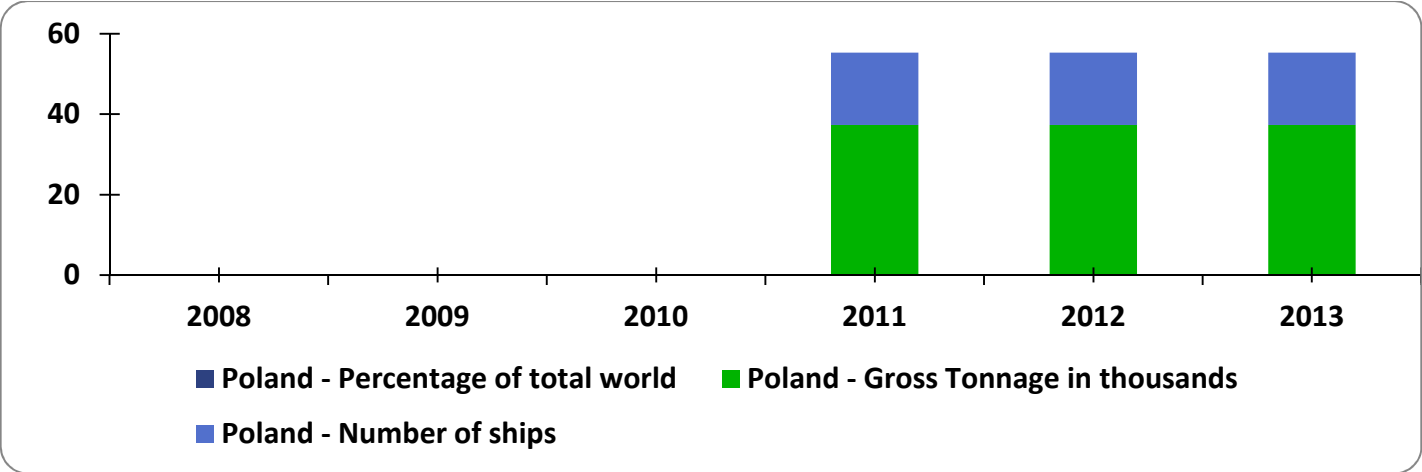
A-Merchant fleet by flag of registration and by type of ship, annual, 1980-2013, August 2013



B-Oil Tankers



C-General Cargo



Other Types Of Ships

