



INVESTING IN POLAND 2008

Major Polish cities



PRICEWATERHOUSECOOPERS

**City/town: Gdańsk**

**Location: Northern Poland**

**Province: Pomorskie (Pomeranian)**

**General data**

<b>Address</b>	<b>Street:</b> Nowe Ogrody	<b>Number:</b> 8/12	<b>Postal code:</b> 80-803	<b>City/town:</b> Gdańsk
<b>Telephone numbers:</b>	+48 58 323 61 30	<b>2.</b>	<b>3.</b>	<b>4.</b>
<b>Website:</b> <a href="http://www.gdansk.pl">www.gdansk.pl</a>		<b>E-mail:</b> <a href="mailto:cob@gdansk.gda.pl">cob@gdansk.gda.pl</a>		

**Data on the city/town**

GDP	EUR 7025 per capita				
Rating	<b>Fitch</b>	<b>Moody's</b>	<b>Jones LaSalle</b>	<b>Lang</b>	<b>Standard&amp;Poor's</b>
	BBB stable				
Number of residents in city/town	457 000				
Number of residents in province	2 200 000				
Number of residents in the province aged 18-44					
Key industries	Ship building Petrochemical industry Chemical industry Food processing Electronics Telecommunication IT Cosmetics industry Pharmaceutical industry				

**Infrastructure**

Airways	<b>Transport of passengers (by quantity)</b>	<b>Transport of goods</b>	<b>Number of connections</b>		<b>Number of flights (total)</b>
			<b>international</b>	<b>domestic</b>	
	1 256 014 (2006)	4 036 950 (2006)	37	3	319 per week
Roads	<b>Motorways (in km)</b>		<b>Dual carriageways (in km)</b>		<b>Ring roads</b>
	A1 -90km (node Rusocin- Nowe Marzy)		75		39km
Railways	<b>Number of direct express connections with the largest European cities</b>		<b>Number of direct express connections with the largest Polish cities</b>		
	2		34		
Sea	<b>Ports:</b>				
	<b>Movements of ships in ports</b>		In 2006, 2947 ships arrived in the Gdańsk port and 2914 left.		

	<b>Reloading in commercial ports</b>	24 200 000 tons of goods in 2006			
	<b>Passenger traffic</b>	146 868			
Technical	<b>Maximum available capacity of Internet connections:</b>	<b>Number of Hotspots</b>			
	2048 KBPS				
<b>Population / Labour Market</b>					
Status and age of population in particular age groups (by quantity and in percentages)	<b>18-24</b>	<b>24-35</b>	<b>35-45</b>	<b>45 +</b>	
	50 584	82 900	63 594	197 292	
Unemployment rate – city/town	6.1%				
Unemployment rate – powiat	6.1%				
Unemployment rate – province	12.9%				
Unemployment by age /gender	<b>18-24</b>	<b>24-35</b>	<b>35-45</b>	<b>45 +</b>	
Women	1 100	2 890	1 685	3 143	
Men	770	1 486	1 046	2 825	
Cost of labour	<b>Accountant</b>	<b>IT specialist</b>	<b>White collar</b>	<b>Blue collar</b>	<b>Manager</b>
Average remuneration (EUR)	EUR 600 per month	EUR 771 per month	EUR 551 per month	EUR 430 per month	EUR 899 per month
<b>Education</b>					
Number of students (total)	72 300				
Percentage of people with university level education	40%				
Number of university-level school graduates (total)	18 800				
Number of university-level schools	15				
Key university-level schools	Uniwersytet Gdański Politechnika Gdańska Akademia Medyczna w Gdańsku Akademia Wychowania Fizycznego i Sportu w Gdańsku Akademia Muzyczna w Gdańsku Akademia Sztuk Pięknych w Gdańsku Wyższa Szkoła Bankowa w Gdańsku Wyższa Szkoła Zarządzania w Gdańsku Wyższa Szkoła Społeczno-Ekonomiczna w Gdańsku Gdańska Wyższa Szkoła Administracji „ATENEUM” – Szkoła Wyższa w Gdańsku Wyższa Szkoła Turystyki i Hotelarstwa w Gdańsku Gdańska Wyższa Szkoła Humanistyczna Wyższa Szkoła Finansów i Administracji w Gdańsku Polsko-Japońska Wyższa Szkoła Technik Komputerowych w Gdańsku				
Most popular studies	Economy	Administration	IT	Law	Management and Marketing
Number of students of most popular studies	4 530	3 600	6 200	2 951	3 000
Average number of graduates of accounting and financial studies	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>
					1 400
Knowledge of foreign languages		<b>English</b>	<b>German</b>	<b>French</b>	<b>Spanish</b>
Among residents of city/town (%)		62%	31%	8%	4%
Among students (%)		97%	68%	26%	15%

<b>Investments</b>			
Largest employers in the region	<b>Name</b>	<b>Industry</b>	<b>Country of origin</b>
	Grupa Lotos SA	Petrochemical	Poland
	Energa-Operator SA	Energy	Poland
	GE Money Bank SA	Banking/finance	USA
	Gdańska Stocznia Remontowa SA	Shipyard	Poland
	Elnord SA	Developer	Poland
	Elektrociepłownie Wybrzeże SA	Energy	France
Number of business entities in the region	229 010		
Number of business entities with participation of foreign capital	3 664		
Number of enterprises in the region ranking among the 500 largest in Poland according to "Rzeczpospolita"	16		
Investor incentives e.g. investment relief	<p>Exemption from real estate tax  High additional finance for newly created jobs  In the area of the Pomeranian Special Economic Zone – exemption from income tax  Possibility to engage investor – university level school cooperation to launch educational programmes for specific investor requirements. The agreement signed between LG and the Gdańsk Polytechnic (Politechnika Gdańska) is an example  The city's support for future investors by constructing the necessary technical infrastructure</p>		
Special Economic Zones in the city and region (please provide names)	Pomorska Specjalna Strefa Ekonomiczna Sp. z o.o. (Pomeranian Special Economic Zone)		
Shared Service Centres	<b>Accounting</b>	<b>R&amp;D</b>	<b>Other (call centres, administration)</b>
	Nordea	Zensar, Intel	Reuters
		Young Digital Planet	Transcom
		Suruga Seiki, Thyssenkrupp Krause	BEST
		Lufthansa, GE Security	GE Money Bank
		Compuware, C-map	Wirtualna Polska
Number of foreign investments in the years 1995-2005			
Key foreign investors	<b>Name</b>	<b>Industry</b>	<b>Country of origin</b>
	E.D.F. International i G.D.F. International - Elektrociepłownie Wybrzeże SA – energy – France		
	Stadtwerke Leipzig GmbH - Gdańskie Przedsiębiorstwo Energetyki Ciepłej Sp. z o.o. – energy – Germany		
	GE Money Bank SA – banking/finance - USA		
	Intel Technology Poland Sp. z o.o. – IT - USA		
	Deepwater Container Terminal Gdańsk SA – logistics – Australia / Great Britain		
<b>Real estate market</b>			
Areas covered by the Spatial Development Plan (%)	70%		
Undeveloped areas administered by the municipality (%)	40%		
Price of 1m <sup>2</sup> of usable floor space in a housing building commissioned for use	Selling price: EUR 1590-1860		

Available office space in m <sup>2</sup>	<b>Class A</b>	<b>Currently</b>	<b>Planned by 2008</b>
	<b>Class B</b>	150 000m <sup>2</sup>	40 000m <sup>2</sup>

### Leisure

Leisure facilities	Golf courses	Aquaparks	Ski slopes	Tennis courts	Windsurfing	Other (specify)
Skate Park Swimming pools SPA Ice rinks Sports airport (Pruszcz Gdański)	4	1	2	25	4 spots	Stables

### Give the city's/ town's strengths and weaknesses

Strengths	Weaknesses
Best human resources potential in Poland – each year over 18 000 people, well-educated by renowned European university-level schools (such as Politechnika Gdańska, Akademia Medyczna w Gdańsku or the largest university level school on the Polish coast – Uniwersytet Gdański) enter the labour market	Insufficient hotel accommodation
Largest multimodal centre in Poland with a modern international airport and the largest container terminal in this part of the Baltic.	Insufficient congress infrastructure
High quality of life – great beaches, old town with world class monuments boasting over 1000 years of history, extensive cultural and entertainment offer	Emission of industrial and communicational contamination
Concentration of advanced technology firms and companies with a strong market position	Poor use of the city's cultural potential
Investment incentive system highly praised by international experts	Insufficient offer of sports events
Capital of the region – seat of the most important financial, academic and public administration institutions	Unsatisfactory condition of communication and communal infrastructure, especially in respect of roads, sewerage and mains water
Large number of attractive areas ready to be developed and included in current spatial development plans	Relatively high level of unemployment

### Description:

Gdańsk has nearly half a million citizens. Together with Gdynia and Sopot it constitutes the Tricity agglomeration – beautifully located on the shore of the Baltic Sea in the north of Poland. Gdańsk is one of the leading multimodal centres in this part of Europe – almost twice as big as Malmo and comparable to Goteborg.

It is here that major European trade routes intersect. Here sea routes meet land routes leading from Scandinavia and Western Europe straight to the south of Europe. Here run the routes from Germany to Russia – the Kaliningrad region, Estonia, Lithuania and Latvia.

Such a location, apart from being a tourist asset, is undoubtedly also of huge importance to the constantly developing economy in Gdańsk.

Gdańsk has a climate which is favourable to the development of entrepreneurship and investment. Nearly 60,000 firms operate here – that is more than ¼ of all the businesses located in the Pomorskie province.

The city hosts such corporations as Intel Technology, GE Capital Bank – related to the General Electric concern, Lido Technology Poland – the IT backup for German airlines Lufthansa, Aluship Technology Ltd. specializing in the construction of aluminium bodies and hulls, with its roots in Hamburg. The largest Polish sea port was built here and shipbuilding, oil, chemical, electric machine and infocomm industries developed.

Due to its good location, the land reserves and the role that Gdańsk and Pomerania play both in Poland and abroad, growing investor interest in the city is being observed and there is an increased inflow of capital.

Each investor, each entrepreneur is welcome to Gdańsk and the city is an active business partner. The systematically extended road, sewerage, mains water and infocomm infrastructure, with procedures which are becoming more and more transparent to investors, is creating enormous development possibilities.

Anyone who decides to invest in Gdańsk may count on professional services in the financial sector, the advisory services provided by consulting firms and local agencies supporting industry and entrepreneurship. Many programs have been launched in Gdańsk promoting entrepreneurship. One example of the business policies conducive to development is the exemption from real estate tax offered to businesses which develop production and service activities in the area of widely-understood new technologies.

The offer of land for investment purposes in Gdańsk has also been met with enormous interest. However, the most important of Gdańsk's resources are its educated citizens. The ability to study in 15 university-level schools where nearly 734,000 students study each year attracts young people from all over the country and ensures a constant inflow of educated staff to Gdańsk's businesses.

Full name and signature of person providing information on behalf of the Municipality:  
Alan Aleksandrowicz

Date: 7.08.07

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