



Doing business in Poland



Are you a member of a UK company wishing to export overseas?

Interested in entering or expanding your activity in the Polish market? Then this guide is for you!

The main objective of this **Doing Business Guide** is to provide you with basic knowledge about Poland; an overview of its economy, business culture, potential opportunities and an introduction to other relevant issues. Novice exporters, in particular will find it a useful starting point.

Further assistance is available from the UKTI team in Poland. Full contact details are available at the end of this guide.



Important Information - Sanctions and Embargoes

Some countries maybe subject to export restrictions due to sanctions and embargoes placed on them by the UN or EU. Exporting companies are responsible for checking that their goods can be exported and that they are using the correct licences.

Further information is available on the [Businesslink site](#)

The purpose of the Doing Business guides, prepared by UK Trade & Investment (UKTI) is to provide information to help recipients form their own judgments about making business decisions as to whether to invest or operate in a particular country. The Report's contents were believed (at the time that the Report was prepared) to be reliable, but no representations or warranties, express or implied, are made or given by UKTI or its parent Departments (the Foreign and Commonwealth Office (FCO) and the Department for Business, Innovation and Skills (BIS)) as to the accuracy of the Report, its completeness or its suitability for any purpose. In particular, none of the Report's contents should be construed as advice or solicitation to purchase or sell securities, commodities or any other form of financial instrument. No liability is accepted by UKTI, the FCO or BIS for any loss or damage (whether consequential or otherwise) which may arise out of or in connection with the Report.

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Introduction

Poland is located in the centre of Europe at the crossroads of the main north/south and east/west trade and transport routes.

Poland has enjoyed uninterrupted growth since 1992, even through the current world recession. The Polish economy continues to be among the leaders in Central Europe. In 2009, Poland was the best performing economy in the EU with 1.8% growth and growth was again positive at 3.8% in 2010. The country has proved to be most effective on the whole continent in managing the crisis. Thanks to this Poland managed to go up in a number of rankings assessing the economic performance of countries worldwide.

Political Overview

Poland has a stable political system based on a multi-party democracy established in 1991 after decades of communist rule. The head of state is the President who is directly elected for a five-year term and may serve only twice. Parliament is composed of two chambers, the Senate and the lower house, the Sejm. Both are elected for four years. The executive is vested in a Prime Minister and Cabinet. There is a developed judicial system. Bronisław Komorowski from the Civic Platform Party (PO) was elected President on 6 August 2010. Donald Tusk from the Civic Platform Party (PO) is Prime Minister as a result of parliamentary elections held in Poland on 21 October 2007. The next Parliamentary elections will take place in October 2011.

Poland joined the European Union on 1 May 2004.

Strengths of the market

In brief these are:

- **A strategic location (gateway to the East)**
- **A strong, dynamic economy (Poland has been developing twice as fast as Western Europe)**
- **The largest allocation of EU funds in the current programming period (67 billion euro for 2007 – 2013)**
- **A huge domestic market of 38 million consumers**
- **A young, well-educated work force**
- **Vast experience in trade with Eastern Europe**
- **Investment incentives in Special Economic Zones, Business and Technology Parks**
- **The availability of support from foreign lawyers, accountants and consultants already well established in Poland to help foreign investors**
- **English is increasingly spoken, particularly by the younger generation**

Opportunities in Poland

Located at the heart of Europe, Poland is the largest of the new EU member states, with a population of 38 million and a land mass roughly the size of Spain. It is a great springboard for UK companies planning to expand to other Central & Eastern European countries, as well as emerging markets further east.

In recent years, Poland has been one of the fastest developing countries in the EU. Consumer spending in Poland is proving resilient to the general downturn across the rest of Europe and is expected to remain strong this year.

EU Structural and Cohesion Funds will help maintain Poland as a market offering growth, stability and good prospects for UK business. Poland's allocation of €67 billion will underpin investment in Polish infrastructure, environmental and technology projects, as well as supporting human and regional development.

There are business opportunities in a range of sectors from infrastructure to healthcare, consumer goods to traditional and advanced engineering.

Poland's co-hosting of Euro 2012 championships has driven development in airports, railways, motorways, stadium and sport infrastructure, security and other related sectors. There are plans to build and modernize a dozen airport terminals and over 1500 kilometres of railway. New stadia are being built and others are undergoing refurbishment and extension, making Poland one of the largest construction sites in Europe! In the security sector, city authorities are investing in vehicle and people recognition systems, stadium and city monitoring, and fan management and access control. Although work on larger projects is under way, many lower-tier opportunities remain, and the Polish Government is totally committed to the success of the championships - think "London 2012" on a smaller scale. Ensuring a successful Euro 2012 will be a key driver in increasing the growth in tourists visiting the country, which continue to rise year on year.

Trade between UK and Poland

In 2010 Poland ranked as the 17th most important trade partner and export market for the UK (compared to 26th place in 2005) in terms of global trade, and Poland was the UK's largest export market in Central and Eastern Europe. Up from GBP 7 billion in 2009 – almost as much as with India.

In 2010 the UK retained its position as Poland's top 10 trade partner. UK exports to Poland in 2010 went up to GBP 3.6 billion – a 35% increase comparing to 2009. The value of Polish exports to the UK amounted to GBP 5.9 billion (29% increase). More goods were exported to Poland than to Turkey, Australia or Russia.

Bilateral trade between Poland and the UK increased from GBP 3 billion to GBP 9.56 billion between 2003 and 2010.

Getting here and advice about your stay

FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice [please visit the FCO Travel section](#)

By air

There are over 300 flights a week between the UK and Poland and in addition to regular airlines; there are also budget flights from UK regional airports to Warsaw, Kraków, Gdańsk, Katowice, Bydgoszcz, Poznań, Łódź, Szczecin and Wrocław. Due to Poland's size and the condition of the road and rail network, air travel within the country can be a good alternative to travel by train or car. The journey time between Warsaw Frederic Chopin Airport and the centre of Warsaw by taxi is approximately 30 minutes.

At the airport

Be careful to avoid taxi touts - licensed taxis are readily available. They show a company name and telephone number and a price per km is clearly visible. In Warsaw, the 175 bus runs frequently between the airport and the Central Railway station (Dworzec Centralny).

Visas

Passports should have 6 months' validity remaining when you enter Poland. EU/UK nationals do not require visas. Consult the Polish Embassy website for information about residence/work permits. See www.polishembassy.co.uk

Your stay

Warsaw in your Pocket: <http://www.inyourpocket.com/poland/warsaw> is a comprehensive general guide for visitors. As well as the website it is available free of charge in hotel foyers etc.

Preparing to Export to Poland

Poland joined the EU in May 2004 so EU business practices and standards generally apply. Poland joined the Schengen community in December 2007.

Direct sales onto the Polish market can be difficult and for most British companies it is more effective to approach the market through local business partners with the ability to distribute and provide technical support here. Licensing and franchising are also increasingly popular.

It is also possible to set up a branch office in Poland. To find out more about setting up here please refer to the website www.ey.com or www.paiz.gov.pl

British companies wishing to develop their business in the Polish market are advised to undertake as much market research and planning as possible in the UK. UKTI's team in Poland can provide a range of services to British-based companies wishing to grow their business in the Polish market. Their services include the provision of market information, validated lists of agents/distributors, key market players or potential customers in the Polish market; establishing the interest of such contacts in working with you; and arranging appointments. UKTI team in Poland can also organise seminars or other events for you to meet contacts or promote your company in the Polish market.

You can commission these services which are chargeable and operated by UK Trade & Investment (UKTI) to assist British-based companies wishing to enter or expand their business in overseas markets. Under this service, the Embassy's Trade & Investment Advisers, who have wide local experience and knowledge, can identify business partners and provide the support and advice most relevant to your company's specific needs in the market.

To find out more about commissioning work, please contact your local UKTI office. See www.ukti.gov.uk

Sources of information

Information on business in Poland is also available from these commercial and government websites:

- **Master Page**, Poland: <http://www.masterpage.com.pl> A searchable directory of business and tourism links. It is the leading English language source of information about Poland that is published in Poland.
- **Polish News Bulletin**: <http://www.pnb.pl> Coverage of business, finance, etc. issues.
- **Polish Market**: <http://www.polishmarket.com> Basic information on banking, telecommunications, pharmaceuticals etc. sectors, market research.
- **Polish World**: <http://www.polishworld.com> Links to business, economy, investment etc. web-sites.
- **The Official Web-Site of Poland**: <http://poland.pl> Basic information on Poland, economy and its institutions.
- The Polish Ministry of the Economy produces **annual economic reports** (in English) covering a wide range of areas, including statistics, trends, foreign trade details, inter-EU trade and a breakdown by industry and sector.

Other useful organisations

British Embassy Warsaw: www.ukinpoland.fco.gov.uk

Information on the working of and services provided by the British Embassy in Poland.

British Polish Chamber of Commerce (BPCC) www.bpcc.org.pl

Fabryczna 16/22

00-446 Warsaw

Tel: + 48 22 320 0100 (5 lines)

Fax: + 48 22 621 1937

bpcc@bpcc.org.pl

Extensive portal site offering information on the working of the BPCC and how to do business in Poland as well as links to market information and in-house partner search.

Polish Agency for Information and Foreign Investment

Polska Agencja Informacji i Inwestycji Zagranicznych (PAIiIZ)

Bagatela 12

00-585 Warszawa

Tel: +48 22 334 99 05, 334 9800, 334 9836, 334 9833

+48 22 628 98 89

Fax: +48 22 334 9999

www.paiz.gov.pl

Polish Chamber of Commerce (KIG): <http://www.kig.pl> (English version available).

Provides basic information on KIG activities, structure; directory of business opportunities.

How to do business in Poland

What companies should consider when doing business

Although the business climate in Poland is improving all the time, obstacles remain.

Poland ranks no. 70/183 in the **World Bank Doing Business report**, reflecting difficulties including: bureaucracy, lack of clarity and transparency in tax administration, the tax burden and the slowness of the Polish judicial system. Poland also still has relatively poor infrastructure, making road and rail links a particular challenge for investors.

However public investment, driven by European funding and the need to prepare for the European Football Championships in summer 2012, is supporting many improvements.

Gateways/Locations – Key areas for business

Warsaw is the biggest city in Poland, with 1.7 m inhabitants. It is the centre for financial services and chartered surveyors.

Kraków is the 2nd largest city with 755 thousand inhabitants. It is best known as a centre of culture and as the closest city to Auschwitz.

Łódź is the 3rd largest city with 742 thousand inhabitants. Often compared to Manchester because of its textile heritage, it is now a centre for the manufacture of white goods and due to its central location, a centre of logistics (warehousing and distribution). Many post industrial, red brick buildings of 18th century are available in Łódź for development of lofts, regeneration or architectural solutions.

There are clusters of industries in other areas, for example shipbuilding in Gdansk and heavy industry, mining and the automotive sector in Katowice. There is a developing aerospace cluster around Rzeszów and Świdnik.

Market entry and start up considerations

To enter the Polish market the company needs to establish contact and appoint a local representative, distributor/agent or set up own branch office in Poland. Your local UKTI office will advise you on how to commission a tailored report for your specific needs and a list of the best potential partners. During, your visit to Poland you will be able to meet some of them and appoint your local contact.

Advertising & Sales Promotion

The Polish market is competitive and launching a new product on the Polish market require strong advertising and marketing campaigns. Polish partners usually expect UK suppliers to participate in the cost of promotion.

The marketing and advertising sector is well developed in Poland. The majority of international advertising agencies are already present in the market and provide full service professional support to local companies. In addition local companies are developing dynamically and competing for market share.

Awareness of the importance of the branding is rising and demand for branding strategy is growing. However, there is a relatively small number of professional branding companies in Poland and there are opportunities for UK branding consultants.

Customs and Regulations

Poland is a member of GATT, the World Trade Organisation (WTO) and the European Union. It applies EU customs procedures and principles and Community Customs Codes are directly applicable in Poland.

Import Controls

Import restrictions may take the form of licenses, requirements, bans, and quotas. Licences are required to import radioactive materials, military goods and petroleum. Bans and quotas normally apply to selected agricultural produce and to some industries, notably the automotive industry.

Commercial Samples and Temporary Imports

Commercial samples may be imported free of duty where they are of negligible value. Otherwise a temporary import procedure must be followed using an ATA Carnet or by prior agreement with Polish Customs. A deposit may be required against eventual export.

Legislation

Polish legislation although harmonized with EU requirement, is complex. Revisions, amendments and regular corrections take place. When considering new projects in Poland it is worth consulting one of the international law firms established here, for example Ernst & Young, PriceWaterhouseCoopers, Deloitte & Touche or the Polish Information and Foreign Investment Agency www.paiz.gov.pl

Taxes

Taxes levied in Poland include: corporate income, VAT (goods and services), local taxes set by local authorities such as real estate tax, excise tax, personal income tax, inheritance and gifts tax and capital gains tax. Corporate income tax is 19% and income tax is in two bands: 18% and 32%. For further details of taxes, visit www.paiz.gov.pl. or check the "tax issues" area on the British Polish Chamber of Commerce website at <http://www.bpcc.org.pl>.

Poland has double taxation agreements with more than 60 countries, including the UK. Poland has also entered into investment protection treaties with a number of countries, including the UK.

VAT

As of 01.01.2011 the basic VAT rate is 23%, which is applied to majority of goods and services. 8% VAT applies to certain goods and services, e.g. goods related to fire protection specific groceries, gastronomy services, services of hotels, folk art articles, supply, construction, modernisation and rebuilding of buildings within the framework of social housing programme (i.e. houses not bigger than 300 sq. m. and flats not bigger than 150sq. m.). 5% VAT applies to supply of books and branch magazines as well as to certain (basic) food products. 0% rate is mainly applicable to export, intra-Community supply of goods and international transport services.

Excise Tax

In accordance with EU regulations, the Excise Duty Tax Act governs specific tax treatment for harmonised and non-harmonised excise goods. Harmonised goods include engine oils, fuels, gas, heating oil, alcohol and tobacco among others. Non-harmonised goods include cosmetics, perfumes, firearms, passenger cars, fur clothing and other goods. In most cases the tax is calculated as either a percentage of the manufacturing sale price of the goods, or as a percentage of the customs value of the imported goods.

Responding to Tenders

UK companies bidding for work in Poland with consortia, local partners or on their own should be aware that as part of the tender specification they will usually be required to submit certain certificates along with their tender bid.

These are certificates stating that they are registered, up to date with their tax, social and health insurance payments and that company directors, or members of the management board, do not have a criminal record. Such certificates do not exist in the UK but there are equivalent UK documents or accepted substitutes that companies can submit to satisfy this requirement.

- The UKTI Poland team can provide help with tender documentation requirements on request.

The UKTI team in Warsaw is always looking for potential business opportunities for UK companies. Many of these will be tenders so UK companies should be aware of how best to take advantage of tender opportunities in Poland.

Recruiting and Retaining Staffing

Poland's booming economy made recruitment in some sectors relatively difficult in the recent past but rising unemployment makes this less of a headline issue now.

The recruitment industry is well developed in some sectors. Agencies for senior professionals exist in the larger cities of Warsaw, Poznan, Gdansk etc. Salaries for well qualified professionals have increased greatly since EU entry and can be nearly as high as in the UK. There are regional variations, with the highest salaries in Warsaw. The average gross monthly wage across Poland in January 2011 was 3,391 (c GBP 729). The statutory gross minimum wage per month is currently PLN 1386 (c GBP 297).

The unemployment rate varies across regions but the national average in January 2011 was 13%.

The Labour Code defines working hours, safety, minimum wages, non-discrimination, collective bargaining and general relations between employees and employers. It provides that the hours of work should generally not exceed 8 hours per day and approximately 40 hours per 5-day working week in an "adopted reference period" not exceeding 4 months. An employee should not work more than 48 hours a week, which means that 8 hours of overtime is allowed per week. Holidays vary but on average range from 18 to 26 working days a year.

For more details on employment regulations visit: www.paiz.gov.pl

Intellectual Property Rights

In Poland intellectual property is protected by virtue of either Polish law or international treaties. Poland's legislation in the area of intellectual property meets the standards of most European Union countries and is comparable to that of such countries as Germany and France.

Poland is also a member of the following international conventions protecting intellectual property: the Berne Union (for the protection of the rights of authors), the Paris Union (for the protection of industrial property), the Madrid Agreement for the International Registration of Trademarks, and the World Institute for the Protection of Intellectual Property; as well as a signatory of the Rome Convention for Protection of Artistic Performers, Producers of Phonograms and Broadcasting Organisations and the European Patent Organisation.

Business Etiquette, Language and Culture

Many Polish managers and directors are familiar with Western European business etiquette and culture. A lot of Polish businesspeople are young, well educated, and fluent in English and with a very flexible business style. However, there is also a group of "old style" senior managers who started their business careers in the communist era. Often long serving employees of state owned companies like those in the mining sector, they tend not to speak foreign languages and can find the modern business environment a challenge.

Language

English is widely spoken by young people but interpretation may be required for business meetings, particularly outside Warsaw and other major cities.

- The UKTI team can help your company find a translator or interpreter.

Even if you are using an interpreter for the substance of your meeting, a few words of Polish go a long way.

Below are some commonly-used phrases:

| English | Polish | Pronunciation |
|---|-------------------|-----------------------------|
| Hello | Cześć | <i>Cheshch</i> |
| Good day/morning (used until mid-evening) | Dzień dobry | <i>Dzyen dobri</i> |
| Good evening | Dobry wieczór | <i>Dobri vyechoor</i> |
| Goodbye | Do widzenia | <i>Do veedzenyah</i> |
| Yes / no | Tak / nie | <i>Tahk / nye</i> |
| Please / thank you | Proszę / dziękuję | <i>Prosheh /dzyenkooyeh</i> |
| That's all right | W porządku | <i>Fpozhortku</i> |
| Excuse me | Przepraszam | <i>Psheprasham</i> |
| My name is... | Nazywam się... | <i>Nazivam syeh...</i> |

Meetings and Presentations

In general, there is little difference between business meetings in Poland and elsewhere in Europe.

The only major difference is that the formality level in Poland is higher than in the UK. When meeting someone for the first time in a business environment you should introduce yourself using both first and last name. Shaking hands is followed by the exchange of business cards. When addressing senior management in Polish companies in writing you should use "Dear Mr Last name" or "Dear Mr President" rather than "Dear First name". When your relationships with local contacts develop, you can take a less formal approach.

Polish people can be voluble and gesticulation is an integral part of conversation here. However, little significance is placed on specific gestures and you do not need to worry about inadvertently causing offence. Polish business people wear suits for business meetings. Dressing well for a meeting is expected as it shows your counterparts that you value the opportunity to meet them.

Lunch or dinner meetings are becoming increasingly common, but they are used more as a way to cement good relations than to hammer out details. As in many other countries, the person who proposes such a meeting will pay the bill.

Negotiations

No negotiating style can be said to be specifically Polish. As with other aspects of business in Poland, much depends on the age and amount of international experience of the person you are dealing with.

The key to success in negotiation is clear communication and language understanding. It is important to be very well prepared for the first meeting. Technical data and prices are very often discussed right from the outset and you should be ready to talk about the terms of any proposed collaboration from the word go.

Polish partners are usually reluctant to provide information about turnover, competition, share of the market etc before they meet you in person but they are more open to release information of this kind face to face. In general the exporter would be expected to share in cost of any promotional campaign to enter into the Polish market.

What are the challenges?

Although the business climate in Poland is improving all the time obstacles remain. Difficulties which foreign companies encounter include; bureaucracy, lack of clarity and transparency in tax administration, the tax burden, corruption and the slowness of the Polish judicial system. Poland also has poor infrastructure – road and rail links are a particular problem for investors although the situation is improving with the EURO 2012 projects.

Getting Paid – Terms of Payment

Open account is increasingly popular in established business relationships. Normal care should be taken in extending credit terms unless the reliability of the organization can be established. The principal methods of payment are irrevocable Letters of Credit and cash in advance.

If payment terms are not met, the UKTI team in Warsaw can supply details of a commercial debt collection agency which offers services to non-Polish companies and a list of lawyers who can be consulted on the procedures for debt collection. **Please note, the Embassy cannot intervene directly in commercial disputes on behalf of UK companies.**

How to Invest in Poland

According to a report prepared by Ernst & Young, in 2008 Poland ranked fifth in Europe in terms of the number of hosted foreign investment projects. In total, last year foreign investors completed 176 projects in Poland, which constituted an over 20-percent increase in comparison to 2007 and was the best result in Central Eastern Europe (CEE). Poland also ranked second on the continent in the number of new jobs created by foreign investors (around 15,000). Poland is keen to attract foreign direct investment. Although the global economic crisis dampened demand, investment remained relatively buoyant and 14 Special Economic Zones will continue to offer special incentives to investors until 2020. Also regional Business and Technology Parks are welcoming foreign investors.

In 2010, Poland went up from 22 to 6th position in the ranking indicating the degree of confidence of foreign investors in a Foreign Direct Investment (FDI) Confidence Index survey conducted by AT Kearney.

According to the data published by the National Bank of Poland (NBP), the value of foreign direct investment (FDI) to Poland in 2009 was EUR 9.9 billion. The value of FDI from January to October 2010 was EUR 7.5 billion.

UKTI Poland deals with about 100 British companies a month and UK investment is thriving in Poland, not least because this is one of the best-educated societies in Europe. According to FDI Intelligence database, there were 17 UK green-field investment projects in Poland in 2009 carried out by 15 companies which are expected to generate around 7,200 new jobs. The majority of investment relates to services sector (26% of all projects) and food sector (24% of the projects).

The largest UK investors in Poland are: Tesco Plc, Imperial Tobacco Plc, Glaxo SmithKline, British Oxygen Corporation, AVIVA Plc, Bates Ltd, Shell Overseas Holdings Ltd. According to PAIiIZ data, there were 83 UK investors in Poland and UK was 7th largest foreign investor in Poland in terms of cumulated value at the end of 2008.

The Polish Government is keen to encourage foreign investment in a range of traditional and new ways. In a global slowdown, all this is really good news for UK companies looking for international business opportunities.

PAIiIZ (The Polish Information and Foreign Investment Agency) is the government body responsible for facilitating foreign direct investment into Poland. Their website (http://www.paiz.gov.pl/about_us/paiiiz/departments/economic_information_department) provides useful information including about trade opportunities, contractors and suppliers in Poland.

Paiz.gov.pl has information about 16 "golden sites" available for larger-scale investment and about Poland's European Funds.

For smaller scale investments the British Polish Chamber of Commerce [link to <http://bpcc.org.pl/en/content/view/1294#30>] has a comprehensive FAQ and other resources to help companies considering setting up here.

EU Structural and Cohesion Funds will help maintain Poland as a market offering growth, stability and good prospects for UK business. Poland's allocation of €67 billion will underpin investment in Polish infrastructure, environmental and technology projects, as well as supporting human and regional development.

We hope that you have found this guide useful. For further information, please contact your International Trade Adviser or one of the UKTI team in Poland.

Contacts

If you have a specific export enquiry about the Poland market which is not answered by the information on this report, you may contact:

UK Trade & Investment Enquiry Service

Tel: +44 (0)20 7215 8000
Fax: +44 (0)141 228 3693
Email: enquiries@ukti.gsi.gov.uk

You will be signposted to the appropriate section on our website or to our Poland Desk.

UK Trade & Investment Poland Desk

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66-74 Victoria Street
London SW1E 6SW
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Otherwise contact the team in Poland directly:

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Tel: 0048 22 311 0211
Transport, Rail; Advanced Engineering (Aerospace); Automotive); Airports; Ports & Logistics; Defence; Agriculture

Resources/Useful Links

Country Information:

BBC Website

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO Country Profile

<http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

Businesslink Country Profiles

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1079717544&r.s=tl&topicId=1084109527>

Points of single contact

For companies in services sector wishing to invest in the EEA

http://ec.europa.eu/internal_market/eu-go/index_en.htm

Culture and communications

CILT – National Centre for Languages - Regional Language Network in your area:

http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx

Kwintessential culture guides:

<http://www.kwintessential.co.uk>

Customs & Regulations

HM Revenue & Customs:

www.hmrc.gov.uk

Import controls and documentation (SITPRO):

<http://www.sitpro.org.uk>

Economic Information:

Economist

<http://www.economist.com/countries/>

Export Control

Export Control Organisation:

<http://www.businesslink.gov.uk/exportcontrol>

Export Finance and Insurance:

ECGD

<http://www.ecgd.gov.uk/>

Intellectual Property

Intellectual Property Office:

www.ipo.gov.uk

Market Access

Market Access Database for Tariffs (for non-EU markets only):

<http://mkaccdb.eu.int/mkaccdb2/indexPubli.htm>

SOLVIT – Overcoming Trade Barriers (EU Markets only)

www.bis.gov.uk/EUMarketAccessUnit

Standard and Technical Regulations:

British Standards Institution (BSI):

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

National Physical Laboratory:

<http://www.npl.co.uk/>

Intellectual Property:

<http://www.ipo.gov.uk/>

Trade Statistics

National Statistics Information:

<http://www.statistics.gov.uk/hub/index.html>

UK Trade Info:

<https://www.uktradeinfo.co.uk/>

Travel Advice

FCO Travel:

<http://www.fco.gov.uk/en/travel-and-living-abroad/>

NHS:

<http://www.nhs.uk/nhsengland/Healthcareabroad/>

Travel health:

<http://www.travelhealth.co.uk/>

Business Link: International Trade

Business Link's International Trade pages provide an overview of export basics including licensing, customs procedures, classifying and movement of goods, other regulatory information and export paperwork issues. It also introduces exporters to the UK Trade Tariff.

Essential reading for exporters!

Find out more at:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.s=tl&r.lc=en&topicId=1079717544>