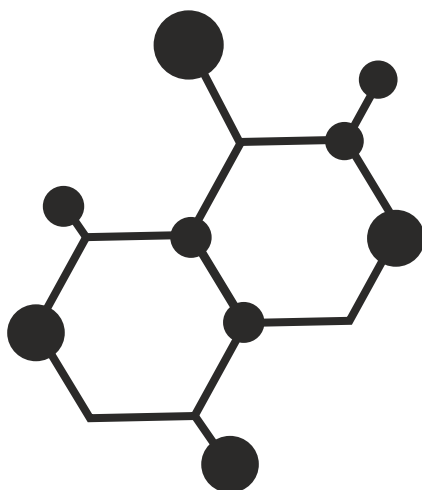




POLISH  
BIOTECH

[polish-biotech.com](http://polish-biotech.com)



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# LOCATION OF POLAND

Poland is located in the centre of Europe, and this factor alone demonstrates the great potential of our country. Poland borders Germany to the west, the Czech Republic and Slovakia to the south and Ukraine, Belarus and a bit of Lithuania to the east. A small, separate fragment of Russia known as Kaliningrad Oblast also borders part of Poland to the north. The rest of the northern border comprises the golden beaches of the Baltic Sea. The capital of Poland is Warsaw (Warszawa), located almost in the centre of the country.



**6th largest country in the EU**

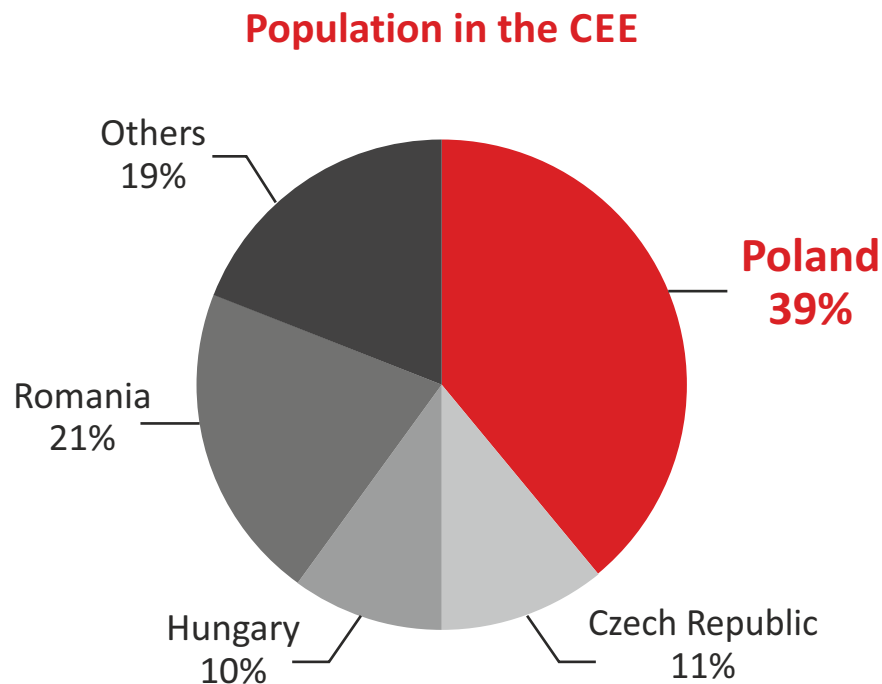
ca. **38**  
million Polish citizens

**71%**  
of Poland's citizens are  
in productive age

**24%**  
of the CEE region  
population account Poles

# POLAND IN FIGURES

Poland is the **largest country** among CEE members of the EU



Second lowest median age in CEE 40.2 y/o

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# POLAND IN FIGURES



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**Currency** - Polish Zloty (1 USD ~3.6 PLN, 1 EUR ~ 4.3 PLN) (2018)

Largest EU funds beneficiary country

**Poland receives EUR 83 bn in 2018** prices under current budget

**The amount granted is going to be EUR 64.4 bn.(f)**

**The FDI stock equalled to EUR 159 bn** at the end of 2016

**FDI inflow in 2016 equalled to EUR 12.6 bn**

**GDP growth in 2017 reached 4.6 %**

*According to the National Bank of Poland Data*

**GDP growth in 2017 reached 4,6%**

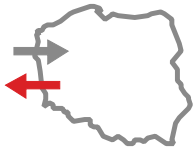
*The World Bank*







# POLAND IN FIGURES



## Location & economic stability

- strategic location in Europe
- part of trans-European transportation corridor
- stable economic situation
- rapidly growing internal market



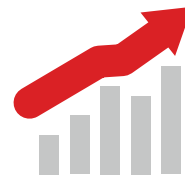
## Investment support ecosystem

- local tax reliefs
- government grants
- EU grants for R&D
- facilitators on central & local level



## Attractive labor market

- young, well-educated workforce
- language proficiency
- increasing labor productivity
- strong work ethics



## Mature business environment

- variety of manufacturing sectors
- dense network of suppliers and subcontractors
- thriving business services sector
- availability of clusters, industrial and technology parks
- well developed R&D infrastructure

# POLAND - LEADER OF GROWTH IN THE EU

## 1<sup>st</sup> place

in terms of number of the investment projects in the CEE  
(256 projects, 21% y-o-y increase)

## 1<sup>st</sup> place

in CEE in terms of jobs created per 1 project

## 2<sup>nd</sup> place

in the whole Europe in terms of created jobs due to FDI in 2016  
(22,074 jobs – only the UK was better)

*According to EY's Poland's Attractiveness Survey*

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# POLAND IN FIGURES

## Foreign trade in 2017:

exports EUR 206.6 (+11.8% vs 2016)

imports EUR 206.1 (+13.4% vs 2016)

## Main drivers of economic growth

- domestic demand
- public & private consumption
- investments

Labour force **17,6 mln** (2017 est.)

### Labour force by occupation

- services **58.1%**
- industry **30.4%**
- agriculture **11.5%**

## Inflation rate

**1.8%**

forecast for 2018

## Average monthly gross salary in national economic

4 346.76 PLN ~ 1 207.35 USD ~ 1 010.87 EUR

## Average hourly gross salary

26,3 PLN ~ 7.3 USD ~ 6.11 EUR

# THE PHARMACEUTICAL MARKET IN POLAND

The Polish pharmaceutical market is the largest in Central Europe and the sixth largest in the European Union. More than 130 thousand people are employed in the drugs and pharmaceutical products manufacturing sector in Poland.

In 2016, global production of the pharmaceutical industry in Poland was estimated at PLN 30 billion.

# THE BIOTECHNOLOGY MARKET IN POLAND

In 2016, 184 companies carried out activities in the biotechnology field in Poland; they employed 8875 people. As many as 238 entities carried out research and development activities in the field of biotechnology.

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Biotechnology clusters are developing around the largest cities in Poland. Higher education institutions are developing biotechnology fields of study more and more dynamically. On average, 4 thousand graduates of biotechnology studies enter the labour market every year.



# EXPORT

Export of drugs and pharmaceutical products manufactured in Poland reached in 2016 the value of euro 2.7 billion. The most popular directions of foreign sales are economically developed countries, including, in particular, EU Member States that account for 85.3% of the total value of export.

As part of the pharmaceutical and biotechnology sectors, many modern production facilities operate that are very well located, which enables deliveries in a large area.

Poland has earned a very good reputation and solid foundations to compete on global markets in the field of production and sales of pharmaceutical products – in particular with regard to generic prescription drugs and OTC branded drugs.





# FIGURES

Export  
**euro 2.7 billion**

More than  
**80%**  
of production are generic drugs



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**130 thousand people**

employed in the drugs and pharmaceutical products manufacturing sector

## EXPORT (in euro billion)



# WHAT MAKES US DIFFERENT

- Expertise
- High quality
- Advanced technologies
- Location in Central Europe





## A&A Biotechnology

[www.aabiot.com](http://www.aabiot.com)

[info@aabiot.com](mailto:info@aabiot.com)

+48586982194

Product for export:

Proteinase K, Mutanolysin, PCR, LAMP,  
DNA, RNA, Cloning, Methylation,  
Polymerases



## Aflofarm Farmacja Polska

[www.aflofarm.com.pl](http://www.aflofarm.com.pl)

[export@aflofarm.pl](mailto:export@aflofarm.pl)

+48 48 42 225 31 00

Product for export:

OTC and Rx pharmaceuticals, food  
supplements, medical devices,  
dermocosmetics

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## bioArcus

[www.bioexpert.pl](http://www.bioexpert.pl)  
[www.bioarcus.pl](http://www.bioarcus.pl)  
[export@bioexpert.pl](mailto:export@bioexpert.pl)  
+48 22 654 05 75

Product for export:  
biological products: home cleaning,  
garden, bio activators for septic tanks



## Dermaglin

[www.dermaglin.pl](http://www.dermaglin.pl)  
[dermaglin@dermaglin.pl](mailto:dermaglin@dermaglin.pl)  
+48 24 365 98 33

Product for export:  
facial and body masks based  
on green cambrian clay



## Elena

[www.elena.pl](http://www.elena.pl)

[biuro@elena.pl](mailto:biuro@elena.pl)

+48 62 760 22 22

Product for export:

producer of sublimation-dried food  
and producer of dietary supplements  
based on natural fish collagen



## Eryngium

[www.eryngium.pl](http://www.eryngium.pl)

[info@eryngium.pl](mailto:info@eryngium.pl)

+48 506 145 343

Product for export:

face & body care products, hand soaps,  
pure and botanical salts, natural  
plant extracts

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**Rok założenia 1990**

## Geneza

[www.geneza.eu](http://www.geneza.eu)  
[biuro@geneza.eu](mailto:biuro@geneza.eu)  
+48 601 51 11 98

Products for export:  
thermometers, hygrometers, temperature  
and humidity loggers for accredited  
laboratories and pharmacy

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## Genomtec

[www.genomtec.com](http://www.genomtec.com)  
[office@genomtec.com](mailto:office@genomtec.com)  
+48 505 916 545

Products for export:  
portable lab that fits in the pocket

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## Genoscope

[www.genoscope.eu](http://www.genoscope.eu)  
[office@genoscope.eu](mailto:office@genoscope.eu)  
+48 22 213 07 29

Product for export:  
cosmeceuticals, dermocosmetics  
and supplements based on colostrum,  
face care serum, private labels



## Herbapol Wrocław

[www.herbapol.pl](http://www.herbapol.pl)  
[export@herbapol.pl](mailto:export@herbapol.pl)  
+48 713 859 616

Product for export:  
herbal extracts for medicines,  
cosmetics, food supplements,  
medicines, cosmetics, FS

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## Herbsland

[www.herbsland.pl](http://www.herbsland.pl)  
[sekretariat@herbsland.pl](mailto:sekretariat@herbsland.pl)  
+48 44 737 81 20

Product for export:  
highest quality herbs, spices, dried  
and lyophilized fruit and vegetables



Institute of Industrial Organic Chemistry  
Branch Pszczyna

**POLAND**

## Institute of Industrial Organic Chemistry Branch Pszczyna

[www.ipo-pszczyna.pl](http://www.ipo-pszczyna.pl)  
[ipo@ipo-pszczyna.pl](mailto:ipo@ipo-pszczyna.pl)  
+48 32 210 30 81

Products for export:  
IPO performs a wide variety  
of toxicological and ecotoxicological  
studies



## Invanto

[www.invanto.pl](http://www.invanto.pl)  
[biuro@invanto.pl](mailto:biuro@invanto.pl)  
+48 690 442 891

Product for export:  
modern formulation, research  
and development services, quality  
control, manufacturing support



**JARS Sp. z o.o.**

## JARS

[www.jars.pl](http://www.jars.pl)  
[biuro@jars.pl](mailto:biuro@jars.pl)  
+48 22 783 17 34

Product for export:  
JARS offers the broadest range  
of laboratory services in the field  
of environmental protection, geology,  
food, agriculture, cosmetics and  
household chemicals

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## Laboratoire L'Idéal Parisien

[www.lideal.pl](http://www.lideal.pl)  
[biuro@lideal.pl](mailto:biuro@lideal.pl)  
+48 12 283 88 60

Product for export:  
medical devices, cosmetics, dietary  
supplements and veterinary products.  
Contract Manufacturing



## Medere Laboratoires

[www.mederelab.pl](http://www.mederelab.pl)  
[kontakt@mederelab.pl](mailto:kontakt@mederelab.pl)  
+48 785 775 710

Product for export:  
premium nutraceuticals, premium  
dietary supplements



## Pharmaceutical Production Company Hasco - Lek

[www.hasco-lek.pl](http://www.hasco-lek.pl)  
[export@hascolek.com](mailto:export@hascolek.com)  
+48 71 352 95 22

Products for export:  
finished products: pharmaceuticals  
(OTC, Rx), food supplements, medical  
devices, cosmetics. Possibilities for contract  
manufacture, licence in/out



## Pharmaceutical Research Institute

[www.ifarm.eu](http://www.ifarm.eu)  
[kontakt@ifarm.eu](mailto:kontakt@ifarm.eu)  
+48 22 456 39 00

Products for export:  
API's Imatinib Alfacalcidol Calcitriol  
Calcifediol Calcipotriol Menaquinone-7  
Latanoprost Bimatoprost Carvedilol





## Pharmacy Laboratories

[www.pharmacylaboratories.com](http://www.pharmacylaboratories.com)

[export@pharmacy.info.pl](mailto:export@pharmacy.info.pl)

+48 883 365 109

Products for export:

food supplements, cosmetics, own

branded products, custom manufacturing



## Polfa Tarchomin

[www.polfa-tarchomin.com.pl](http://www.polfa-tarchomin.com.pl)

[info@polfa-tarchomin.com.pl](mailto:info@polfa-tarchomin.com.pl)

+48 22 510 80 00

Product for export:

antibiotics, human insulin, psychotropic  
drugs, dermatological, preparations  
and dietary supplements

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## Poznań Plant Breeding

[www.phr.pl](http://www.phr.pl)

[tulce\\_zarząd@phr.pl](mailto:tulce_zarząd@phr.pl)

+48 61 872 79 50

Products for export:

certified seed: winter wheat, rye, barley,  
pulses, grasses. Research & Development



## RADWAG Wagi Elektroniczne Witold Lewandowski

[www.radwag.com](http://www.radwag.com)

[radom@radwag.pl](mailto:radom@radwag.pl)

+48 48 386 60 00

Products for export:

electronical balances, industrial scales,  
checkweighers, laboratory equipment



## Smart Pharma

[www.smartpharma.com.pl](http://www.smartpharma.com.pl)  
[biuro@smartpharma.com.pl](mailto:biuro@smartpharma.com.pl)  
+48 533 338 915

Product for export:  
elemental iron in the form of an oral  
suspension, B6, B9, B12 vitamins  
suspended in MCT oil, microencapsulated  
cultures of probiotic bacteria LGG,  
synbiotic in the form of chocolates,  
Bovine lactoferrin suspended in MCT  
oil, painless removal of dressings  
and patches, spray for ear care



## Synektik

[www.synektik.pl](http://www.synektik.pl)  
[synektik@synektik.com.pl](mailto:synektik@synektik.com.pl)  
+48 22 327 09 00

Products for export:  
radiopharmaceuticals (radioactive tracers):  
production and development, delivery,  
clinical trials



## UNIA Pharmaceutical Plant Co-op

[www.uniapharm.pl](http://www.uniapharm.pl)  
[unia@uniapharm.pl](mailto:unia@uniapharm.pl)  
+4822 620 90 81

Product for export:  
Silkyderm, Uniben, Oktaseptal, Alantan  
Dermoline, Acne-Derm, Cepan



## Vetos-Farma

[www.vetos-farma.com.pl](http://www.vetos-farma.com.pl)  
[biuro@vetos-farma.com.pl](mailto:biuro@vetos-farma.com.pl)  
+48 748 337 485

Products for export:  
medical devices for stomatology: warming  
gels, cooling gels, warming-cooling gels



## Zakłady Farmaceutyczne "Colfarm"

[www.colfarm.pl](http://www.colfarm.pl)  
[colfarm@colfarm.pl](mailto:colfarm@colfarm.pl)  
+48 17 788 58 11

Products for export:  
dietary supplements and OTC, tablets,  
hard and soft capsules



## ZF Polpharma

[www.polpharmab2b.com](http://www.polpharmab2b.com)  
[salesb2b@polpharma.com](mailto:salesb2b@polpharma.com)  
+48 22 364 61 00

Product for export:  
API, Finished Dosage Forms,  
Out-licensing, Contract Manufacturing  
and API CDMO

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## Ziaja

ziaja.com  
export@ziaja.com  
+48 585 213 400

Products for export:  
specialised skin care for women, men,  
babies and kids, sun care, oral care,  
pharmaceutical ointments



## Ziotolek

www.ziololek.pl  
export@ziololek.pl  
+48 61 834 10 44

Product for export:  
OTC, dermocosmetics, baby care,  
dietary supplements, medical products,  
insect repellents

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Material prepared by Polish Investment and Trade Agency  
[www.paih.gov.pl](http://www.paih.gov.pl)  
[polish-biotech.com](http://polish-biotech.com)  
[biotech@paih.gov.pl](mailto:biotech@paih.gov.pl)



Republic  
of Poland

European Union  
European Regional  
Development Fund





European Union  
European Regional  
Development Fund

