

Poland. Business Forward Specialized Water Craft Sector



Republic of Poland



Poland. Business Forward



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Dear Readers,

we are at a specific moment for both the Polish and global economies. We are surrounded by a dynamically changing reality, in which multi-vector business relations, the race between new technologies and armed conflicts, are inevitably linked to economic relations and play an important role in them. Navigating in such an environment requires mindfulness and flexibility, but at the same time offers great potential for development and building a leading position for which Poland is currently ready.

Our economy is showcased as an example of success on a global scale. This can be seen in our GDP growth in recent decades and the development of sectors that build particularly high added value. Entrepreneurs operating in Poland are able to perform well on foreign markets, conquering new areas and building Poland's reputation on the international arena. Companies are becoming increasingly bold in pursuing global ambitions, knowing that development beyond the borders of their home market is a way to scale up their operations and achieve success.

The Polish Investment and Trade Agency (PAIH) has a particularly ambitious task. As we support the economic development of our country, and at the same time promote the Polish Economy Brand in the world, in this way sharing our domestic successes. However, this would not be possible if it were not for the openness, resourcefulness and competitiveness of Polish companies.

Our companies make the most of their opportunities for development. The changing system of economic relations on a global scale is an opportunity to conquer new markets, build relationships and further improve the position of Polish enterprises. This makes it all the more important for companies to be able to count on the support of business environment institutions, such as PAIH. Access to the know-ow of several hundred of the Agency's experts, a network of contacts between PAIH's Foreign Trade Offices and local partners or support projects implemented, among others, with the help of European Funds, facilitate the process of entering foreign markets, from the moment of initial analysis of potential to an actual presence on them.

The strength of the Polish economy is determined by Polish entrepreneurs – ambitious, creative and open-minded. I invite you to read this report showing a cross-sectional view of the specialized watercraft sector, its achievements to date and its prospects.

Andrzej Dycha Chairman of the Polish Investment and Trade Agency

Poland - European leader

Poland is a quickly developing, emerging market with a stable and resilient economy, that has achieved uninterrupted economic growth for over three decades.

It is a rare feature, that highlights its robust economic policies and adaptability to global changes. This consistent growth has been driven by a mix of domestic consumption, foreign direct investment (FDI), and exports.

Poland is the 6th economy in European Union and first in CEE region, in terms of GDP. With a population of 36.7 mln and area of approx. 313,000 sq. km, it is also the largest country in CEE and 5th in the EU.



Source: Eurostat

Poland - European leader

Poland has one of the fastest growing economies in the EU. Since joining the European Union in 2004, Poland's GDP has shown stable growth, exceeding the EU's average. In 2024, Poland's GDP was 822.55 billion USD, approx. 30% of CEE's GDP, and is expected to continue it's rising trend in the years ahead.

GDP growth in Poland (USD billion)





Poland – the heart of Europe

Poland's strategic location makes it a gateway between Western Europe on one side, and the Eastern Europe countries and Asia on another. With its excellent transport infrastructure, Poland is a perfect communication hub for convenient and diversified transportation of freight.

Poland's transport infrastructure is modern and continuously growing. It consists of an advance railway network, rapidly developing internal highway and motorway infrastructure, 4 pan European corridors and 2 Trans-European Transport Networks (road/rail) – Baltic-Adriatic Corridor and North Sea-Baltic Corridor, 15 international airports and 4 large seaports. This translates into differentiated transportation options.

36.7 > 600 Warsaw 440 km (273 miles) inland and sea marinas mIn population capital city of coastline 312.7 > 7000 822.55 PLN billion USD - GDP in 2024 sq. km lakes currency



A good place to do business

POLAND'S RATING

With high level rating scores, Poland is considered as a reliable business partner by international credit agencies, and a safe place to do business. The country's strong position on the map of business-friendly places is reflected in actual business activities. In 2023, Poland was ranked highest in the CEE region, and 8th in Europe, in terms of the number of inward foreign direct investments.

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Source: EU Europe Attractiveness Survey 2023

A good place to do business

Investing in Poland, especially within Special Economic Zones (SEZs), offers significant benefits such as exemption from corporate income tax (CIT) or personal income tax (PIT), which can substantially reduce operating costs for investors. SEZs provide access to fully prepared investment land with modern infrastructure, making it easier and faster to start and grow a business. **PAIH assists and advises investors throughout the entire investment process.**

Reliable partner

Support for businesses

Highly qualified labour and management staff



A member of global communities

Poland has been a member of NATO since 1999 and the European Union since 2004. Overmore than the last two decades, its position has grown to becoming a regional leader, and an important part of the European and world community. Until now, Poland is one of the largests beneficiaries of the EU's financial programmes. A large part of that support is used to finance the development of modern infrastructure in Poland, and staff's qualifications growth.

Poland's memberships in the EU and NATO are one of the most important guarantees of stability in the country's legal and administrative system, and safety security for FDIs.

EU member since 2004

NATO member since 1999

Stability





Poland – a resilient economy

For the last three decades, Poland's economy has proven its resilience to global challenges and financial fluctuations. Poland not only resisted the recession after the financial crisis in 2008/2009 - as the only EU country, but also showed an ability to quickly mitigate the impact of the COVID-19 pandemic on its GDP growth.

Real GDP growth (Poland vs EU)







Poland – human capital

Poland has a very well educated population, with as many as 93% of Polish citizens, aged 25-64, having at least a secondary education. This is one of the best results among all the OECD countries, and well above its average of 79%.



Vast pool of highly skilled labour

35% of the working population with higher education



Young and well-educated labour pool

63% of population in production age

1.2 million students (25% in engineering related subjects)



Innovative consumers

Progressive consumers, open to tech innovations and fond of modern banking solutions



Knowledge of forgein languages

13th worldwide

in English proficiency

6th place for Poland among the OECD countries in terms of students' mathematical and language competencies

Why invest in the specialized watercraft sector in Poland?

Giving all these values, **Poland is an attractive destination to invest capital.** And among all the highly developed business sectors in that country, **there is one certain jewel of the Polish economy – the marine industry.** Which is one of the most prestigious export branches.

The Polish marine industry has gained a strong position of a recognized global manufacturer. It presents a long local tradition, and great experience in building vessels for the world's major shipyards. It consists of more than 1000 companies active only on the yachting and sailing market, employing around 50,000 workers, and shipyards with a potential to produce 25,000 vessels per year, and a unique way to combine classic solutions with a modern and innovative approach to production processes. A wide usage of new technologies allow Polish companies to progressively increase production and work efficiency, but also to achieve the highest possible standards in terms of environmental protection.



Source: The Polish Chamber of Marine Industry and Water Sports



Why invest in the specialized watercraft sector in Poland?

Polish shipyards produce vessels both under their own brands, and for foreign contractors.

They cooperate with business partners from all around the globe. The well educated, fully professional technical and management personnel, high technical abilities, experienced and skilled workers, along with relatively low labour costs, make Poland an attractive location for the production of boats and Yachts.







Innovative production processes

Modern shipyards

Classic solutions

International awards winner



The Marine industry in Poland

Ca. 95% of the production in the Polish marine industry goes for export. The main export directions are: the United States of America, Western Europe and Scandinavia, although Polish companies continue their expanse to other attractive markets around the globe, such as Asia, Australia or United Arab Emirates.

However, domestic the market in Poland is also very receptive. With a coastline of **440 km** in length, over 7,000 lakes and more than 600 inland and sea marinas, a long sailing tradition and a common love for water, Poland is a very promising market with a great number of potential users and buyers. In the summer months every day, ca. 15,000 vessels and 60,000 people sail the waters of the Great Masurian Lakes.

95% production for export Large domestic market Traditional love for sailing





Poland a leading manufacturer in the yachting sector

Worldwide Polish manufacturers deliver a diversified range of vessels, including award-winning luxury motor yachts, sailing boats and motorboats.

Poland is a leader in the production of motorboats of 6–12 metres in length with an outboard engine. In this internationally-known category, it holds 1st place in Europe, and second in the world, just after the US.

Diversified offer Super-yacht manufacturers

Components, parts and maintenance materials



Poland a leading manufacturer in the yachting sector

Notably, the **Polish boating industry includes also a highly developed network** of producers and suppliers of components and parts for vessels, and maintenance materials for boats and yachts, incl. engines and electronic, photovoltaic panels, upholstery, lights, as well as clothes and other products for sailors.

1st in Europe* 2nd in the world*

*in production of motorboats of 6–12 metres in length with an outboard engine



Development-oriented industry

The Polish marine industry is focused on smart growth. It combines the strength of traditional solutions, used by Polish manufacturers for generations, with big investments in production plants, and with a flexible approach, adjustable to innovative up-to-date features, based on R&D projects and education.

Thanks to its reinvestment policies, Polish shipyards continuously develop and modernise their infrastructure. In the very last years, Polish manufacturers have made a string of investments, using the revenue for further expansion and improvement of production processes.



Reinvestment policy

Sustainable solutions



Development-oriented industry



The Industry is paying attention to minimize its carbon footprint, at the same time. It goes for the implementation of cost-effective and sustainable solutions in plants and during production processes, using light recyclable materials, and renewable resources. Conscious of the importance of using "green" solutions, the wide scope of these is being developed all the time.

The Polish yachting industry is represented by The Polish Chamber of Marine Industry and Water Sports (POLBOAT). Its prestigious voice is appreciated and valued by international organisations, such as ICOMIA and EBI. POLBOAT launched and annually organises the POLBOAT Yachting Festival - the most important yachting event in Central Europe.

The Polish Investment and Trade Agency cooperates closely with POLBOAT, supporting the Polish yachting industry in international business relations, development and strengthening the brand awareness of Polish companies.

The photos used in this report are for illustrative and informational purposes only. Photographs are not used to promote a selected company, product or service.

PAIH's mission in promoting Polish sectors

- to enable small and medium-sized enterprises to reach their full potential in exporting their products and services worldwide;
- to strengthen the recognition of Polish brands on international markets;
- to promote pro-export attitudes among Polish entrepreneurs;
- to support Polish companies on foreign markets;
- to promote the Polish economy and Polish enterprises as effective and valuable partners.

The Polish Investment and Trade Agency works to build and develop relations between the Polish economy and international markets, actively promoting cooperation between Polish entities and international partners and supporting the inclusion of Poland in global value chains.



More information about PAIH's offer: paih.gov.pl

OUR OFFER







The preparation of information packs

Analysis of export potential The provision of space on National stands



Developing a list of business partners



Business Partner Verification



Organization of B2B meetings



Organization of economic missions



Support in contacts with the administration



The boating industry in Poland is growing rapidly.

It combines advanced technology, design and luxury experiences. In recent years, it faced a growing interest from individuals and business involved in logistics or R&D. Faced with changing customer needs and expectations, manufacturing companies are adjusting their offerings, emphasizing innovative solutions, sustainability and energy efficiency.

The Polish Investment and Trade Agency supports the export of Polish companies in key geographic areas for the sector: North America, the Middle East and North Africa. We are looking for alternative and new sales markets for Polish companies in a five-and 10-year perspective.

Luxury yachts are becoming increasingly sophisticated, providing not only comfort, but also using environmentally friendly technologies such as electric propulsion and renewable energy. In the context of specialized vessels, such as cargo, salvage or research vessels, technological innovation is key. The introduction of new materials, such as carbon composites or lightweight alloys, makes it possible to build vessels that are more durable, faster and more efficient.

In addition, developments in automation and artificial intelligence are growing in importance in this industry. The use of autonomous systems on ships or yachts is becoming more common, significantly increasing safety and optimizing operating costs.

> Sławomir Przygoda Export Support Department Polish Investment and Trade Agency

BALT-YACHT K.A. I B. KOZLOWSCY

The company was founded in 1990, but the owners of Balt-Yacht have been working in this trade for more than 45 years. Balt-Yacht is manufacturing boats and yachts from polyester-glass laminates with hulls 4 to 14 meters long. Our boats are exported to over 20 countries in Europe, e.g. (Germany, Italy, United Kingdom, Spain).



BALT⁺**YACHT**

- Balt37Grand;
- SunCamper35;
- SunCamper31;
- SunCamper29;
- Balt818Titanium;
- Balt918Titanium;
- Balt1018Titanium

Certificates

- KOMPOZYTOWYCH
- ISO 9001: 2015 POLSKI KLASTER TECHNOLOGII

Forms of cooperation

Joint Venture



Company's offer

• International trade and distribution,

www.baltyacht.pl

BWP SKORKIEWICZ SP.J.

BWP produces various types of stainless & acid-proof steel and aluminum products that are characterized by exceptional durability and long life cycle. Characteristics of our solutions: unlimited range of sizes, variety of materials, various finishing: mirror polishing, electropolishing, powder-coating. We owe our success to high quality of products achieved through the constant development and investment in new technologies. We provide: metal laser cutting, machine bending of pipes & plates, robot welding, CNC machines, sand-blasting, professional powder-coating, plugs & molds.Our customers are national and foreign companies, sailing yachts & motorboats shipyards, and individual clients.



Company's offer

- & molds.

Certificates

- - Institute
- in NMMA

Forms of cooperation





• BWP produces mainly yachts fittings: handrails, railings, cleats, hatches, brackets, hinges, handrails, balustrades, roof supports, seats & table bases, water & fuel tanks, anchor system elements, windshields, windscreens, folding & sliding doors, companionway doors and many more custom design items, plugs

• BWP is a member of ABYC.

· Cooperates with International Marine Certification

• Fuel Tanks certified to ABYC standards and registered

International trade and distribution, Joint Venture

www.bwp-skorkiewicz.pl

COBRA YACHTS

Cobra Yachts is a family company with over 20 years of experience in the yacht building industry. All yachts are built exclusively in the shipyard in Radomsko, Poland, under the direct supervision of the company's owners. Cobra Yachts addresses its offer to demanding users of modern motor boats. The company offers luxurious high-end models, such as Maestro 42 and Seamaster 45 with an unimaginable level of comfort. In 2024, the shipyard's offer was expanded to include Campione 41 in the Coupe and Fly versions and Gran Maestro 43. We have a dealer network operating in countries such as Germany, Switzerland, the Netherlands, Belgium, Turkey, the USA, Austria, Croatia, Slovenia, Canada, Norway.



Company's offer

Forms of cooperation





• Motorboats and sailing yachts

International trade and distribution

www.cobrayachts.com

Dracan Marine

Dracan Marine, founded in 2023, is a new player on the outboard motor catamaran market. It was created out of a passion for yachting and a love for multihulls. Dracan Marine brings together the best experts in production, sales and utility with years od experience. It is quickly gaining recognition and interest around the world thanks to its unique idea and practical approach to yacht design. In 2024, the first flagship unit - Dracan 42 - has been presented and since then it's gaining customers recognitions. Today Dracan is present in 21 countries worldwide and its network is still growing.



Company's offer

versions

Certificates

• CE

Forms of cooperation





• Power catamaran Dracan 42 in Sport Top, Semi Hard Top and Full Hard Top

• International trade and distribution, Joint Venture, Investment

www.dracanmarine.com

Marina Przełom Sp. z o.o.

Marina Przełom (formerly Marina Delphia) is the most modern marina in the Tricity. Located in Gdańsk, Górki Zachodnie, it has infrastructure of European standard. It offers yacht berthing in the summer and winter seasons and provides services of launching and unloading units from transport.In 2021, a dedicated travelift well was built to service sailing and motor yachts. Thanks to a specialized self-propelled boat hoist on tyres travelift - vessels weighing up to 20 tons are safely launched for service repairs or transport. In addition to the travelift, the machine park includes the only marine forklift in Poland with a capacity of 7 tons as well as a specialized 40-ton boat trailer.





Company's offer

Forms of cooperation



• yacht berthing in the summer and winter season, • lifting boats out of the water, • unloading yachts from transport, sales of nautical cradling, storing, and handling solutions.

International trade and distribution

www.marinaprzelom.pl

N Fun Yachting

N Fun Yachting is created by Marek Stanczyk – multi-medallist in Polish National Sailing Championships, Winner of World Cup regattas in match racing and experienced sailor competing on all kinds of boats all over the world. In 2006 Marek established his first boat building business. Using experience gained over many years of world class sailing he introduced a range of successful sailing and motor yachts. Boats built under Marek's supervision proved to have great nautical properties. In 2014 Marek established his professional N'fun Yachting team and began developing the N'Fun 30 Yacht.



created

Certificates

• PRS - B





Company's offer

• N Fun 30 daysailer. 30 ft sailboat for sailors demanding performance and quality

www.nfunyacht.com

ODYSSEYA YACHTS

We build high-quality comfortable and spacious motor & sailing yachts designed for family use and charter purposes, with high seaworthiness and good nautical charateristics. Our boats are use throughout Europe (Croatia, Italy, Spain, Germany, Poland, Turkey).



Company's offer

- - drives;

Forms of cooperation

• Joint Venture



ODYSSEYA

YACHTS

• Platinum 35 and Platinum 40 motor yachts - very spacious and comfortable semi-planning seagoing vessels with saloon cockpit, 3-4 cabins, 2 toilets, optional Fly, diesel engine 250HP / outboards 500HP / hybrid / electric

• Odysseya S36 – a very capable 3-cabins sailboat designed for both comfort and speed.

www.odysseya.com

Pacyfic Yacht Upholstery

Pacyfic Yacht Upholstery is an experienced manufacturer of yacht upholstery, pilot seats, and interior furnishings for recreational boats. For years, we have been working with renowned shipyards and clients worldwide, delivering products that combine precision craftsmanship, durability, and elegant design. We utilize modern technologies and marine-grade materials, offering both standard and fully customized solutions. Our commitment to quality is reinforced by the implementation of the ISO 9001 system.



Company's offer

mattresses

Certificates

• Eco Vadis





• Yacht upholstery, pilot seats, boat



Parker Poland Sp.z o.o.

Parker, a subsidiary of AH Parker & Sons (GB) Ltd established in 1886, has been operating in Poland since the 1970s. We specialize in RIB boats (5.10–16 m) and are expanding our range of fiberglass boats. Our 17 recreational, touring, and fishing models suit both families and professionals. Thanks to a wide dealer network, we stay in close contact with the market and refine new designs based on customer needs. Our boats are highly regarded in Poland and abroad - praised for their build quality, attention to detail, innovation, and excellent nautical performance. Perfect for adventure, relaxation, or action on the water.





Company's offer

Certificates

- ISO 9001:2015
- AQAP 2110:2016

Forms of cooperation



• Parker Poland offers 25 motor yacht models – from the Parker 630 to the Sorrento 100 and Monaco 110. Built in a modern shipyard in Ostróda, they are recognized at international boat shows. Highlights include the Parker 800 Cruiser, Sorrento 100, and the 2024 newcomer - 910 Odyssey.

International trade and distribution

www.parkerpoland.pl

S plastic sp. z o.o.

We are a company that manufactures products made of plastic. In our range, customers can find products such as SRB boats, tanks, manholes and pressure fittings. We have more than 30 years of experience which allows us to supply high quality products to customers all over Europe.





Company's offer

- SRB Boats;
- HDPE Tanks;
- Manholes HDPE;
- Oil Separators,

Certificates

• DWU

Forms of cooperation



• Firefighting Tanks; • Sleeves/End stubs; • Reductions; HDPE Pressure fittings

International trade and distribution

www.tjboats.com

Scandinavia Yacht

Scandinavia Yacht, founded in 2006 in Skarżysko-Kamienna, specialises in the production of luxury sailing yachts, combining modern technology with classic elegance. Our vessels, such as the Scandinavia 27, 30 and the flagship model 35, have received recognition in European markets, for example in Germany, the Netherlands and Switzerland. In 2024, we introduced eco-friendly equipment solutions such as electric motors and solar panels, responding to the growing demand for sustainable solutions in sailing. Our mission is to make customers' dreams of a luxurious life on the water come true by delivering vessels of the highest quality.



Company's offer

- Sailing yachts:
- Product B Scandinavia Yacht 650R;
- Product C Scandinavia Yacht 27;
- Product D Scandinavia Yacht 30;
- Product E Scandinavia Yacht 35; • Motor yachts:
- Product F Scandinavia Yacht 950.

Certificates

- CE
- RCD

Forms of cooperation





Product A - Scandinavia Yacht 650C;

International trade and distribution

www.scandinaviayacht.com

Sealogy Polska

Sealogy Polska is the Polish branch of Sealogy GmbH – a specialized insurer for boats and yachts. For 25 years, we operated under the name EIS Insurance & Services (1999–2024), gaining the trust of clients across Europe. Today, as Sealogy, we offer innovative insurance solutions for vessels and their crews worldwide. We are a recommended partner in the yachting and motorboating industry.



insurance

Forms of cooperation



Sealogy

Company's offer

• Liability insurance; Hull (Casco) insurance; Personal accident insurance; Skipper insurance; Security deposit

International trade and distribution



Silesian-Yachts sp. z o.o.

Silesian-Yachts is a Polish company based in Gliwice, specializing in the production of luxury motor yachts. It was born out of a passion for sailing and a desire to create vessels that combine classic beauty with modern technology. The Silesian-Yachts team consists of experienced designers, engineers, and craftsmen who are dedicated to achieving excellence in every detail of their products. It is worth emphasizing that the experience gained in the automotive industry, known for its high standards of quality and precision, has enabled the company to apply innovative solutions in the design and construction of its yachts.



Company's offer

Certificates

• CE

Forms of cooperation





 Servicing and repair of yachts, including coatings, laminates, and mechanical equipment.

• International trade and distribution, Joint Venture, Investment

www.silesian-yachts.com

Yacht Concept Sp. z o.o.

At Yacht Concept, we specialize in making yachts smarter in a simple way. Based in Gdańsk, Poland, we design and deliver cutting-edge systems that enhance comfort, security, and functionality on board. Our solutions include intelligent automation, voice command integration, sophisticated interior underwater lighting, as well as custom-designed sockets and and switches-both wired and wireless. We also provide advanced security and monitoring systems, including CCTV and GNSS technology, along with remote control features, fault diagnostics, and precise navigation tools.





Company's offer

- OnBoard comprehensive yacht automation system
- - brightness, color and mood control
- Socket custom-designed switches and sockets
- CCTV Surveillance system

Certificates

- GPS2001/95/WE
- EMC2014/30/UE
- RED2014/53/UE
- RoHS2011/65/UE
- RoHS2018/736
- NMEA2000
- CE

- - Investment



yacht concept

- LightsOn intelligent lighting system with full
- BlackBox key vessel data recorder
- GNSS real-time positioning, global coverage
- Forms of cooperation

• International trade and distribution, Joint Venture,

www.yachtconcept.eu

The Polish Chamber of Marine Industry and Water Sports – POLBOAT



The Polish Chamber of Marine Industry and Water Sports – POLBOAT was established on Il May 2006 in Warsaw. The founding members were hundred business entities conducting activities in the field of production, services, water sports and water tourism. Multi-month efforts of a group of people, among which there were many members of the Polish Yachting Association, were successful and resulted in establishment of a superior organizational form being the Economic Chamber.



Source: polboat.eu

The Polish Chamber of Marine Industry and Water Sports - POLBOAT

Having conducted necessary legal actions, on 1 January this year the Chamber started its official activities. The idea of founding members is that it should continue a very successful way of activities of the Boating Industry Association "Polish Yachts". In order to emphasize this fact, the entire property of the Association was transferred to the Chamber on the last, liquidation General Assembly held on 11 January 2007. The Economic Chamber associates twice as much members and is an obligatory partner for executive and legislative authorities. Thanks to that, we can act for interests of the whole industry in an incomparably more efficient manner. We hope that pursuant to the Act we will be able to effectively assist state and local administration.

And it is a lot of work to do. Successes and export achievements of our boating industry are known and enjoy genuine admiration of foreign competition. Time has come also to build a national market, adequate for potential of almost 40 million population in the center of Europe. We welcome everyone for whom development and well-being of broadly understood branch of water sports and tourism is very important.

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The goal of the **"Internationalization of SMEs – Brand HUB"** project is to leverage and enhance the development potential of Polish small and medium-sized enterprises (SMEs) and to increase export volumes through their participation in promotional activities in foreign markets. Sectoral promotion programmes aim to support the international recognition of these sectors by promoting the **Polish Economy Brand** under the slogan **"Poland. Business Forward."**



Poland. **Business Forward**

Polish Investment and Trade Agency

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Poland. **Business Forward**