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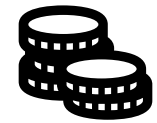
Polish startup ecosystem & Poland Prize



Poland at a glance



5th most populous country in the EU
(38,4 M inhabitants)
Largest country in CEE



USD 1,35 tn total GDP (PPP)



USD 33 890 GDP per capita (PPP)



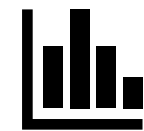
USD 265 bn total exports value



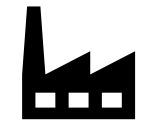
<20% contribution of exports to GDP



15 cities exceeding 200k inhabitants



0,7% budget deficit
46% debt-to-GDP ratio



USD 86,4 bn
total value added in manufacturing



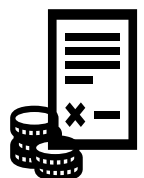
USD 13,2 bn FDI inflow



USD 237 bn inward FDI stock
40% of GDP



Currency:
Polish Złoty (PLN)
1 EUR ~ 4,5 PLN
1 USD ~ 3,8 PLN



Tax rates:
CIT 19% (base rate), 9%, 5%
VAT 23% (base rate), 8%, 5%, 0%
PIT 17%, 32%



Key industries in Poland - overview



Automotive and electromobility

- **210 000** employed
- **10,5%** total share in manufacturing
- **1000+** automotive companies
- EU's **e-mobility hub**



Aerospace

- **40 000** employed
- **140** aviation companies
- strong **aviation clusters**



Business Services Sector

- **307 000** employed
- **1 400** BSS centers
- **43%** employment growth in the past 4 years



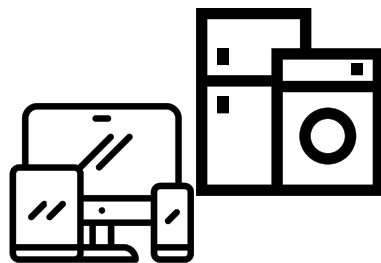
Research & Development

- **170 000** employed
- **40%** employment growth in past 5 years



Food processing

- **391 000** employed
- **11,3%** of Poland's GDP
- **27 bn EUR** exports value



Electronics and white goods

- **100 000** employed
- **14,2 bn EUR** sales value
- **No. 1 producer** of large white goods in the EU



Poland attracts top multinational corporations' R&D centres



2010 → 2018





"It takes a village to raise a child, and it takes an ecosystem to scale an innovation."



Research
Institutions



Incubators &
Accelerators



Angel Investors



Venture
Capitalists



Private Equity
Firms



Government

Scaling Stages

1 Ideation

Defining and analyzing the development **problem** and generating potential **solutions** through horizon scanning of existing and new ideas

2 Research and Development

Further developing **specific innovations** that have potential to address the problem

3 Proof of Concept

When the intellectual concept behind an innovation is **field-tested** to gain an early, 'real-world' assessment of its potential

4 Transition to Scale

When innovations that have **demonstrated small-scale success** develop their model and attract partners to help **fill gaps** in their capacity to scale

5 Scaling

The process of **replicating** and/or **adapting** an innovation across large geographies and populations for **transformational impact**

6 Sustainable Scale

The **wide-scale adoption or operation** of an innovation at the desired level of scale / exponential growth, sustained by an **ecosystem** of actors



Friends & Family



Development
Agencies



Professionals



Start-Ups &
Enterprises



Market Facilitators
& Intermediaries

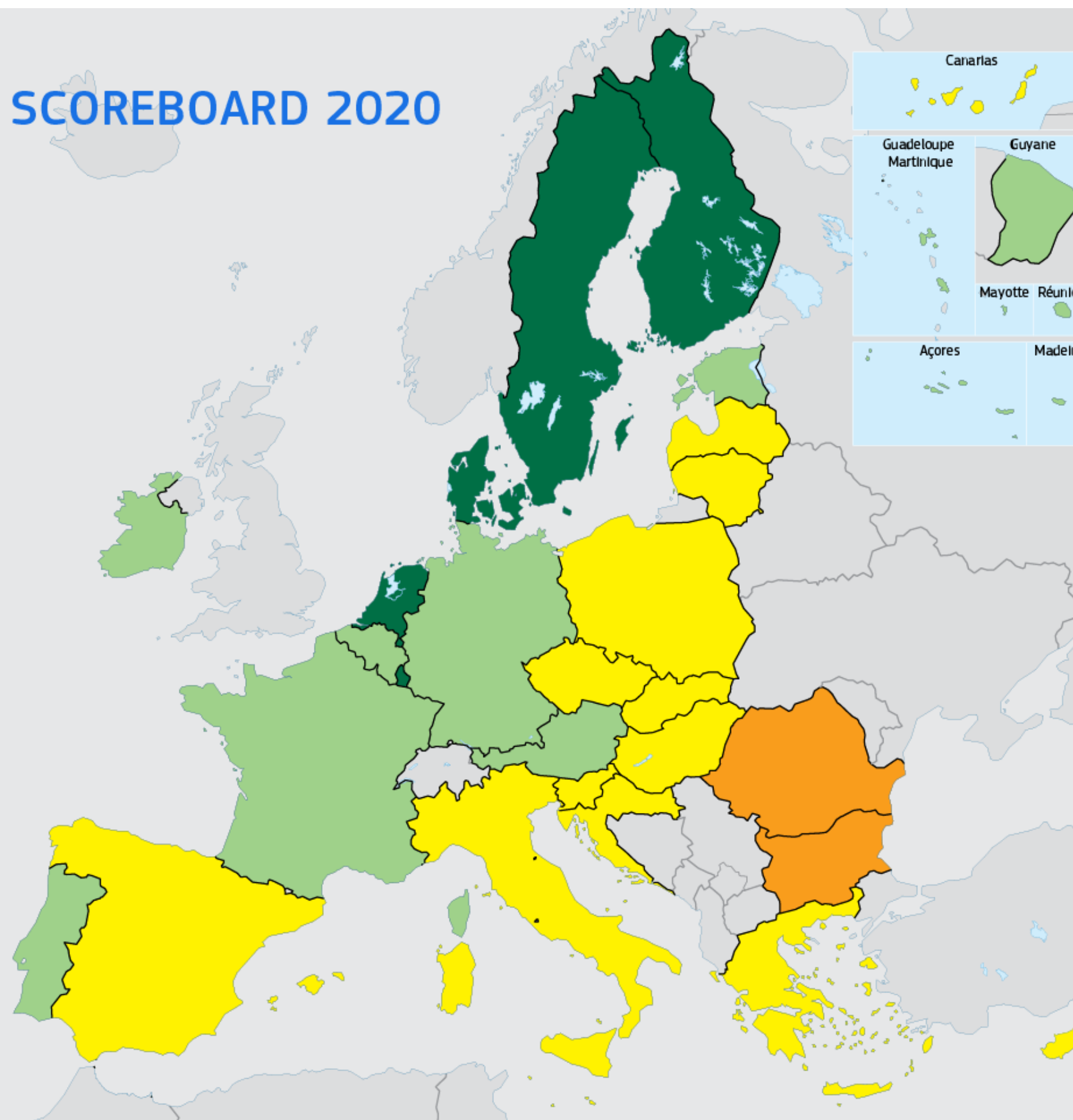


Private
Companies

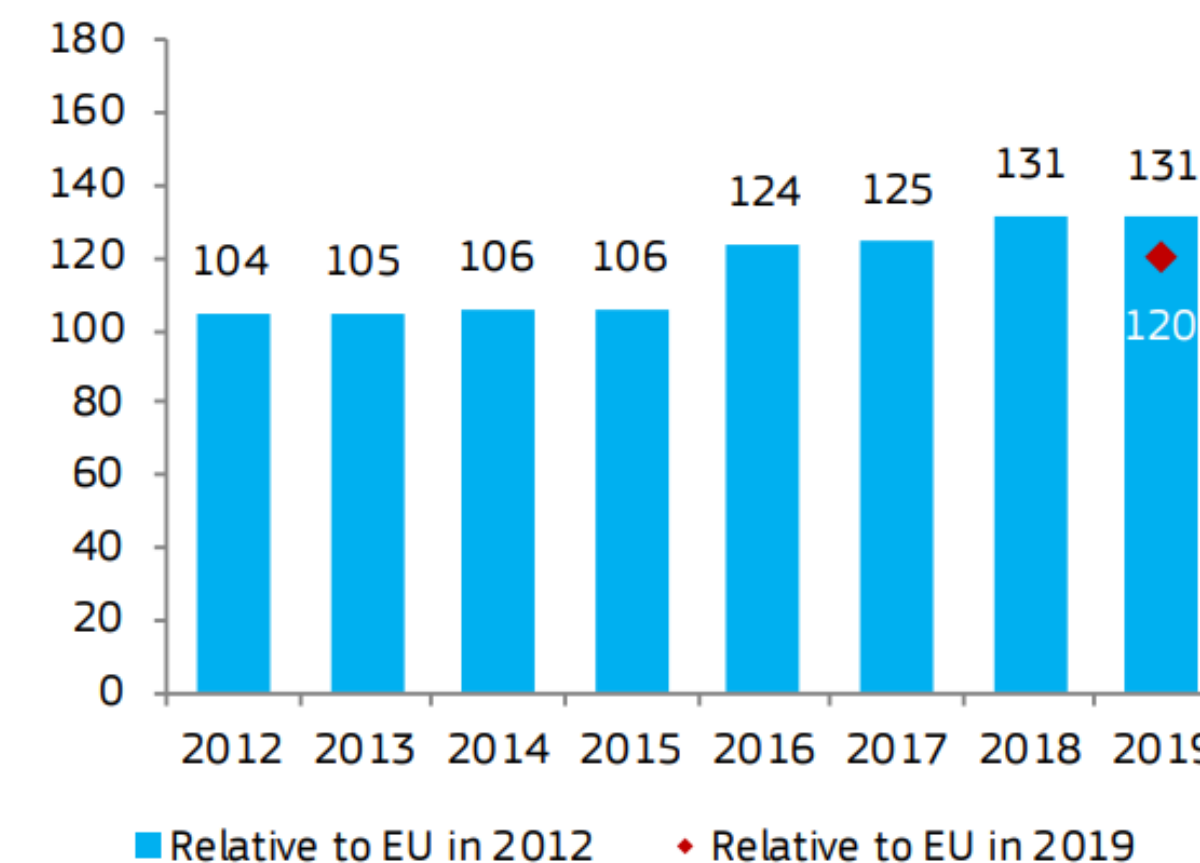
EUROPEAN INNOVATION SCOREBOARD 2020

Innovation performance groups

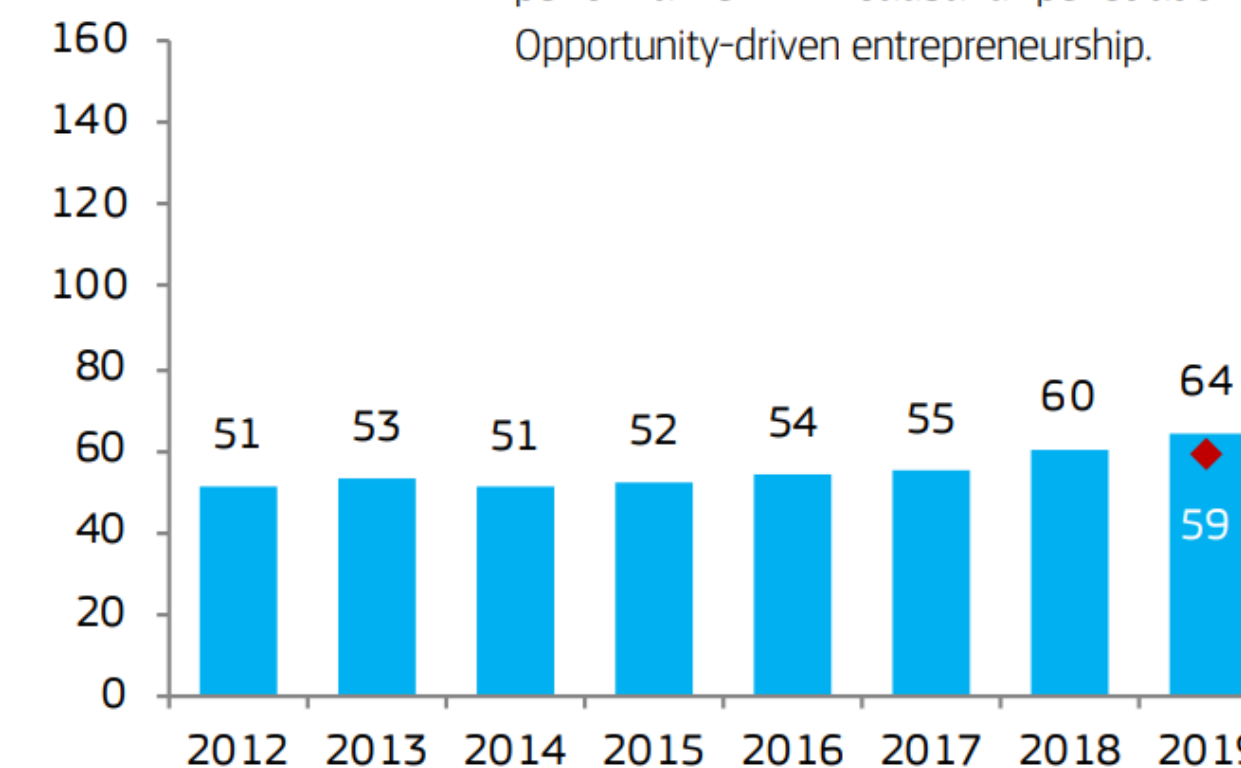
- Innovation Leader
- Strong Innovator
- Moderate Innovator
- Modest Innovator

































The **United Kingdom** is a **Strong Innovator**.
Over time, performance has increased relative to that of the EU in 2012.



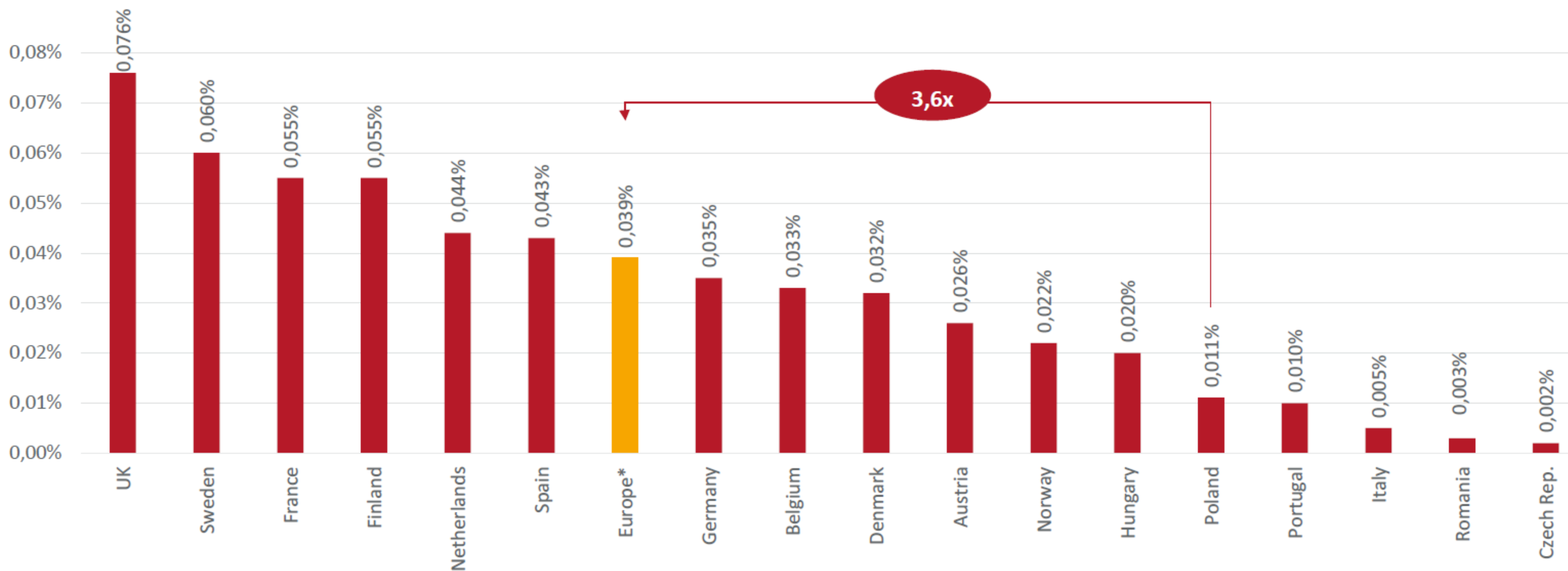
Poland is a **Moderate Innovator**.
Over time, performance has increased relative to that of the EU in 2012. The strong increase in the last two years is mainly due to improved performance in Broadband penetration and Opportunity-driven entrepreneurship.



STAKEHOLDERS	ENTREPRENEURIAL PHASE				
	PRE-IDEA & CULTURE	IDEATION	START-UP	VALLEY OF DEATH	SME
ENTREPRENEURS	 <p>ENTREPRENEURIAL INTEREST Is there an interest in becoming an entrepreneur?</p>	 <p>PROBLEM DISCOVERY Are innovators discovering relevant problems to work on?</p>	 <p>DEVELOP BUSINESS MODELS Do entrepreneurs have the skills they need to develop strong business models?</p>	 <p>BUILD COLLABORATION Do entrepreneurs support one another in the ecosystem?</p>	 <p>EXPAND & EXIT Are startups able to expand into high-growth SMEs, go through buy-outs, or IPOs?</p>
FINANCE	 <p>RESEARCH FUNDING Is funding available for innovators to do research?</p>	 <p>SEED FUNDING Is there funding for early stage ideas to develop into startups?</p>	 <p>ANGEL INVESTMENT Is high-risk investment available for early phase entrepreneurs & startups?</p>	 <p>VENTURE CAPITAL Can startups with established growth potential access capital to grow?</p>	 <p>BUSINESS FINANCE & LOANS Are SMEs able to get support through traditional investment and loans?</p>
ENTREPRENEURIAL SUPPORT	 <p>GATHERINGS & EVENTS Are there events that gather, connect & inspire innovators?</p>	 <p>HACKATHONS & COMPETITIONS Can innovators join events to validate or develop their ideas?</p>	 <p>COWORKING & SOFT INFRASTRUCTURE Are there programs for innovators to work together, access resources & knowledge?</p>	 <p>ACCELERATORS & INCUBATORS Are there programs in place to support, guide and scale startups?</p>	 <p>BUSINESS ASSOCIATIONS & NETWORKS Are there associations or chambers that advocate for & support businesses?</p>
CORPORATE	 <p>SUCCESS STORIES Are successful entrepreneurs known to and working with young innovators?</p>	 <p>R&D PROGRAMS Are private firms engaging in or funding research to support innovation?</p>	 <p>INTERNAL INCUBATOR Are there programs to support & foster innovators, inside or outside the firm?</p>	 <p>B2B SERVICES Does the private sector provide services & support to developing businesses?</p>	 <p>SKILL TRAINING PROGRAMS Are there efforts from private sector to ensure that needed skills are available?</p>
ACADEMIA	 <p>ENTREPRENEURIAL INSPIRATION Are universities providing an environment & community to inspire entrepreneurs?</p>	 <p>BASIC RESEARCH Is basic research being carried out leading to practical innovations?</p>	 <p>SPIN OFF FACILITATION Does a framework exist to support startups based on basic research?</p>	 <p>SKILL TRAINING FOR ENTREPRENEURS Do universities offer trainings in business skills needed by innovators to create startups?</p>	 <p>DEVELOP HUMAN CAPITAL Are graduates leaving universities with the skills needed by innovative businesses?</p>
GOVERNMENT	 <p>VISION & STRATEGY Is the government providing and implementing a clear vision & strategy?</p>	 <p>IP & R&D SUPPORT Is enough done to support research and protect intellectual property?</p>	 <p>TAX SUPPORT Are there provisions or exemptions in the tax code to support entrepreneurship?</p>	 <p>PUBLIC PROCUREMENT Is public procurement supporting innovation without distorting markets?</p>	 <p>TRADE & FINANCE POLICY Are there policies to support investment in and trade by innovative businesses?</p>

There is still opportunity for growth

Poland has almost 4x lower VC investments as % of GDP ratio than the European average (13x lower in nominal terms)



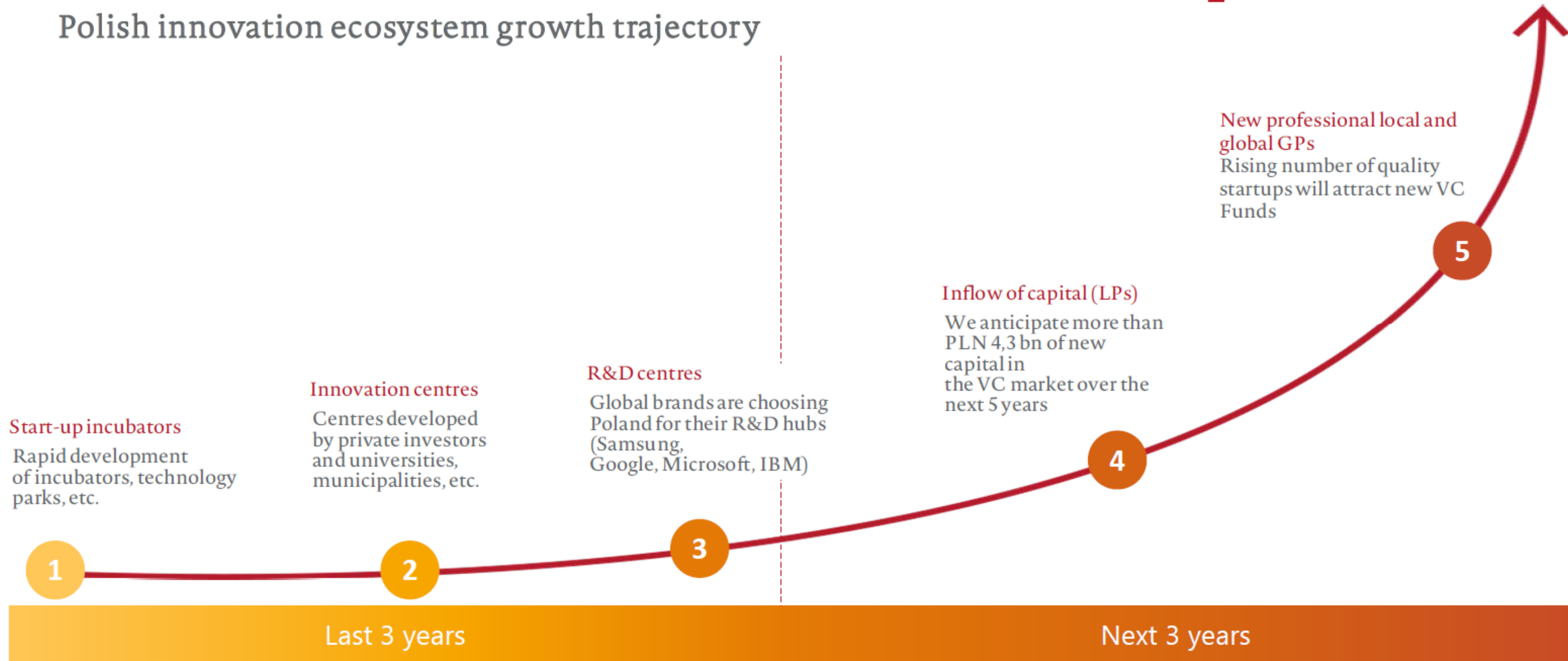
* Weighted average of GDP for all European countries

** Purchasing Power Parity

Source: „2017 European Private Equity Activity”, Invest Europe, 2017; PFR Ventures analysis

VC market in PL is at an inflection point

Polish innovation ecosystem growth trajectory



PARP's support on various stages – 3 dedicated paths

Innovative Ideas

Incubation programs
>> Starting Platforms <<

Startups with MVP / ready solutions

Acceleration programs
>> Scale Up <<

Startups from abroad

Visa program
>> Poland Prize <<

STARTING PLATFORMS – since 2015 up to now

Goal: entrepreneurship development in 5 Eastern Poland's regions.

2015-2017: pilot program - budget of ca **EUR 6 M**

3 platforms selected – 3 cities of Białystok, Kielce, Lublin

102 startups (out of 210 incubated) received

2nd stage funding up to **EUR 20 M**

2018-2021 budget of ca **EUR 30 M**

6 platforms selected in September 2018

2019 Q1 opened for startup application, budget of **EUR 75 M**

Effects: creation of a selection of rich & diversified incubation programs for innovators



ScaleUp pilot program results – „WIN-WIN” effect

2016 ASSUMPTIONS

- **223** startups in 10 acceleration programs
- **33 big companies / corporations**
- Testing startup-corporation capability of starting business cooperation
- declared **49 implementetions** of startups' solutions in big companies

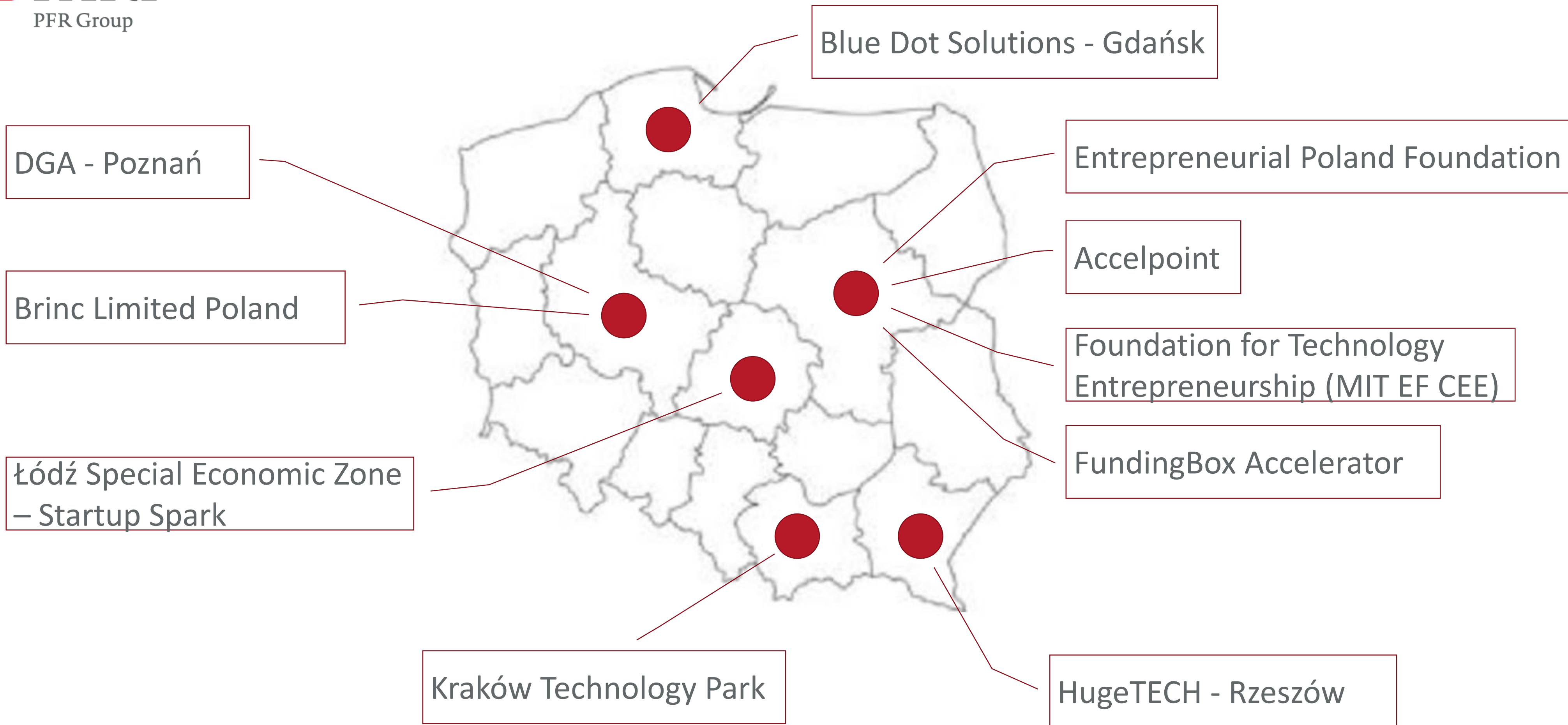
2018 PERFORMANCE

- **276 startups** in 10 acceleration programs
- **66 big companies / corporations**
- Confirmed potential & readiness of big companies for cooperation and co-financing of the program
- confirmed **201 implementations**

ECOSYSTEM & BUSINESS BENEFITS

- Accelerating startups' growth – polished & verified business models, tested solutions, pilot launches
- Opening corporate innovation offices dedicated to collaboration with startups, incubators, CVC funds
- Introducing *open innovation* model & strategies, positive changes in corporate business culture





Acceleration Program Areas & Key Partners

Key Areas / tech sectors

- Artificial Intelligence (AI)
- Industrial Internet of things (IIoT)
- Augmented Reality (AR)
- Fintech
- Smart City
- Space Technologies
- Bioeconomy
- Cyber security
- Smart plastics



Bank Polski



H.CEGIELSKI-POZNAŃ S.A.



ERICSSON



Putka

AIRBUS



SOLARIS
A CAF GROUP COMPANY



Olimp Labs®



VISA



Poland Prize is a programme inviting foreign startups to start activity in Poland.

The programme combines the idea of acceleration and soft landing for startups and puts a special emphasis on preparing foreign startups to operate in Poland and on their further development.

Poland Prize pilot programme 2018 - 2019



- ✓ 5 operators, over 3.000 applications from all over the world (70 countries)
- ✓ More than 100 new innovative businesses founded in Poland or moved from foreign countries
- ✓ 30 milion PLN investment in total (M7,5 EUR)
- ✓ Markets of origin included Central European and Middle East countries, as well as startup hubs such as London, Stockholm and Berlin

Poland Prize 2 coming soon – 1Q 2021



Photo by [Krzysztof Kowalik](#) on [Unsplash](#)

- ✓ grants up to PLN 300,000 (ca. 70,000 EUR)
- ✓ **soft landing: dedicated visa pathway, assistance of a concierge in official, banking and settlement-related matters**
- ✓ individual development & acceleration plan
- ✓ legal, consulting, design & mentoring services
- ✓ specialized technology consultancy, MVP creation & testing
- ✓ **acceleration & post-acceleration with corporates & SMEs**
- ✓ **support & investments from VC Funds / Investors**
- ✓ support in applying for grants
- ✓ sharing network of door-opening contacts

Why Poland - in a nutshell?

- ✓ Fast growing economy
- ✓ Booming & diverse startup community
- ✓ Highly qualified and competitive talents
- ✓ Vast top tech talent pool
- ✓ Affordable labour cost
- ✓ Strategic location
- ✓ Big internal market
- ✓ Developed business infrastructure
- ✓ Attractive place to live



Photo by [Kamil Gliwiński](#) on [Unsplash](#)

Most startup friendly countries in the world, 2019

Rank	Country	Score	Human Capital Investment	Research & Development	Entrepreneurial Infrastructure	Technical Workforce	Policy Dynamics
1	United States	92	84	88	92	87	84
2	United Kingdom	91	83	87	91	86	83
3	Canada	90	82	86	90	85	82
4	Israel	89	81	85	89	84	81
5	India	88	80	84	88	83	80
6	Germany	87	79	83	87	82	79
7	Poland	86	78	82	86	81	78
8	Malaysia	85	77	81	85	80	77
9	Sweden	84	76	80	84	79	76
10	Denmark	83	75	79	83	78	75

Poland ranked as best country in EU and 5th in world for female entrepreneurs

female entrepreneurs

NOV 24, 2020 | BUSINESS, SOCIETY | 5 COMMENTS



Poland is the fifth best country in the world for female entrepreneurs, and the best in the European Union, according to a new ranking.



According to the Mastercard Index of Women Entrepreneurs 2020, Israel, the US and Switzerland are the top 3 countries for [#women](#) [#entrepreneurs](#), spurred by factors including improvements in physical infrastructure and government-led SME support. [#MIWE](#)



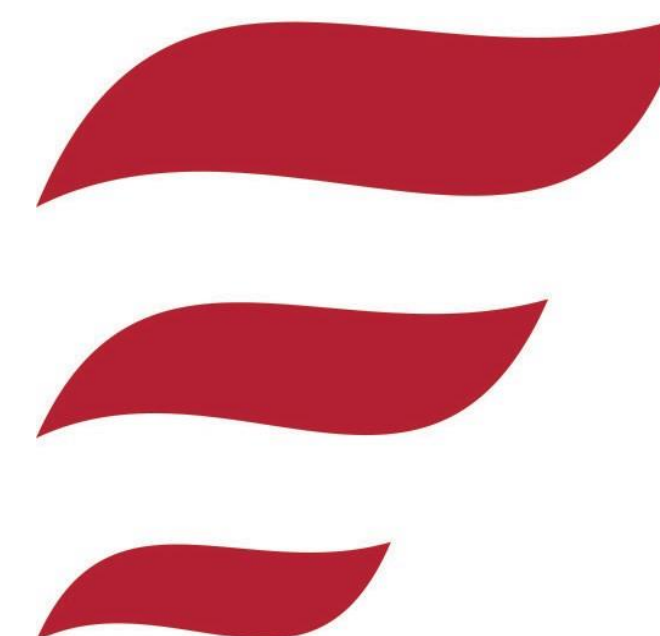
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Thanks for your attention

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Thank you for your attention.


If you have any questions you are welcome.

We are looking forward to cooperate.

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Polish Agency for Enterprise Development (PARP)  website: parp.gov.pl

Polish Investment and Trade Agency (PAIH)  website: paih.gov.pl

Polish Development Fund (PFR)  website: paih.gov.pl