



INVESTOR GUIDE





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INTRODUCTION



Gliwice – a city with several hundred years of history, once associated with heavy industry, today a technopolis experiencing dynamic growth based on widely understood innovations, industry focused around the automotive sector, brilliantly educated staff and ideal location.

We would like to invite you to discover the most important information about the city and to take a look at the presentation of its economic and business image.



02

INFRASTRUCTURE, TRANSPORT AND COMMUNICATION



Road infrastructure is an undisputed advantage, important both from the point of view of logistic companies, and as the key element of development for the industry as a whole, as well as for people of Gliwice. Two motorways cross each other within the area of the city: A4 (East-West) and A1 (North-South), and main communication routes also include numerous national roads, mainly the regional motorway called Drogowa Trasa Średnicowa, which can be easily called an "internal motorway" of Upper Silesia Conurbation.

Infrastruktura lotniskowa

In the age of dynamic growth of aviation services, a decision was made to expand the local airport. First activities in regards to the airport have already been undertaken, and a new runway with paved surface will be constructed within 2 years, which will enable both the infrastructure located around the airport, as well as small cargo and sky taxi services to grow.



The nearest international airport Katowice-Pyrzowice is located 43 km away from Gliwice. A convenient motorway drive takes just about 30 min. Other international airports are located about 100 km away – in Kraków and in Ostrava. Getting to each of these airports takes about 1 hour, driving.

Infrastruktura kolejowa

The next element of the expanded infrastructure includes railway connections. The city of Gliwice is proud to be one of the most important railway nodes in Poland and belong to the route comprising a part of the European E 30 railway line. All big cities in the country may be easily reached from here. A trip on a comfortable Pendolino train from Gliwice to Warsaw takes just 3 hours.

The railway station in Gliwice, providing services to over 2 million passengers per year, is also the hub of the city communication and the bus traffic of local, national and international lines. It is the place where one of the biggest interchange centres in the region is about to be built until 2020.

Transport wodny

The excellent connections ensured by a network of smooth road, railway and airspace routes are made complete by waterways. It should be noted that the biggest inland port in Poland is located in Gliwice. Kanał Gliwicki (Gliwice Channel) and River Oder connect it with the sea port group of Szczecin-Świnoujście and with waterways of western Europe. It allows a trip from Gliwice to Berlin, Amsterdam or even Marseilles.

03

BUSINESS AND ECONOMY



Analysis of the current economic situation and of the activity of the biggest companies in the city leads to a conclusion that growth and development of Gliwice is currently largely based on three segments, namely: new technologies, automotive and logistics.

New technologies understood mainly as development of the high-tech industry comprise a very important part of local economy. Many companies, the potential of which is noticeable not only domestically but also abroad, are located in the city. Some of them have already been distinguished in international rankings, such as e.g. "Deloitte Technology Fast 50". The city of Gliwice is also the home of vibrant Education and Business Centre "Nowe Gliwice", where innovation-based companies have already created nearly 2 thousand jobs, mainly for very highly educated IT specialists. Research and Development Institutes operating in Gliwice dynamically support the development of modern economy – including three centres of the Polish Academy of Sciences. An invaluable role in the field of knowledge and technology transfer is also played by the Silesian University of Technology – one of the best technical universities in the country – located in Gliwice.

Automotive is a sector which focuses many international companies with their main field of business being manufacturing of vehicles, as well as units and





parts to many brands known and recognized globally. The growth of this sector in Gliwice was definitely initiated by the investment of General Motors Manufacturing Poland (1996) – its Opel factory in Gliwice is currently among the biggest and most modern manufacturing sites.

Logistics, including transport providers and companies offering warehouse and loading-unloading services, is a sector experiencing dynamic growth in Gliwice, mainly thanks to the convenient location and to the efficient, multi-modal communication infrastructure. The crossing of main motorways connecting the north and the south, the east and the west of the country is a clear advantage for dozens of large industrial companies operating within the city of Gliwice. The strong concentration of companies the operation of which is based on logistics services is facilitated by the biggest economic zone in the country, located in Gliwice. If we add trade companies operating within the entire conurbation where over 2 million people live, it becomes obvious that this is the ideal place for growth for companies from this sector of industry.



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CLIMATE FOR BUSINESS



Creation of good climate for business is a part of philosophy we have been trying to implement for many years – ensures the City President, Mr Zygmunt Frankiewicz: *“We treat each and every investor seriously and try to take care of good relationships with entrepreneurs, to create good conditions allowing them to invest and grow. Almost 100 % of the city area is included in spatial development plans, and innovative companies may be sure to receive tax reliefs in our city. This helps us to acquire new investments, and good relations with investors we already know result in numerous re-investments”.*

More and more investment areas in Gliwice are provided with utilities or made available for investors. The city is also trying to engage in entrepreneurship promotion via institutions created for this purpose. Both Technopark Gliwice, and Górnośląska Agencja Przedsiębiorczości i Rozwoju (Upper Silesian Agency of Entrepreneurship and Development) undertake numerous related initiatives. Soft initiatives related to trainings and coaching should be mentioned here, as well as support including preferential provision of office spaces or preparation of investment areas.





In the context of business, Gliwice have to be described in relation to the Gliwice Sub-zone of Katowice Special Economic Zone. Its creation in the city over 20 years ago was crucial for the economic situation of the city we observe today. Katowice Special Economic Zone, which includes Gliwice Sub-zone, is unchallenged in Europe. The fDi Global Free Zones of the Year 2016 rating of economic zones declared

KSEZ the best area in Europe and in Central-Eastern Europe, it was also distinguished with the Highly Commended title in the "SMEs Europe" category.

Several dozens of companies from across the world operate in Gliwice and they have created over 19 thousand jobs.

05

CLIMATE FOR LIFE Culture and leisure



Gliwice is a city full of life, where everyone can find their own little space. People enjoying the urban style will find many attractive locations worth visiting here. The city hosts the City Theatre, as well as cinemas, galleries, clubs, the oldest museum in Silesia and City Theatre Ruins providing the staged artistic endeavours with its unique aura. Fans of music, jazz in particular, are eager to make use of the offer of Silesian Jazz Club, which has organised live performances of known musicians, singers and artists for 60 years.

The more calm face of Gliwice can be found walking across its many green areas providing relief and an urban relax zone. An interesting suggestion lies in a trip to the renewed City Palm House. Its 4 pavilions include over 5,600 plants, the oldest of which are over 100 years old. An excellent place for leisure and rest is located around the 111-metre tall tower made of larch wood, namely Gliwice Radio Station. A gorgeous illumination may be watched here in the evenings. This place, unique for many reasons, became the city symbol on the map of Gliwice.





Citizens who value healthy lifestyle will be certainly glad to discover the variety of sports offer. The city has a large number of gyms, fitness clubs, public sports halls, an ice skate rink, tennis courts, football pitches and swimming pools (including one Olympic-sized pool). Lots of groups of avid runners allow everyone interested to participate in group trainings, in various parts of the city, during any of the seasons. Open air events dedicated to fans of sports and healthy lifestyle are also very popular. Gliwice Semi-Marathon, and 360° City Race are cyclic events, organised on a yearly basis.

Football fans are provided with the modern football stadium, where Piast Gliwice, a team of the football premier league, plays its games.

One of the biggest city investments in the recent years is „Hala Gliwice”, a site with its planned opening to take place in 2017, and it is one of the biggest sites of this type in Poland (56,000 m²). The total number of seats will exceed 15 thousand. Thanks to technical solutions used, the site meets all requirements of international sports associations and federations. Its multi-functionality allows music events, congresses, fairs, etc. to be organised there.

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HUMAN POTENTIAL



Analysis of human potential of the city points to the large numbers of young people and significant resources of qualified personnel both in the city and in the neighbouring municipalities.

The city hosts schools of all types, including three university level institutions: Gliwicka Wyższa Szkoła Przedsiębiorczości (Gliwice University of Entrepreneurship), Wyższa Szkoła Bezpieczeństwa (University of Security) and Silesian University of Technology, one of the biggest and oldest technical universities in Poland (since 1945), a forge of personnel for the local and regional job markets. Currently, it includes thirteen faculties, the Physics Institute, the Pedagogics College and the College of Foreign Languages. Classes in some study programmes are taught in English only. Ca. 23 thousand people study here every year.

High level of education is also provided by vocational schools in Gliwice. Continuous cooperation with employers, modern laboratories and involvement of teachers provide the local job market every year with graduates prepared to work in various professions.





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CITY IN NUMBERS



GLIWICE IN NUMBERS

- Area: **134.2 km²**
- Population: **179,146** (2015)
- Unemployment rate: **4.3%** (October 2016)
- Financial liquidity: **A-** (international rating), **AA+** (national rating) according to Fitch Ratings Agency (November 2016).

BIGGEST EMPLOYERS

- General Motors Manufacturing Poland Sp. z o.o.
- NGK Ceramics Polska Sp. z o.o.
- Oncology Centre- M. Skłodowska Curie Institute in Gliwice
- Silesian University of Technology

AWARDS/RECOGNITION

Deloitte.

In 2014, two companies from Gliwice were distinguished on the Deloitte Fast 50 list – an annual rating selecting innovative technology companies and evaluating them in terms of income growth rate



Grand Prix in 2014, in 1st Polish City Competition "Leader of sustainable city solution based on responsible spatial development".



"Business-friendly city" in the 2015/2016 rating of Polish Cities of Future



3rd place in the ranking of cities attractive to business – 2015



Katowice Special Economic Zone, with Gliwice Sub-zone comprising the biggest part of the zone, was distinguished in the rating of economic zones, taking the first place in Europe and the second place in the world in "Global Free Zones of the Year 2015" organised by the prestigious magazine Business Financial Times



1st place in the Ranking of Most Dynamically Developing Local Governments 2003–2014 and 1st place in the Ranking of Sustainable Development of Local Governments 2015



3rd place in the Ranking of Local Governments of Rzeczpospolita daily magazine, in the county-city category – 2016



3rd place in the ranking of local government wealth prepared by "Wspólnota" magazine, in the county-city category



Rankings of Wprost weekly magazine in 2016: 2nd place in the ranking of county-cities Main criteria: friendliness to citizens, openness to business, rational finance management; 4th place on the "City for Business" list and 2nd place – in the "Financial Condition" ranking. It also placed in top five of "The least indebted cities" in Poland



1st place among county-cities in the "investment expenses of local governments" category