

ELECTRICAL ENGINEERING INDUSTRY, MACHINE INDUSTRY AND METAL INDUSTRY





Photo archive of the Marshal's Office of the Malopolska Region



Power up Your Business in Małopolska 2

Małopolska Regional Development Agency, Małopolska Region and Kraków Technology Park jointly implement the project entitled „**Power up Your Business in Małopolska 2**”, co-financed by the European Union under the Regional Operational Program of the Małopolska Region for the years 2014-2020.



The project is a reference to the experience of projects from 2008 - 2017 implemented under the slogan „Business in Małopolska”. The project „Power up Your Business in Małopolska 2” provides for activities in the area of promoting the Małopolska business offer, supporting the exports of Małopolska enterprises and improving the investment process in the region. It is addressed to entrepreneurs from the SME sector and potential external investors.

The project assumes, among others, organization of information meetings and forums for entrepreneurs from Małopolska, training for representatives of local government units, as well as economic missions of foreign entrepreneurs to Małopolska and participation in foreign fairs.

The project is co-created by the institutions

Małopolska Regional Development Agency

The largest regional business environment institution. MARR focuses on tasks important for positive change in the regional environment: restructuring of the economy, land development, servicing European programs, cooperation with local government, servicing investments, supporting entrepreneurship, as well as international cooperation and building the image of Małopolska in Europe and the world.

www.marr.pl

Małopolska Region

The Małopolska Region as a local government unit creates directions of economic policy by acting for the region's economic development. The Department of Ownership Supervision and Economy plays a special role within this area of voivodeship competence. The Małopolska Region actively supports the service of domestic and foreign investors interested in starting a business in the region, coordinates activities in the field of internationalization of the regional economy, with particular emphasis on the development of exports, it also conducts activities in the field of economic promotion of Małopolska.

www.malopolska.pl/en

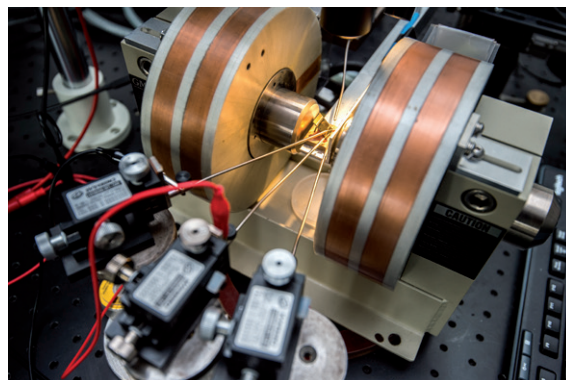


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Krakow Technology Park

Technological development of Małopolska Region, development of entrepreneurship, promotion of innovation and new technologies, creation of a positive business climate, and finally support for academic projects - these are just some of the main activities of the Krakow Technology Park, which significantly contributes to strengthening the socio-economic potential of the entire region.

www.kpt.krakow.pl/en

Project implementation period:
March 2019 - February 2022





I. MAŁOPOLSKA REGION

between tradition and modernity



The Małopolska Region, together with the historical capital of Poland - Krakow, is one of the most recognizable regions in Europe. Unusual landscapes, unique nature, an impressive number of monuments, including 14 inscribed on the UNESCO World Heritage List and a unique atmosphere - all this means that every year our region is visited by several million tourists from Poland and around the world.

In addition, Małopolska Region is undoubtedly one of the most dynamically developing regions on the economic map of Poland and Europe. The strong position of our Region is demonstrated by the dynamically operating companies in our region, recognized not only in the country but also abroad. It is not without reason that Małopolska is one of the leading destinations chosen for the organization of business and economic meetings, which only confirms the thesis that it is a perfect place for business development.

Małopolska Region is also characterized by the large scientific and research potential of Małopolska universities and research centres. Every year, about 150,000 young people study at universities in Małopolska; research works are carried out in several hundred research and development institutions, in domestic and foreign enterprises.

We invite you to read and contact the Business in Małopolska Center.



I.1 The potential of Małopolska Region and Krakow

Current statistics on

- the state of the population,
- unemployment rates,
- average monthly gross salary in the enterprise sector,
- average employment in the enterprise sector,
- the number of apartments completed,
- entities of the national economy,
- GDP per capita.



can be found at

krakow.stat.gov.pl/en

I.2. Trends and growth of export in Małopolska Region

Export is a very important element of the Małopolska Region economy, and its volume and significance is increasing year on year. This is evidenced by a significant increase in the value of exports in 2017 as compared to 2016 by 8.2%, which constitutes 4.7% of the value of exports of the whole country. According to data for 2017, the value of goods and services exported from the region amounted to EUR 9.56 billion (6th place in the country). The total number of enterprises actively engaged in exporting from Małopolska Region in 2017 exceeded 3.8 thousand (an increase by 6.8% compared to 2016 and the 4th place in Poland). The most important areas of economic activity in the region according to PKD, in terms of export value in 2017, are: industrial processing - EUR 7.68 billion; wholesale and retail trade, repair of motor vehicles, including motorcycles - EUR 1.46 billion; information and communication - EUR 131.50 million. In terms of the structure of the value of export products according to the Combined Nomenclature (CN - Combined Nomenclature), the most important sections are: machinery and equipment, electrical and electronic equipment - EUR 2.52 billion (26.4%), base metals and products - EUR 1.44 billion (15%), transport equipment - EUR 1.35 billion (14.2%), and plastics and products - EUR 1.09 billion (11.4%).

I.3. Małopolska Smart Specializations

Małopolska focuses on smart development and consistently implements it. As a result, our region has become one of the most innovative in the country. In order to strengthen the competitiveness of Małopolska, both in the domestic and international arena, seven Małopolska smart

specializations have been developed, whose goal is to support areas with the greatest development potential in the region.

7 smart specializations that set strategic directions for the region's development:

1. life science,
2. sustainable energy,
3. information and communication technologies,
4. chemistry,
5. production of metals and metal products and products from non-metallic mineral

- raw materials,
6. electrical engineering and the machine industry,
7. creative and leisure industries.

In the National Official Register of National Economy Entities (REGON) at the end of 2018 in Małopolska in the area of „electrical engineering and machine industry” there were 5084 entities registered, while in the area of „production of metals and metal products from non-metallic mineral raw materials” there were 7471 entities registered.

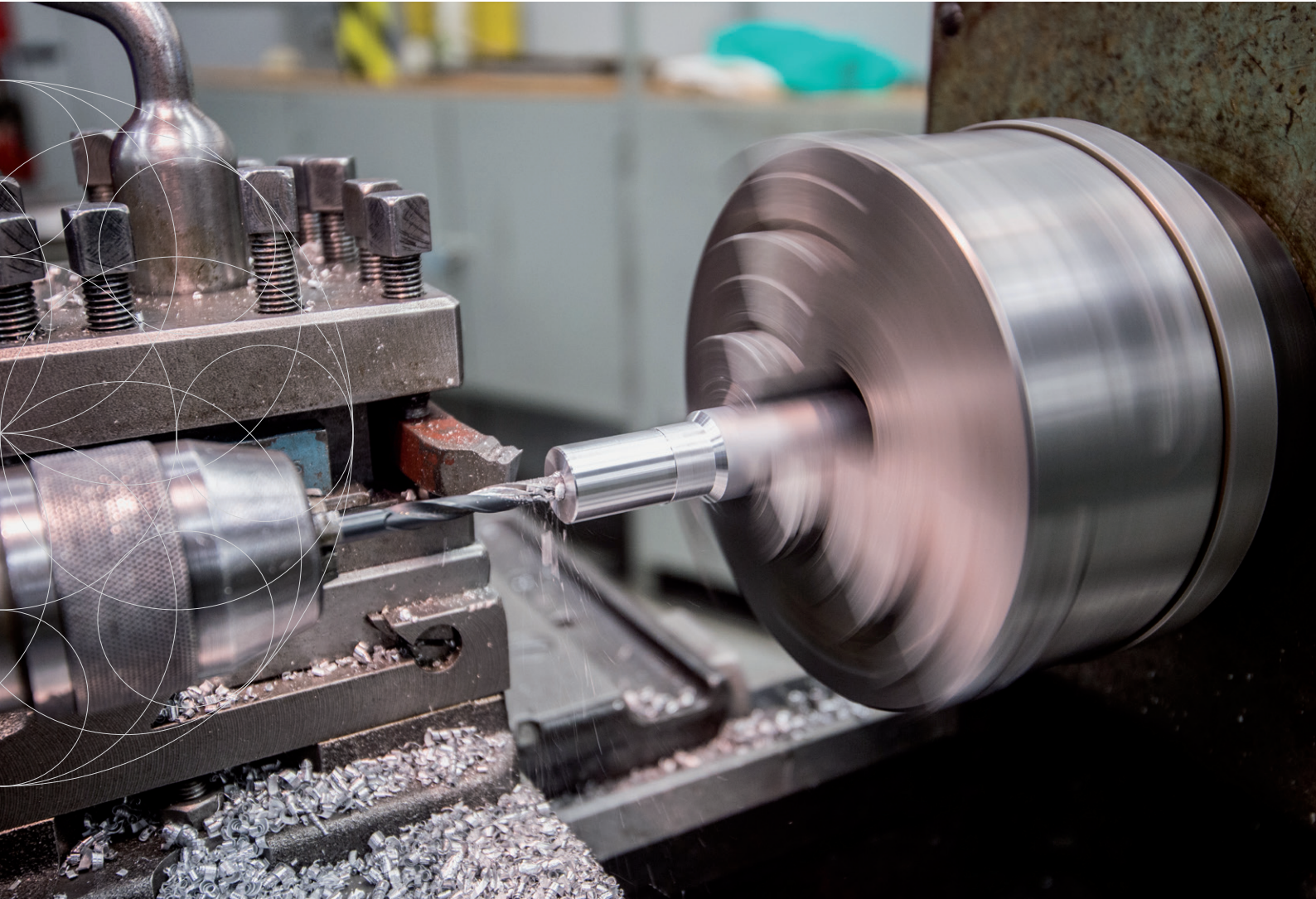


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I.4. Higher education in Małopolska Region

The Małopolska Region is the second largest academic centre in Poland in terms of the number of students (second to the Mazowieckie Region). In the 2018/2019 academic year, 150.1 thousand people (including 8.5 thousand foreigners) studied here, including 2.6 thousand in 10 branch organisational units of 7 higher education institutions from other regions. The number of students decreased by 7.6 thousand (by 4.8%) when compared to the previous year.

Within the sector of new technologies, information technology and research and development works, the following institutions of higher education play a dominant role:

Stanisław Staszic AGH University of Science and Technology in Krakow (1919)

The university educates students in 62 fields of study at such faculties as : Faculty of Metals Engineering and Industrial Informatics, Faculty of Electrical Engineering, Automatics, Computer Science and Biomedical Engineering, Faculty of Computer Science, Electronics and Telecommunications, Faculty of Mechanical Engineering and Robotics, Faculty of Physics and Applied Computer Science, Academic Centre for Materials and Nanotechnology. The AGH University of Science and Technology operates the Academic Computer Centre CYFRONET, the University Computer Science Centre, the AGH University of Science Centre for Technology Transfer (CTT) and the Academic Business Incubator.

www.agh.edu.pl/en

Tadeusz Kościuszko Krakow University of Technology (1954)

The most important (out of 31) fields of study at the CUT include: Faculty of Electrical and Computer Engineering, Faculty of Architecture, Faculty of Physics, Mathematics and Computer Science, Faculty of Civil Engineering, Faculty of Mechanical Engineering. Within the university there operates the Centre for Technology Transfer at the Krakow University of Technology www.transfer.edu.pl Since the beginning of its activity (1997) CTT has been supporting innovation by combining business with science. The CTT implements national and international projects aimed at the development of science and improving the competitiveness of regional enterprises.

www.pk.edu.pl

Krakow University of Economics (1925)

CUE comprises, among others, the Faculty of Economics and International Relations, the Faculty of Finance and Law, the Faculty of Economy and Public Administration, the Faculty of Commodity Sciences and Product Management, the Faculty of Management. The latter includes the following specializations: Economic Analysis, Applied Computer Science, Business Innovation, Marketing and Market Communication, and courses taught in English: Applied Informatics, Modern Business Management and Quantitative Methods in Modern Management.

www.uek.krakow.pl

Jagiellonian University in Krakow (1364)

The Jagiellonian University is the oldest university in Poland and one of the oldest in this region of Europe. Apart from many faculties of humanities, the JU has also: Faculty of Physics, Astronomy and Applied Computer Science, Faculty of Mathematics and Computer Science, Faculty of Chemistry, Faculty of Biology and Earth Sciences. The Faculty of Mathematics and Computer Science offers courses in theoretical, general, applied, teacher, financial mathematics, mathematics in economics, mathematics with computer science, biomathematics, computer mathematics, as well as in the field of applied, theoretical, analytical computer science, bioinformatics, software engineering, modelling, artificial intelligence and control systems and software.

www.en.uj.edu.pl/en



Photo archive of the Marshal's Office of the Małopolska Region

II. Machine sector in Małopolska



II.1. Electrotechnical, machine production and metals sectors

Electrical engineering and the engineering industry is a field that includes, in particular, the production and development of electronic and optical products, electrical and mechanical devices as well as the production of motor vehicles and other transport equipment. In addition to their great importance for employment in the region, the products of these industries remain pillars of exports from Małopolska. It should be emphasized that due to their complementarity with the production of metals and metal products in Małopolska, the products of these industries may rely less on the import of supplies, thanks to which a significant part of the added value can remain in the region. Industry data show that the production of machinery and equipment stands out particularly favourably in terms of the values of indicators such as the percentage of innovative enterprises in industry and expenditure

on innovation activities. In the case of the production of motor vehicles, trailers and semi-trailers, excluding motorcycles, we observe a relative advantage in terms of the ratio of expenditure on innovative activity in industry. The production of electrical equipment, on the other hand, stands out in terms of the growth rate of sold production and the percentage of innovative enterprises. Data on science and public support show that the production of computers, electronic and optical products stands out, where this value is over 9.5 times higher. In addition, the production of electrical equipment in Małopolska is distinguished by higher expenditure on R&D per employee in relation to nationwide data.

At the end of 2018, in the Małopolska Region, according to the REGON classification (National Official Register of National Economy Entities), 5,084 enterprises were registered in the „electrical engineering and machine industry” area, and 7,471 in the area of „production

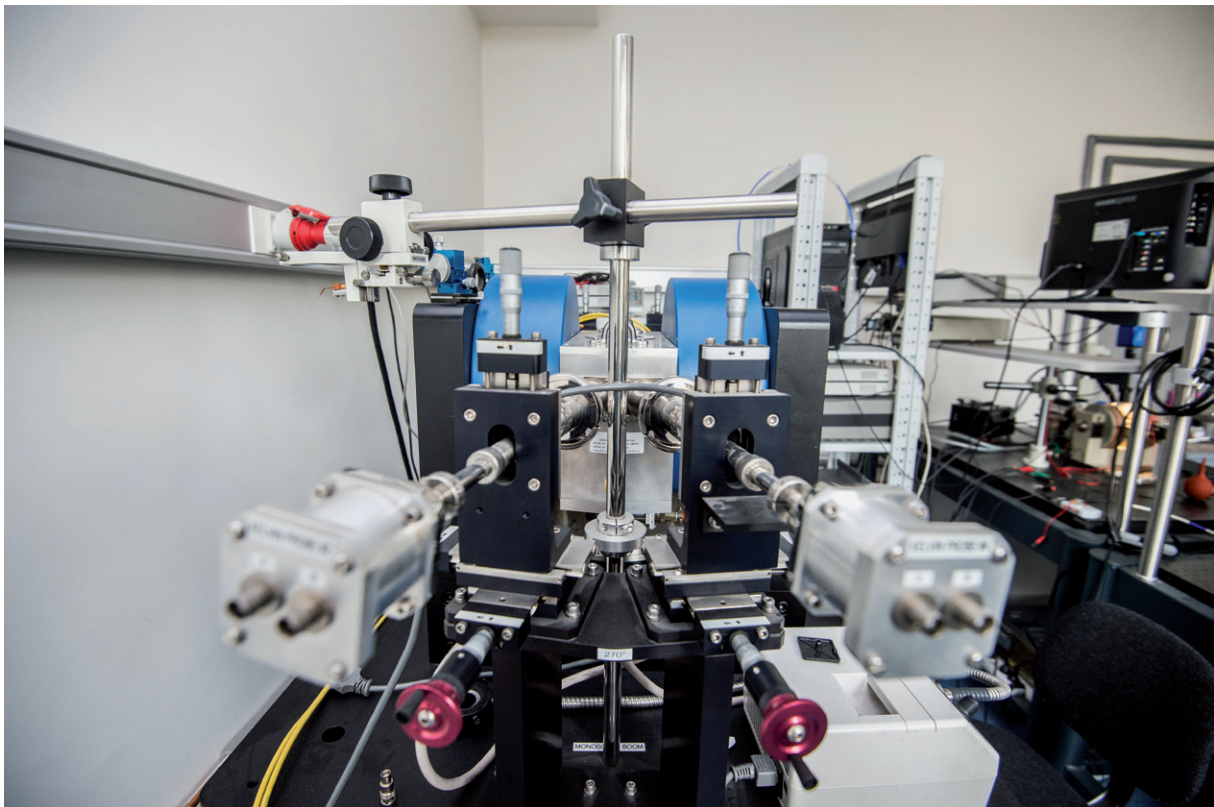


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of metals and metal products from non-metallic mineral raw materials”.

The companies presented below are examples characterizing the sectors and are an invitation to become familiar with the full range of what of Małopolska has to offer.

- **MACHINE AND TRANSPORT SECTOR**

MAN Trucks - is one of the youngest production centres of the MAN Truck & Bus AG Group. It manufactures trucks in various configurations, exporting to Eastern and Western Europe, the Middle East, Asia and Africa. The plant in Niepołomice is primarily an assembly plant - the main components are supplied by other MAN plants or by other suppliers. In 2014, over 9.2 thousand trucks were produced.

www.truck.man.eu

Meiller Polska - the company deals in the production of truck trailers, trailer bodies and car trailer housings.

www.meiller.com

NEWAG - one of the three leading Polish manufacturers of track vehicles. Newag has many years of experience in the modernization and production of rolling stock, production of trams and metro vehicles. The company specializes in periodic repairs and modernization of electric locomotives, electric multiple units and rail vehicle components. NEWAG has a stable and exceptionally strong position in the market of electric multiple units and locomotives in Poland. In recent years, NEWAG has dominated the domestic market for the production of electric multiple units, production and modernization of electric locomotives and modernization of diesel locomotives.

www.newag.pl

NIDEC Motors & Actuators - is part of the Japanese NIDEC corporation. The Corporation is one of the world's largest producers of drives and precision drive systems used in many fields, including the IT, automotive, aviation and machine industries. NIDEC Motors & Actuators deals with the design and production of a full range of electric motors and drives for both automotive and industrial applications.

www.nidex-ma.de/en/niepolomice

Steinhof - specializes in the production of tow-bars (1000 references), blocks (700 types), jaws (200 types) and brake discs (500 types) for all types of passenger cars and vans. About 40% of its production is exported to Finland, Germany, Denmark, the Czech Republic, Slovakia, Ukraine, Belarus, Lithuania, Latvia, Estonia, Hungary, Romania and Greece.

www.en.steinhof.pl

WESEM - provides lighting for agricultural machinery and cars. The products skilfully combine modern design trends with the latest technical solutions and are present on the markets of Europe, Asia and America. Their value for money means that WESEM lamps are the first choice for assembly in numerous vehicle manufacturers and spare parts wholesalers from many parts of the world.

www.wesem.com

Zasław TSS – exists since 1953, the company manufactures various types of freight vehicles: trailers and semi-trailers with a load capacity of 6 to 35 tons, various types of housings, specialized chassis, forklift trucks and mobile ramps. Zasław has the most modern assembly hall in Poland with an area of over 18,000 m². Vehicles of the „Zasław” brand are sold in Western and Central Europe, Russia, Scandinavia and Romania.

www.zaslav.pl/en

Valeo - is one of the world's largest suppliers of the automotive industry. It is an independent French group fully focused on the design, production and sale of components, integrated systems and modules for vehicles in the automotive industry supporting, among others, reduction of carbon dioxide emissions into the atmosphere.

The Valeo Group employs 74,800 employees and has headquarters in 29 countries, including Poland (factories in Skawina and Chrzanów). It consists of 16 research centres, 35 development centres, 12 distribution platforms and 124 production plants. The watchword of Valeo is striving to achieve the status of the partner car manufacturer of choice in order to work together to reduce carbon dioxide produced by internal combustion vehicles, as well as to develop business in developing countries and in Asia.

www.valeo-poland.com/en



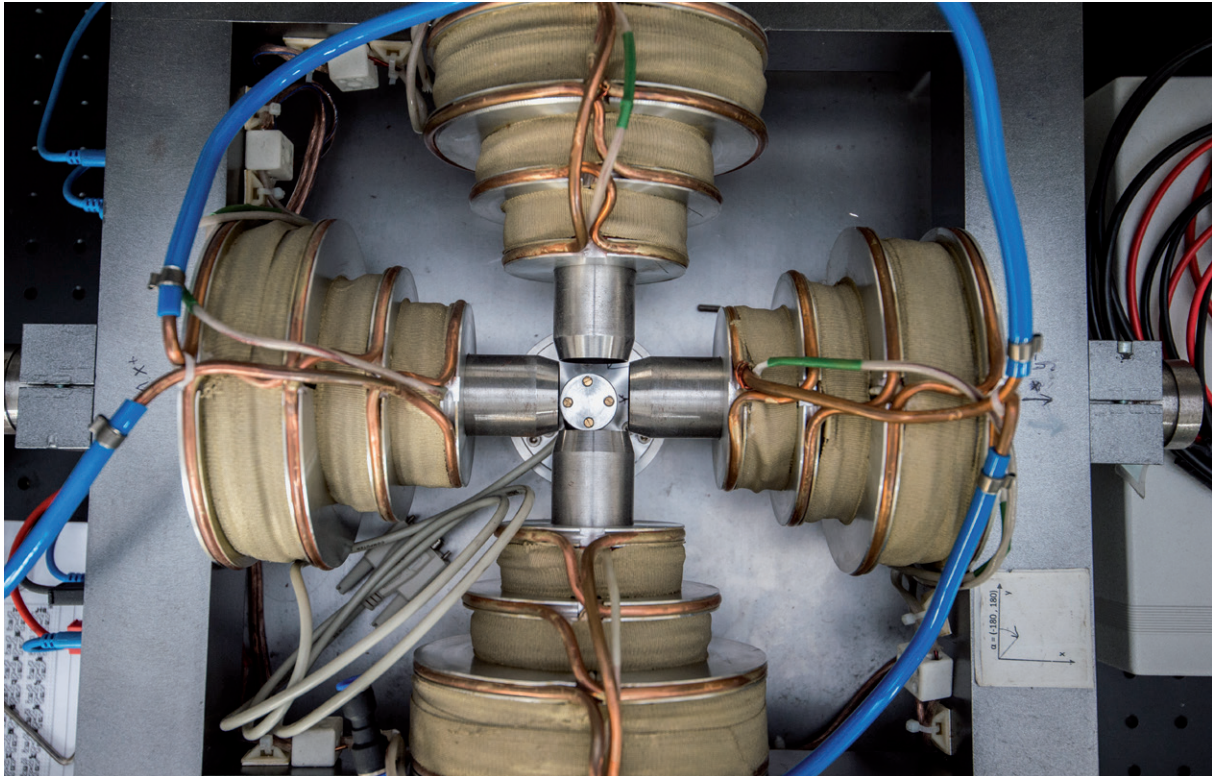


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Aptiv - is a global technology company that develops safer, greener and more connected solutions, which enable the future of mobility.

Technical Center Krakow is one of the largest Aptiv research and development facilities in the world. The company focuses on advanced electronics and active safety technologies, including testing and validation. The company also developing next generation infotainment and user experience platforms, like 3D gesture recognition system, as well as electronic control units and smart architecture platforms.

www.aptiv.com

WAMECH – is a manufacturer of trolleys and platforms used to transport materials and components on the premises of production plants. For over twenty years, WAMECH has been designing and producing innovative solutions in the field of internal transport and storage improvements that allow customers to optimize intralogistics. WAMECH as a producer of technological trolleys is characterized by an individual approach to each project implemented and 100% efficiency in their implementation.

www.wamech.com/en

The TELE-FONIKA Kable Group - one of the companies at the forefront of the global cable industry, it is a leading European producer of cables and wires with significant development potential, using 100% Polish capital. Products manufactured in its factories find customers in over 80 countries. Its range includes about 25,000 types of cables and wires.

The company combines the good traditions of the cable industry in Poland and innovative technical solutions. The TELE-FONIKA Kable Group currently includes several commercial companies responsible for the distribution of products worldwide, 8 production plants (4 located in Poland, 1 - in Serbia, 1 - in Ukraine and 2 - in Great Britain) and a Cable Waste Recycling Plant (Poland).

www.tfkable.com/en_pl

Supersnow - is a company dealing in the design and production of comprehensive snowmaking systems. For nearly 20 years, Supersnow devices have been found in leading ski resorts in most European countries, as well as in Asia, South America and North America.

The continuous development of the company resulted in the opening of the Supersnow

branch in Roppen, in the Austrian Alps in 2017. There is a modern distribution and warehouse centre, a point in the logistics infrastructure network and, above all, the Supersnow service base.

www.supersnow.com

MANEX - the company has been associated with the cable industry since the 1970s, in particular with the construction and building of technological lines and microprocessor control systems for the cable industry. The Cable Production Plant in Jaworzno includes a hall for the production of cables and electrical wires with an area of 700 m² and a modern social and office building. Currently, five modern, computer-controlled extrusion lines are working there.

The company's headquarters and MANEX sales office are located in Krakow.

www.manex.com.pl/en

Anbi-Tech - is a production and trade company that specializes in the production of metal and plastic parts. It is involved in the production of parts by CNC machining. The company has been operating on the Polish and European markets since 2008, providing services in the field of milling, turning and cutting using CNC machines.

Using modern and professional CAD/CAM software, the company can perform serial and individual orders according to customer-supplied technical documentation or designs. Thanks to the latest production methods in precise and high-performance machining centres, it is possible to achieve high dimensional tolerances, excellent surface quality as well as complex shapes.

Anbi-Tech has its own extensive production and laboratory facilities equipped with modern measuring equipment, thanks to which it can carry out various types of measurements at every stage of production.

www.anbi-tech.pl/en

Woodward - is a global corporation with headquarters in Fort Collins, Colorado in the United States. It designs, manufactures and services solutions in the field of control systems for the aviation and energy markets. The innovative flow, electrical energy and location

management systems offered by Woodward help their customers to provide products that are more environmentally friendly, more reliable and more efficient. Woodward customers are leading Original Equipment Manufacturers (OEMs) and end users of their products.

Since 2005, Woodward has had its own plant in Niepołomice.

www.woodward.com/home

EC Engineering - is one of the best developing design offices in Europe. It employs over 200 well-trained engineers who participate in the design of the fastest trains in Germany, Italy and China, as well as other vehicles, including in Austria, Belgium, France, the Netherlands, Romania and Canada. The company has the status of a Research and Development Centre granted by the Minister of Economy in 2009.

Thanks to many years of cooperation with a leader in the production of rail vehicles, the Bombardier Transportation company, the company was involved in the preparation of the ZEFIRO high speed train project for the Chinese and Italian markets. Since 2004, EC Engineering has also been involved in many aviation-related programs, including in the construction of Airbus A380 and Airbus A350 aircraft.

EC Engineering has also been involved in production since 2010.

www.en.ec-e.pl

• ELECTROTECHNICAL SECTOR

ABB - The ABB Corporate Research Centre in Poland is located in the city of Krakow. Krakow has a long tradition of academic excellence with its numerous universities, research institutes and other scientific organizations. The ABB cooperates with leading universities around the world, including Imperial College, AGH University of Science & Technology in Kraków, Jagiellonian University in Krakow, the Polish Academy of Sciences in Krakow, the University of Technology in Krakow, the Silesian University of Technology in Gliwice, the University of Technology in Warsaw and the University of Technology in Wrocław.

www.new.abb.com

ATB Tamel - one of the largest manufacturers of electric motors in the world. As part of the ATB group, it offers general purpose motors with efficiency IE 2, IE 3, explosion-proof, flame-proof, single-phase, multi-speed and special. Tamel's export sales to Europe, Asia, Africa, New Zealand and Australia are currently 85%. These products are used in almost every industry, as they are used in the chemical, petrochemical, construction, mining industries as drives for fans, compressors, conveyors, pumps and many others.

www.tamel.pl/en

Control Process - is one of the leading companies dealing in the implementation of turn-key investments in the specialist construction sector in Poland. Having shares in several specialist subsidiaries, it is at the head of the Control Process Capital Group, one of the largest entities of this type in the country that provide comprehensive engineering and construction services for the most important areas of the Polish economy.

www.controlprocess.pl

EC Systems - deals with the design of specialized electronic devices, prototype solutions in the field of electronics and mechatronics, sensors and systems for collecting and processing

signals, creating specialized software used in monitoring, testing, control and diagnostic systems. It provides services to global concerns - Alcoa, Alstom, Boeing, Cargill, Dyckerhoff, EDF, Thales.

www.ec-systems.pl/en

Elektromontaż Kraków - one of the largest electrical installation companies in Poland. It specializes in electrical installations in all types of buildings, including industrial construction, public utility, commercial and general services, as well as facilities related to environmental protection as also energy and road infrastructure. 70 years of experience, own, qualified and experienced staff, timely performance and high quality of work are the company's greatest assets.

www.elektromontaz.krakow.pl

Elektrotermia - provides services and manufactures devices used in the electrical and heating industry. Creates designs and electrical installations, in the production plant it offers sheet metal processing by laser cutting and painting in a powder paint shop. For over 50 years, it has been a producer of electric heating devices, e.g. accumulation furnaces, tiled stove inserts and heaters.

www.elektrotermia.com.pl

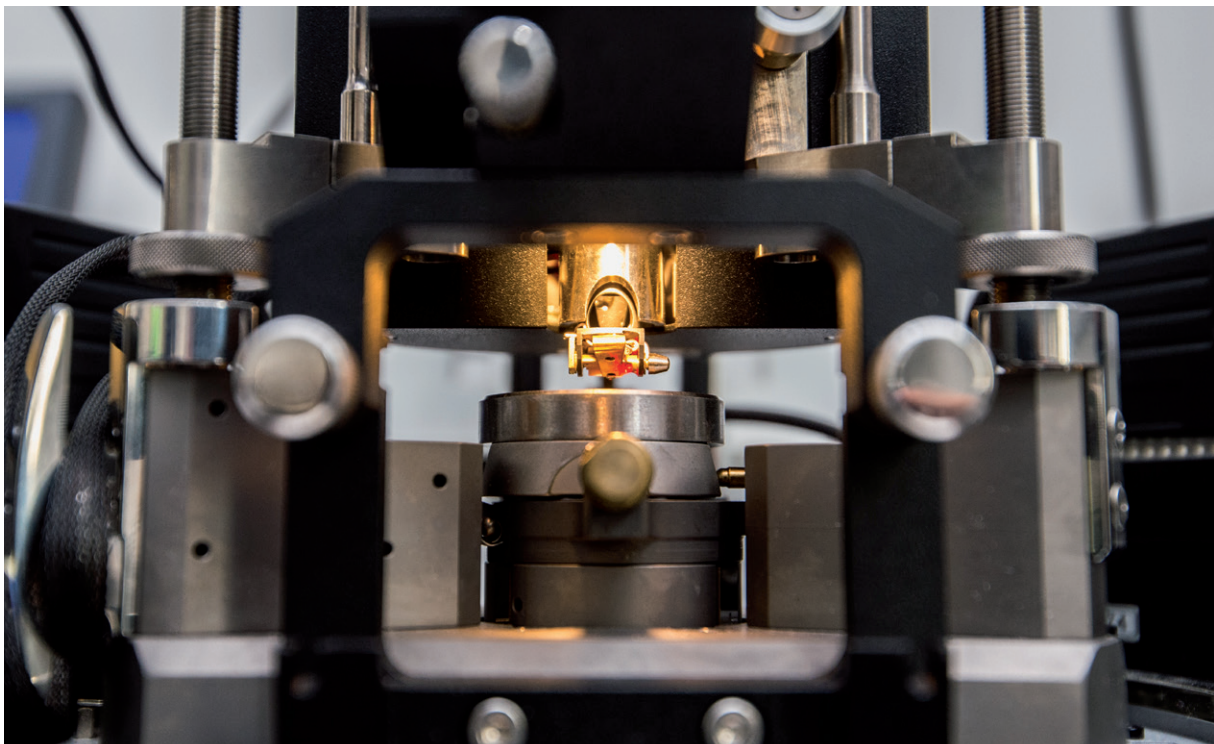


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Elplc - is one of the leading producers of specialized solutions for the automation and robotization of production processes for the automotive industry. Based on its own know-how, the company provides advanced solutions to leading global manufacturers of components (Tier 1) for car manufacturers (OEMs).

www.elplc.com

ELTECO POLAND - the company has been present in the renewable energy and backup power market in Poland for over 20 years, and as the ELTECO group also in other countries of Central and Eastern Europe. It specializes in the production of cogeneration systems (equipment for the production of combined electricity and heat) and wireless power supply equipment (power generators and UPSs).

www.elteco.pl

ES-SYSTEM (1990) - is a leading Polish company in the lighting industry. It designs, implements, produces and sells a wide range of professional high-performance LED lighting solutions for architectural, industrial, commercial and urban environments. Its products cover many lighting applications and offer numerous configurations, allowing to solve various lighting challenges, from small office interiors to shopping malls, concert halls, large stadiums, education centres and medical spaces.

www.essystem.pl/en

EPS System - has been continuously providing reliable energy generating devices for over 15 years. It is a renowned Polish producer of low, medium and high power generators and cogeneration, i.e. gas power generators producing both electricity and heat. Production and sale of power generators have been their specialty for many years.

www.epssystem.pl

FCA - is one of the largest technological integrators in the field of fibre optic systems for the construction of optical tele-transmission networks in Poland. Thanks to cooperation with the largest producers of telecommunications solutions in the world, it provides the most up-to-date systems and adapts them to the possibilities and potential of customers. For years, FCA has

been an integrator for the largest telecommunications operators, based on signed framework agreements and lists of qualified suppliers.

www.fca.com.pl/en

Fideltronik - is the largest Polish EMS provider with over 30 years of market experience. They offer end-to-end solutions for engineering and manufacturing leaders worldwide, ranging from innovative design and rapid prototyping up to volume manufacturing and after-market services. They care about customers' success and effectively support their product competitiveness by reducing production costs and speeding up time-to-market. This is achievable thanks to their Smart Factory where they combine advanced technology with Artificial Intelligence and Industrial Analytics to create an innovative ecosystem for highly demanding projects, even in a high-mix, low-volume model.

www.fideltronik.com

OMEGA - 25 years of experience in the production of electrical bundles with housings for household appliances, medical equipment, automation and the automotive sector. Omega's mission is to ensure clients' companies can develop by providing the highest quality services in the field of process design and production of electrical harnesses as well as assembly of electrical and electronic devices. From 2017, they have been awarded the prestigious Forbes Monthly Diamond year after year.

www.en.zeomega.pl

PONAR Wadowice - is the largest Polish manufacturer of power hydraulics components and systems. The company consists of two main production plants: the plant in Wadowice, dealing in the production and supply of power hydraulics elements, and the plant in Łaziska Górne, which produces hydraulic systems and high-pressure water systems. PONAR Wadowice S.A. is a comprehensive and versatile partner in the field of design, production and service of power hydraulics components and systems. Over 50 years of experience in the industry and the availability of both individual components, subassemblies and comprehensive solutions allows continual presence in every industry.

www.ponar-wadowice.pl/en



Photo archive of the Marshal's Office of the Malopolska Region

Sabaj System - specializes in the production of comprehensive security, control and electricity transmission systems. The range of products and services offered includes: low-voltage steel and plastic switchgears, control and tele-transmission systems, advanced laser cutting technologies and comprehensive sheet metal processing services.

www.sabajsystem.com/en

- **COOLING SECTOR**

BOLARUS - manufacturer of refrigeration and low temperature equipment, it has been in the market since 1962. It is one of the largest and most dynamically developing companies in this industry. For over 55 years, the company

has been offering its unique refrigeration solutions for commercial establishments, the cafe-confectioner-ice cream parlour industry, the HoReCa industry, as well as the medical and laboratory sectors.

www.bolarus.com.pl/en

CEBEA - is a manufacturer of refrigeration equipment that creates extremely functional products thanks to many years of experience. They provide appropriate storage conditions for meat and meat products, dairy, confectioner, bakery, vegetable, beverage and frozen products. Thanks to their high aesthetics, they are used in exclusive restaurants, stylish confectioners and cafes.

www.cebeabochnia.pl

ES SYSTEM K (1995) - offers high-quality refrigeration equipment for a wide range of applications: with a built-in generator for small and medium-sized stores, external refrigeration installation for supermarkets, as well as equipment for confectioners, ice cream parlours, coffee shops, bistro bars, petrol stations, and newsagents. It has a certified climate chamber (EN ISO 23953) as a measuring and testing tool.

www.essystemk.pl

Igloo - is one of the most dynamically developing companies among the manufacturers of industrial refrigeration solutions in Europe, which, thanks to innovative products, quality and style, has gained recognition both in Poland and on the international market. It has been operating in the market for over thirty years and is constantly developing, investing in the latest technologies and human capital.

www.igloo.pl/en

Juka - since 1991, it has been a long-term, renowned producer of refrigeration, catering, freezing and cryogenic appliances recognized in Poland and abroad. The highest qualities of manufactured products are confirmed by international certificates.

www.juka.com.pl/en

Mawi - is a manufacturer of refrigeration and catering equipment in existence since 1989, recognized both in Poland and Europe. The products are manufactured using the highest quality materials and components, whose producers are outstanding global companies, such as: Thyssen Krupp, Danfoss, LU-VE, ArcelorMittal, and Akzo Nobel. The manufacturer has a Qualified Applicator certificate issued by Akzo Nobel, which represents the highest quality of painted coatings. All device bodies are provided with long-term corrosion protection due to the electrolytically galvanized sheets from which they are made.

www.en.mawi-poland.pl

- **METALS SECTOR**

Arcelor Mittal Poland – the largest and most modern steel producer in Poland, bringing together 70% of the national production potential and the largest coke producer in Europe. The

company consists of five steel mills - in Kraków, Dąbrowa Górnicza, Sosnowiec, Świętochłowice and Chorzów. The group also includes Zakłady Koksownicze Zdzeszowice. Over 11 thousand people work in 6 branches in Poland. The company manufactures products, i.e. sections, rails and railway accessories, and mining casings used in construction, rail transport and mining.

www.poland.arcelormittal.com/en

Grupa Kęty - is the parent company for the Capital Group consisting of three main business segments (25 companies in total, including 15 foreign) operating in the following areas: production of aluminium profiles and components (Extruded Products Segment, EPS) design and production of architectural systems and external aluminium roller blinds, as well as construction and assembly services in the field of aluminium facades and the production of accessories for window and door assembly (Aluminium Systems Segment, ASS), the production of flexible packaging (Flexible Packaging Segment, FPS). The sales revenues of Grupa Kęty S.A. reach approx. EUR 696 million, exports account for 46% of total sales, and the recipients of the products are several thousand companies from 55 countries around the world.

www.grupakety.com/en

CAN-PACK - operates in the metal packaging market for over 30 years. During this period, has become a leading manufacturer in the beverage packaging industry in Central and Eastern Europe, and constantly strengthens its market position in Western Europe, Asia and Africa.

CANPACK S.A. in Kraków was established in 1992 as a subsidiary of Pol-Am-Pack S.A., founded for the purpose of producing 330 ml aluminium beverage cans and SOT 206 aluminum easy-open ends. The first production line was launched in the beverage can plant in Brzesko in 1994. Currently, CANPACK S.A., is the main entity of CANPACK Group and constitutes the center of the Group's management.

www.canpack.eu

Stalprodukt - is a leading manufacturer and exporter of highly processed steel products: grain oriented electrical steels, cold formed sections, road barriers and toroidal cores. The Company also possesses its own well-developed

distribution network of metallurgical products. It consists of wholesale warehouses and offices in several cities in the territory of Poland. Since 1997 Stalprodukt's shares have been quoted on the primary market of the Warsaw Stock Exchange; in mid 2006 the Company was included in list of the MIDWIG index companies.

www.stalprodukt.com.pl/en

The Boryszew Group – is the largest of the private capital groups in Poland. The company operates in three industries: automotive (production of automotive plastic parts), non-ferrous metals (processing, among others, copper, zinc and aluminium) and chemical (production of coolant fluids, polyamides and polyester fibres). The company has 30 production plants on 4 continents and employs a total of about 10 thousand people. Boryszew is thriving especially on the German market, where it has a reputation as one of the largest investors from Poland.

www.boryszew.com.pl/en-home

Grupa Alumetal - is one of the largest European producers of secondary aluminium casting alloys, aluminium mortars, aluminium for deoxidation. The current production capacity of the four Alumetal Group production plants is 250,000 tonnes per year. It exports 65% of its production. It cooperates with the largest automotive concerns (VW Group, Nemak Group, Federal Mogul Group and many others). It also offers fluxes and salts for the metallurgy and foundry industries.

www.alumetal.pl/en

ATT Inox Drain - is a production and service company that offers specialized products and individual stainless steel constructions. The company has highly qualified staff and technologically advanced machine park. The company works for clients from the food, chemical, pharmaceutical and wider construction and installation sectors. The company's scope of activity covers the European, Asian, American and Australian markets.

www.att.eu/en

AutoBast - the company's activity is the construction of industrial machines, the production of stands for the assembly and testing of electrical harnesses, lines for the production of car and

household appliances, control gauges, and tools tailored to the individual needs and requirements of the customer. The company cooperates with companies in the automotive, food and aviation industries.

www.auto-bast.com/english

Drabest - provides professional equipment for working at height - steel, aluminium, warehouse, garden and household ladders of various profiles and sizes. It also offers metal workshop and warehouse furniture, fire stairs, car luggage racks and other products. The company exports to Germany, Austria, the Czech Republic, Slovakia, Lithuania, Switzerland and Romania.

www.drabest.pl/en

HARDKOP - the company was founded in 2000, and its activities include five production areas: foundry, industrial fans, steel structures, metal machining, and machine parts production. The commercial part of the company concerns: electric motors.

www.hardkop.pl/en

KUŹNIA Sułkowice – the company's business is the production of high-quality hot forged die forgings, with unit weights from 0.10 to 10 kg made of carbon, alloy, structural and stainless steel. The company offers its clients a comprehensive production program for die forgings ranging from the design concept, through forging, to final machining, i.e. machining processing, thermo-chemical treatment, surface coating – galvanizing, painting, KTL coating – and logistics services.

www.kuznia-sulkowice.pl

Lenze Tarnów – branch of an international group. Its main activity is machining of iron and aluminium castings as well as assembly of gearmotors.

www.lenze.com/en-pl

OMNI Drzwi - the only company in Poland and Europe that offers technical doors for every dimension in several hundred variants. An innovation on the site is the method of ordering doors that does not require specialized knowledge in the field of joinery. Purchases can be made at any time 24 hours a day, 7 days a week.

www.omnidrzwi.pl

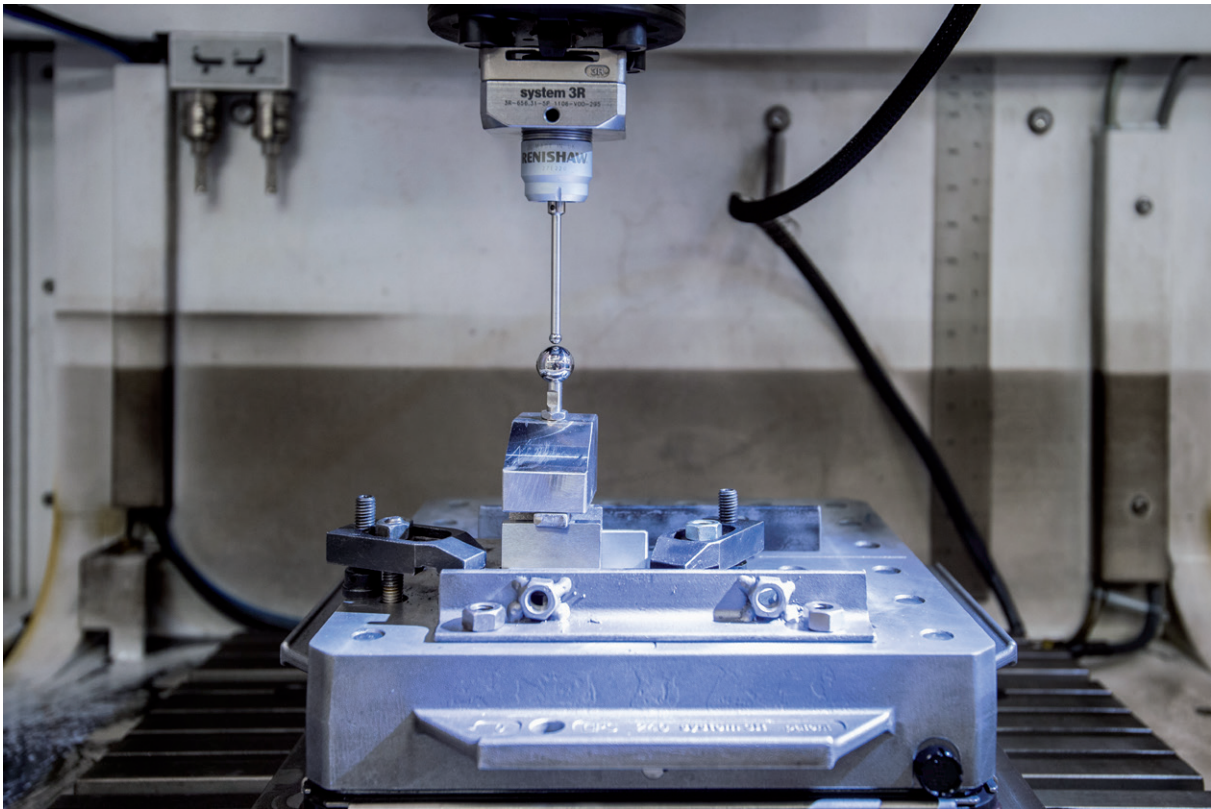


Photo archive of the Marshal's Office of the Malopolska Region

ŚRUBONIT - has been operating in the market since 1981. Production of metal fasteners - nails, bolts, nuts, screws, anchors with protective galvanic and fire coating.

www.srubonit.pl

Wostal - manufacturer and service provider for all branches of industry, with particular emphasis on over 40 years of experience and cooperation with the mining, construction and technological transport industries. The business profile is the result of a combination of forgings and steel constructions. The company has 3 production departments situated in two locations in Wolbrom.

www.wostal.pl/en

WIŚNIEWSKI - is the largest manufacturer in Central Europe of high-quality garage and industrial gates: sectional and roller shutter, as well as up-and-over garage gates, fencing systems and aluminium joinery. Present in many European markets, exports account for over 30 percent of its sales. WIŚNIEWSKI is a private company based entirely on Polish capital.

www.wisniowski.pl/en

- **AGRICULTURAL MACHINERY**

Zagroda - over 20 years of experience in the production of specialized agricultural equipment delivered in the country and abroad; machines such as sprayers, fertilizer spreaders, for planting green crops and much more.

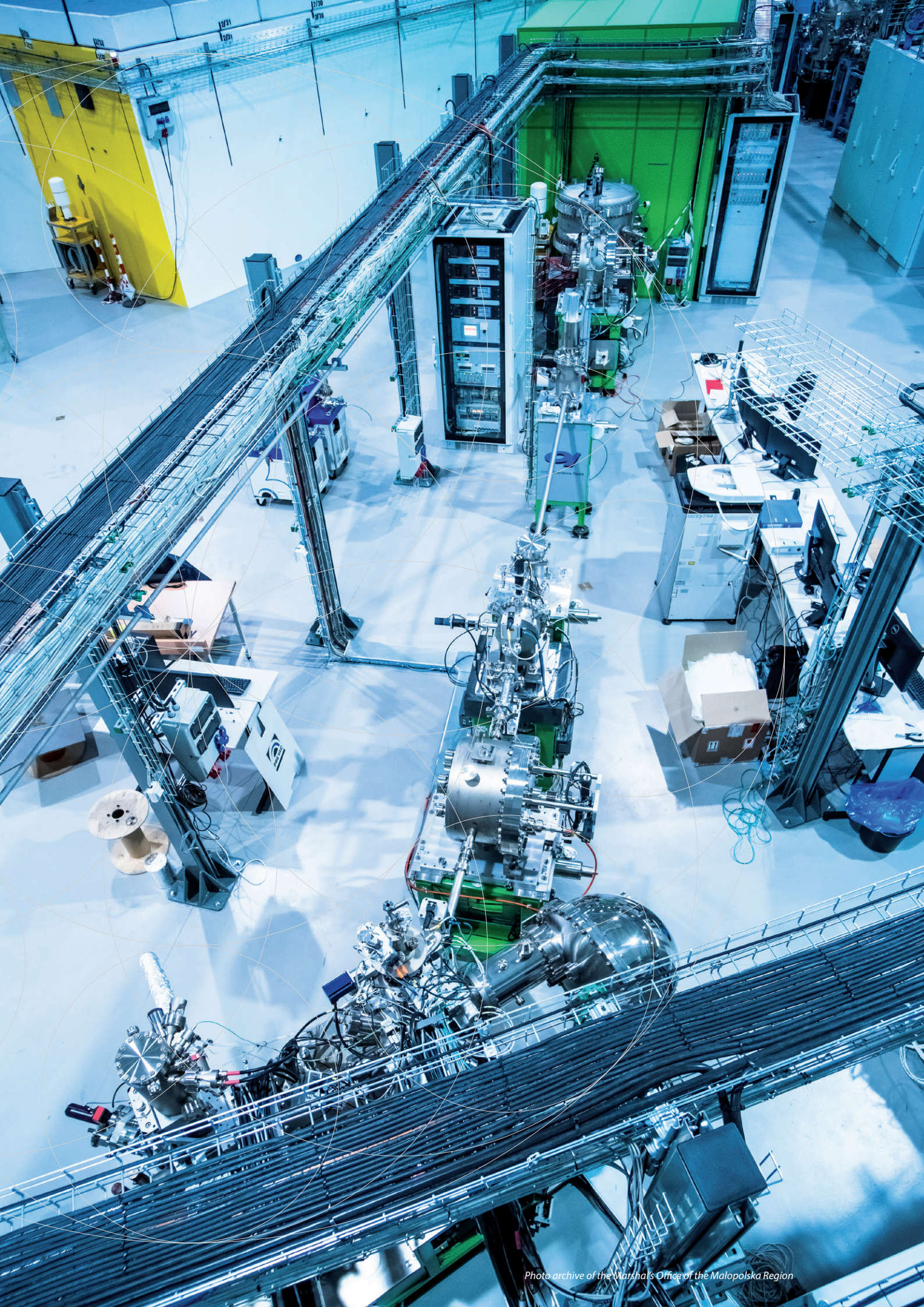
www.zagroda.pl

Machines Pióro – the company offers devices enabling comprehensive equipment for vegetable lines: from washers, calibrators, cleaners, brushes, through tippers, receiving hoppers, weighing and packing machines, belt conveyors, sorting tables, to shredders, scrapers and other vegetable processing machines.

www.machinespioro.com

Gaska - in the market for 25 years, production and trade of parts for agricultural machinery, including domestic sales, import and export. A strategic supplier to hundreds of companies in the country and abroad.

www.gaska.com.pl/en



The examples described in this study do not exhaust the full range of the industry. The information contained herein is an invitation to contact the employees of the Business in Małopolska Centre, who have a full database of companies from Małopolska Region and provide assistance in establishing business relations.

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Free publication.

Main sources of information:

- *company websites*
- *information received directly from companies*
- *website www.malopolska.pl*
- *information of the Business in Małopolska Centre*
- *the photographs used in this publication are taken from the Marshal's Office of the Małopolska Region (UMWM) photo database and a free photo stock*

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