



Client Briefing for non-EU Investors 2009

Doing Business in Poland

Excerpt

If you would like to receive a complete version, [please contact our office.](#)

What others say about us:

"A powerful legal force in Europe with strong international links."

Legal 500

"Excellent track record on client care (...) understand what is important."

Chambers

"Clients appreciate the immediate service and high-quality advice at a good rate."

Chambers

Introduction

This is a brief, practical, legal guide for overseas corporations doing business in Poland. It is not comprehensive. In particular, it does not deal with tax issues, grants, stock options or incentives.

Setting up in Poland

Foreign corporations set up in Poland for different reasons. Some corporations choose Poland for its relatively cheap and well educated labor force. Others look at Poland as a central location in Europe with easy access to the rest of the European Union, and many corporations feel they must set up in Poland due to an internal market of more than 38 million consumers.



BSJP Headquarter Warsaw

Contact partners

Warszawa



Remco van der Kroft

Partner

tel. +48 (0) 22 579 89 00

remco.vanderkroft@bsjp.pl

Remco van der Kroft is a Partner and Head of the Corporate Department, as well as an active member of the Real Estate and Commercial & IP Departments. His work is focused on advising foreign inbound investors. He obtained a Masters Degree in Law from Leiden University in 1991, and in 1996 became a licensed solicitor. Remco has practiced law in Paris, Chicago, Rotterdam and Warsaw. Before joining BSJP in July 2009, he was a partner with one of the largest Polish law firms, as well as a management board member of a leading French shopping centre developer also in Poland. Remco is a member of the Dutch Bar Association and registered as a foreign lawyer with the Warsaw Chamber of Legal Advisors. Additionally, he is a board member of the Netherlands - Polish Chamber of Commerce in Warsaw. He is a lecturer at Łazarski University Law School in Warsaw. Remco, a native Dutch speaker, is fluent in English, German, French and Polish.

Warszawa



Dominika Mazur

Associate

tel. +48 (0) 22 579 89 00

dominika.mazur@bsjp.pl

Dominika Mazur is a legal advisor and an active member of the Corporate Department. She advises foreign investors on all legal matters relating to commercial company and civil law within the scope of concluded transactions. Dominika graduated from the Faculty of Law and Administration and the German Law Centre at the Adam Mickiewicz University in Poznań and is a member of the Poznań Chamber of Legal Advisors. She has published numerous articles in legal journals. Dominika, a native Polish speaker, is fluent in English and German.

Practice Groups

Commercial & IP

areas of expertise:

- commercial disputes
- commercial
- Trade Mark, copyright & media
- competition
- fashion & luxury goods

Corporate

areas of expertise:

- M&A
- reconstruction & corporate recovery
- private equity
- tax
- inward investment
- life sciences

Employment

areas of expertise:

- employment
- collective bargaining
- management

Finance

areas of expertise:

- finance
- financial institutions
- insurance

Infrastructure

areas of expertise:

- projects
- energy
- Public Procurement Law
- environment
- public sector

Real Estate

areas of expertise:

- real estate
- construction & engineering
- planning
- hotels
- retail

Geographical Groups

- US inbound
- German Desk

Business Groups

- climate change
- IT & telecoms

Warszawa Gdańsk Katowice Poznań Wrocław

Berlin Bruxelles Cambridge Dubai Düsseldorf Neuss

Frankfurt Hamburg London München Paris

Representative Offices: Alicante Beijing Shanghai

Warszawa

Al. Armii Ludowej 26
PL-00-609 Warszawa
Tel. +48 22 579-8900
Fax +48 22 579-8901
info@bsjp.pl

Gdańsk

ul. Sienkiewicza 5a/4
PL-80-227 Gdańsk
Tel. +48 58 340-4385
Fax +48 58 340-4390

Wrocław

pl. Powstańców Śląskich 17a/215
PL-53-329 Wrocław
Tel. +48 71 390-1372
Fax +48 71 390-1379

Katowice

ul. Warszawska 33
PL-40-010 Katowice
Tel. +48 32 253-6877
Fax +48 32 253-6887

Poznań

ul. Iłłakowiczówny 11
PL-60-789 Poznań
Tel. +48 61 850-1926
Fax +48 61 850-1927

www.bsjp.pl

www.taylorwessing.com

Taylor Wessing & BSJP

A legal force for Europe

Taylor Wessing is a full-service European law firm consisting of various legal entities in several jurisdictions and offices in Berlin, Brussels, Cambridge, Dubai, Düsseldorf, Frankfurt, Hamburg, London, Munich, Poland and Paris in our home market, as well as long-established representative offices in Beijing, Shanghai and Alicante.

We recognise how critical it is for us to work together for our international clients in an integrated manner across jurisdictions. In response to this need, in recent years we have developed systematic training and secondment programmes between our offices and with clients—all of which have helped us deliver a commercially oriented, seamless, service. While we continue to grow in size, we like to feel we have retained our reputation as a friendly, open and approachable firm.

Since May 2009 we furthermore maintain an alliance with BSJP in order to serve the Polish market with a focus on M&A transactions, real estate and infrastructural projects. Within such projects we handle the full range of investment work, financing structures, development projects, planning and environmental matters. Our sector experience ranges from energy, PPP, construction, transport and utilities. National and international clients include investors/developers, major finance institutions and property companies, multinational organisations and public authorities. The firm comprises more than 280 partners, 800 lawyers and a total staff of over 1,300.

Since 2002, BSJP has been represented by five offices in Poland, and it is now listed as one of the top 20 international law firms in the country. Our presence on the Polish market, together with both our experience and proven international team, can be considered guarantee of success for our clients.

With our team of more than 50 lawyers, BSJP, in alliance with Taylor Wessing, offers a wide range of legal advisory services. We currently specialize in the following legal areas: labour law, banking and finance law, construction law, corporate law, copyrights and intellectual property, property law, Polish investments in Europe, tax law for enterprises.

Advisory does not just include enterprises, strategies and facts. It also includes the individual and his/her problems, goals and visions. It is obvious to us that taking part in an individual's vision for business requires greater effort and participation, which is why we have created our service to focus on eight key specialized areas that are both linked together and which fulfill such an individual's needs. On this note, however, our advisory services are not limited to specific legal fields—and this flexibility ensures winning solutions, no matter how sophisticated or technically challenging the problem.

BSJP's client list is notable in that it is made up of well-known international enterprises—enterprises that belong to the first tier of direct investors—with these falling in the following sectors:

- automotive,
- energy & clean technologies,
- electronics,
- financial services,
- infrastructure,
- real estate,
- mechanical engineering,
- pharmaceutical and food industry,
- professional services,
- the public sector.