



Client Briefing Poland 2009

Real Estate Investment Guide

Excerpt

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Introduction

The sub-prime and financial crises have changed the real estate market: stable countries are now preferred as locations for real estate investments. However, in spite of the economic crisis, Poland is politically and economically stable, and with a population of nearly 40 million it is one of the biggest single markets in the European Union (EU). In the foreseeable future the euro will replace the zloty as the Polish currency, and this will add even more stability to Poland's economy.

Poland currently receives the largest portion of European Union subsidies and urgently must modernize its roads, railway stations, hospitals administrative buildings and other public use facilities. In 2012 Poland will host the EURO 2012 (European Football Championship), which means yet another impulse for investment.

All of these factors are positively influencing the real estate market. Increases in purchase power will likewise increase the need for commercial facilities. Poland's central location in Europe, as well as the country's continued potential to provide well-educated employees, make Poland a popular location for industrial plants and storage depots. Warsaw, Poznan and Wroclaw are preferred CEE-headquarters with the trend ongoing, thanks to the development of flight connections.

The vacancy level of commercial rentable space in Warsaw is almost 0 percent. In other big Polish cities the situation is not much different. Despite the booming residential construction sector, the need for housing and thus the residential market is not yet saturated. Therefore, the situation of the Polish real estate market is good.

To use this chance—and to avoid unnecessary and unwanted risk— locations and products for investments must be thoroughly assessed. This investment guide gives an overview of the legal sectors that are important for real estate investment, including Real Estate Law, Loan Security Law and Construction Law. This guide, however, does not replace the individual legal advice needed for real estate endeavours.

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Practice Groups

Commercial & IP

areas of expertise:

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

Corporate

areas of expertise:

- M&A
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- private equity
- tax
- inward investment
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- environment
- public sector

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- retail

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- IT & telecoms



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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.