
SWEDISH COMPANIES IN POLAND

MORE THAN 100 YEARS OF INVESTMENT
IN PEOPLE AND KNOWLEDGE





Information about the authors of the report

The report was prepared by SpotData – the analytical center of "Puls Biznesu" – and the Scandinavian-Polish Chamber of Commerce.

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Scandinavian-Polish Chamber of Commerce (SPCC) is a non-profit organisation created by business people. For already 20 years, we have supported the development of economic relations between Poland, Scandinavia, and the Baltic States. We integrate and inspire the Polish-Scandinavian business community. As Poland's third largest international chamber, SPCC has more than 400 members representing the most important economic sectors.

SpotData is a center of knowledge and economic analysis and a part of Bonnier Business Polska, the publisher of "Puls Biznesu" and the Bankier.pl portal. SpotData analysts provide companies with dedicated industry and general economic data as well as prepare special reports. Additionally, the SpotData team prepares regular economic analyses for "Puls Biznesu" and runs platforma.pb.pl, a data-driven website on Polish and global economy.

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FOREWORD



Embassy of Sweden
Warsaw

Dear Reader,

I am delighted to present to you the first edition of the report *Swedish companies in Poland. Over 100 years of investment in people and knowledge*, compiled by the Scandinavian-Polish Chamber of Commerce. The report highlights the magnitude and depth of the economic exchange between Sweden and Poland by providing an overview of trade, investment flows and the number of jobs created by Swedish companies in Poland.

The rationale behind the report was a curiosity to learn more about the economic contribution of Swedish companies in Poland. As the title suggests, it shows the historic sustainability of the economic cooperation between our countries. Today, our economic relations are on an impressively high level and our trade continues to grow year by year; the report showcases some of the economic and societal benefits of being good neighbors. The trade between Poland and Sweden has increased 400% since Poland joined the EU in 2004. Poland is currently our 10th largest destination for export and ranks as our 8th largest partner for import. These figures are tru-

ly impressive, but from talking to many Swedish and Polish companies, I draw the conclusion that we are still not close to reaching the full potential.

Swedish Institute's annual report over Sweden's nation branding indicate that Polish people regards Sweden with positive connotations. Swedish business active in Poland, known for inclusive organizations, employer responsibilities, sustainable thinking, social awareness as well as gender equality, has surely played an important role in this regard. More than 700 Swedish companies are represented on the Polish market, and they show a strong commitment to Poland and a belief in the country's future and prosperity. This is well illustrated in the report and the fact that Swedish companies reinvest over 90% of their profits in Poland. Swedish companies testify that the Polish market provides them with a well-motivated and highly skilled labor force in industrial production, service centers and R&D. Poland has a geographical advantage, in the middle of the European continent and proximity to larger markets. Investments in infrastructure, such as highways, have also given better connectivity and

facilitated investment decisions. Not to mention the attractiveness of living and working in the beautiful and dynamic country of Poland!

Alongside growing business ties, our bilateral relation is flourishing in many areas. Sweden and Poland are close EU-partners, with likeminded views on many important matters, such as the efforts to develop the Single market and to enhance the competitiveness of Europe. We share a strong commitment to continue to support Ukraine for as long as it takes and Sweden's membership in NATO has also deepened our close cooperation with Poland in the field of security and defense.

Finally, I would like to express my sincere gratitude to all Swedish and Polish companies that have contributed to strengthening our bilateral ties by expanding business relations. I would also like to pay tribute to the important role of the Scandinavian-Polish Chamber of Commerce which this year celebrates its twentieth anniversary. Thank you so much for producing this report which is a living document and will be updated continuously!

Andreas von Beckerath

Ambassador of Sweden to Poland



Photo: Jori Samonen / CC BY / mod.



Photo: Kristian Pohl, AB

We are pleased to present you another report prepared by SPCC in collaboration with the Embassy of Sweden. This publication is special because it was directly prompted by this year's twentieth anniversary of the Scandinavian-Polish Chamber of Commerce's efforts to support economic relations between the Nordic countries and Poland. This report, dedicated to Sweden, is part of a comprehensive publication that summarizes the presence of Scandinavian companies in Poland, the investments made in the Polish market over the last two decades, and the scale of trade exchange.

The twentieth anniversary of SPCC coincides with the twentieth anniversary of Poland's membership in the European Union. For foreign investors, Poland's accession to the European community has undoubtedly been a driver of impressive economic growth and a significant element in encouraging decisions to enter the Polish market. At the same time, the low labour costs, which in the first years of transformation constituted the main competitive advantage of Polish companies and an important asset, are increasingly ceasing to be the key factor attracting foreign investments to Poland. Therefore, investments that bring greater added value, contributing to the development of the value chain in Poland and investing in research and development, are becoming more valuable. We are talking about such initiatives in the case of Swedish companies. These are reliable investors, viewing their investments in the long term. In many cases, our shared history is much longer than Poland's membership in the EU; Alfa Laval is celebrating its hundredth anniversary of presence in Poland this year, IKEA has been here since the 1960s, and Ericsson opened the first telephone exchange in Warsaw in 1904.

The high level of reinvested profits is another proof of the stable presence of Swedish business in Poland. According to data from the NBP and this report, over 90% of the profits earned by entities with Swedish roots are reinvested in the development of their Polish companies, which is an absolute record compared to other countries. Swedish companies are innovative,

and their expenditure on research and development in Poland in 2021 amounted to nominally EUR 100 million. Swedish companies also place great importance on conducting business in accordance with the principles of sustainable development. The exchange of knowledge and benefits is mutual – both economically and socially. Today, Swedish investors are attracted to Poland by market dynamics, excellent logistical infrastructure, but above all by the high competencies of employees open to innovation.

Economic relations between Poland and Sweden have come a long way in the past 20 years. Since 2003, the sale of goods from Poland to Sweden has increased by 410%, and the export of services from Poland to Sweden has increased from EUR 0.2 to 3.05 billion, i.e., by 1444%! Swedish companies currently employ more than 100.000 employees, and supply chains developed around exports to Sweden generate a GDP in Poland exceeding PLN 30 billion.

We hope that this report will bring you closer to the scale of activity and reach of economic relations between Poland and Sweden. Thank you to everyone involved in preparing the report, and we wish you a successful read.

Artur Swirtun
Chairman of SPCC

Agnieszka Zielińska
Managing Director of SPCC





KEY FIGURES

- Swedish investments in Poland began on a large scale at the start of the 20th century. Currently, there are over **700 companies** with Swedish capital operating in Poland, with investments valued at **EUR 5.5 billion** (approximately PLN 25 billion), employing **around 109,000 people** according to SPCC data¹. These companies contribute directly to 0.5% of Poland's GDP. Swedish investors have consistently treated Poland as a long-term commitment, systematically reinvesting over **90% of their profits**, which is significantly higher than investors from other nations. Conversations with representatives from these Swedish firms reveal that the overwhelming majority have plans to continue their development and further their investment over the next five years. This underscores that Poland has been and continues to be regarded by Swedish companies as a long-term engagement.
- Swedish companies rank among the top foreign investors in terms of R&D spending, outperformed only by companies from Germany, France and the USA. In the broader Polish economy, 1,5% of the workforce is involved in research and development, compared to **4,5% in Swedish-owned companies**. This results in a knowledge transfer to the Polish economy².
- Since Poland joined the European Union in 2004, trade between Poland and Sweden surged **nearly 400%**, increasing from **EUR 4.2 billion to EUR 20.6 billion by 2023**. This increase encompasses both goods and services. Poland noted a substantial trade surplus with Sweden, which stood at EUR 2.6 billion in 2023. The trade benefits extend beyond direct exporters to encompass the entire supply chain, which generates **1% of GDP** and supports around **150,000 jobs**.
- Swedish investors **convey production know-how** to the Polish market through various channels. These companies also pass on part of their know-how to suppliers and collaborators and work alongside them to enhance the quality of the products they deliver. The accumulation of human capital through training using Swedish methodologies and the advancement of Polish employees to international managerial roles is essential.
- Swedish investors significantly emphasize **sustainable development** via direct investments, educational endeavours, and stringent standards for suppliers and collaborators. Leading initiatives in renewable energy and circular economy are spearheaded by notable companies such as IKEA, Volvo, and Stena Recycling. Research by SPCC indicates that a majority of Swedish investors enforce sustainability standards on their suppliers and collaborators. Financial data further show that Swedish companies allocate twice the amount to salaries compared to their profits, a ratio exceeding the Polish economic average.

¹ Employment data comes directly from enterprises and may include both people working full-time under employment contracts, as well as people working under civil law contracts, including business contracts. In the case of international comparisons, we only use Central Statistical Office (GUS) data, which include employees working full-time.

² Data based on manufacturing and construction companies.

€ 5,5
billion



Current value of **Swedish investments in Poland**, having increased by 40% over the past five years.

93%



Percentage of **profits generated** in Poland that Swedish investors **reinvest**.

0,5%



Share of Polish GDP directly produced by Swedish companies.

1%



Share of Polish GDP associated with the **entire supply chain for Polish exports to Sweden**, largely produced by subcontractors for direct exporters.

109,000



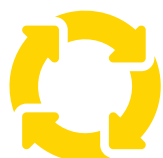
Number of individuals **employed by Swedish companies** in Poland.

150,000



Number of individuals in Poland **engaged in the supply chain** for exports to Sweden.

€ 20,6
billion



Total **trade turnover** between Poland and Sweden.

395%



Growth in trade turnover from 2004 to 2023 between Poland and Sweden.

SWEDISH COMPANIES IN POLAND MORE THAN 100 YEARS OF INVESTMENT IN PEOPLE AND KNOWLEDGE

SWEDISH INVESTMENTS IN POLAND

Swedish firms have become integral to the Polish economy, with a presence dating back over a century.

In 1904, Ericsson inaugurated Warsaw's first telephone exchange, marking both a technological and social milestone by employing 171 women, a progressi-

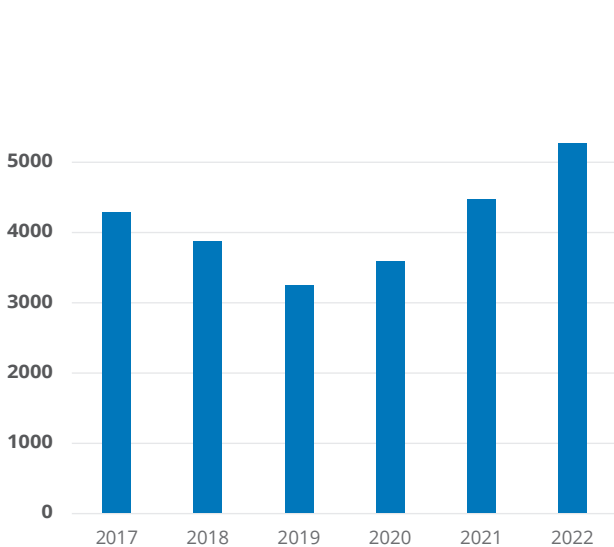
ve practice for that era. This year, Alfa Laval marks its centenary in Poland. Since 1961, IKEA has been active in Poland and is now one of the largest Scandinavian employer in the country with over 17,000 staff. Today, Swedish firms are prominent investors in Poland and are at the forefront of technological progress.

According to the Central Statistical Office, 701 companies with Swedish capital operate in Poland. The value of Swedish capital invested here reached **EUR 5.5 billion, about PLN 25 billion** in 2022, as per the

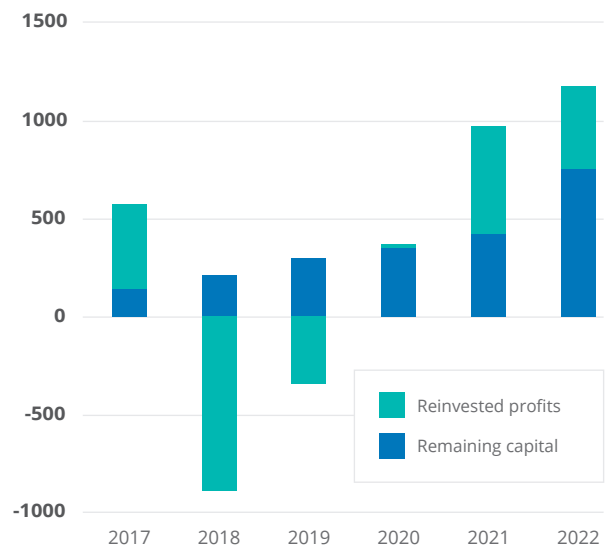
Swedish Investments in Poland: Significant Growth in Reinvested Profits

chart 1 & 2

Value of capital invested in Poland by investors from Sweden, in EUR million



Capital inflow or outflow from Sweden to Poland in a given year, in million EUR



Source: Calculated from NBP data

National Bank of Poland³, marking a 40% increase over five years. Sweden ranks as the twelfth largest investor in Poland, with only Korea and Japan showing higher investment growth among the largest investors. Over the last two decades, Swedish investment in Poland has **surged by 220%**. Swedish direct investments account for over a third of all such investments from Scandinavian countries.



Swedish investors in Poland demonstrate a strong commitment to the country's development. Over the past five years, they generated revenues of PLN 9.7 billion, **reinvesting 93% in Poland**. In contrast, the average reinvestment rate for all investors is 58%, with German at 66%, French at 53%, British at 89%, and American at 13%. These statistics affirm that Poland is viewed by Swedish companies as a long-term commitment.

There are many indications that this commitment will also be high in the coming years. A survey conducted by the Scandinavian-Polish Chamber of Commerce shows that 72% of the Swedish investors surveyed plan to make development investments in Poland within five years. More than 50% plan to increase employment over the next year⁴. Interviews conducted by the authors of the report with managers

³ This is the net value of Swedish investors' holdings in companies owned by them in Poland and the debt instruments accompanying these investments. These investments are calculated on a directional basis, meaning if Swedish company S has invested EUR 100 million in Polish company Z, and company Z holds investments in Sweden valued at EUR 50 million, only the net difference of EUR 50 million is recorded.

⁴ SPCC survey conducted in April and May 2024 on a sample of 10% of the largest Swedish companies operating in Poland.

72%

of firms surveyed plan **further investments** in Poland,

and

55%

intend to **expand their workforce**

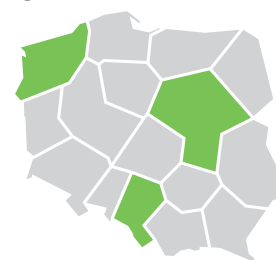
of Swedish companies highlight the most important features of Poland that make it an attractive place for further investments, which include:

- well-educated population,
- high culture of work and commitment,
- rapid economic growth,
- changing market structures, offering investors the opportunity to use their know-how,
- high investment needs in the areas of energy, digital and military infrastructure,
- large and receptive domestic market,
- very good geographical location,
- well-developed transport networks linking the country to the most important industrial centres in Europe.

Regionally, the most Swedish investment occurs in the **Zachodniopomorskie, Mazowieckie, Śląskie, Wielkopolskie and Dolnośląskie Provinces**, with Zachodniopomorskie being particularly notable as Sweden is the second-largest investor after Denmark in that region. This distribution distinguishes Swedish investments from those of other nations, as foreign capital in Poland is predominantly concentrated in the Mazowieckie Province. Geographically, this investment pattern relates to the proximity of the home

Provinces with the largest share of Swedish capital

1. Zachodniopomorskie
2. Mazowieckie
3. Śląskie





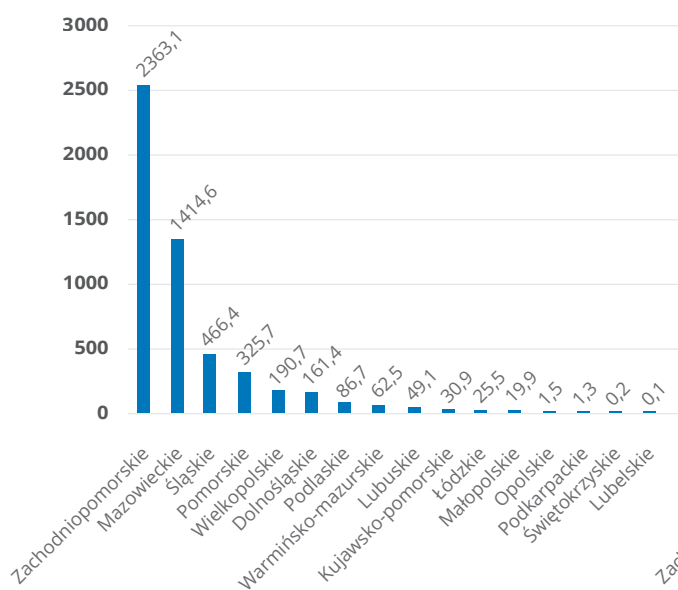
country and Western European markets. Swedish companies, more so than those from other nations, concentrate on industrial processing, thus proximity to markets and transport networks is relatively significant. However, Swedish investments also have a notable presence in Eastern Polish provinces, particularly in **Podlaskie and Warmińsko-Mazurskie Province**, where Sweden ranks as the fourth largest investor. In the Podlaskie Province, only investors from Denmark, the Netherlands, and the United Kingdom rank higher, while in the Warmian-Masurian Province, the top investors come from Germany, France, and Switzerland.



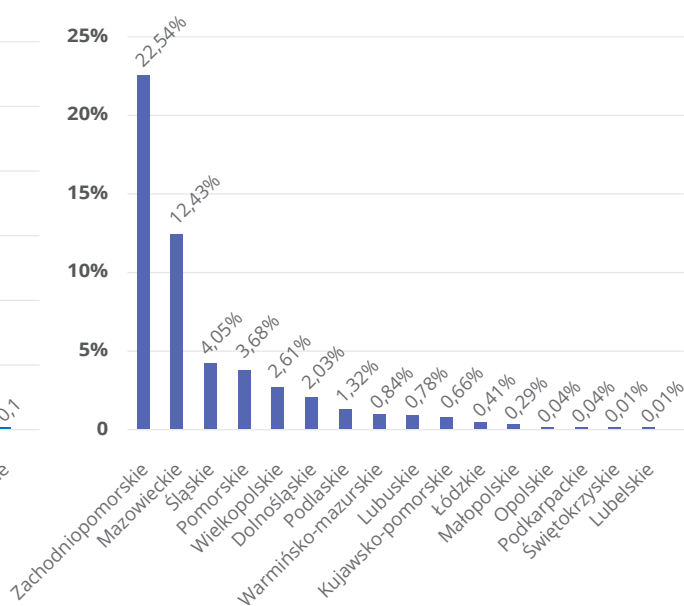
Swedish investments are concentrated close to the home country and Western markets

chart 3

Value of the invested Swedish capital, in PLN million



Share of Swedish capital in general foreign investments in the region, in per cent



*The regional distribution by the CSO is based on basic capital and differs from NBP data, which accounts for all investor obligations. The NBP does not calculate regional distribution.

Source: Derived from CSO data

BUSINESS PERSPECTIVE

Poles are distinguished by their determination and ability to find out-of-the-box solutions

The human capital of Poland is a major draw for foreign investments, and is distinguished by well-educated individuals driven to succeed and prove themselves – a trait less evident in some Western countries.

Poland was once known from high-quality work at low labour costs, but recent years have seen a significant rise in the expenses in this area. And although today Poland may seem not so attractive in this respect, the focus has shifted towards the quality and diligence of work.

Colleagues from around the world occasionally note that in Poland, and more broadly in Central and Eastern Europe, people persistently seek solutions, explore multiple avenues to achieve goals. If one way doesn't work, they look for a second, third or even fourth method to meet their objective. And such an out-of-the-box approach is not often encountered in more mature economies, where activities follow defined processes without leaving much room for exploration. Poland's creativity, coupled with its educational standards, fosters an excellent environment for business development.

The country's increasing openness to innovation, particularly in the public sector, is crucial from our perspective. The system for the introduction of a drug coverage for a new product has definitely improved over the last few years. We are still far behind the European average, but we are consistently closing the gap and progress is noticeable. At AstraZeneca, we are committed to investing in research and development where there are genuine opportunities to apply our findings.

If I was to name a single element of the economic and social environment in Poland that requires more work, that would be learning to work as a team. We still have a lot of catching up to do in this respect. I was fortunate enough to also function in the British academic system for several years and to see the extent to which it is based on project work. In the British system every member of the team understands their role well and is aware that the whole team works for a success. This is the kind of work culture we are trying to introduce at our company.

Wiktor Janicki

CEO of AstraZeneca
Pharma Poland



The growth of IKEA is driven by Polish companies' expertise

Poland is a technologically developed country with thriving businesses. In recent years, IKEA in Poland would not have been able to transform into an omnichannel business with such success had it not been for the highly developed technological infrastructure in place. There is an extensive logistic network for e-commerce; many local companies active in this sector have broad online competencies and are ready to invest in technology. This gives Poland an upper hand over other markets. I can compare Poland with countries where I worked, and the most significant advantage is the development of technology that is both customer-centred and focused on building a positive shopping experience. At IKEA, we can participate in this trend and continue to develop thanks to it.

As the country's logistic competencies are also well developed Poland serves as a distribution hub with robust connections with Germany and throughout the European Union and a rich pool of human capital. The market abounds in well-developed, innovative businesses that we can collaborate with.

In contrast, the sustainability and green mobility agenda is a challenge for Poland. We continue to face more difficulties in this area than in some other countries. For example, the charging infrastructure for electric vehicles in Poland is still insufficient, while IKEA, is determined to move towards zero-emission transport. Today, zero-emission deliveries make up 20% of all our deliveries, and we plan to increase that share to 37% by 2024, as our goal is to reach 100% going forward. To do this, however, we need an improved infrastructure.

Marina Dubakina

CEO& CSO at IKEA
Retail in Poland



Photo: AstraZeneca



Forum AstraZeneca is a unique space in Poland to outreach and promote science, health, access to healthcare, and modern technologies.

Photo: IKEA



The first thought that usually comes to mind when hearing the word IKEA is stores. However, 12 companies with IKEA roots in Poland are so much more.

EMPLOYMENT, PRODUCTION, INVESTMENT AND TAXATION

Swedish investors play an important role in the Polish labour market and are one of the top ten foreign investors by employment.

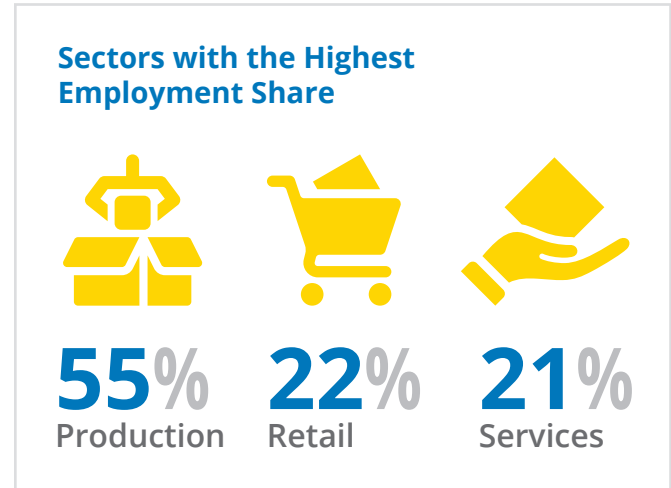
According to GUS data, employment in Swedish companies exceeds the employment provided by investors from Italy, Japan, Korea and even China. German companies lead in terms of employment in Poland, with nearly half a million workers. However, when adjusted for population of the home country, Swedish firms employ more people – 7,000 per million inhabitants in Sweden, compared to 6,500 for German firms.

The direct contribution of Swedish-owned firms to Poland's GDP is **0.5%, amounting to PLN 11 billion (as of 2021)**. This represents the value added by Swedish companies in Poland, calculated as production minus the cost of raw materials and external services. However, the overall impact of Swedish enterprises on the Polish economy is considerably greater and occurs through various indirect channels, as detailed in subsequent chapters of the report. **Supply chains centred around exports to Sweden generate over PLN 20 billion in GDP within Poland.** Swedish companies are noted for their innovation and relatively high investment in research and development, which facilitates knowledge transfer within the Polish economy – **both directly to suppliers and customers** and through investments in workforce training. Swedish companies are also highly active in **sustainable development** initiatives, with a strong focus on reducing greenhouse gas emissions, collaborating with local communities, and importantly, promoting workplace inclusivity and fair compensation.

They are diligent taxpayers in Poland, contributing 0.5 billion PLN in corporate taxes in 2022, which represents 0.9% of their revenues, mirroring the average for Poland's entire business sector. Moreover, Swedish firms and their employees contributed **PLN 2.8 billion to social and health insurance schemes** and paid **PLN 700 million** in personal income taxes.

CHARACTERISTICS OF SWEDISH FIRMS IN POLAND

Swedish companies are present in all sectors of the Polish economy⁵. However, their sectoral investment structure slightly differs from other countries.



Over 55% of employment in Swedish firms is in manufacturing, compared to 40% for EU country investors and 30% for domestic companies. Despite IKEA being the largest Swedish capital group in Poland, known primarily for retail, a significant portion of employment and revenue within this group comes from IKEA Industry, its manufacturing arm. Annually, almost 20% of the company's global production comes from Poland. In the case of wooden furniture, this percentage is 50%. The IKEA Industry factory in Zbąszynek is considered as one of the largest furniture manufacturing plants in the world⁶.

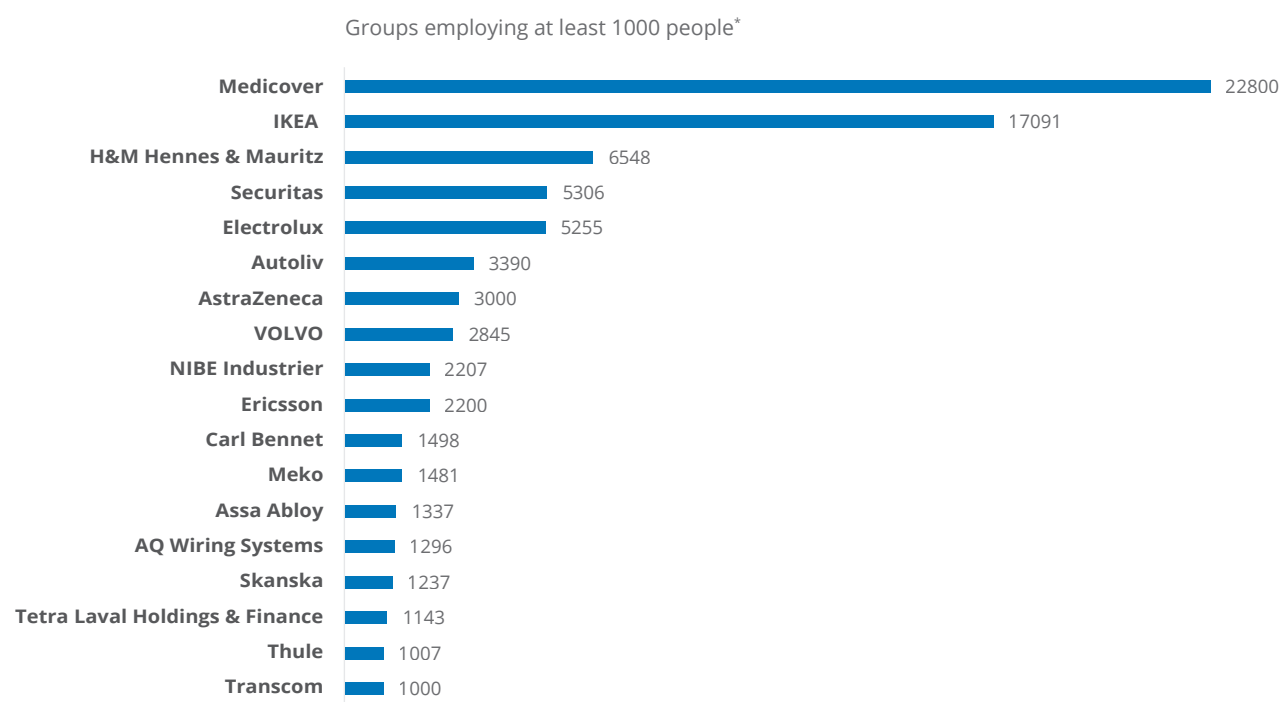
Retail accounts for 22% of employment in Swedish firms, services 21%, and construction 2%. It is worth bearing in mind that capital groups often integrate activities across different sectors. For instance, it is increasingly common for industrial or technological companies to establish shared service centres in Poland. Some manufacturing firms also own logistics and trading companies, or engage in technological consulting for businesses.

⁵ Apart from mining, where there is generally little foreign capital presence.

⁶ IKEA Made in Poland 2023 Report.

Largest Swedish groups and companies in Poland (by employment)

chart 4



Source: SPCC i D&B Hoovers

*Number of employees includes different forms of employment

Selected Swedish companies in Poland (data for 2022)*

table 1

Company	Abbreviated description	Headquarters locality	Province	Revenue, PLN million (2022 r.)	Revenue change since 2019 r.	Profit, PLN million
Electrolux	Electrical household appliances	Warszawa	mazowieckie	6 572	26%	113,2
IKEA Industry	Manufacture of furniture	Goleniów	zachodniopomorskie	6 099	25%	113,5
IKEA Retail	Sale of furniture	Janki	mazowieckie	5 888	28%	306,9
Volvo	Manufacturing of buses	Wrocław	dolnośląskie	5 817	41%	54,9
Scania Polska	Sales of transport equipment	Nadarzyn	mazowieckie	2 641	15%	281,1
Essity	Pharmaceutical products	Warszawa	mazowieckie	2 508	40%	73,6
Autoliv	Automotive	Jelcz-Laskowice	dolnośląskie	2 048	4%	-128,3
Essity Operations	Household appliances manufacturing	Oława	dolnośląskie	1 902	43%	155,6
H&M	Retail sale	Warszawa	mazowieckie	1 787	-13%	58,1
Gränges Konin	Aluminum processing	Warszawa	mazowieckie	1 780	52%	8,1
Medicover	Health	Warszawa	mazowieckie	1 698	68%	-11,2
Husqvarna	Agricultural machinery	Warszawa	mazowieckie	1 625	130%	39,4
Arctic Paper Kostrzyn	Paper processing	Kostrzyn nad Odrą	lubuskie	1 570	-	265,5
Sena Recycling	Waste collection	Warszawa	mazowieckie	1 403	123%	98,3
Inter Team	Distribution of car parts	Warszawa	mazowieckie	1 068	29%	40,2
SKF	Machinery parts	Poznań	wielkopolskie	1 022	50%	41,9
AstraZeneca Pharma	Research and development	Warszawa	mazowieckie	972	80%	0,1
Ericsson	Software	Warszawa	mazowieckie	855	10%	49,6
Tetra PAK	Wholesale trade	Warszawa	mazowieckie	769	21%	16,6
Thule	Vehicle parts	Huta Szklana	świętokrzyskie	761	60%	19,2
Ruukki	Roofing	Żyrardów	mazowieckie	726	27%	8,6
H&M Logistics	Warehousing	Gądko	wielkopolskie	720	67%	36,1
SSAB	Wholesale trade in metals	Żórawina	dolnośląskie	658	73%	31,2
Arjohuntleigh	Medical instruments	Komorniki	wielkopolskie	580	18%	29,5
Backer Obr	Electrical household appliances	Pyrzyce	zachodniopomorskie	528	36%	44,3
Ikano Industry	Mattress manufacturing	Rogoźno	wielkopolskie	511	-	3,9
Volvo Maszyny Budowlane	Construction machinery	Młochów	mazowieckie	491	23%	19,4

Selected Swedish companies in Poland (data for 2022)*

table 1 (cont.)

Company	Abbreviated description	Headquarters locality	Province	Revenue, PLN million (2022 r.)	Revenue change since 2019 r.	Profit, PLN million
Sandvik	Wholesale machinery	Katowice	śląskie	479	-4%	11,8
Delaval	Agricultural machinery	Wrocław	dolnośląskie	454	34%	14,8
Cetes Cosmetics	Manufacture of cosmetics	Warszawa	mazowieckie	434	-2%	7,6
Atlas Copco	Wholesale machinery	Warszawa	mazowieckie	425	20%	14,8
Rosti	Plastics	Białystok	podlaskie	413	54%	33,4
Nibe Biawar	Electric household appliances	Białystok	podlaskie	404	132%	63,3
H&M Logistics	Warehousing	Gądk	wielkopolskie	386	-37%	16,1
Jula Poland	Sales of tools	Warszawa	mazowieckie	385	68%	5,2
Lantmannen Unibake	Manufacture of bread	Stanisławów Pierwszy	mazowieckie	376	-	7,9
Assa Abloy Opening Solutions	Production and distribution of access solutions	Leszno	wielkopolskie	326	250%	11,0
Alfa Laval Kraków	Manufacture of machinery	Kraków	małopolskie	310	31%	17,3
Trelleborg Sealing Solutions	Plastics	Warszawa	mazowieckie	307	69%	26,2
Oriflame	Perfumes and cosmetics	Warszawa	mazowieckie	293	-7%	4,4
Securitas Polska	Security activities	Warszawa	mazowieckie	276	36%	12,9
Assa Abloy Mercor	Assembly and sales of door systems	Gdańsk	pomorskie	272	36%	-63,7
Brenderup	Bodies and trailers	Wieleń	wielkopolskie	262	68%	9,5
DSI Underground Merol	Mining machinery	Stalowa Wola	podkarpackie	258	191%	27,3
Dellner	Rolling stock manufacture	Miszewko	pomorskie	254	40%	7,7
Lindab	Sales of ventilation	Wieruchów	mazowieckie	249	27%	26,6
AQ Wiring Systems	Electrical equipment	Łódź	łódzkie	249	22%	18,4
Llentab	Construction work	Gdańsk	pomorskie	237	32%	6,9
Duni	Household appliances manufacturing	Poznań	wielkopolskie	223	37%	18,5
Northvolt Systems	Battery production	Gdańsk	pomorskie	215	2054%	-5,9
Getinge IC Production	Medical instruments	Plewiska	wielkopolskie	204	-	7,6
Eltel Networks Energetyka	Communication and power lines	Gutkowo	warmińsko-mazurskie	194	-45%	-43,1
Rimaster	Electrical equipment	Czaplinek	zachodniopomorskie	182	52%	6,4
Securitas Services	Security activities	Warszawa	mazowieckie	157	-4%	1,6
HL Display Gliwice	Plastics	Gliwice	śląskie	146	10%	10,8
Markisol International	Textiles	Gościcino	pomorskie	145	-10%	-3,1
Kappahl	Sale of clothing	Warszawa	mazowieckie	135	12%	3,0
Nordpeis	Concrete products	Trzcianka	wielkopolskie	132	99%	7,6
Norco Industries	Manufacture of furniture	Sońsk	mazowieckie	130	117%	4,5
Vattenfall IT Services	IT	Gliwice	śląskie	124	65%	7,7
Klippan Safety	Vehicle parts	Stargard	zachodniopomorskie	116	32%	2,4
AJ Fabryka Mebli	Manufacture of furniture	Redzikowo	Pomorskie	112	53%	8,8
AQ Wiring Systems	Wires and cables	Linowiec	pomorskie	110	73%	8,4
ETAC	Medical instruments	Tczew	pomorskie	109	-	2,9
BPI	Cotton fabrics	Lipiany	zachodniopomorskie	109	27%	7,1
Fabryka Narzędzi Fanar	Tool manufacturing	Ciechanów	mazowieckie	106	17%	12,1
Tetra Pak Processing Equipment	Food processing machinery	Tomaszkowo	warmińsko-mazurskie	105	-	-34,0
Elanders	Printing	Płońsk	mazowieckie	101	-2%	1,4
BDO	Accounting activities	Warszawa	mazowieckie	96	46%	14,9
Transcom Worldwide	Call center	Gdańsk	pomorskie	95	38%	3,2
Bampton	Manufacture of furniture	Skoczów	śląskie	87	59%	4,6
Assa Abloy Entrance Systems	Wholesale trade	Warszawa	mazowieckie	81	6%	11,0
Alucrom	Metal surface treatment	Wrocław	dolnośląskie	74	33%	-2,4
Blastrac	Manufacture of machinery	Golina	wielkopolskie	74	91%	0,6
Getinge Shared Services	Accounting and consultancy	Kraków	małopolskie	64	-	1,8
LGI	Road transport	Bielany Wrocławskie	dolnośląskie	57	6%	-3,1
Donimet	Builders' joinery	Warka	mazowieckie	31	-	1,9
Pinus	Wood products	Ulanów	podkarpackie	18	-	2,5
Eltel Networks Engineering	Engineering and consultancy	Kraków	małopolskie	11	-40%	-7,9

* Data regarding results and business profiles come from the National Court Register (KRS). Applies to companies with at least 100 employees. The list of companies is derived from data provided by the companies themselves, along with additional research conducted by the SPCC and the authors of the report.



Processing

The predominant sector within the industrial field for Swedish investments is **machinery and equipment manufacturing, which employs 11,500 individuals**. This sector spans a diverse range of production activities, focusing on machinery for both household and commercial use. Electrolux, the sector's leading investor, employs over 5,000 people across five factories. Backer Obr producing heating systems is another large investor. Other significant Swedish investments in Poland include SKF (manufacturer of bearings and other machinery components), Delaval (producer of agricultural machines and integrated systems), Husqvarna (forestry and gardening tools), Northvolt (batteries for electric cars), TetraPak (processing lines for milk and juice production), Sandvik (metalworking tools), Atlas Copco (vacuum technology devices), and Alfa Laval (centrifugal separation equipment).

Furniture manufacturing and the associated interior finishing industry also represent a significant presence of Swedish industrial activity in Poland. **This sector employs 10,500 individuals**. IKEA Industry leads this sector, headquartered in Goleniów near Szczecin, and employs close to 9,000 people across various locations in Poland. The company oversees the entire furniture production process, from timber procurement to the final products, which are then distributed globally through the IKEA Retail network. Ikano Industry, located in Rogoźno in Wielkopolskie Province, stands out as one of the largest mattress suppliers for the IKEA network worldwide. Other noteworthy enterprises include AJ Fabryka Mebli in Rędzikowo near Słupsk, which manufactures furniture for offices and residences, and Norco in Sońsk, specializing in commercial interior finishes. The interior finishing sector also includes Duni Poland, a part of the international Duni group, which produces napkins, tablecloths, cups, and candles in Poznań. Markisol International, based in Wejherowo, is a leader in the production of awnings and window blinds.

In the automotive sector, nearly 10,000 individuals are employed by Swedish companies in Poland. Autoliv, which manufactures safety belts and airbag modules, is the sector's largest employer with over 3,000 employees. Other significant investors include Thule (luggage racks, vehicle tents and related accessories), Rimaster (leading supplier of wiring harnesses, electrical cabinets, electronic components and cabins for special vehicles), Klippan Safety (truck interior systems), Brenderup (trailers), or Modul-Systems (racking systems for service vehicles). The above-mentioned Northvolt company operates

in the machinery and automotive industries, and in 2023 it completed in Gdańsk the construction of the largest energy storage factory in Europe. The company had already been producing battery systems in the site.

A large group of Swedish companies in Poland is also heavily involved in **materials processing, handling both metals and plastics**. The material processing and recycling industries collectively employ 4,000 people. Key metal processors include Gränges Konin, a producer of flat aluminium products; Bulten Polska, a manufacturer of fasteners; and Alucrom, which offers surface treatment and anti-corrosion services. Notable plastics processors are Rosti, which produces plastic components via injection molding; Trelleborg, a manufacturer of seals and sealing systems; and HL Display, a maker of retail display systems and solutions. Stena Recycling specializes in waste collection, innovative reuse services, and advanced industrial-level recycling.

Among the important processors from Sweden, it is also worth mentioning companies involved in the extensive **production of hygiene and medical products**. Such companies employ over 2,000 people. This group includes Getinge, known for professional medical equipment; Etac, which produces rehabilitation equipment; Essity, a maker of personal protective equipment; ArjoHuntleigh, another medical equipment manufacturer; and Biameditek, also in the medical equipment field.

Trade

The trade sector also prominently features Swedish firms, collectively employing **over 17,000 people**. These companies are split between retail trade, wholesale trade, and automotive equipment sales (along with parts).

Industries where Swedish companies are the most active



Machinery and equipment



Furniture production



Automotive equipment

The largest retailer is IKEA Retail, which operates the IKEA stores across Poland, employing nearly 6,000 staff and generating annual sales revenues exceeding PLN 6 billion in 2023 financial year*. H&M is another significant presence, employing nearly 4,000 people in its commercial operations company and almost 2,600 in logistics enterprises. Swedish retail companies also operating in Poland include Kappahl and Jula.

In the wholesale sector, more than 4,300 people are employed by companies often associated with manufacturing or contracting. Those companies are often engaged in both manufacturing and distribution. Assa Abloy Group, for instance, employs over 1,300 people in Poland, engaged in production, selling and installing door systems. Other notable companies with significant employment in Poland include Oriflame, a cosmetics seller; Sandvik, a seller of metalworking tools; Atlas Copco, a compressors seller; Lindab, which markets ventilation, air conditioning, and heat pump products; Volvo, which sells construction machinery and vehicles; and Tetra Pak, a provider of packaging solutions.

In turn, companies trading in transport equipment and parts and accessories include Scania (seller of trucks, buses) and Inter Team (distributor of car parts).

Services, research and development

A total of more than **35,000 people** are employed by Swedish companies operating in service industries in Poland. The healthcare sector is substantial, with Medcover employing almost 22,800 individuals.

A significant employer with Swedish capital is Securitas Polska, which has approximately 5,000 employees and offers security services. Although headquartered in Warsaw, the company has staff spread across various locations in Poland.

In the closely related research sector, the Swedish-British company AstraZeneca operates one of the largest facilities in Poland and globally in Warsaw, specialising in the global coordination of clinical trials. The Polish company focuses primarily on research and development, which employs more than half of the total workforce. Overall, the company employs around 3,000 people in Poland.

Ericsson, which produces telecommunications solutions, also employs 2,200 individuals in the country.

The business support services sector, concentrated on BPO (business process outsourcing) and SSC

(shared services centres), is becoming increasingly significant. Many large manufacturing, trade, and service companies maintain global business support operations in Poland, which serve the international operations of companies. More about this sector is discussed in the chapter on service trade.

KNOWLEDGE DIFFUSION FROM SWEDISH COMPANIES TO THE POLISH ECONOMY

Foreign direct investment serves two pivotal roles in the economy: it supplies capital and knowledge for enterprise development, and it facilitates knowledge transfer across the economic environment.

The first aspect is easily quantifiable, as shown in previous chapters. The second aspect is harder to detect without specific statistics on knowledge diffusion. Nonetheless, we will outline several primary channels through which business know-how is transferred from Swedish investors to the local economy. According to the SPCC study, the average Swedish company collaborates with about 50 suppliers and partners. These relationships forge pathways for the spread of knowledge, which is vital for contemporary development.

Swedish enterprises are generally technologically advanced and possess a specific know-how. It stems



Photo: Simon Paulin/imagebank.sweden.se

* September 2022 – August 2023

from the fact that Sweden is one of the most productive countries in the world. Its GDP per hour is 75 dollars - 41 % more than the average for OECD countries, 1,5 % more than productivity in the United States. Swedish enterprises naturally transfer part of their know-how to countries where they invest.

At present, the average productivity in Swedish companies in Poland is 20% higher than in Polish-owned companies. This gap is expected to close as local firms enhance their productivity. Knowledge transfer occurs through various channels, including Swedish companies sharing insights on manufacturing processes with their subcontractors and partners. An SPCC survey reveals that 70% of enterprises share some of their know-how (e.g., production technologies, quality control methods, resource management, work organisation) with supply chain partners. The primary objectives of knowledge transfer include building trust, fostering long-term relationships, instilling a sense of responsibility for the economic environment, and enhancing the quality of products and services.

Swedish investors aid their suppliers and partners in elevating production standards through collaborative efforts aimed at improving the quality of

ordered products and services. This support primarily involves the exchange of information and sharing of expertise but also, occasionally, extends to helping organize production lines, assisting suppliers in developing their technologies, and conducting employee training.

Employee training is particularly crucial in the process of knowledge transfer. SPCC survey reveals that 80% of the largest Swedish companies in Poland utilize training methods and knowledge developed in Sweden to educate their workforce. The skills and expertise of Polish employees are recognized and valued, as evidenced by their promotions to managerial roles on an international level. These initiatives in human capital development yield benefits for both the investors and the local economy. Few employees stay at one workplace their entire lives; transfers between companies lead to the spread of knowledge. According to 85% of companies surveyed by SPCC, departing employees utilize their knowledge in local enterprises. Every company, especially those possessing specialized know-how, inherently plays an educational role in the broader economy.

BUSINESS PERSPECTIVE

Medicover is a holistic provider of healthcare and diagnostic services, delivered in a modern way to achieve the most effective and efficient health outcomes, by people who really care. More than 90% of Medicover's activities contribute towards achieving with the United Nations Sustainable Development Goals #3, "Ensure Healthy Lives and Promote Well-Being for All".

We are the largest Swedish healthcare provider in the CEE region and have been present in Poland for 30 years, with 457 of our own medical facilities (including medical centres, blood drawing points, laboratories) and 135 gyms. Medicover employs over 45,000 people, which of over 22,800 are in Poland. We also provide our customers with access to partner networks of more than 3,200 clinics and over 5,000 sports facilities. In this way, we create thousands of jobs in Poland, both directly and through our partners.

Many employers in Poland choose Medicover to provide health coverage for their employees, and we measure our impact on their health and productivity. Our most recent survey covering 500,000 employees under our care concludes that they average 3.7 additional healthy and productive days per

annum compared with the general working population. This equals a productivity increase of over 8 work years.

We voluntarily (including our Foundations activities) provide preventative care and health advice to many more people. For example, our Electronic School Medicine System is used in 170 Polish schools and has helped assess the health of more than 56,000 children.

Medicover is a significant contributor to the Polish healthcare system. We invest in new technologies and innovations, educate medical staff, raise public awareness of health and wellbeing, and have a real impact on the health of society.

Richard Sands
Group Strategy
Director, Medicover





The Medicover Hospital, founded in 2009 in Warsaw's Wilanów district, has already admitted over 500,000 patients.

ROLE OF SWEDISH COMPANIES IN RESEARCH AND DEVELOPMENT

Sweden ranks among the top five countries globally for research and development spending. The data from 2021 shows that R&D expenditure in Sweden is 3.5% of GDP (3,74% in 2023), with only Israel, the United States, Belgium, and South Korea allocating more. This pro-innovation business ethos naturally extends from Swedish companies to their operations in Poland.

In 2021, Swedish firms in Poland allocated 5%⁷ of their locally generated added value to research and development, amounting to approximately EUR 100 million. This level of investment is surpassed only by companies from France, Germany, and the United States.

A significant number of Swedish companies are involved in R&D, enhancing the pool of knowledge transferred to Poland. Employees in R&D

departments gain access to cutting-edge information on the latest technologies, trends, and production processes. Thus, hosting R&D activities is considered one of the key avenues for knowledge diffusion associated with foreign direct investments.

Prominent R&D centers in Poland include Ericsson's facilities, which are the second-largest of its kind in Europe, and AstraZeneca's research centres, which oversee global clinical trials. But many other companies also engage in research. For instance, in Krakow, Assa Abloy operates an innovation centre focused on electromechanical security systems.

Sweden ranks among the **top five** countries globally **for R&D spending**



⁷ Percentage calculated based on manufacturing and construction companies.

BUSINESS PERSPECTIVE

Poland as Ericsson's second R&D centre in Europe

Ericsson is an international telecommunications technology company. It is a global leader in mobile infrastructure and network solutions that enable connectivity around the world. In Poland, the company employs 2,200 people and generates revenues of up to PLN 0.9 billion.

Poland plays a very important role in Ericsson's R&D operations, being the second largest R&D centre in Europe after Sweden. The presence of 1,800 R&D software engineers in Krakow and Lodz underlines Poland's key role in driving technological innovation for the company. Joint research projects and partnerships with local universities contribute to Poland's position as a centre for top-level telecommunications research.

In addition, Ericsson has manufacturing operations in Poland, including with partners such as Flex. The Tczew plant produces vital components for 5G infrastructure, which positions Poland as a key supplier for Ericsson in the European market.

Ericsson plans further growth in Poland. Rapid economic growth and accelerating digitalisation are opening up many opportunities for telecoms infrastructure manufacturers.

In addition, Poland has a reputation in mathematics and programming, and the integration of research and production activities in one place makes it one of the leading locations in Europe for Ericsson in terms of 5G technology implementation.

Martin Mellor

Head of Ericsson in Poland



Educational activities of Stena Recycling

Stena Recycling addresses the needs of industrial clients in Poland by transforming collected waste into raw materials for various industries. The company has 15 sites in different parts of the country.

Poland's attractiveness as a development location is primarily due to the fact that awareness of responsible waste management is growing rapidly. Over the past decade, there has been a pivotal shift towards proactive waste management solutions, spurred by the growing emphasis on sustainable development goals and the circular economy, especially among major corporations, alongside evolving legal regulations. Consequently, Stena Recycling has transformed from a basic waste collection service into a strategic partner in waste management and circular solutions for industrial clients from various sectors. Another notable characteristic of the Polish market is its fragmentation within the waste and recycling sector. This fragmentation indicates that the market will likely undergo consolidation, an area in which our company aims to be actively involved.

A fundamental part of our operations is our commitment to fostering awareness about the necessity and significance of responsible waste management among all stakeholders, including manufacturers, governmental bodies, and local communities. Our efforts include educating the industry on proper waste disposal and circular economy practices, engaging with regulators to shape effective legislative solutions, and correcting public misconceptions about waste management.

Recent years have seen several incidents in Poland that have adversely affected our industry's reputation, with some irresponsible companies improperly disposing of waste in environmentally harmful ways. We are committed to enhancing stakeholder understanding of responsible waste processing and promoting the principles of a circular economy, which we see as the future of sustainable economic practices.

Lars Ibsen

Managing Director, Stena Recycling Poland



SUSTAINABLE DEVELOPMENT – ENVIRONMENTAL AND SOCIAL RESPONSIBILITY

Sweden as a country and Swedish companies pay great attention to sustainable development, focusing especially on reducing greenhouse gas emissions, advancing the circular economy, and enhancing inclusivity and equal opportunities at workplaces. Sweden aims for more ambitious climate targets than the EU, targeting net-zero emissions by 2045 and implementing a National Strategy for Circular Economy Development. The country is known for a workplace culture that emphasizes flat structures and open dialogue.

These traits are mirrored in the operations of Swedish companies in Poland. These firms are actively engaged in applying sustainable development principles and advocate for these practices within their supply chains. A notable example is IKEA Retail, which aims for **its operations in Poland to be fully circular by 2030**, utilizing renewable and recycled materials and having a positive impact on the climate. In support of this objective, IKEA invested PLN 900 million in renewable energy in Poland in 2022. The company maintains a strong focus on gender equality, with a reported adjusted gender pay gap of only 1,38% in 2023.

Another example of Swedish capital's involvement in sustainable development investments is the eV City programme powered by Volvo, **which will be implemented in Poland by Volvo together with local authorities**. This cooperation is expected to result in the expansion of the network of publicly available fast charging stations in Polish cities. Volvo is thus supporting its strategic goal of a complete transition to electric car production by 2030. Another important investor in the electromobility sector is Northvolt, which opened in Gdańsk the largest energy storage factory in 2023.

Stena Recycling, which focuses on waste processing, provides another robust example. The company's revenues in Poland nearly tripled over five years, growing from around PLN 0.5 billion to PLN 1.5 billion by 2022. Stena Recycling also promotes the circular economy concept through educational activities like organizing the Stena Circular Economy Award and educating entrepreneurs.

Swedish investors not only foster sustainable development through direct investments and educa-

BUSINESS PERSPECTIVE

One of the characteristic features of Scandinavian companies is their openness to change and innovation, as well as their respect for nature. As a result, firms from this region are often pioneers in implementing sustainable development solutions. They pay particular attention to environmental protection, rational use of resources, and reducing negative impact on nature, for example, by limiting carbon dioxide emissions.

Currently, the concept of a circular economy is attracting a lot of attention in the largest Scandinavian companies. These companies are working on strategies for the secondary use of used products or the recovery of materials used in their construction. We, as a bank, support these companies in finding financially viable solutions.

All the solutions that these companies implement at home are transferred to other regions along with their investments. And we are talking not only about technical solutions, but also about knowledge transfer. Thanks to such actions, the Polish economy can only benefit from Scandinavian innovations.

Lilia Bońska
Head of LC&FI
Deputy Country Head
at SEB Poland



tional activities but also by setting environmental standards for their suppliers and partners. An SPCC study found that Swedish companies impose sustainable development requirements on their suppliers and subcontractors, including:

- holding specific environmental certifications,
- committing to carbon footprint reduction,
- and meeting circular economy requirements

In 2022 (latest available data), Swedish firms allocated PLN 2.8 billion for wages in Poland, with net profits amounting to PLN 1.4 billion. This results in a wage-to-profit ratio of 2x, compared to the average ratio of 1.7x in the Polish economy. With regard to the profits themselves, it should be mentioned that a large part of them is reinvested in Poland. **In 2022, Swedish companies reinvested EUR 750 million in Poland and paid out EUR 150 million in dividends**, leading to a reinvestment-to-dividend ratio of 4.8x,



Photo: Felix Gerlach/imagebank.sweden.se

compared to an average of 1.7x for companies in other countries. The high proportion of investment in added value is a distinctive feature of the Swedish economy and Swedish investments in Poland.

POLAND-SWEDEN TRADE RELATIONS

Swedish companies influence the Polish economy not only through direct investments but also via vigorous trade relations between Poland and Sweden. This trade has been growing dynamically, establishing both nations as key trading partners for each other. Trade turnover between Poland and Sweden currently stands at EUR 20.6 billion, having risen by 395% since 2004.

In the 20 years since 2003, sales of goods from Poland to Sweden have increased by 410% – from EUR 1.7 billion to EUR 8.7 billion. In contrast, imports increased by 305% – from EUR 1.6 billion to EUR 6.3 billion.

Polish exports to Sweden primarily focus on the **automotive sector**, including automotive parts, batteries, and lorries, as well as **furniture and telecommunications and IT equipment**. Automotive parts are the most significant export, valued at over EUR

410%

increase in goods sales from Poland to Sweden since 2003

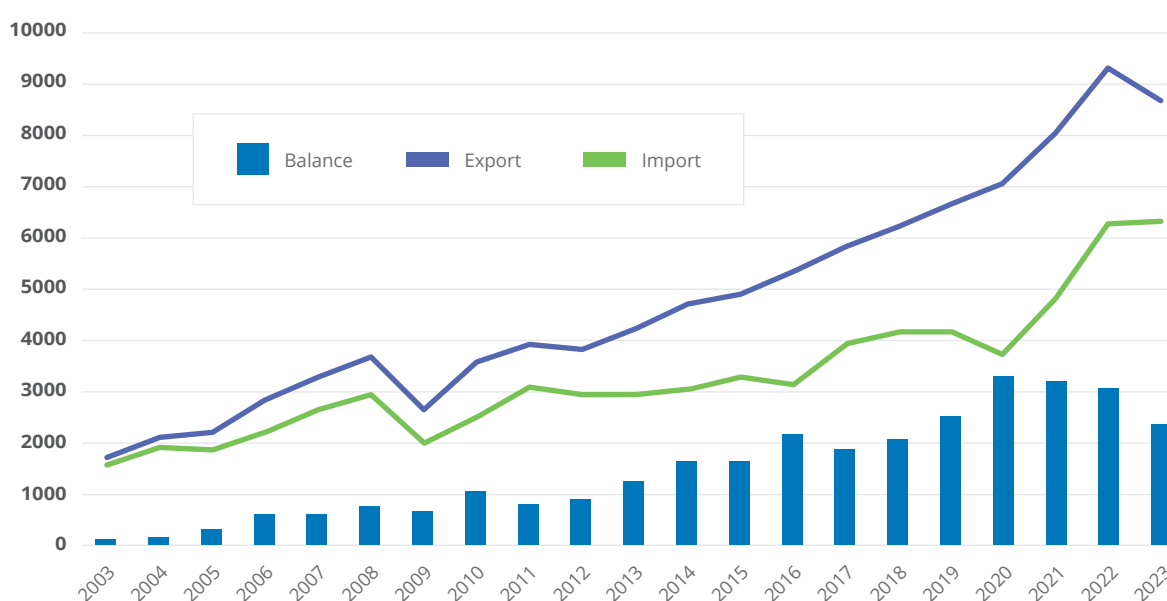
305%

increase in imports from Sweden to Poland over the last 20 years

650 million in 2023, showing a near 4.5-fold increase over the past decade. Furniture and chairs play a substantial role, with their combined value reaching EUR 370 million in 2023. Mobile phones and their components export value exceeded EUR 400 million in 2023, a more than 14-fold increase over the past decade and a tripling since 2019. The dynamic improvement in sales volumes to Sweden also applies to electric batteries, which are used in the manufacture of cars or scooters, among other things. In the space of 10 years, the value of their exports has increased ninefold. Companies from Poland also record stable exports of monitors and projectors, which are the third most important export product, but also of IT equipment.

Poland's trade in goods with Sweden is growing rapidly and Poland is achieving high trade surpluses (EUR mln)

chart 6



Source: own compilation based on GUS data

The import of goods from Sweden to Poland concerns primarily fuels, energy raw materials and electricity, as well as passenger cars, engines and other automotive parts. Imports of petroleum products, natural gas and electricity have seen a huge increase following Russia's aggression against Ukraine. Due to technical limitations, initially there was a very strong increase in the import of electricity and gas, while in 2023 there was a strong increase in fuel imports. In 2023, Poland imported petroleum products from Sweden worth nearly EUR 850 million, compared to only EUR 17 million in 2021. In turn, in 2023, natural gas imports amounted to EUR 330 million compared to EUR 224 million in 2021.

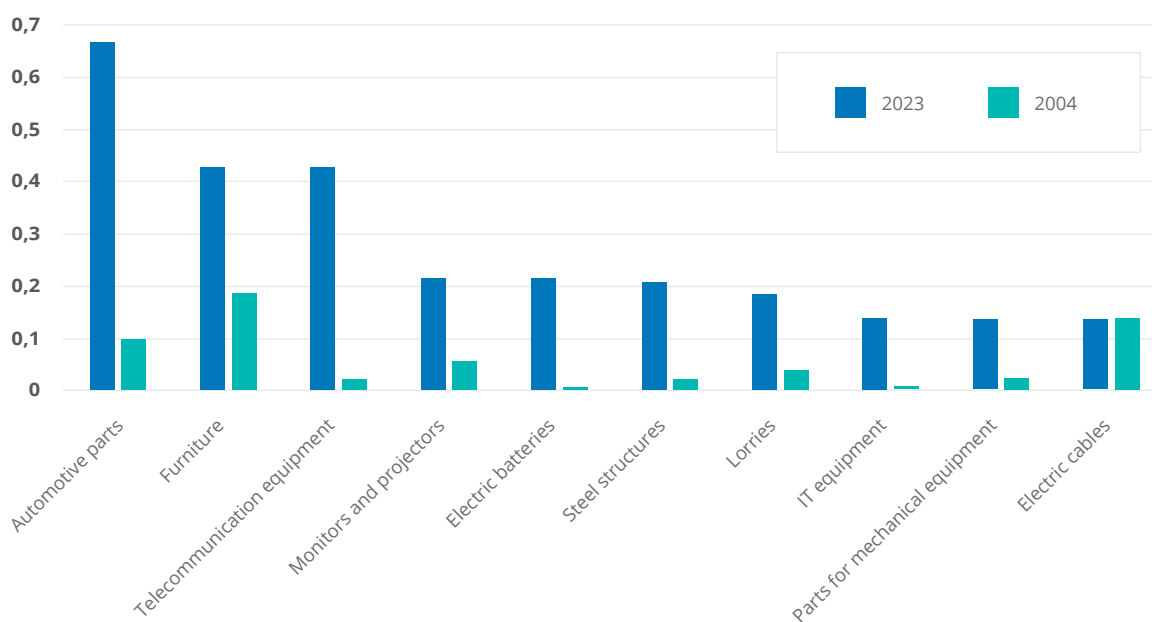
The total imports of passenger cars, engines, and other automotive parts exceeded EUR 700 million in 2023. In each of these categories, imports to Poland are growing at a very fast rate. For instance, over the last decade, the value of imports of passenger cars has increased elevenfold, with this sharp rise occurring in 2023 alone—from EUR 26 million to EUR 132 million. The import of combustion engines has grown more than eightfold, and automotive parts nearly 3.5 times over the same period.



Photo: Sofia Sabel/imagebank.sweden.se

Main export goods from Poland to Sweden (EUR bln)

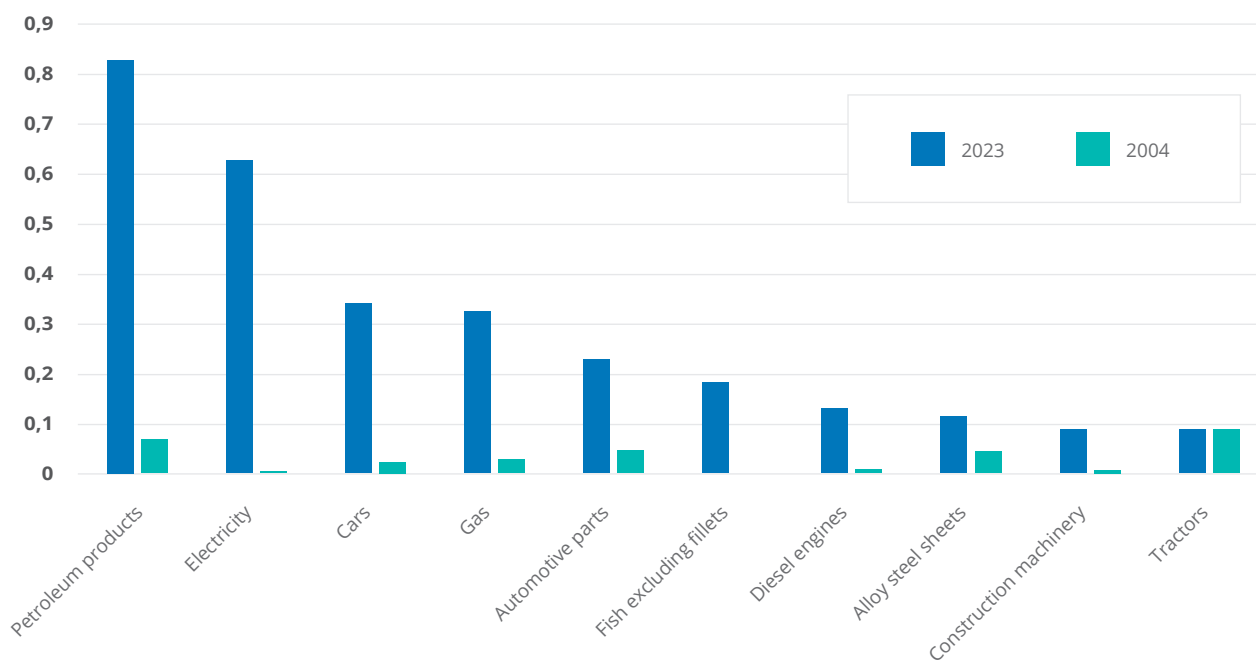
chart 7



Source: Own elaboration based on GUS data

Main goods imported to Poland from Sweden (EUR bln)

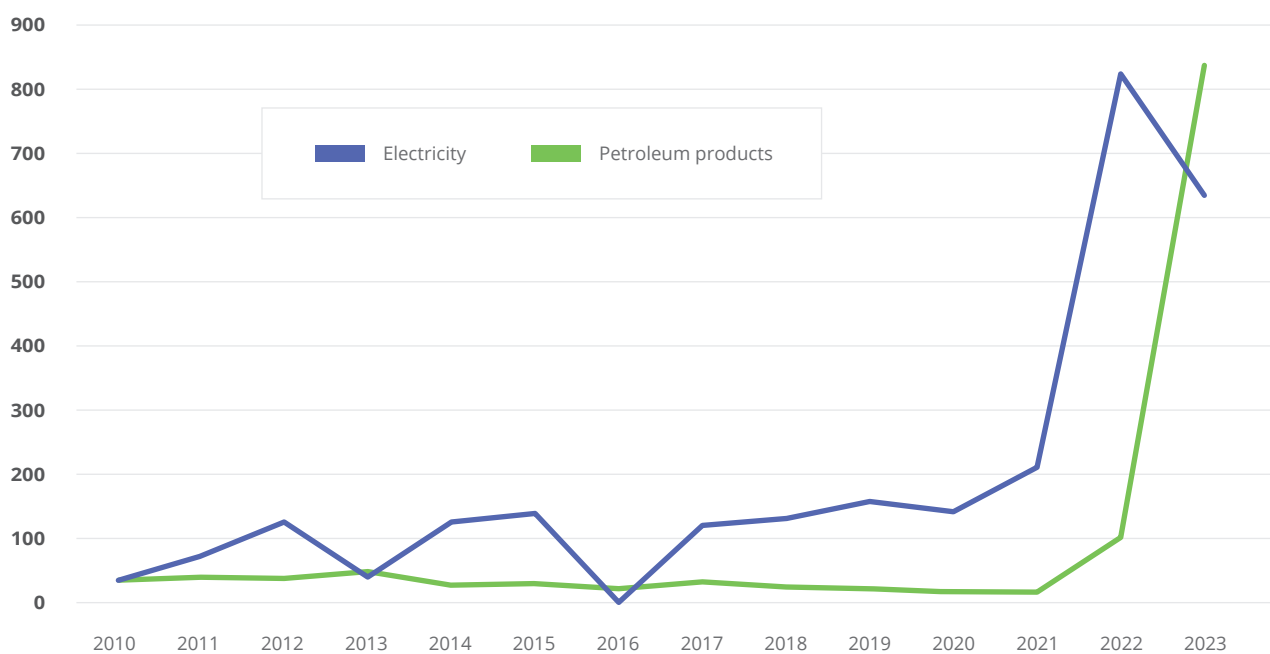
chart 8



Source: Own elaboration based on GUS data

Sweden played a major role in mitigating the energy crisis in Poland imports of energy raw materials and electricity from Sweden (EUR million)

chart 9



Source: Own elaboration based on GUS data

TRADE IN SERVICES

Trade in services between Poland and Sweden, particularly Polish exports, has expanded even more rapidly than goods trade.

From 2004 to 2023, service exports from Poland to Sweden surged by 1444%, growing from EUR 0.2 billion to EUR 3.05 billion. Two large sectors – transport and business services – play a particularly important role in this trend. In 2023, Sweden was ranked fourth among EU countries for Poland's highest positive service trade balance, which stood at EUR 1.6 billion, surpassing the surplus in goods trade.

Key sectors in service trade between Poland and Sweden



Transport



Business services

This strong performance is largely attributed to the significant positive balance in transport service trade, placing fourth in Europe. The export of transport services to Sweden increased from EUR 0.15 billion in 2010 to EUR 1.2 billion in 2022 (latest available detailed figures), marking a 700% increase. This growth is primarily due to the expanding role of Polish road carriers in cabotage (transport within other countries) and cross-trade (transport between countries other than the company's home country) within the European Union. Polish carriers now perform the most transport work in the EU, surpassing German carriers by 20%.

€ 3,05
billion

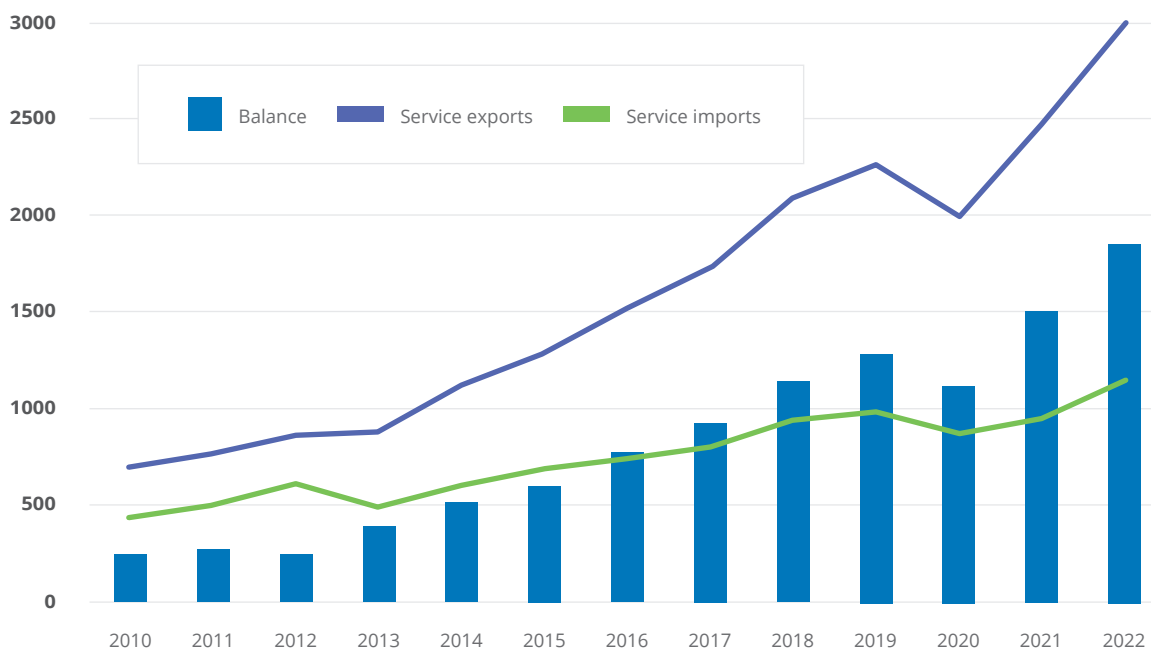
is the value of
export of services
from Poland
to Sweden



Business services are the next significant contributor to service exports. Since 2010, exports in these sectors – which include professional services, IT services, and telecommunications – has increased from EUR 0.2 billion to EUR 1.4 billion. This growth has been propelled by the expansion of BPO (busi-

Poland's service exports to Sweden have increased by more than 400% in 12 years (EUR mln)

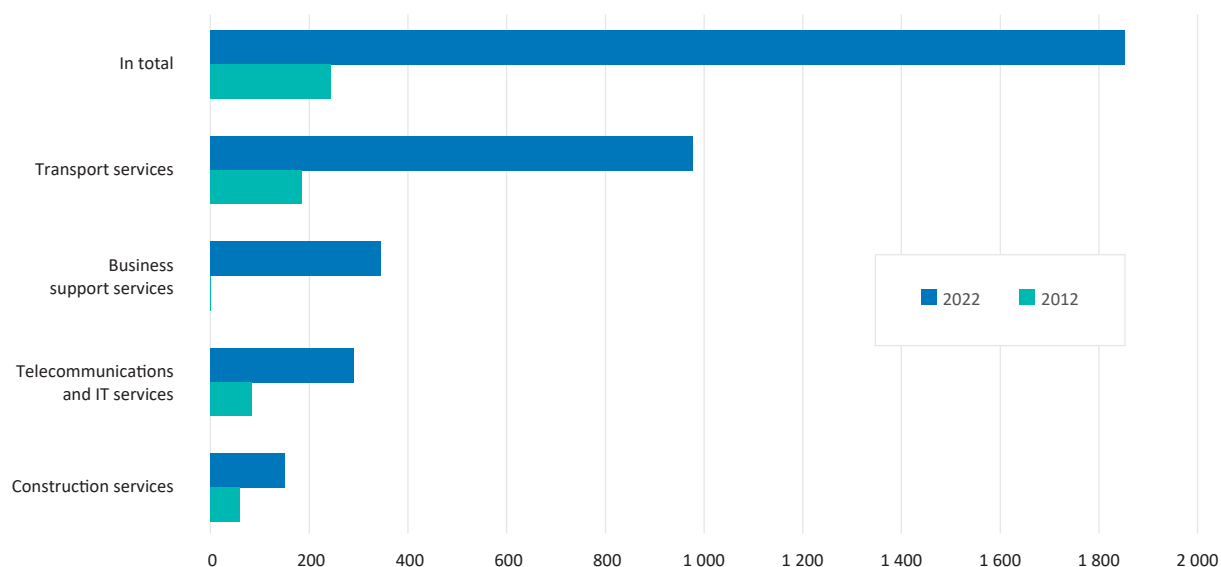
chart 10



Source: own calculations based on NBP data

Balance of selected types of services in Poland's relations with Sweden (EUR million) in 2012 and 2022

chart 11



Source: own calculations based on Eurostat data

ness process outsourcing), SSC (shared services centres), IT, and R&D centres, which have become hubs where foreign corporations outsource parts of their back-office and middle-office operations to Poland. According to the ABSL organization, these centres employ 440,000 people in Poland, with Scandinavian countries accounting for nearly 10% of this workforce. The evolution of this sector is significant, as it creates a substantial demand for skilled workers.

GLOBAL VALUE CHAINS

Every euro of export sales from Poland to Sweden influences local suppliers and their subcontractors. Consequently, contemporary trade relations are often analysed through the entire supply chain rather than just focusing on direct sellers and buyers.

For every EUR 100 spent by Swedish residents on consumption or investment, EUR 74 stay in the country. The rest generates the GDP of other countries, including Poland. Of the EUR 26 that flow out into the world, EUR 1 goes to Poland as the local GDP, i.e. mainly through corporate profits and employee wages.

The supply chains extending from Poland to Sweden are increasingly engaging a significant portion of the Polish economy. The total value generated in Poland for recipients in Sweden, whether by direct exporters or through their suppliers and subcontractors, amounts to approximately 0.9% of Polish GDP, which equated to about PLN 22 billion in 2022 prices. This supports employment for around 150,000 people.

Goods manufactured in Poland and exported to Sweden play a crucial role in satisfying Sweden's final demand. For example, in 2021 (the latest available data), Poland was among the key suppliers of goods that met investment demand in Sweden through imports. In 2021, the value of Swedish investment imports from Poland was EUR 1.2 billion. Additionally, products from Poland significantly contributed to satisfying the consumption demand of Swedish households derived from imports. In 2021, the value of these goods reached EUR 1.3 billion, making Poland the fourth-largest country to meet this demand following Germany (EUR 3.9 billion), Denmark (EUR 2.2 billion), and the Netherlands (EUR 1.7 billion).

MAP OF SELECTED SWEDISH INVESTMENTS IN POLAND

ZACHODNIOPOMORSKIE



- PDC Logistics (Pierce AB)



- Andrenplast
- Backer OBR
- Container Modul
- Forankra

- Garo
- Gryfskand
- IKEA Industry Goleniów
- IKEA Industry Resko
- IKEA Industry Stepnica

- Klippan Safety
- Nolato
- PMC Hydraulika
- Politeknik
- Rimaster
- Scanjet Production
- Thomas Beton

KUJAWSKO-POMORSKIE



- Transcom Worldwide



- Rodoverken
- Garos

WIELKOPOLSKIE



- H&M Logistics



- SSAB Shape



- Duni EFF
- Ingka Business Service Center
- Sigma Software Labs
- SKF Financial Services
- Transcom Worldwide



- Ingka Investment Farma wiatrowa Wysoka
- OX2 Sulmierzyce



- Skanska
- Vastint



- Arjohuntleigh Polska
- ASSA ABLOY Opening Solutions Poland
- Brenderup
- Duni
- Getinge IC Production
- Granges Konin
- Granqvists Manufacturing

- Ikano Industry Rogoźno
- Ikano Industry Krajenka
- Natom Logistics
- Nordpeis
- SKF Polska
- SSAB/Ruukki
- Starsprings
- Thule
- Viacon Polska

LUBUSKIE

- IKEA Industry Zbąszynek
- IKEA Industry Babimost
- IKEA Industry Zbąszyń
- Stena Recycling*
- Arctic Paper
- Lantmannen Unibake
- Wendre

DOLNOŚLĄSKIE



- LGI Polska



- SSAB GBS

- Volvo



- Ingka Centres Aleja Bielany



- Scandic Hotels
- Skanska
- Vastint



- Aira
- Alucrom Oleśnica
- Alucrom Byków
- Autoliv Jelcz-Laskowice
- Autoliv Oława
- DeLaval Operations
- Electrolux Świdnica
- Electrolux Oława
- Ellagro Poland

- Essity
- Franc Gardiner
- Hanza Electronics
- Mobile Climate Control
- Sorling
- SSAB

OPOLSKIE

- ASSA ABLOY Mercor Doors

ŚLĄSKIE



- SKF Solution Factory



- Vattenfall IT Services Poland



- Vastint



- Bulten Polska
- Dahren Poland
- Electrolux Zabrze
- Electrolux Siewierz
- Electrolux Żarów
- HL Display
- Sandvik Coromant Centre
- Trelleborg Sealing Solutions

* the company has 15 recycling centres in Poland

POMORSKIE

-  • ELTEL Group Shared Services Centre
- Transcom Worldwide
-  • Scandic Hotels
- Skanska
- Vastint

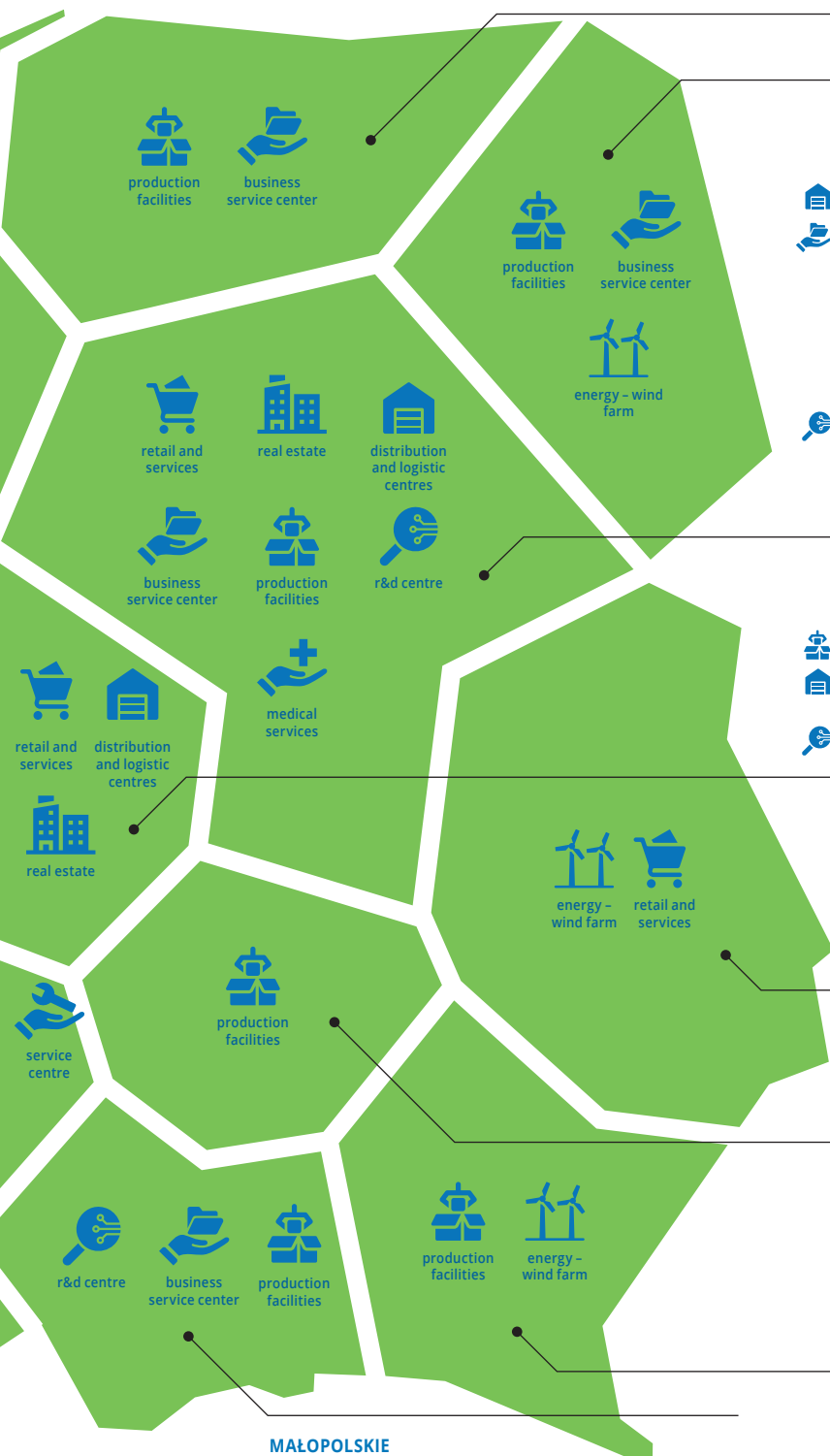
-  • AJ Fabryka Mebli
- AQ Wiring Systems
- Dellner
- Etac
- Fogia Furniture
- Llentab
- Markisol
- Nefab Packaging Poland
- Northvolt Systems Poland
- Orbit One
- Tapflo
- Tekosom Poland








WARMIŃSKO-MAZURSKIE

-  • Transcom Worldwide Olsztyn
- Transcom Worldwide Elbląg
-  • IKEA Industry Lubawa
- IKEA Industry Wielbark
- TetraPak Processing Equipment







PODLASKIE

-  • Transcom Worldwide
-  • OX2 Farma Grajewo
-  • IKEA Industry Orla
- Nibe Biawar
- Rosti

**MAZOWIECKIE**

-  • H&M Logistics
-  • Elekta AB
- Husqvarna Centrum Usług
- SEB Global Business Centre
- Securitas Intelligent Services Poland
-  • AstraZeneca Pharma Poland
- Ericsson
-  • Ingka Centres Wola Park
-  • Skanska
- Vastint
-  • Szpital Medicover
-  • Cetes Cosmetics Poland
- Donimet Bis (ASSA ABLOY)
- Elanders
- Grafotronic
- Lantmannen Unibake
- Modul System Polska
- Nederman Manufacturing
- Norco Interior
- Sandvik - Fabryka Narzędzi Fanar
- SSAB/Ruukki
- Stena Recycling
- Teknosystem
- Termorad

LÓDZKIE

-  • Breve Tufvassons
-  • IKEA Distribution Services
-  • Ericsson
-  • Ingka Centres Port Łódź
-  • Skanska
-  • AQ Wiring Systems
- Borga
- Reac Poland



LUBELSKIE

-  • IKEA Retail Farma wiatrowa Lubartów
-  • Ingka Centres SKENDE Shopping




ŚWIĘTOKRZYSKIE

- Alucrom
- Abas Protect

PODKARPACKIE

-  • IKEA Retail Farma wiatrowa Rymanów, Bukowsko, Łęki Dukielskie
-  • Husqvarna
- IKEA Industry
- Sandvik - DSI Underground Merol

MAŁOPOLSKIE

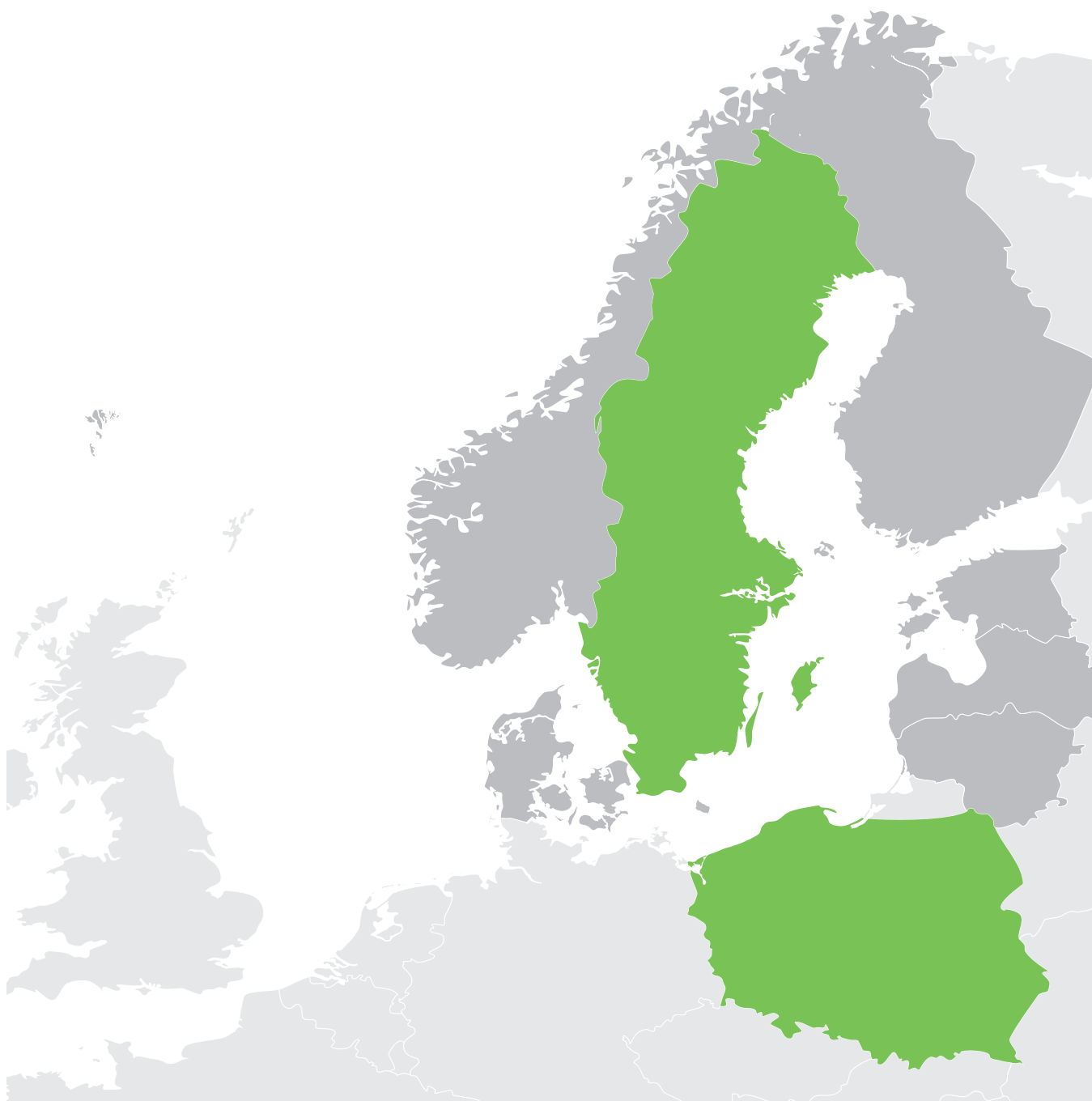
-  • Alfa Laval Shared Service Center
- Electrolux GSSC
- Getinge Shared Services
-  • Ericsson
- AstraZeneca Pharma Poland
- ASSA ABLOY Opening Solutions Poland - Krakowskie Centrum Innowacji
- Volvo Tech Hub
-  • Alfa Laval
- Becker Farby Przemysłowe

PARTNERS OF SPCC 20TH ANNIVERSARY

The report is part of a project carried out on the occasion of the twentieth anniversary of the establishment of the Scandinavian-Polish Chamber of Commerce. The publication comprehensively summarizes the contribution of Scandinavian investors to the development of the Polish economy.

Strategic partners of the 20th anniversary of the Scandinavian-Polish Chamber of Commerce:

- AstraZeneca
- IKEA
- Medicover
- Nordea
- Pandora





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