



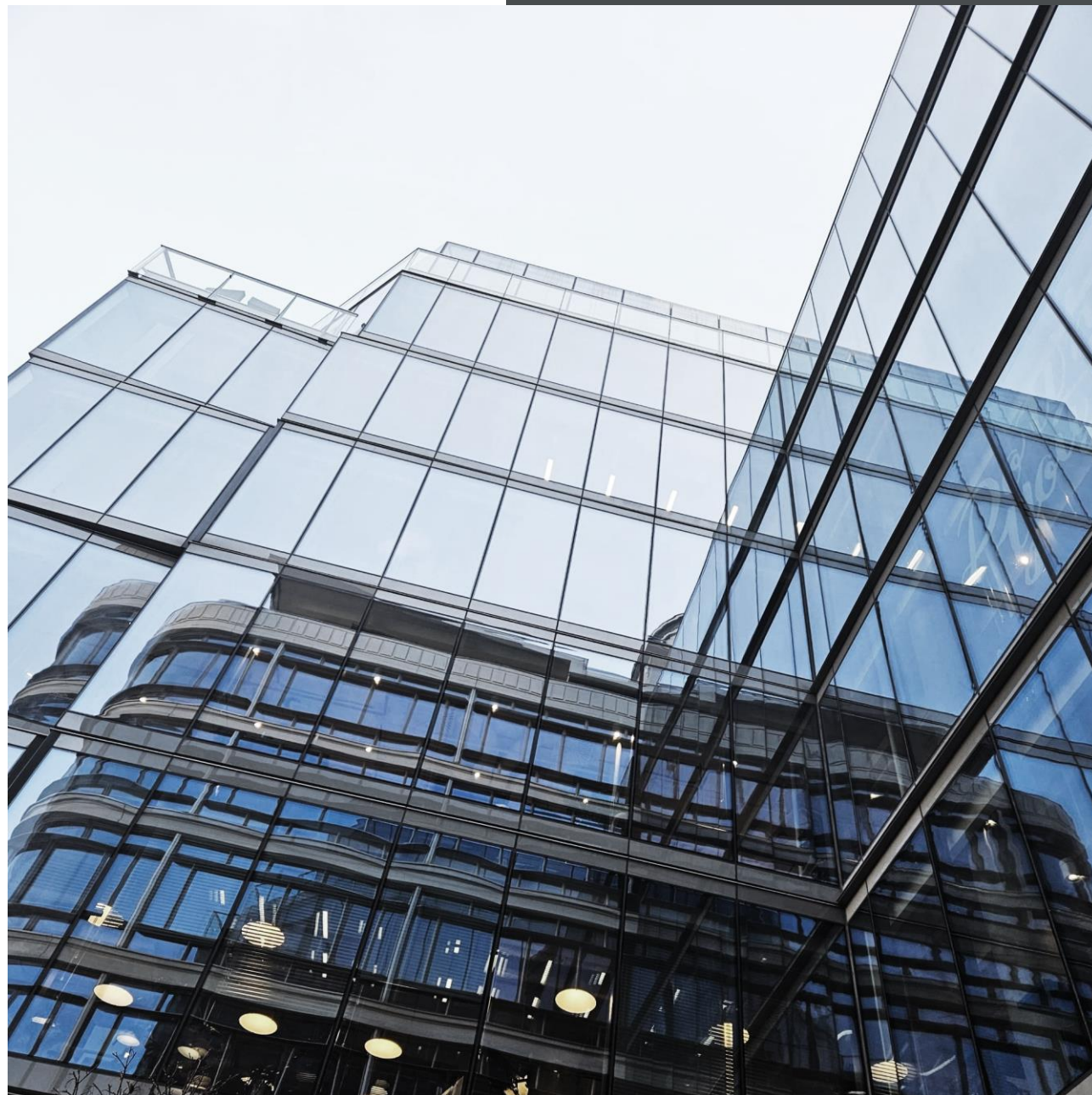
Polish Investment
& Trade Agency
PFR Group

Polish-Ukrainian cooperation in the construction sector - PAIH activities

Marcin Zieniewicz, Key expert, Export Support
Department, PAIH S.A.

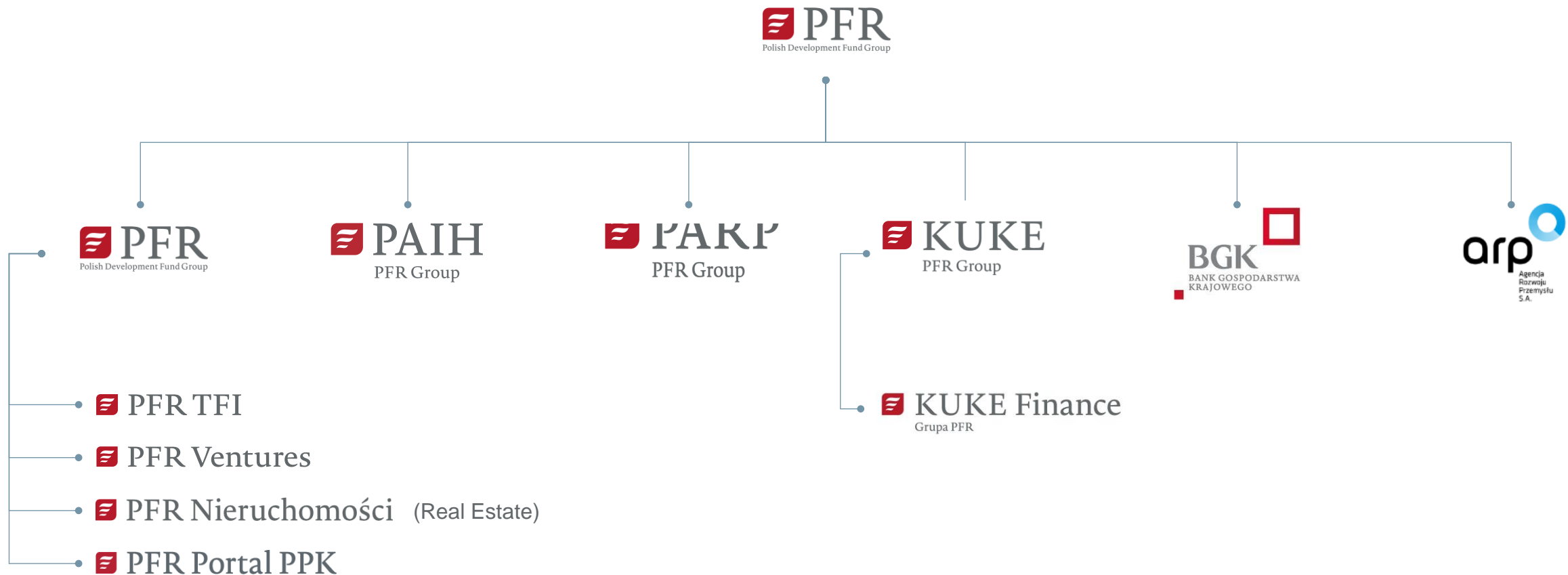
29.05.2025

Poland. Business Forward



Synergy Effect

Complementary Offer of the PFR Group



Who We Support

Key areas

Export

Supporting Polish Exports with particular emphasis on SMEs.

Investment

Facilitating investments in Poland and abroad.
Support of FDI in Poland.

Promotion

Cooperation with public administration and business environment institutions in the implementation of joint projects.



20+ years of experience

70+ markets

150+ experts globally

Who We Are

- An institution operating in the business environment within the Polish Development Fund Group.
- A leader in export and investment consultancy, operating in dozens of markets around the world.
- A modern, global organization whose activities work to build the recognition of Poland in the world, as an attractive and reliable business partner.
- We offer comprehensive services for entrepreneurs, combining industry competencies and international experience.
- We provide free consulting in order to grow and promote Polish businesses.

Where you can find us

Network of PAIH's Foreign Trade Offices

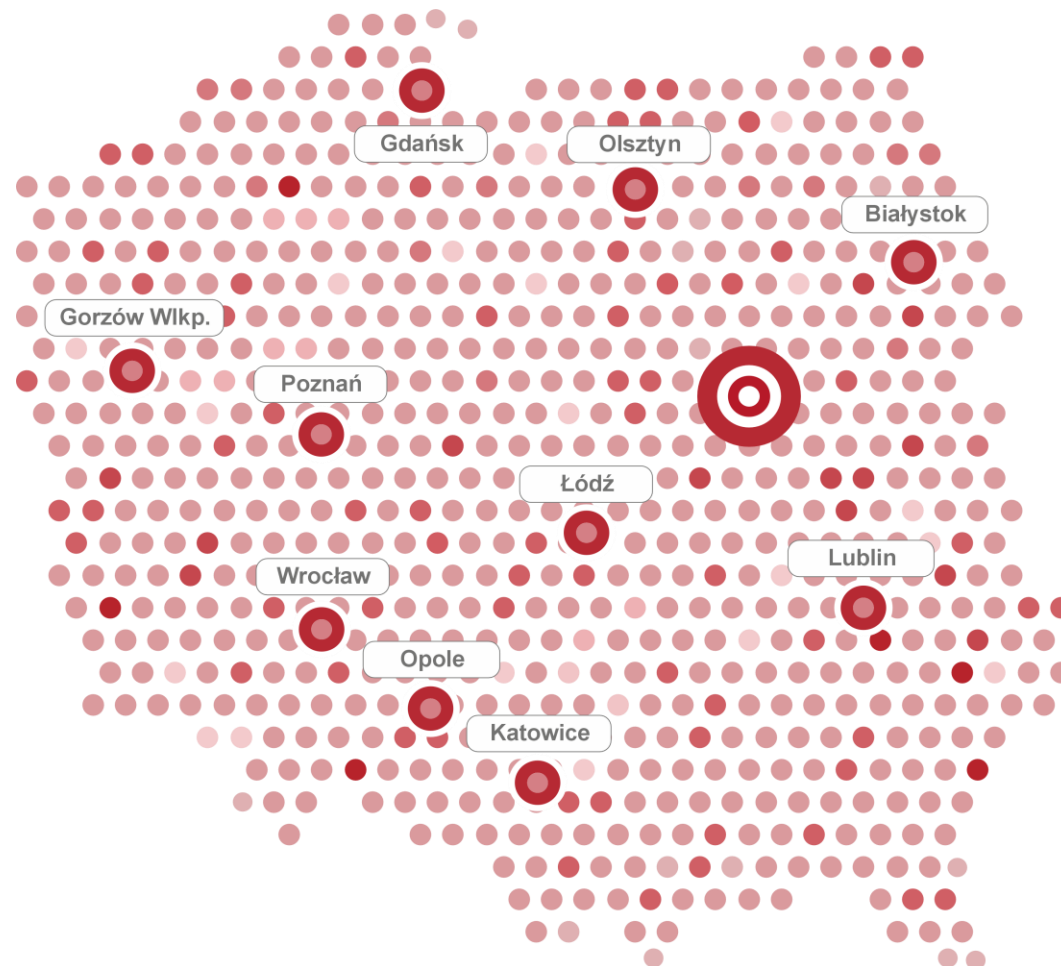


Our competencies:

- Knowledge of local specifics, culture and business conditions.
- Knowledge of local languages.
- Identification of key industries in individual markets.

Where you can find us

PAIH's Regional Trade Offices in Poland



- Local support for Polish companies wishing to develop their business on foreign markets.
- Created in cooperation with SEZs and entities from the PFR Group.
- They strengthen the activities of PAIH's Foreign Trade Offices around the world.

The background features a stylized world map composed of a grid of small dots. Two large, thin white circles are overlaid on the map, intersecting at the top and bottom. The text is centered within the intersection of these circles.

PAIH`s projects and support tools in Poland-Ukraine relations

Team dedicated for Ukrainian market

Headquarter

Polish Investment and Trade Agency (PAIH)

Krucza str, 50, 02-025 Warsaw

+48 22 334 99 55

www.paih.gov.pl

paih24@paih.gov.pl



Kyiv Foreign Trade Office

Kozhumiatska str., 14 B

04071 Kyiv

www.odbudowaukrainy.paih.gov.pl

odbudowaukrainy@paih.gov.pl



Lviv Foreign Trade Office

Shevchenka av. 9

79005 Lviv

www.odbudowaukrainy.paih.gov.pl

odbudowaukrainy@paih.gov.pl



Database of Polish companies

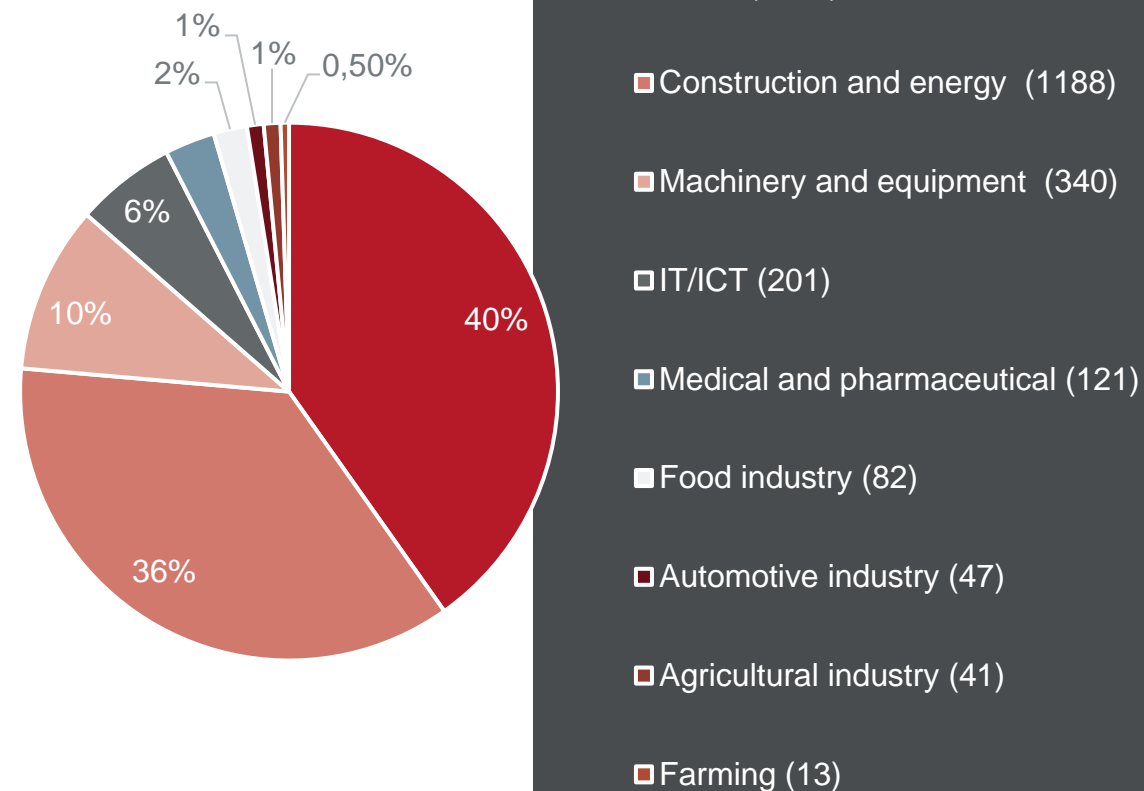
3337 registered entities

Recruitment of Polish companies interested in resuming exports and participating in the reconstruction of Ukraine

- On June 9, 2022, PAIH launched registration for the project aimed at preparing for the resumption of exports and post-war reconstruction of Ukraine.
- We aggregate the potential of Polish companies interested in the reconstruction of the UA in the form of **a database of Polish entrepreneurs – 3337** registered entities
- **Aim.** Informing international partners and direct communication with a wide range of interested parties, including information about orders, events, and business opportunities on the Ukrainian market.

<https://odbudowaukrainy.paih.gov.pl/>

Number of registered companies in the database
3337 and their division into industries, %



Catalog of Polish Companies PAIH

Aim. Presentation of the potential of PL companies in the reconstruction of the UA

320 business cards of enterprises in the first edition of the catalogue

200 applications (ongoing) for the second edition.**3** language versions PL/ENG/UA

<https://odbudowaukrainy.paih.gov.pl/katalog-polskich-spolek/>



Supporting Polish companies on the Ukrainian market

Activity of Kyiv and Lviv Foreign Trade Offices



Analysis of export potential, monitoring the situation, identifying business risks



Preparing information packages



Organizing B2B meetings



Organizing business missions



Preparing lists of possible business partners



Verifying business partners



Developing strategies for expansion in Ukrainian market



Support companies doing business in UA



Preparing PL Business for the post-war reconstruction of Ukraine

SUPPORT TOOLS



[Webinars](#)
[Training](#)
[PAIH #industry consultations](#)



[#Newsletter - Rebuilding Ukraine](#)
[Map of Foreign Markets](#)



[Website](#)
www.odbudowaukrainy.paih.gov.pl



PAIH support - specific examples

Organizing business missions to Ukraine

1. Economic mission to Ukraine - visit of **representatives of the water and sewage industry** - 17 October 2023.
2. Economic mission to Ukraine - visit of **Polish entrepreneurs interested in economic activity in Ternopil** region during the Polish-Ukrainian Business Forum in Ivano-Frankivsk and Ternopil - 10 November 2023.
3. Economic mission to Ukraine - visit of **Polish architects to Kyiv** on - 28.11.2023.
4. Economic mission to Ukraine of the **demining industry to Kyiv** (19-21.02.2024)
5. Economic mission to Ukraine of companies from **the medical, pharmaceutical, rehabilitation and prosthetics industry** to Ukraine (15-17.05.2024)
6. **Multi-industry trade mission** from Poland combined with participation in the Forum for Reconstruction of Ukraine in Kyiv (18-20.06.2024)
7. Trade mission from Poland of **Grupa Azoty S.A.** to Lviv (11-14.09.2024)
8. Trade mission from Poland of **mechanical engineering companies** (30.10-01.11.2024)
9. Trade mission from Poland: **local government investments in Ukraine** (18-20.11.2024)
10. Trade mission from Poland of **agricultural sector companies** combined with participation in Agro Vesna 2025 fair in Kyiv (12-14.02.2025)
11. **Multi-branch economic mission from Poland to Lviv** with participation in consultations regarding tax and customs regulations in Ukraine and locally available business support instruments (18-20.02.2025)
12. Trade mission from **Poland 'Rebuilding the energy system of Ukraine'** (08-10.04.2025)
13. Economic mission from Poland to Kyiv for **machinery companies** (07-08.05.2025)





PAIH support - specific examples

Organizing B2B meetings

One of the most important components of our missions, as well as many business events, **are B2B meetings**. Each time, we prepare a catalogue with a description of the companies participating in the mission/event (e.g. Polish participants in the mission to Ukraine), then we launch the registration of companies (e.g. Ukrainian) interested in the meeting, which we select ourselves. We organise the meeting space itself and also provide translation support.





PAIH support - specific examples

Preparing lists of possible business partners

After receiving a detailed enquiry from a Polish (also Ukrainian) entrepreneur, we prepare a list of potential business partners in the relevant industry in Ukraine as well as in Poland. Entrepreneurs submit their enquiries via the contact form:

https://www.paih.gov.pl/kontakt/formularz_kontaktowy.

We prepare the list based on a number of Ukrainian databases on companies to which we have purchased access, as well as our own databases. These are therefore verified partners. We also provide assistance in organising meetings of partners from both countries, offering our offices in Kyiv and Lviv.

LISTA POTENCJALNYCH KO

biorstwa naprawcze sieci energetycznych/operatorzy sieci/dostawcy energii elektrycz

Nazwa w j.ukr	Nazwa	Adres	Tel.
Промавтоматика	Promawomatyka	(Winnica, obwód winnicki) м. Вінниця, вул. Хмельницьке шосе, 145, Україна	
ДТЕК Мережі	DTEK GRIDS LIMITED LIABILITY COMPANY	(Київ) Україна, 04119, місто Київ, вул.Джонса Гарета, будинок 8, ЛІТЕРА 20Д	
ДП «Регіональні Електричні Мережі»	Przedsiębiorstwo Państwowe „Rehionalni Elektryczni Mrezi”	(Київ) Київ, вул. Кирилівська	
ПРАТ «ВОЛИНЬОБЛЕН ЕРГО»	PRAT „WOŁYŃOBLENERH O”	(Łuck, obwód wołyński) вул. Яремчука Назарія, 4, м. Луцьк, 43023	
ПРАТ «ЛьвівОБЛЕНЕРГ О»	PRAT „LWIWOBLENERHO ”	(Lwów, obwód lwowski) 79026 Україна, м. Львів вул. Козельницька, 3	
АТ «ПРИКАРПАТТЯО БЛЕНЕРГО»	АТ «PRYKARPATTIAOBL ENERHO»	(Iwano-Frankiwsk, obwód iwano-frankiwski) 76014, Україна м. Івано-Франківськ	

PAIH support - specific examples

Support companies doing business in UA

We share our knowledge, our studies with entrepreneurs interested in the Ukrainian market, and we also send out a Newsletter on Ukrainian reconstruction issues.

On the occasion of our events, economic missions, we organise meetings with representatives of state institutions from Ukraine and Poland (customs, tax services, product certification institutions, etc.), as well as business environment organisations.

This is an opportunity for consultation, clarification of doubts, especially helpful for Polish entrepreneurs present on the Ukrainian market.

We also organise numerous webinars on the Ukrainian market, as well as regional consultations with specific branches of Polish business interested in participating in the reconstruction of Ukraine.





PAIH support - specific examples

Organisation and co-organisation of Polish-Ukrainian business events

PAIH organises or co-organises a number of Polish-Ukrainian business events. We work closely with the Ministry of Development and Technology, as well as industry and business support institutions in Poland and Ukraine. During such events, we organise discussions, workshops, B2B meetings, and information stands.

- **PAIH Reconstruction of Ukraine Forum**, three editions of the event were realised, the last edition took place in Kyiv, 19-20 June 2024. It gathered more than 250 participants, including 150 stationary participants from Poland.
- The **Congress for Reconstruction of Ukraine COMMON FUTURE**, Poznań, 2023-2024. Two editions were attended by more than 2,000 participants.
- **Poland-Ukraine Construction Convention**. Initiator and main organiser Polish Association of Construction Industry Employers. The third edition on 14 May this year was attended by more than 150 participants from Poland and Ukraine, entrepreneurs, experts, representatives of business environment organisations.
- **Economic Forum of the Lublin Triangle States**, Warsaw, 14 March 2025. The event was attended by entrepreneurs from Poland, Lithuania and Ukraine (290 participants, 144 Polish companies, 20 Lithuanian companies and 55 Ukrainian companies).



Support for Ukrainian entrepreneurs and self-government authorities

PAIH's Offer for Investors and cooperation in developmental program



Assistance in business relocation to Poland



Support for Ukrainian investors



Information about different forms of public funding



Coworking space in the Headquarters of PAIH in Warsaw



Identification of potentials business partners and suppliers



Support for the development of entrepreneurship and competitiveness in Ukrainian regions



Office for the UA Information Center Diia.Business.Warsaw



Organization of business missions



Training sessions and study visits

SUPPORT TOOLS



[Investment site database](#)



[Cash Grant Program](#)

PAIH support - specific examples

Organization of business missions to Poland

1. Economic mission from Ukraine - visit of representatives of **agricultural business and heads of local self-government community of Ukraine from 6 regions** (29.08-02.09.2022).
2. Economic mission from Ukraine of the **construction industry** connected with BUDMA 2024 fair in Poznań (30.01-01.02.2024)
3. Trade mission from Ukraine of **recycling, bioenergy and processing companies** combined with participation in the Recycling Tech fair in Warsaw (18-20.09.2024)
4. Economic mission from Ukraine of companies from the **construction industry** connected with participation in the **Construction Poland-Ukraine Convention** (12-13.05.2025)
5. Economic mission from Ukraine of the **State Property Fund of Ukraine and the Odesa Port Plant** to Poland (Puławy, 20-21.05.2025)





PAIH support - specific examples

Training sessions / webinars and study visits for Ukrainian partners

We organise study visits and exchange of experiences with Ukrainian partners, representatives of business organisations, as well as business environment institutions from Ukraine. For example, in October last year we organised a visit of our partners from the Ukrainian sister agency 'UKRAINE INVEST'.

The PAIH is also implementing a special training project '**Supporting the development of entrepreneurship and competitiveness of Ukrainian regions**' for Ukrainian **local authorities, regional administrations and institutions**, which is co-financed by the Polish development cooperation programme of the Ministry of Foreign Affairs of the Republic of Poland.

Each year we organise up to 10 workshops in Poland and in Ukraine, mainly on investor service standards, preparation of land for investment etc., below are sample training topics:

„How to attract a foreign investor”

"Foreign Investor Service Standards"

"Methods of attracting investors to an investment site"

"Investment project management"



Partnerships are our strength



Thank you for your attention
and we look forward to working
together!

marcin.zieniewicz@paih.gov.pl

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