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Interreg Polska-Sachsen
European Regional Development Fund

EUROPEAN UNION

COMPETENCE ATLAS OF THE SAXONIAN-POLISH CROSS-BORDER REGION

IS YOUR COMPANY OR INSTITUTION ACTIVE IN THE REGION?

You can place an entry with the most important information in the Competence Atlas!

Federal Highways

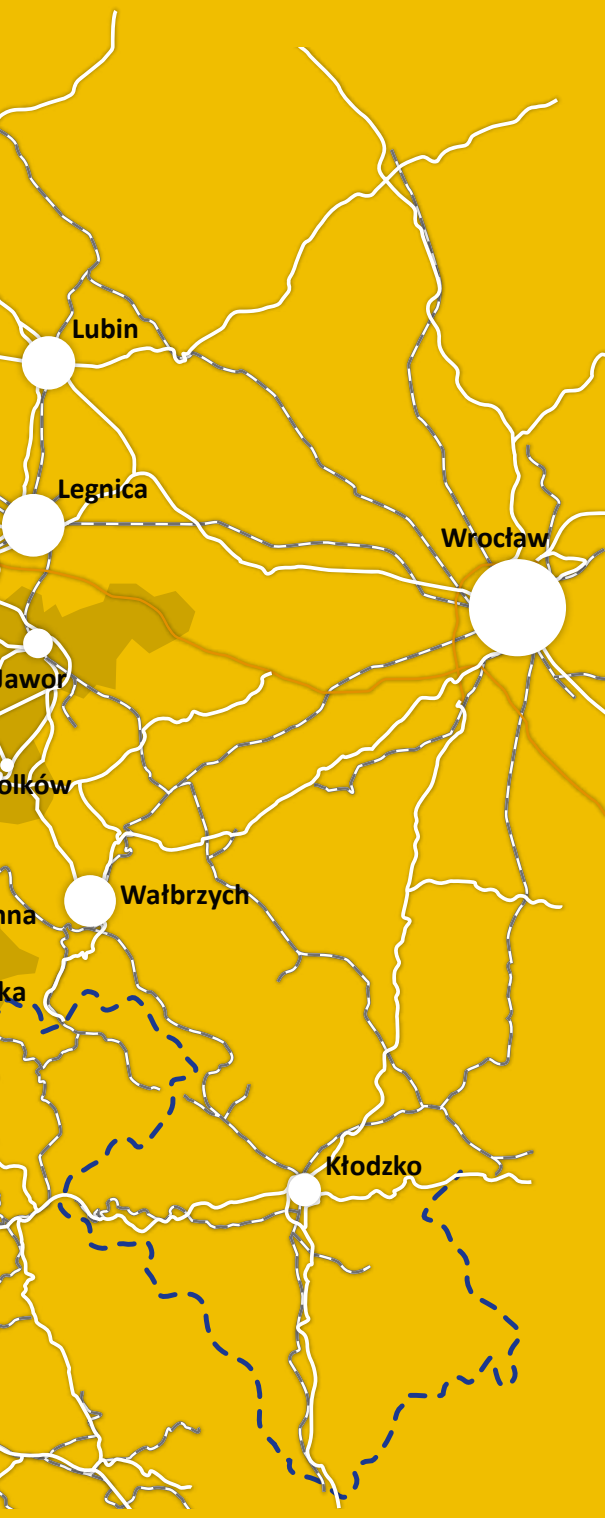
Federal Expressway

Rail Network

Cities

Borders

This informative brochure is part of the Competence Atlas of the German-Polish-Czech border region. The digital version of the Competence Atlas is available for you at: **www.triborderatlas.eu.**

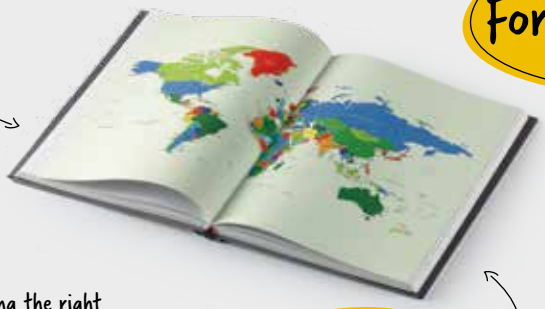


THE DIGITAL COMPETENCE ATLAS

What does it offer?

-> A description of the economic profile of the German-Polish-Czech border region

-> A map providing an overview of the companies located in the region



For whom?

-> For companies, research and development institutes, students, and citizens

For what purpose?

-> Finding the right cooperation partners

-> for more trade and commerce in the border region

-> Searching for cross-border events

The Digital Competence Atlas is an Internet platform for companies, research and development institutions, students and citizens, where all information on the structure of the industry, possible cooperation partners and economic competencies of the German-Polish-Czech border region has been compiled.

On this platform, the contents were gathered in text form as well as in the form of graphic representations and overview maps. The Competence Atlas is equipped with an intuitive search and filter function, which offers a targeted search for companies and institutions with specific technological offers or consulting services.

Is your company or institution active in the region? You can place an entry with the most important information in the Competence Atlas!

You can find information here about planned cross-border events as well. The description of the economic profile of the German-Polish-Czech border region:

WWW.TRIBORDERATLAS.EU

A VIEW OF MOUNT REIFTRÄGER

FOREST CLEARING JAKOBSTHAL

ABOUT THE REGION

THE PERFECT REGION FOR THE REALISATION OF YOUR PLANS

This region is truly unique in comparison to other regions in the world due to: the unparalleled combination of innovation and research power, the location between the most famous European metropolises in the border triangle of Germany, Poland and the Czech Republic, the best education system, and picturesque landscapes and architecture. These reasons, among many others, make the area the perfect business location for the implementation of your ideas, while also simultaneously offering exceptional quality of life for everyone. It is exactly here, in Görlitz, that the birthplace of the future of Europe's innovative, digitalised industry has only begun to establish itself.

ADVANTAGES OF THE REGION

Innovation Leader: Rural but also international

Located in the centre of Europe, the cross-border region offers the potential to reach several million people – whether as customers, professionals or new business partners. All of this is made possible as a result of numerous comparatively cost-effective commercial sites and excellent support from local business development organisations.

Lower Silesia and Saxony are regarded strategically as the most favourably placed investment locations on the Pan-European East-West transport axis. Around Bautzen, Görlitz, Jelenia Góra and Żary, the most innovative factories and companies call this region home and offer other future-oriented companies extraordinary development and cooperation opportunities.

Numerous universities and non-university research institutes are active in the region. The adjacent Spree-Neisse District in northern Saxony as well as the district-free city of Cottbus complement this singular infrastructure, for example, with the Brandenburg University of Technology Cottbus-Senftenberg.

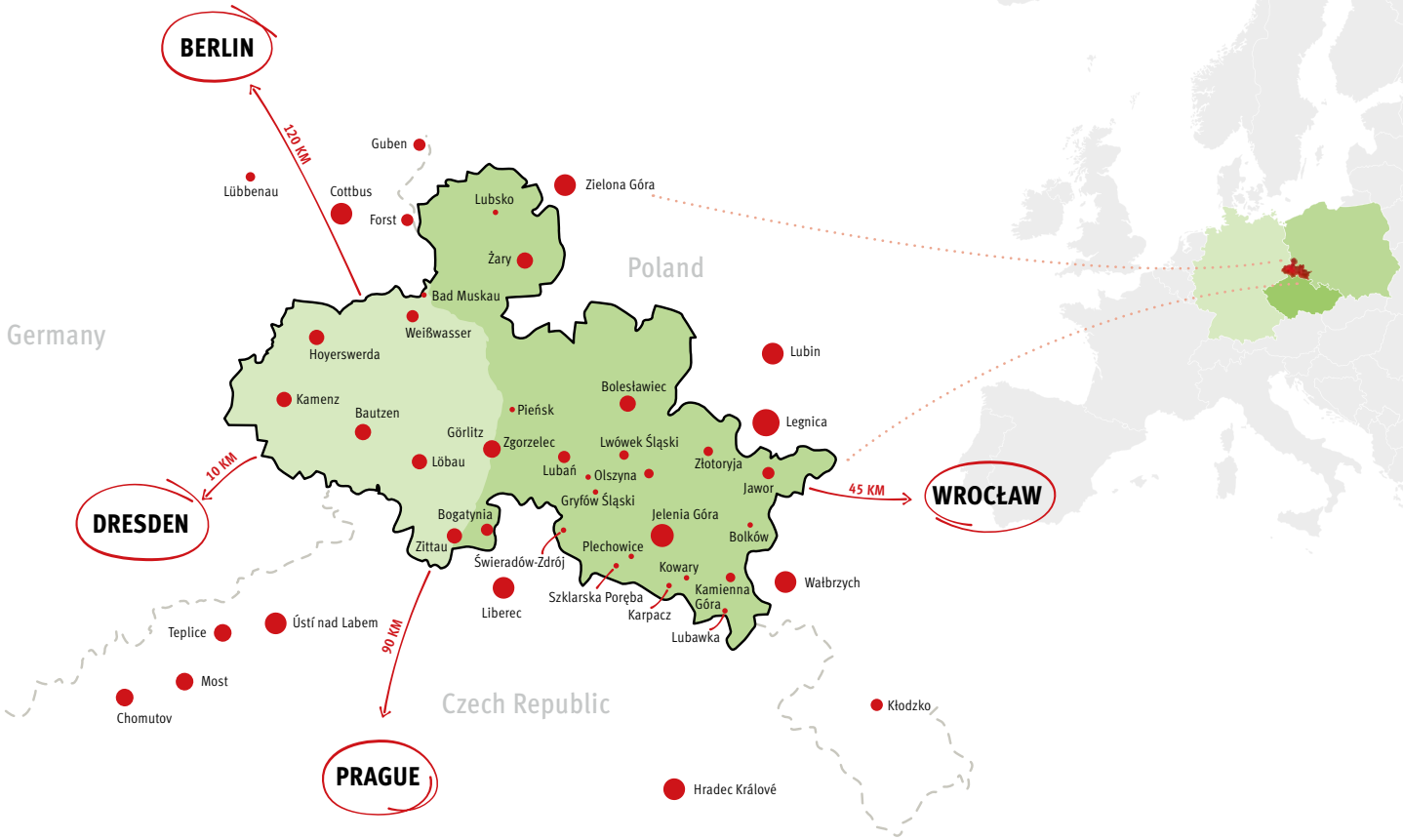
Although the region is comprised of areas in two countries – Germany and Poland – they are more connected than separated by the border. Shared history and experience, cultural influences, economic and geographical location, interpersonal links, lively exchanges and cooperation on the political, economic, cultural and scientific levels turns the area, despite the border, into one region that is continuously growing ever closer together.

Life & Adventure

A diverse range of cultural and leisure activities is the trademark of the region. The cities Bautzen and Görlitz easily impress visitors with one of the most beautiful city centers in Germany - Görlitz has served as a memorable backdrop for several Hollywood film productions (such as ›The Grand Budapest Hotel‹) and has since earned the nickname Görliwood. Nature lovers can also look forward to adventures in the Zittau Mountains (and the Saxon Switzerland national park), swimming in the numerous lakes in Lusatia (the largest artificial lake district in Europe), a trip to the Kleinwelka Dinosaur Park, or a walk through the Prince-Pückler-Park in Bad Muskau, a UNESCO World Heritage Site. Jelenia Góra in Poland, together with the neighbouring famous spa resorts in the Giant Mountains, Karpacz,

MARKET SQUARE IN JELENIA GÓRA

ZACKENFALL WATERFALL



Szklarska Poręba, Świeradów-Zdrój and the Valley of Castles and Gardens are considered the most popular destinations in Lower Silesia, along with numerous soothing thermal baths. The region around Jelenia Góra is consistently regarded as one of the best in Poland in rankings of economic and tourist attractiveness. In Jawor there is the Church of Peace, a UNESCO World Heritage, as well as the famous highest peak Śnieżka (1603m), and the medieval stave-wood church Wang in Karpacz in the Giant Mountains. For both Saxons and Lower Silesians, exploring other historic cities nearby, such as Dresden, Prague, Wrocław and Berlin, is also an appealing, and easily accessible option.

Sound Economy

- **SAXONY:** The local economy is strong: since 2000, Saxony's gross domestic product has grown by 30%. In 2019, a total of 128,1 billion euros in revenue was earned. Saxony is a state of movers and shakers; as of 2018, 75,6% of the employees in the districts of Bautzen and Görlitz have completed vocational training and 12,3% have obtained a university degree. In 2019, a milestone in foreign trade was achieved: over 40 billion euros was generated by the Free State Saxony in exports. Within the EU, France, Poland, the Czech Republic, and Italy are the region's most important trading partners.

THE EUROPABRÜCKE BRIDGE AT THE PARISH CHURCH OF ST. PETER AND PAUL CONNECTS THE EUROPEAN CITY OF GÖRLITZ/ZGORZELEC

Outside the EU, the region has strong trading ties with China, the USA, and the United Kingdom. Saxony has the strongest exports of automotive products and electronic products.

- **POLAND:** The following industries are strongly represented in the region: mechanical and plant engineering, automotive, and metal and plastics processing. Due to the high tourist appeal of the region, the tourism and catering industry has also become well established here. The IT, automation and electronics sectors are becoming increasingly important, in particular for their support of the development of local Industry 4.0. SMEs in the region focus their invest on equipment and tools, machinery and equipment and vehicles. Exports account for 16-19% of locally manufactured products.

The adjoining regions to the north and south expand the business portfolio of the region. For example, South Brandenburg is primarily home to manufacturing enterprises from the chemical and plastics, metal, automotive, information and communication technology as well as the logistics branches which make the location so inviting to suppliers and service providers alike. In the adjoining region of Liberec (Reichenberg region) to the south, the manufacturing trade focuses also on automobile construction and the production of rubber and plastic products. Tourism is an important segment of the Liberec region's economy. In the region of Usti (Aussig region), the trade sector and, above all, agricultural enterprises complement the business profile of the border triangle.

	SAXONY Disctrict of Bautzen + District of Görlitz	**POLAND** Subregion Jelenia Góra + District of Żary
Inhabitants	553,203	659,207
Most important cities	Görlitz, Bautzen, Zittau, Kamenz, Weißwasser, Bischofswerda, Hoyerswerda, Radeburg, Niesky, Löbau	Jelenia Góra, Bolesławiec, Jawor, Lubań, Lwówek, Kamienna Góra, Karpacz, Szklarska Poręba, Zgorzelec, Złotoryja, Żary
Working population	287,610	129,702
Average wage (year)	33.400 EUR	11.205 EUR (50.880 PLN)
Traffic routes	Highways A4 and A18, numerous national roads, dense rail network, major international airports in Dresden, Leipzig/Halle (with the largest DHL-hub in Europe), Wrocław (in Poland) and Prague (in Czech Republic)	

SCHNEEKOPPE – THE HIGHEST PEAK OF THE GIANT MOUNTAINS (1,603.2 M)

The Region in Numbers

This appealing location in the cross-border region is ideal for companies and families. The metropolitan areas of Berlin, Dresden, Leipzig, Wrocław, Liberec, Kraków, Poznań and Katowice are within a maximum 1-3 hours' drive, from where there is a surplus of professionals, customers and business partners at your disposal. For the past 14 years, Saxony has been known for the best education system in Germany. Lower Silesia is also recognized as the leader of Poland in terms of education and research. The graduates from this region will not only become future local entrepreneurs, inventors and experts, but also your employees and customers. We can guarantee that once you live in this captivating region, you will quickly see the benefits of calling it home.

TOP 10 REASONS FOR THIS REGION

01 Centrally located in Europe between the metropolises Berlin, Prague, Dresden and Wrocław.

02 Rural & international: affordable commercial space situated close to the borders of Germany, Poland and the Czech Republic.

03 Top innovative power: adjacent to the European Innovation Leader region of Dresden, almost 100 research institutions within a radius of approx. 100km.

04 Invest here: Saxony ranked 1st for the highest investment rate of Germany, Lower Silesia considered Poland's best location for investment.

05 Grow here: Lower Silesia seen as one of the fastest growing regions in Europe, Saxony ranked 3rd place for economic growth in Germany.

06 Manufacture smart here: highly automated operations and digitalised companies contribute to the development of industry 4.0 in the region.

07 Be e-mobile here: with Kamenz (Germany) and Jawor (Poland), the region is home to 2 of Daimler's most modern battery factories and the planned largest Tesla factory in the world is only a 1.5 hours away by car.

08 Transport here: the largest DHL express hub in Europe is only about 1.5 hours away from Bautzen by car, the Highway A4 is the most important Pan-European East-West axis between Ukraine via Poland and Germany to other countries in Western Europe.

09 Learn here: Saxony has the best education system in Germany, Lower Silesia also has the best schools and universities available in Poland.

10 Live here: mountains, lakes, castles, cities as beautiful as rare jewels, spacious apartments and houses offer the finest quality of life.

THE BUSINESS COMPETENCIES OF THE REGION SAXONY

THE ALLIANCE FOR PROFESSIONALS

A Saxony-wide platform of representatives from the Saxon economy, trade associations and other organizations and institutions that is committed to ensure the sustained availability of skilled workers in Saxony.

AGRICULTURAL TECHNOLOGY

Companies in Lusatia recognized the opportunities of the industrial development early on and began manufacturing agricultural machinery as early as 1856. Today, the region and its companies are dedicated to modern processes for agricultural engineering. With the help of intelligent, small, light and flexible machines, the companies and research partners want to take the next step forward towards sustainable agriculture.

MECHANICAL AND PLANT ENGINEERING

For almost 200 years, the efficiency and innovative power of the Saxon mechanical engineering industry has been based on the spirit of innovation and a modern and strong industrial structure. This includes large companies in the sector, such as Siemens and strong representatives from the medium-sized industry, such as Niles-Simmons Industrieanlagen, Starrag GmbH and EMAG GmbH.

In 2018, around 1,000 companies with approx. 45,000 employees achieved a turnover of 8,466 billion euros throughout Saxony. More than half of the goods manufactured in Saxony are exported and thus account for 17 percent of Saxony's export turnover. Machines and plants from Lusatia can be found in many plants of the automotive industry worldwide, including BMW, Volkswagen, General Motors and Ford, whose production plants are located, for example, in Canada, USA, China and Spain.

With mechanical engineering and the close connection to microelectronics and software development in the Dresden region, a strong driving force for innovations in other areas has also developed.

SIEMENS INNOVATION CAMPUS GÖRLITZ

A hot spot for future technologies will be created on the German-Polish border: The Siemens Innovation Campus will develop into a centre for further technology and industrial companies, start-ups and research institutes. The main focus will reflect some of the region's strengths and specializations: automation, digitalization, innovative materials, manufacturing technologies, and energy technology. For example, Leipzig Graduate School of Management (HHL) is planning to set up a ›Digital Space‹ here to provide even better support for start-ups in Saxony.

»MADE IN SAXONY« SINCE NOVEMBER 2019: THE VOLKSWAGEN ID.3

MOBILITY AND ELECTROMOBILITY

Automotive and E-Mobility

The sector with the highest revenue gives the Free State of Saxony its nickname: »Autoland Sachsen«. Well-known vehicle and engine plants such as Porsche, BMW and Volkswagen as well as approx. 780 suppliers, equipment and service providers to the automotive industry have settled here and, with 95,000 employees, generate more than a quarter of the state's industrial turnover.

A new battery factory by Daimler was built near Kamenz, Dresden and Zwickau have become the centre of the Volkswagen Group's electromobility activities, and in Leipzig the i3 and Panamera S E-Hybrid models are produced by BMW and Porsche.

HYDROGEN CENTRE GÖRLITZ

This is where the future of industry, mobility and cleantech is being shaped: As part of the Siemens Innovation Campus, 100 specialist jobs will be created in the newly founded »Fraunhofer Hydrogen Laboratory Görlitz« (HLG) - Center for Hydrogen Technologies - between 2020 and 2025. The entire hydrogen value chain »Power to Hydrogen to Power« (P2H2P) is to be represented here and ensure that the technology reaches industrial maturity.

The local production of batteries, power electronics, and powertrain components is made possible from the broad-based automotive supplier and electrical industry environment in Saxony. The largest test centre for autonomous driving in Europe is being built in Lusatia, only 15 km north of the border with the district of Bautzen.

Railway Technology

Saxony is one of the top 3 locations for this industry in Germany. Around 13,000 employees in more than 240 companies generate annual sales of around one billion euros. Saxony has had the best competencies, networks and universities in this field of technology for over 175 years. Saxony's railway technology engineers are highly esteemed and sought-after worldwide.

In Bautzen, Bombardier manufactures long-distance and regional trains as well as trams for Europe and the rest of the world. Additionally, Waggonbau Niesky is at the heart of rail vehicle construction in the Lausitz region. A large number of innovative suppliers such as Lausitz Elaste or Lakowa and service providers such as Cideon Engineering have established themselves all around the area. The clusters BTS Rail Saxony and SET4FUTURE as well as the Smart Rail Connectivity Campus in Annaberg-Buchholz accompany numerous innovations in the industry and lead rail technology into the future.

PLASTICS MEET RAIL TECHNOLOGY

Headquartered in Rothenburg, Lausitz Elaste provide high-quality elastomer products for all kinds of applications: From individual, customized solutions all the way to industrial mass production.

Aerospace Industry

In Zittau and in Dresden, the German Aerospace Center (DLR) researches future technologies for transport, security, digitization and energy. The Saxony Lightweight Construction Alliance also contributes to this industry. Especially at the Dresden University of Technology with the Institute of Aerospace Engineering, the Institute of Lightweight Construction and Plastics Technology (ILK) and the Institute of Fluid Mechanics, new innovations are regularly created. Even the famous engine manufacturer Rolls-Royce initiated an interdisciplinary research alliance here.

Of the approximately 160 companies and research institutes located here with more than 7,000 employees, Elbe Flugzeugwerke GmbH (EFW) is the largest company in the 1.4 billion-euro aerospace industry, led by the ST Aerospace and Airbus groups. Other suppliers such as OLUTEX GmbH provide the major manufacturers such as Airbus or Boeing with high-quality parts »Made in Saxony«.

AUTOMATION, ELECTRONICS AND MICROELECTRONICS

Microelectronics

Silicon Saxony - the largest cluster for micro-electronics and information and communication technology in Europe - has a lot to offer: 2,400 companies with a total of 64,000 employees and a turnover of approx. 15 billion euros. Every third European chip is produced in Saxony. The world's most modern production facilities of Globalfoundries, Infineon Technologies, Bosch and Siltronic AG are also located here, as are suppliers of automation technology such as Fabmatics. The researchers of the »Centre for Tactile Internet with Human-in-the-Loop« (CeTI) cluster of excellence or the Else Kröner-Fresenius Centre for Digital Health, which is to develop the digital revolution in the operating room with 40 million euros over the next few years, provide numerous innovations.

Saxony is also the European leader in the field of organic and flexible electronics - the entire value-added chain from basic research to production and market-ready products is represented in this region in eastern Germany. Currently, more than 40 companies and 20 research institutes are working in the Organic Electronics Saxony cluster.

WITH A PATENTED TECHNOLOGY, EAST-4D PRODUCES THE JET ENGINE INLET CONE FOR THE AIRBUS A350-900 XWB.

ATN HÖLZEL FROM OPPACH PROVIDES COMPLETE SOLUTIONS FOR BONDING AND AUTOMATION TECHNOLOGY.

Automation

Smart Systems and Industry 4.0. are also based in this region: with mechanical engineering and the close links to microelectronics and software development in the Dresden region, a strong driver for innovations in other areas has also developed.

The competencies required for the digitalization of the global industries are concentrated here in Saxony. Research is also involved in 5G technology and human-machine collaboration. Thus, the location has the decisive success factors to advance the industries in the digital transformation with basic IoT technologies from one source.

SOFTWARE, DIGITALIZATION

Lusatian companies use digital technologies in the development and production of modern agricultural machinery, complex vehicle electronics or software for global corporations, the rail network but also for small and medium-sized enterprises. 5G telecommunications opens up new business fields in Lusatia, not only on the ground in autonomous driving or smart farming, but soon also in automated aviation in the Hoyerswerda region. The technological background of Lusatia offers an excellent platform for the mobility of the future. Here, Siemens and Bombardier have set the course for new vehicle and hydrogen technologies.

Throughout Saxony, around 1,600 software companies with around 27,000 employees are working on the Internet of Things (IoT), smart factories, 5G communication technology and the mobility of the future, focusing in particular on embedded systems, big data, smart data, IT security, operation systems and business software.

5G RESEARCH IN SAXONY

At the 5G Lab Germany at the Technical University of Dresden with more than 600 scientists from 20 different research areas, intensive research on 5G communication networks is carried out. From the very beginning, one of the associated partners has been Deutsche Telekom.

GERMAN-POLISH RESEARCH INSTITUTE FOR FUTURE TECHNOLOGIES CASUS

By 2022, 10 million euros are being invested in interdisciplinary digital German-Polish systems research at the Center for Advanced Systems. It will provide excellent conditions for 200 IT specialists and mathematicians from all over the world. The Polish-German-Czech cross-border region is set to take on the role as an international leader in the fields of innovative simulation, modelling, mathematics and data science.

THE FRAUNHOFER PLASTICS TECHNOLOGY CENTER IN ZITTAU DEVELOPS LOAD-COMPLIANT ULTRAHARD PLASTIC COMPONENTS

PLASTICS AND METAL PROCESSING

With a share of approx. 12 percent of total revenue, plastics and metal processing together form a strong pillar of the economy in Upper Lusatia.

Plastics Processing

With 155 companies and around 12,500 employees, the plastics industry is one of the strongest sectors in Saxony. With annual revenue of around 2.1 billion euros, it plays a key role in Saxony as a supplier, especially for the automotive industry. On the German side, the Upper Lusatia region, with over 90 companies and approx. 4000 employees, is characterised by a large number of specialised plastics processing companies. On the Czech side, in the District of Liberec, there are even 200 companies operating in the plastics industry.

The system providers include traditional companies such as ZiK - Zittauer Kunststoff GmbH in Zittau, plastic concept gmbh and Lakowa Gesellschaft für Kunststoffbe- und -verarbeitung mbH). In order to continue to assert itself on the international market, research and development of new products and processes, as well as the recruitment and training of the next generation of skilled workers is being promoted. The Fraunhofer Plastics Center Oberlausitz in Zittau provides significant support in this area.

Metal Processing

About one third of all Saxon mechanical engineering and metalworking companies in our region are active in the areas of special machine and tool construction as well as fixture, plant and metal construction, e.g. as suppliers for the automotive industry.

The industry includes, among others, HPF GmbH & Co. KG, PRAGMA GmbH, Havlat GmbH, Arnell Arno Hentschel GmbH and JOHNSON Drehtechnik GmbH. The companies and research institutions in Upper Lusatia offer a wide range of products from the metal and plastics processing industry and are particularly interested in cross-border cooperation. For example, the traditional blacksmith's shop in Jawor, together with the Fraunhofer Institute for Machine Tools and Forming Technology IWU, which operates the Fraunhofer Plastics Center Upper Lusatia in Zittau, developed methods to innovatively adapt their technologies to the requirements of the European and global forging market.

MECHANICAL ENGINEERING AND METALWORKING IN EASTERN SAXONY - TEAM 22

The companies of the association maintain close cooperation relationships for the implementation of joint projects. At the same time, they maintain cooperation with final producers in Eastern Saxony as well as in other regions of Germany and abroad.

The companies of TEAM 22 strengthen their competitiveness through a lively internal exchange of experience and by jointly opening up international markets. At present, TEAM 22 employs over 1,000 people. The group of companies is always ready to integrate further companies into TEAM 22. Every two years, the cooperative network organizes the East Saxon Machine Construction Days and presents the entire service spectrum available in the region.

THE BUSINESS COMPETENCIES OF THE REGION POLAND

ECONOMY AND LABOUR MARKET

In the Jelenia Góra sub-region, which includes 9 counties of the Polish part of the eligible area in the INTERREG Poland - Saxony 2014-2020 cooperation program, the GDP per capita is PLN 40,438 (for the Lower Silesia Voivodeship PLN 57,228), and in the Zielona Góra sub-region, with the county Żarski - PLN 43,131. Although the share in the gross domestic product of the region is not significant (from 1.2 to 1.4%), there are many reasons to expect that this share will systematically increase.

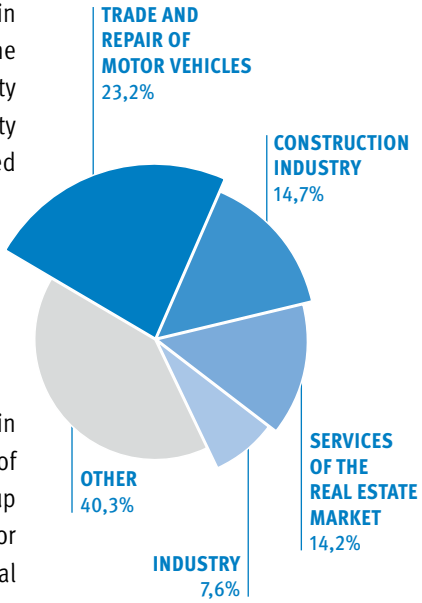
Wages in the region are rising systematically, but still differ from the average of the voivodeships. The average for the Lower Silesia Voivodeship in 2018 was - 4,942.39 PLN, and for the Lubuskie Voivodeship in 2018 - 4,239.92 PLN. In relation to the national average, the level of remuneration in the region ranges from 81.5% to 91.6% of the average value.

The inhabitants of the region are well educated. This is proved by the number of people with university degrees in both voivodeships. An important feature of the education of the population in the region is the fact that very few professionally active people are unemployed.

A total of 129,702 people are employed in the region. Unemployment, measured by the unemployment rate, ranges from 3.6 in the city district of Jelenia Góra to 14.8 in the county of Złotoryja. The total number of unemployed registered in the region in 2018 was 15,289.

STATISTICS ON MARKET PARTICIPANTS

The region is home to 75,930 participants in the national economy. The largest share of the region's economic structure is made up of companies in the fields of trade and motor vehicle repair (23.2%), construction (14.7%), real estate services (14.2%) and industry (7.6%).



STEEL PARTS FOR SUPPORTING PILLARS AND WORK PLATFORMS IN MINING

As a manufacturer of diverse steel structures for the rail, mining, automotive, and construction branches, Grupa Ładziński has been cooperating with numerous international companies for many years now.

There are 4135 trading companies in the region, of which 882 (almost 21%) are companies with foreign capital. In 2018 the region's companies made investments of PLN 4,258 million, of which no less than 87% (PLN 3,721.54 million) are industrial investments. The gross value of fixed assets of companies in 2018 amounts to PLN 73,641.1 million. Again, industry has a dominant share (almost 76%). Industry also has the largest share of gross value added in PLN millions (about 33%).

Micro, small and medium-sized enterprises dominate the region's economic structure. Their number in 2017 was 75,445, by comparison there are 58 large companies.

The largest expenditures of SMEs in the region are for equipment, tools and devices (57-62%), machinery and equipment (47-58%) and means of transport (25-33%). The least amount is spent on intangible assets (3-5%) and digital technologies (5-12%). 16-19% of local SME products are exported. Small and medium-sized enterprises increasingly implement product (approx. 15% of the companies) and process innovations (8%). The dominant amount of investment expenditures of local SMEs is 10 thousand. An important feature of the discussed group of companies is a relatively low tendency to unification. Only 3-4% of the SMEs belong to branch organizations and associations.

DOMINANT ECONOMIC SECTORS

The structure of the region's economy is diverse, as it is determined by its history, tradition and current directions of development, including investments. However, there are several sectors that have found excellent conditions for development in the region. These are:

- Machinery and plant engineering sector,
- Automotive sector,
- Metal and plastic processing sector.

The region has unique tourist attractions, both in terms of nature and cultural heritage. An important part of the region's economy is therefore the tourism sector with hotels, guesthouses, leisure and catering facilities and event companies.

With the development of the idea of Industry 4.0, the IT and electronics sector and the field of industrial automation are playing an increasingly important role in the region's economy.

MACHINERY AND PLANT ENGINEERING

The machinery and plant engineering sector belongs to the group of industrial processing sectors and includes activities such as the manufacture of electrical equipment, the manufacture of machinery and equipment not classified elsewhere, the manufacture of other general purpose machinery, the manufacture of agricultural and forestry machinery and the manufacture of other special purpose machinery.

The construction of machinery and equipment is classified as an intelligent specialization of the economy of the region (Lower Silesia Voivodeship). This sector is very strongly represented in the economy of the region.

The revision of the Polish Classification of Economic Activities allowed the identification of companies operating in the region in this sector. In total, the sector comprises of 58 enterprises, of which 26 are micro-enterprises, 15 are small enterprises, 14 are medium-sized and 3 are large enterprises.

An important support for the development of the sector in the region is the Technical University Wrocław and its Faculty of Mechanics (based in Wrocław with a branch in Jelenia Góra), one of the most important in Poland. The Faculty operates several laboratories, including the laboratories accredited by the Polish Accreditation Centre in the Department of Computer Aided Design (testing the design of machines, mechanical equipment and vehicles) and the Reverse Engineering Laboratory (including assistance in designing customized products and planning regeneration of damaged products).

Examples of companies from the machine and plant construction sector which excel with a high degree of innovation and internationalization include Agromet Zehs Lubań SA, a manufacturer of hydraulic cylinders, as well as PMPoland, a traditional manufacturer of paper machines located in Jelenia Góra.

AUTOMOTIVE INDUSTRY

The automotive sector (the production of motor vehicles, trailers and semi-trailers), together with the companies that are their first and second tier suppliers, is the second most important economic sector in Poland and the largest in the region.

The review of the Polish Classification of Economic Activities made it possible to identify companies in the region operating in this sector. In total, the sector comprises of 20 companies, including 7 micro-enterprises, 4 small companies, 4 medium and 5 large companies.

BATTERY PRODUCTION

Mercedes-Benz Cars operates as many as two corporate sites of its global battery production network in the region: In the Saxon city of Kamenz, batteries have been produced already since 2012; in the Polish city of Jawor, the production of electric batteries for new vehicle types is about to begin.

The automotive industry is a priority sector for the Polish government and the self-governments of the voivodeships included into the districts of the INTERREG program. Among the most important forms of support available in Poland for investors from the automotive industry are:

- Income tax exemptions in special economic zones,
- Direct financial support for the implementation of new investment projects, exemption from property tax on the basis of the relevant local government regulations applicable at the place of investment
- Various forms of support for the employment of unemployed persons offered by the district employment offices,
- Support within the framework of programs co-financed by EU funds and designed to support R&D activities (e.g. Innomoto),
- Tax benefits for R&D activities.

Examples that illustrate the potential of the automotive sector in the region IS-POLSKA Ltd. in Jawor, which boasts a very high level of innovation, including its own research and development facilities and a strong Daimler investment in Jawor (the value of the project is EUR 500 million and 1000 employees at the Jawor plant).

PLASTIC AND METAL PROCESSING SECTOR

This is one of the most complex sectors in terms of the scope of activities. It is one of the most important sectors in terms of the Polish classification of economic activities:

- Production of rubber and plastic products
- Production from other non-metallic mineral raw materials
- Metal production
- Manufacture of fabricated metal products, except machinery and equipment

The review of the Polish Classification of Economic Activities allowed the classification of companies in the sector concerned, with a division into plastic and metal processors operating in the region. In total, the plastics processing sector comprises of 44 enterprises, of which 17 are micro-enterprises, 17 small enterprises, 7 medium-sized and 3 large enterprises. In the case of the metal processing sector (172 enterprises), up to 110 enterprises are micro enterprises, 38 small, 20 medium-sized and 4 large enterprises.

Examples of companies in the field of metal and plastic processing which demonstrate a very high quality level of their products and carry out activities in the field of robotization of production processes are Gerresheimer Bolesławiec SA and Kuźnia Jawor SA.

IT SECTOR

Within the IT sector, companies are active in the following areas: software, IT consultancy, management of IT equipment, data processing, website management, operation of web portals, and consultancy on computer equipment, maintenance and repair of office, accounting and computer equipment.

The review of the Polish Classification of Economic Activities made it possible to identify companies operating in the region in this sector. In total, the IT sector comprises of 130 companies, of which 120 are micro-enterprises, 6 are small enterprises, 3 are medium-sized and 1 large company. The best example of world-class companies from the IT sector located in the INTERREG program region is the software company CodeTwo from Jelenia Góra.

AUTOMATION AND ELECTRONICS

The development of the electronic sector in Poland dates back to the 1930s. The post-war years proved that since that time electronics has become one of the fastest growing industries in the world, as it is a carrier of technological and civilization progress. At the beginning of the 1990s, the electronics industry was in the interest of many foreign corporations, which had a lasting impact on their presence on the Polish market. Among them were Schneider Electric, Alcatel-Lucent and Philips. Today the electronics industry is one of the fastest growing segments of the Polish economy. Within its activity the electronic sector offers digital machines, telephone sets, radio receivers and televisions.

The electronic sector is related to the industrial automation sector - the automation branch dealing with the automation of manufacturing and technological processes. It is currently the fastest growing branch of electrical engineering. The automation of production and industrial processes is implemented by device systems, which form the industrial automation system. Elements of industrial automation systems include equipment and machines that perform production or industrial processes: assembly devices and assembly lines, handling devices, palletizing systems, packaging lines, presses, robots, control and measuring devices installed on these machines and equipment (metrology, sensors, transducers, gauges, indicators, recorders), vision systems, execution devices: valves, motors, drives, throttle valves, dosing and process pumps, control devices: PLC drivers, industrial computers, operator panels, software for control and visualization of production and industrial processes driver software, HMI/SCADA, DCS or communication systems: Industrial networks, radio modem networks, GPRS and their successors.

The revision of the Polish Classification of Economic Activities has made it possible to identify companies operating in the region in this sector. In total, there are 5 companies in the electronic sector, together with automatics, of which 2 are micro-enterprises, 2 small and 1 medium-sized.

An example of an innovative company from the electronics industry is AdeoScreen Sp. z o.o. in Złotoryja, while the extraordinary potential of the automation sector in the region is perfectly illustrated by the example of Metal Master, based near Jelenia Góra.

INVESTMENT OFFER – POLAND

The region (The Polish part of the area eligible for the INTERREG cooperation program Poland - Saxony 2014-2020) is located in the south-western and central-western part of Poland and borders with both Germany and the Czech Republic, which is an important element in facilitating and intensifying international economic cooperation. The membership of the districts of the region in the Euroregion Neisse and the Euroregion Spree-Neisse-Bober creates conditions for partnership.

The investment offer of the region is very attractive, it consists of firm and temporary offers, which are submitted to investors by the local governments. They are also prepared centrally in the form of Special Economic Zones and more recently the Special Investment Zone. Special Economic Zones are unique places on the map of each region in terms of investment attractiveness. There are 4 economic zones in the region:

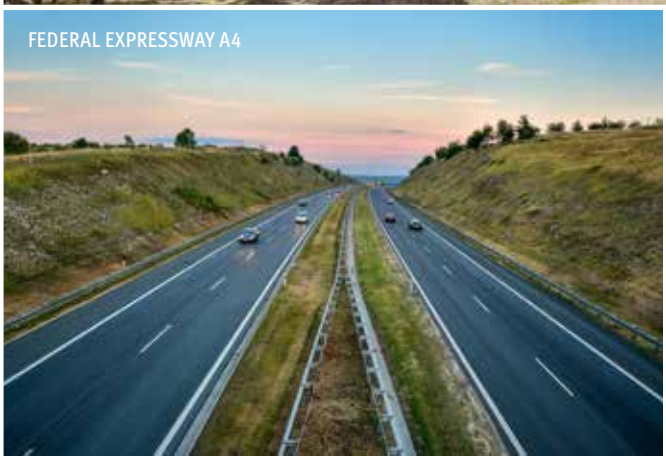
- Special Economic Zone for small businesses in Kamienna Góra, with an area of 1386 ha
- Special Economic Zone Wałbrzych »INVEST - PARK« with an area of 1639 ha
- Special Economic Zone Legnica with an area of 918 ha
- Special Economic Zone Kostrzyń-Słubice with an area of 900 ha

Recently the Polish government introduced the so-called Polish Investment Zone as a support for the economic potential of the country. This program is an extension of the Special Economic Zones - tax breaks are available for investments at any location in Poland. The whole of Poland has become an economic zone. Since the implementation of the new regulations, investors can benefit from income tax exemptions related to new investments located in any location in Poland.

SCHNEEGRUBEN IN THE WESTERN PART OF THE GIANT MOUNTAINS

WROCLAW AIRPORT

THE »HOLY SPIRIT« PROTESTANT CHURCH OF PEACE IN JAWOR



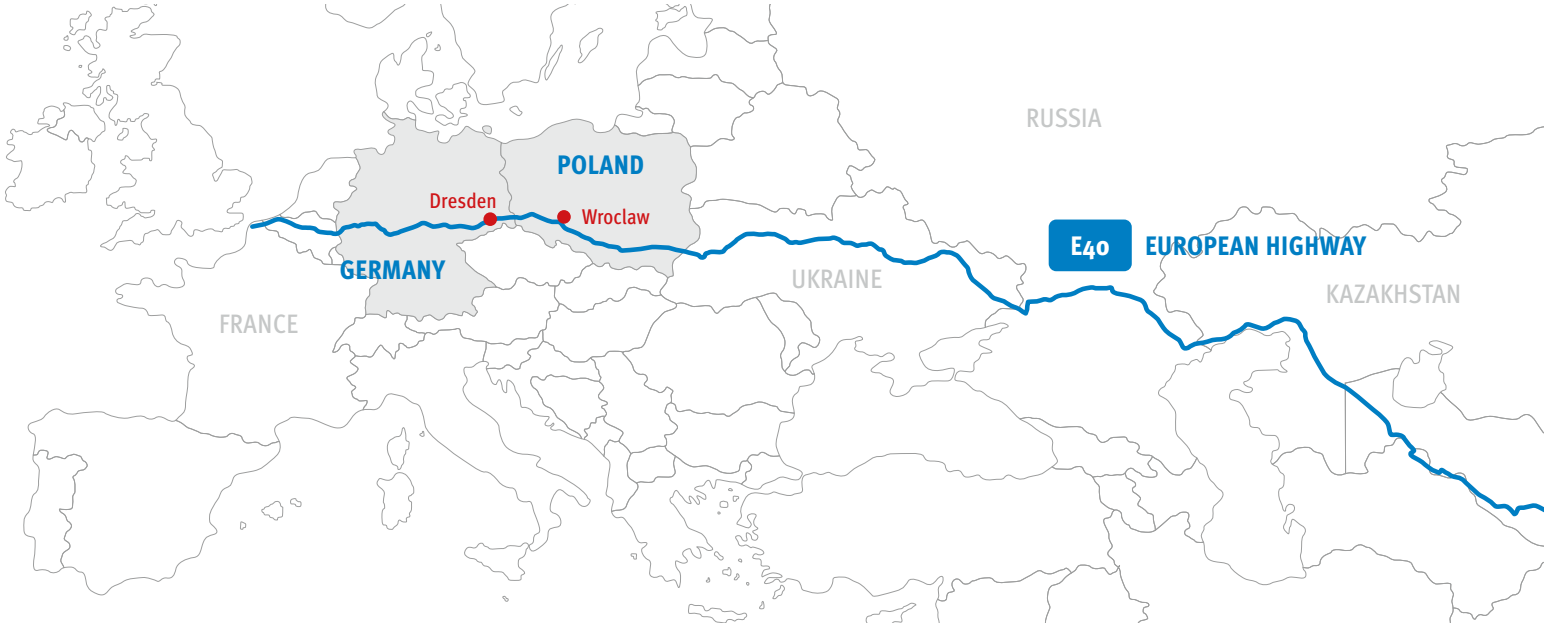
FEDERAL EXPRESSWAY A4

SERVICE CENTER FOR FOREIGN PARTNERS KARR S.A.

In order to meet the expectations of its customers, the Karkonoska Agencja Rozwoju Regionalnego (Karkonoska Agency for Regional Development) has established a service center for foreign partners. It is the first point of contact for foreign entrepreneurs interested in investing in Lower Silesia, as well as for Polish entrepreneurs starting and carrying out export activities in Germany and the Czech Republic.

Areas of support:

- Site selection
- Assistance with formalities
- Mediation of business partners
- Staff training
- Comprehensive organization of conferences, seminars, study trips, cooperation exchanges and fairs.



INVESTMENT OFFER

The Wirtschaftsförderung Sachsen GmbH provides answers to inquiries from investors and supports those who are interested in Saxony as a business location. We accompany domestic and foreign investors from the initial idea to the realization of their investment project. With 25 years of experience in business development we are excellently qualified to help your project in Saxony become successful. Your personal advisor will be at your side from the very beginning.

OUR PACKAGE FOR YOU

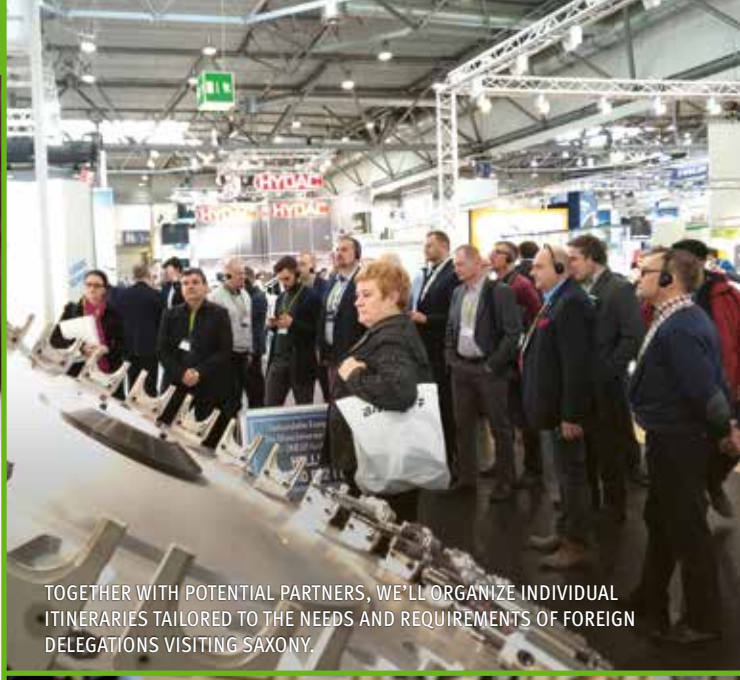
Based on your requirements, we create individual information packages on regions, locations, industries, markets, human resources, funding programs, suppliers, the research infrastructure and much more.

These materials are prepared in close cooperation with the relevant partners in Saxony (ministries, chambers, associations, networks, companies, research institutions, municipal partners, etc.).

TECHNOLOGY AND START-UP CENTER BAUTZEN GMBH

Innovative companies are established and supported here. In this centre, approx. 10,000 m² of office and production space are available for rent. The TGZ conducts technology transfer and business development projects in the mechanical engineering and metalworking sectors as well as in the technology fields ICT, electronics and energy technology. In addition, the centre supports start-ups and coordinates regional business networks.

CURRENTLY, SAXONY'S ONLINE INDUSTRIAL REAL ESTATE DATA BANK CONTAINS MORE THAN 400 AVAILABLE COMMERCIAL LOTS AND ABOUT 240 COMMERCIAL PROPERTIES IN SAXONY.



TOGETHER WITH POTENTIAL PARTNERS, WE'LL ORGANIZE INDIVIDUAL ITINERARIES TAILORED TO THE NEEDS AND REQUIREMENTS OF FOREIGN DELEGATIONS VISITING SAXONY.

AT THE WFS, YOU'LL FIND COMPETENT CONTACT PARTNERS FOR ALL YOUR BRANCH-RELATED QUERIES!

ESTABLISH YOUR NEW BUSINESS LOCATION IN SAXONY IN JUST 4 STEPS:

1. | **LOCATION CHOICE MADE EASY(ER)**

We will be pleased to make the organisational preparations for the site visit and to guide you through it. We will put you in touch with the right contacts on site, who will introduce you to the specific advantages of the location.

2. | **WE ARRANGE CONTACTS**

We will put you in touch with the right people: regional / local authorities, banks, VC / CVC companies, legal advisors, potential cooperation partners, industry networks or even the contractors of your future production facility.

3. | **WE MOVE YOUR PROJECT AHEAD**

We support you in the initial phase of your project. We help you with information and contacts - with application procedures (e.g. business start-up, subsidies), with the recruitment / qualification of employees, with the establishment of supplier relationships or the entry into industry networks.

4. | **NO END, BUT ALWAYS A BEGINNING**

Even after the successful completion of your project, we are there for you whenever you need us. Do you want to expand continuously? Do you need more employees, new research contacts or additional suppliers? Do you need information on current funding programmes? Or you want to enter new markets from Saxony? Just contact us!

WWW.STANDORT-SACHSEN.DE/DE/KONTAKT

THE PROJECT

The cross-border EU project **»DigiNetPolSax – Digitalization for the Common Economic Area«** was implemented by the Saxony Economic Development Corporation (WFS) as the lead partner together with the Karkonoska Agency for Regional Development (KARR S.A.), the Technology and Start-Up Center Bautzen (TGZ), and the Zittau/Görlitz University of Applied Sciences within the scope of the cooperative program INTERREG Poland-Saxony between 2014 and 2020.

The project reflects the challenges and deficits in the Saxon-Polish assisted area that are associated with the ongoing digitization in companies. The challenges resulting from digitization are taken up in the project and used as potential for the development of economic links in the assisted area. One of the project goals is to implement a digital competence atlas and a B2B matchmaking tool as digital instruments for the implementation of cooperation-promoting measures in the tri-border region. In addition, information and cooperation events will be held to discuss the challenges and solutions associated with the digitization and implementation of Industry 4.0 in order to positively influence the innovative ability of SMEs and contribute to the reduction of innovation barriers in the funding area.

Project period: March 2019 – February 2021
Project budget: 605 520,07 EUR
(thereof EUR 505 542,63 ERDF funding)

PROFILE OF THE PROJECT PARTNERS

WIRTSCHAFTSFÖRDERUNG SACHSEN

As a state-owned company of the Free State of Saxony, the **Wirtschaftsförderung Sachsen GmbH (WFS)** is active in three main areas: It advertises Saxony as a business location and provides comprehensive advice to potential investors on settlement projects. It supports Saxon SMEs with technology- and industry-related business trips, organizes participation in international trade fairs and symposia to support their export efforts and initiates cooperation with companies outside of Saxony. It supports Saxon SMEs in areas such as innovation management and technology transfer.

KARR Karkonoska Agencja Rozwoju Regionalnego | DOLNY ŚLĄSK

Karkonoska agencja rozwoju regionalnego **(Regional Development Agency) – KARR S.A.** with the seat in Jelenia Góra is responsible for the promotion of the Jelenia Góra region and its economic potential. Within this framework KARR implements national and international projects. It supports employers in developing their companies, creating new jobs, finding new markets and positioning the companies in the region and abroad. Within this framework, KARR offers free IT and consulting services, study trips, cooperation exchanges, training, conferences, as well as favourable loans with EU funding.

Hochschule Zittau/Görlitz UNIVERSITY OF APPLIED SCIENCES | Fraunhofer IWU

Hochschule Zittau/Görlitz (University of Applied Sciences Zittau/Görlitz) – **HSZG** offers an excellent basis for research and development projects due to its strong research focus on »Energy and Environment«, »Transformation Processes in Economy and Society« and »Materials-Structure-Surfaces« as well as a close technical and organizational connection with the **Fraunhofer Plastics Center Upper Lusatia** as a regional branch of the Fraunhofer IWU. In particular, research and teaching in the Department of Mechanical Engineering and Mechatronics with its expertise in automation and networked production processes (Industry 4.0) will play an important role in the DigiNetPolSax project.

TGZ Technologie- und Gründerzentrum Bautzen GmbH

Technologie- und Gründerzentrum Bautzen GmbH (Technology and Start-up Center Bautzen GmbH) – TGZ is the location where innovative companies are settled and supported. The TGZ carries out technology transfer and business development projects. The project activities focus on the mechanical engineering and metalworking sectors as well as the technology fields ICT, electronics and energy technology. In addition, the center promotes business start-ups and coordinates regional business networks.

YOUR CONTACT PARTNERS

IN SAXONY

Saxony Economic Development Corporation (WFS)
Andreas Lippert
Phone: +49 351 2138-211
andreas.lippert@wfs.saxony.de
www.standort-sachsen.de

District of Bautzen
Jens Frühauf
Phone: +49 3591 5251-61200
wirtschaft@lra-bautzen.de
www.landkreis-bautzen.de

District of Görlitz
Holger Freymann
Phone: +49 3581 663-3301
kreisentwicklung@kreis-gr.de
www.kreis-goerlitz.de

Lower Silesia-Upper Lusatia Development Corporation (ENO)
Sven Mimus
Phone: +49 3581 32901-0
info@wirtschaft-goerlitz.de
www.wirtschaft-goerlitz.de

Zittau/Görlitz University of Applied Sciences
Prof. Dr.-Ing. Sebastian Scholz
Phone: +49 3583 54086-4009
Sebastian.Scholz@hszg.de | www.hszg.de

Fraunhofer Plastics Center Upper Lusatia
Fraunhofer Institute for Machine Tools and Forming Technology IWU
Prof. Dr.-Ing. Sebastian Scholz
Phone: +49 3583 54086-4009
Sebastian.Scholz@iwu.fraunhofer.de
www.iwu.fraunhofer.de

Technology and Start-Up Center Bautzen (TGZ)
Michael Paduch
Phone: +49 3591 380-2020
tgz@tgz-bautzen.de | www.tgz-bautzen.de

Regional Office of the Lower Silesia Voivodeship in Dresden
Forum am Carolaplatz
ul. Wilhelm-Buck-Straße 2
01097 Dresden

IN POLAND

Karkonoska Agency for Regional Development (KARR S.A.)
Hubert Papaj
Phone: +48 75 75 27 500
biuro@karr.pl | www.karr.pl

The Marshal's Office of the Lower Silesia Voivodeship
Krzysztof Hodun
Phone: +48 71 776 92 35
khodun@umwd.pl | www.umwd.pl

The Marshal's Office of the Lubuskie Region Voivodeship
Office for Cooperation with Foreign Countries and European Territorial Cooperation
Sylwia Babijczuk
Phone: +48 68 45 65 389
sekretariat.bwz@lubuskie.pl
www.lubuskie.pl

Office of the WFS in Poland (Wroclaw)
Anna Sikorska
Phone: +48 71 372 46 31
wfs.sikorska@saxony.pl

IN THE CZECH REPUBLIC

Office of the WFS in the Czech Republic (Prague)
c/o AHK Tschechien
Lucie Paulíčková
Phone: +420 221 490 315
paulickova@dtihk.cz


THE POLISH-GERMAN-CZECH COOPERATION FORUM

Every year, the trilateral cooperation forum for companies is held near Jelenia Góra. The participating experts introduce the current trends and challenges of the business community. Afterwards, registered entrepreneurs have the opportunity of participating in a cooperation exchange and talking to numerous potential partners interested in cooperation.

Please find the current conferences at:
www.forumsystem.eu

IMPRINT

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Bertolt-Brecht-Allee 22, 01309 Dresden

SACHSEN!

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