

# Industrial Development Agency JSC





#### LOCATION:

### **ENTITIES UNDER SUPERVISION:**

| Katowice, Mielec, Tarnobrzeg | <b>3</b> companies in closed-end investment fund (FIZAN) of real-properties |
|------------------------------|---|
| branch offices:              | <b>13</b> companies in closed-end investment fund (FIZAN) of IDA Management |
| Warsaw                       | 4 foundations   |
| head office:                 | 31 companies  |



### Our key areas of activity







# We focus on synergies which create conditions for development in our Capital Group



### O The area of restructuring is our unique competence



Restructuring of enterprises:



We co-create restructuring plans for companies in the IDA JSC portfolio and we supervise its implementation



We finance restructuring processes of companies in and outside the IDA JSC portfolio

### Tangible effects of restructuring of companies:



Achievement of positive net profit in 2017 amounting to **PLN 78.3 min** 



Reconstruction of the order book – acquisition of contracts worth **PLN 606.9 mln** net (without an increase option)



Acceleration in investment processes and achievement of positive net profit in 2017 amounting to **PLN 800 min**  We are able to finance restructuring activities which banks may find as too risky, e.g. when a company achieves negative financial results

### **O** Financial services



#### Advantages of IDA loans:



an individual approach to each project

if there is no financial security,

it is possible to support financing

with a local Guarantee Fund guarantee

transparent

procedures



local presence – advisor who knows the market specifics



fast decision process



possibility of financing of gross investments



financing conditions tailored for the applicant's needs



no fee for examination of an application and no hidden charges



loan parametrisation system

Loans available in the IDA offer (excluding state aid):

- debt financing of growth of medium and large enterprises
- financing enterprises in the restructuring process
- loans for innovative companies (including small companies)
- debt financing of high-risk strategic industries

IDA financing enables the implementation of the following types of projects:







investment

restructuring and development

innovative

### O Special Economic Zones



#### SSE EURO-PARK MIELEC and TSSE EURO-PARK WISŁOSAN

have been attracting Polish and foreign entrepreneurs for more than two decades, offering them attractive investment and cooperation opportunities: income tax exemptions

SSE

sale of real

properties which

have a SEZ status

investn

investment consultancy

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access to qualified personnel extensive

infrastructure

**Ω**ΣO

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a network of suppliers

and subcontractors

from various

branches of industry



well-connected investment sites



activities in the fied of supporting human resources for the economy and cluster creation

#### Investment options:



#### GREENFIELD

sites equipped with necessary utilities with an area of 0.5–100 ha designated and ready for development.



#### BROWNFIELD

production and warehouse halls with an area of 600–8.000 m<sup>2</sup> and office spaces prepared for sale, rental or lease.



#### **BUILD-TO-SUIT (BTS)**

Facilities built on a turnkey basis, to be used by investors for the purposes of development of projects in the zone. Provision of real properties: sale, rental or lease, depending on the investors' needs.

### Supporting the development of selected industries







### Video game industry

- The first Polish video game start-up accelerator
- Training, mentoring and capital entrance for start-ups
- Project evaluation and mentoring system based on global-class specialists
- We announce a competition for aspiring creators twice a year



Space technology sector

- Comprehensive activities to support the industry, forming part of the Polish Space Strategy
- Traineeship programme implemented together with the Polish Space Industry Association
- Dedicated loan line for companies from the space technology sector, taking account of the nature of the market and needs of the beneficiaries
- National catalogue of laboratory and testing facilities for space industry companies



# **International Cooperation Team**

International Cooperation Team – support for businesses with exporting competences of the Polish Development Fund Group

Building individual strategy of foreign expansion based on:

- financing instruments offered by ARP
- export insurance by KUKE
- foreign partners indentified by PAIH
- supporting promotion abroad by PARP
- letter of credits from BGK

Establishing strategic relations with chambers of commerce, diplomatic missions, local business associations and other stakeholders from Poland and abroad.



COOPERATION







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