

2022



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EIT-Food Startup Guide **Poland**

Contact

EIT Food accelerates innovation to build a future-fit food system that produces healthy and sustainable food for all.

We believe inclusive systems innovation, which enables all people and places to participate and benefit, is essential to a strong food system that is better for everyone. With teams on the ground across Europe, we bridge the gap between countries and regions with low innovation capacity and those leading the way. And we put consumers at the heart of our work, helping build trust by reconnecting them to the origins of their food, directly involving them in the innovation process, and working with the food sector to increase transparency. Collaboration is central to all our work, which spans the whole food value chain, and is vital to meet the big challenges we face. Together with our community, we will build an innovative and resilient food system that in turn creates a healthier society and planet.

**This report was prepared by Enky Consulting
for EIT Food CLC North-East Sp. z o.o.
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Disclaimer: The guide is intended to help entrepreneurs and startups. However, it does not replace seeking professional advice and guidance. As such, although EIT Food has made every effort to ensure that the information in this book is useful, they do not assume any responsibility for the outcome of your business.



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Welcome to the market!

We are pleased to hand over to you this very latest edition of the EIT-Food's startup guide. Doing business requires strength and resilience, but doing business in agriculture and in the food industry requires passion and willingness to overcome specific challenges. Some of those challenges are nature driven to which we may just need to be able to adapt and manage. The other group of challenges stem from complexity of the markets, regulatory environments or geographical differences. These we can address and that is precisely the aim of this guide. We want to help you in your business location decisions, whether you are at the start of your entrepreneurial journey or already plan to internationalize your business across Central & Eastern Europe.

As an entity building the EIT-Food network in Central & Eastern Europe (as well as in the Nordics region), our Co-Location Centre (North-East) implements a variety of programmes targeting the key challenges and priorities of agricultural and food system development. We are pleased to see your interest in making it happen through products and services brought to our market.

In current macroeconomic environment where supply chains remain volatile and market transparency is hampered, the access to information about the ecosystem is essential. That is why we focus in this guide on helping you quickly determine how a local ecosystem in Poland in the ag-food sector works. In view of that we give you a picture of top regulators, policy makers and startup community developers. We hope the guide would serve as a reference for your entrepreneurial efforts all across the way from being technology developer to acting as a solid market player on the market.

Wishing you all the best for your ag-food business,

Marja-Liisa Meurice
Director of EIT-Food CLC North-East

EIT-Food Startup Guide Poland 2022

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EXECUTIVE SUMMARY

GDP, real value, PLN bn, current prices
2,326.7, 2020

Registered unemployment rate (end year)
6.2%, 2020

According to the Foreign Direct Investment markets ranking, Poland is **the third** most popular location for foreign direct investment in Europe in 2020, attracting projects with the total value of €17 bn.

GDP per capita (Current PPP), USD
34,406, 2020



7th food exporter in UE



6th food producer in UE



113.2 bn agricultural output



436,800 employees in manufacturer of food products

More than **3,000 graduates** every year from agrifood-related subjects such as bioengineering and food sciences.

The Polish start-up ecosystem consists of more than **3,000 entities**.

More than **300 coworking spaces** and 130 venture capitalists.

Warsaw is the **3rd best financial centre** in Eastern Europe and Central Asia.

LOCAL AGRIFOOD MARKET INSIGHTS



1.1. Overview of the Polish agrifood industry

On July 15, 2022, the Ministry of Agriculture and Rural Development submitted for approval the final version of the Strategic Plan for the Common Agricultural Policy for 2023-2027 to the European Commission. Today, farmers all over Europe are in a very difficult situation due to the rising prices of feed and fertilizers, and the war in Ukraine. The purpose of changes in agriculture is to conduct agricultural production in a more environmentally friendly manner, supporting the protection of biodiversity, the use of renewable resources, animal welfare, taking care of the quality of soil and air, increasing the professional activity of rural residents, as well as the implementation of innovative solutions and removal of rural development barriers. and agriculture. The Common Agricultural Policy is and should in the future be the main element in increasing food security and the resilience of the agricultural sector.”

Sebastian Bartosik, Managing Director at Spearhead International Ltd.

Since 2004, the food manufacturing sector in Poland has continued its upward trend, increasing by 8.4% y/y to PLN 243.6 billion in 2019. The Polish food industry accounted for 10.9% of Poland's GDP and is one of government's key priorities, being at the same time the beneficiary of EU funds. Manufacturers of food products employed 436,8 thousand people, which is 2.7% of the total Polish workforce. In a broader sense, including those employed in agriculture and fishing, those numbers go up to 2,324, which constitutes 14.4% of the total workforce. The agricultural sector itself is characterised by a traditional model of farming, yet the ongoing transformation is moving it towards concentration and intensification of production with higher output of fertilisers and pesticides, with still-visible regional differences in development between the east and west parts of the country. The diversity of the Polish agrifood industry is its most vital asset, thanks to favourable climatic conditions and rich traditions that ensure an extensive resource base.

As disposable income and a growing awareness of health rise in Poland, consumers have begun to change their dietary habits, which affects the broader offer of organic products from conventional retailers. This shift also applies to replacing red meat with alternatives that consumers view as healthier, such as poultry and fish, the consumption of which still lies well below that of other European nations. Besides that, GfK Polonia, a provider of data

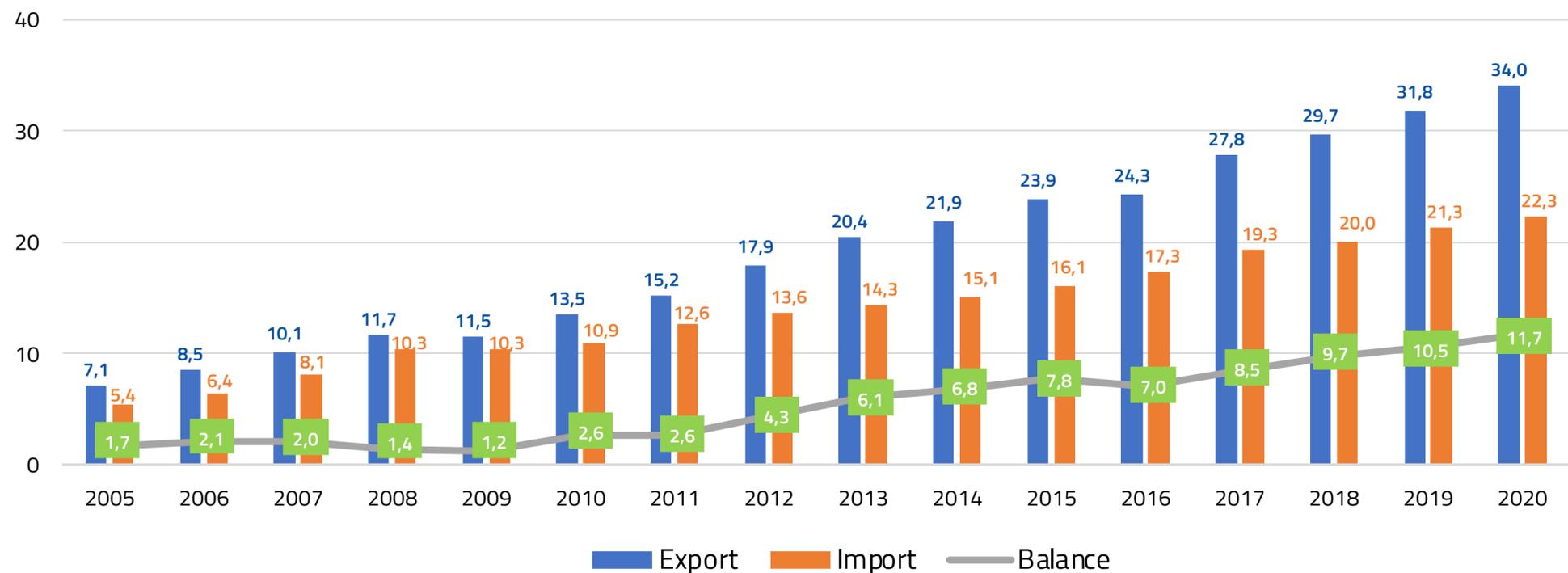
and analytics to the consumer goods industry, has pointed out that meat substitutes appear in shopping baskets of nearly 1 in 10 Poles, and plant-based milk alternatives are purchased by every third household. At the same time though, the number of organic farms is falling. According to the Main Inspectorate of Agricultural and Food Quality Inspection, in 2020 there were 18,575 organic farms, down from 26,598 in 2013.

Poland is significant producer of food products in many categories, not only at the domestic level but also within the EU. Poland ranks first in the production of apples and poultry meat, second in the production of rye and oats, and third in production of potatoes and sugar beets, and it is the fourth largest producer of pork. The structure of the majority of different food industry's subsectors can be described as being dominated mainly by large players and evolving into further consolidations.

The trade surplus of agrifood products in 2019 stood at €10.5 billion, with exports at €31.8 billion and imports of €21.3 billion. Its largest trade partner was the rest of the EU, which accounted for 80.6% of exports and 70.1% of imports, yet Polish agrifood entities have gradually diversified their export direction beyond the EU countries and have expanded their presence in East Asia, the Middle East, and North Africa.

The COVID-19 pandemic caused a worldwide economic shock on an unprecedented scale. Food producers in Poland were less affected by the effects of the pandemic than other industries, although, because their products are basic necessities and are therefore characterised by lower income elasticity of demand. For the first three quarters of 2020, the production volume index decreased only by 2.6% compared with the previous year, whereas the EU average decline amounted to 9%.

Polish foreign trade in agri-food products in 2014-2020 (in EUR billion)



Among the various segments of the food industry, the producers of shelf-stable food, including cereals and pastas, made the best of their chance; at the beginning of the second quarter of 2020, these segments recorded strong production increases. At the opposite extreme, in April and May 2020, there were sectors producing fresh food or bread, as well as export-oriented products strongly associated with the HoReCa industry. However, in many of the mentioned segments the negative trends from the beginning of the second quarter were reversed quite quickly.

Optimistic results also emerged from the production sector of the main agricultural and horticultural crops in 2020. The total cereal harvest was estimated at 33.5 million tons, about 16% more than the preceding year's harvest. The production of basic cereals with mixed cereals was estimated at 29.0 million tonnes, about 16% more than in 2019. The potato harvest (including production in home gardens) is estimated at approx. 9.0 million tonnes, approximately 40% more than the harvest obtained in the previous year. The sugar beet harvest is estimated at approx. 14.5 million tonnes, approximately 5% more than the production obtained in 2019.

Source: compiled by the KOWR based on data of the Ministry of Finance.

**MAIN
STAKEHOLDERS IN
THE LOCAL AGRIFOOD
INDUSTRY**

2



2.1. Key Polish companies

The Polish food sector is highly competitive, with many renowned international food producers, such as Nestlé and Mondelez, present in the Polish market and operating in many segments of the agrifood sector, yet Polish-owned food producers actively compete against foreign rivals and expand their business activity even into other regional markets.

Company Name	Scope of activity	Operating Revenue in 2019, PLN million
Animex Foods 	<p>A company specialising in the production of pork, poultry, and processed meat. For years, the company has been producing for the domestic market and exporting meat and its products to foreign markets. It has 11 production plants and employs almost nearly 9,600 people, being the largest employer in the meat industry in Poland.</p>	6,269.7
Cedrob 	<p>The largest producer of poultry meat, chicks, and fodder in Poland. The company has its own hatcheries, poultry farms, feed factories, and slaughter plants, thanks to which it has full control over the production and distribution of meat and meat products.</p>	6,257.5
Mlekovita 	<p>The largest dairy group in the CEE region. Its offerings include milk and milk drinks, cheeses, butters and fat spreads, creams, fermented products, powdered products, lactose-free products, and various snacks and desserts. The company employs approximately 5,000 people.</p>	5,208.4

Sokołów		The company produces about 28,000 tonnes of meat and meat products per month. The company's offerings include fresh pork, beef, culinary meat, roasting meat, hams, salami, steamed meats, smoked meats, thin sausages, dry meats, sausages, grill meats, ready meals, tartare beef, and canned food.	4,406.1
Mlekpól		Second-largest Polish dairy cooperative. It consists of 13 processing plants: in Grajewo, Kolno, Mragowo, Sejny, Zambrów, Bydgoszcz, Radom, Sokółka, Dąbrowa Białystok, Zwolenie, Gorzów Wielkopolski and Suwałki. Products are exported to Germany, Ireland, Great Britain, Lithuania, Latvia, and China.	4,318.0
Zakłady Tłuszczowe Kruszwica		Food industry enterprise located in Kruszwica, in the Kuyavian–Pomeranian Voivodeship. It is the largest processor of oilseeds and producer of vegetable fats in Poland and one of the largest in central Europe. It specialises in the production of bottled oils, margarines, and fats for food and industrial purposes, including biofuels.	2,911.5
AgriPlus		A company active in the crop/animal feeding and pig breeding sector, with operations across Poland (4,700 ha of land in four different regions of Poland, including 1,700 ha in Wielkopolskie, 2,130 ha in Zachodniopomorskie, 450 ha in Warmińsko–Mazurskie, and 440 ha in Kujawsko–Pomorskie).	1,800.0
Fermy Drobiu Woźniak		The main egg producer in Poland, controlling approximately 30% of the domestic market, belonging at the same time to the top three producers in Europe.	1,500.0
Goodvalley		A vertically integrated company that encompasses different production processes, such as cross crop and feed production, pig farming, slaughtering, and meat processing and distribution, as well as biogas production.	320.0

2.2. Public institutions

The Polish market actively supports the agrifood sector. This is manifested not only by the activity of the Ministry of Agriculture and Rural Development but also by the existence of specialised public agencies whose purpose is to develop the sector.

Ministry of Agriculture and Rural Development

<https://www.gov.pl/web/agriculture/ministry-of-agriculture-and-rural-development>

The Ministry of Agriculture and Rural Development is the main body responsible for enforcing government policy in agriculture and the development of rural and agricultural markets, as well as weighing the impact of the agricultural sector on climate. Its key subordinate institutions are the Agricultural Social Insurance Fund, the Main Inspectorate of Plant Health and Seed Inspection, the General Veterinary Inspectorate, and the Agricultural and Food Quality Inspection.

National Centre for Support of Agriculture

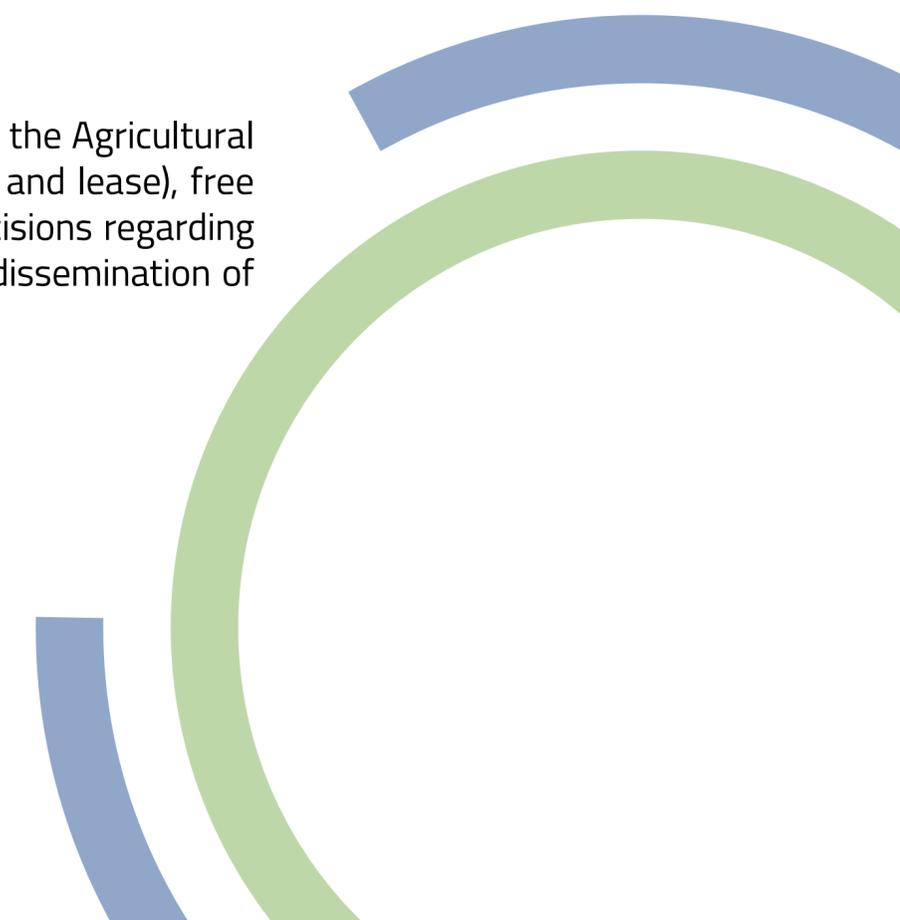
<https://www.kowr.gov.pl/>

The National Centre for Support of Agriculture (KOWR) was created on September 1, 2017, and replaced the Agricultural Property Agency and the Agricultural Market Agency, taking on their respective responsibilities. Its main tasks include management of agricultural property of the Treasury (sale and lease), free transfer of land and nonreturnable financial assistance, supervision of companies of special importance to the national economy, issuing decisions regarding consent to private turnover land (so-called UKUR), promotion of Polish agrifood products in the country and abroad, and development and dissemination of information related to the implementation of active agricultural policy mechanisms on the markets of agricultural and food products.

Agency for Restructuring and Modernisation of Agriculture

<https://www.gov.pl/web/arimr-en>

The Agency for Restructuring and Modernisation of Agriculture was created in 1994 to support the development of agriculture and rural areas. This body works closely with the Ministry of Agriculture, and its task is to implement the government's agricultural policy and instruments co-financed with EU funds in the framework of the Common Agricultural Policy and the Common Fisheries Policy.



HOW TO SET UP A COMPANY IN POLAND



3



3.1. Introduction

In recent years, the Venture Capital market in Poland has been developing very dynamically. Equity instruments co-financed from EU funds contribute to this. They will also be an important part of the European Funds for the Modern Economy 2021-2027 program, the negotiations of which are nearing the end. At the turn of 2022 and 2023, a new edition of programs managed by PFR Ventures will start, which will again be financed from the EU budget. It is worth mentioning that the Eastern Poland program allows to develop innovative ideas into unique products desired by customers. When planning to set up a company in one of the five voivodeships of Eastern Poland, one can receive up to PLN 1 million of EU funding through the Polish Agency for Enterprise Development.”

Michał Mądry, Managing Director at Foodtech.ac

Poland, the largest country in Central and Eastern Europe, has a flourishing economy, which has been growing at a stable pace for almost 30 years. The three COVID-19 waves experienced so far, and the resulting containment measures, have led the Polish economy to its first contraction since 1991. According to preliminary estimates released by Statistics Poland, GDP in real terms in 2020 fell by 2.8% y/y, compared to an increase of 4.5% y/y in 2019. Surprisingly, though, after the initial external and internal uncertainty and outbreaks that were more severe than expected, the performance of the Polish economy during the pandemic appears surprisingly robust and can be classified as one of Europe’s most resilient and least affected.

The Polish business community supports start-ups and entrepreneurs as well as the development of research and development activities. In 2020, the Polish Investment and Trade Agency handled nearly 200 large foreign investments. The total value of supported projects by the end of the year approached €9 billion. The agrifood sector plays a special role in the Polish economy and is currently one of the key branches of the economy. A strategic geographic location, a supportive government stance, and access to a skilled labour force with more than 3,000 graduates every year from agrifood-related subjects (e.g., bioengineering and food sciences) reflect Poland’s attractiveness to investors who are planning cross-border business developments. The following steps will help you organise and systematise the most important information needed to take advantage of your business opportunity in Poland.

3.2. Setting up a legal entity in Poland

On April 30, 2018, the so-called Constitution for Business—that is, a package of 5 acts aiming at helping establish partnership relations between entrepreneurs and officials—was enacted. One of these packages, **the Entrepreneurs’ Law Act of 6 March 2018**, is the principal law governing business activities in Poland. It contains a regulation that defines the freedom of economic activity and legal norms around conducting economic activities on the territory of the Republic of Poland by foreign entrepreneurs and other foreign persons, implementing to its core the directive of the European Parliament and of the Council of 12 December 2006 regarding services in the internal market.

Under the Entrepreneurs’ Law Act, business associations may be founded by

- a naturalised person who does not have Polish citizenship;
- a legal person based abroad; or
- a business association based abroad that is not an entity with legal capacity, such as a general or limited liability partnership.

Polish law distinguishes three groups of foreign entrepreneurs. If you want to register and pursue economic activity in Poland, conforming to the same conditions and rules as Polish citizens, you need to be one of the following:

1

Citizen of a member state of the European Union/European Economic Area

2

Citizen of another country, who meets additional criteria regarding relationship with Poland, such as

- a permanent residence permit
- a residence permit for a long-term resident of the European Union
- a temporary residence permit granted in connection with, inter alia, family reunion legally residing in Poland, engaged in a course of study
- refugee status
- subsidiary protection
- a permit for residence for humanitarian reasons or a permit for tolerated stay
- a temporary residence permit and married to a Polish citizen residing in the Republic of Poland
- a temporary residence permit for the purpose of conducting business activity, granted in connection with the continuation of business activity already conducted on the basis of an entry in the Central Register and Information on Business Activity
- a permit for temporary protection in Poland
- a valid Polish Card.

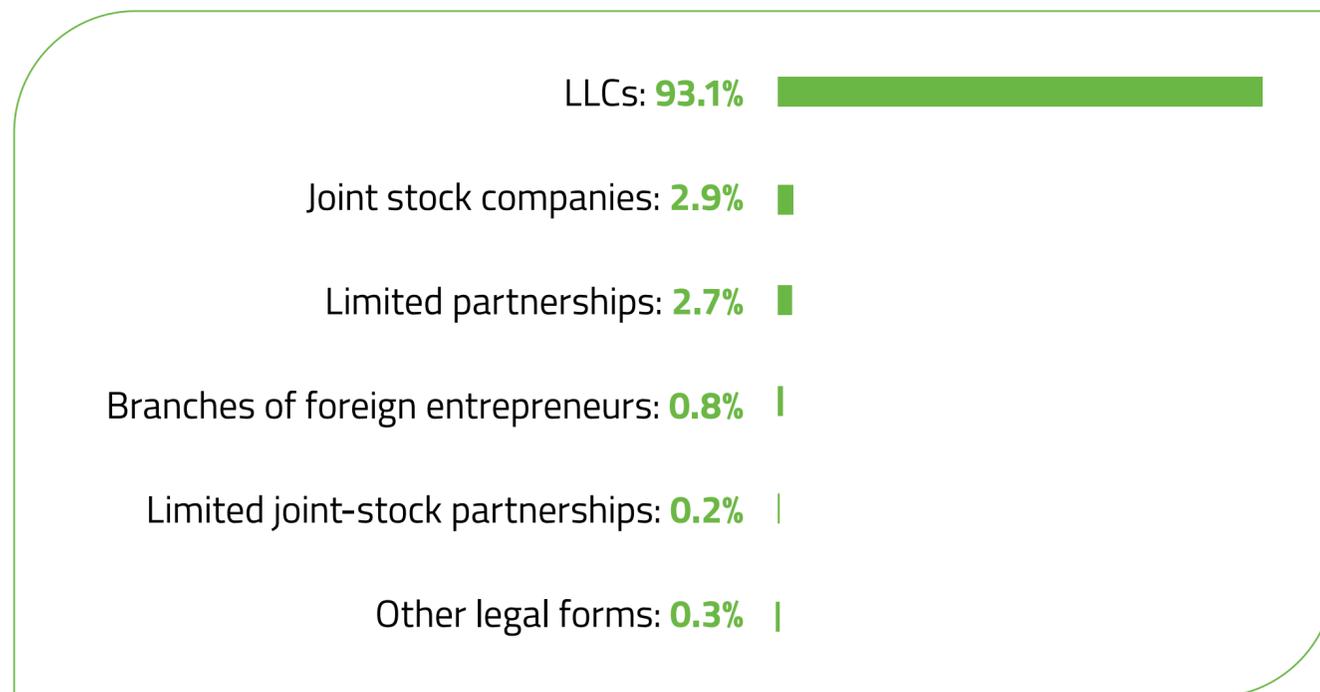
3

Foreign persons other than the two indicated above (unless international agreements state otherwise) have the right to establish and conduct business activities only in the form of

- a limited partnership
- a limited joint-stock partnership
- a limited liability company (LLC)
- a joint-stock company
- a representative office or a branch of a foreign entrepreneur in certain sectors of activity

Foreign entrepreneurs may establish various legal forms of companies, depending on practical and formal factors such as taxation, freedom of financial flow between investors and companies in Poland, or range of the investor's liability and of protection for the investment.

According to Statistics Poland, business entities with foreign capital chose the following forms as a method for doing business in Poland in 2019:



In this guide, we focus on limited liability and branches of foreign entrepreneurs.



3.3. Opening a limited liability company

Although the formalities have been significantly simplified in the last years, there are still a number of required steps and procedures to complete to establish a fully operational LLC in Poland.



STEP 1

Preparation of Articles of Association in the form of a notarial deed

With the current state of law it is possible to choose two ways to set up a company

- the traditional route, through a notary public, or
- the so-called “S24 mode,” by submitting an electronic form on <https://ekrs.ms.gov.pl/s24/>

The suggested way for a foreigner to establish an LLC in Poland is to go through a notary public. Foreigners who want to establish a company in Poland by submitting an electronic form may face challenges because they are neither in the Polish registers nor S24 users. Furthermore, the Polish language is used in much of the registration process.

The first step to incorporating an LLC is the execution of the articles of association in the form of a notarial deed (done before a notary in Poland) as well as a declaration on subscription of the shares.

The articles and the declaration may be signed directly by the shareholders or by their attorney; in the latter case, a power of attorney in the form of a notarial deed would be required.

The articles of association must include some basic information about the company indicated in the Code of Commercial Companies, such as:

- the business name and registered office of the company,
- the scope of the company’s activity, as specified in the Polish Classification of Activities, substantially similar to the NACE (The Statistical Classification of Economic Activities in the European Community) classification,
- the amount of share capital (minimum PLN 5000),
- the nominal value of shares, and
- the number of shares taken up by the shareholders.

You can draw up such a contract yourself, or outsource the task to a specialised lawyer, especially if you intend to prepare more detailed contract, which corresponds to the specifics of the planned business and relations between partners. Note that if a matter is not specified in the articles of association it will be governed by generally applicable regulations.



STEP 2

Visit a notary public

After preparing the articles of association, you should go to a notary public. When choosing a law office, it is worth listening to opinions about it and considering its location because the costs incurred at this stage are permanent. The notary public may ask that the articles of association be submitted in advance for verification purposes.

If the shareholder is attending the notary in Poland:

He/she will only need the ID or passport

If the shareholder is not attending the notary in Poland and legal representative will be acting on his behalf,

A legal representative will need power of attorney to incorporate the LLC signed in front of the notary + apostille (or legalisation).

The conclusion of a partnership agreement itself takes about an hour and consists of confirming the shareholder's identity plus reading and signing the partnership agreement. The notary will provide the applicants (persons who conclude the articles of association, usually partners or their representatives) with two copies of the contract: one for the company and the other for submission to the registry court. On request, it is possible to prepare further records.

Costs: When concluding the articles of association at a notary public, it will be necessary to pay the following fees:

- **Notary fee.** This cost depends on the amount of the share capital and is calculated as follows:

- 5000 PLN – 160 PLN
- above 5,000 PLN and up to 10,000 PLN – 160 PLN + 3% from surplus over 5,000 PLN
- above 10,000 PLN and up to 30,000 PLN – 310 PLN + 2% from surplus over 10,000 PLN
- above 30,000 PLN and up to 60,000 PLN – 710 PLN + 1% from surplus over 30,000 PLN
- above 60,000 PLN and up to 1,000 000 PLN – 1,010 PLN + 0,4% from surplus over 60,000 PLN
- above 1,000 000 PLN and up to 2,000 000 PLN – 4,770 PLN + 0,2% from surplus over 1,000,000 PLN

- **Fee for the preparation of copies.** Up to PLN 6 net for each started page.

- **PCC tax.** This is estimated at the rate of 0.5%, calculated from the share capital minus the notary fee, the fee for the preparation of copies, VAT, and the cost of entry into the National Court Register.

With the conclusion of the contract, **an LLC in the organisation** is created. The name of the LLC should be used in further actions, until its registration. The company in the organisation is established for 6 months; if the registration documents are not submitted by that time, it will automatically dissolve.



STEP 3

Opening a bank account

In accordance with Polish legislation, every business entity must have an account in a Polish bank. Luckily, Poland has one of the most modern banking systems in Europe. There are around 600 banks, both private and public, to choose from. The list below includes the biggest banks in Poland (all have websites available in English- and English-speaking staff and call centres):

- PKO Bank Polski
- Bank Pekao SA
- Santander Bank Polska
- mBank
- BNP Parabis
- Millennium
- Alior Bank
- Bank Millennium
- Citi Handlowy

Banks usually open deposit accounts for companies in an organisation, although the list of required documents may vary; apart from the scan of the articles of association, it may be necessary to prepare REGON (Register of National Economy Entities) and NIP (Tax Identification Number). The costs depend on the bank, but in most cases, opening an account is free.



STEP 4

Execution of a lease agreement or acquisition of real estate

The company needs to have a registered office in Poland. It will be necessary to purchase or rent an office, or set up a virtual one, at the beginning of business activity, before the registration documents are submitted.



STEP 5

Registration in the Polish Court Register

The next essential step for the company to become fully operational is a registration via the court website, <https://prs-ekrs.ms.gov.pl/>. Only then will it appear in the National Court Register (, become a legal entity, and obtain a KRS (National Court Register), NIP and REGON number. To do that, it is necessary to prepare the following documents:

- **KRS-W3** - main registration form (in which you need to indicate among others the name of the company)
- **Partners subject to entry in the register**
- **Management board and supervisory board, if appointed**
- **Subject of activity given by PKD (Polish Classification of Activities) codes and other**
- **Articles of association, a copy received from a notary public after it has been signed**
- **Declaration of the management board on the capital injection**
- **List of shareholders**
- **List of board members' surnames, first names, and addresses**
- **The right to the premises (e.g., a copy of the lease agreement)**
- **Proofs of payment of fees, confirmation of transfer or a printout received in court**

The court fee for entry is 500 PLN; the fee for announcing the registration in the Court and Economic Monitor is 100 PLN.



STEP 6

CRBR, NIP-8, VAT, ZUS

After the successful registration of the company, it will be necessary to fulfill further obligations:

Registration to Ultimate Beneficial Owners Register ([CRBR](#))

[NIP-8](#), that is, an application for supplementary data. This includes the company's bank accounts, places of business, and locations where accounting records are kept. It is worth attaching to the application a document confirming the right to the premises and the account agreement.

VAT

If the company is to be an active VAT payer, you will need to apply for a VAT-R application.

You do not need to register for VAT if

- the sale does not exceed the limit of PLN 200,000 per year (and if you established the company within a year [the proportion of this amount, corresponding to the number of days until the end of the year]) or
- you sell goods that are exempt from the VAT.

If you do not meet these conditions, you are obliged to register for VAT.

The NIP-8 and VAT-R are submitted to the tax office associated with the company's address. Both documents can be submitted at the same time. Note that using the tax office website will significantly reduce the wait time.

ZUS (Social Security Institution)

If the company intends to have employees, relevant documents must be submitted to ZUS within 7 days of employment.

Costs: free of charge

Time to complete: The entire process of opening an LLC in Poland should last around **3–4 weeks**, under the condition that all the documents are properly prepared and submitted.

3.4. Opening a branch of a foreign entrepreneurship

A foreign branch is a subject to obligations analogous to those applicable to other business entities operating in Poland and is obliged to comply with the provisions of Polish law. Business activity within the branch starts after it has been entered in the register of entrepreneurs of the National Court Register. This process requires submission of the following documents:

- General information: data on the seat or place of business activities/address of the branch in Poland.
- Full documentation confirming the proper registration of the foreign parent company for corporate and tax purposes—confirmed to be true to the original, preferably by a foreign notary public, a relevant resolution of the foreign company to open a branch in Poland adopted in accordance with its articles of association; in some cases, information on all related companies is also required.
- List of surnames, first names and addresses of the management board members of the foreign parent company.
- Representative's details: information on the person designated as the representative of the branch in Poland.
- Scope of activities: data on the activities that will be carried out in Poland; the scope of activities is determined using the Polish equivalent (PKD) of the NACE classification.
- Decision to open a branch: decision of the management board to open a branch in Poland.
- Decision to appoint a representative.
- Specimen signature of the person who will act as the representative in Poland,
- submitted to a notary public.
- Certified copy of the founding deed of the foreign company and its translation, made by an official translator.

As of July 1, 2021, applications must be submitted only in electronic form, at <https://prs.ms.gov.pl/>. In addition to registration in the National Court Register, a branch must be also registered in:

- ZUS (Social Security Institution), within 7 days;
- the tax office; and
- the Central Statistical Office, within approximately 21 days.

The costs of establishing the branch (excluding lawyers' fees, employee wages, rental, and other operating costs) include the following:

- On average, about PLN 500–1000 + VAT of certified translation costs for required documents
- The court fee for entry, 500 PLN
- The fee for announcing the registration in the Court and Economic Monitor, 100 PLN

3.5. Required permits for agrifood businesses

Entities operating in the food market are responsible for complying with the requirements of food law, yet there are no specific concessions for agrifood businesses while a company is being set up. Some activities might need permission to operate, depending on the field (online sales, distribution, manufacturing, processing, production) and scale (retail or wholesale). Entrepreneurs may be obliged to fulfil the registration obligation not only to the State Sanitary Inspection but also to the Commercial Quality Inspection of Agricultural and Food Products.

We suggest consulting with a local lawyer, for instance, **Centrum Prawa Żywnościowego i Produktowego (lit. Food and Product Law Centre)**, which has many years of experience in providing legal assistance to food businesses and specialises in food law and related areas.

Contact info:

Name: CENTRUM PRAWA ŻYWNOSCIOWEGO I PRODUKTOWEGO

Email: export@food-law.pl

Phone number: +48 22 398 60 79

Website: <https://food-law.pl/en/start/>



3.6. Organisations providing support in setting up a company in the hub country

If you would like to obtain more information about running a business, you can seek professional advice from the following institutions:

Polish Agency for Enterprise Development

“The Polish Agency for Enterprise Development (PARP) is involved in the implementation of national and international programmes financed from the EU structural funds, state budget and multiannual programmes of the European Commission. As a key authority responsible for creating a business-friendly environment in Poland, PARP contributes to the creation and effective implementation of the state policy related to enterprise, innovation and staff adaptability.” - <https://en.parp.gov.pl/>

A vast offer of free training is available through the PARP Academy, an educational portal for small and medium-size enterprises. The course topics cover principal knowledge in the field of tax law, marketing, public procurement, and other significant information for entrepreneurs.

<https://en.parp.gov.pl/>

<https://www.parp.gov.pl/component/grants/grants/poland-prize>

Polish Development Fund

“[The] Polish Development Fund is a group of financial and advisory institutions for entrepreneurs, local governments and individuals investing in the sustainable social and economic development of the country. PFR advises and provides financial support also to innovators in the form of start-ups.” - <https://www.biznes.gov.pl/en>
Consulting services can be found on the following specially dedicated website: <https://startup.pfr.pl/en/>

Biznes.gov.pl

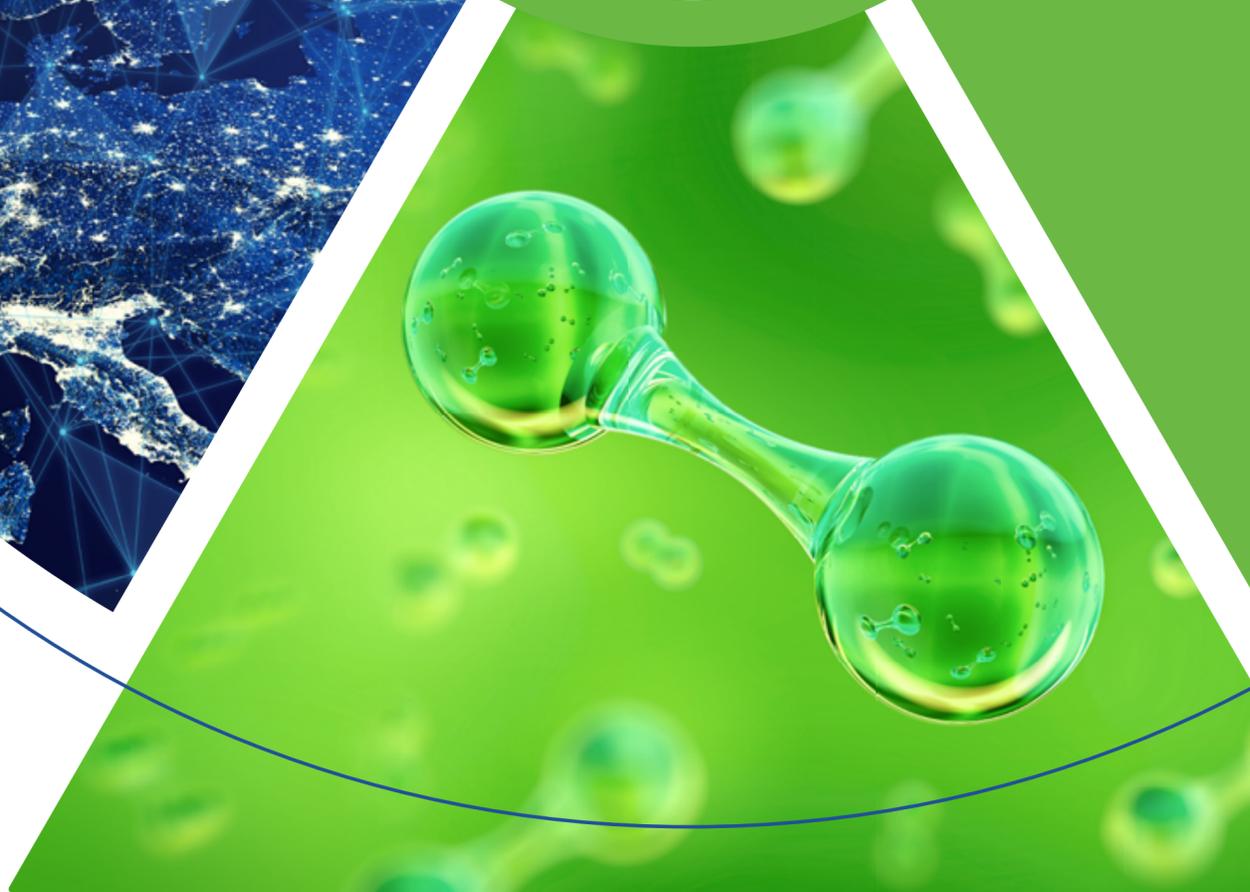
“Biznes.gov.pl is a service dedicated for people planning and conducting economic activity. The portal provides descriptions of the official services and forms for entrepreneurs. The service also fulfils the role of the search engine of contact details of all institutions supporting entrepreneurs. If you would like to obtain information on the conduct of activity, please use the Help Centre for Entrepreneurs. You can contact the Centre by filling in the form or by telephone, on working days, excluding holidays, from 7am to 5pm, telephone number 801 055 088 or 22 765 67 32.”

<https://www.biznes.gov.pl/en/firma/doing-business-in-poland>

AGRIFOOD ECOSYSTEM



4



4.1. Funding opportunities for agrifood start-ups

Individuals developing projects can seek financial support from various venture capital funds as well as take part in dedicated acceleration programmes organised by leading economic support agencies. Companies from all regions of Poland can participate, but the greatest emphasis is placed on the those originating from the eastern parts of the country.

Name of opportunity/ investor/ organisation	Type of support (venture capital [VC] funding, angel investors, government funding, EU funding, startup loans, incubator/accelerator funding, competition with prize money, etc.)	Short description of opportunity, target group (vertical and stage), eligibility requirement, and funding amount or average ticket size	URL	Timeline (application deadline, important dates, etc.)
AgriTech Hub	VC fund	<p>Dedicated to agriculture and food. The first and the only such VC fund in Poland and the CEE. Invests in solutions and technology within the scope of the entire value-added chain in agriculture and agricultural practice. Aims to put R&D projects with the most potential to commercial use during the Proof of Concept and Proof of Principle stages.</p> <p>Average ticket size: \$900k Investments: 9</p>	agritechhub.com	Continuous applications
Augere Health Food Fund	VC fund	<p>A VC fund investing jointly with PFR ventures in Polish SME companies implementing and developing product and process innovations aimed at increasing operating efficiency and market competitiveness. Its industry focus includes innovative IT solutions for the agrifood sector; advanced technologies increasing efficiency in the agrifood sector; technologically unique projects in the area of food, agriculture, and health; healthy food products; eco; life science; and biotechnological solutions.</p> <p>Invests up to €250k per project. It covers minority shares from 10% to 49% (historical average of approximately 19%).</p> <p>The funds allocated for the investment come from private investors and NCBIr grants. The assumed divestment period is 3–5 years.</p>	ahff.vc/	Continuous applications

Arkley Brinc VC

VC fund

Provides funding and support to seed/early-stage start-ups in Europe that are developing innovative technology in deep tech sectors. Focuses on sectors of agriculture, clean energy, hardware, health care, industrial, IoT, robotics, smart cities, smart homes, and transportation.

arkleybrinc.vc/

Continuous applications

Average ticket size: PLN 2 million **Investments:** 1

ICOS Capital

VC fund

One of the leading investment firms in Europe, specialising exclusively in industrial and digital technologies for a diverse range of industries. Founded in 2005, the Netherlands-based company, which has operations in Europe and Israel, focuses on investing in companies at the VC stage, offering solutions for “sustainable development of people and their environment”. From the current fund (ICF III), it invests in next-generation industrial and digital innovations for diverse industries, in particular agrifood and chemicals.

icoscapital.com/

Continuous applications

Target: Ready-to-sell product or scalable technology

Industry: Foodtech, agritech, industry 4.0, chemical

Support amount: €1–5 million (~ PLN 5–20 million)

Black Swan Fund

VC fund

A fund operating in a co-investment model with Business Angels: For each zloty invested by the fund, there is one zloty from Business Angels. The size of the fund is PLN 25 million, and the investment ticket is a maximum of PLN 4 million (PLN 2 million from the fund and PLN 2 million from Business Angels).

The fund is committed to the mission of promoting entrepreneurship among women and has a long-term cooperation with the Women’s Entrepreneurship Foundation and Business Angels.

Target: Start-ups from the earliest to the advanced level of development

Industry: FinTech, ICT, e-commerce, marketplace, digital publishing, EdTech, fashion and design, ecology and renewable energy

Support amount: up to PLN 4 million

Continuous applications

Starting platform: Eastern Business Accelerator

Acceleration

Support is provided by the incubation programme, which consists of two types of services: basic and specialist. Specialist services relate to the specific technological and business needs of individual start-ups. They are not limited by a closed catalog, and therefore a start-up has a chance to receive tailor-made services. As a result of this process, a prototype and a business model of the project should be created.

Target: Each originator (team of originators) who will set up a business in one of the voivodeships of Eastern Poland: Lubelskie, Podkarpackie, Podlaskie, Świętokrzyskie and Warmińsko–Mazurskie.

[parp.gov.pl/
harmonogram-
naborow/grants/
platforma-startowa-
wschodni-akcelerator-
biznesu](https://parp.gov.pl/harmonogram-naborow/grants/platforma-startowa-wschodni-akcelerator-biznesu)

Call for
applications
ends
31/01/2022

Start-Up Platform–Start- Up Heroes

Acceleration

A platform that supports the development of innovative enterprises, including in the field of basic and specialised services, through a comprehensive incubation programme. Incubation will allow for the development of profitable business models that enable entering the market, as well as refining products and adapting them to market needs according to the adopted methodology of customer development, lean start-up, or design thinking.

The operation of the platform will respond to the individual needs of students, innovators, and creative people with entrepreneurial potential who intend to create their own companies and implement their own ideas in Eastern Poland. Incubation is financed by the Eastern Poland Operational Program. The Start-Up Platform will cover a total of 132 start-ups in the incubation programme.

Target: Each originator (team of originators) who will set up a business in one of the voivodeships of Eastern Poland: Lubelskie, Podkarpackie, Podlaskie, Świętokrzyskie and Warmińsko-Mazurskie.

[parp.gov.pl/
component/grants/
grants/platforma-
startowa-startup-
heroes](https://parp.gov.pl/component/grants/grants/platforma-startowa-startup-heroes)

Call for
applications
ends
31/10/2022

"Traditionally, the agri-food industry has been considered mature, conservative, and hardly innovative. However, recent global events such as climate change, the Covid-19 pandemic, or the war in Ukraine have disrupted international supply chains, forcing the industry to revise its existing business models. In a dynamically changing world, it seems necessary to expand sustainable agri-food eco-systems which facilitate the exchange of data and information among businesses, universities, and producers to foster innovation, improve the transparency of decisions, increase food safety, and raise consumer awareness in terms of certification, product traceability, nutrition, and health claims. "

Monika Borawiecka, Founding Partner at Tangent Line VC

4.2. Local incubators and accelerators that support agrifood start-ups

The existence of incubators and accelerators that support the development of start-ups by providing knowledge, contacts, financial resources, and broad support in other areas of business development is crucial to support entrepreneurship.

Academic Business Incubator

<https://aip.link/>

AIP, the first institution of this type in Poland, was established in 2004. It offers its participants support in setting up a company by providing legal staff, accounting, legal and business services, as well as discounts on partner offers—regardless of the age of the participant or the category of business idea. Since its establishment, AIP has supported 16,000 start-ups, which in total have approximately PLN 28 billion in revenue.

Foodtech.ac

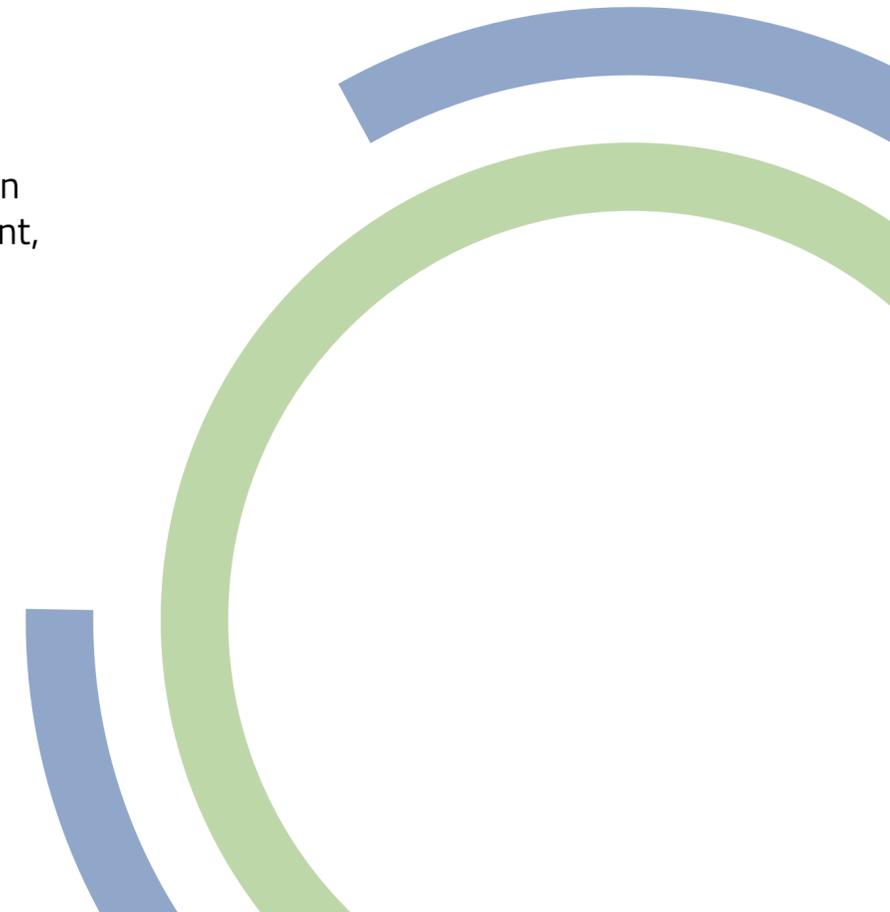
<https://foodtech.ac/>

Foodtech.ac focuses on the development of enterprises that create solutions on the border of technology and the food industry. The culmination of the acceleration programme is the Demo Day, during which invited guests—active participants of the food industry and business environment, as well as investors—can try out products developed by start-ups working with foodtech. Accelerator works with start-ups most often in the following areas: food, alternative proteins, packaging, food waste, lifestyle, agritech.

ScaleUp

<https://scaleup.polskaprzedsiebiorcza.pl/>

The aim of this programme is to support start-ups interested in implementations in large companies through consulting and financing. The acceleration programme consists of consulting and grants for start-ups (in the equity-free formula). The programme is implemented with the involvement of 12 technology recipients interested in the use of technology or cooperation in the development of start-ups participating in acceleration. The programme focuses on foodtech, FinTech, IoT/AR, and logistics initiatives.



Startup Academy

<https://startupacademy.pl/>

Startup Academy is an organisation that supports young entrepreneurs who want to develop their own business, local governments that are ready to spread entrepreneurship locally among young people, and large companies that want to increase the efficiency of their activities and generate innovations using startup tools, methods and techniques. It organises open events, trainings, and mentoring, during which participants receive specific tips, techniques, and tools necessary to effectively start their business. In addition, acceleration programmes are organised to prepare start-ups for contact with investors. Startup Academy cooperates with large organisations such as iSpot, innogy, and Nutrica to prepare management staff for cooperation with start-ups and to implement internal entrepreneurship programmes.

Twój Startup (Your StartUp)

<https://twojstartup.pl/>

Since 2012, the Foundation for Enterprise Development's "Twój StartUp" has been helping start-ups in their development based on an accelerator and business incubator, providing alternative solutions for people starting or intending to start their own business. In this respect, the foundation offers support to novice entrepreneurs, in the form of legal staff, legal and accounting advice, and the help of experts from the information technology and marketing industries, as well as help acquiring facilities and providing a business training system. Currently, the foundation has more than 4,400 registered start-ups and has supported more than 8,200 companies.

Wschodni Akcelerator Biznesu (Eastern Business Accelerator)

<https://wab.biz.pl/>

This is an accelerator for innovative products or services that can solve problems in the organic, food, agrifood, information technology/ICT industries. It is dedicated to people from all over Poland who are looking for support in transforming their idea into a thriving business and intend to start their own business in the Lubelskie, Podkarpackie, Podlaskie, Świętokrzyskie or Warmińsko–Mazurskie voivodships.



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