



Introducing the BPCC

Message from Aneta Józwicka
BPCC Chairwoman

Since 1992, the BPCC has been working on behalf of British, Polish and international investors in Poland, creating an effective business support network with their peers and the Polish authorities. We have traditionally supported our members in two ways; by focusing on the business environment – regulatory, legal and fiscal policy issues – and by supporting new business development with highly-focused events and activities, and effecting direct member-to-member introductions at the relevant level.

For over 30 years of our existence, we've become effective at supporting our membership with their wide business needs. 2023 brings new challenges including high inflation, low economic growth and rising energy costs. Being a member of a leading business community such as the BPCC is a good investment during these difficult times. Our network offers many ways of promoting your company; our staff can work individually with you to help you achieve your goals.

Companies serving B2B and B2C clients can benefit from our extensive database, wide social-media reach, exclusive member-to-member offers and a broad range of training, policy-making and networking solutions.



Membership is corporate; when your company joins, every employee can take part in BPCC activities across Poland's regions and in London. We run more than 100 events a year; together with you, we can jointly organise events that reach across our network.

Be active and be seen – with the technology shift, we are promoting hybrid meetings wherever possible, so that those who can join us physically do so, while those who can't can still take part and benefit, even though they may be in another region or even country.

Brexit continues to affect UK-Polish trade. It remains a challenge for some businesses whilst creating new opportunity for others. The BPCC is a first port-of-call for businesses seeking advice, and we always direct them to our members who can best solve their problems, be they to do with logistics, legal issues or tax. Our network offers expert advice on any Brexit-related aspects that impact your business.

Similarly, our investor support involves passing on fresh leads to our members, whose expertise and experience we can vouch for. The BPCC offers service that leads to tangible business results. If you're interested in doing business in or between Poland and the UK – **JOIN US!**



Our offer

Join us and we will make sure you get the best out of your membership

- Access to around 280 committed member firms, many thousands of business contacts, investor advice and business data from market experts and sector specialists
- Sharing best practice, gathering insights and initiating business development through our sector-led events
- Informative business media: Contact Magazine Online and web portal
- Media presence on LinkedIn, Twitter and Facebook
- Access to board-level business and government decision-makers
- High-quality networking, CEO events and round-table discussions
- Unmatched global access through international chamber networks
- Regular economic updates and market sector intelligence

Ask our staff about how we can help you promote your business!

- membership@bpcc.org.pl
- www.bpcc.org.pl



Job-function support

The BPCC's membership covers a wide range of business functions; CEOs, MDs and country managers; CFOs/finance directors; HR directors, PR & marketing directors. For mid-level managers we offer dedicated workshops and training.

With almost three decades of experience in Poland, we recognise that for membership to be effective, we need to engage at the highest executive level. Our work is directed at **CEOs**, presidents, partners, business owners and country managers, and is tailored to their limited time and availability. Focused events that will begin happening this year as conditions permit, such as business breakfasts, ministerial and VIP meetings, CEO networking and our AGM, will once again allow for direct peer-to-peer contact, and access to the exclusive CEO-level formats.

The **HR directors** and managers have become crucial in a remote-working environment. How do you manage talent, build teams, foster creativity, monitor productivity and on-board new staff when people are working from home? How will future hybrid-working environments look? HR Policy Group meetings, seminars, reports and professional advice from experts will become more valuable than ever.

CFOs, finance directors, managers and experts can all contribute and benefit. Tax and finance have been central to the BPCC's work since the Chamber was set up. As governments seek to recoup public money spent on anti-Covid measures, temptation will arise to target firms with new tax burdens just as they are rebuilding after the pandemic. We will monitor the fiscal environment, and together with other international chambers of commerce in Poland, support our members with meetings with the finance ministry, and with in-house briefings and specialist advice.

We also invite business development and **PR & marketing** executives to work with us to rebuild their networks of clients through well-designed networking events, content marketing, access to target groups, product launches, PR campaigns and social-media support. All can be effectively delivered in partnership with a trusted and specialist B2B network of BPCC members, business contacts and media channels.

Public affairs and compliance directors are vital to corporate business today as the regulatory environment becomes ever-more complex. Communication with legislators and regulators becomes more effective through membership of an organisation bringing together the voices of other public-affairs professionals. A most important goal for the BPCC is making it easier to do business in Poland, thus making the country more competitive internationally as an inward investment destination; dialogue with the authorities is crucial to achieve this.

ESG is now a mainstream part of any company's efforts to ensure its operations are environmentally sustainable, socially responsible and that the company is governed in an ethical and transparent way. ESG directors, responsible for reducing the company's carbon footprint, working across the supply chain to ensure partners are environmentally and socially responsible. The BPCC serves as a platform for sharing best practice in this area, benchmarking your firm's ESG performance and assessing ESG risks.



CEO & Senior Management



Tax & Finance



HR & Development



PR & Marketing



Public affairs & compliance



ESG





BPCC in the regions

Southern and western Poland host the country's most dynamic manufacturers including automotive and aerospace, as well as being home to the bulk of the foreign investment in the shared service centre/business process outsourcing sectors.

Since 2015, the BPCC has been organising meetings at factories across these regions. Factory visits – sharing best practice between BPCC's members engaged in production processes – have become popular. Practitioners meet to discuss issues common to all sectors of manufacturing industry such as supply chain management, optimisation of energy use, recruitment and retention of staff and automation.



High-quality business networking remains central to what the BPCC does regionally, in particular offering members the chance to meet representatives of other business communities and local authority leaders. Over the years, the BPCC's regional offices have established a calendar of high-profile business events that bring together key decision-makers from private and public sectors from across the regions, where members forge new contacts that help with business development and improve the environment for enterprise in the region.



With regular flight connections between the UK and Wrocław, Katowice, Kraków, Szczecin and Rzeszów airports, the links between Poland and Britain have never been better; the BPCC's regional support is here to help you succeed in crossing that bridge and finding the right contacts once you arrive. The BPCC's Warsaw office covers the rest of Poland with a focus on the capital, where the headquarters of most foreign investors are located. Poland's second-largest city, Łódź, is also serviced from the Warsaw office.



Headquartered in Warsaw, the BPCC has long been active across the Polish regions. Local knowledge – contacts with provincial authorities, regional development agencies, special economic zones and local business clubs – is crucial to long-term business success. In recent years, the BPCC's regional work has expanded into new territories involving local partners and stakeholders.





Broad cross-sector focus

Creating a better business environment in Poland

The BPCC works across sectors of business, responding to members' needs to discuss sector-specific issues with the relevant representatives of government – ministries, regulators, agencies and local authorities. The sector meetings are also a platform for the exchange of best practice between members. BPCC members set the agenda on the basis of their most pressing concerns and challenges.

Covering all sectors – and equally crucial to all – **Human Resources** meetings serve as a platform to discuss employment policy and labour law in Poland, drawing on global best practice. As a forum for dialogue between BPCC members and the public sector, meetings often include representatives of the Ministry of Labour and Social Policy, regional or local labour offices, regulators and other officials. The group also focuses on vocational education, coaching, leadership, assessment and staff retention, as well as challenges created by the pandemic such as optimising hybrid work.

Manufacturing Industries remain a crucial part of the Polish economy; Poland is an attractive location for production. Meetings take place to discuss issues common to all manufacturers, such as energy costs, environmental protection, automation, supply chain, and skills/vocational training. Meetings typically take place in members' factories.

Real Estate & Construction sector meetings bring together members with an interest in property – investors, developers, architects, contractors, facilities managers and consultants. Meetings focus on issues around the regulatory environment for the sector, as well as sharing state-of-trade insights between members. Through these meetings, BPCC members also promote green building, sustainability and BIM.

Tax & Finance meetings focus on deregulation, taxes and social security. The aim is to help improve the tax system, targeting barriers to investment, business growth and employment. Making tax payment simpler and improving Poland's business environment have always been priorities for the BPCC. Green finance and sustainable investment have become increasingly important issues for BPCC members.

Tech has become big business in Poland, as native start-ups and inbound tech hubs compete for IT talent. Regulatory issues affect firms across all sectors touched by technology – intellectual property, cloud computing, blockchain, e-marketing, the Digital Single Market, data protection. Meetings focus on issues concerning tech firms and their corporate clients.

Healthcare concerns not only the pharma sector and healthcare providers. Corporate health insurance is crucial to all employers. Issues discussed at BPCC sector meetings include health-tech, clinical trials, personalised medicine, coordinated care, healthy ageing and private healthcare. Public-sector experts are often invited; innovative, effective healthcare is the policy goal.

Public Procurement is an area fraught with difficulties for British firms present in Poland; procedures and culture differ widely to that found in the UK. Yet public projects can offer continuity of business at times of slow economic growth. BPCC meetings, often engaging with government officials, focus on improving the quality of Poland's public procurement process. UK experiences can offer valuable lessons resulting in better value for taxpayers' money.

ESG has become mainstream business practice; firms' interactions with the social and natural environment and their ethical behaviour are of paramount importance. Embracing green transformation, reducing firms' carbon footprint, the BPCC's work in ESG centres on sharing best practices in sustainability and corporate governance between members. Meetings serve to discuss sustainable supply chains, renewable energy, waste management, as well as social issues such as diversity and inclusivity. Representatives of government, regulators and local authorities are often invited.





BPCC Media: global reach

We've built a digital hub connecting businesses between Poland and the UK. Regardless of location, we help our members by creating opportunities, based on our position as first port-of-call for firms seeking market information.

Contact Magazine Online allows members to promote themselves by sharing insights and best practice. There's useful information about doing business in Poland; you're kept up to date with BPCC activities. The magazine appears five times a year and provides members with professional advice and opinions from expert practitioners. We build a strong community voice representing interests from the Polish, British and international points of view.



The BPCC's multiple communications channels – social media, web and app, offer quality information and insights about doing business between the UK and Poland. News from members, articles and events information is updated daily; members are encouraged to contribute quality content in English and in Polish. The BPCC often serves as the first contact point for UK companies thinking about doing business in Poland – and for Polish firms considering the UK and beyond. Members contributing their know-how help them answer their questions. Our media channels are intuitive, innovative and continually updated.



Brexit support

Since the UK's departure from the single European market and Customs Union, doing business between Poland and the UK has become more complicated.

BPCC members in sectors such as legal services, logistics, standards and certification, tax and finance, can help with every aspect of the new realities of doing business between the UK and Poland, whether it's to do with imports, exports, cross-border investment or employment issues. The BPCC's high media profile on Brexit in Poland means that it is one of the first organisations to which Polish entrepreneurs turn when seeking guidance on Brexit. Such inquiries are passed on to the relevant BPCC member with the relevant expertise.



We are a founding member of the International Group of Chambers of Commerce (IGCC), which represents

the voice of the foreign investor community in Poland. Together, we are 17 chambers engaging with the Polish government on issues of relevance to all foreign investors; we also focus strongly on international networking with regular multi-chamber events.

Connect with British business around the world



We are one of over 130 British chambers and business groups around the world connected to the British Chambers of Commerce

(BCC) through its Global Business Network. Formed 162 years ago, the BCC consists of 53 regional chambers across the UK. The BCC represents 80,000 British businesses of all sizes, which employ almost six million people across the UK. Plug into this network through BPCC membership.

■ Member to member

Reach out to BPCC members in a direct way, with introductions made for you at a personal level with the relevant senior manager within the organisation you wish to contact.

■ Welcome New Member

Every new BPCC member is introduced to the entire BPCC membership network, with a welcome email, sent out in Polish and in English. The introduction is followed up on the BPCC's social media accounts.

■ Events newsletter

A weekly round-up of all BPCC events for the coming fortnight, containing all the news of what's happening in your chamber.

2024 Membership Application Form

Brytyjsko-Polska Izba Handlowa / British Polish Chamber of Commerce Registered Office: Zielna 37, 00-108 Warszawa, Poland. VAT: 5252800783

I/We hereby apply for membership in the British Polish Chamber of Commerce.

Registered organisation / Company name

Registered address

VAT Registration number Trade name (if different from the above)

Correspondence address
(if different from the above)

Industry sector (up to five words best
describing the organisation's activities)

Main telephone number
(country code - local code - number)

General email address

Website

Authorised person name & position

Direct line
(country code - local code - number)

Email

Data of the person to be main contact for BPCC (if different from above):

Name & position

Direct line
(country code - local code - number)

Email

MEMBERSHIP APPLIED FOR (please indicate):

Number of employees:

in Poland in UK

Membership Class (please tick one option):

Enterprise Class (1-10 employees)* ☐ 3,000 PLN

Business Class (11-150 employees)* ☐ 6,000 PLN

Chairman's Class (>150 employees)* ☐ 9,000 PLN

* on all forms of employment contracts net of VAT

Note: Membership fees depend on number of employees and will be invoiced annually in advance.

Method of payment is bank transfer.

I agree to receive VAT invoices, duplicate VAT invoices, or correcting invoices in electronic form ('electronic invoice') from the BPCC. Please send an electronic invoice to the e-mail address set out below (please fill in using block letters):

Many BPCC members offer discounts to other members on their products or services. If you wish to offer members any discounts please provide details below.

Consent: Brytyjsko-Polska Izba Handlowa, ul. Zielna 37, Warsaw, entered into the National Court Register maintained by the Warsaw District Court (KRS number 0000803344; NIP: 5252800783 is the data controller of my personal data. I hereby consent to the processing of the personal data contained in this form by Brytyjsko-Polska Izba Handlowa in the course of carrying out this contract. I have the right to access and rectify my data, to oppose its processing and the right to demand that it ceases from being processed upon justified request. Providing my personal data is voluntary. Brytyjsko-Polska Izba Handlowa trades under the name of BPCC. We reserve the right to request professional references upon your registration.

Zgoda: Administratorem danych osobowych zawartych w niniejszym formularzu jest Brytyjsko-Polska Izba Handlowa z siedzibą w Warszawie, ul. Zielna 37, KRS: 0000803344, NIP: 5252800783. Wyrażam zgodę na przetwarzanie moich danych osobowych przez Brytyjsko-Polską Izbę Handlową dla celów realizacji niniejszej umowy z zachowaniem zasad prawnych dotyczących ochrony danych osobowych oraz na umieszczenie ich w bazie danych online. Rozumiem, iż przysługuje mi prawo dostępu do treści swoich danych, prawo do ich poprawienia, a także prawo wniesienia sprzeciwu oraz wniesienia umotywowanego żądania zaprzestania przetwarzania tych danych. Podanie danych jest dobrowolne. Brytyjsko-Polska Izba Handlowa prowadzi działalność pod nazwą BPCC. W szczególnych przypadkach możemy poprosić Państwa o przedstawienie referencji celem zakończenia procesu rejestracji.

Cancellation: The agreement is an open-ended contract and it cannot be terminated within the first 12 months. Should you not wish to continue your membership, you must notify us in writing. This must be received no less than ten days before your renewal date. In the absence of notification your membership will be automatically renewed for a further year. If notification of resignation is received no later than 3 months after the renewal date, a credit of 50% of the membership fee will be made.

Rezygnacja: Umowa zostaje zawarta na czas nieokreślony. Minimalny czas obowiązywania umowy to 12 miesięcy. W przypadku braku zainteresowania kontynuacją członkostwa, oczekujemy powiadomienia nas o tym pisemnie minimum 10 dni przed datą wygaśnięcia bieżącego okresu rozliczeniowego. W przeciwnym razie opłata członkowska na kolejne 12 miesięcy zostanie naliczona automatycznie. Istnieje możliwość zwrotu 50% wartości naliczonej składki członkowskiej, jeżeli powiadomimy nas Państwo o rezygnacji nie później niż 3 miesiące od daty wygenerowania faktury na kolejny okres rozliczeniowy członkostwa w Izbie.

We hereby apply for membership to the British Polish Chamber of Commerce. We confirm that we have acquainted ourselves with the terms and conditions of the contract and undertake to comply with the constitution of the Chamber as a member, if elected.

Niniejszym oświadczam, że ubiegamy się o członkostwo w Brytyjsko-Polskiej Izbie Handlowej, zapoznaliśmy się z warunkami umowy oraz odstąpienia od niej i zobowiązujemy się przestrzegać Statutu BPCC, jeśli nasza kandydatura zostanie przyjęta.

Stamp and authorised signature

Place and date

All members will be issued a BPCC Annual Membership Certificate.
Please return completed application form to: membership@bpcc.org.pl