













SURVEY BY ANTAL AND CUSHMAN & WAKEFIELD

# Investment potential

**WROCŁAW** 



ANTAL AND CUSHMAN & WAKEFIELD

## Foreword

Ladies and Gentlemen,

We are very pleased to present the series of reports from the fourth edition of the Business Environment Assessment Study. This is a comprehensive compilation of data and analysis, enriched with expert commentary.

The project is a valuable tool for all entrepreneurs and investors interested in developing their business in Poland.

The report reflects
the current situation
in the market and
provides a business
perspective,
identifying the
main trends in
the economic
development of
companies in
Poland's largest
cities.

The project once again came about through close cooperation between Antal, a leader in HR consulting, and Cushman & Wakefield, a recognized real estate expert and leading international real estate services consultancy.

Our knowledge and experience were crucial in analysing the survey results and creating the report, which is not only a comprehensive compilation of data, but also a tool for strategic business decision-making.

1,290 decision-makers

The survey included 1,290 decision—makers, representatives of companies active on the Polish market.

# Ocities

The project includes an analysis of the business environment in nine cities, and takes into account important areas such as:

- the city's overall assessment,
- 2. infrastructure,
- 3. office space,
- 4. government support,
- 5. education potential,
- 6. employment potential,
- 7. business potential and
- **8.** evaluation of the location as a place to live.

- the cost of living,
- housing prices on the secondary and primary markets,
- office rental rates,
- · wages offered by employers,
- the number of students and graduates,
- the number of employed people in the region by sector.

We hope that this report will become a valuable source of knowledge and inspiration for all those interested in business development and investment in the Polish market.

Enjoy your reading.

# The report accurately describes the specifics of the Wrocław market.

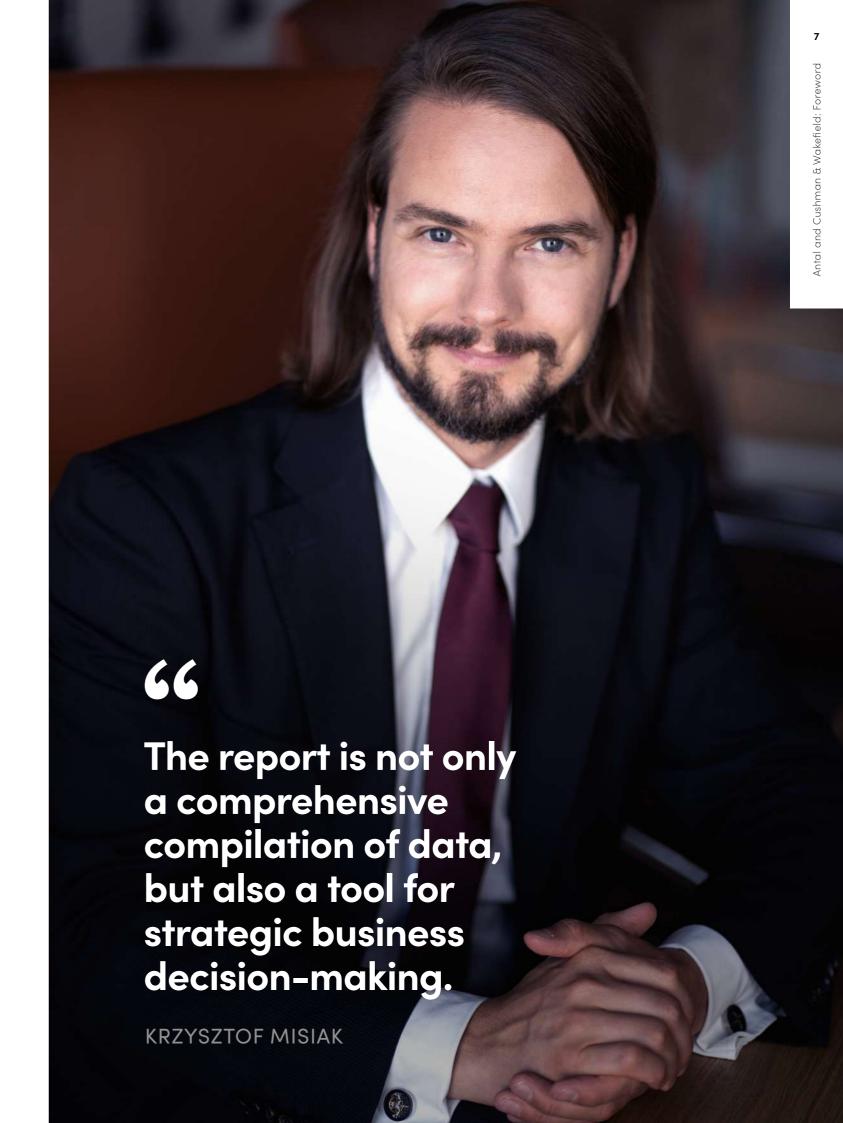
It contains key market information for investors, including:

### Artur Skiba

ANTAL PRESIDENT

### Krzysztof Misiak

EXECUTIVE PARTNER, HEAD OF POLAND, CUSHMAN & WAKEFIELD



# **Table of contents**

Inves	stment po	otential – introduction					
1.	Wroc	Wrocław – introduction					
	1.01.	Wrocław assessment	1				
2.	Infras	Infrastructure					
	2.01.	Infrastructure	2				
3.	Office	Office space					
	3.01. 3.02.	Office space Real estates in Wrocław	3				
4.	Public	Public administration support					
	4.01.	Public administration support	3				
5.	Educational potential						
	5.01.	Educational potential understood as the availability of future employees	4				
6.	Employment potential						
	6.01. 6.02.	Employment potential Sample salaries in Wrocław	5				
7.	Business potential						
	7.01. 7.02.	Business potential Selected companies in and around the city	5 6				
8.	Assessing the location as a place to live						
	8.01. 8.02. 8.03.	The state of the s	6 6				
Meth	odology		7				
Anta	l and Cus	shman & Wakefield	7				



## Investment potential introduction

ECONOMIC INDICATORS AND EMPLOYMEN CONDITIONS IN POLAND

Employment rate 76%

Registered unemployment

2.7%

811.03 EUR

Labour costs wages per hour 12.50 EUR

Employer's cost in addition to employee's gross salary

10.3%

#### POLAND IN COMPARISON WITH SELECTED EUROPEAN COUNTRIES

	Country	Employ- ment rate [%]	Registered unemploy- ment [%]	<b>Minimum</b> wage [EUR]	Labour costs wages per hour [EUR]	Employer's cost in addition to emplo- yee's gross salary [% of salary]	Inflation rate [%]
-	<b>UE</b> (27 countries	75.3% )	5.9%		30.50	24.8%	6.1%
	Bulgaria	78.1%	4.0%	398.81	8.20	13.3%	7.8%
	Czech Republic	81.8%	2.7%	728.67	16.40	24.0%	10.2%
	Germany	81.4%	3.0%	1,997.00	39.50	23.3%	rate [%] 6.1%
UI (2) Bit SI	Hungary	80.6%	3.9%	623,77	10.70	14.2%	17.5%
	Poland	77.6%	2.7%	811.03	12.50	18.0%	10.3%
	Romania	68.5%	5.4%	604.41	9.50	5.3%	8.9%
	Slovakia	77.3%	6.0%	700.00	15.60	27.0%	10.3%
2 2 2	Eurostat data	Q1 2023	June 2023	Q2 2023	2022	2022	July 2023



INVESTMENT POTENTIAL

# Expert commentary

#### Radek Pituch

MANAGER BSS & TECH PROJECTS, DIRECT INVESTMENTS DEPARTMENT POLISH INVESTMENT AND TRADE AGENCY (PAIH)

Poland has been maintaining and strengthening its leading position in attracting foreign investments in the CEE region for a long time. This positive trend is reflected in the investment portfolio of the Polish Investment and Trade Agency.

Since 2018, PAIH has recorded record highs in terms of investment outlays and the number of declared, newly created jobs supported projects.

The passing months of 2023 were particularly exceptional in this regard. We can speak of effective support for the placement of 47 new investments in Poland, many of which are carried out by well-known global brands from various sectors of the economy, from financial services, through the automotive industry, to semiconductors. In addition, PAIH's portfolio includes nearly 150 active projects that the agency is seeking to locate in Poland.

A number of factors are contributing to the continued growth of investment rates in Poland. First of all, it is necessary to point to the human resources potential – the wide availability of qualified and experienced talent. Poland has the largest population potential among CEE countries, and is one of the largest academic centres in Europe

In the current market conditions, this is an undeniable asset. Second, Poland is a country open to innovation and new technologies. This is evidenced by some 100 newly created R&D and IT investments over the past two years. Third, an invaluable investment magnet is the excellent range of forms of business support for companies deciding to locate their capital in Poland. Thanks to an amendment to the *Program for the Support of Investments of Significant Importance to the Polish Economy for 2011–2030*, applying for a cash grant, of which PAIH is the operator, is even more transparent than before.

The immediate future for FDI inflows to Poland looks optimistic, but nevertheless maintaining a competitive investment climate has been, is and will always be a challenge. It is necessary to remain open to new industries, read well the needs and expectations of business and new investors, and actively promote the potential of the Polish economy internationally.





1.01.

## **Wrocław assessment**

The Business Environment Assessment Study highlighted the main aspects influencing companies' investment decisions.

Respondents were asked to assess the business environment in the cities in which they operate. By compiling several indicators for each area, the report presents a comprehensive rating expressed on a scale of 0-10, where 0 is the worst possible rating and 10 is the best.

**CHART 1.1.** 

#### Average rating of all factors for Wrocław



Wrocław is a leading economic, technological and cultural centre and one of the most dynamically developing metropolises in the country.

The city is known for its business-friendliness: many renowned Polish companies have been established here, and foreign investors have recognized Wrocław as one of the best locations in Europe.



WROCŁAW - INTRODUCTION

# Expert commentary

Wrocław, despite the outbreak of war in Ukraine and the experience of the negative effects of the pandemic, proved to be a resilient city thanks to long-term strategic measures. Both the start-up ecosystem and investors developing their businesses in and around the Lower Silesian capital have seized opportunities that favour their growth.

Certainly among the most important events that took place this year was the announcement of the largest and most expensive investment in Poland. U.S. company Intel plans to build a Semiconductor Integration and Testing plant. The planned investment will be built in

In May, the opening ceremony of the PepsiCo in Wrocław was announced by, among others, BNY Mellon and BASF.

It is worth citing the results of the latest global ranking of the best cities for direct investment (FDI), compiled by the Financial Times' monthly "fDi Intelligence" magazine.

## In this ranking, Wrocław once again took 1st place in the category of small and medium-sized cities

popularity among entrepreneurs.



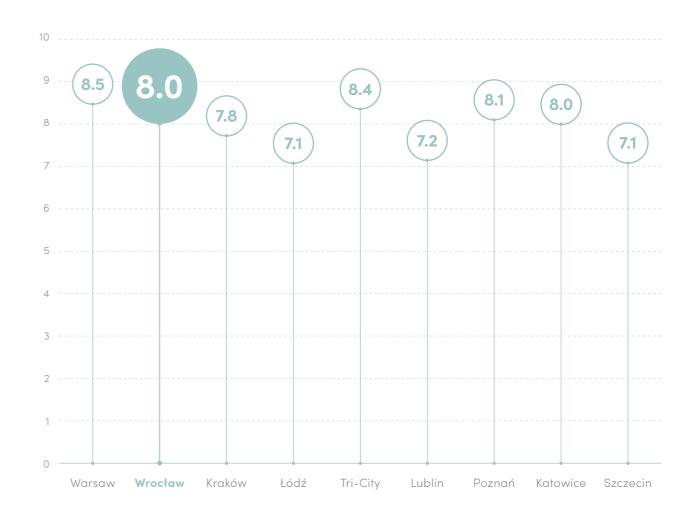


2.01.

## Infrastructure

CHART 2.1.

#### Average infrastructure rating for Wrocław



### Wrocław is located in a strategic triangle between Warsaw, Berlin and Prague.

Each of these cities can be reached from Wrocław in less than 4 hours by car. Thanks to its excellent infrastructure - modern motorways, an ever-expanding airport and

a dense rail network – the city is superbly connected to the entire continent.

25

Numerous bus and tram lines, as well as the city's bicycle system, make it possible to move efficiently around the city and encourage residents to choose environmentally friendly means of transportation.



INFRASTRUCTURE

# Expert commentary

#### Marcin Siewierski

ASSOCIATE, REGIONAL HEAD / WESTERN POLAND OFFICE DEPARTMENT CUSHMAN & WAKEFIELD

## One of the most important elements that attract global investors to Wrocław is its well-developed infrastructure.

The city has convenient transportation link an airport, access to the motorway netwo and an ever-expanding rail network.

In addition, Wrocław is one of the largest academic centres in Poland, and its numerous universities and research institutes attract companies from the modern business services sector, which are the main drivers of the office market in the regions.

In the prestigious European Cities & Regions of the Future 2022/23 ranking compiled by "fDi Magazine," Wrocław ranked first in the medium-sized cities category in terms of business friendliness and third among all medium-sized cities.

Good conditions for doing business in Wrocław are appreciated worldwide.

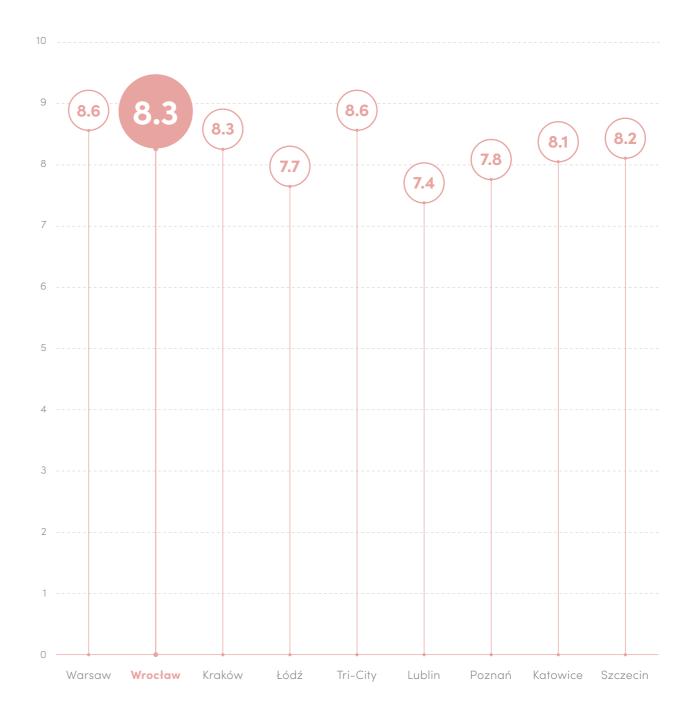


3.01.

## Office space

CHART 3.1.

### Average office space rating for Wrocław



31

3.02.

## Real estates in Wrocław

#### BASIC DATA ABOUT THE REAL ESTATE MARKET

13.50-15.50 EUR/m²/month

onth

Asking rents

Number of existing office buildings

54,000 m<sup>2</sup>

32,600 m<sup>2</sup>

Office space under construction

New supply

88,100<sub>m²</sub>

Gross demand

16.1%

Vacancy rate

1,314,600 m<sup>2</sup>

Total stock of office space

#### OFFICE SPACE STOCK BY AGE

321,700<sub>m²</sub>

0-5 years

484,100<sub>m²</sub>

6-10 years

508,800 m<sup>2</sup>

over 10 years



OFFICE SPACE

# Expert commentary

#### **Marcin Siewiersk**

ASSOCIATE, REGIONAL HEAD / WESTERN POLAND OFFICE DEPARTMEN'
CUSHMAN & WAKEFIELD

Wrocław is invariably the second largest regional office market in Poland. Over the past several years in the capital of Lower Silesia we have been able to observe a very dynamic growth in the volume of modern office space, and an important catalyst for this development has been investments by large international companies.

In the first half of 2023, the Wrocław office market was characterised by one of the highest levels of activity among regional markets, both from tenants and developers.

By the end of June, more than 30,000 sqm of new office space had been delivered to the market, accounting for nearly 30 percent of the space completed in all regional markets.

More than 150,000 sqm of office space remains under construction and will hit the market in 2023-2024.

On the other hand, the volume of lease transactions in the first half of 2023 stood at more than 88,000 sqm, up more than 40% year-on-year. Thus, Wrocław accounted for about 26 percent of all transactions finalized in regional markets in the first half of 2022.

Despite a 1.3 p.p. year-on-year increase in the vacancy rate to 16.1% at the end of June 2023, we may see a reduction on a quarterly basis. Such a situation gives hope that the rate in December will be lower than last year, and that the downward trend in the Wrocław office market will continue in the long term.

Such a situation allows us to look to the future with optimism. However, we must not forget that the market also faces many challenges. This is because in the 2024 and 2025 outlook, we can expect a significantly lower supply of new office space, rising prices for services, operating costs and utilities, high financing costs for new office investments, while at the same time the need to seek savings – both from tenants and office building owners.





4.01.

## **Public administration support**

CHART 4.1.

Average rating of public administration support for Wrocław



There are a number of business environment institutions actively operating in the Wrocław agglomeration, which are at the disposal of entrepreneurs.

Among them are the Wrocław Agglomeration Development Agency, international chambers of commerce, as well as technology and industrial parks.





5.01.

## **Educational potential understood** as the availability of future employees

CHART 5.1.

#### Average assessment of educational potential for Wrocław



Wrocław is a strong academic centre, educating 105,000 students annually, represented, among others, by Wrocław University of Technology – the leading technical university in Poland.

With its intellectual base and state-of-the-art laboratories and advanced technological infrastructure, the city is the country's most popular location for R&D and Knowledge Process Outsourcing centres.

## AVAILABILITY OF **FUTURE EMPLOYEES**IN WROCŁAW

Number of universities

105,482

Number of students

26,989

Number of graduates

NUMBER OF STUDENTS BY AREA
OF KNOWLEDGE

4,668

Finance

10,579

Engineering

8,930

Т

3,092

Philologies













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Vastint Poland is part of the Vastint Group, an international real estate organization operating on the European market for over 30 years. The cornerstones of our operations are the management of portfolio properties and the development of office, residential and hotel projects that provide comfortable and sustainable living, working and leisure environments.





EDUCATIONAL POTENTIAL

# Expert commentary

#### Katarzyna Sławińsko

TEAM MANAGER, ENGINEERING & OPERATIONS ANTA

Wrocław has been thriving in terms of business and infrastructure for several years. We are seeing closer cooperation and the creation of synergies between business and universities.

Almost every university, both public and private, collaborates with business in various forms:

- internship programs,
- internships
- research,
- ioint research projects
- training programs,
- hiring graduates.

This year's candidates for studies in Wrocław had a huge range of opportunities to apply for first-degree studies in 202 full-time and 84 part-time majors. The offerings were created by 10 public universities and 16 non-public higher education institutions.

The result of the university's thriving cooperation with business is the adaptation of its educational offerings to the galloping development of economic trends.

The didactic offer of Wrocław's public universities has expanded to include 27 new majors, including:

- nuclear energy,
- mathematics and data analysis
- ecobusiness
- electronic and computer engineering,
- environmental quality management,
- electronic mechatronics systems,
- kinesiology.
- medical molecular biotechnology,
- business law,
- and project management.



6.01.

## **Employment potential**

CHART 6.1.

#### Average employment potential rating for Wrocław



LABOUR MARKET INDICATORS OF THE LOWER SILESIA VOIVODESHIP

2,888,033

**Population** 

503,694

Average employment in the enterprise sector

**Unemployment rate** 

Average gross monthly salary

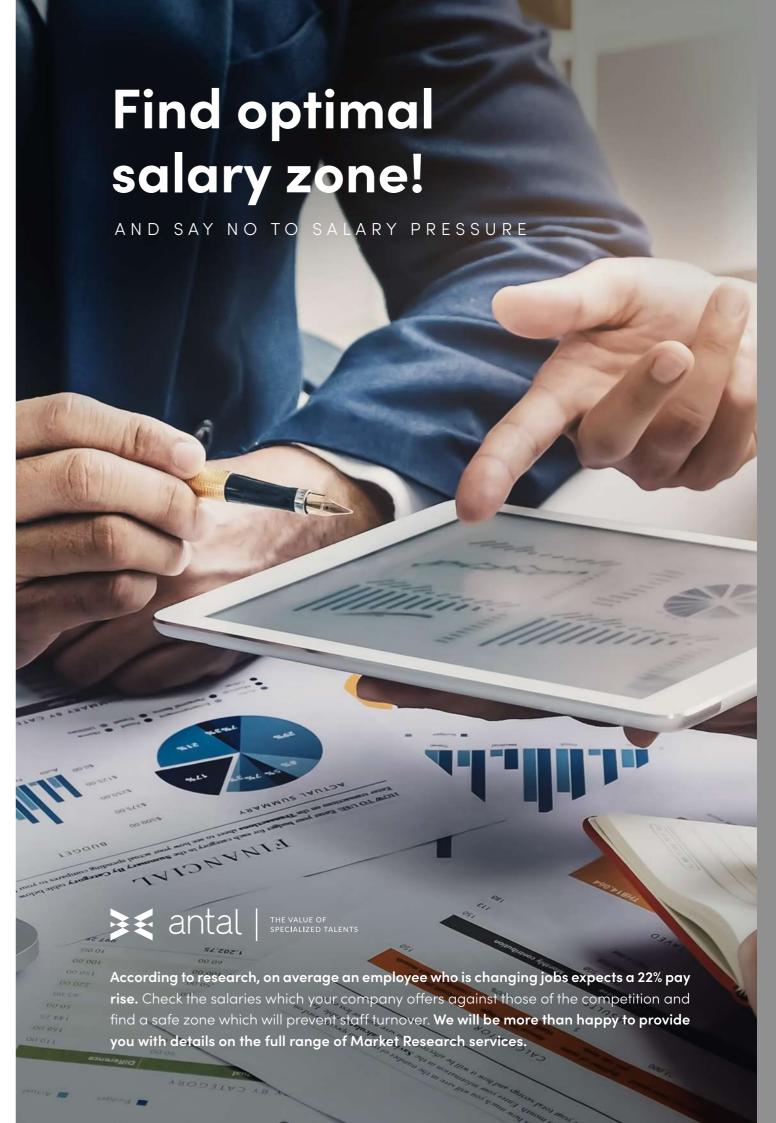
in the enterprise sector

6.02.

## Sample salaries in Wrocław

GROSS MONTHLY SALARIES (PLN)

Manufacturing and Logistics Sector	min.	max.
Production worker (unskilled)	4,200	5,000
Production worker (skilled)	4,500	6,000
Shift Manager	6,500	12,000
Logistics specialist	6,000	9,500
Logistics manager	11,000	18,000
Production engineer	7,500	13,000
SSC/BPO Sector	min.	max.
GL Accountant (2–3 years of experience)	8,000	9,000
GL Senior Accountant (over 3 years of experience)	9,000	11,000
GL Team Leader (team of,5–15 people)	12,000	15,000
AP/AR Accountant (2–3 years of experience)	7,500	9,000
AP/AR Senior Accountant (over 3 years of experience)	8,500	10,000
AP/AR Team Leader (team of,5-15 people)	10,000	13,000
CS Junior Specialist (no experience)	4,500	5,500
CS Specialist (over 1 year of experience)	6,000	8,000
CS Team Leader (team of,5–15 people)	9,500	11,500
Payroll Specialist (1–3 years of experience)	7,000	9,500
Senior Payroll Specialist (over 3 years of experience)	9,000	11,000
Payroll Team Leader (team of,5-15 people)	11,000	15,000
IT Sector	min.	max.
1st Line Support (2 years of experience)	7,000	10,000
2nd Line Support (2 years of experience)	10,000	12,000
3rd Line support (2 years of experience)	12,000	15,000
IT Administrator (3 years of experience)	13,000	17,000
Business / System Analyst (3 years of experience)	14,000	20,000
Fullstack Developer (3 years of experience)	19,000	23,000
Frontend Developer (3 years of experience)	18,000	22,000
Backend Developer (3 years of experience)	17,000	22,000
Devops (3 years of experience)	17,000	21,000
Manual Tester (3 years of experience)	9,000	12,000
Automatic Tester (3 years of experience)	15,000	18,000
Team Leader (dev) (team of,5–15 people)	25,000	33,000



EMPLOYMENT POTENTIAL

# Expert commentary

#### Joanna Wróbel

TEAM LEADER, IT SERVICES, ANTA

The spectacular development of the Wrocław agglomeration in terms of investment potential has been observed for many years, laying the groundwork for the continuation of this trend.

At this stage, I think it provides further opportunities to reap the benefits of being a business leader in southwestern Poland.

We now have many well-educated new workers in Wrocław coming from countries across Poland's eastern border, further strengthening the region's attractiveness.

The stalled hiring decisions during the pandemic have been and are being implemented in 2022 and 2023 in specific industries, mainly with a manufacturing profile.

In 2023, we note a slight reduction in the dynamics of employment needs in specific industries, but this is done in favour of other industries, which in the macroeconomic assessment of the region results in a low unemployment rate, which seasonally declines gently.

BUSINESS POTENTIAL

# Average rating

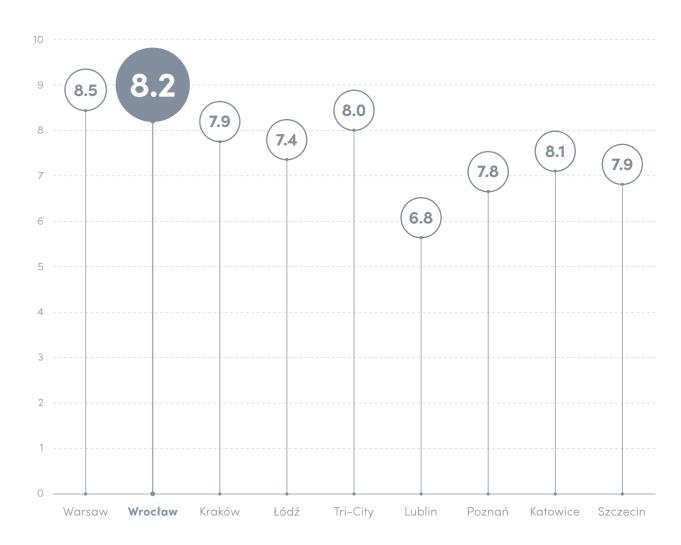


7.01.

## **Business potential**

CHART 7.1.

#### Average business potential rating for Wrocław



#### Wrocław is not only beautiful, but it is also an excellent business location.

The city is characterised by a variety of industries, with well-developed sectors such as IT, automotive and engineering.

Thanks to its academic potential, the number of highly skilled workers and its industrial and technological traditions, Wrocław is an innovative place and attracts investors from all over the world.



**BUSINESS POTENTIAL** 

# Expert commentary

### lan Żarski

Hicron originated in Wrocław, and it was here in 2006 that we began to write the history of our company. Since then, the city has changed beyond recognition. Today it is a modern European metropolis that can compete with the largest centres in terms of development opportunities.

From the perspective of the technology industry, both Wrocław and Lower Silesia have ample access to specialists, both because of the high level of universities operating there as well as the high population density. This is a market rich in talent.

Excellent transport links with Poznań, Katowice, Kraków, as well as proximity to the Czech Republic or Germany, the development of large companies, and their presence – more

Communication and the economic aspect are values that are also valued in the era of remote work and online meetings.

itself - rich history, wide cultural offerings, green parks. All this makes Wrocław a meeting

## Baker McKenzie.

# Baker McKenzie delivers integrated solutions to complex challenges.

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#### 7.02.

## Selected companies in and around the city

Banking	COMARCH	ELECTROLUX		
INDUSTRIAL BANK OF KOREA	CONSULT RED	GARMIN		
EUROPEJSKI FUNDUSZ LEASINGOWY	CSHARK	GOVECS		
SANTANDER CONSUMER BANK SA	ETTEPLAN	INDUSTRIAS ALEGRE		
SSC/BPO	GLOBAL LOGIC	KOMSA POLSKA		
AXA XL	GOOGLE	LG ENERGY SOLUTION		
COGNIANCE	HEMOLENS			
CONTROLANT	HICRON	MERCEDES-BENZ		
CRISIL IREVNA	INFOR	PEPSICO		
CSS CORP	INFOSYS POLAND SP. Z O.O.	WAGO ELWAG		
DELAVAL OPERATIONS	KYNDRYL (IBM)	XEOS		
DOLBY LABORATORIES	LUXOFT	Services		
ELOPAK	NOKIA SOLUTIONS AND NETWORKS	AMREST HOLDINGS SE		
ETTEPLAN		GKIMPEL		
EY GLOBAL DELIVERY SERVICES	OXYGEN	Food industry		
FRESENIUS MEDICAL CARE	SATISFLY	BAMA		
GLOBALLOGIC	SENTE			
IBM GLOBAL SERVICES DELIVERY CENTRE	SIGMA IT POLAND	BULK POWDERS		
IMPEL BUSINESS SOLUTIONS	SIILI SOLUTIONS POLAND	CARGILL		
JABIL INC.	SOFTSERVE	MCCAIN		
MERCK	SPYROSOFT	NESTLE PURINA		
NEUROSOFT	SYGNITY	PPO SIECHNICE		
RYANAIR TRAVEL LABS	TASK SOFTWARE	SONKO		
SCHAEFFLER GLOBAL SERVICES EUROPE	ULAM LABS	TARCZYNSKI		
SII	Industrial production	WRATISLAVIA		
SSAB	3M	Pharmacy		
UBS	ALIGN TECHNOLOGY			
IT & Telecommunications	BASF	HASCO-LEK		
4SOFT	DASF	HERBAPOL		
ATOS	BOSCH	MACOPHARMA		
AXXIOME	BSH	OLEOFARM		
CAPGEMINI	COLLINS AEROSPACE	S-LAB		
CIKLUM	CRYO SCIENCE	USP ZDROWIE		





#### 8.01.

## Assessing the location as a place to live

#### CHART 8.1.

#### Average rating of Wrocław's location as a place to live



### Wrocław's location on 12 islands on the Oder River and its tributaries makes it known as the Venice of the North.

The oldest part of the city is Ostrów Tumski, a former stronghold surrounded by the waters of the Odra River, which today houses many architectural monuments.

Rebuilt after wartime damage, the Gothic Cathedral of St. John the Baptist and the Church of the Holy Cross are landmarks of the city.

You can also find a rich cultural offer in Wrocław; every year it hosts one of the most famous film festivals, the New Horizons, which draws people from the whole country.

8.02.

## Wrocław as a place to live

DATA ON TOURISM AND CULTURAL DEVELOPMENT

## BICYCLE **PATHS**

# 100

366,000 VISITORS

in 2022 (excluding December) – more than

#### WROCŁAW AS A PLACE TO LIVE

## Basket of goods and services in comparison with other urban centres

	Warsaw	Wrocław	Kraków	Łódź	Tri-City*	Lublin	Poznań	Katowice -	Szczecin
Prices of apartments on the primary market [PLN/1 sqm] <sup>1)</sup>	13,135	11,397	11,669	8,810	11,384	8,856	10,067	9,226	10,748
Prices of apartments on the secon- dary market [PLN/1 sqm] <sup>1)</sup>	12,199	10,234	11,018	6,366	10,899	8,016	8,346	6,482	7,733
Average rental price for the city [PLN] <sup>2)</sup>	5,037	3,130	3,147	2,247	3,499	2,448	2,437	2,347	2,630
Price of a 1-person room for a student [PLN] <sup>3)</sup>	1,450	1,400	1,200	950	1,450	900	1,000	1,000	1,100
Number of children in nurseries and children's clubs per 1,000 children under 3 years of age <sup>4)</sup>	314	360	362	242	244	342	291	376	285
Monthly cost of public transport ticket for an adult, without concessions and discounts, for Zone I in case of division* [PLN]	110	110	159	168	117	128	149	109	140

<sup>&</sup>lt;sup>1)</sup> Residential real estate price database, NBP, 2nd quarter of 2023

<sup>&</sup>lt;sup>2)</sup> Based on the data available at Otodom.pl, average rent prices in selected cities in July 2023

<sup>&</sup>lt;sup>3)</sup> PKO BP: PULS NIERUCHOMOŚCI: AAAAA STUDENT SZUKA MIESZKANIA September 28, 2022. – Average market rental prices per room in large-panel blocks of flats (data for the Tri-City is for Gdansk in this case)

<sup>&</sup>lt;sup>4)</sup> Statistics Poland, 2019 (Tri-City, excluding Gdynia and Sopot)

<sup>\*</sup> Tri-City, excluding Gdynia and Sopot



# Methodology

The Business Environment Assessment Study was conducted using the CAWI method among **1,290 decision-makers** of companies in Poland from **31.07-25.08.2023**.

Sources of data used in the report on the website: www.investmentpotential.pl



**Antal** – a leading recruitment, HR consulting and outsourcing company. Antal also offers services in the field of market research and employer branding.

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**Cushman & Wakefield** – a world-leading consulting company providing services to tenants and owners of commercial real estate.

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