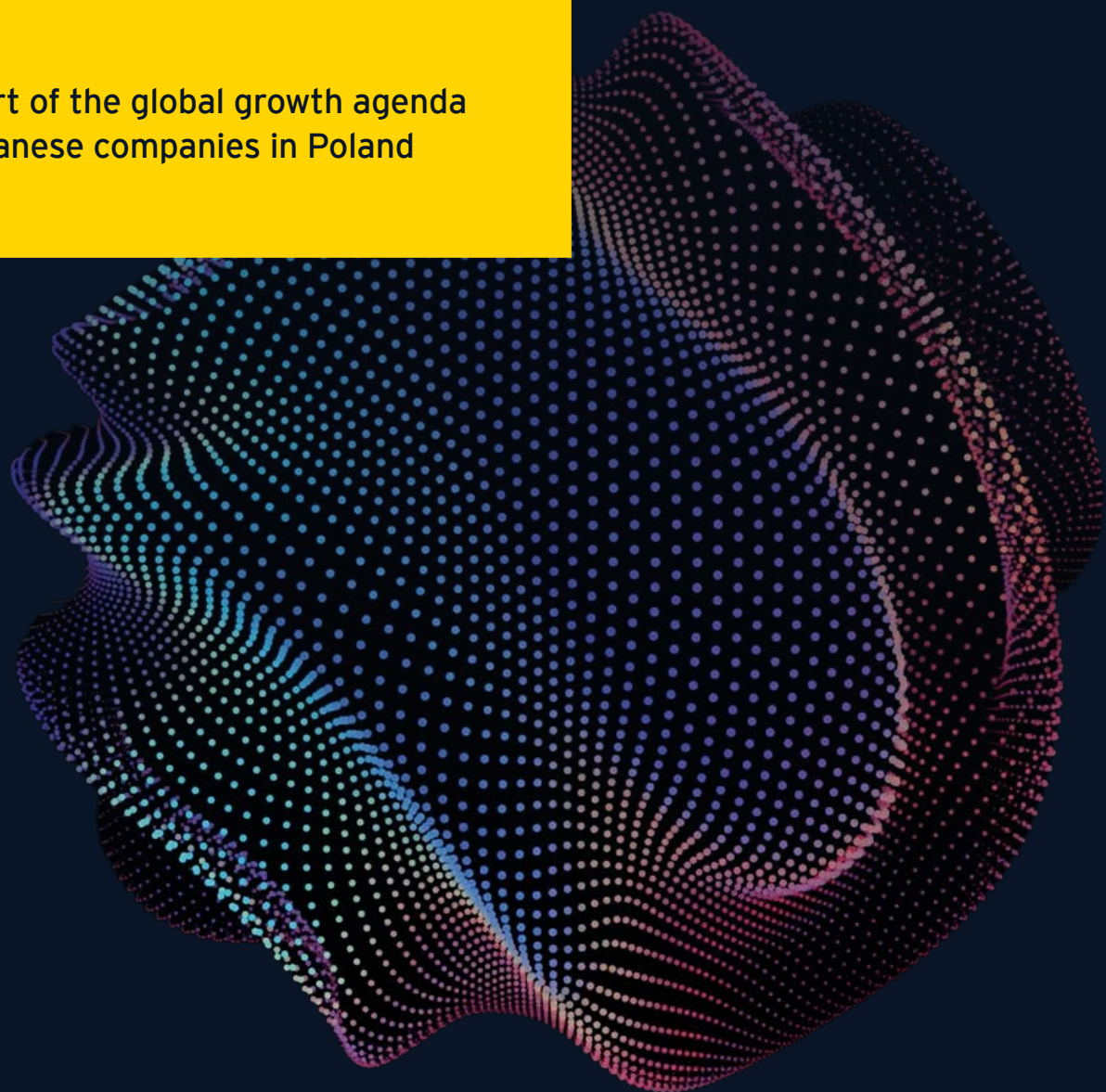


Japan Business Services

Support of the global growth agenda
of Japanese companies in Poland





Przemysław is an executive with over 25 years of experience, specializing in working with multinational managers and entrepreneurs. He is responsible for audit services for major international groups, including a number of Japanese investors from various industries, with expertise in various industries and a strong background in financial statement audits, international collaboration, transaction advisory services and capital markets transactions, including IPO and SPO. Przemysław specializes mainly in auditing of financial statements prepared in accordance with the Polish Accounting Regulations for the statutory purposes and in accordance with International Financial Reporting Standards, auditing entities reporting under certain international groups' accounting standards.

Przemysław Orlonek

Partner, Assurance

Ernst & Young Audyt Polska Sp. z o.o.

Warsaw, Poland

przemyslaw.orldonek@pl.ey.com

+48 508 018 338



Yasushi has extensive international experience, having worked as a secondee at EY offices in Warsaw, Prague, and Budapest since 2020, providing audit, accounting, tax, and legal services to local Japanese companies. Prior to that, Yasushi spent 13 years in the assurance department of EY Japan, handling public and non-public companies, IPOs, and related work, including a 6-year tenure with a global company, where he gained significant experience in M&A and IFRS gap analysis. He joined EY in December 2007 and holds both Japanese and US CPA qualifications, having passed all US CPA exams in 2009.

Yasushi Matsumoto

Associate Director, Markets and Business Development

Ernst & Young Audyt Polska Sp. z o.o.

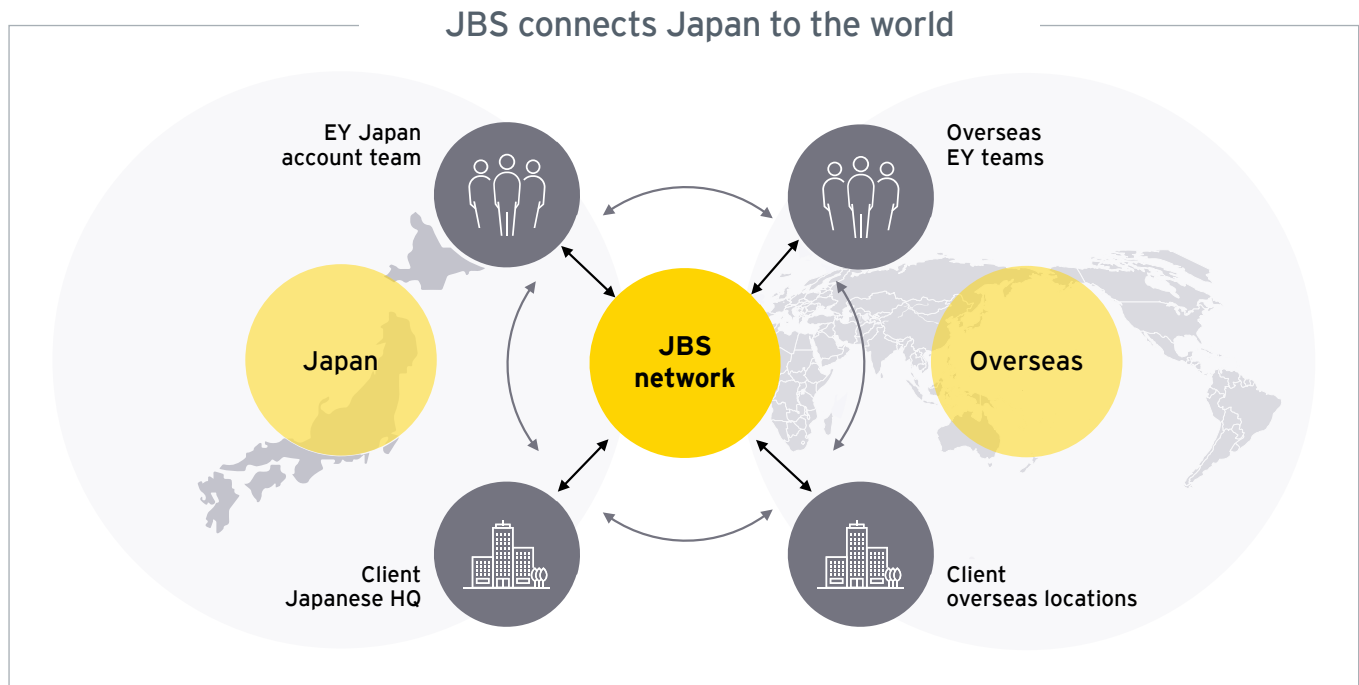
Warsaw, Poland

yasushi.matsumoto@pl.ey.com

+48 573 339 439

JBS network and services

The JBS network is skilled at identifying and responding to issues affecting Japanese HQs and their global locations. JBS professionals in our local offices maintain close communications with the EY account teams in Japan and can guide clients to the most appropriate solutions.



How EY supports new investors in Poland

Our expertise is distinguished by an exceptional know-how on the transformation of Polish entrepreneurship ranging from local to globally recognized industry leaders. This specialized knowledge allows us to facilitate and guide the growth of businesses as they expand their operations and influence from domestic markets to the international stage.



1.3 billion PLN

Revenue in the current
fiscal year

160 Partners

in four service lines: Assurance,
Consulting, Tax, SaT

More than 5000 Clients

From the largest enterprises to the
middle market level

Business attractiveness of Poland

Poland has a long and distinct history of contributing to the success of multinational companies

We serve all major Industry Sectors and Service Organizations.

- ▶ Manufacturing
- ▶ Professional Services
- ▶ Financial Services
- ▶ Technology Sector
- ▶ Sales & Distribution
- ▶ Research & Development Hubs
- ▶ Shared Service & Global Business Centers (Finance, IT, HR, FS/AML & KYC, Procurement)

Key factors enhancing Poland’s business attractiveness

Economy and Governance	Globalization	Market Potential	Human Resources and Business Encouragement
<ul style="list-style-type: none">▶ Economic and Monetary Policy▶ Rule of Law and Transparency▶ Culture and Ethics	<ul style="list-style-type: none">▶ Connectivity to Global Markets – East, West, & South▶ Duty-free trade, Reduced Trade Barriers & Harmonized Regulations▶ Significant EU & NATO Membership	<ul style="list-style-type: none">▶ Integrated market with more than 30 million consumers▶ Significant Local & EU Financial Grants & Incentives	<ul style="list-style-type: none">▶ Pro-Business Environment Talent & Education▶ Entrepreneurial Culture▶ Start-up Ecosystem

We achieve this thanks to our deep expertise in the dynamics and business environment of Poland.

We help our clients optimize opportunities and manage risks by:

Navigating Challenges

- ▶ Developing Market Dynamics
- ▶ Geo-Political Sensitivities
- ▶ Inflation & Economic Impacts
- ▶ Change of Governments, Laws & Regulations

Leveraging EY’s Global Network to Delivering Value

- ▶ Connectivity to Market, Political Realities
- ▶ Alumni Global Network of over 1 million professionals

Poland’s contributions to multinational businesses success has come from a variety of aspects indicating the wide range of expertise our teams can confidently provide.

- ▶ Revenue Growth through entry into strong business and consumer markets
- ▶ Cost Savings through Talent, Technology, Supply Chain, Logistics
- ▶ Risk Management & Quality Assurance
- ▶ Efficient and Transparent Supply Chains
- ▶ Innovation through Research & Development
- ▶ Operating Efficiency via Shared Service and Global Business Centers
- ▶ Cyber Security Hubs
- ▶ Indigenous knowledge of local customs, cultures, and regulations
- ▶ Market, historical and proactive visibility, and connectivity

EY Poland Services

Our expertise encompasses a comprehensive understanding of all the pivotal sectors within the economic landscape. Our team possesses an in-depth knowledge of challenges that characterize each industry, ensuring that we are well-equipped to navigate and contribute to the complex fabric of the economy with proficiency.



Global Business Service Centers landscape in Poland

Over the last quarter century, globalization and pressure on profitability drove companies to establish more and more complex Shared Service Centers (SSC) in global hubs enabling significant savings and quality improvements.

This trend still holds today, with CESA, including Poland, being the second largest destination for Shared Service Centers in the world.

Business services centers in Poland

1,803	432,000	120	13.9%
Poland is European Leader in the number of SSC/ GBS, BPO, IT, and R&D business services centers, 72% of which are owned by foreign investors	Total number of jobs in business services centers	Number of Fortune Global 500 companies with business services centers	Share of foreigners in the employment structure

Clients with business service centers in Poland audited by EY Poland

Currently, there are over 1,800 Shared Services Centers and Business Process Outsourcing Centers in Poland



EY | Building a better working world

EY exists to build a better working world, helping create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

Working across assurance, consulting, law, strategy, tax and transactions, EY teams ask better questions to find new answers for the complex issues facing our world today.

EEY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. Information about how EY collects and uses personal data and a description of the rights individuals have under data protection legislation are available via ey.com/privacy. EY member firms do not practice law where prohibited by local laws.

For more information about our organization, please visit ey.com.

© 2024 EYGM Limited.

All Rights Reserved.

ED None

This material has been prepared for general informational purposes only and is not intended to be relied upon as accounting, tax, or other professional advice. Please refer to your advisors for specific advice.

ey.com