



# Aerospace Trade Mission to Poland

Aviation Valley, Rzeszow,  
16<sup>th</sup> April to 19<sup>th</sup> April 2018

## POLISH AEROSPACE SECTOR

**Santander Corporate & Commercial Banking** and the **Midlands Aerospace Alliance** are organising an **Aerospace Sector Trade Mission** to Aviation Valley, Rzeszow, Poland for members of the Midlands Aerospace Alliance.

*The Trade Mission will fly out on 16<sup>th</sup> April returning on the 19<sup>th</sup> April.*

Working with our key local partners **Aviation Valley Alliance**, **Bank Zachodni WBK (Santander Poland)** and **Altios International**, there will be a full programme of pre-arranged 1-2-1 meetings with potential buyers, suppliers, distributors and key local stakeholders and partners, tailored to your individual needs. During the stay there will also be various receptions, dinners and networking opportunities for you to attend.

### Indicative cost of the Trade Mission

- Flights £152 return (based on Economy Fare).\*
- Hotels £213 per person for 3 nights B&B (£71 per night).\*\*

*(Flights are from and returning to Stansted Airport)*

The cost of the transfers to and from the Rzeszow Airport will be met by Santander as will in country transportation when traveling as part of the Santander/MAA delegation. Santander will also be covering the cost of the in country corporate matchmaking.

*\* Subject to flights being booked through Santander and obtaining group booking rates.*

*\*\* Subject to hotels being booked through Santander and obtaining group booking rates.*

*All costs and subsidies are indicative only and may vary when bookings are made. Delegates will be expected to cover their own costs.*



### Aerospace Sector in Poland

With over **100** years of experience in the aerospace sector Poland is one world's major aerospace producing countries.

The aerospace sector in Poland employs over **25,000** people. With Poland boasting a highly skilled workforce and competitive production costs.

There are over **200** companies in the Polish aerospace sector producing more than **EUR1.3bln** in revenue.

Some of the major global Aerospace companies with a presence in Poland are; *Airbus; GE; Pratt & Whitney; RECARO; UTC Aerospace Systems; Leonardo; Lockheed Martin; and MB Aerospace.*

The **Santander / MAA Trade Mission** to Poland will;

- Help you understand the opportunities that exist in the Polish Aerospace Market.
- Enable you to tap into one of the major aerospace markets in the world.
- Explore the potential of the Polish Aerospace Sector for your business.
- Connect with potential partners in the market.

*For further information on the Trade Mission and on how to apply please see the below appendices;*

Appendix 1:  
Preliminary Trade Mission Itinerary  
Appendix 2:  
Application Form & Questionnaire

Alternatively contact:

anne.esterson@midlandsaerospace.org.uk

**Santander Corporate & Commercial Banking** and the **Midlands Aerospace Alliance**  
**Trade Mission**  
**To Aviation Valley,**  
**Rzeszow, Poland**  
**16<sup>th</sup> April to 19<sup>th</sup> April 2018**

Preliminary Trade Mission Itinerary

Below is or provisional itinerary for the Trade Mission to Aviation Valley in April. This will be refined nearer the time when plans will be firmed up. A final itinerary will be provided to delegates attending the Trade Mission Prior to the date of departure.

In addition to the below itinerary we will also be arranging a pre-Mission briefing which will take place in March (date to be arranged).

Monday 16 <sup>th</sup>	Tuesday 17 <sup>th</sup>	Wednesday 18 <sup>th</sup>	Thursday 19 <sup>th</sup>
	<ul style="list-style-type: none"> <li>- 09:00: Breakfast at hotel</li> <li>- 10:00: Visit Santander Poland Office in Rzeszow for welcome meeting and presentations.</li> <li>- 13:00: Networking lunch</li> </ul>	<ul style="list-style-type: none"> <li>- 09:00: Breakfast at hotel</li> <li>- 10:00: Depart for OEM/T1 factory visit (TBA) in Rzeszow</li> <li>- 11:00: Arrive at OEM/T1 factory</li> <li>- 13:00: Return to hotel</li> </ul>	<ul style="list-style-type: none"> <li>- 09:00: Breakfast at hotel</li> <li>- 10:30: Check out of hotel &amp; free time.</li> <li>- 12:00: Depart for Rzeszow airport</li> <li>- 13:00: Arrive at Rzeszow airport</li> </ul>
<ul style="list-style-type: none"> <li>- 18:00: Depart London Stansted to Rzeszow Airport Poland</li> <li>- 21:35: Arrive Rzeszow Airport Poland</li> <li>- 22:00: Transfer to hotel</li> <li>- 22:30: Check-in at hotel</li> </ul>	<ul style="list-style-type: none"> <li>- 14:00: 1-2-1 prearranged meetings for delegates.</li> <li>- 18:00: Networking reception for UK Delegates, Aviation Valley Cluster Members, Santander Poland customers (venue TBA)</li> <li>- 21:00: Reception finishes and return to hotel</li> </ul>	<ul style="list-style-type: none"> <li>- 14:00: 1-2-1 prearranged meetings for delegates.</li> <li>- 20:30: Delegates' dinner.</li> </ul>	<ul style="list-style-type: none"> <li>- 15:45: Depart Rzeszow airport for London Stansted Airport, UK</li> <li>- 17:20: Arrive London Stansted Airport UK.</li> </ul>

**Santander Corporate & Commercial Banking** and the **Midlands Aerospace Alliance**  
**Trade Mission**  
**To Aviation Valley,**  
**Rzeszow, Poland**  
**16<sup>th</sup> April to 19<sup>th</sup> April 2018**

**Application Form & Questionnaire**

Should you wish to apply to join us on the Trade Mission please complete the following application details and questionnaire.

Once completed please return the application and questionnaire by email to Anne Esterson at the MAA ([anne.esterson@midlandsaerospace.org.uk](mailto:anne.esterson@midlandsaerospace.org.uk)).

*(If you would prefer a Word/editable version of the Application and Questionnaire form then please also contact Anne at the MAA.)*

**Application Details**

<b>Company Details:</b>	
Name:	
Address:	
Post Code:	
Website:	
<b><u>Delegate Details</u></b>	
Delegate Name:	
Job Title:	
Telephone Number:	
Email Address:	

**Questionnaire**

<u>Company Activity</u>	<i>(Please describe what your company does and the type and nature of the products/services its sells. Including usage.)</i>
<u>Existing aerospace customers:</u>	<i>(Please provide a list of the major customers you currently deal with)</i>

What are your competitive advantages / USPs?	
Do you already export? If so which countries?	
Do you already have operations overseas? If so where?	
Is your company registered overseas? If yes what's the name?	

What are you looking to achieve from the Trade Mission to Poland			
- Find new customers	Yes / No	Comment:	
- Find new suppliers	Yes / No	Comment:	
- Find potential agents/distributors	Yes / No	Comment:	
- Find potential JV partners	Yes / No	Comment:	
- Find potential acquisitions	Yes / No	Comment:	
- Looking at setting up Manufacturing facility. If yes, where?	Yes / No	Comment:	
- Looking at setting up Distribution facility. If yes where?	Yes / No	Comment:	
- Looking at setting up a Representative Office	Yes / No	Comment:	
- Find out more about Polish Economic Zones and available grants?	Yes / No	Comment:	

Please be aware that as part of the matchmaking process we will be sharing your company details (not your personal contact details) and the questionnaire details with our in country key partners and their memberships to line up appropriate meetings.

Whilst it is expected that there will only be one delegate per company joining the Trade Mission, there may be the opportunity for additional representatives of the company to attend but this is subject to sufficient spaces being available and prior approval from the MAA and Santander. Additional delegates may also be subject to a contribution towards the Trade Mission costs.

Due to limited spaces on the Trade Mission applications will be reviewed jointly by the MAA and Santander and successful applicants will be notified.