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estonian companies could also get a share of the polish defense budget's billions



Joint institution of EAS and KredEx

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As a good NATO member, Poland also spends more than two percent of its gross domestic product on defense, this year's defense budget was 12 billion euros. Next year, it is planned to increase de-

fense spending to three percent of GDP, so the financial contribution will increase to 17 billion euros. What could this mean for Estonian companies both in the defense industry and outside it? How could Estonian companies take part in Polish defense procurement and what opportunities could open up?

Recently, Poland signed a series of important procurement contracts for the purchase of F35 fighter jets, Abrams tanks and Turkish attack drones, in addition to acquiring modern weapons systems and air defense missiles. According to experts, in the next five to eight years, Poland will spend between 50 and 100 billion euros on increasing its defense capabilities, part of which will also include the funds necessary for waging electronic and cyber warfare.

Numerous opportunities could open up here for Estonian companies as well. In order to participate in local procurement programs, Estonian entrepreneurs could get involved, for example, in research and development activities or in logistical supply chains. .

The involvement of local partners and service providers is crucial in Poland

At the meeting organized by EAS and the Estonian Defense Industry Union, several experts familiar with Polish defense procurement in detail spoke. Adam Kapitan Bergmann, who was responsible for the sale of 50 F-16 fighters at Lockheed Martin to the Polish government, highlights three key points to watch out for in the Polish defense market. "First of all, it must be taken into account that mostly state-owned companies operate in the field of defense procurement in Poland. In order to reach these and other important stakeholders, it is important to stand out with strong individual or collective marketing, for example by participating in high-level business delegations, visiting trade fairs or gaining attention with well-targeted PR activities," notes Bergmann.

Secondly, in Bergmann's opinion, it is worthwhile to establish partnerships with local service providers, such as companies offering accounting services, law firms or translation agencies. "Most of the information exchange regarding public procurement is done in Polish and in accordance with local customs and the rules of the legal system. Professional help helps to avoid major mistakes when entering the market. The key is the previous experience and reliability of the local service provider."

How to find local partners in the Polish defense industry?

As the most important recommendation, Bergmann cites building relationships with local Polish defense industry companies. So where to find local partners? The aviation center near Rzeszow/Mielec, created as part of the F-16 counter-purchase program, has become a rich oasis for establishing contacts, which has developed into an impressive ecosystem of the defense and aviation industries. More information about it can be found at [Aviation Valley \(dolinalotnicza.pl\)](https://dolinalotnicza.pl).

Häid võimalusi uute kontaktide sõlmimiseks pakub ka septembris Kielces toimuv rahvusvaheline kaitsetööstuse mess MSPO, kus osaleb tänavu oma stendiga ka Eesti Kaitsetööstuse Liit. Lisaks aitab EAS kohaliku esindaja kaudu teostada ekspordipartneri otsingut, valides kriteeriumiteks näiteks ettevõtte suuruse, kasutatava tehnoloogia või koostöögrandi programmi.

Infrastruktuur ja humanitaarabi ootavad huvilisi

Milliseid võimalusi pakub Poola kaitsetööstus relvastusega mitteseotud ettevõtetele? Näiteks võiks Eesti ettevõtetele olla läbilöögivõimalusi infrastruktuuri valdkonnas, sest Poola ja USA vahel sõlmitud kaitsealase koostöö leping näeb ette kahe miljardi USA dollari suurust investeringut USA vägedele vajaliku infrastruktuuri rajamiseks Poolas. USA vägede staatuse muutumine roteeruvate üksuste haldamisest püsivaks kohaloluks suurendab infrastruktuurinvesteeringute mahtu vähemalt 10 miljardi dollarini, lisaks hangib USA armee täiendavalt kaupu ja teenuseid eraldiseisva eelarve raames. Poola hangete alla kuuluvad näiteks konteinerite, elektrigeneraatorite, lumekoristusvahendite, mööbli ja toidumootori soetamine.

Nii Poola kui ka Eesti ettevõtete jaoks on veel avastamata ÜRO humanitaarabiga seotud hanked, mille aastane maht ulatub 22 miljardi dollarini ning hangete täitmisajad ulatuvad vaid 2-3 nädalani. Koostöö kahe riigi ettevõtete vahel võiks mõlemale osapoolele anda rohkelt uusi võimalusi, eriti arvestades, et suurem osa Ukrainale eraldatud humanitaarabist ladustatakse ja jaotatakse just Poolast.

Viimasel ajal on Eesti ettevõtjate seas näha märkimisväärset huvi suurenemist Poola turu vastu – suuremahulised kaitsehanked võiksid senisest enam motiveerida Eesti ettevõtteid otsima partnerlussuhteid Poola kolleegidega. EASi ülesandeks on selliste koostöövõimaluste edendamisele kaasa aitamine, seega võtke julgelt ühendust EASi esindajaga Poolas:



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