

**What activities do you think have contributed significantly to your company's success in Poland and to strengthening Belgian-Polish business relations?**

**1.Experience** - Democo Poland has been successfully operating in the construction market since 1994. It is a fully autonomous entity belonging to the family-owned Belgian capital group Democo, which has been operating in the European market for more than 46 years. This has allowed the Democo group to take advantage of its rich experience and know-how in complex construction projects.



**2.Localisation** - At the beginning of 90<sup>th</sup> last century Greater Poland seemed to be an ideal location due to communication possibilities both with foreign countries and the rest of the country and dynamic development after the system transformation.



**3. Good relationship with locals** - The friendly attitude of the local authorities to Belgian investors and the deeply rooted high work culture of the local employees were also important.



**4. Continuation of cooperation with old Belgian clients** - Not without significance was also the fact that many of our business partners started their investments in the area of Poland. Democo Poland is often cooperating with clients under the "Design and Build" formula.



**5.Cooperation with Polish institutional clients** - we notice strong and long term cooperation with Public clients as City of Poznań, City of Konin, Municipality of Tarnowo Podgórne with realisation of projects under the Public Procurement Law.



**6.Supporting of local initiatives** - we participate in local environmental undertaking as Planting Green Areas, we are sponsoring local running competition and speedway Club from Poznań due to promote Belgian business, culture and values.





**7. Long term activity of Democo Poland in BBC structures** - Democo Poland is the proud part of the Belgian-rooted company Democo Group. We are one of the longest operating entities in the Belgian construction sector in Poland. Being a BBC member helped us to build our strong position on the Polish construction market. We are one of the most recognizable active members of the BBC from the Greater Poland.

