

Poland: Europe's Strategic Growth Engine

From resilient growth to industrial scale and nearshoring momentum, Poland is positioning itself as one of Europe's most compelling investment destinations.

| By Matias Godoy |

Poland enters 2026 as one of the European Union's most dynamic large economies. After more than three decades of structural transformation, it has combined macroeconomic stability with industrial depth. The International Monetary Fund projects GDP growth of around 3 to 3.5 percent in the coming two years, supported by domestic demand, EU-backed investment and strengthening private consumption. Inflation has moderated from recent highs, reinforcing a stable operating environment for business.

Trade performance underscores the country's strategic relevance. With goods exports exceeding \$350 billion annually, Poland ranks among the world's leading exporting nations. Germany remains its largest trading partner, but supply-chain integration stretches across the entire European Union and increasingly into global markets. For investors, this export intensity signals more than volume—it confirms Poland's role as a core production and distribution platform within Europe.

Geography amplifies that advantage. Positioned at the intersection of North-South and East-West corridors, Poland connects the Baltic to the Adriatic and Western Europe to emerging eastern mar-

kets. In an era defined by nearshoring and supply-chain resilience, that connectivity is no longer incidental. It is strategic.

● Building the Backbone of European Logistics

The evolution of Poland's logistics infrastructure illustrates how the country has moved up the value chain. In Wielkopolska, CLIP Group has built an integrated logistics and industrial platform combining intermodal terminals, warehousing, automotive distribution and rail operations into a scalable ecosystem.

"We are the largest family-owned logistics group in Poland, focused on low-emission rail-based intermodal transportation," said Agnieszka Hipś, president of the management board. That emphasis on rail aligns directly with Europe's decarbonization agenda and the growing demand for measurable ESG performance across supply chains.

The group's strength lies in long-term partnerships and operational reliability. "We were never left by any of our customers," Hipś said—a statement that speaks to performance in sectors where multinational corporations regularly tender high-volume contracts. Retention in such an environment is a competitive marker.

Looking ahead, expansion remains central to the strategy. "Capacity, capacity, capacity," Hipś insists, signaling a clear commitment to scaling terminals, rolling stock and industrial land to meet the demands of nearshoring and energy-intensive investment. The objective is not incremental growth, but transformation: evolving from a national logistics leader into a regional infrastructure partner for Europe.

● Industrial Agility and Execution Under Pressure

If CLIP represents the structural backbone of Poland's logistics capability, Rekord Hale demonstrates the country's operational agility. The company specializes in advanced modular and tent hall structures that transform undeveloped land into fully functional industrial or event facilities.

"In a greenfield, when there is absolutely nothing, we can provide everything — the whole structure, including air conditioning, sanitary facilities, the entire infrastructure," said CEO Kazimierz Putyra. That turnkey capability has proven valuable in sectors ranging from trade fairs and warehousing to defense-related and emergency deployments.

Execution under pressure is the differentiator. "We deliver — we don't let them

down," Putyra said. In a business environment shaped by compressed timelines, volatile demand and geopolitical uncertainty, reliability becomes more than a service feature—it becomes a strategic asset.

● Beyond Cost: A Platform for Nearshoring

Poland's investment story has evolved well beyond labor cost arbitrage. Rising wages reflect rising living standards, but they also signal an economy that has matured. Today's competitive edge lies in scale, infrastructure density, digital transparency and a skilled workforce supported by strong technical universities and growing innovation ecosystems.

The shocks of COVID-19 and geopolitical tensions have accelerated boardroom conversations about resilience and supply-chain redesign. Companies are seeking locations that combine market proximity with operational depth. Poland increasingly meets that test: a diversified economy, export strength, EU integration and private-sector champions capable of delivering complex, asset-heavy solutions.

As Europe rethinks industrial strategy, Poland stands not at the periphery, but at the center of the conversation—ready to anchor the continent's next phase of growth. ■

Building Growth Under Canvas

Rekord Hale Namiotowe has grown from a small family business in post-communist Poland into one of Europe's most trusted manufacturers of large, semi-permanent tent halls—versatile structures designed for events, logistics, storage, industrial use and even military operations.

| By Matias Godoy |

Founded in the early 1990s by Kazimierz and Anna Putyra, the company began by providing space for trade fairs and exhibitions at a time when Poland lacked modern facilities. By 1998, it had launched its own production, creating durable tent halls that could be assembled quickly and used for months or even years. Today, the Rekord Group employs around 800 professionals and exports across Europe, with growing operations in the United States and Romania.

Rekord's success stems from its commitment to quality and its ability to deliver under pressure, whether setting up on a greenfield site or meeting tight deadlines. "We can provide everything our clients need — from the structure itself to power, heating, and sanitation," said CEO Kazimierz Putyra. This dependability has earned the company long-term partnerships,



ANNA PUTYRA AND KAZIMIERZ PUTYRA CO-FOUNDERS & CEO OF REKORD.

including with the U.S. Army—a collaboration that reflects Rekord's precision, reliability and global standards. Their projects range from sports facilities and trade fairs to fully equipped

logistics bases capable of operating in any weather or terrain.

Now, after years of steady growth, Rekord is once again looking outward. The company aims to expand

«This is a family company built on hard work, loyalty, and empathy. Success should never be the end — it should be the beginning of something greater.»

ANNA PUTYRA

through strategic partnerships with international firms that understand its business, share its values and can open doors to new markets—including fast-developing regions such as Africa. "We believe there is a bright future ahead," said Kazimierz Putyra. "We are always ready to adapt, innovate, and respond to new opportunities."

For Anna Putyra, Rekord's lasting strength lies in its people and values. "This is a family company built on hard work, loyalty, and empathy," she said. "Success should never be the end — it should be the beginning of something greater." ■



Infrastructure That Sells Peace of Mind

CLIP Group S.A. is scaling a Polish-owned intermodal logistics platform that aims to make Central Europe the safest bet in a more fragile global supply chain.

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A logistics operation can look like a commodity from the outside: trucks in, trucks out, another warehouse on the motorway, another rail siding at the edge of a city. The reality in today's Europe is harsher. Supply chains are being tested by geopolitical shocks, energy volatility and tighter carbon rules—often at the same time. In that environment, logistics stops being “transport” and becomes infrastructure: whoever controls capacity, data and resilience controls outcomes.

That is the strategic lane CLIP Group has chosen. Built over 35 years and still family-owned, the business has grown from a regional operator into a multi-activity platform spanning intermodal rail, terminals, warehousing, customs services and energy solutions. Its main hub near Poznań—Swarzędz/Jasin—has earned recognition as one of Europe's leading freight village locations, ranking third in Europe in a 2025 listing reported by Deutsche GVZ-Gesellschaft (DGG).

Scale, however, is only half the story. The other half is a philosophy that reframes what logistics is meant to deliver. “For our automotive, retail and industrial clients, we don't just move goods from point A to point B,” said Agnieszka Hipś, president of the board at CLIP Group S.A. “We design the whole process; we provide peace of mind.”

● A Platform Built Ahead of Demand

CLIP's growth has been anchored in a pattern: invest early, then let the market catch up. Long before “intermodal” became a mainstream term in Poland, capacity constraints were already visible in the inbound and outbound flow of goods. The response was not incremental. A rail



Area 1000 ha 10 000 000 m ²	Power line Available power 2 x 300 MW	60 m ³ /s river	High pressure gas pipeline DN 1400 60 bar 3.4 mn m ³ /h
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based intermodal platform was built out while much of the market still treated rail as the domain of state-owned incumbents.

“We created something before it was defined,” Hipś said. The point is not nostalgia; it is timing. When ESG reporting, carbon accounting and the European Green Deal accelerated from aspiration into rule-book, CLIP's infrastructure already looked like compliance-ready industrial plumbing. “We were ahead of time before they were actually in place,” she added, describing a strategy set more than a decade earlier.

That early move has been reinforced with heavy assets that are difficult to replicate quickly. Terminals, rolling stock and rail capabilities require long lead times, capital discipline and operational confidence. CLIP has leaned on EU support where available, but the core bet has been private: build strategic assets that become bottlenecks for competitors and accelerators for customers.

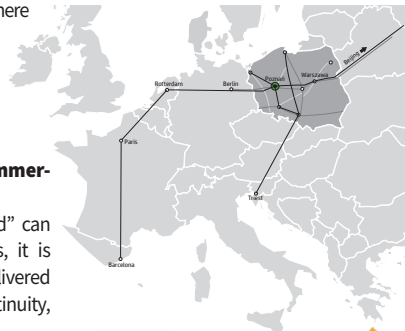
● Why “Peace of Mind” Is a Commercial Product

In boardrooms, “peace of mind” can sound like marketing. In logistics, it is measurable. The product is delivered through predictability: service continuity,

on-time performance, fewer disruptions and better visibility across the chain. CLIP's argument is that those outcomes require control—over capacity, over critical nodes and increasingly over energy.

The service pitch is built around integration. From the Poznań region hub, connections extend across Europe through a network that blends terminals, warehousing, rolling stock and road distribution into a single operating model. “Scale and flexibility are what defines CLIP,” Hipś said.

The message is designed for large shippers with little tolerance for failure: OEMs, big-box retailers and e-commerce giants that cannot afford a missed season, a stock-out or a delayed plant line. It is also designed



AGNIESZKA HIPŚ
PRESIDENT OF
THE BOARD
AT CLIP
GROUP S.A.

for investors and partners thinking about nearshoring—bringing production and distribution closer to European demand to reduce geopolitical and operational exposure.

That is where CLIP positions itself as more than a landlord and more than a carrier. “We are the partner that is responsible for the whole chain,” Hipś said. “In the world where the supply chains are under pressure, that combination brings reliability, it brings better cash flow, it brings trust.”

● Decarbonization That Works at Industrial Scale

The logistics industry is awash in climate commitments that look clean on paper and messy on the road. CLIP's sustainability thesis is blunt: heavy freight decarbonization will not be won by wishful thinking about long-haul electric trucking, but by modal shift and intermodal design.

“Nobody for long haul is buying electric trucks. Nobody,” Hipś said. The operational alternative is rail-based intermodal, with road reserved for first and last mile. “So, then all that transformation... is focused on rail, modern intermodal transportation,” she said.

Customers increasingly want proof: live visibility, traceability and credible carbon reporting. “The expectation to the logistic process is the transparency,” Hipś said. “It has to be transparent like finance and taxes.”

● Capacity as an Economic Argument

In logistics, “capacity” is a competitive advantage; in a nearshoring cycle, it becomes an economic argument for a country. CLIP's growth narrative links directly to Poland's evolving investment proposition: no longer the cheap option, but an increasingly sophisticated industrial location with talent, infrastructure and operating resilience.

CLIP's platform is built to match that shift. Warehousing has been expanded at scale, and the broader proposition extends beyond buildings into intermodal nodes and land availability adjacent to key corridors.

Hipś's pitch for the next phase is explicit: “Capacity, capacity, capacity.” Expansion is planned across strategic Polish locations: deeper development of the Poznań hub, a Silesian node near Katowice and an eastern-border logistics hub around Małaszewicze. The common thread is infrastructure that customers can plug into quickly, rather than build themselves from scratch. ■



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