

# Outward Foreign Direct Investments from Poland to Germany

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## Abstract

This paper explores Polish Foreign Direct Investments (FDIs) in Germany as a part of the broader category of outward FDIs. It aims at detecting patterns in the behaviour of Polish companies abroad and thus discerning the profile of Polish firms investing in Germany. Besides drawing on statistics concerning Polish FDIs, qualitative research (comprising interviews with independent experts and representatives of companies who have ventured abroad) has been conducted. Polish companies investing in Germany tend to act independently, i.e. regardless of the behaviour of other firms. Their decisions are not cost-motivated, but rather influenced by the attractiveness of the German market. Despite Germany's physical proximity, its business environment constitutes a significant investment barrier for many Polish companies. Due to the small and heterogeneous nature of the group examined, the obtained results must be taken with caution.

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