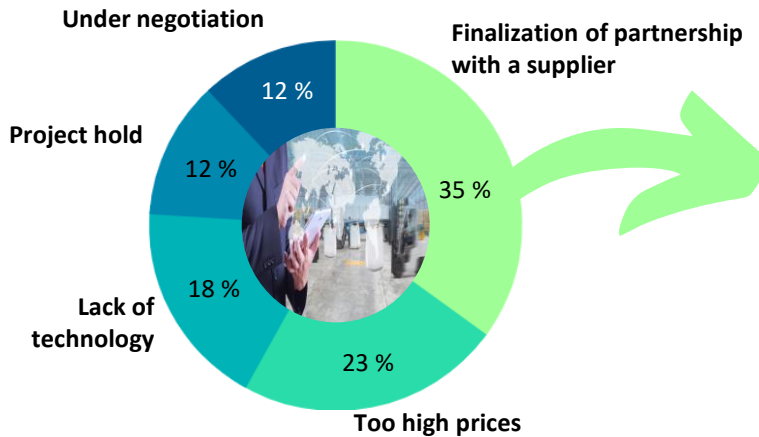


Since the worldwide pandemic situation that started at the beginning of 2020, Eastern Europe became a key nearshoring destination and has been able to take advantage of the relocation trends in sourcing and production operations.

**What is the current situation? What are the main factors to succeed? Valians International presents its analysis of the last 30 sourcing projects in Eastern Europe.**

Like many companies around the world, Eastern European suppliers are directly affected by the current reorganization of the supply chain, limited access to raw materials and rising energy prices. Nevertheless, Eastern European suppliers are in most cases very flexible and able to adapt very quickly to this environment. We see many suppliers willing and able to reorient their production effectively. Below, you will find an analysis of the last 30 sourcing projects in Eastern Europe led by Valians International:

## Situation of the last 30 sourcing projects led by Valians



## Factors of success

**65%**

**In 65% - the CEO made the trip to meet suppliers**

## Our recommendations

- ✓ Sourcing must be well chosen – prepare beforehand and make it a real strategy, not an opportunity
- ✓ Select 1 – 2 products to start
- ✓ Don't benchmark with China/Asia
- ✓ Involve Management / CEO
- ✓ Do not stop at first quotation  
Take time to negotiate prices
- ✓ Come on-site several times

## Which sectors are the most successful?

(% success)



**70%**

plastic industry



**30%**

metal industry



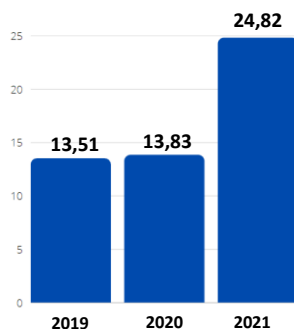
**20%**

wood industry

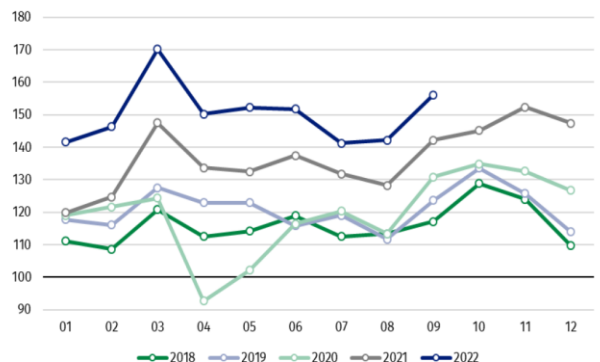
## Focus on Poland – what is the situation?

Poland maintained its attractiveness, 2021 was a record year in terms of foreign direct investment and reached 24.82 billion dollars. Industrial production over the months January – September 2022 saw 12.3% growth compared to the same period in 2021.

FDI in Poland (billion dollars)



Industrial production in Poland (monthly average 2015=100)



VALIANS INTERNATIONAL - A trusted partner for the development of your business in Eastern Europe



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