

# Czech Trade Focus

*News from the Czech Commercial Offices in the United States / Fall 2014*

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## MACROECONOMIC DATA OF THE CZECH REPUBLIC

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INDICATORS	2012	2013	Latest available data	
GDP (% , y-to-y)	-1.0	-0.9	2.6	<b>Q2 '14</b>
Inflation (% , y-to-y)	3.3	1.4	0.6	<b>Jul '14</b>
Unemployment (% , y-to-y)	7.0	7.0	7.4	<b>Jul '14</b>
Industrial Production (% , y-to-y)	1.7	1.5	8.1	<b>Jun '14</b>
Exchange Rate CZK/USD (average)	17.7	19.6	20.9	<b>Aug '14</b>

Source: Czech Statistical Office

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## AUSA 2014

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On October 13-15, 2014, Czech companies from the defense and security sector will partake in the annual meeting and exposition of the Association of the United States Army (AUSA) in Washington, DC ([www.ausa.org](http://www.ausa.org)). Their participation at this international show is secured by the Defense and Security Industry Association of the Czech Republic (DSIA, [www.aobp.cz/en/english/home-page](http://www.aobp.cz/en/english/home-page)) and financially supported by the Czech government. The Embassy of the Czech Republic is tentatively expecting about 10-12 participating companies, which trade internationally with weapons and are trusted suppliers for NATO forces.

The Czech industry was presented at the exposition initially last year and, after last year's success, many companies are returning to the show. In fact, Czech companies such as Sellier&Bellot and Meopta view the US as a key market. Other Czech firms, however, will be introduced in Washington for the first time.

A presentation of Czech defense industry and tradeshow IDET 2015 is planned for 10 a.m. on Tuesday, October 14 at Walter E. Washington Conference Centre. This event will receive the support of the Embassy of the Czech Republic and Ambassador of the Czech Republic to the United States Petr Gandalovic will attend.

After the conclusion of the exposition, DSIA Chairman Jiri Hynek and Commercial Counselor Tomas Hart will visit Camden of Arkansas, where they will meet with US weapons producers and contractors about the possibility of future collaboration. For more information, please contact the Czech Embassy at telephone number 202-274-9104 or at the email address [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz).

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## WALL STREET TECHNOLOGY CONFERENCE 2014

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The Consulate General of the Czech Republic in NYC hosted at the historic Bohemian National Hall another exciting technology-oriented event – the second annual Wall Street Tech Conference (WSTC) which was organized by The Outsourcing Institute on May 15, 2014.

The main topic of the WSTC was the “T5” which stands for the five technologies- and sourcing-related trends creating opportunity, challenge and risk for banking, financial services and insurance firms. The T5 include Cloud Computing, Big Data, Mobility, Cyber Security and Outsourcing.

Participants and panelists of the WSTC discussed the ways how the T5 are changing

the business environment of Banking, Financial Services and Insurance (BFSI) industry firms on Wall Street and throughout the business world. With the depth of knowledge and importance of the selected topic, WSTC is slowly becoming one of the most important BFSI technology conferences and networking events of the year.

More than 150 participants of the WSTC enjoyed presentations and panel discussions with representatives of companies like Bloomberg, Amazon, Cisco, Unisys, Thomson Reuters, Capgemini, DextraTech, UBS, Gartner, Bank of Tokyo/Mitsubishi or New York Stock Exchange. The Czech Sponsor Keynote titled „ Innovation and Security made in Czech Republic” presented case studies of three leading Czech IT companies Granton Consulting, Invea-Tech, and Zentify.

More information about the event is available at: <http://www.outsourcingintelligencenetwork.com/roadshow/wst2014/>

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## ECONOMIC BRIEFS

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The Czech Republic’s entry into the European Union has **boosted the country’s exports**, which had made up 59 percent of gross domestic product (GDP) before EU accession in May 2004, while in 2013 it was 79 percent of economic output, according to data from the Czech Statistical Office (CSU).

The Czech Republic and the USA signed an agreement on a joint approach against tax evasion (**Foreign Account Tax Compliance Act**). According to this agreement the tax institutions

of both countries will exchange data of several financial accounts of citizens living abroad.

The **Czech economy** has grown much faster in the first quarter than the experts had estimated. The economy has **improved by 2.9%** when compared to last year. The improvement was especially helped by a surprisingly good performance by small Czech companies. The state budget has returned in June to surplus of CZK 1.5 billion (7.1 million USD). In May it had been in a deficit by CZK 9.5 billion (45.3 million

USD) which had happened for the first time.

**Exports of military material** from the Czech Republic grew by about 6 percent to CZK 7.85 billion (37.4 million USD) last year, while **imports fell** five times to CZK 1.7 billion (8.1 million USD), according to an annual report discussed by the government. The biggest export market was Vietnam, to which arms worth CZK 1.19 billion (5.7 million USD) were exported.

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## CZECH ENTERPRISE DEMO DAY

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The Consulate General of the Czech Republic in NYC together with the CzechInvest East Coast office, the Czech ICT Alliance, and The Hatchery organized the ICT matchmaking event on June 3, 2014, at the Bohemian National Hall.

Six Czech companies (Belladati, Boldbrick, Invea, Modgen, Safetica and Trustport) came to the US as part of their further expansion efforts. All the companies are B2B, with customers, solving data, security, prediction, and large scale management issues. During this event they had a chance to meet with corporate partners and to develop new channel partnerships.



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## MORAVIAN WINES HIGHLY RECOGNIZED IN THE US

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Outstanding recognition was awarded to Bohemian and Moravian winemakers at the 34th San Francisco International Wine Competition.

Of the 4,570 participants from across the globe, only 123 (or 2.7%) wines were from Czech Republic; yet, the Czech Republic took home 5% of the double gold medals as well as the Best White Wine in the Show! In total, the wines from the Czech Republic amassed an incredible 92 medals. "Such a high share in the awards naturally bears witness to the quality of Moravian and Czech wineries as a whole," according to Pavel Krska, director of the National Wine Centre.

To learn more about the winners, please visit: <http://www.wineofczechrepublic.cz/en/news/for-press/3664-historical-success-for-moravian-wines-in-the-usa.html>

To import Moravian wines into the US, please contact Czech Wine Imports, Inc., at [info@czechwineimports.com](mailto:info@czechwineimports.com).

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## INVESTMENT BRIEFS

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The cancellation of the tender to extend nuclear power plant **Temelin** is a disappointment for Czech companies which were to participate in the project, because the contracts worth tens of millions of crowns shall not materialize as a result, a poll conducted by CTK among the firms has shown.

**MSD**, a global provider of health care products and services, will open a global innovative IT center in Prague in 2014. The center will offer **100 new jobs** for IT specialists this year and an additional 100 jobs will be opened once the center goes fully live in 2015. The final number of employees will be reached in 2017. John Westby, MSD's vice president, says that the center will offer opportunities for promising employment and care development for

a wide range of IT experts, data analysts, project managers and also for many fresh university graduates.

US software company **Red Hat** has expanded its premises in **Brno**. It can therefore employ up to 350 more people in the coming years. This branch is Red Hat's largest development center in the world. It currently employs 600 people and around 90 interns.

US company **Franklin Electric** is about to move its motor production from Wittlich in Germany to a factory in Brno. It could expand the factory to twice its size. The move should be finished by mid-2016.

A German industry group **Progres Werk Oberkirch** is ready to invest around EUR 25 million (33.4 million USD) in the next 4 years in the Czech Republic. It will be very significant for the Czech automotive industry.

South Korean producer of tires **Nexen** is about to invest up to CZK 40 million (1.9 million USD) in an industry zone Triangle in the area of Zatec. If it happens it will be the largest foreign investment in the Czech Republic. The company wishes to build a factory for **approximately 1000 employees**. With time it can increase up to 2300.

**Raiffeisenbank** prepares to open the largest domestic fund directed at investments in promising **IT companies**. It expects the investors to

put into it approximately CZK 500 million (23.9 million USD). It will cooperate with South Moravian Innovation Centre regarding the selection of suitable projects. Raiffeisenbank is an important banking institution that provides wide range of banking services to private and corporate clientele in the Czech Republic. Raiffeisenbank is a member of Austrian Raiffeisen Group that also offers products and services in the Czech Republic in the area of building savings, insurance and leasing.

The Czech Republic is the **second most attractive country for German investors** from the 15 countries in Central and Eastern Europe after Poland, according to a survey conducted by the Czech-German Chamber of Commerce (CNOPK) and 15 other Germany's Chambers of Commerce in the region. Until last year, when the Czech Republic ranked also second, the Czech Republic had been the best place for German companies' investment for seven years.

Russian-based mobile phone company **teXet** is planning to begin

manufacturing a tablet device in the Czech Republic as it aims for sales in the Czech and other European markets.

Czech Republic signed a contract with Korean investor **Hyundai Mobis**. This is the second largest expansion in the Czech Republic in the last 5 years and also the third largest Korean investment ever. The company plans to build a plant for the production of headlights for cars in the strategic industrial zone Ostrava-Mosnov in the Moravian-Silesian region. This could create 935 direct jobs.

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## THE EU ADOPTS FURTHER PUNITIVE MEASURES AGAINST THE RUSSIAN FEDERATION

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The European Union adopted more punitive measures against the Russian Federation in connection with its participation in the deepening crisis in Ukraine. During the negotiations, the Czech Republic's Ministry of Industry and Trade (MIT) advocated that sanctions do not affect the trade in civilian goods and do not become a liquidation factor for Czech companies. New sanctions should only have a very limited impact on the Czech economy and the MIT will continuously monitor, analyze and evaluate them.

On Thursday, 31 July 2014 the European Union adopted the Council's decision, which generally identifies four areas, to which the restrictive measures are directed, and the Council's Regulation, which develops some of the details associated with the introduction of sanctions. Under the proposal, sanctions began to apply as of 1 August 2014.

4 areas that will be involved in punitive measures:

### 1) Restrictions on arms

It includes a ban on export and import of arms and military equipment from/to the Russian Federation. This measure does not apply to supplies of military equipment to be implemented on the basis of the contracts already closed and the supply of spare parts and services necessary for the maintenance of existing military hardware in the EU.

### 2) Restrictions on the export of sensitive technologies for the petroleum industry and related fields

Restrictions will apply to sensitive technologies applicable to the offshore oil exploration and extraction of oil, which are used for underground, undersea and Arctic exploration and production of oil and extraction of oil from shale. Specific items will be listed in the Annex to the draft of an appropriate sanction regulation. The authorization for export will be decided by the competent national authority.

### 3) Restrictions on the export of dual—use goods and technologies

Supplies and exports of dual—use goods and technologies for military use and final military users will be restricted. This measure does not concern the dual—use goods and technologies for the aerospace industry, if designed for civilian use and final civilian users.

#### 4) Restrictions affecting the capital market

It concerns especially restrictions on financial institutions that are more than 50% owned by the Russian state. Financial transactions and the provision of funds or investment services, issuance of new bonds, shares or similar financial instruments with maturities longer than 90 days will be banned.

The restriction is targeted to trading in bonds, shares, which have a maturity greater than 90 days and were released by major Russian financial institutions based in Russia, where the state share at least amounts to 50% (the five major Russian banks). The restriction does not apply to institutions that were established by an international treaty.

Should you have any questions on this issue, please do not hesitate to write to the email address: [export@mpo.cz](mailto:export@mpo.cz).

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## COMPANIES AND BUSINESSES

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O2 and T-Mobile announce a **4G LTE network sharing deal**. Mobile operators O2 and T-Mobile signed an agreement on May 2. This cooperation will bring **high-speed broadband coverage** to the majority of the country this year. Both operators will continue using their own core network infrastructure and will retain independent business strategies.

Ammunition manufacturer **Sellier & Bellot** is expanding production. The information was provided to CIA by Sellier & Bellot's general director Radek Musil. The company **aims to raise the production of pistol and ball projectiles** by several hundreds of

millions per annum. The company has thus hired 290 employees and is acquiring machinery for CZK 650 million (31.1 million USD) that will locate into new production halls in Vlasim later in 2014. The company wants to be competitive in the segment of projectile caps and pistol and ball ammunition.

The US company **Draken International** shall acquire 14 pieces L-159 aircraft. The Czech government has agreed to its sale. The Czech company Aero Vodochody arranges the deal.

The producer of medical beds, **Linet**, is expecting sales increase by up to 20%. It also wishes to

expand in an Indian and Chinese market. The company also has a branch in **Charlotte, NC**.

**Automanufacturer Skoda** increased its deliveries by 18.8 percent in July to 82,800 vehicles. It was the best July in Skoda's company history and at the same time the **strongest monthly percentage increase in 2014**. The brand grew by 26 percent in Western Europe, by 17.3 percent in China. Sales figures for the new Skoda Octavia also continued to develop positively, increasing by around 30 percent in Western Europe.

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## CZECH COMPANIES LOOKING FOR US PARTNERS

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### Blazek Glass

The company Blazek Glass s.r.o. was re-established in 1992 as a producer of traditional hand-decorated Bohemian crystal and the owner, Mr. Blazek, developed and patented shortly after that a new product – the glass nail file. The company currently exports this product to more than 20 countries around the world in more than 100 different sizes and variations.

It is seeking a sales representative who would represent our interests on the American market and look for customers and distributors for our products in the cosmetic and pharmaceutical sector.

Contact: Ms. Barbora Hanouskova, Business Director  
Email: [bhanouskova@blazek-glass.cz](mailto:bhanouskova@blazek-glass.cz)  
Web: [www.blazek-glass.cz](http://www.blazek-glass.cz)

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## TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC

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**INCHEBA PRAHA spol. s r.o.** is one of the most important companies organizing exhibitions and fairs in the Czech Republic. Every year, Incheba Praha organizes about thirty exhibitions and fairs, all of them taking place at the Holesovice Fairground in Prague. For more information and a list of current exhibitions and fairs, please visit [www.incheba.cz](http://www.incheba.cz).

**BVV Trade Fairs Brno** is one of the most prominent trade fair organizers in Central and Eastern European countries. Its core business activity is organizing trade fairs and exhibitions at the Brno exhibition center and providing exhibition services. For more information and a list of current exhibitions and fairs, please visit [www.bvv.cz/en/](http://www.bvv.cz/en/).

September 25 – 28, 2014

### **Gastro & Hotel Set**

An exhibition targeting professionals of the industry of hospitality and dining out.  
Venue: Prague Exhibition Centre Letnany  
Organizer: ABF, a.s.  
Phone: +420 225 291 111  
Fax: +420 222 891 197  
Email: [info@abf.cz](mailto:info@abf.cz)  
Web: [www.abf.cz](http://www.abf.cz)

Venue: Exhibition Grounds, Ceske Budejovice  
Organizer: Exhibition Grounds Ceske Budejovice  
Phone: +420 387 714 911  
Fax: +420 387 714 263  
Email: [info@vcb.cz](mailto:info@vcb.cz)  
Web: [www.vcb.cz/en](http://www.vcb.cz/en)

Phone: +420 387 714 911  
Fax: +420 387 714 263  
Email: [info@vcb.cz](mailto:info@vcb.cz)  
Web: [www.vcb.cz/en](http://www.vcb.cz/en)

October 16, 2014

### **International Wine Show Prague**

An event showcasing the wine industry.  
Venue: Hilton Prague Hotel  
Organizer: KapWein Bohemia  
Email: [prague@iwsp.cz](mailto:prague@iwsp.cz)  
Web: [www.iwsp.cz](http://www.iwsp.cz)

September 25 – 27, 2014

### **Conference of European Association for Asian Art and Archaeology**

The conference aims to elaborate existing art theories as well as methodology.  
Venue: Palacky University Olomouc  
Organizer: The American Council for Southern Asian Art  
Phone: +1 312 996 3303  
Fax: +1 312 413 2460  
Web: [www.acsaa.us](http://www.acsaa.us)

October 2 – 5, 2014

### **Flora Olomouc**

Event showcasing products like market selling flowers, ornamental trees and gardening utensils.  
Venue: Flora Olomouc Exhibition Grounds  
Organizer: Flora Olomouc Exhibition Grounds  
Phone: +420 585 726 111  
Fax: +420 585 413 370  
Email: [info@flora-ol.cz](mailto:info@flora-ol.cz)  
Web: [www.flora-ol.cz](http://www.flora-ol.cz)

October 22, 2014

### **EnergWorld 2014**

The conference will cover areas like applications of information and communication technology in the energy sector.  
Venue: Congress Centre Vavruska, Prague  
Organizer: International Data Group  
Phone: +1 508 872 0080  
Email: [info@idglist.com](mailto:info@idglist.com)  
Web: [www.idg.com](http://www.idg.com)

September 30, 2014

### **Cyber Security 2014**

The conference will cover areas like cyber security and cyber crime.  
Venue: City Conference Centre, Prague 4  
Organizer: International Data Group  
Phone: +1 508 872 0080  
Email: [info@idglist.com](mailto:info@idglist.com)  
Web: [www.idg.com](http://www.idg.com)

October 2 – 4, 2014

### **Watches & Jewelry Fair**

An exhibition showcasing the finest collection of jewelry and precious stones from across the world.  
Venue: Incheba Exhibition and Conference Centre  
Organizer: Incheba Praha  
Phone: +420 220 103 111  
Fax: +420 233 379 450  
Email: [info@incheba.cz](mailto:info@incheba.cz)  
Web: [www.incheba.cz](http://www.incheba.cz)

November 4 – 7, 2014

### **Gaudeamus Brno**

A leading education fair that is dedicated to meet the needs and demands of the students.  
Venue: Brno Exhibition Centre  
Organizer: Gaudeamus  
Phone: +420 545 176 136  
Fax: +420 545 176 218  
Email: [info@gaudeamus.cz](mailto:info@gaudeamus.cz)  
Web: [www.gaudeamus.cz](http://www.gaudeamus.cz)

October 1 – 3, 2014

### **Education and Craft**

Conference directed at awareness about modern education and craft.

October 16 – 19, 2014

### **Hobby Autumn**

An annual tradeshow bringing in products and services from various sectors.  
Venue: Exhibition Grounds Ceske Budejovice  
Organizer: Exhibition Grounds Ceske Budejovice

November 4 – 6, 2014

### **World People Symposium**

The conference will cover areas like attracting, retaining and developing talent for a dynamic and exciting industry.

Venue: Prague Marriott Hotel  
Organizer: International Air  
Transport Association  
Web: [www.iata.org](http://www.iata.org)

November 7 – 9, 2014  
**Dance Life Expo**  
A show concerned with dance,  
dance sports and choreography.  
Venue: Brno Exhibition Centre

Organizer: Brno Trade Fairs and  
Exhibition  
Phone: +420 541 151 111  
Fax: +420 541 153 070  
Email: [info@bvvcz.cz](mailto:info@bvvcz.cz)  
Web: [www.bvvcz.cz/en](http://www.bvvcz.cz/en)

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## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

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### **Czech Embassy in Washington, D.C.**

3900 Spring of Freedom St. NW, Washington, DC 20008  
Consular jurisdiction: Alabama, Arkansas, Florida, Georgia,  
Kentucky, Louisiana, Maryland, Mississippi, North  
Carolina, Ohio, Oklahoma, South Carolina, Tennessee,  
Texas, Virginia, West Virginia.  
Phone: 202.274.9104, Fax: 202.244.2147  
Contact: Mr. Tomas Hart  
Assistant: Ms. Lenka Martinakova  
Email: [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)

### **Consulate General in Chicago**

205 N Michigan Ave, Suite 1680, Chicago, IL 60601  
Consular jurisdiction: Illinois, Indiana, Iowa, Kansas,  
Michigan, Minnesota, Missouri, Nebraska, North Dakota,  
South Dakota a Wisconsin.  
Phone: 312.861.1037, Fax: 312.861.1944  
Contact: Ms. Dana Hunatova  
Email: [chicago@embassy.mzv.cz](mailto:chicago@embassy.mzv.cz)

### **Consulate General in Los Angeles**

10990 Wilshire Boulevard, Los Angeles, CA 90024  
Consular jurisdiction: Alaska, Arizona, California,  
Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico,  
Oregon, Utah, Washington, Wyoming.  
Phone: 310.473.0889 x.229, Fax: 310.473.9813  
Contact: Mr. Michal Sedlacek  
Email: [losangeles@embassy.mzv.cz](mailto:losangeles@embassy.mzv.cz)

### **Consulate General in New York**

321 East 73rd Street, New York, NY 10021  
Consular jurisdiction: Connecticut, Delaware, Maine,  
Massachusetts, New Hampshire, New Jersey, New York,  
Pennsylvania, Rhode Island, Vermont.  
Phone: 646.422.3303, Fax: 646.422.3311  
Contact: Mr. Martin Dvorak  
Email: [newyork@embassy.mzv.cz](mailto:newyork@embassy.mzv.cz)

### **Czech Center New York**

321 East 73rd Street, New York, NY 10021  
Phone: 646.422.3399, Fax: 646 422-3383  
Contact: Ms. Barbara Karpetova  
Email: [info@czechcenter.com](mailto:info@czechcenter.com)

### **Czech Tourism New York**

1109 Madison Avenue, NY, NY 10028

Phone: 212.288.0830, Fax: 212.288.0971  
Contact: Ms. Michaela Claudino-Palkova  
Email: [info-usa@czechtourism.com](mailto:info-usa@czechtourism.com)

### **Czech Tourism California**

6 Hutton Centre Drive, South Coast Metro, CA 92707  
Phone: 714.382.6855  
Contact: Mr. Vojtech Kacerovsky  
E-mail: [losangeles@czechtourism.com](mailto:losangeles@czechtourism.com)

### **CzechTrade**

505 North Lake Shore Drive, Suite 218, Chicago, IL 60611  
**The Czech Trade Promotion Agency CzechTrade** was established by the Ministry of Industry and Trade of the Czech Republic in May 1997. CzechTrade's main objective is to promote international trade and cooperation between Czech and foreign companies. CzechTrade's professional information, assistance and consulting services accompany

Czech exporters to foreign markets. The agency is a contact partner for firms entering the Czech market, seeking interesting and reliable business partners and suppliers.

Phone: 312.644.1790, Fax: 312.527.5544  
Contact: Mr. Jan Kubata  
Email: [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

### **CzechInvest**

**CzechInvest** was established in 1992 by the Ministry of Industry and Trade and is the investment and business development agency of the Czech Republic whose services and development programs contribute to attracting foreign investment and to developing Czech companies. CzechInvest provides the following services free-of-charge: Comprehensive services for investors - full information assistance, handling of investment incentives, business property identification, location of Czech suppliers, aftercare services; Business infrastructure development; Access to structural funds.

### **USA - West Coast Operations Office**

275 Battery Street, Suite 2600, San Francisco, CA 94111  
Phone: 408.524.1690  
Contact: Mr. Roman Horacek  
Email: [california@czechinvest.org](mailto:california@czechinvest.org)

**USA - East Coast Operations Office**  
321 East 73rd Street, New York, NY 10021  
Phone: 347.216.9355

Contact: Mr. Jan Fried  
Email: jan.fried@czechinvest.org

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#### **BUSINESS AND TRADE WEBSITES**

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<input type="checkbox"/> General information about the Czech Republic	<a href="http://www.czech.cz">www.czech.cz</a>
<input type="checkbox"/> Trade promotion agency CzechTrade	<a href="http://www.czechtradeoffices.com">www.czechtradeoffices.com</a>
<input type="checkbox"/> Investment and business development agency CzechInvest	<a href="http://www.czechinvest.org">www.czechinvest.org</a>
<input type="checkbox"/> Tradeshows	<a href="http://www.veletrhyavystavy.cz">www.veletrhyavystavy.cz</a>
<input type="checkbox"/> Czech Embassy in Washington	<a href="http://www.mzv.cz/washington">www.mzv.cz/washington</a>
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