

Czech Trade Focus

News from the Czech Commercial Offices in the United States / March 2005

Czech Companies Form Alliances in the USA Economic Indicators Czech Plastics Industry
Investment Projects Czech Tourism Czech – U.S. Business Cooperation Prague Tourist Info

ECONOMIC BRIEFS

Czech gross domestic product grew by 4.0% in 2004 after a 3.7% growth a year earlier. The growth was pulled by investment which added 9.1% on the year, and by foreign trade which had acted as a drag in 2003. According to the Finance Minister Bohuslav Sobotka, last year's GDP growth is proof that the Czech Republic is doing well and that it will be ready to join the euro as scheduled.

Government deficit stood at Kc105.9bn (\$4.564bn) last year, against Kc319.6bn the year before. Last year, the government deficit was equal to 3.9% of GDP.

Consumption grew by 0.7% last year as household spending rose by 2.4% and government consumption dipped 3.6%.

The amount of foreign direct investment flowing to the Czech Republic almost doubled to Kc114.7bn (\$4.943bn) in 2004 from Kc59bn a year earlier, and reached Kc5.9bn in January 2005.

Czech current account deficit decreased to a preliminary Kc4.3bn in January from Kc17.9bn in December. The current account gap for full-year 2004 reached Kc143.3bn (\$6.176bn), a year-on-year drop of Kc17.4bn. The annual current account total has been showing a gradual decline since September 2004.

The foreign trade gap dropped from Kc26.1bn to Kc7.7bn (\$331 mil.) year-

on-year in the last quarter as exports in current prices grew faster than imports.

Retail sales grew by 2.5% year-on-year in 2004. The growth further increased in 2005, reaching 3.7% in January, and 4.5% in February.

Czech currency (koruna, CZK) was trading in the range of 22.45 – 23.48 CZK per \$1 during January and February 2005, and kept strengthening in March when it exceeded the level of 22 CZK per \$1. The European currency (EUR) was trading slightly above 30 CZK per €1 during the same period.

The full-year amount of contracts signed by Czech builders reached a record high, according to the Czech Statistical Office (CSU). Builders signed almost 86,000 new contracts worth a total of Kc276.8bn (\$11.9bn), a growth of 21.3% year-on-year.

The industrial output grew by 9.9% last year, against a growth of 5.8 % the year before. In December alone it was up 8.3% year-on-year, the growth slowing down from November's 10.9%. The growth was pulled by the production of coke and oil, plastic products and cars.

Czech foreign trade showed a Kc3.4bn (\$99 mil.) surplus in January after a revised gap of Kc8.7bn in December. The surplus was Kc3.3bn higher than a year ago. Most analysts said they expected this year's foreign trade to break even, while some predict a surplus worth up to Kc5bn.

The average gross monthly wage grew by Kc1,116 year-on-year to Kc18,035 (\$777) in 2004, posting the slowest real wage growth in four years worth 3.7%. Foreign-owned companies are the most generous, paying employees an average Kc22,540 a month.

Unemployment rate in the Czech Republic went down to 9.6% in February from 9.8% the previous month, and the number of job seekers was almost 6,616 lower at 555,046 people month-on-month, the Labor and Social Affairs Ministry said.

The construction output grew by 9.7% in 2004.

The volume of loans provided to households grew Kc2.8bn in January to Kc317.4bn (\$13.6bn), according to the Czech National Bank. Experts estimate that household debts will continue to rise, also due to a wider use of credit cards.

Czech shop prices grew by 1.7% year-on-year in February, the same pace as a month earlier, on an upswing in prices at restaurants and hotels, according to the Czech Statistical Office (CSU).

Foreign-currency income from tourism rose by 6.8% to Kc107.1bn (\$4.61bn) in 2004 but stayed shy of the volumes reached before the 9/11 terrorist attacks, the Czech National Bank (CNB) said.

Czech building output soared by 14.2% year-on-year in January after a 1.3% growth in December 2004 as builders spent more time at work.

ECONOMIC POLICY

Government may ease company registrations

On February 9th, 2005 the Chamber of Deputies approved a measure to simplify the process of setting up a company, thus

making Czech Republic more attractive for foreign investors. The new amendment to the Commercial Registry

Code implements a five-day registration period and a standardized set of forms. It also shortens the registration process, and allows existing companies making quick administrative modifications, such as changes of address. The new standardized forms would also reduce costs for businesses by cutting out the need to employ legal firms. The new measure should land at the Senate in March.

Costs of transformation of Czech economy exceeded Kc600bn (\$25.8bn) in 1990 to 2004, with most of the money going to bank and company revitalization, Finance Minister Bohuslav Sobotka said. Furthermore dozens of billions of crowns were paid in support to municipalities and regions.

The latest survey by the independent British consulting firm CEBR, evaluated **Prague as the most attractive location for investment in the European Union**. CEBR evaluates 223 regions of the EU by an index that considers prospects of economic growth, education level of local population, market size and ability to meet criteria of EU programs set for subsidies to the regions. Prague reached 178 pct of the EU average potential for foreign investment.

Czechs can expect cuts in the prices of many food products in the coming months. Among food products whose prices are likely to fall are baked goods, pasta, eggs, and potatoes and other vegetables. The reason is last year's abundant harvest and higher competition among farmers after EU accession.

The Czech National Bank (CNB) plans to cut interest rates to the eurozone level at end-March. Interest rates in the Czech Republic would thus occur at a record-low 1.75 pct.

The government will issue bonds worth Kc29bn (\$1.25bn) in the second quarter of this year to cover the state budget deficit and will also issue treasury bills worth Kc75bn, of which Kc45bn worth will be sold in an auction, according to the Finance Ministry.

The government approved the purchase of U.S.-made AIM-120 AMRAAM missiles for the new Swedish-built Jas-39 Gripen fighters to be delivered this year. The price of the system has not been released, but it should be ready for implementation by 2009. The AMRAAMs are used by several NATO air forces.

The Czech Republic will accept cutting the European Union budget between 2007 and 2013, as some member states have proposed, on the condition that expenditures such as structural funds will not be affected.

Government subsidies totaling more than Kc26 billion (\$1.12bn) helped boost the agricultural sector's profits 5 billion-6 billion Kc last year, said Agriculture Minister Jaroslav Palas.

Czech housing construction was on the rise last year, with the number of completed flats up at 32,268, the highest since 1992, and the number of flats whose construction began at 39,037, the most since 1990.

Prices of goods imported to the Czech Republic fell in January after ten months, down 0.4 pct against January 2003, while export prices rose by 1.1 pct, the lowest growth since June 2003, the Czech Statistical Office (CSU) announced.

Financial Stability Report, published by the Czech National Bank (CNB) in January, has predicted the current economic boom to continue into 2005 and have a positive effect on the financial

condition of businesses and households. Last year, the Czech economy began to be pulled by investments instead of household consumption. Other positive factors were a global economic revival, the inflow of foreign investments and restructuring of companies.

Profits of Czech pension funds amounted to Kc3.22bn (\$138 mil.) in 2004, a year-on-year increase of 35 percent, the Association of Pension Funds data showed. The number of clients rose by 288,000 to 2.95 million last year, that is nearly a third of the Czech population.

The Czech Republic among the elite "new markets"

According to the most recent international comparison by World Times, the Czech Republic is the **fourth wealthiest developing economy in the world**. World Times compared seventy countries having the status of a developing economy. The evaluation was based on economic development, social indicators and development of an information society.

Six in ten Czech households have a car, based on the survey performed by the Czech Statistical Office (CSU). Some 53.6 per cent of households have one car and almost one in 17 households have two cars.

Number portability for mobile phones will be possible from January 2006, Parliament decided with its e-communications bill, which it passed Feb. 22. Operators other than Cesky Telecom will become eligible to provide universal phone services.

Czech people earning Kc17,800 (\$767) on average in monthly wages belong among the 13 percent of the world's richest people; a study by the World Bank and CIA has showed.

CZECH COMPANIES PENETRATE THE US MARKET IN A FORM OF EXPORT ALLIANCES

Trends of the global economy towards the internalization of business activities, mergers and acquisitions, extensive need for capital and outsourcing tendencies have led Czech companies into pursuing joined export activities in the form of alliances. Among the most successful Czech export alliances include: Czech IT Alliance, Czech Biomass Team, Czech Water Alliance, Czech Mining Technology Alliance, NBC Czech Team, and Czech Power Team.

Czech IT companies are taking advantage of a skilled labor pool of technical people in the Czech Republic and have achieved success in the global market in business information systems, security software, commission development, and other segments of IT and telecommunications. The Czech IT alliance is a cluster of twenty-four IT and telecommunications companies which are able to offer solutions to solve complex challenges of small companies as well as conglomerates as Honeywell, Procter & Gamble or General Electric.

As a response to demand for sustainable development, Czech companies associated in the alliance are able to offer complex product strategies from project development up to delivering equipment and fuel from biological resources. The Czech Biopmass Team joins

companies specializing in production, processing, energetic use of biomass, and producing of all sorts of biomass fuel. The alliance further associates consulting companies involved in the biomass industry.

Effective water management is going to be crucial for the survival of humankind in the 21st century. With the increase of the global population and higher demands on the world's natural resources, Czech Water Alliance united twenty one Czech firms, specializing in investment construction, design and planning of water management projects, hydro-electric power stations, dams and weirs, revitalization of water resources and other associated industries.

Companies in the Czech Mining Technology alliance produce and distribute complete mining technology used in extracting and processing natural resources. The companies are also active in reconstruction of old mines and modernization of mining systems. The alliance currently operates on markets in Latin America, Europe and had major success in the far-east countries, such as China.

The Czech Republic belongs among leading countries in the production of devices used for protection against nuclear, chemical and biological threats. The products offered by the Czech NBC team are used in military as well as laboratories and the mining industry.

The Czech Republic has a long technological tradition going back more than two centuries. The Czech Power Alliance is capitalizing on this asset by joining activities of producers of primarily small and medium-size power plants with output of a single block usually not exceeding 50MW. The companies supply new investment units, and modernize already operating power units.

CZECH PLASTICS AND RUBBER INDUSTRY

The rubber and plastics industry has a long tradition in the Czech Republic. The renowned company Bata launched mass production of tires here more than seventy years ago and Lucebni zavody Kolin was one of the first manufacturers of silicon rubber half a century ago. This small country gave the whole world the material and technology for the manufacture of soft contact lenses (based on the research of a Czech scientist, Otto Wichterle). Czech rubber and plastics industry has a broad foundation for research and development. Among many universities and research facilities, the most important are:

1. Faculty of Technology, University of Tomas Bata in Zlin – <http://www.ft.utb.cz>
2. Institute of Chemical Technology in Prague – <http://www.vscht.cz>, <http://www.vscht.cz/pol>
3. Research Center for Complex Petroleum Processing in Usti nad Labem – <http://www.vuanch.cz>

The Czech rubber and plastics industry (NACE Division 25) has been thriving to an extraordinary extent in the last few years, and its position within the manufacturing industry has been growing stronger. In contrast to most other sectors, it went unaffected by the ups and downs of the world economy and domestic economic reforms, and its growth rate has been markedly above the average for the manufacturing industry.

Under the NACE Rev. 1 international classification, the sector is divided into two branches:

- 25.1 Manufacture of rubber products such as tires and tubes of all types (approximately two thirds of total production), and a broad range of rubber products (44.5 per cent of sector 25 products)
- 25.2 Manufacture of plastic products such as plates, profiles, packaging materials, and products for construction, engineering, and the electrical industry (55.5 per cent of sector 25 products).

As mentioned above, this sector holds an increasingly strong position in the manufacturing industry. Its share in the revenues of the manufacturing industry rose from 5.1 per cent in 2001 to 5.9 per cent in 2002, placing it sixth (and for the first time ever, above the chemicals and pharmaceuticals industry). This trend continued in 2003, and, according to preliminary results, the share in revenues increased to 6.4 per cent. Investment in the sector gives rise to new business entities every year, and in contrast to other sectors, the number of employees is increasing – the year-on-year increase was less than 1 per cent in 2002, and more than 5 per cent in 2003.

Trade in the NACE Division 25 sector has been developing extraordinarily rapidly in the last six years, with Germany as the largest trade partner. In this period, exports rose 2.2-fold – by 185.7 per cent in branch 25.1, and by 77.4 per cent in branch 25.2. In 2003 only, the exports in the sector increased by 7.6 per cent to CZK 69.5 billion (\$2.9 billion). Export to the U.S. reached \$85 million in 2004.

There was a boom in foreign investment in the sector in 2000 and 2001, when foreign direct investments totaled almost CZK 23 billion. A slower rate of foreign investment is expected in the coming years. Investment will continue, however, mainly thanks to the projects in the automobile industry, and existing opportunities for the application of plastic materials in various areas. The largest foreign investors are: SIEMENS (nine factories), Robert BOSCH (four factories), TRW of the USA (seven factories), JOHNSON CONTROLS, VALEO, PEGUFORM, and others.

The rubber and plastics industry will be influenced by a number of factors in the coming years. These factors will include the development of world petroleum prices and prices of the main elastomers, the boom in some manufacturing sectors, particularly the automobile, electrical, and packaging industries, the harmonization of Czech standards with those of the EC, the strict laws on waste (resulting in more recycling), and the implementation of new EC legislation relating to the chemicals industry (REACH). Practice shows that the winners are plastics processing firms, which can operate globally and deliver high quality products to customers anywhere in the world promptly. The outlook for the sector is promising in view of the new opportunities in the application of plastic materials in industry, construction, the energy industry, and agriculture, as well as in households and leisure time activities. The accession of ten new

countries to the EU opens up many opportunities, as the consumption of plastic materials in the countries of Eastern Europe is far below the world average – approximately 11 kg per capita in 2000, as compared with 90 kg per capita in Western Europe in the same year.

SELECTED COMPANIES IN THE RUBBER AND PLASTICS INDUSTRY

BARUM Continental, spol. s r.o. – major world manufacturer of tires and automobile accessories; its main customers include DaimlerChrysler, BMW, General Motors, and Ford – <http://www.conitrade.cz>

Ceska gumarenska spolecnost, a. s. – a holding company with the largest portfolio of rubber production in CR; it has three divisions: tires, mechanical rubber goods, and engineering – <http://www.cgs.cz>

MITAS (part of Ceska gumarenska tires division) – a broad range of off-road tires and car tires

RUBENA Hradec Kralove (part of Ceska gumarenska mechanical rubber goods division) - the range of products includes collars, scraper rings, and other types of rubber packing, items for the construction, automobile, and electrical industries, rubber products, rubber-textile products (such as flood barriers, sealing and lifting bags, aircraft tanks, a variety of couplings, membranes, and compensators), and bicycle tires and tubes

BUZULUK Komarov (part of Ceska gumarenska engineering division) - piston rings and machines for the rubber industry

Chemopetrol, a.s. (subsidiary of Unipetrol, a.s.) – the largest Czech manufacturer of polyolefins (polypropylene, homopolymers and copolymers of propylene, and high-density polyethylene (HDPE) – <http://www.chemopetrol.cz>, <http://www.unipetrol.cz>

FATRA (subsidiary of ALIACHEM, a. s.) – manufacture of insulating foils, PVC flooring, PE packaging foils, conveyers, extruded pieces, PVC granulates, plastic raincoats, and inflatable toys – <http://www.fatra.cz>, <http://www.aliachem.com>

GUMOTEX, a.s. – the largest domestic manufacturer of polyurethane substances, its three production divisions include: foam substances, rubbers and plastic materials, and automobile accessories – <http://www.gumotex.cz>

Kaucuk, a.s. (subsidiary of Unipetrol, a.s.) – manufacture of synthetic rubber and styrene plastics – <http://www.kaucuk.cz>, <http://www.unipetrol.cz>

PEGUFORM Bohemia, k.s. – components for the automobile industry, the company's major clients include Audi, General Motors, BMW, Suzuki, TPCA, and Czech Skoda Auto – <http://www.peguform.cz>

GRANITOL, a.s. – the largest manufacturer of polythene foils in CR, products include mainly plastic packaging foils with the graniten, mikrotren, perfoten, granoflex, and sepatren trademarks, and flexographic eight-color print (foils for machine packaging and the manufacture of bags etc.) – <http://www.granitol.cz>

Gumarny Zubri, a.s. – top manufacturer of protective gas masks, the company also manufactures extruded rubber goods, rubber items for automobiles, indented belts, anti-slip flooring, rubber-metal products, hard rubber products, and consumer goods and its customers include Audi, BMW, Delphi Automotive Systems, and Dunlop Tech Hanau – <http://www.guzu.cz>

ISOLIT-BRAVO, s. r. o. – supplier of thermoplastic and thermoset components, and several types of kitchen appliances; its largest customers are PHILIPS, IKEA, and AUTOMOTIVE Lighting – <http://www.isolit-bravo.cz>

PIPELIFE – FATRA, s. r. o. – a subsidiary of a leading world producer of pipes and fittings, the firm manufactures and sells a complete range of plastic piping systems for networks (sewers and sewerage systems – PP and PVC pipes and fittings; PE gas pipes, water supply systems, etc.) – <http://www.pipelife-fatra.cz>

RAVAK, a.s. – the largest manufacturer of shower cabinets and bathtubs in Central and Eastern Europe – <http://www.ravak.cz>

TECHNOPLAST Chropyne (subsidiary of ALIACHEM, a. s.) – manufacture of PVC artificial leather, coated paper, poromeric leather, PVC foils and boards, shaped PVC containers, PTFE semi-finished products, PET foils, etc. – <http://www.aliachem.com>

INVESTMENT BRIEFS

The world's largest airline, German Lufthansa, has decided to build a new-shared services center in the Czech Republic. The new center, which will be located in Brno (South Moravia), will serve customers of Central and Eastern Europe. This tenth call center in the Lufthansa family, named Global Telesales Brno s.r.o., will start operations on June 1st this year.

Leading European specialist in mechanical component production, Belgian MEISTER Group, is launching new production of high precision parts in South Moravia for the automotive,

hydraulic and aerospace industry. The company intends to invest more than 11 million euros into the new plant. This is the second production facility of MEISTER Group in the CR.

Car maker Skoda Auto has received an incentive worth over Kc427m (\$18.4m) for its Kc3bn investment in its plant in Kvasiny, East Bohemia. The Kvasiny plant should produce Skoda's Roomster model as of next year. The plant should employ another 3,000 staff. The incentives are worth 14.4 pct of the overall investment.

German company Pierburg GmbH is investing 17 million euros into building a new facility to produce automotive components in the town of Trmice in the Usti region. The new plant will be producing electric control components, secondary air pumps and fuel valves. Pierburg's main customers include General Motors and Volkswagen.

Czech airlines (CSA) is establishing a new repair center in Prague that will employ up to 400 highly qualified aviation mechanics and other specialized staff. The company will invest Kc1.35bn

(\$58m) into building and equipping the new repair facilities.

Japanese companies want Czech suppliers

150 Japanese companies have already come to the Czech Republic and have pledged to invest more than 2.5 billion dollars into their projects. The number of people here employed by Japanese companies will soon exceed 30 thousand. After Germany, Japan is the second largest investor in manufacturing, research and development in the Czech Republic.

Investment and Business Development Agency CzechInvest mediated 145 new foreign and domestic investment projects throughout 2004 worth 1.94 billion dollars (nearly Kc50bn). Thanks to these investments at least 20 thousand new jobs will be created in the Czech Republic in the coming years. More than two thirds of these jobs will be occupied by qualified employees.

Japanese Company Ohmori Technos Corporation has decided to invest about 15 million euros in a new factory in the area of Brno city. Production in the new plant is planned to commence by the end of next year. Ohmori Technos Corporation is a manufacturer of automotive components, such as oil pumps and transmissions, and air conditioning parts which it intends to manufacture in the Brno plant.

German automotive component manufacturer Kiekert has decided to double its production capacity in the Czech Republic. Kiekert intends to invest at least 20 million euros into construction and machinery for a new plant to produce automobile locking systems. This investment will create up to 1100 new job positions in the region of Eastern Bohemia.

Scottish company opens its European High-tech Repair Center in Prague

Incline Global Technology Services plans to open a high technology repair center for LCD flat panel notebook computers, LCD televisions and plasma screens in Prague. The multi-million USD investment into a new state-of-the-art facility will create up to 165 new jobs. The center will serve the European region.

The world's second largest mobile operator, Vodafone, bought the smallest and youngest Czech mobile operator, Oskar, for Kc30bn (\$1.293bn) in March. This is good news for the Czech customers, since the presence of yet another major operator (after T-Mobile) will likely keep prices low and bring better international voice and data services.

Czech national air carrier Czech Airlines CSA will build a new repair center in Prague for Kc1.35bn (\$58m) and employ 400 people there. The new hangar should be completed before 2007. CSA currently repairs its air fleet and aircraft of several other air carriers, e.g. Deutsche Lufthansa and Air Berlin. Its ambition is to raise the share of repairs of Boeing 737s in Europe from the current 12 to 15 pct and gain 10 pct in the Airbus repairs market.

EC to decide about PKN's request over Unipetrol sale by April 20

The European Commission (EC) should decide about Polish company PKN Orlen's request for approval of its purchase of Czech petrochemical holding company Unipetrol by April 20, the EC has announced on its website. PKN, the largest fuel dealer in Central Europe, offered Kc13.05bn (\$562m) for the state-held share.

CZ-USA Inc., a subsidiary of the largest Czech manufacturer of firearms, Ceska zbrojovka, a.s. has acquired the U.S. firearms manufacturer, Dan Wesson. Ceska zbrojovka is a major player in the world firearms market, exporting to more than 100 countries worldwide. Production of Dan Wesson will be sold under its current trademark and is intended primarily for the U.S. market.

The Czech Republic's largest producer of pistons, METAL Usti n.L. from North Bohemia, is investing more than 26 million euros in the construction and equipment of a new production hall. More than 90% of the production will go to foreign markets. METAL's customers include companies as Daimler Chrysler, Volkswagen, Skoda Auto, Husqvarna or Stihl.

Ireland's Markland pays over EUR50m for Kotva department store

Irish investment and developer company Markland Holdings Limited paid more than EUR50m (some Kc1.5bn) for Prague's department store Kotva it bought in early March, Markland Holdings Limited executive director Aidan Scully said.

Exel opens new logistics terminal in Brno

Exel of Britain, one of the world's leading logistics firms, has launched operation of its new terminal in the CTP industrial zone in Modrice near Brno. Exel is active in more than 135 countries in the world and employs some 111,000 staff. The new terminal will enable the firm to offer comprehensive logistics services, fast transportation of consignments and modern warehouses to both domestic and foreign customers.

Koenig&Bauer, the world's third largest producer of printing machines, has taken over its Czech rival Grafitec, which generated sales worth Kc627m (\$27m) in 2004. The German company plans to use lower production costs and to share its know-how, as well as to retain the Grafitec brand in the first phase. Koenig&Bauer with turnover of EUR1.4 billion last year will be a strong financial partner for Grafitec.

German company Maxim Markenprodukten plans to invest about 6 million euros into a new facility in Chrudim, Pardubice region. The plant which will produce shampoos and bathing products should be completed in 2007.

The leading global logistics company Schneider Logistics opened its new European Center of customer support and accounting services in Olomouc (Central Moravia) in March. Thanks to this million-euro investment more than 300 new highly qualified jobs will be created in the region.

Otis, a.s., Czech manufacturer of lift appliances has invested the overall amount of Kc285m (\$12m) into a new production hall in Breclav, South Moravia. The hall was opened in March.

THE MOST IMPORTANT INVESTMENT PROJECTS IN 2004

Investor	Sector	Country of Origin	Investment (mil. USD)	Jobs	Region
Bosch Diesel	automotive	Germany	125.61	368	Vysocina
Kronospan	wood processing	Cyprus	102.33	52	Vysocina
Ronal	automotive	Luxembourg	78.54	500	Pardubicky
Benteler	automotive	Germany	58.30	352	Ustecky
Lohman & Rauscher	health care materials	Austria	52.29	166	South Moravia
JSP International	plastics	Japan	48.80	179	Karlovarsky
Daikin	automotive	Japan	46.64	500	South Moravia
Cutisin	food processing	Czech Republic	40.00	100	Liberecky
Kayaba	automotive	Japan	30.00	210	Pardubicky
ASUSTek	electronics	Taiwan	25.18	1300	Moravia-Silesia
RWE Schott Solar	photo-voltaic	Germany	23.32	300	Zlinsky
Bang & Olufsen	electronics	Denmark	20.00	200	Moravia-Silesia

source: CzechInvest Agency

CZECH TOURISM IS EXPERIENCING BOOM

New airline routes boost Czech tourism

Tourism in the Czech Republic increased 15 per cent last year compared with 2003, with the strong figures driven by a host of new airline routes making the country more accessible to visitors. Over seven million tourists visited CR in 2004, and figures are expected to rise by another ten per cent over the coming year, according to data from CzechTourism.

Discount airlines operate flights between Prague and 13 international cities, and Ruzyne airport now offers 94 direct connections to destinations worldwide - an increase of 18 compared with 2003. Meanwhile, new connections between Prague and major capitals such as Seoul, South Korea, and Taipei, Taiwan, have also served to further expand the market.

Last year was also a good one for Czech Airlines (CSA). In 2004 the company passed the symbolic 4 million passenger mark, with 4.3 million passengers, tripled its profit and registered unprecedented passenger growth (21 percent up from 2003) amid rising fuel prices and growing competition from low-cost airlines. The airline expects to post a Kc521 million (\$22.5 million) profit this year and to increase traveler numbers by more than 1 million, to 5.4 million. Looking ahead, CSA plans to bump up its fleet of 42 planes to 60 by 2014. It will add five aircraft to its current fleet within the next months.

New routes were a big part of the airline's strategy last year, when it added 10 new destinations. The Czech Republic's EU-membership status also helped to open doors for the company to expand. Last year, CSA introduced a daily flight between Marseille and Barcelona and in March introduced one between Riga (Latvia) and Rome. This year, it plans to consolidate its position and add new flights to Sarajevo in Bosnia, Minsk in Belarus and Skopje in Macedonia, as well as 30 additional flights on existing routes.

CSA's position in the heart of Europe, the attractiveness of Prague, and its membership in the world's largest air alliance – Sky Team – are among the most important contributors to the airline success and growth. According to the International Air Transport Association, the Czech Republic will be one of the world's five fastest growing air markets in the next five years, along with China, the UAE, Poland and Hungary.

Number of tourists in Czech hotels keeps growing

The number of tourists in Czech hotels grew by up to 25 per cent year-on-year in 2004 and sales at hotels rose by almost 12 per cent. More people have also picked luxurious hotels last year, with one-third of tourists staying in four- and five-star hotels, while tourist numbers in low-category hotels and pensions dropped. About 13 million people stayed at hotels last year altogether, and almost half of them were foreigners. Last year's growth reflects recovering from slump following the 9/11 terrorist attacks, as well as from the drop after 2002 floods. Prognoses for 2005, expect a slower growth between 4-5 percent.

Tourist information centers

- Staromestske namesti (the Old Town Hall) - Staromestska radnice, Na Prikope 20
- The Main Railway Station lobby
- Lesser Town Bridge Tower (summer season only)
- General information in Czech, English and German languages – Tel.: (+420) 12 444, Mon - Fri 8 a.m. - 7 p.m.

Tourist information and services

In the city center the tourist information offices of the Prague Information Service offer, all under one roof, the following information:

- all necessary details concerning Prague (culture, tourism, orientation, traffic, accommodation and gastronomy, trade and services, nature, sports, important addresses etc.)
- basic information for tourists concerning the whole Czech Republic (historical monuments, castles and chateaux, museums, etc.)
- accommodation on spot in different price categories
- survey of Prague cultural events in Czech and in English
- tickets for concerts, theatres and other cultural events
- several kinds of city tours including Vltava steamboat cruises
- one-day and half-day excursions to castles and other interesting places in the Prague surroundings
- booklets in foreign languages providing essential information on Prague, city guides, street maps, etc.
- tourist tickets for the city transport
- telephone cards

Entrance fees

In 2005 the entrance fees to the Prague historical places of interest, museums and galleries are usually between 50 to 120 CZK, some of the private museums are more expensive. The admission fee charged at some of the largest and most significant historical sites such as the Prague Castle (350 CZK) and the Jewish Museum (300 CZK) appears to be rather high. However the ticket is valid for visits to several places and it makes it very cheap. All the fees can be reduced because of the system discounts etc. Some of the places allow free admission on one of the days in a month.

Tips to visit in Prague

Prague represents a unique collection of historical monuments dominated by the Prague Castle, which towers high above the city. It is a specimen of all artistic styles and movements. The historical core of the city is situated on both banks of the Vltava River and consists of 6 parts - formerly independent urban units unified in the 18th century. They are as followed: Stare Mesto (Old Town), Josefov (the preserved part of the former Jewish Town - today a part of the Old Town), Nove Mesto (New Town), Mala Strana (Lesser Town), Hradcany and Vysehrad. Naturally, most of the historical monuments, museums and galleries are concentrated right there.

Road distances from Prague to some of the cities in the Czech Republic

Brno	202 km	Liberec	102 km
Ceske Budejovice	140 km	Olomouc	275 km
Cesky Krumlov	172 km	Ostrava	362 km
Hradec Kralove	112 km	Plzen	90 km
Kutna Hora	68 km		

Road distances from Prague to some of the cities in Europe

Amsterdam	970 km	Moscow	1900 km
Berlin	350 km	Munich	360 km
Bern	960 km	Nuremberg	285 km
Bratislava	320 km	Paris	1050 km
Brussels	910 km	Rome	1290 km
Budapest	550 km	Vienna	300 km
Copenhagen	750 km	Warsaw	630 km
London	1370 km	Zurich	670 km
Madrid	2400 km		

More information on the following web sites: <http://www.czechtourism.com>, <http://www.pis.cz/en>

Czech companies participate at WESTEC 2005

Companies from the Czech Republic will participate at the Western Metal and Tool Exposition and Conference (WESTEC), which is to be held on April 4 – 7, 2005 in the Los Angeles Convention Center (1201 South Figueroa St., Los Angeles, CA 90015).

The Czech Republic will be represented by the following companies:

CKD Blansko, HELTOS, KOVOSVIT MAS, OSO OLOMOUC, ReTOS Varnsdorf, SKODA, SMERAL BRNO, TOS Varnsdorf, and WEILER.

CZECH-AMERICAN BUSINESS COOPERATION

Czech North American Chamber of Commerce opens in Chicago

Chicago Chapter - a subsidiary of the Czech North American Chamber of Commerce (CNACC) was established in Chicago, IL, March 2, 2005. The CNACC headquarters is based in Toronto, Canada. The chamber has two more offices in the U.S. – in Georgia and Pennsylvania. CNACC provides assistance and advisory to U.S. and Canadian companies doing business in the Czech Republic and to Czech companies doing business in the U.S.

The opening was attended by the Czech Commercial Counselor in the U.S., representatives of CzechTrade Chicago, the Czech Honorary Consul in Chicago, and representatives of the chamber.

More info is available at: <http://www.ccrcc.net/CNACC>

Virginia Governor leads a trade mission to the Czech Republic

The governor of the state of Virginia will lead a trade mission to the Czech Republic and Poland June 5th-11th, 2005. More information is available at: <http://www.ExportVirginia.org>.

COMPANIES AND BUSINESS

Czech car maker Skoda Auto raised gross profit by 91.3 pct year-on-year to Kc4.815bn (\$207m) in 2004. Skoda Auto exported cars and car parts worth over Kc131bn (\$5.64bn) to almost 90 countries of the world. It retained the post of the top Czech exporter with a 7.7 percent share of total Czech exports. The company sold 451,675 cars worldwide, up from 449,758 units a year earlier. Skoda Auto expects to produce 500,000 cars next year.

The first cars rolled off the production line of the new Toyota Peugeot Citroen Automobile (TPCA) plant in Kolin, Central Bohemia, Feb. 28. The plant should be operating at full capacity, turning out 300,000 units annually, or one car per minute, within a year, according to the company director. According to the Industry and Trade Minister, Milan Urban, in 2005 the Czech Republic will be the world's leader by per capita car production, with some 800,000 units being turned out.

The best Czech suppliers of multinational companies were awarded at the Supplier of the Year 2004 awards

ceremony in March. The awards were given in the following categories: Largest contacts concluded (1st place MASSAG, a.s. – producer of shopping trolleys); Best company of the Czech Supplier Program (1st place LAKUM-KTL, a.s. – surface treatment of metal products); Companies with the largest growth in the Czech Supplier Program (1st place SATREMA Int., a.s. – production of DC electric motors).

Czech Airlines (CSA) expects profit to grow by over 100 pct to Kc521m (\$22m) this year, from 2004's Kc250m, and wants to transport 5.4 million people in the year, a 25-pct growth. Last year CSA transported a record 4.34 million passengers.

Largest Czech insurer Ceska pojistovna netted a preliminary unaudited Kc4bn (\$172m) for last year, up by close to Kc1bn on the year, and billed premiums totaled Kc41bn, a growth of 8 pct against 2003.

Telecom company GTS Czech in mid-Feb completed acquisition of Aliatel giving rise to the biggest rival of

dominant fixed-line operator Cesky Telecom in the segment of corporate clients. The successor organization is GTS Novera, which hopes to occupy up to a third of the corporate client market.

Czech mobile operator Oskar Mobil generated sales worth Kc13.4bn (\$577m) in 2004, a growth of almost 25 percent from a year earlier. Oskar raised client numbers by 284,365 to 1.8 million last year.

Zentiva holding company, the biggest medicines producer in the Czech Republic, saw net profit up nearly 50 pct to Kc1.61bn (\$69m) last year. Sales increased by 11.2 percent to Kc10.67bn (\$459m).

Komerční banka netted Kc9.3bn (\$400m) last year, up from Kc9.26bn the year before. KB is the bank that made the highest profit on the Czech market in 2004. CSOB, the largest bank on the market, almost doubled its net profit to Kc6.98bn.

Power company CEZ had a Kc12.4bn (\$534m) profit last year, down 11 pct

from 2003's record Kc13.9bn. Despite the fall, CEZ will probably again be the most profitable company in the Czech Republic this year.

Czech energy units maker Skoda Praha made a preliminary profit of Kc45 million (\$1.9m) in 2004 after a Kc260 million loss a year earlier. Skoda generated most of the volume from the construction of two units of a thermal power station in China.

Seven units of the Czech petrochemical group Unipetrol made gross profits for last year, with Chemopetrol showing the highest gross profit of Kc2.3bn (\$99m). In 2003, Chemopetrol posted a loss of Kc22m. The Unipetrol group made preliminary consolidated net profit of Kc3.55 billion in 2004 after pre-tax losses worth Kc406 million a year earlier.

Construction group Skanska in the Czech Republic and in Slovakia saw net profits grow y/y by some 29 pct to Kc1.12bn (\$48m), with sales rising by 3.3 pct to Kc29.5bn (\$1.27bn). Skanska CZ thus remains the leader on the Czech market, with an 8-pct-market share.

The largest Czech steel producer Ispat Nova hut Ostrava has changed its name to Mittal Steel Ostrava. The change was linked to the recent merger of the company's owner LNM Holdings and Ispat International N.V. into Mittal Steel Company, which will soon merge with US firm International Steel Group (ISG) to set up the largest steelworks in the world. The change in name also involves a shift of Ispat Nova hut from a mass steel producer to a producer with higher value added.

The largest Czech mobile operator Eurotel showed net earnings of Kc6.6bn (\$284m) last year, down by some nine percent against 2003. The number of Eurotel's active mobile numbers grew by 380,000 to 4.59 million last year.

Odkolek posted preliminary 2004 profits of approximately Kc4m (\$172m). The bakery group was Kc30 million in the red in 2003. Odkolek cut costs by shutting down some bakeries and laying off 360 employees and began exporting pastries with a long shelf life to Germany and Austria.

Sales increased 10 percent to Kc7bn (\$301m) last year at Automotive Lighting, the largest domestic producer of car lights. The company has opened a new factory and hired 400 additional employees.

Cesky Telecom netted Kc5.6bn (\$241m) in 2004, against a loss of Kc1.8bn the year before due to a Kc10bn write-off, and thanks to a full consolidation with the results of subsidiary mobile operator Eurotel. Sales grew by 20 pct to a record Kc62.1bn (\$2.67bn).

Allianz pojistovna, the third largest insurer on the Czech market with a market share of 8 pct, netted Kc650m (\$28m) in 2004, Kc413m more than in 2003, and collected Kc8.96bn in premiums, up 2.4 pct against 2003.

Czech lorry maker Tatra made net profit worth Kc121m (\$5.21m) in 2004 after a Kc485 million loss a year earlier. Tatra sold more than 1,700 lorries last year, a growth of about 200 units over 2003.

Ceska sporitelna group with profit up 14 pct to Kc8.65bn (\$372m) in 2004 Ceska sporitelna, the bank with the highest number of clients in the Czech Republic, saw net consolidated profit up 14 pct year-on-year to record Kc8.65bn in 2004, compared with a Kc7.62bn profit a year earlier, the bank said.

Mobile carrier T-Mobile had Kc26.4bn (\$1.137bn) sales last year, up 8 pct from 2003, and its net profit of Kc4.2bn (\$181m) remained on 2003's level. Client numbers at T-Mobile rose by some 410,000.

Swedish construction firm Skanska won a 1 billion Kc (\$43.1m) contract to build a highway in the Czech Republic in the first quarter of 2005. The Czech National Highway Administration will provide nearly 25 percent of the project's financing, with the EU Cohesion Fund providing 76 percent.

Czech postal services operator Ceska posta netted Kc410m (\$17m) last year, down 41 pct from 2003. This year in February, the company raised prices of basic domestic services by 14 pct on average after keeping them unchanged

for 2.5 years. The price increase should help raise sales and net profit.

Czech breweries exported a record 2.64 million hectoliters of beer last year, up nearly a quarter from 2003, and over 14 pct of the domestic beer output went to foreign markets. Beer production increased as well, by 1.1 pct to 18.75 million hectoliters.

Turnover rose to Kc17.2bn (\$741m) at securities dealer A&CE Global Finance in 2004 while profit nearly doubled to Kc10m. Launched in 2001, the company is one of the top 10 consulting and auditing firms in the country.

Ceska sporitelna celebrated the first anniversary of its Expat Center Feb. 1. Created to serve Prague's expatriate community, the center offers all of the bank's services in English, French and German. It also provides mortgages to expatriate EU and non-EU citizens.

Oskar decided it would purchase a UMTS license for Kc2bn (\$86.2m) to be paid in the next five years. The service must be launched by January 2008, and the license is good for 20 years. Eurotel paid Kc3.54bn (\$152m) and T-Mobile Kc3.81bn (\$164m) for their licenses in 2001. Their services must be launched by January 2007.

Czech betting company Sazka saw its net profit decline to a preliminary Kc1.33bn (\$57m) last year from a record Kc1.42bn a year earlier. The drop was due to the construction of Prague's multi-purpose Sazka Arena, which hosted the world ice-hockey championship in spring 2004. In autumn last year, Sazka paid the first installment worth Kc316 million for bonds issued to finance Sazka Arena.

InWay, a unit of the PPF financial group, raised its sales 12 percent to Kc100m (\$4.3m) in 2004. Sales increased thanks to the voice and data services provided by the company's own optical and laser lines.

The Czech Web site Internet Mall sold products worth Kc834m (\$35.9m) to 80,866 online customers last year, an increase of Kc465 million over 2003 sales.

BUSINESS COOPERATION & INVESTMENT

RESTAP, s.r.o.

Brezinova 1650
25 101 Ricany
Tel.: (+420) 323 603 608
Fax: (+420) 323 603 426
E-mail: restap@ri.ipex.cz
<http://www.restap.cz/>

Contact person: Ing. Pavel Kral [E-mail: pkral@restap.cz, tel.: (+420) 602 641 921], MUDr. Katerina Ciharova [E-mail: Katerina.Ciharova@mzcr.cz]

RESTAP is looking for sponsorship concerning a project for a special center for senior citizens, which would provide services on both social and medical levels. The center would offer several types of senior housing:

- Independent apartment units for seniors who only need limited ambulatory assistance
- Units for seniors who can partially take care of themselves but need a personal assistant
- Units for immobile seniors who need full-time assistance

The center would also provide day care services for elderly people who want to spend time with friends of the same age group and assistance service for families who take care of an elderly person and need a limited time off.

Medical services would include non-stop availability of a trained physician and nursing staff, physiotherapist and psychotherapist, medical examination, personal assistance, etc.

Amenities would include entertainment and recreation center, canteen, various services (hair dresser, laundry facility, convenience store, library, etc.)

Atrio CZ, s.r.o.

Planickova 5
162 00 Praha 6
Tel.: (+420) 235 361 403
Fax: (+420) 235 366 327
Cell: (+420) 602 240 866
E-mail: tomess@atriocz.cz
<http://atriocz.cz>

Contact person: Mr. Svatopluk Tomes

Atrio CZ is a real estate developer company. It is looking for potential buyers for one of its estates – a four star hotel in the heart of the beautiful historical town of Cesky Krumlov. The

hotel has 66 rooms and suites, cafeteria, restaurant and wine cellar, business center, and garden restaurant. More info: <http://www.hotelvienna-acquisition.cz>, <http://www.hmv.cz>.

MACHINERY AND ENGINEERING

TM Jesenice servis, s.r.o.

Zahradni 38
270 33 Jesenice
Tel.: (+420) 313 599 000
Fax: (+420) 313 599 357
Cell: (+420) 602 599 666
E-mail: mtomecek@iol.cz
<http://www.tmjesenice.cz>

Contact person: Mr. Milan Tomecek

TM Jesenice is a manufacturer of circular and band saws and related equipment. The company would like to penetrate the US market and is looking for importers and distributors.

CONSUMER PRODUCTS

Hut Charlotta, s.r.o.

756 05 Karolinka 50
Tel./Fax: (+420) 571 450 683
E-mail: hutcharlotta@volny.cz
<http://www.hut-charlotta.cz>

Contact person: Mr. Ivan Stefanik

Hut Charlotta is a manufacturer of glass giftware (vases, plates, candle holders, glasses, bowls) and is looking for US distributors and retailers (galleries, gift shops) for its merchandise.

Kasir, s.r.o.

Dalimerice 480
Prumyslova zona Vesecko
511 01 Turnov
Tel.: (+420) 481 319 911
E-mail: jan.ulrich@kasir.cz
Contact person: Mr. Jan Ulrich

Kasir is a manufacturer of plastic indoor window sills. The company is seeking US importers.

Latemis, a.s.

V Luhu 709/7
143 00 Praha 4
E-mail: latemis@iol.cz
Contact person: Ms. Jana Klimesova, President

Latemis is an exporter of chemical products and equipment for coal industry. It is looking for US distributors and wholesalers.

RLJ Djepeto

Karlova 12
110 00 Praha 1
Tel.: (+420) 222 220 913, (+420) 776 855 409
Fax: (+420) 224 097 122
E-mail: puppet@djepeto.com
<http://www.djepeto.com>
Contact person: Mr. Milos Ivankovic

Djepeto is a leading Central-European producer and distributor of the original theatre and children's puppets. The company would like to find new customers in the US.

SVOBODA s.r.o.

Cezavy 700
664 56 Blucina
Tel./fax: (+420) 547 235 295
E-mail: kralik@knedlik.cz
Contact person: Mr. Stanislav Kralik

SVOBODA is a manufacturer of frozen food. The company would like to find U.S. importers and wholesalers for its product – frozen fruit dumplings.

PHARMACEUTICALS

G.P.A. Company

U Lesika 8
150 00 Praha 5 – Kosire
Tel.: (+420) 606 506 986, (+420) 257 217 188
E-mail: AE07@gepolo.com
<http://www.gepolo.com/ae07>
Contact person: Mr. George Polo

G.P.A. Company is offering a food supplement ANTHIETHANOL 07 - so called "hangover medicine". AE07 is a Czech patent, approved by the Czech Ministry of Health and declared as a food supplement. This product is purely herbal based. G.P.A. Company is searching for partners such as pharmaceutical companies / distributors; pharmacy / drugstore / food supplement / supermarket chains and other entities interested in the product.

SERVICES FOR U.S. COMPANIES

World Trade Center Prague

(Czech Economic Chamber)
Freyova 27
190 00 Praha 9
E-mail: prezident@komora.cz
<http://www.komora.cz>
Contact person: Mr. Jaromir Drabek

WTCP offers a software program Axis4info, which is a comprehensive

web database of products, activities of businesses and institutions from all branches of industry, commerce and services in the Czech Republic.
product information:
<http://www.axis4.info/1.pdf>
<http://www.axis4.info/2.pdf>

HOPPENSTEDT BONNIER

Information, s.r.o.

Spitalska 885/2a
190 00 Praha 9
Tel.: (+420) 266 799 255-6
Fax: (+420) 266 799 259-60
<http://www.hbi.cz>
Contact person: Ms. Eva Hrdinova

HOPPENSTEDT BONNIER
Information compiles a database of businesses, called "Important companies in the CR". The database contains 31,029 updated profiles of companies active in the Czech market and is available online at: <http://www.hbi.cz>. Basic information (e.g. address, line of business) is available free of charge.

Companies Online

U Habrovky 247/11
140 00 Praha 4
Czech Republic
Tel.: (+420) 226 091 131
Fax: (+420) 226 091 125
E-mail:
companiesonline@businessnet.cz
www.businessnet.cz
Contact person: Mr. Pavel Bultas, Ms. Renata Skopkova

Companies Online is the largest ready-made company provider in the Czech Republic. It will help you acquire a limited liability company for the purposes of purchasing real estate and operating businesses in the Czech Republic. The company takes care of all the administrative procedures with the local authorities, offers set fees and free consultations.

Services also include:

- tax registration and bookkeeping
- registered office (from 25 EUR per month)
- corporate services in Slovakia

Kontakt-Beta agentura

Velkomoravska 10
695 01 Hodonin
Tel.: (+420) 518 345 110,
(+420) 736 116 609
E-mail: betaagency@centrum.cz
Contact person: Ms. Blanka Kozakova

Kontakt-Beta agentura is a Czech real estate agency which would like to offer its services to US clients coming to Czech republic.

Steinbauer, Bedrich (consultant)

Tel.: (+420) 603 805 842
E-mail: bsteinbauer@quick.cz
Contact person: Mr. Bedrich Steinbauer
Mr. Steinbauer provides consulting services (marketing, advertising and new business development) for US companies which plan to start doing business in the Czech Republic. Languages spoken: German, English and Spanish.

TRAVEL & TOURISM

Hotel Rustikal

Havlickova 120
394 03 Horni Cerekev
Tel.: (+420) 565 396 130
Fax: (+420) 565 396 569
E-mail: hotel@rustikal.org
<http://www.rustikal.org>

Hotel Rustikal is a Belgian owned four star hotel located half way between Prague & Brno in the lovely countryside of Bohemian-Moravian Highlands. Amenities include bar & restaurant, business center, swimming pool, sauna and fitness center.

CZECH PRODUCTS IN USA

FLOODWALLS, LLC

5312 43rd NW,
Washington, DC 20015
Tel.: 202.537.1388
Fax: 202.537.3631
E-mail: inf@floodwalls.com
<http://www.floodwalls.com>
US Representatives: Mr. Douglas A. Shackelford, Ms. Irena Kebzova

FLOODWALLS, LLC is the exclusive distributor of the flood control system, patented designed and manufactured by Rubena a.s. - the Czech Republic. The Floodwalls is designed, for the protection of residential, commercial, and industrial property from damage. The FloodWalls is rubber-textile bag that is provided with flanges used for filling with water and discharge. This low maintenance, portable, storable, reusable systems can be used for protection from flooding up to 6'6" deep, with standard units. Custom units can be designed for water depths of 20" or more with the ability to control the height of the floodwall if needed. Site specific technical recommendations with design and installation assistance are also available when needed. Advantages of re-usability and speed of deployment significantly improve on traditional sandbag dikes and other similar product designs.

Hanna Maria / Scent-Sation USA / Puzzle Card Co.

6012 Heatherstone Dr.
Raleigh, NC 27606
Tel./Fax: 919.851.9527
E-mail: sales@hannamaria.com
<http://www.hannamaria.com>
Contact person: Mr. Josef Fiala

Hanna Maria is offering a variety of giftware, such as scented candles, personalized car air fresheners with a photo or a firm logo and puzzle postcards.

The following companies are listed in the Book of Business Opportunities published by the American Chamber of Commerce in Prague:

MACHINERY & ENGINEERING

Mavel, a.s.

Jana Nohy 1237
256 01 Benesov
Tel.: (+420) 602 315 875
Fax: (+420) 317 727 255
E-mail: jeanne@mavel.cz
<http://www.mavel.cz>
Contact person:
Ms. Jeanne L. Hilsinger

Mavel is an engineering and manufacturing company of turbines and related technology for hydroelectric power plants from 2kW to 20 MW.

OLYMPUS C&S, spol. s r.o.

Evropska 176
160 00 Praha 6
Tel.: (+420) 221 985 212

Fax: (+420) 221 985 505

E-mail: hanzlik@olympus.cz
<http://www.olympus.cz>

Contact person: Mr. Petr Hanzlik, Managing Director

OLYMPUS C&S produces accessory equipment for cameras and medical systems – bioanalytics, diagnostics, endoscopy etc.

IT SOLUTIONS

ICZ, a.s.

Hvezdova 1689/2a
140 00 Praha 4
Tel.: (+420) 244 100 111
Fax: (+420) 281 002 505
E-mail: manfred.joseph@i.cz
<http://www.i.cz>
Contact person:
Mr. Manfred Joseph, CEO

ICZ is one of the largest IT providers and systems integrators in the Czech Republic. The company provides network design and implementation, public administration solutions, healthcare information systems and information security to the top 500 companies in CR.

ZOOM International

Perlova 1
110 00 Praha 1
Tel.: (+420) 221 667 557
Fax: (+420) 221 667 553
E-mail: vostry@zoom-int.cz
<http://www.zoom-int.cz>
Contact person:
Mr. Simon Vostry, CEO

ZOOM International is an expert in networking solutions, e.g. IP calling, security, call center solutions, and crisis management applications. The company is looking for U.S. partners.

SERVICES FOR U.S. COMPANIES

PricewaterhouseCoopers Česka republika, s.r.o.

Katerinska 40/466
120 00 Praha 2
Tel.: (+420) 251 151 831
Fax: (+420) 251 156 831
E-mail:
zuzana.vojackova@cz.pwc.com
<http://www.pwc.com/cz>
Contact person: Ms. Zuzana Vojackova, Marketing Manager

PricewaterhouseCoopers Česka republika provides audit, accounting, dispute analysis and forensic investigation; risk management and information technology solutions; tax and legal services; human resources services; financial advisory services incl. mergers & acquisitions, business recovery, and project financing.

Grafton Recruitment

Karlovo nám. 17
120 00 Praha 2
Tel.: (+420) 221 986 450
Fax: (+420) 221 986 460

E-mail:
milan.novak@graffton.cz
<http://www.graffton.cz>

Contact person:
Mr. Milan Novak, Manager

Grafton Recruitment is one of the biggest Czech recruitment agencies. Its services include permanent placement, contact staffing, outsourcing, outplacement, assessment centers etc.

Develor Training & Consulting

U vetrolamu 44
184 00 Praha 8
Tel.: (+420) 603 558 580
Fax: (+420) 284 684 960
E-mail: fojtik@develor.cz
<http://www.develor.cz>

Contact person:
Mr. David Fojtik

Develor Training & Consulting is a subsidiary of DEVELOP GROUP, the leading provider of training solutions in the Central Europe. The company provides tailor-made training programs in individual countries or across the whole region.

Williams & Partner

Manesova 92
120 00 Praha 2
Tel.: (+420) 777 875 457
Fax: (+420) 222 716 597
E-mail: keplinger@wnp.cz
<http://www.wnp.cz>
Contact person: Mr. Joerg Keplinger, Managing Director

Williams & Partner does executive search and specialized recruitment in the fields of Finance & Banking, Marketing & Sales, Real estate & Construction, Medical & Pharma and Legal & Administrative positions.

LINK Consulting

Stepanska 45
110 00 Praha 1
Tel.: (+420) 225 341 221
Fax: (+420) 225 341 320
E-mail:
ray.gibson@linkprague.com
<http://www.linkprague.com>
Contact person: Mr. Ray Gibson, Managing Director

LINK Consulting specializes in HR consulting, soft skills training and recruitment.

Channel Crossings

Lazarska 8/13 E
120 00 Praha 2
Tel.: (+420) 224 947 038
Fax: (+420) 224 946 315
E-mail: petr@chc.cz
<http://www.chc.cz>
Contact person:
Mr. Petr Plocek

Channel Crossing offers complete language solutions: i.e. language courses, in-company language training, translating, text editing, interpreting, conference organization etc.

GROSSMANN JET SERVICE, spol. s r.o.

Jana Zajice 25
170 00 Praha 7
Tel.: (+420) 233 378 766
Fax: (+420) 220 571 058
E-mail:
office@grossmannjet.com
<http://www.grossmannjet.com>
Contact person: Ms. Dagmar Grossmann, CEO

GROSSMANN JET SERVICE provides ad hoc charter transportation, executive business jets, brokerage, and airline consulting.

FM Logistic

Ke Spejcharu 351
252 67 Tuchomerice
Tel.: (+420) 220 413 111
Fax: (+420) 220 950 555
E-mail:
gvicaire@fmlogistic.cz
<http://www.fmlogistic.com>
Contact person: Mr. Guilhem Vicaire, Manager

FM Logistic specializes in supply chain management incl. warehousing, co-packing and co-manufacturing, and domestic and international road transport.

Scanservice, spol. s r.o.

V Olsinách 75/2300
101 00 Praha 10
Tel.: (+420) 267 009 911
Fax: (+420) 267 009 917
E-mail:
renata.telinova@scanservice.com

<http://www.scanservice.cz>
Contact person: Ms. Renata Telinova, General Manager

Scanservice provides document capture services, documents processing as outsourcing, systems implementation for automated document processing.

RENOMIA, a.s.

Prikop 6
602 00 Brno
Tel.: (+420) 222 722 972
Fax: (+420) 222 720 855
E-mail:
pavel.nepala@renomia.cz
<http://www.renomia.cz>
Contact person:
Mr. Pavel Nepala

RENOMIA is a member of worldwide broker network. The company provides business insurance, risk and claims management, and employee benefits.

TSI Interglobal

Neratovicka 241
277 13 Kostelec nad Labem
Tel.: (+420) 728 180 676
Fax: (+420) 326 981 446
E-mail:
ldragounova@tsiinterglobal.com
<http://www.tsiinterglobal.com>
Contact person:
Ms. Lenka Dragounova

TSI Interglobal specializes in import of goods, wholesale and marketing services.

Sdruzeni pro rozvoj Moravskoslezského kraje

(Union for the Development of the Moravian-Silesian Region)
Vystavni 8
709 00 Ostrava
Tel.: (+420) 595 693 885
Fax: (+420) 595 693 888
E-mail:
pbruskova@msunion.cz
<http://www.msunion.cz>,
www.dynamicregion.cz
Contact person: Ms. Pavla Bruskova, Deputy CEO

The union provides networking services, investor assistance, mediates business opportunities in the region, and joint projects and events in the fields of transport,

environment, industry, and regional development.

TRAVEL & TOURISM

Hotel Savoy

Keplerova 6
118 00 Praha 1
Tel.: (+420) 224 302 430
Fax: (+420) 224 302 128
E-mail: general-manager@hotel-savoy.cz

<http://www.hotel-savoy.cz>
Contact person: Mr. Eric F.J. van Dal, General Manager

Hotel Savoy is a five-star luxury boutique hotel located

in the Prague castle district. Amenities include restaurant & bar, library, business center, fitness center and beauty salon, among others.

For more information about these companies please go to the following web site:
<http://www.amcham.cz/downloads/BusinessOpportunitiesBookDec04.pdf>

TRADESHOWS AND EXHIBITIONS / SPRING 2005

Prague Exhibition Grounds / www.incheba.cz

April 1 – 3

△ESOTERIKA / Fair of Esotherapy, Spiritual Science, Healthy Lifestyle, Alternative Medicine, and Ecology

April 8 – 9

△LA BELLA DONNA/WELLNESS / International Trade Fair of Cosmetics and Healthy Lifestyle

April 13 – 15

△PRAGOALARM/PRAGOSEC / International Fair of Safety Equipment, Systems and Services, Fire protection, and Rescue equipment

April 19 – 22

△PRAGOMEDICA/PRAGOFARMA/PRAGOOPTIK/
PRAGOLABORA / International Medical Fair
△HANDICAP / Specialized Exhibition for the Handicapped People

Brno Exhibition Center / www.bvv.cz

April 19 – 23

△IBF / International Building Fair
△SHK BRNO 2005 / International Trade Fair for Sanitation, Heating, Air-conditioning, and Building Automation
△URBIS / Investment Opportunity Forum, Technology and Equipment for Towns and Communities
△ELEKTRO / International Fair of Lighting Technology, Electrical Installation, and Integration of Buildings
△Building Center EDEN 3000 / Center of Sample Houses and Display Room of Building Materials

April 26 – 28

△WORLD OF ENTERTAINMENT / International Exhibition of Entertainment Industry

May 5 – 8

△WORLD OF BOOKS / International Book Fair

May 17 – 19

△WINE & SPIRITS / International Exhibition of Beverages for Gastronomy
△ROADWARE / International Road Fair

May 24 – 26

△WATER SUPPLY AND SEWERAGE / International Water Industry Exhibition

May 3 – 5

△IDET / International Exhibition of Defense and Security Technologies and Special Information Systems

May 17 – 20

△ EmbaxPRINT / International Trade Fair of Packaging, Paper and Printing Industry – materials, machines, and technologies

June 4 – 9

△AUTOSALON BRNO 2005 / International Motor Show

CZECH COMMERCIAL OFFICES IN THE UNITED STATES

Czech Embassy in Washington, D.C.: Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Nebraska, North Carolina, North Dakota, Ohio, Oklahoma, South Carolina, South Dakota, Texas, Tennessee, Virginia, West Virginia, Wisconsin.
Contact: Ms. Marketa Janikova, Phone: 202.274.9104
Fax: 202.244.2147, eco_washington@embassy.mzv.cz

Consulate General in Los Angeles: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.
Contact: Mr. Michal Korycanek, Phone: 310.473.0889 x.229
Fax: 310.473.9813, losangeles@embassy.mzv.cz

Consulate General in New York: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont.
Contact: Mr. Josef Dvoracek, Phone: 212.717.5643
Fax: 212.717.5064, consulate.newyork@embassy.mzv.cz

CzechTrade - Chicago Office (Czech producers & Opportunities)
Contact: Ms. Ivana Ingram, Phone: 312.644.1790, Fax: 312.527.5544, chicago@czechtrade.cz

Czech Center New York
Contact: Ms. Iva Raisinger, Phone: 212.288.0830 x.104,
Fax: 212.288.0971, raisinger@pop.net

CzechInvest – Chicago Office

(investment opportunities in the CR)

Contact: Mr. Bohuslav Frelich, Phone: 312.245.0180,

Fax: 312.245.0183, chicago@czechinvest.org

CzechInvest – San Jose Office

(investment opportunities in the CR)

Contact: Mr. Tomas Novak, Phone: 408.376.4555,

Fax: 408.376.4557, california@czechinvest.org

BUSINESS AND TRADE WEBSITES

General Information	www.czech.cz	CzechInvest	www.czechinvest.org
Czech Supplier	www.supplier.cz	Tradeshows	www.veletrhyavystavy.cz
CzechTrade	www.czechtrade.cz	Czech Embassy	www.mzv.cz/washington

SUBSCRIPTION INFORMATION

The Czech Trade Focus© is published by the Commercial Office of the Czech Embassy in Washington, DC.

Editor in Chief: Marketa Janikova

If you would like to receive **Czech Trade Focus**© by e-mail, please submit your request to: eco_washington@embassy.mzv.cz.