

CzechInvest North America

New York | San Francisco | Toronto

Czech Honorary Consuls Meeting 2017



Connect
& Support



October 7, 2017

www.czechinvest.org

1.

CzechInvest

Who are we?



Connect
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CzechInvest

Investment and business development agency of the Czech Republic

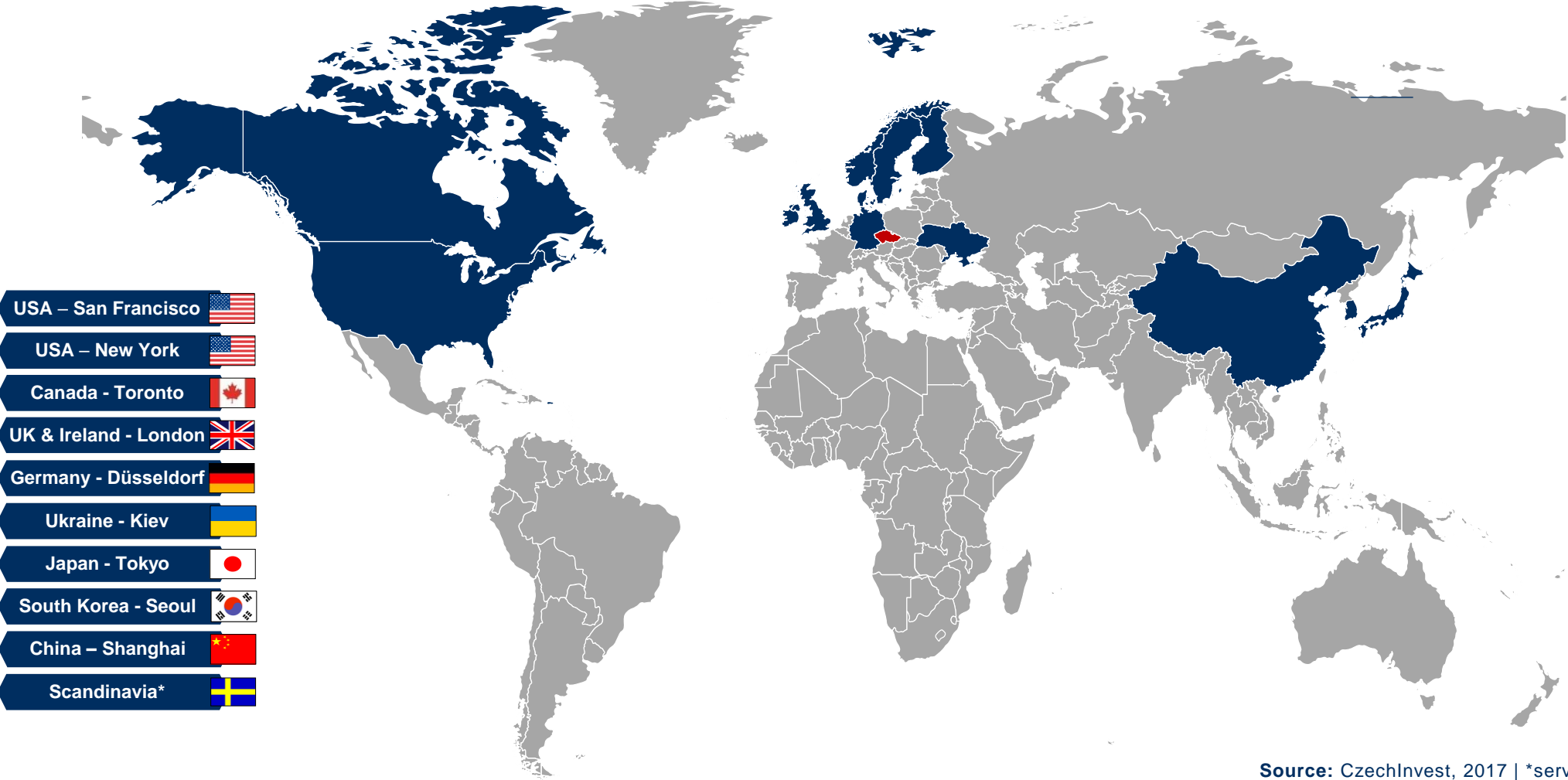
Investment and Business Development Agency CzechInvest, is an agency of the Ministry of Industry and Trade. Established in 1992, the agency contributes to attracting foreign investment and developing domestic companies through its services and development programs.

- Our Mission
- to **support** foreign direct investment
- to **develop** local companies
- to **implement** business-development programs
- to **improve** the business environment

Source: CzechInvest, 2017





CzechInvest Worldwide




Source: CzechInvest, 2017 | *served from Prague HQ


CzechInvest in North America

San Francisco  X


New York  X

Toronto 

Miroslav Tenkl



Eva Jungmannová



Jan Chmelík



II.

Our Work

What we do?



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Priority sectors

Investment opportunities



Aerospace

ICT



Automotive

Life Sciences



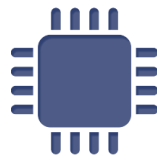
**Business Support
Services**

**Materials and
Nanotechnologies**



Energy & Cleantech

**Electrical Engineering
and Electronics**



Advanced Engineering

R&D



Source: CzechInvest, 2017



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CZECHINVEST

Project Statistics

1993 - 2016



1,728

Approved Projects



274,909

New Jobs Created



39,046 (USD million)

Expected Total Investment Amount (FDI)

Source: CzechInvest 2017



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CZECHINVEST

Number of projects

According to country of origin (1993 – 2016)



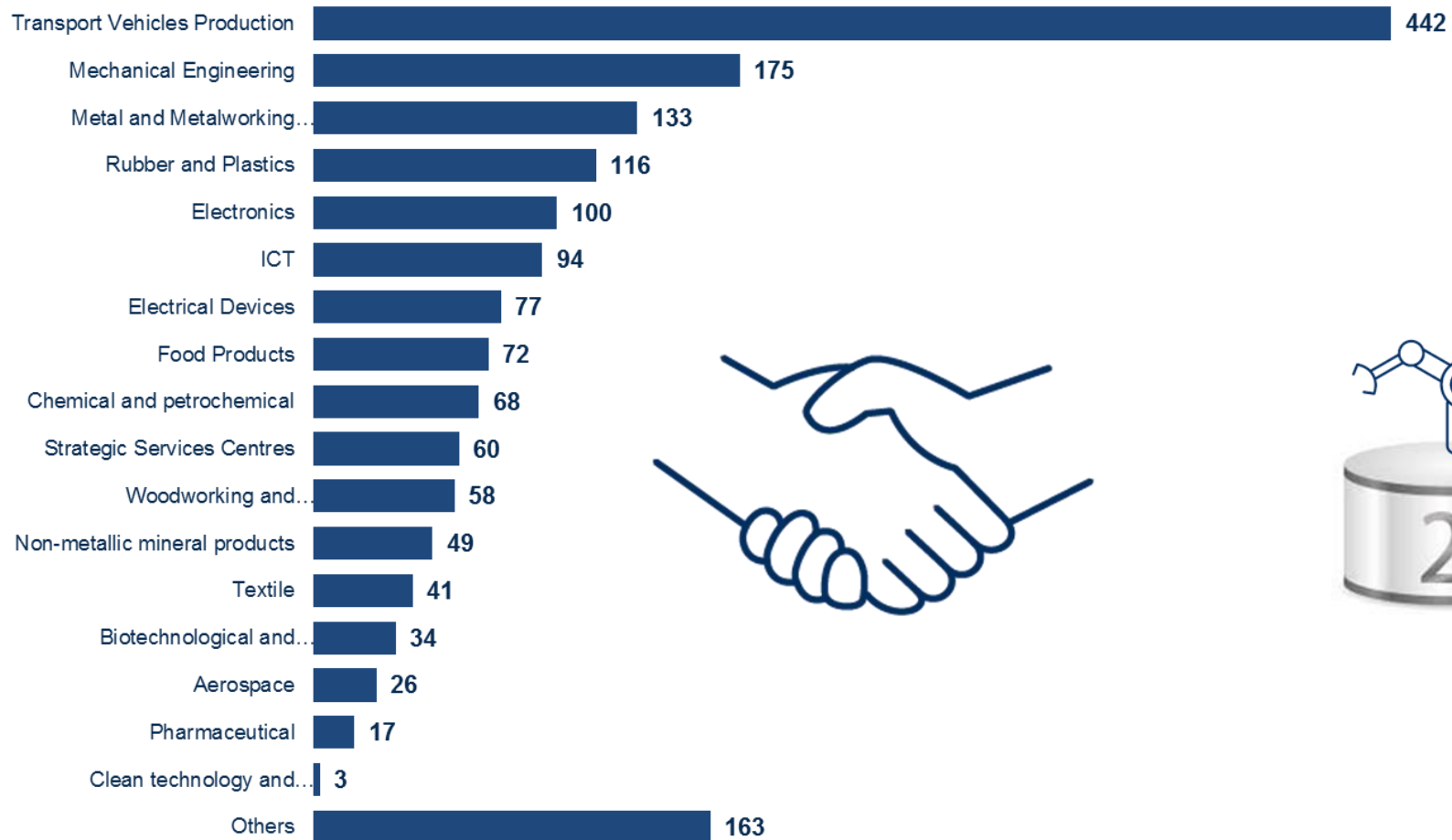
Source: CzechInvest 2017



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Number of projects

According to sector (1993 – 2016)



Source: CzechInvest 2017



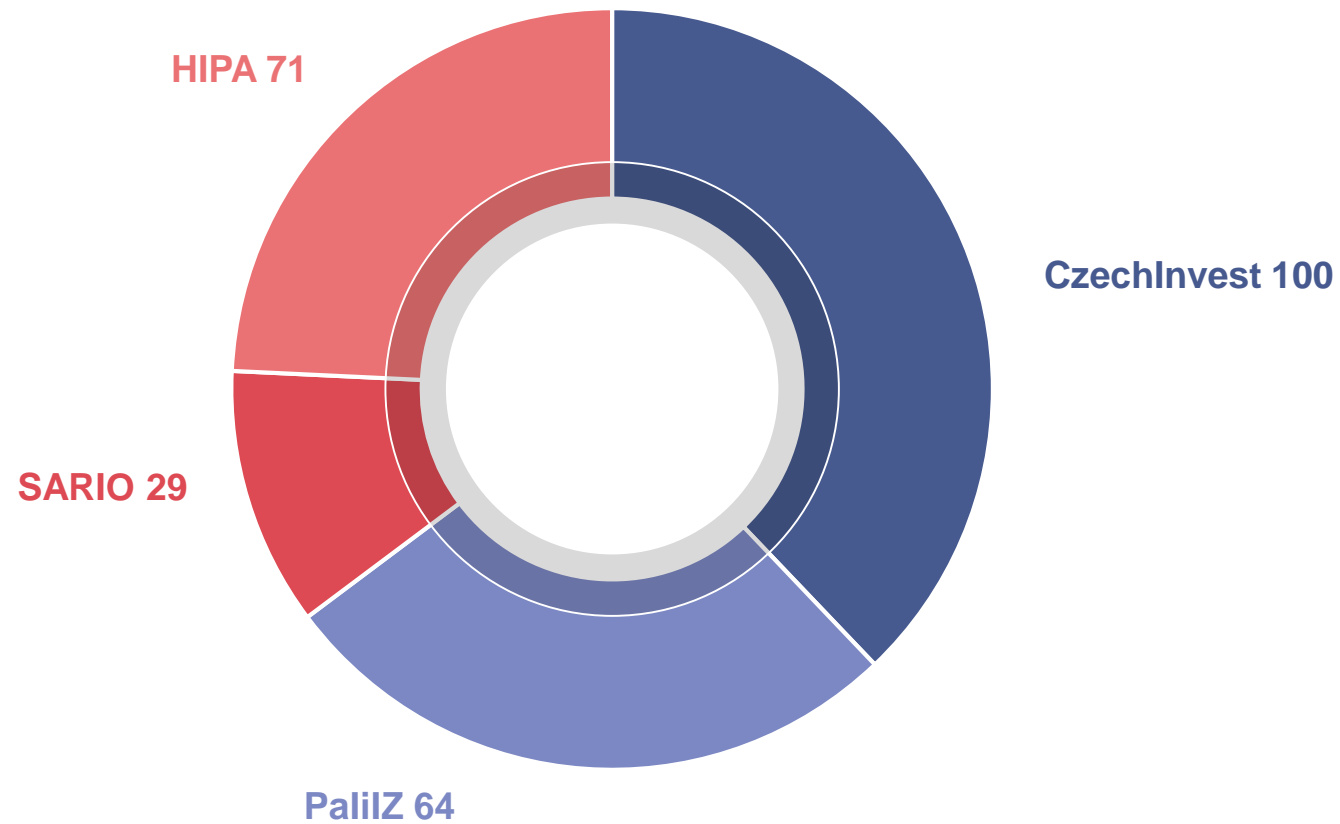
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CZECHINVEST

Investment Promotional Agencies (IPAS) - Comparison

The number of projects in 2016



Source: CzechInvest, 2017



Top 10 Investors in the Czech Republic

Mediated by CzechInvest

Company	Sector
Toyota	Automotive
Hyundai	Automotive
Volkswagen	Automotive
Denso	Automotive
Nexen	Rubber industry
Eaton	Electronic components
DHL	IT data centre, Strategic services
Red Hat	IT (software development)
IBM	IT, Strategic Services
Honeywell	Aerospace, Strategic services
GE Aviation	Aerospace

Solar Turbines

A Caterpillar Company



HYUNDAI



NEXEN TIRE



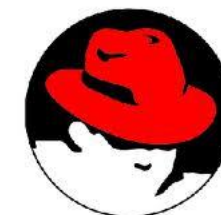
GE Aviation

Honeywell



TOYOTA

DENSO



redhat®



Powering Business Worldwide



Source: CzechInvest, 2017

Note: From 1993 to 2016



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Selected US investors in the Czech Republic

mediated by CzechInvest

Donaldson
Johnson Controls
Yankee Candle
SSI Technologies
Shawmut Corp.
OI Manufacturing
Black & Decker
Parker Hannifin

Usti region

Alcoa Fujikura
PCC
Shape Corporation
Steelcase
USG

Pizen region

Johnson Controls
Monroe Czechia
TRW Automotive

Liberec region

Accenture
Computer Associates Int.
Computer Sciences Corp.
ExxonMobil
GE Aviation
IBM Czech Republic
JNJ Global Business Services
Johnson and Johnson
Ness Technologies
Pfizer
Projectline
Skype Czech Republic
Sun Microsystems Int.
Teradata

Prague region

Arrow International
Kimberly-Clark
Technistone

Hradec Kralove region

ACS Industries
Amazon
Ball Aerocan
Eaton
HCL Technologies Limited
Hewlet-Packard
Ingersoll Rand
Interplane
L & L Products
Lear
Nanotherapeutics
Parker Hannifin
Plastipak Packaging
Solar Turbines

Central Bohemia region

Rannoch Corp.
MeadWestvaco

Pardubice region

ADC Telecomm.
Ademco
AMIS Holding
AT&T Global Network
ATC Drivetrain
Emerson Copeland
Flextronics
Gardner Denver
Honeywell
IBM
Lear Corp.
Otis
Red Hat
SolarWinds
Textron
Tyco

South Moravia region

Briggs & Stratton
CTS Corporation
Halla Visteon Autopal
Goodyear
Hayes Lemmerz
Mondelez CR Biscuit Production
Roper Industries
Tomkins

Moravia Silesia region

Schneider National

Olomouc region

Austin Detonator Assembly
Ayres
ON Semiconductor

Zlin region

Source: CzechInvest, 2017



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III.

Support

How We Do it?



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Investment Incentives



MANUFACTURING INDUSTRY

starting or expanding
production facilities



TECHNOLOGY CENTRES

establishment or expansion
of R&D centres



BUSINESS SUPPORT SERVICES CENTRES

establishment or expansion of:

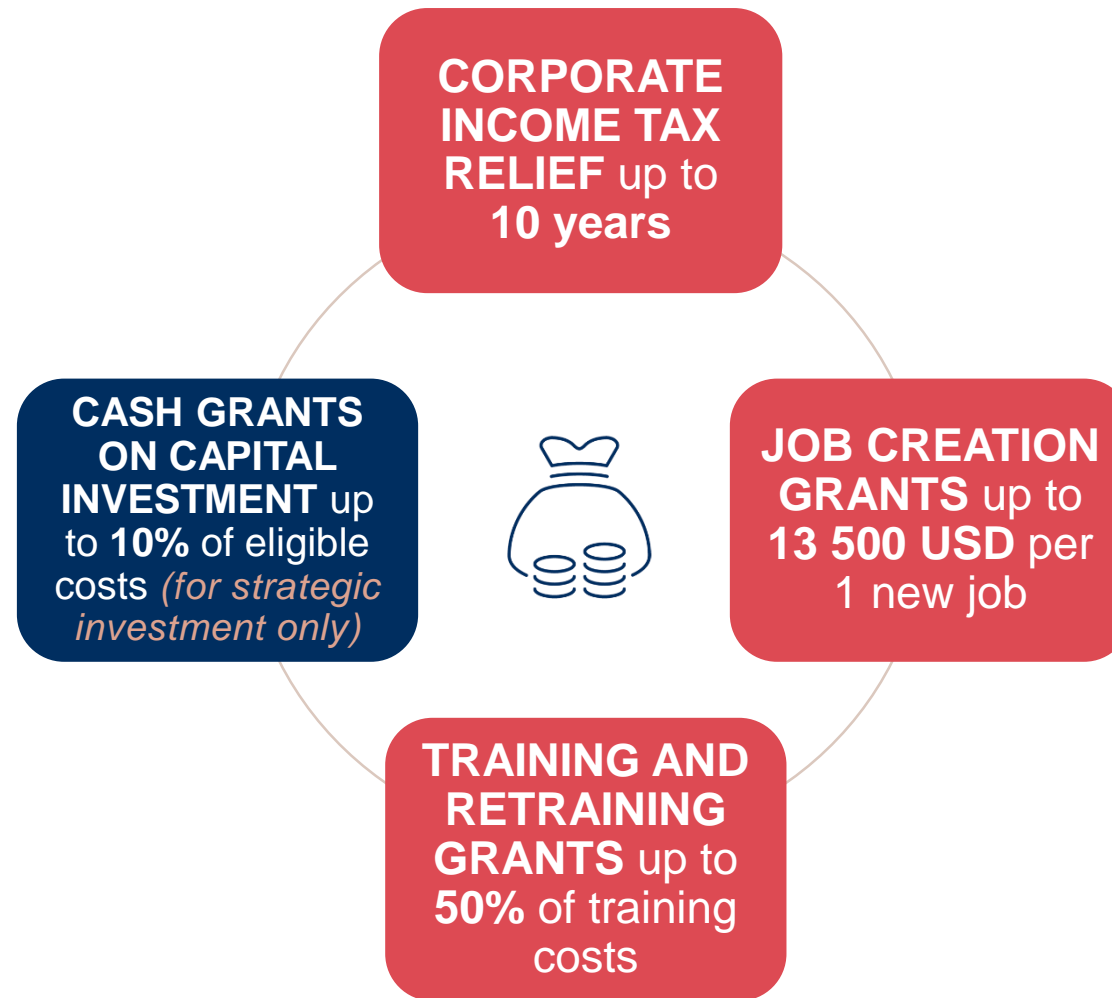
1. shared service centres
2. SW development centres
3. high-tech repair centres
4. data centres
5. call centres

Source: Act on Investment Incentives No. 72/2000 Coll.



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Types of incentives



app. 1 USD = 22 CZK

Source: Act on Investment Incentives No. 72/2000 Coll.



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State aid ceiling

- state aid intensity **25%** for large enterprises, except for Prague (0%)

Eligible costs

LONG-TERM ASSETS

of which at least half must be new machinery

or

2-YEARS WAGE COSTS

of employees on newly created positions

Source: Act on Investment Incentives No. 72/2000 Coll.



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The logo for CZECHINVEST, featuring a stylized blue and red circular icon above the text "CZECHINVEST" in a bold, sans-serif font.

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IV.

Sourcing

Czech Companies in Global Supply Chains



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Sourcing STRATEGY



Support for investment projects mediated by CzechInvest



Involvement of Czech suppliers in multinational supply chains



Development of Czech suppliers in order to increase their competitiveness

Source: CzechInvest, 2017



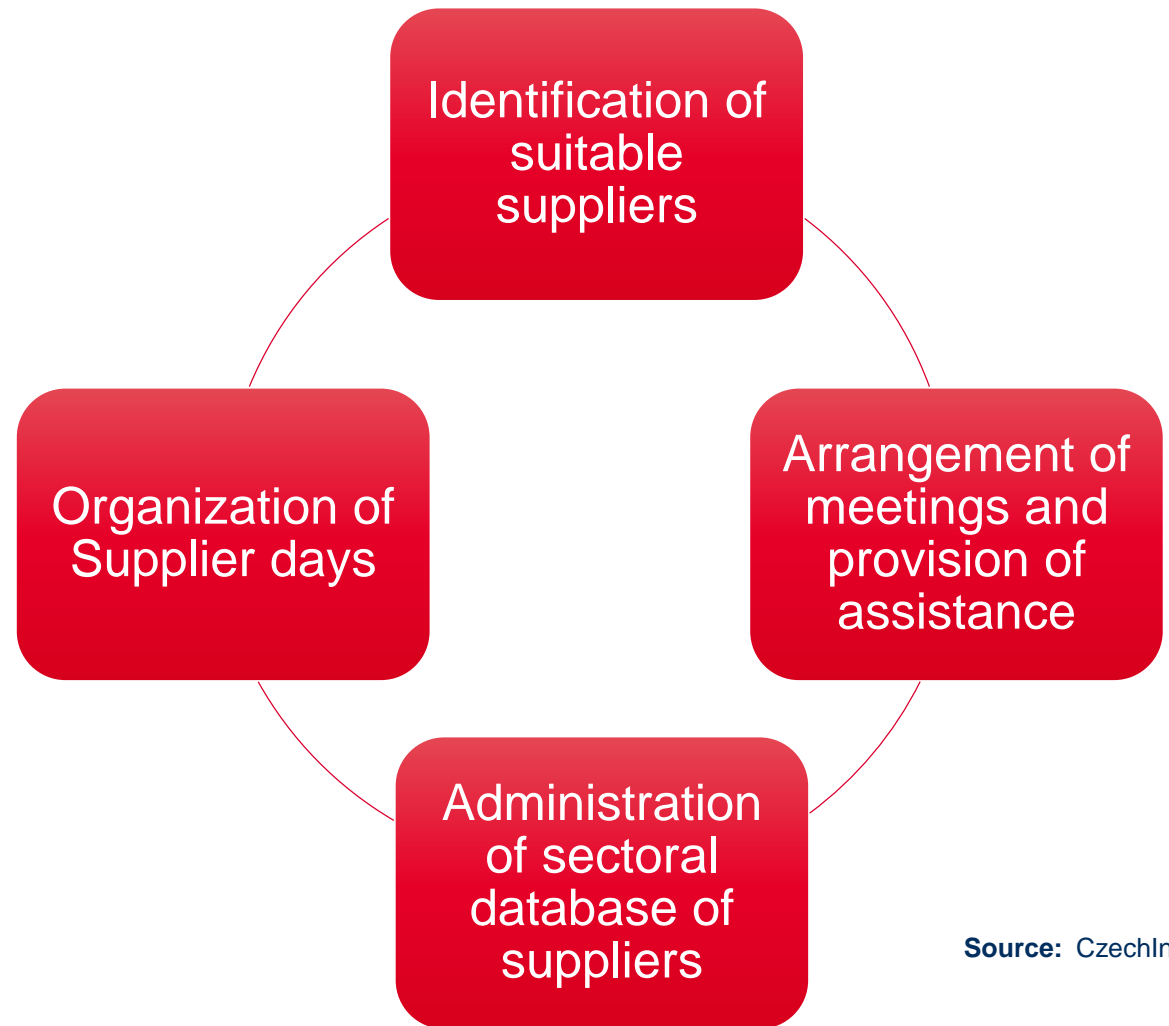
Sourcing ACTIVITIES



Support for cooperation between Czech suppliers and foreign investors



Provision of **comprehensive information** about Czech suppliers and the business environment



Source: CzechInvest, 2017



Sectoral database of Czech suppliers

suppliers.czechinvest.org

- Contains more than **3,400 suppliers on the Czech market:** operating in manufacturing or IT industry only
- An **efficient tool** for searching and ranking partners and suppliers in the Czech Republic by sector characteristics, modules, key technologies or location
- Covers the **key industrial sectors**



Subcontracting
– metal



ICT



Energy



Electronics and electrical
engineering



Materials
and packaging



Engineering



Subcontracting
– plastics



Healthcare, pharmacy
and biotechnology



Automotive



Aerospace



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Source: CzechInvest, 2017


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Supplier days

- Organization of B2B events
- Opportunity to display required products and components
- Participation of Czech suppliers according to investors' requirements

SAMSUNG SDI



Honeywell



JETRO



GE
Aviation

 **Electrolux**

Source: CzechInvest, 2017



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CzechLink

The project aims to create a link between Czech investment targets and foreign investors.



- ✓ Based in the Czech Republic
- ✓ Active in manufacture, IT or start-ups
- ✓ No declared bankrupt, no allowed financial compensation and no insolvency proceedings

Source: CzechInvest, 2017



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V.

Start-ups

Supporting Czech Innovative SMEs



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Project supporting startups in 2016 - 2020

Intention

Development of innovative SMEs through key activities (KA)

- CechStarter
- CzechAccelerator
- CzechDemo
- CzechMatch

Funded from

OP PIK, Program Marketing – EU Funds

Subsidy

50 – 100 % according to the service



Key activities

Development of entrepreneurial activities of SMEs through the personal mentoring and specific consulting

Basic- 7 months of mentoring, consulting + protection of intellectual property, max. 33 670 USD

Czech SMEs with innovative product, 0 - 3 years old, max. 50 employees



Gold - 2-week program in Silicon Valley

4 calls, to 100 companies



Key activities

Meetings with investors organized abroad

Meeting with investors,
specialized seminars (B2B/B2C)

Feedback from foreign investors



Planned destinations:
Silicon Valley, New York,
Singapore, London

Strengthening presentation skills



Key activities

Participation in international start-up events (conferences, festivals)

Opportunity to showcase products and services

Possibility to apply for an equity investor input



12 planned events
(Slush, TechCrunch
Disrupt, Consumer
Electronics Show,...)

Increasing media coverage of the company



Key activities

Business experience in developed foreign markets

Acceleration program:
3 months
50 505 USD/participant

Destinations: Silicon Valley, London
Singapore, New York



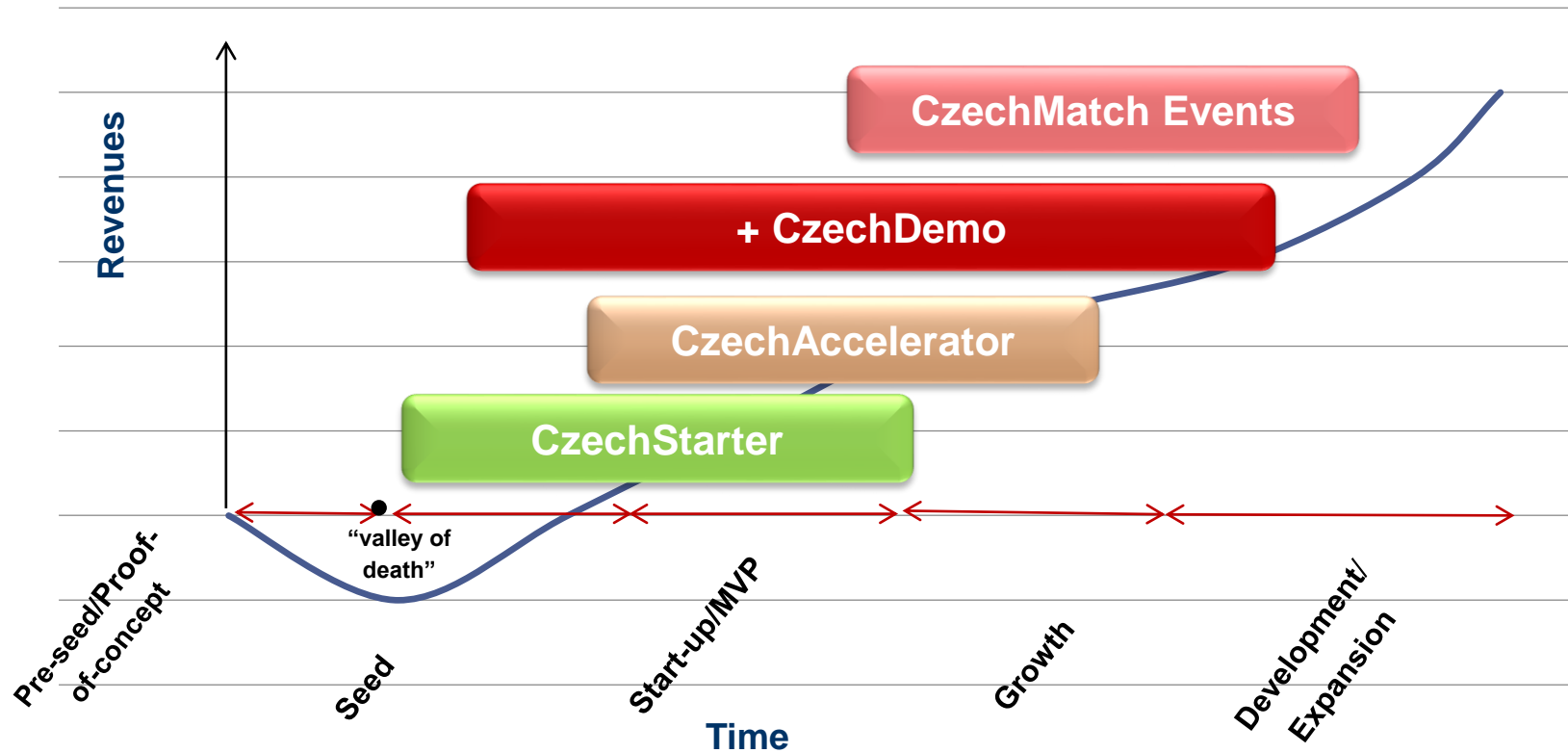
Mentoring, office space, consulting,
networking, protection of
intellectual property, promotinal
materials

16 calls, to 58 companies



Start-up development

(Programs & Tools)



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CzechStartups.org



- On-line hub for startups, investors & entrepreneurs
- Information about events, news, programs
- Linking of startup ecosystem (social networks)
- Database of investors, startups
- www.czechstartups.org



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**PRE
TRIP**

PRE-TRIP: Strategy Sessions & Pitch Training

Prior to their arrival in NYC, VentureOut will organize group strategy sessions covering U.S. best practices in fundraising, messaging, marketing and sales. Each company will also work one-to-one pitch training sessions with a TED Talk presentation coach!



14
05

06:00 PM: Welcome Reception

Join us at Brother Jimmy's in Union Square for food, drinks and an opportunity to meet your fellow companies for a fun, catered, open-bar reception to kick-off the program! You will also get to practice the pitching skills acquired during the pre-tip training.



15
05

09:00 AM: TechCrunch Disrupt NY

Meet the best and brightest entrepreneurs, investors, hackers, and tech fans at TechCrunch Disrupt, the world's leading authority in debuting revolutionary startups.



16
05

09:00 AM: TechCrunch Disrupt NY

Full day at the conference.



17
05

09:00 AM TechCrunch Disrupt NY

Full day at the conference.



06:00 PM: Private Networking Event

Private Networking Event - Organized by Czech Invest.



18
05

09:00 AM: NY Investor Immersion

Meetings featuring leaders at top NY venture capital funds and angel groups. Learn about how they invest.



02:00 PM: Pitch at Propelify

Connect with 8000+ members of the American Innovation community. One of the startups will get to pitch on front of a jury featuring Samsung NEXT, Staples, Google, Techstars and more.



05:00 PM: Czech Start-ups Pitch Night

Public Pitch Event featuring a panel of venture investors Pitch investors in private one-to-one sessions & to 100+ members of the NY tech community



19
05

09:00 AM: NY Tech Immersion

Meetings featuring leaders at top NY Tech companies. Learn about how they raise capital, hire and maintain top talent, and scale their businesses.



03:00 PM: Final Presentations & Happy Hour

We conclude our program with final presentations, one-to-one feedback sessions and a discussion of next steps (and hugs)



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Consulate General of the Czech Republic
in New York



VENTUREOUT

Czech Start-up Week NYC 2017 - *video*



VI.

2017 & 2018

Looking back and Ahead



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Date	Event	Location
1/2017	CzechAccelerator Roadshow NY	NYC, NY
2/2017	Roadshow Seattle	Seattle, WA
3/2017	FM Zaorálek visit to Canada	Ottawa, Montreal, Vancouver
3/2017	V4 Cyber Security Conference	Washington, DC
3/2017	Roadshow Phoenix	Phoenix, AZ
4/2017	Czech Startup Week NYC 2017 (with TechCrunch Disrupt NYC)	NYC, NY
5/2017	LAUNCH Festival	San Francisco, CA
5/2017	TechConnect World & Nanotech 2017	Washington, DC
5/2017	Roadshow Texas and Los Angeles	Austin, TX, Los Angeles, CA
9/2017	The Battery Show	Novi, MI
9/2017	e-mobility Roadshow	Reno, NV, San Francisco, CA, Los Angeles, CA
9/2017	SMTA International	Chicago, IL
9/2017	TechCrunch Disrupt SF	San Francisco, CA
10/2017	Cloud/IoT Expo & ICT Roadshow West Coast	Santa Clara, CA



East Coast Office in New York 2018 plans

Date	Event	Location
3/2018	International Wireless Communication Expo	Orlando, FL
4/2018	Design & Manufacturing (D&M) New England	Boston, MA
4/2018	eMerge Americas	Miami, FL
5/2018	Czech Startup Week NYC 2018	NYC, NY
6/2018	BIO Convention 2018	Boston, MA
9/2018	Miami International Auto Show	Miami, FL
9/2018	IMTS 2018	Chicago, IL
10/2018	Seminář 'Inside the Czech Republic' - 100 let ČR	New York, NY
12/2018	Power Gen International	Orlando, FL

Draft as of 9/2017, changes likely



West Coast Office in San Francisco 2018 plans

Date	Event	Location
1/2018	CES	Las Vegas, NV
3/2018	Clean Tech Roadshow	West Coast
4/2018	LAUNCH festival	San Francisco, CA
5/2018	TechConnect World	Anaheim, CA
9/2018	TechCrunch Disrupt	San Francisco, CA
10/2018	ICT roadshow	West Coast

Draft as of 9/2017, changes likely



CzechInvest
is celebrating
25 years



25

CZECHINVEST

Supporting investments and the Czech economy
for 25 years



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www.czechinvest.org

Contact:

CzechInvest USA - East Coast

Jan Chmelík
321 East 73rd Street
New York, NY 10021

+1 347 789 0570
jan.chmelik@czechinvest.org