

# MINISTRY OF DEFENCE OF THE CZECH REPUBLIC



## FOREIGN SUPPORT ACTIVITIES OF THE DOMESTIC DEFENCE INDUSTRY

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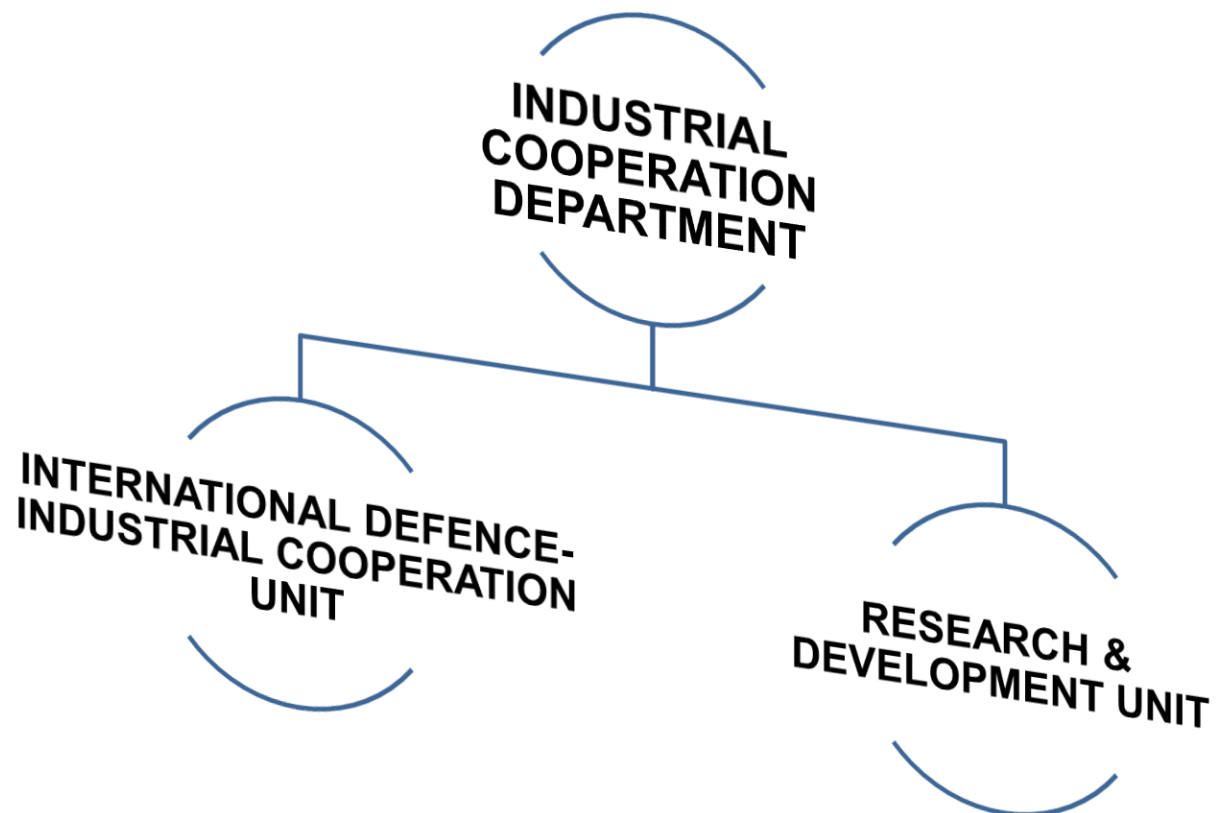
INDUSTRIAL COOPERATION DEPARTMENT  
DEFENCE POLICY AND STRATEGY DIVISION

# STRUCTURE



## Industrial cooperation department

*Dedicated part of the Czech MoD focused on defence industry development support, international industrial cooperation and R&D area.*



# INTERNATIONAL DEFENCE-INDUSTRIAL COOPERATION



- **Identification of opportunities for the Czech defence industry.**
- **Bringing Czech defence industry with political delegations abroad.**
- **Organization of visits of partner MoDs to the Czech Republic.**
- **Official endorsement on political level and guarantees through G2G model.**
- **Organization of Czech Defence Industry days, Industrial fora etc.**
- **Anchoring industrial cooperation through memoranda of understanding.**

# MILITARY EQUIPMENT EXPORTS 2014-2017



Country	2014	2015	2016	2017
EU	128 802	156 021	181 988	169 232
Non-EU Europe	22 690	24 766	24 048	21 248
Sub-Saharan Africa	5 452	20 682	46 383	32 086
North Africa	37 304	41 603	30 408	20 066
Asia	57 329	99 101	114 877	114 129
Middle East	113 586	133 781	204 904	122 586
Latin America	23 262	29 938	28 984	13 080
North America	33 449	42 587	42 950	64 811

\*Values listed in thousands of EUR.

# CHALLENGES FOR 2019 AND BEYOND



- Maximalization of domestic DefInd participation on the planned major acquisition projects (IFV, utility helicopters, MADR radar system)
- Participation of Czech companies in the European Defence Fund (EDF) consortia
- The PROPED framework
- Improving competitiveness, R&D, ensuring security of supplies for the Army of the Czech Republic

# ARMAMENTS AND DEFENCE INDUSTRY DEVELOPMENT SUPPORT STRATEGY



- Approved by the government in 12/2016, introduced in 2017
- Linked to the national Defence Strategy, Security Strategy and Czech Armed Forces Development Concept 2025
- Defines the vision, principles and strategic goals to develop armament and defence-industrial support policy
- Focused on developing a functional and effective security of supplies system

# SOUTH AND EAST APPROACH



- South and East Approach = Direct export efforts, or collaboration with partners to penetrate third markets
- An example of cooperation with Israel to breach the Indian market

# NORTH AND WEST APPROACH



The direct increase in the volume of supplies is rather exceptional

Key support of technological development of Czech companies

Promoting involvement in the production, research and development of Western societies and subcontracting chains



# THE PROPEL FRAMEWORK



- Exhibitions, Industry Days (MPO, CzechTrade)
- Receptions and Armed Forces' Days (DAO)
- Incoming missions for both private sector and Armed Forces
- Bilateral meetings (G2G and mediation of B2B)

# EXAMPLES OF REALIZED EVENTS



- PROPED: last year 45 (generally between 35 and 55)
- IDET 2019
- Future Forces Forum 2018
- Industrial day with CBRN protection theme
- Armed Forces Days, B2B Workshops

# PROPED 2019 – 1ST ROUND



## Europe

Sweden, Finland, Spain, Hungary, Lithuania, Belgium, Austria, Serbia, Ukraine, Slovakia

## Middle East and North Africa

Turkey, Saudi Arabia, Kuwait, Egypt, Israel

## Asia

Thailand, Laos, Cambodia, Bangladesh, India, Pakistan, Vietnam, Indonesia

## Sub-Saharan Africa

Malawi, Liberia, Sierra Leone, Kenya, Rwanda, Cameroon, Namibia, Angola,

## Latin America

Argentina, Colombia, Uruguay, Chile, Guatemala, Brazil

## Other

United States, Australia, Canada

# CZECH DEFENCE INDUSTRY



- Mainly comprised of private SME's
- 95 % of defence industry production → export
- Long tradition (100+ years)
- Combat proven products
- Focus on new technologies and areas (UAVs, UGVs)
- Uniqueness in certain fields (PSS, trucks)
- Defence and Security Industry Association ([www.aobp.cz](http://www.aobp.cz))



- LOM Praha – Aircrafts Repair Plant
- VOP CZ – Military Repair Enterprise
- VTÚ – Military Technical Institute
- VVÚ – Military Research Institute

# SELECTED PRIVATE COMPANIES





# Q&As

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**THANK YOU VERY MUCH FOR YOUR ATTENTION**