

Czech Republic Trade with Australia & New Zealand

*Economic and Trade News from the Commercial Section of the Consulate of the Czech Republic in Sydney
- May 2012 -*

Czech Economy Briefs

The austerity package of the **Czech** government slowed **economic growth** by one percentage point last year and this year it will cause a 0.2 percentage point slowdown, Czech National Bank (CNB) governor Miroslav Singer said in parliament. Data of the Czech Statistical Office show that the economy grew by 1.7 percent last year in annual terms. CNB governor said that the CNB foresees a consumer price growth below 4 percent for this year and below 3 percent for 2013. The Finance Ministry expects a 0.2 percent growth of the GDP this year and the CNB predicts stagnation.

The Bank Board of the CNB left **interest rate unchanged at a record low of 0.75 percent** on its regular meeting on Thursday, May 3, 2012. Interest rate will not change this year, most analysts say, since higher inflation is caused by factors such VAT hike, excise duty and rising prices of fuels.

Just two years after the Czech Republic experienced one of the biggest **solar energy** booms in Europe, mostly fed by generous state subsidies, policymakers find themselves at a crossroad. The options are defunding renewable energy entirely in order to bring down the climbing costs of electricity to consumers to the detriment of the renewables industry or passing a new energy strategy over which environmental lobbies are split. The Energy Regulatory Office (ERÚ) has begun preparing draft legislation with the Industry and Trade Ministry that would **halt all subsidies for renewable energy from 2014** onward. The measure applies to new sources put into operation from 2014, but does not concern the existing renewable sources and those to be launched by the end of 2013. "The Czech Republic's per-capita support of renewable sources is one of the highest in the world," ERÚ said. "Its size endangers competitiveness of Czech companies."

According to the "European Cities and Regions of the Future 2012/2013" ranking compiled by the prestigious British *fDi Magazine*, Czech cities and regions are very well positioned in terms of supporting **foreign direct investments**. Brno, Ostrava and Cheb ranked in the top ten Eastern European cities with the best investment support. Three Czech regions – Central Bohemia, Plzeň and Pardubice – hold leading positions among the top ten Eastern European regions in this category. Furthermore, the British investment journal ranked Prague in the top ten business-friendly European capitals.

Business Briefs

Czech Republic's **Nafigate** has joined with the National University of Singapore (NUS) to collaborate on the research and development of a cost-effective green packaging film at NUS. Other research collaborations that are likely to come include projects in the areas of energy saving/storage and water membranes. A major focus of Nafigate is to expand the nanofibers applications and market. This will be done by innovating and networking with international experts improving the functionalities of nanofibers, and launching new products around the world. The biocompatible and biodegradable properties of biopolymers attracted Nafigate to develop the applications as well-suited food and beverages packaging products.

Traditional Czech agricultural technology manufacturer **Zetor** has expanded its line of time-tested tractors this year. The new Forterra HSX offers many technological innovations that ensure higher performance, comfort and

safety and also significantly raise its use value. One of the main innovative features of this model, with its new generation four-cylinder turbocharged motor, is its HSX reverse gear, which makes tractor control much easier. Another innovation is Zetor's patented revolutionary automatic HitchTronic rear three-point suspension control, which allows the tractor to adapt to any terrain as it plows. "Whether you are a beginner or an experienced driver, your work will become much easier and efficient. The quality of soil or the type of equipment doesn't matter. Moreover, when using HitchTronic, you also save fuel, thus helping to protect the environment." The HitchTronic system was market launched just a few months ago and Zetor is already winning recognition for it; at the international exhibition Agrotech 2012 in Poland it was awarded a gold medal.

Czech agricultural and industrial tyres producer **Mitas** has opened its first plant in the USA in Charles City, Iowa, planning to employ around 150 people there this year. Investment in the facility reached almost \$52mil..The company plans to produce radial agricultural tyres of the Mitas and Continental brands designed for the northern American market there. The company has one plant in Serbia and three in the Czech Republic, and exports 90 percent of output, mainly to western Europe. Mitas and Cultor are the company's own brands and Continental tyres for agricultural machinery are made under a licence. Every fourth tractor and combine harvester produced in Europe has Mitas tyres. Mitas tyres are also sold in Australia and New Zealand mainly for agricultural and industrial mechanization and motorcycle applications.

Two restaurants in Prague with Czech chefs, **Alcron** in the Radisson hotel and **La Degustation Boheme Bourgeoise**, have received one star in this year's edition of the prestigious French **Michelin** gastronomic guidebook.

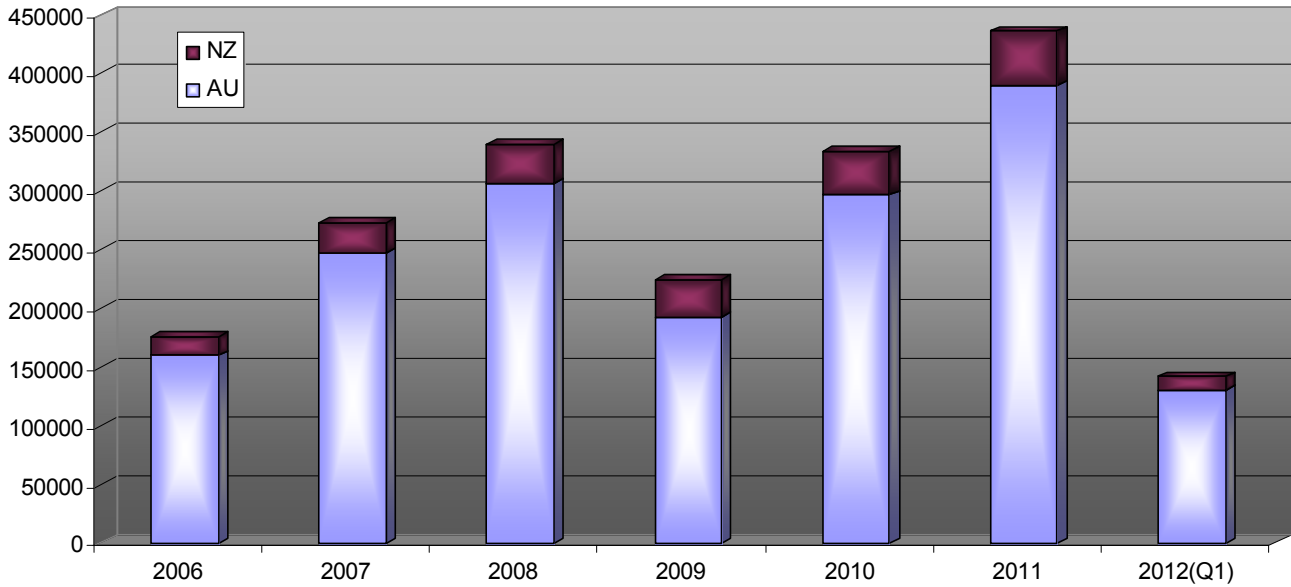
Vinařství Baloun (the **Baloun Winery**) from Velké Pavlovice has once again excelled on the international wine stage. As part of the annual trade fair AGEHOTEL 2012 - NICE CÔTE D'AZUR, which took place in January 2012, a new prestigious wine competition was unveiled with the title "Concours International des Vins de Gastronomie™". Moravian winery out of three gold medals received one Gold Star for Muškát Moravský (Moravian Muscat) 2011.

Zdeněk Vacek and Daniel Pošta won in the new category Jewellery Design of the year 2011 during the **Czech Grand Design** award ceremony with their collection VIRUS. The designer of the year is Rony Plesl with his UOVO lighting sculpture for Lasvit.

Czech exports to Australia and New Zealand

According to the latest export data of the Czech Statistical Office for the Q1 of 2012, exports from the Czech Republic to Australia have reached 130 mil. USD and exports to New Zealand over 11 mil. USD. Export figures indicate continuing trend of strong trade performance to both countries in 2012. Notable increases represent mainly passenger vehicles Škoda.

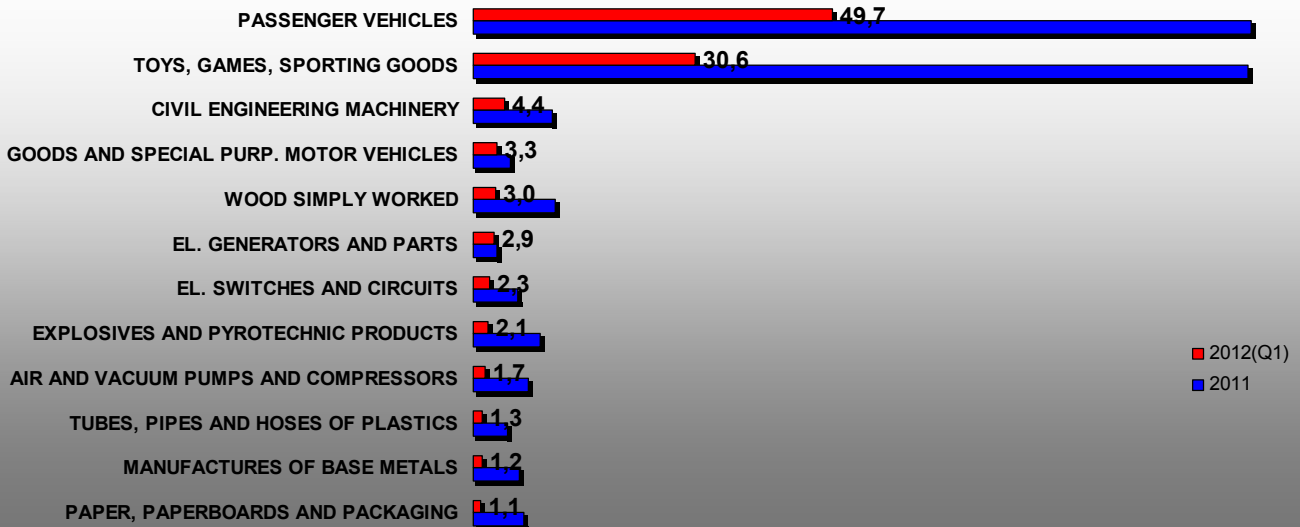
CZECH EXPORTS TO AUSTRALIA AND NEW ZEALAND ('000 USD)



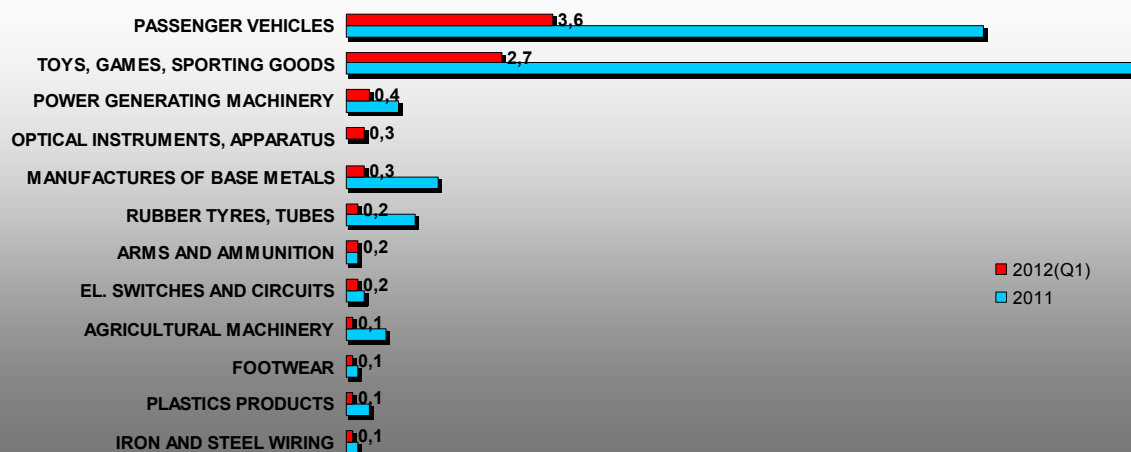
Passenger vehicles and toys remain the leading export articles to Australia and New Zealand in 2012(Q1).

Following graphs show the comparison of major commodity exports in 2011 and 2012(Q1) :

TOP CZECH EXPORTS TO AUSTRALIA (mil. USD)



TOP CZECH EXPORTS TO NEW ZEALAND (mil. USD)



Czech companies seeking for Australian and New Zealand partners

ALBIXON – Czech-based company and the largest manufacturer of telescopic **swimming pool enclosures** in EU. “Today is the telescopic swimming pool enclosure an essential part of the pool experience. New technologies make the best use of the sun's energy, thus extending the swimming season and reducing operating costs.” Company is seeking for distribution in Australia.

Contact: Mr. Tomas GALL, Sales Manager

Telephone: +420 251 094 175

E-mail: tomas.gall@albixon.com

Web: www.idealcover.com

Dino Toys – company has been developing its own Dino Programme comprising of complete programme of **children's and adult puzzles, children's, family, educational and party games** of excellent quality. Dino Toys co-operates with recognized designers, graphic designers, inventors and offers production of specific or locally adapted products to individual customers. Company is seeking distributors in Australia and New Zealand.

Contact: Mr. Petr TALANDA, Export Manager

Telephone: +420 234 709 323

Fax: +420 234 709 330

E-mail: talanda@dinotoys.cz

Web: www.dinotoys.cz/en

JUREK – Czech manufacturer of **tents, sleeping bags, self-inflating mats and other outdoor equipment**. Family-run company has been successfully marketing its products in several European and overseas countries in last two decades and currently is seeking distributors in Australia and New Zealand for its latest range of products.

Contact: Mr. Radim JUREK, Sales Manager

Telephone: +420 556 850 032

Fax: +420 595 175 026

E-mail: radim@jurek.cz

Web: www.jurek.cz/en

KOMA MODULAR CONSTRUCTION - is a specialist in modular construction, construction of portable buildings and sanitary containers. Realization of buildings by using modular construction have been supplied to customers in EU countries, Norway, Switzerland, the Middle East, Russia, Balkan countries, Mexico, Mongolia and India. The main applications are used for constructions of offices, workshops, petrol stations, schools, catering facilities, restaurants and hotels, camps, banks, hospitals, senior housing, apartments and other applications. Company is registered as a supplier for UN, UNICEF, NATO and other organizations. Company is seeking distribution partner for Australia and New Zealand.

Contact: Mr. Filip KOVAC, Export Manager

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Fax: +420 577 452 839

E-mail: Filip.Kovac@container.cz

Web: www.koma-modular-construction.cz

LANEX – inheriting rich history of **textile ropes** production in the Czech Republic since 1949, LANEX is currently operating on a worldwide scale with deliveries to more than 50 countries with the dominant share being held by EU countries and Russia. The share of export makes 85 % of the total production. “We bring technologically advanced products from different fields of **technical textiles**. From flexible intermediate bulk containers to flexitanks, from high-tenacity polypropylene fibres to fibres for artificial lawns, from marine ropes to mountaineering or rescue ropes. “ Lanex is seeking distributors in Australia and New Zealand.

Contact: Mr. Michal SMUK, Export Manager

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Web: www.lanex.cz

Introducing: TESCAN IN AUSTRALIA

by AXT



TESCAN or previously TESLA is a well-known European company located at Brno, Czech Republic, a city with more than 60 years tradition electron optic research. The company is focused on research, development and manufacturing of scientific instruments and laboratory equipment such as:

- Scanning electron microscopes (SEM)
- Focused Ion Beam (FIB)
- DualBeam microscopes, combining SEM and FIB
- Supplementary accessories for SEMs and FIBs
- Special vacuum chambers and custom systems
- Detection systems

TESCAN offers cutting-edge instrumental solutions for diverse applications like industrial and academic materials research, mineralogy and mining, biological, pharmaceutical and medical sciences, semiconductors and microelectronics and more.

Versatility, customisability based on special requests, user friendly software, ultra-fast and highly efficient detectors are some of the key factors to make TESCAN a serious competitor.

During the 20 years of its existence, TESCAN has become a company with modern production plants and has built a team of well-educated and expert employees which nowadays comprises about two hundred people. The

company has also created a worldwide sales network, having delivered more than one thousand microscopes to users in nearly 60 countries all over the world. Almost all of the company's production is exported: TESCAN devices are used in forensic laboratories in the USA or Russia, industrial manufacturers or research institutions in Asia and Europe.

According to TESCAN's CEO Jaroslav Klima, the essential features for success are education and experience in the field, good relations with scientific institutions and R&D companies, as well as continual development and innovation of the product portfolio. "Our production is sold out for a number of months to come, and the production capacities of our existing premises are used up. We need quality background to develop further. The increasingly faster developing nanotechnologies call for new types of devices," said Jaroslav Klima, Technology Entrepreneur of the Year 2011 in the Czech Republic.

AUSTRALIAN FIRST TESCAN INSTALLED AT University of Western Australia

The first Australian TESCAN electron microscope was installed at the Centre for Microscopy, Characterization and Analysis (CMCA), University of Western Australia in February 2012.

CMCA is an internationally renowned academic institution in materials characterization, which provides support ranging from initial project discussion and planning through to application of cutting-edge techniques and assistance with data interpretation. Their staff and facilities support research across the Universities in WA, Australian industrial/educational communities and internationally. The centre offers its services to a range of diverse **scientific fields including natural, agricultural, physical, life and biomedical sciences and engineering.**

VEGA3_{SEM}



The VEGA3

Installation of TESCAN's VEGA3 was a part of CMCA development program to enhance the imaging capacity of the centre according to the fast-growing demand on the use of scanning electron microscopy. VEGA is a conventional SEM with significant imaging and analytical capabilities equipped with user friendly software which makes it a perfect choice for both student training and cutting-edge research projects.

Automated Mineral Analyzer

Just recently TESCAN released an ultimate Integrated Mineral Analyzer (TIMA) unit. TESCAN's unique technology is based on a totally integrated system that performs full spectrum imaging at very fast scan speeds. TIMA is a fully automated, high throughput, analytical scanning electron microscope which is designed specifically for the **mining and minerals processing industry.**

INDUSEM

TESCAN introduces a system offering unique features for industrial applications. Users can take an advantage of high-performance system for quick sample evaluation, optionally with elemental microanalysis, all available from EasySEM™ **touch screen software interface.** Device control is powered by numerous automated functions with the possibility to create user-defined fully automated procedures.



TESCAN SEM Control Panel



EasySEM Touch-screen Control User Interface

AXT PTY LTD (AXT) has proudly taken the role of representing, installing and maintaining the TESCAN products in Australia. Established in 1991, AXT has been primarily known as an X-ray specialist company. AXT is now broadening the scopes to the state-of-the-art imaging products and hiring expert staff with hands-on imaging experience. AXT has a comprehensive service network and offices in Sydney, Melbourne and Perth.

Tradeshows and Exhibitions in Australia and Czech Republic

CzechInvest in cooperation with the Technology Centre of the Academy of Sciences of the Czech Republic (TC AV) and Association of Chemical Industry of the Czech Republic will held a conference “**Nanotechnology Development and Risk Capital in the Czech Republic**” on Thursday, May 31, 2012. The workshop and panel discussion will focus on the financing and commercialization of R&D projects, start-ups and available support for nano SMEs in the Czech Republic. The conference will be held in Prague at TC AV. Association for Foreign Investment(AFI) is the main partner of the event.

NANOCON 2012,

4th International Conference, October 23rd - 25th 2012, Hotel Voronez I, Brno, Czech Republic

The influence of nanomaterials to the environment, health; metrology and standardization of nanomaterials. The conference will be opened by the plenary session with the appearance of significant foreign and Czech speakers, including Prof. Paul Mulvaney from **The University of Melbourne**, focused on research and applications of nanomaterials. Conference abstracts will be accepted into five theme sections.

Czech Nanotechnology at the University of NSW

Consulate of the Czech Republic in Sydney is introducing current capabilities of Czech nanotechnology and R&D to open cooperation with Australian universities and Australian nanotechnology industry. One day seminar takes place at the **University of NSW** on Monday, September 17, 2012.

Office of the **Government of Western Australia** in London will present business and investment opportunities in Western Australia to the Czech companies in Prague’s Congress palace on June 28, 2012. The event is organised by Consulate of the Czech Republic in Sydney in cooperation with the Ministry of foreign affairs and the Confederation of industry of the Czech Republic.

Business and Trade Websites

General Information www.czech.cz

Czech Supplier www.supplier.cz

CzechTrade www.czechtrade.cz

CzechInvest www.czechinvest.org

Tradeshows www.veletrhyavystavy.cz

Doing Busines in the Czech Republic www.doingbusiness.cz

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