



Czech Economy Briefs

The **Czech Finance Ministry** in a new macroeconomic forecast worsened economic outlook, expecting stagnation in 2013 and 1.2 percent growth in 2014, while in January it predicted 0.1 percent expansion for this year and rise of 1.4 percent for next year. The main risk is the euro zone. The majority of Czech products have been exported to the euro area countries. The moderate worsening of the estimated economic development this year reflects the unfavourable data from the first quarter and worse outlooks in the euro zone on which the Czech economy strongly depends.

The Bank Board of the **Czech National Bank (CNB)** left interest rates unchanged at record-low levels again at 0.05 percent. This decision has been expected.

The **Czech government** approved recently the spending plan until 2016 under which the expenditures of the state budget and funds should amount to Kc1,126bn and public finance deficit should make up 2.9 percent of GDP next year, Prime Minister Petr Necas said. "We are easing the consolidation pace of public finances. It is a clear signal that we now want to focus on economic growth and its support after successful consolidation."

Business Briefs

Korean Air acquired a 44 percent stake in the national air carrier **CZECH AIRLINES (CSA)** upon signing of an agreement in Prague last month and paving its way toward a market expansion in Europe. CSA has been cooperating with Korean Air for a long time. Based on code sharing agreement, both companies are selling air tickets of each other.

Jan Svetlik, the chief executive and board of directors chairman at engineering group Vitkovice Holding, has won the Manager of the Year 2012 contest organized by the Managers' Union Fund (MSF).

ZVU POTEZ – traditional Czech manufacturer of technological units for beverage, chemical and food industries has recently finalized export preparations of absorption column for Australian chemical producer Orica. The column weighs 300 tons and is 60m long, which presents certain logistical challenges. ZVU POTEZ is traditionally focused on production of special apparatuses for pharmaceutical, power, chemical and petrochemical industries including breweries with references of more than 200 complete breweries, 50 minibreweries and sugar factories with references of more than 220 sugar factories all around the world. The contract is worth 4,5m euro and it is ZVU's first installation in Australia.

The Research and Testing Institute Plzeň Ltd (VZÚ Plzeň) - provides its services to producers of railway vehicles and their suppliers from the Czech Republic and abroad. There are mainly fatigue tests, measurements of vehicle construction stress in operation, decrease of noise and vibrations, strength fatigue and crash calculations, calculations of external aerodynamics and streaming in vehicle and assessment of life expectancy of vehicles. VZÚ Plzeň has established firm business ties with one of the biggest producers of railway vehicles in Australia providing the tests of bogie frames and other parts of railway vehicles. Recently, this Australian firm has repeatedly used services of VZÚ Plzeň for static and fatigue tests of bogie frame of three- axle narrow gauge locomotive destined for lines in South-African Republic. South African contract was awarded to the consortia of North American GE Transportation as a main supplier, Australian producer of a bogie frame of three-axle locomotive and European Lloyd's Register from Great Britain and VZÚ Plzeň from the Czech Republic. At present, the Dynamic testing laboratory VZÚ Plzeň provides the test of bogie frame of two-axle locomotive for lines in Queensland, Australia. Newly, preparatory works are underway for FlexiCurve tests of a bogie frame of three-axle narrow gauge locomotive.

KOSTKA is one of the firms which produce, design and sell kick scooters in the Czech Republic. It offers a large scale of models suitable for various terrain conditions and different ride styles (scooters for both city and mountains, on the road or for kids). Kostka presents a unique model of its scooters modified specially for dog walking and dog mushing as well. Czech2Australia, a Sydney based company focused on import of Czech products to Australia, has started after all successful tests, necessary legal obligations to sell the scooters via e-shop Kick Scooter Sydney (www.kickscootersydney.com.au). Shortly they should be available for hire in most of the Australian cities. Czech Republic is one of the most influential countries in the kick-scootering. The use of kick scooters as primary means of transport has been growing in last couple of years. In addition, in the community of athletes they have been used as a training method and for convalescence. Now kick scootering is a genuine independent sport discipline.

Czech Company **SVCS Process Innovations** will provide Monash University in Melbourne with distributor of ultraclean gases for Trimethyl Boron Gas Cabinet including security system for hydrogen emptying. The Czech company is in tender for other laboratory equipments for Australian universities.

Czech company **TESCOMA** well known for its perfect kitchen products has been awarded by international Red dot design award 2013 for a kettle for tea and coffee TEO.

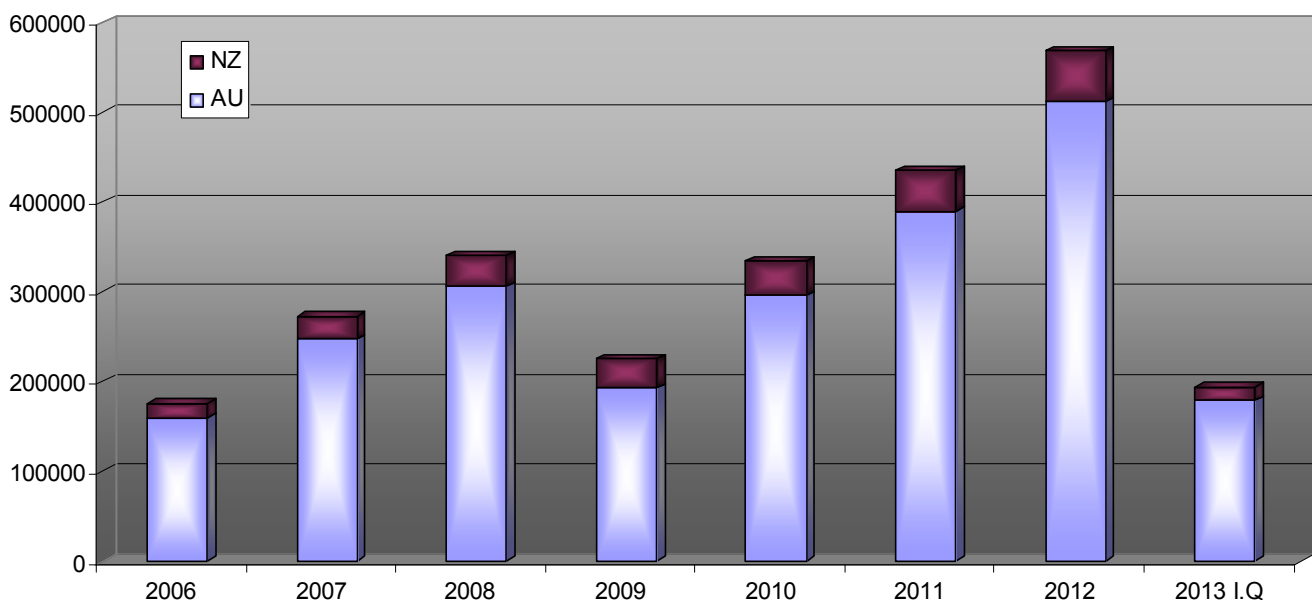
Czech breweries recorded in 2012 a slight rise of the production being 18mil.hectolitres. Total sales were 3% up thanks to exports and unexpected demand for beer mixes. 3mil. hectoliters of Czech beer were exported in 2012 that is 9% rise.

Czech exports to Australia and New Zealand

According to the latest export data of the Czech Statistical Office for the first three months of the 2013 (I.Q), exports from the Czech Republic to Australia have reached 178mil.USD and to New Zealand 15mil.USD. Export figures indicate strong trade performance in the I.Q, posting again new record export volumes to both countries. Combined Czech export to both countries in I.Q of 2013 increased by 36% in year on year comparison. Strong Australian dollar and weaker Czech crown contribute to the trend.

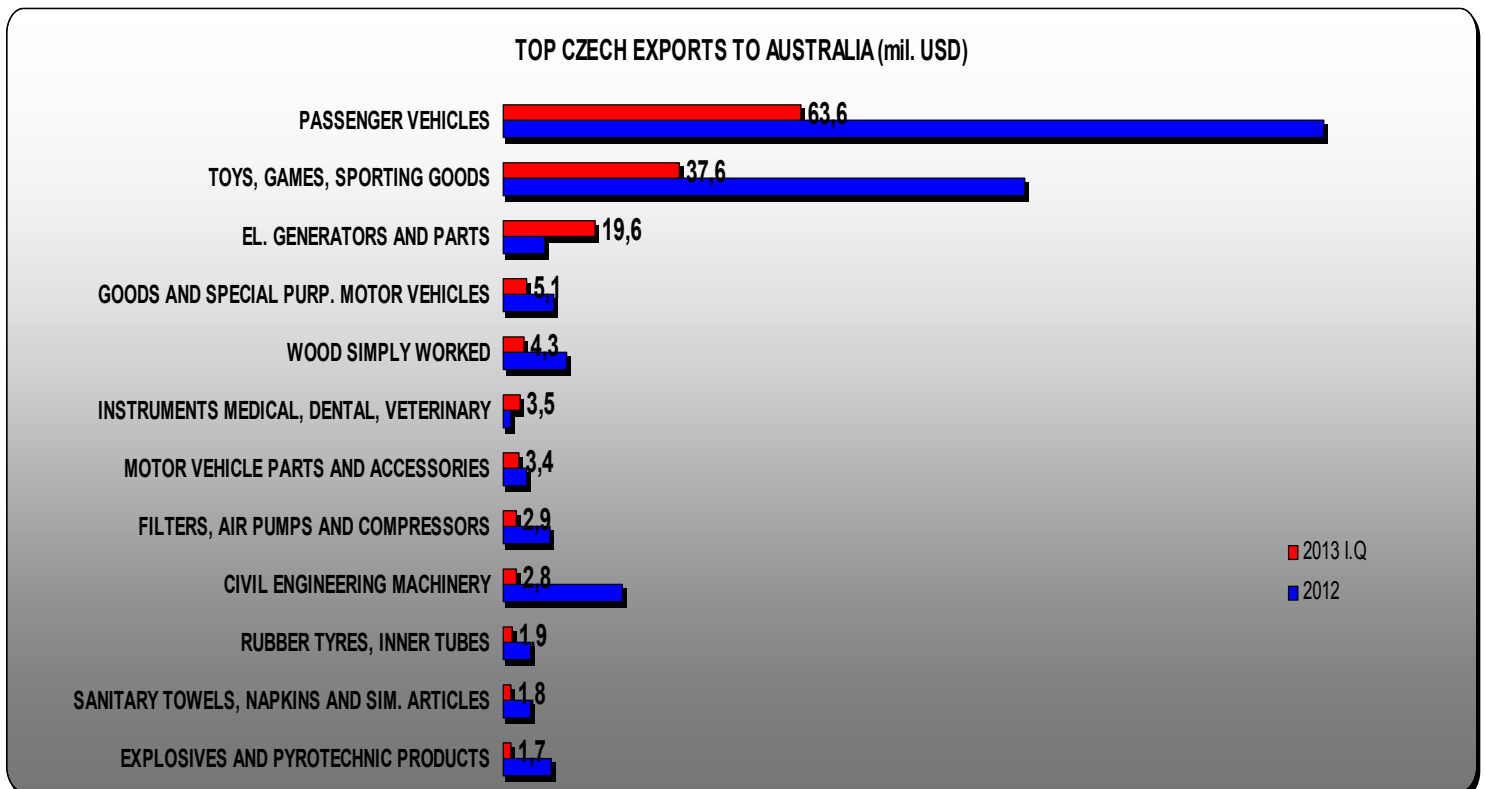
Australia and New Zealand are improving in the Czech export rankings by value of its export. Australia has gained seven places and jumped from 31st position in 2012 to 24th in the 2013 I.Q, Australia figures only behind China and Japan out of Asian destinations. New Zealand has improved by five places from 74th position in 2012 to 69th position in the 2013 I.Q.

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

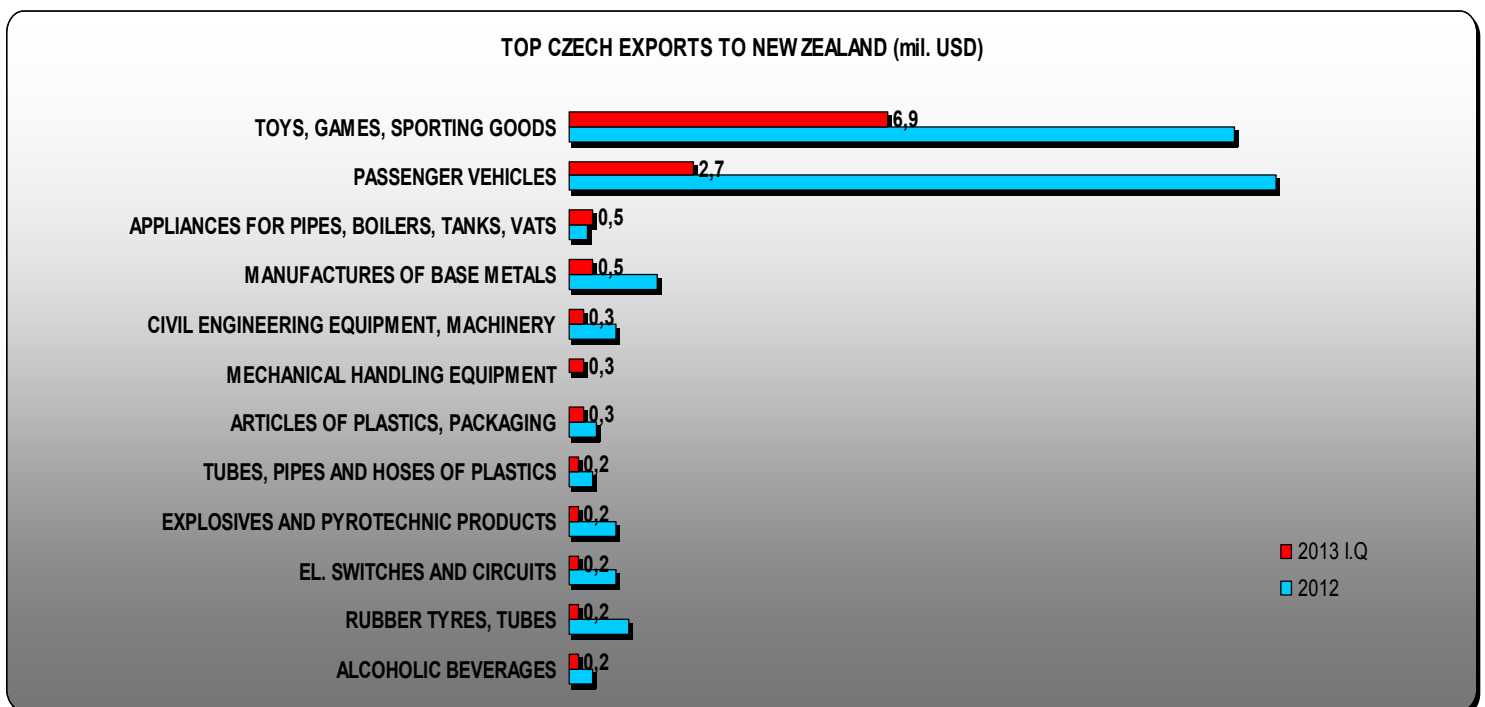


Passenger vehicles and toys remain the leading export articles to Australia and New Zealand in 2013.

Following graphs display the dynamics of major commodity exports in 2012 and I.Q of 2013 in Australia:



New Zealand:



Quite similarly in New Zealand, ŠKODA and LEGO remain the leading export brands from the Czech Republic.

Czech companies seeking for Australian and New Zealand partners

HOBRA SKOLNIK - Company HOBRA-Školnik Ltd. was founded in 1930 and since 1950 belong among traditional manufacturer of **filter sheets** and

since 1965 is also the producer of high quality **fiber-based insulation** materials. HOBRA holds international certificates ISO 9001, 14001, AIB

International, Coshier Certificate and meets the quality requirements of all the potential industries including pharmaceutical and others.

Under the project name "RELIABLE FILTRATION" HOBRA manufacture and supply the HOBRAFILT® depth filter sheets, CANDEFILT® filter cartridges and ORBIFILT filter modules. In the assortment, there is also a broad portfolio of filtration equipment and technology, such as sheet filter, cartridge filter housings, filter module housings and mobile CIP stations. HOBRA also offers consultancy and complex filtration solution based on the needs of given client, from the incoming water to the final product suggesting all available technologies.

In the field of refractory and insulating materials and under the project name "EFFECTIVE HEAT AND TEMPERATURE CONTROL" HOBRA supply materials in the temperature range from 300°C to 1430°C. In addition there are supplied also insulating mats, ropes, etc. HOBRA offers full comprehensive solutions for its clients in many industries such as mechanical engineering, electrotechnical ind., metallurgy, brick production, glassworks, and last, but not least, in the boilers (furnace) production.

In Australia and New Zealand we are looking for business partners.

Contact: Mr. Vojtech SKOLNIK, Director
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Web: www.hobra.cz

HAKR TRADE – Company was established as a trade company selling traditional Czech products and expanded its business by the import of heating products from its foreign trade partners. Company is offering a wide range of **fireplace stoves and inserts** of different sizes and parameters and garden grills. We offer technologically well-elaborated products and at the same time function as a wholesale company selling **heating technology**, equipment and accessories, exporting mainly into EU countries and Russia.

The new product line of hot-air fireplace inserts complies with the strictest international norms. This revolutionary exclusive series of fireplace inserts show not only a modern design, but also the newest technologies of Save line and Quick air. A highly qualitative accumulation furnace made of refractory concrete with combustion gas distribution system is fixed on the insert. Save line technology allows tripple combustion with a very low consumption of wood, high efficiency and in the first place ecological operation – shows low emission values. Quick air

technology allows fireplace insert to be connected to an external air inlet.

In Australia and New Zealand we are looking for distributor/s to represent our products.

Contact: Mr. Martin POLICKY, Export Manager
Telephone: +420 530 332 201
Mobile: +420 724 322 325
E-mail: export@hakrtrade.cz
Web: www.hakrtrade.cz

EVONA a.s. – is a production company with more than 130 years long tradition in manufacturing of **fine ladies hosiery and underwear**. It is placed in an eastern part of the Czech Republic in a town called Chrudim.

EVONA a.s. is nowadays the largest Czech manufacturer of fine hosiery (tights, stockings, footless tights, knee-highs, socks, footsies) and one of the largest Czech manufacturers of **cotton underwear and functional underwear**. The manufacturing process is carried out in strict observance of high ethical standards. Hosiery products are OEKO-TEX certified, they don't contain any harmful substances.

Trademark **EVONA** became one of the strongest hosiery and underwear brands on the Czech and Slovak markets. The loyalty of customers appreciating Czech origin and quality of goods leads to a gradual strengthening of the EVONA brand's position, not only on the Czech market. Approximately 30% of total sales is made by exports to demanding foreign markets. Export success is based not only on a high quality of offered products, favourable prices, prompt response to customers' requirements, but also on a reliable and trouble-free supplier service. The company built its exclusive dealerships in many, for now just EU countries.

EVONA a.s. is seeking for importers and distributors at the same time in Australia and/or New Zealand.

Contact: Ms. Petra HULINOVA, Commercial Director
Telephone: +420 469 638029
E-mail: hulinova@evona.cz
Web: www.evona.eu

VALOSUN - was established in 1997. The company focuses on producing and developing products which are based on quite unique formulae and procedures, which have been refined by well-reputed European specialists in **herbal therapy** for more than 100

years. Valosun products have been increasingly popular in countries of Europe and Asia. New products supplied in the form of capsules, tablets or sprays have been developed based on new scientific knowledge, and advanced technologies have been used for their production. The facilities and procedures used for the production of the Valosun products are based on GMP (good manufacturing practice) requirements, and the quality system management of these processes is in full compliance with the audited requirements of ISO 9001:2000 standards. Both Czech and foreign contractual partners are provided with a wide range of services in the area of production, sales, marketing and distribution of food supplements.

Valosun's objective is to extend its sphere of activity in the other foreign markets, and thus provide both Czech and foreign customers with high-quality and readily-available natural preparations that significantly contribute to the achievement and maintenance of excellent health. Valosun is looking for sales representative in Australia and New Zealand.

Contact: Mr. Bohumil KOS, Director

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Web: www.valosun.com

RUDOLF KAMPF – Rudolf Kämpf factory was founded at the turn of 19. – 20. centuries with the support of the Habsburg Royal Dynasty. The manufactory was founded as an elite supplier of highly artistic tableware, figurines and exclusive interior objects for the Royal Court and the households of European aristocracy. The factory always cooperated with the outstanding specialists. This had a great effect, when their porcelain designs won recognition of the prestigious organization – The Center of Industrial Design. The manufactory brought all the best into the 21st century: the excellent art skills with their secrets passed from generation to generation, the elegance of shapes and decorations, European traditions and the unique handiwork. Today when most of the leading manufacturers rely on automatic equipment, Rudolf Kämpf retains its

highest standards of handiwork providing premium quality of its production. Rudolf Kämpf is located in the centre of the "porcelain" Europe and has access to the sources of the world's best raw materials which allow producing **highest-quality hard porcelain**. Rudolf Kämpf porcelain is presented in unique articles or short series. Such an approach provides an additional value of the products. Rudolf Kämpf manufactory uses the best raw materials. In decorating the manufactory applies precious metals of the highest standards (24 carat gold, platinum of 999 fineness). Rudolf Kämpf manufactory presents porcelain collections in various styles. It can be porcelain for classic, modern, art deco, ethnical interiors and many others. Wide range of porcelain collections allows your customers to find the collection, which would ideally match his home interior.

We are looking for a suitable collaborator for the local market, which would help us to introduce and sell our products in this area.

Contact: Ms. Marija MRNKOVA, Commercial Director

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E-mail: mm@rudolfkampf.eu

Web: www.rudolfkampf.eu

RM GASTRO – is a Czech producer of professional **catering equipment** and was established in 1994. Our products have been supplied to high-capacity kitchens, restaurants, bars etc. RM GASTRO products meet a great success on European and overseas markets with top partners. All products are made by serial production in our hi- tech factory near Prague in the Czech Republic.

We are currently looking for distribution partners in Australia.

Contact: Mr. Radek BARTOS, International Sales Manager

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E-mail: Radekb@rmgastro.com

Web: www.rmgastro.eu

FREEDOMKY – Does sometimes cross your mind that housing, relaxation or business in large premises is linked with high operating costs? Do you feel like changing it? If so, make sure that “Freedomek” is the best solution for you. “Freedomek” can’t be compared to any other type of a **mobile** object, let alone a family house or apartment. “Freedomek” has its own unique face and its own modern philosophy. Thus, ecological and - at the same time - economic building is born, which in connection with modern **design**, mobility and low operating costs creates a new form of the perception of **housing, relaxation or business**. “Freedomek” is manufactured from the most quality materials and meets the strictest European standards. A wooden structure from glued prisms, applying a precise joint technology according to the Swiss patent, low-energy standard, facade made of Nordic larch, external insulation using wood-fiber plate insulation and various methods of heating establish the best conditions for the optimization of the costs

for its use. The structure of “Freedomek” is so resistant that a guarantee up to 20 years can be offered. The individual modules can be connected and separated at any time! “Freedomek” can be delivered in the basic configuration, i.e. without furnished interior, with the interior “Freedomky” or from IKEA. Stop spending more money on your housing than necessary! Reduce your living costs! Stop surrounding yourself with useless things! Start to live your free life and be involved in really important matters!

We are looking for distribution partners in Australia and New Zealand.

Contact: Mr. Lubomir PECL, Sales Manager
Free line: +420 800 888 021, **Mobile:** +420 737 227 801
E-mail: lubomir.pecl@century21.cz
Web: www.freedomky.cz

Introducing: Tatra



By OFFROAD TRUCKS AUSTRALIA



Offroad Trucks Australia Pty Ltd commenced operation in 2003 as a sole importer and retailer for Tatra trucks, a heavy duty off-road vehicle which has been produced in the Czech Republic for over 120 years.



The managing director Mr Larry Gill stumbled across Tatra trucks in a magazine approximately 15 years ago and after investigating further asked Tatra to be the Australian dealer. He believed this truck would be very suitable for the Australian mining industry due to its robust and bullet proof design, and the ability to handle extreme temperatures.

The Tatra name goes back many years with associate companies producing fire engines and fire fighting equipment, aircraft, rail carriages and is the oldest car maker in central Europe. Tatra have produced trucks since 1898 and their patented and original concept of the Tatra 11, conceived in 1932, is still a world leading design. Although the design has changed, the basic design concept is still utilised today and is currently known as the King Frame. This means the vehicle can run on a frameless chassis using a central support tube with rear swinging half

axles and no joints, allowing sitting flat and uniform to the terrain. Not affecting the load, while the suspension takes all the work. From the drivers point of view this means there is less driver stress and makes the vehicle a lot easier to place under difficult track conditions.



Getting any new automotive product on to the Australian market is a long, slow and costly process – a difficult road to plough for any manufacturer. Over the time, however Offroad Trucks Australia expanded across Australia, with branches in Western Australia and Queensland. Company has specifically targeted the mining industry and in particular the drilling sector. Mr Gill sees the trucks working well in mining and construction as fuel and service trucks, dump trucks and many other off-road roles. For the future, fire and other emergency service roles are quite likely.



Vehicles in the line up for Australia are the 4x4, 6x6, 8x8, 10x10 and 12-wheel drive trucks. The four- and six-wheel drives have already shown their considerable ability in the Paris Dakar rally.

With a business built around offering 100% spare parts and 24/7 technical and mechanical service, Offroad Trucks Australia have sold over 400 vehicles with estimated sales between 70-100 units per year going forward. More to come with new mining projects in WA and QLD.

For further information, please visit www.offroadtrucks.com.au.

Tradeshows, Exhibitions, Events

Czech Raildays 2013	June 18 – 20, 2013 Ostrava, Czech Republic	International trade fair of the railway technology, products and services for the rail and city transport.
Meeting with the Czech exporters	June 26 - 27 2013 Prague, Czech Republic	Annual event during the Conference of economic diplomats of the Ministry of Foreign Affairs from all embassies and consulates around the globe. Companies interested in Australian and New Zealand markets are invited to meet Sydney based vice-consul Mrs. Šárka Ponroy Vamberová, Head of the Economy and Commerce. Please follow http://www.spcr.cz/ .
International Joint Symposia	July 21-25 2013 Prague, Czech Republic	International Ultrasonics Symposium (IUS), International Symposium on the Applications of Ferroelectrics-Piezoresponse Force Microscopy Workshop (ISAF-PFM) and International Frequency Control Symposium – European Frequency and Time Forum (IFCS-EFTF). Speakers from University of New South Wales and University of Western Australia included. http://ewh.ieee.org/conf/uffc/2013
SHOTEXPO AUSTRALIA	May 25 – May 26 2013, Melbourne	The Shot Expo is Australia's largest event for the Sports Shooting Industry and showcases shooting, hunting and outdoor trades to enthusiasts. Traditionally, the fair will also attend WINCHESTER Australia - exclusively distributing hunting weapons Česká Zbrojovka (CZ) in Australia. www.shotexpo.com.au
CeBIT Australia	May 28-30 2013, Sydney	The largest annual business exhibition in Australia, with areas covering Cloud, data centers, Big Data, communications, financial technology, Security, mobility, Social Media and eGovernment. Seven specialist business conferences. And for the first time – Australia's largest ever tech start-up event with 100+ companies. www.cebit.com.au
AIMEX 2013	August 20-23 2013, Sydney	The number one mining industry showcase for the Asia-Pacific Region. A must-attend event for suppliers and buyers from all mining disciplines. Unique gathering of buyers from all over Australia and Asia. One of the most influential and successful mining trade shows in the world. An international exhibition in an international location. An unrivalled sales, marketing and networking opportunity for mining industry suppliers. www.aimex.com.au

Business and Trade Websites and Links

General Information www.czech.cz
 Czech Supplier www.supplier.cz
 CzechTrade www.czechtrade.cz
 CzechInvest www.czechinvest.org
 Tradeshows www.veletrhyavystavy.cz
 Doing Business in the Czech Republic
www.doingbusiness.cz

Czech-Australian Chamber of Commerce in Sydney



<http://czechchambersydney.com/>

Czech-New Zealand Business Association in Auckland



<http://www.cnzba.co.nz/>

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