



CZECH REPUBLIC

BUSINESS Mission

accompanying Mr. Vladimír Dlouhý, President of Czech Chamber of Commerce
to Great Britain



6 – 7 June
2018

GLENTOR

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GLENTOR s.r.o.
Dolnoměcholupská 1388/23
Praha 10 – Hostivař, 102 00

T: +420 271 090 111
E: glentor@glentor.cz

www.glentor.cz

www.komora.cz



Dear partners,

It is a great pleasure for me to lead the mission of the Czech Chamber of Commerce to the United Kingdom. Our mission represents companies which already have their business partners and projects underway here, as well as those genuinely seeking to enter this market. However, we all have one thing in common: we all want to know how will business conditions change during and following Brexit.

Czech companies are well aware that the UK is one of the most important business partners of the Czech Republic, and has been for them, over many years, the fourth or fifth largest export market. In response to demands of its members, the Czech Chamber of Commerce actively focused on Brexit, especially in terms of clarifying the rules which will apply during the transitional period and following Brexit. At present, the situation is very chaotic and companies can only guess what they should expect. Naturally, we push forward a model as close to the existing conditions as possible, i.e. no customs duties and non-tariff barriers and harmonised regulation. The goal of this mission is to draw attention of Czech enterprises to the importance of preparing for the change of business regime between the EU and the UK; and to point out that the Czech Chamber of Commerce is ready to provide a helping hand to Czech businessmen during this process.

I am sure that the excellent cooperation of Czech and British companies will continue following Brexit and I believe that this mission will reinforce the future development of the bilateral cooperation between the Czech Republic and the United Kingdom. Due to the industrial tradition and technological inventiveness Czech companies are among the best in the world and can offer globally competitive products and services. I am very pleased that the Czech Chamber of Commerce can help you finding new partnerships and shared projects.

Wishing you many successful business meetings!

Vladimír Dlouhý

President of the Czech Chamber of Commerce



Czech Republic – Basic Data

Surface area:	78 864 sq. km (common border with the Federal Republic of Germany, Austria, Slovakia, and Poland)
Population:	10.5 million
Capital city:	Prague
Official language:	Czech
President:	Miloš Zeman
Membership:	European Union, United Nations, NATO, WTO, International Monetary Fund, International Bank for Reconstruction and Development, OECD, etc.
Time zone:	Central European Time (GMT + 1), Summer Time (GMT + 2)
Currency:	1 Czech crown (Kč/CZK) = 100 hellers; 1 EUR= 25,40 1Q2018 (cumulative average 1Q2018)
Internet domain:	.cz

Practical information about conditions of transport into the Czech Republic and stay in the CR at www.czech.cz.

Macroeconomic Indicators of the Czech Republic

		2011	2012	2013	2014	2015	2016	2017
Gross Domestic Product (current prices) ¹⁾	CZK, billion	3 962,5	4 059.9	4 098.1	4 313.8	4 595.8	4 773.2	5 055.0
Gross Domestic Product ¹⁾	%, real, y/y	2.3	-0.8	-0.5	2.7	5.3	2.6	4.4
Industrial Production	%, y/y	8.6	-0.8	-0.1	5	4.3	3.4	6.5
Registered unemployment ²⁾	%	7.4	7.4	8.2	7.5	6.2	5.2	3.8
General unemployment rate according to selective labour force examination ³⁾	%	7.3	7.0	7.0	6.1	5.0	4.0	2.9
Inflation Rate	%, y/y	1.5	3.3	1.4	0.4	0.3	0.7	2.5
Inflation (HICP) ⁴⁾	%, average	1,2	3.5	1.4	0.4	0.3	0.6	2.4
Exports ⁵⁾	EUR, mil.	100 319.0	122 244.0	122 186.0	131 806.0	142 369.0	147 004.0	15 9912.0
Exports ⁵⁾	%, y/y		4.4	-0.1	7.9	8	3.2	8.8
Imports ⁵⁾	EUR, mil.	95 544.0	110 078,0	108 622.0	116 209.0	127 486.0	129 272,0	143 743.0
Imports ⁵⁾	%, y/y		0.7	-1.3	7	9.7	1.4	11.2
Balance of Trade ⁵⁾	EUR, mil.	4 774.0	12 166.0	13 564.0	15 597.0	14 883.0	17 732.0	16 170.0
CZK/EUR ⁶⁾	average	25.29	25.143	25.974	27.634	27.283	27.033	25.647
CZK/USD ⁶⁾	average	19.111	19.583	19.565	22.400	24.600	24.432	21.668

Source: Czech Statistical Office, Czech National Bank (ČNB); General note: y/y shows year-on-year change in the indicator; 1) Data for control using ESA 2010 (European accounting); 2) Average proportion of unemployed persons = number of job seekers aged 15-64 years in proportion to the population of the same age; 3) VŠPS = Selective labour force analysis; 4) HICP (Harmonised Index of Consumer Prices); 5) Czech Statistical Office (CSO); 6) Czech National Bank (CNB)

CZECH CHAMBER OF COMMERCE

Florentinum (Recepce A)
Na Florenci 2116/15, 110 00 Praha 1
Phone: +420 266 721 300
E-mail: office@komora.cz
www.komora.cz



Names of the Participants:

Vladimír Dlouhý, President
Kristýna Leinerová, Project Manager

The Czech Chamber of Commerce was established in 1993 as a national chamber with non-compulsory membership. It is the largest and most representative business association in the Czech Republic including small, medium, and large companies, self-employed entrepreneurs, associations, unions, and craftsmen organisations. The Czech Chamber of Commerce has regional (regions and districts) and professional (unions, associations, etc...) networks, with almost 15 000 members. They represent 60% of the GDP of the country and 66% of the employable population in the Czech Republic. The Czech Chamber of Commerce provides services to its members, mainly in the field of legislation, exports promotion, education, etc. Its main aim is to facilitate access to foreign markets for the Czech business community and help to create a favourable business environment in the Czech Republic.

BRITISH CHAMBER OF COMMERCE CZECH REPUBLIC

Florentinum
Na Florenci 2116/15, 110 00 Praha 1
Phone: +420 778 474 556
+420 277 009 937
E-mail: filip.franek@britcham.cz
www.britishchamber.cz



Names of the Participant:

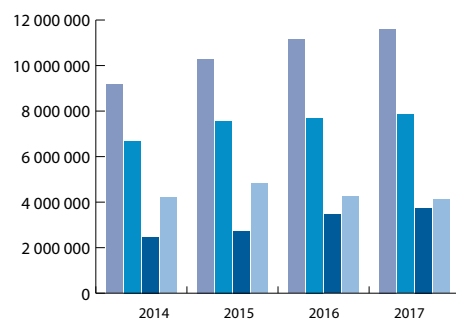
Filip Franek, HEAD OF TRADE TEAM

The British Chamber of Commerce in the Czech Republic has been working since 1997 to strengthen business ties between the United Kingdom and the Czech Republic, promoting trade, growth and the creation of new business opportunities. The Chamber's membership encompasses a broad spectrum of over 200 British, Czech and international companies, and we work closely with all of these members to provide individualised support and market expertise. As a hub of the Czech business community, we host an extensive programme of events designed to foster new connections within our member network and beyond. We also provide a platform for professional development and business education, advancing the exchange of relevant knowledge through our comprehensive series of presentations and workshops.

Balance of Trade between the Czech Republic and the Great Britain (in EUR thousand)

	Turnover	CR Exports	CR Imports	Balance
2014	9 159 396	6 685 057	2 474 339	4 210 718
2015	10 287 183	7 556 624	2 730 559	4 826 065
2016	11 149 244	7 700 249	3 448 995	4 251 254
2017	11 608 862	7 862 323	3 746 539	4 115 784

Source: Ministry of Industry and Trade of the Czech Republic



Bakeš & partneři

ADVOKÁTNÍ KANCELÁŘ

ATTORNEYS AT LAW

RECHTSANWÄLTE

Partners to the Bakeš & Partneři Law Office:

Prof. JUDr. Milan Bakeš, DrSc. • Dr. JUDr. Miroslav Zámeška PhD • Mgr. Marek Plajner

Areas of legal services

Acquisitions, joint ventures, mergers, capitalisation, buy-out management

Share administration, investment planning, IT, etc.

Credits, project financing, export trade financing and guarantees

Credit and company restructuring, risk credit management

Securities

Leasing, factoring, forfaiting

Real property

Financial law and corporate services, labour law

Public tendering

Representing clients in court and before state administrative authorities

Local, national, and international taxation

Property restitution

Representation in international arbitration proceedings

Na Příkopě 23, 110 00, Praha 1, Czech Republic

Phone: +420 221 967 407, Fax: +420 224 238 546

E-mail: office@bakes.cz

Identification No: 12830101, Tax identification No: CZ5904040714

Bank connection: ČS a.s., Account No: 1929039339/0800, 0825201309/0800

1. Bakeš & Partners, Attorneys at Law

Na Příkopě 23, 110 00 Praha 1

Phone: +420 221 967 407

E-mail: office@bakes.cz

www.bakes.cz

Number of Employees: 20

Year of Foundation: 1991

Participant: Miroslav Zámeška, Partner

Company activities, products, and services:

Bakeš & Partners (the Firm) was established as one of the first private law firms in the Czech Republic. The Firm established its reputation through the complex restructuring of balance sheets and financial structures of key banking and commercial companies in the Czech Republic. Such transactions have of necessity led to developing a flexible and creative approach to resolving problems to the benefit of clients and led on to what is now a key area of the practice: the resolution of problem loans and corporate restructuring. The Firm has long-standing and important clientele consisting primarily of prominent Czech and foreign banks and corporations. The Firm's policy is to be efficient and flexible towards the client's needs with an emphasis on reliability, creativity and a pro-active approach.

2. CROSS ZLÍN, a.s.

Hasičská 397, Louky 763 02 Zlín

Phone: +44 737 606 9595

E-mail: tjurik@cross.cz

www.cross.cz

Number of Employees: 150

Year of Foundation: 1994

Participant: Tomáš Juřík, Sales Engineer

Company activities, products, and services:

For 25 years CROSS Zlín has been engaged in the complete development and manufacture of top-of-the-range technological elements for smart traffic infrastructure and ITS. CROSS capabilities include development, manufacturing, delivery, installation, system integration, and maintenance of top technological components. The company product lines cover a wide range of road traffic technologies. They include traffic control products, traffic detection and weigh-in-motion technologies, road weather and winter maintenance support systems, traffic violation systems, and finally parking and payment systems. CROSS is a winner of the Intertraffic Innovation Award in Amsterdam 2016 (overall) and 2018 (Infrastructure category). Founded in 1994 CROSS has become a steadily growing and profitable private company. CROSS is accredited with ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007 quality system certificates.

3. mmcite 11 Ltd (UK based branch of the parent company mmcite1 a.s.)

Exchange House,
494 Midsummer Boulevard
Milton Keynes, MK9 2EA
Phone: +44 7401 575 290
E-mail: j.tyrer@mmcite.co.uk
www.mmcite.co.uk

Number of Employees: mmcite 11 ltd: 1, parent company mmcite1 a.s.: 40

Year of Foundation: mmcite 11 ltd: 2016, parent company mmcite1 a.s. 1994

Participant: Jana Tyrer, Managing Direktor

Company activities, products, and services:
mmcité is not only a supplier of high-quality street furniture, our company is also a partner to all those who want to create something special within public spaces. Mayors of cities of all sizes, in the mountains or coastal areas, architects of small teams and large design institutions, construction companies of local or transnational importance – we address all of them with the aim of achieving the perfect project. At the beginning, there is always a design sketch, a mere intention. Our strong team of experienced and educated professionals create strong, high-quality products. Efficient functionality, careful processing and affordable costs are the main parameters that we monitor throughout the process. Modern design and distinctive expression represent a constant standard of mmcité. We can completely change the face of the city by installing just a few small elements.

4. PROFIL SERVIS, s.r.o.

Staroměstské nám. 17, 110 00 Praha 1
Phone: +420 774 288 222
E-mail: profil@profilservis.com

Number of Employees: 3
Year of Foundation: 1992

Participant: Jaroslav Javornický, Owner

Company activities, products, and services:
Dr. Jaroslav Javornický is the owner of three successful companies in the Czech Republic spanning various industries. PROFIL Servis Ltd. has many years of experience in investment consulting, focusing on real estate and infrastructure markets. It has spearheaded the conception and realization of significant investment projects that have influenced the present modern face of Prague (eg FLORA Palace, LETNÁ Shopping Center). SPIELBERG winery was declared the best wine-maker in the Czech Republic last year. With its 65 hectares of vineyards, it is one of the most renowned wine producers in the Czech Republic. The golf resort, GOLF & COUNTRY Club Hodkovičky Plc., is the largest training center in the Czech Republic and its 9 hole golf course makes it one of the most visited sports facilities in Prague. Dr. Javornický would like to find out more about British entrepreneurs and their interest in investing in Prague, and is also looking for opportunities to introduce new forms of cooperation in the areas of tourism and exporting quality wines.

5. ŘANDA HAVEL LEGAL advokátní kancelář s.r.o.

Truhlářská 13-15, 110 00 Praha 1
Phone: +420 222 537 500
E-mail: jan.havel@actlegal-rhl.com
www.randalegal.com; www.actlegal.com

Number of Employees: 36
Year of Foundation: 2005

Participants: Jan Havel, Managing Partner
Štěpánka Havlová, Executive Assistant

Company activities, products, and services:
ŘANDA HAVEL LEGAL a member of ACT LEGAL provides high quality legal services to Czech as well as foreign companies, entrepreneurs, private entities and public institutions. Based on our detailed knowledge of the Czech legal environment and domestic market, as well as our lawyers' extensive experience with international transactions, ŘANDA HAVEL LEGAL a member of ACT LEGAL offers its clients comprehensive legal services in all fundamental areas of law. RANDA HAVEL LEGAL is a founding member of ACT LEGAL, a new alliance consisting of top continental European business law firms, with around 300 first-class corporate and commercial lawyers, tax consultants and business experts and offices in Amsterdam, Bratislava, Brussels, Budapest, Frankfurt, Prague, Vienna and Warsaw. RANDA HAVEL LEGAL is also a member of the international network of law firms, LAWWorld.

6. Skřivánek s.r.o.

Na Dolinách 22, 147 00 Praha 4
Phone: +44 0203 239 3256
E-mail: joe.atkinson@skrivanek.com
www.skrivanek.com

Number of Employees: 325
Year of Foundation: 1994

Participant: Joe Atkinson, Key Account Manager

Company activities, products, and services:
Skrivanek - Your Global Translation Partner
For over 20 years, Skrivanek has been helping its global clients to achieve their goals by providing them with the highest quality language translation services. As one of the top 50 translation companies in the world, Skrivanek has the expertise and resources to get your message across accurately and effectively regardless of the subject matter or target audience. As a result, Skrivanek is proud to count many major global corporations and international organizations among its client portfolio. Skrivanek is ISO 17100 certified and in addition is ISO-certified for Data Security and Environmental Standards. In 2017 Skrivanek was rated among the global top 50 Language Service Providers by Common Sense Advisory (Massachusetts, USA). Our services include document translation into/from over 50 languages, software and website localization and comprehensive interpreting services.

7. VÍTKOVICE HEAVY MACHINERY a.s.

Ruská 2887/101, 703 00 Ostrava Vítkovice
Phone: +420 724 178 829
+420 606 034 073
E-mail: lubomir.gogela@vitkovice.cz,
jiri.broz@vitkovice.com
www.vitkovice.cz

Number of Employees: 950

Year of Foundation: 1828

Participants: Lubomír Gogela, Business Development Director
Jiří Brož, Commercial Director

Company activities, products, and services:

VITKOVICE HEAVY MACHINERY a.s. is a producer of castings and forgings up to max. weight 200 tons. VITKOVICE HEAVY MACHINERY a.s. consists of a steelworks, foundry, forging shop, heavy machining shop and assembling shop. Products are focused for water and wind power plants, nuclear power plants, mining industry, chemical and petrochemical industry, oil & gas and the shipbuilding industry. The company's engineering group delivers equipment for steelworks, forging shops and rolling mills.

8. VKM Solutions, SE

Hybernská 1271/32, 110 00 Praha 1
Phone: +420 601 227 759
+420 731 084 500
E-mail: vlacher1@me.com
bory.vkms@scanroc.cz
www.scanroc.eu

Number of Employees: 100

Year of Foundation: 2000

Participant: Volodymyr Cherniak, CEO-Executive Manager
Alexander Bory, Project Manager

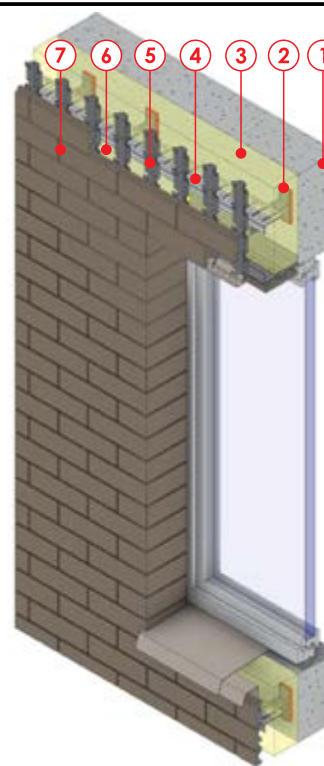
Company activities, products, and services:

Scanroc is ventilated façade system established on high quality Scandinavian technology. On construction market it exists more than 20 years. Manufacturing is realized in modern factories in the Ukraine and Sapin. Regarding modern raw materials and innovative physical solutions Scanroc has excellent insulation properties including enhancing the acoustics of buildings. Scanroc has fire resistance A1 (confirmed by EU protocols) and also has certificate ETAG – 034 for ventilated façade system. A big advantage of Scanroc is that it respects traditional brick design and is manufactured from concrete and ceramic material – klinker. Scanro is also very efficient for the renovation of high rise buildings up to 100 m. Scanroc is created from 3 fundamental components: steel railing (hot galvanized) fixed to a load bearing wall of building, thermal insulation and exterior cladding (concrete or ceramic – klinker). Between the insulation and cladding is a ventilated air gap – a key element of the whole façade system. Air gap guarantees balancing heat and actively removes moisture.

SCANROC
VENTILATED FAÇADES

www.scanroc.eu
tel.: +420 296 566 248
e-mail: info@scanroc.cz

Scanroc is ventilated façade system established on high quality Scandinavian technology. On construction market exists more than 20 years. Manufacturing is realized in modern factories in Ukraine and Spain. Regarding modern raw materials and innovative physical solutions. Scanroc has excellent insulation properties including increasing acoustics of buildings. Scanroc has fire resistance A1 (confirmed by EU protocols) and also has certificate ETAG – 034 for ventilated façade system. Big advantage of Scanroc is that respect traditional brick design and is manufactured from concrete and ceramic. Especially effective in new and reconstruction high-rise buildings up to 100 m. Scanroc is created 3 fundamental components: steel railing (hot deep galvanized or stainless steel) fixed to load bearing wall of building, thermal insulation and exterior cladding. Between insulation and cladding is ventilated air gap – key element of whole façade system. Air gap guarantee heat balancing and actively removes moisture from interior.



- 1-Bearing wall (brick, concrete, metal construction - LGSF)
- 2-Thermostop+Console
- 3-Insulation
- 4-Horizontal profile
- 5-Vertical profile
- 6-Air gap
- 7-Tiles (concrete or ceramic)



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- Software and Website Localization
- Comprehensive Interpreting Services

Key Sectors:

- IT & Telecoms
- Manufacturing
- Life Sciences
- Legal & Financial
- Energy & Environment
- Automotive
- International Organizations (UN, EU, EIB etc.)



Skrivanek is ISO 17100 certified and in addition is ISO-certified for Data Security and Environmental Standards.

In 2017 Skrivanek was rated among the global top 50 Language Service Providers by Common Sense Advisory (Massachusetts, USA).

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+ 420 546 212 294

info@skrivanek.com
www.skrivanek.com


SKRIVANEK



CZECH CHAMBER OF COMMERCE

Florentinum (Recepce A)

Na Florenci 2116/15, 110 00 Praha 1

Phone: +420 266 721 300

E-mail: foreigndpt@komora.cz

www.komora.cz

PP AGENCY

The Catalogue of the Business Delegation
has been prepared by the PP Agency s.r.o.
www.ppagency.cz