

# Sourcing and Business Partnership in the Czech Republic



# Our activities

- + We bring foreign and Czech firms together
- + We will find a high-quality supplier for you
- + We organise supplier days
- + We will find a joint-venture partner or acquisition target for you
- + We will make our sectoral database of Czech suppliers available to you

**WE ARE A STATE AGENCY – OUR SERVICES ARE FREE OF CHARGE**

## We will help you find a suitable supplier

We will compile for you an overview of potential suppliers according to your specifications.

In the overview, you will find the following:

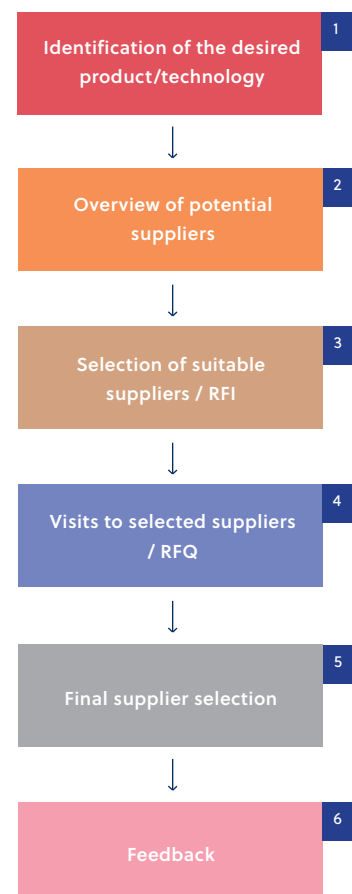
- + company name
- + subject of business
- + location
- + contact information
- + number of employees
- + turnover
- + certificates
- + technological equipment

We are prepared to help you organise visits to selected supplier and assist you during such visits. Our provided services include formulation of an itinerary of business trips in the Czech Republic, interpreting and transport.

Contact us at [suppliers@czechinvest.org](mailto:suppliers@czechinvest.org)

"The visit to Czech companies was very fruitful and we have identified several opportunities at both the first- and second-tier levels. The preparation and support of CzechInvest were first-class. All suppliers were well-prepared and very open in their approach to Nissan Europe. Certainly they are considerable candidates for Nissan."

Geoff Smith, General Manager  
Nissan Europe Purchasing



# We will organise supplier days for you

We have extensive experience with organising supplier days for multinational companies. We have organised meetings of single foreign companies with several suppliers, as well as events for fifteen multinational firms and two hundred suppliers. The possibility of organising supplier days is offered to all multinational companies operating in the manufacturing industry.

In practice, representatives of multinational companies explain what they need in a supplier, including technical parameters of the required components, and suppliers have the possibility to offer their products and services. Suppliers are invited to these meeting on the basis of the given multinational firm's specific requirements.

Some of our customers



OEMs and selected suppliers  
Automotive



## Case Study: Jetro and CzechInvest join forces to connect suppliers with Japanese customers

In September 2015, the Japan External Trade Organisation (JETRO) and CzechInvest jointly organised the third Reverse Trade Fair, which successfully built on the previous editions of the event held in 2003 and 2005.

“In cooperation with CzechInvest and other partners, the Japan External Trade Organisation held a Reverse Trade Fair on 16 September 2015. Under the name Japanese Component & Material Buyers’ Exhibition, the event took place in connection with the International Engineering Fair in Brno. Exhibitors presented components and materials that they were interested in

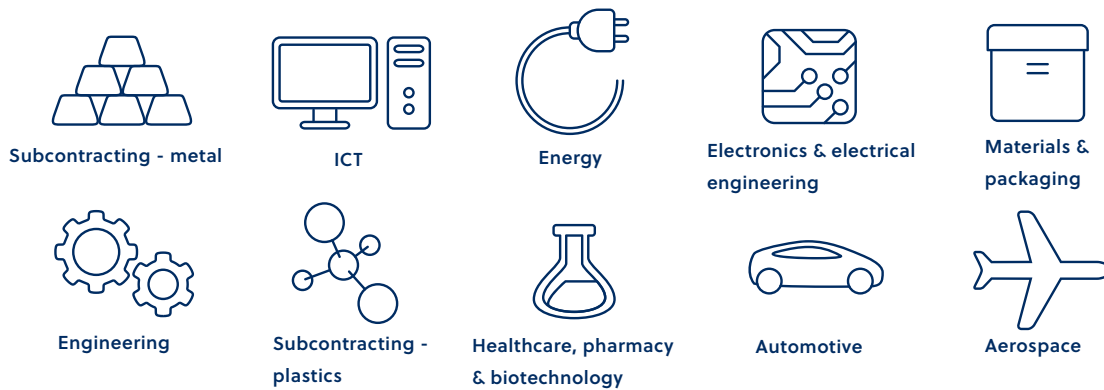
purchasing from local suppliers. CzechInvest assisted with the selection of suitable suppliers and, through its professional team, chose and subsequently advised a suitable local supplier. Fifteen exhibitors (Japanese firms operating in Europe) took part in the trade fair along with 43 registered local suppliers, of which thirty were from the Czech Republic. In total, 131 business meetings between exhibitors and local suppliers were held during the event. JETRO is prepared to continue in its successful cooperation with CzechInvest and looks forward to doing so in future.”



Tadashi Murakami  
Director-General of JETRO Prague

# We administer a freely accessible sectoral database of suppliers

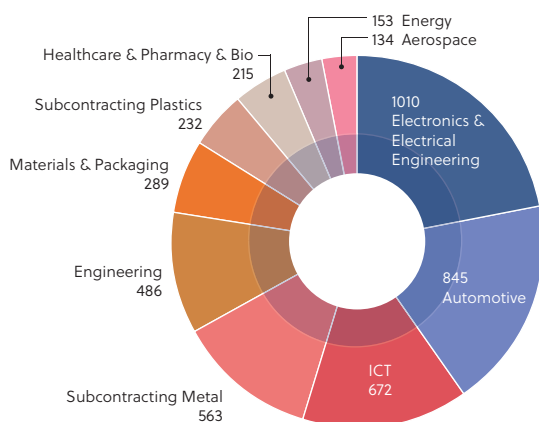
CzechInvest administers its own sectoral database of suppliers, which serves as a useful tool for finding business partners in the Czech Republic. This database contains more than 3,400 high-quality records with a broad scope of information on Czech manufacturing and IT companies. The database is divided into ten key sectors:



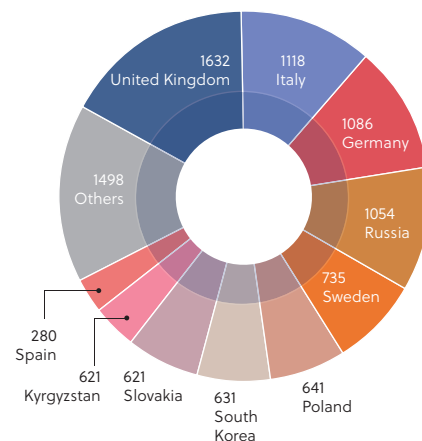
The possibility of filtering by sector, product, technology, region, company name and full-text makes searching much faster and easier. Our database is used by renowned companies such as Siemens, LG Electronics, BMW, Cisco, BASF, Jaguar Land Rover, Robert Bosch, Magna, Würth, Foxconn and many others. The complete content will be made available to you upon registration.

The database is freely accessible at <http://suppliers.czechinvest.org>.

## Number of companies in sectors



## Database accesses by countries (except the Czech Republic), 2015



Source: CzechInvest, May 2016

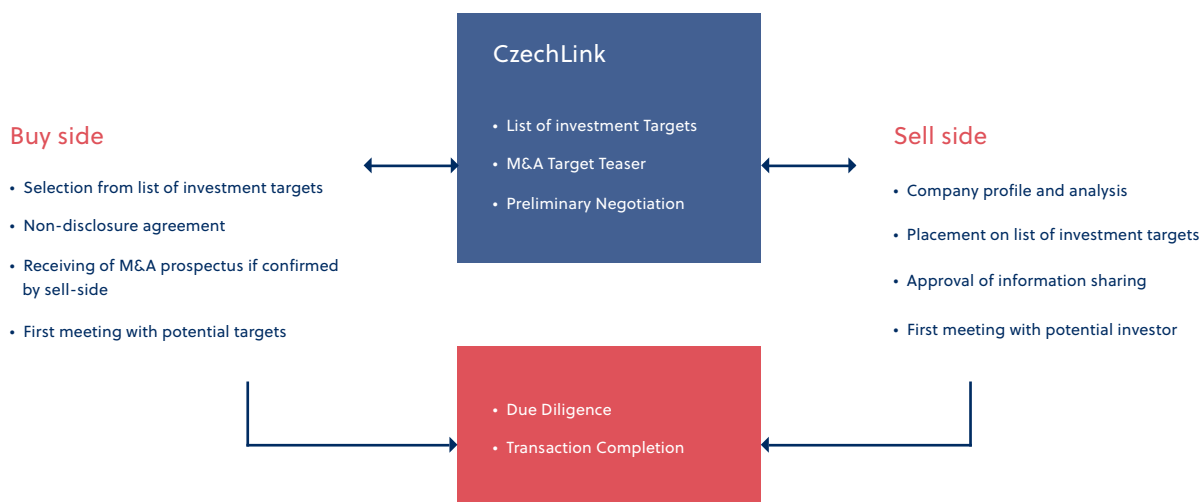
Source: CzechInvest



# We will find a joint-venture or acquisition target for you

Since 2010, we have been administrating the CzechLink project, which will help you find a suitable joint-venture partner or acquisition target. The project has the objective of bringing foreign investors together with Czech companies that are seeking a strategic partner or investor. Czech firms are divided into three categories – manufacturing companies, IT firms and start-ups. All information about the project and the current portfolio of Czech companies participating in it are available on the website at [www.czechlink.org](http://www.czechlink.org). If the offered firms do not fulfil your requirements, we are able to prepare for you a tailored list of potential partners and acquisition targets and contact the selected firms on your behalf.

Contact us at [czechlink@czechinvest.org](mailto:czechlink@czechinvest.org).



## Case Study: Finding a business partner for the Norwegian company Flebu Group

"In 2014 Flebu Group started a search for a strategic partner in the EU, where the Czech Republic was one of the countries considered. Through the Czech Embassy in Stockholm, we were put in contact with CzechInvest's representative for Scandinavia. In a meeting with the representative, our requirements for a partner were clarified and through CzechInvest's Prague office, suitable potential partners were identified. During a meeting with CzechInvest in Prague, the approach to relevant partner companies was

laid out. In addition, representatives of a bank and legal consultants attended the meeting to build relations and give valuable financial and legal advice. As a direct result of CzechInvest's professional assistance and knowledge of the Czech business environment, Flebu Group succeeded in finding a Czech partner. During the past year, Flebu has signed several profitable contracts with the partner and further identified interesting business development opportunities.



Ole M. Storevik  
CEO of Flebu Group

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