



# **CZECHTRADE**

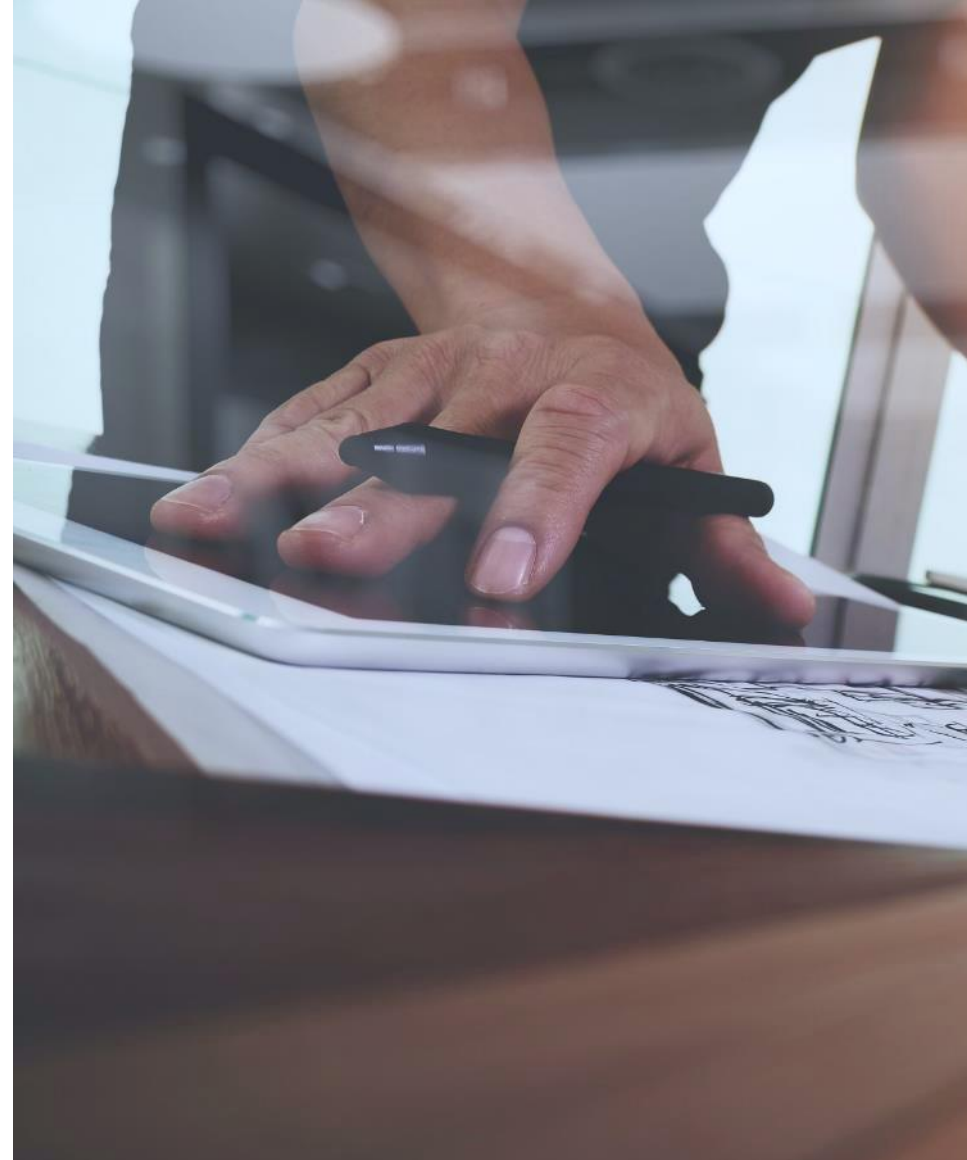
## **HELPING CZECH COMPANIES IN INDIA**

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# CzechTrade

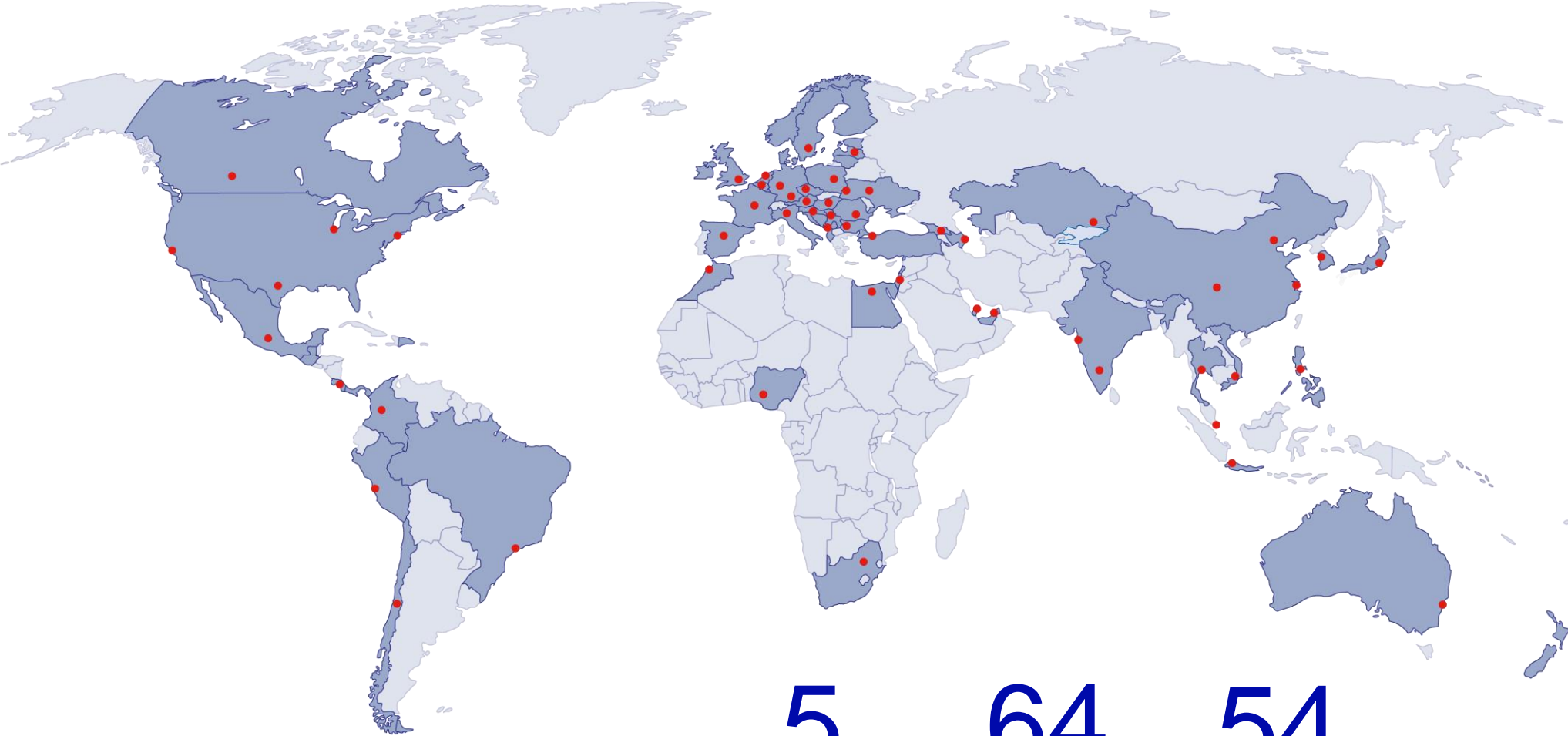
**CzechTrade is a governmental trade promotion organisation of the Czech Republic founded by the Ministry of Industry and Trade.**

With more than 25 years of experience, its main objective is to develop international trade and cooperation between Czech and foreign entities.





# CzechTrade network



**5**  
continents

**64**  
countries

**54**  
offices



# Partner for business in the Czech Republic

- Excellent **overview of Czech manufacturers**
- **Assistance for Czech companies** improving their competitiveness in foreign markets
- **Assistance for foreign companies** in finding matching Czech suppliers and business partners
- CzechTrade has complied with **ISO 9001 standards** since 2002

Member of ETPO (European Trade Promotion Organisations), WB (World Bank) and CERN (European Organisation for Nuclear Research)

# Services for Czech exporters

## Information services for exporters

- Guidebooks for exporters, market analyses, news

## Professional consulting

- Export industry sector consultancy, consultations and strategy planning with foreign specialists

## Presentations of Czech companies abroad

- B2B events, joint participation of companies at international exhibitions and trade fairs

## Export education

- Courses, conferences, seminars, customized education for companies both in person and online

We help Czech companies trade successfully in international markets through offices abroad backed by our local experts.



# Support for foreign companies

- **Information about trade** in the Czech Republic
- Identification and compilation of a **list of potential suppliers** of products and services
- Mediation of **B2B meetings** and finding suitable business partners
- **Sourcing Days** – organised one-to-one business meetings for foreign companies with matched Czech partners



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# CzechTrade in 2023

- CzechTrade handled **489 export opportunities: 225 foreign inquiries, 246 tenders and 18 offers**
- CzechTrade executed **2360 contracts for 1364 Czech companies**
- **8 Sourcing Days** were organised, in which **171 Czech companies** participated
- **72 export seminars** and conferences attended by more than **2455 employees** of Czech exporters





# Sector specialists



1. Construction, creative industry
2. Electronics, transport and defense industry
3. Energy, resources, environment
4. Food industry, agriculture
5. Engineering
6. Digital economy, new technology, startups
7. Consumer goods, hotel industry, services
8. Medical devices, pharmaceutical and cosmetic industry



# Sourcing Days – organised one-to-one business meetings for foreign companies with matched Czech partners

- Perfect way to find your business partners
- We will identify relevant Czech companies and organise one-to-one business meeting followed by company visits arranged in the Czech Republic
- Tailor-made to your specific needs
- Service that saves your time
- Czech suppliers meet your sourcing challenges





## Closer cooperation between our countries

- CzechTrade in India has two offices
- Bengaluru, Mumbai
- 25 billion CZK (1 billion dollars) export to India last year
- Key sector in Bengaluru - Space technologies
- In Mumbai – Aerospace, Defence, Cybersecurity
- Helping Czech companies with setting joint ventures, transfer of technologies
- Various long term export assistance services





# Export incubator in Bengaluru

- Office in the heart of the city that can be used as a company headquarters during the process of company registration
- CzechTrade offers help with finding business partners, professional translations, arranging business meetings, dealing with local authorities and other tailor-made services





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