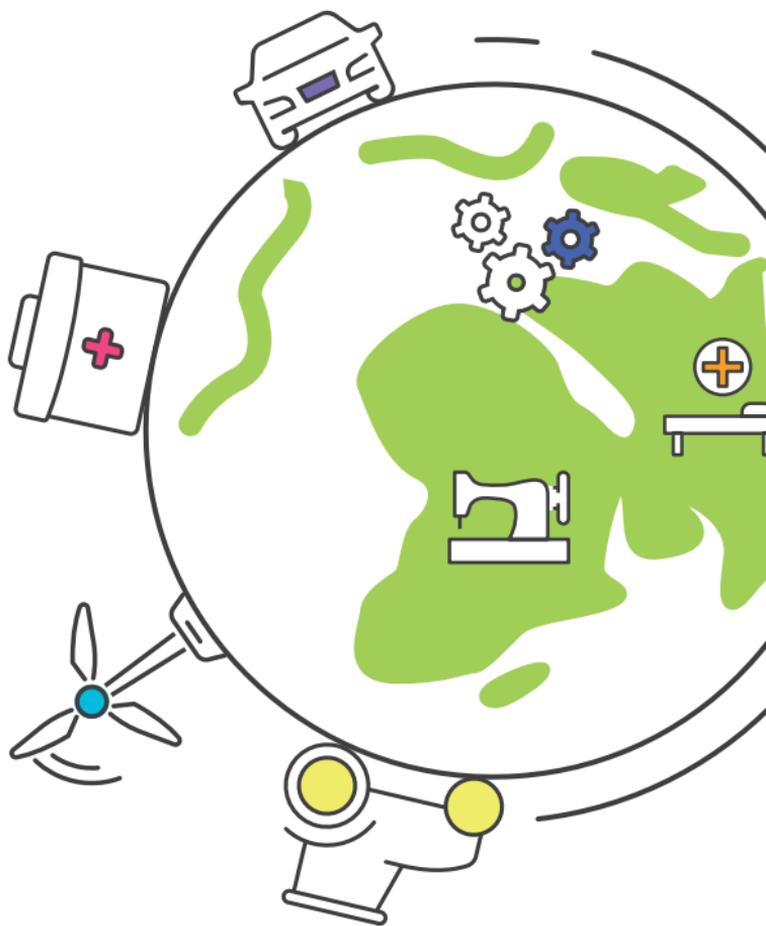


# AROUND THE WORLD WITH CZECH EXPORT





Exportní garanční a pojišťovací společnost, a.s.  
Vodičkova 34/701, P. O. Box 6  
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# Content

**4 - 9** TRANSPORT

**10 - 15** ENERGY INDUSTRY

**16 - 21** FOOD INDUSTRY

**22 - 27** CONSTRUCTION INDUSTRY

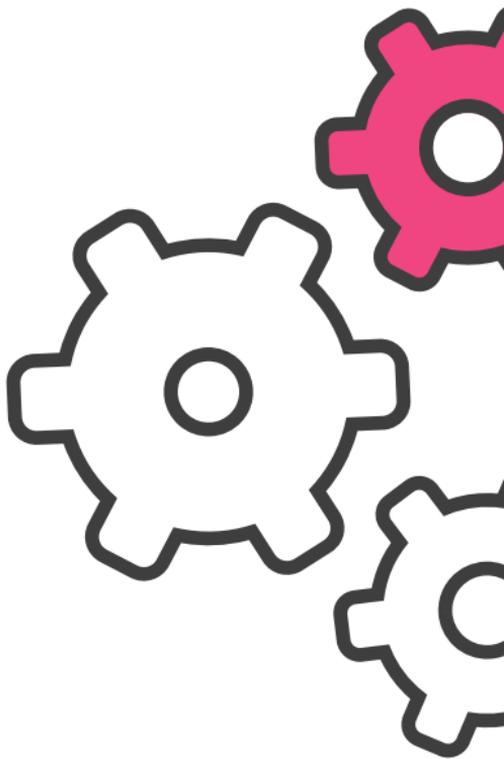
**28 - 33** SPECIAL MACHINERY

**34 - 39** TEXTILE INDUSTRY

**40 - 45** HEALTH CARE

**46 - 51** AGRICULTURE

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# PRODUCT OVERVIEW

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**B**

## **Invoice insurance**

(invoice maturity within 2 years)

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**Bf**

## **Insurance of an invoice purchased by bank**

(invoice maturity within 2 years)

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**C**

## **Invoice insurance**

(invoice maturity above 2 years)

---

**Cf**

## **Insurance of an invoice purchased by bank**

(invoice maturity above 2 years)

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**D**

## **Insurance of a bank financing the export**

**E****Letter-of-credit insurance**

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**F****Pre-export loan insurance**

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**I****Foreign investment insurance**

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**If****Bank loan insurance  
for foreign investment**

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**V****Insurance of withdrawal from  
the contract by customer (buyer)**

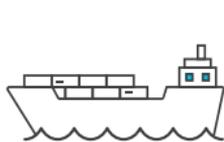
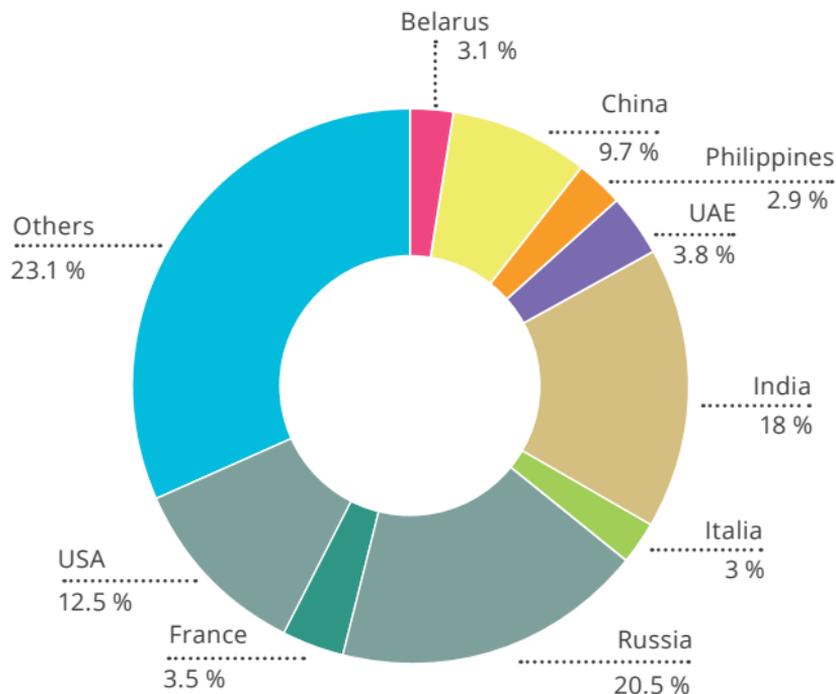
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**Z****Insurance of bank guarantee**

# TRANSPORT

Exports for over CZK 230 bil. to 58 countries. Examples of insured transport projects:

- production of **passenger cars** • **buses, trolleybuses and trams**
- **ship tankers** • **helicopters and planes** • **tires** • **spare parts**





## CNG-powered buses for public transport in Abidjan

- › Exporter: Iveco Czech Republic
- › Financing: Československá a obchodní banka, a.s.

## Côte d'Ivoire

The insurance concerns the supply of 450 Czech buses from Vysoké Mýto to Côte d'Ivoire (Ivory Coast). The total value of the contract is almost 2.4 bil. CZK. Iveco Czech Republic won the contract against strong international competition, achieving the first supply of its CNG-powered buses to the African continent. The majority of the ordered buses are Iveco Crossway Low Entry buses, the Africans, however, bought 50 Crealis luxury buses as well. The buses from Vysoké Mýto will be run by Sotra, the public transport provider for Abidjan, the largest city in Ivory Coast.



## Supply of 20 locomotives for Belarusian Railway

- ▶ Exporter: CZ LOKO, a.s.
- ▶ Financing: Commerzbank AG, Prague branch

## Belarus

CZ LOKO and Belarusian Railway signed a contract for the supply of 20 two-axle TME 3 diesel shunting locomotives with an engine output of 400 kW. In 2013, eight locomotives were delivered, in 2014 the remaining twelve ones. The locomotives are first-produced and, according to CZ LOKO declaration, with 98% share of works provided by the Czech party. The locomotives are designed and manufactured in CZ LOKO, subsequently shipped in an unassembled condition as kits and assembled in Belarus. CZ LOKO is one of the major companies in the Czech railway industry, focusing on designing, manufacturing and supplying modern diesel-electric locomotives.



## Ship and hull manufacturing

- › Exporter: **BARKMET, a.s.**
- › Financing: **UniCredit Bank Czech Republic and Slovakia, a.s.**

## Netherlands

**BARKMET, a.s.** has been using EGAP services since the autumn of 2006, when an Insurance of a Credit for Pre Export Financing was provided to build cargo barge “NORMA II” for a Dutch customer. Since then, EGAP and BARKMET have concluded a total of 16 insurance contracts, mainly for the insurance of pre export financing of hull production, but recently also for entire ships. BARKMET is a Czech shipyard founded in 2003, which focuses mainly on shipbuilding and steel structure manufacturing inly deals with the construction of ships and steel structures, providing its customers with high value-added products and service.



## Rail supplies for the major overhaul and reconstruction of the railway line Baku – Tbilisi – Kars

- › Exporter: M-Steel Project
- › Financing: Association of six banks

## Azerbaijan

The second stage of the Baku – Boyuk Kesik railway line major overhaul follows the already completed reconstruction of the first stage (rail track in the length of 317 km), the track will lead through the rugged mountainous terrain to the Iranian border. Cooperation with EGAP began with the insurance of the first major overgaul stage in 2011, and on the basis of good references, the same model was subsequently used for the second stage insurance. The contract for Azerbaijan Railways includes a complete supply of the railway superstructure with the related construction and installation work on more than 600 km of the railway line, as well as the supply of rails and other components produced by **Třinecké železárny**. The total value of both contracts exceeds 750 mil. EUR and is one of the largest export projects in EGAP.



## Trolleybuses for Riga

- › **Exporter:** Škoda Electric, a.s.
- › **Financing:** Česká spořitelna, a.s.

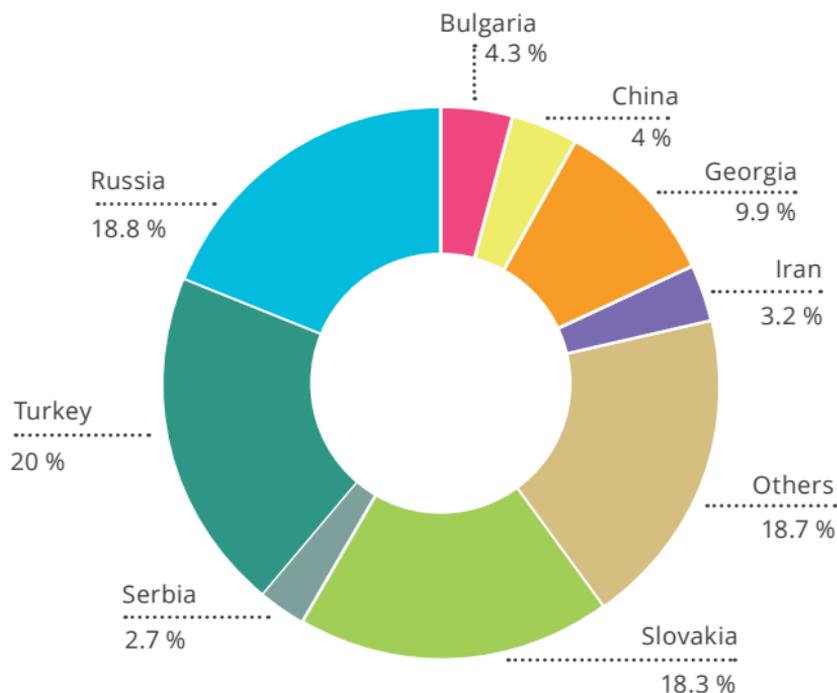
## Latvia

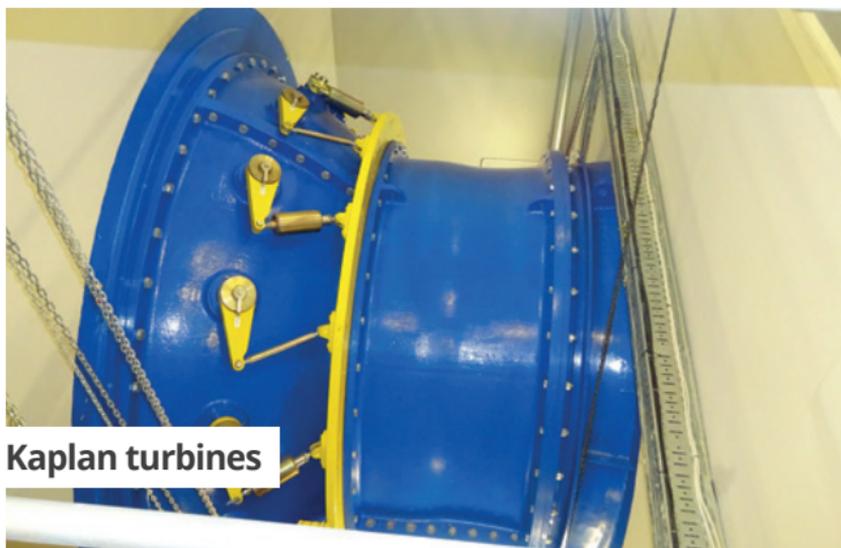
The delivery of 125 trolleybuses for Riga, the capital of Latvia, is the biggest contract of the Plzeň-based company Škoda Electric in the modern history of the company. In 2013, a framework contract was signed, under which Škoda will supply low-floor articulated trolleybuses worth 2.6 bil. CZK for the Latvian metropolis; the contract also includes a possibility of exercising an option for another 38 trolleybuses. In April 2017, the latest contract for 50 new 27Tr trolleybuses was concluded. Škoda Electric also supplies trolleybuses to Sofia and Bratislava.

# ENERGY INDUSTRY

Export for CZK 310 bil. to 86 countries.  
Examples of insured projects in the energy sector:

- construction and reconstruction of power plants • mining technology
- turbines and other components • acquisition of hydroelectric power plants
- measuring and pumping technology • bathroom radiators





**Kaplan turbines**

- › **Exporter:** Mavel, a.s.
- › **Financing:** Expobank CZ a.s.

## Poland

The subject of the insurance was the assembly and delivery of three sets of Kaplan turbines Mavel KP 3000K3 with accessories for the Lipki hydro-power plant in the southwest of Poland. The turbines, each with runner diameter of 3,000 mm, were successfully put into operation at the end of 2017, providing a total installed power of 2,160 kW. Mavel, one of the leaders in the Polish market in supplying water turbines and accessories for small hydropower plants over the long term, has been cooperating with EGAP since 2004. Over the last 14 years, more than 90 insurance contracts have been successfully concluded.



- › **Exporter: Doosan Škoda Power, s.r.o.**
- › **Financing: Komerční banka, a.s.  
and ING Bank, a Branch of ING-DIBa AG**

## Indonesia

The insurance was provided for the delivery of complete turbine set for the Grati power plant in Indonesia. The total installed capacity of the power plant is 501 MW, while the **Doosan Škoda Power** turbine has a capacity of 198 MW. The plant is owned by an Indonesian state-owned corporation, which is not only the main electrical power supplier but also owns the electricity distribution infrastructure in Indonesia. Apart from the steam turbine delivery, the contract included commissioning supervision and training of the plant's employees.

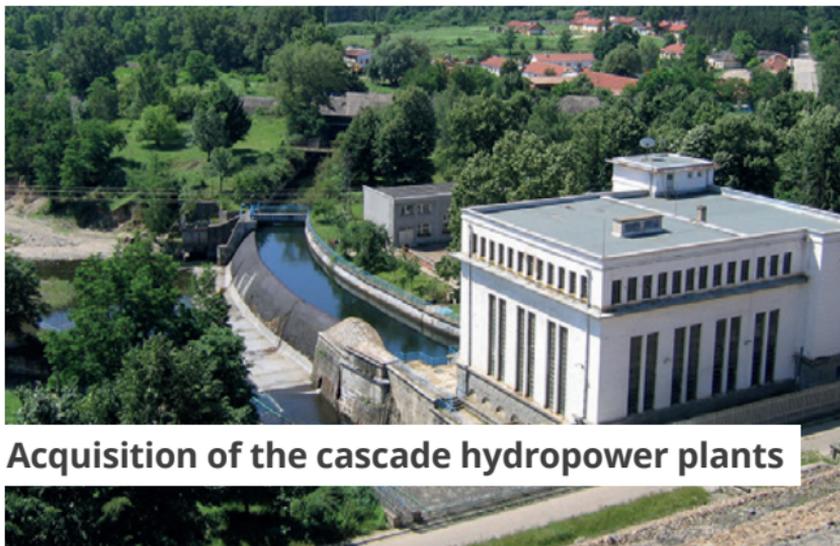


**Static VAR compensators**

- › Exporter: ČKD ELEKTROTECHNIKA, a.s.
- › Financing: own resources of the company

## Belarus

The delivery of two sets of static VAR compensators placed in containers for the Belarusian metallurgical plant BMZ was successfully implemented in 2014 and its value amounted to EUR 960,000. The containers were equipped with reliable technology produced by ČKD ELEKTROTECHNIKA. The delivery also included technical and design documentation, spare parts, installation, commissioning and operator training. ČKD ELEKTROTECHNIKA, a.s. focuses on deliveries of electrical engineering equipment, especially semiconductor applications and all related services.



## Acquisition of the cascade hydropower plants

- › Exporter: Energo-Pro a.s.
- › Financing: Česká exportní banka, a.s.

## Bulgaria

Bulgaria was the first insured country for Energo-Pro to start their foreign expansion. The **Energo-Pro Bulgaria EAD** subsidiary was founded in 2000 and today it owns and operates 14 hydropower plants, 10 of which form four different cascades - Sandanska Bistritsa, Pirinska Bistritsa, Koprinka and Petrohan. With a total installed capacity of 166 MW and an annual electricity production of about 410 GWh, Energo-Pro is the largest private renewable energy producer in Bulgaria.



**Mining locomotives**

- › Exporter: Ferrit, s.r.o.
- › Financing: Česká spořitelna, a.s.

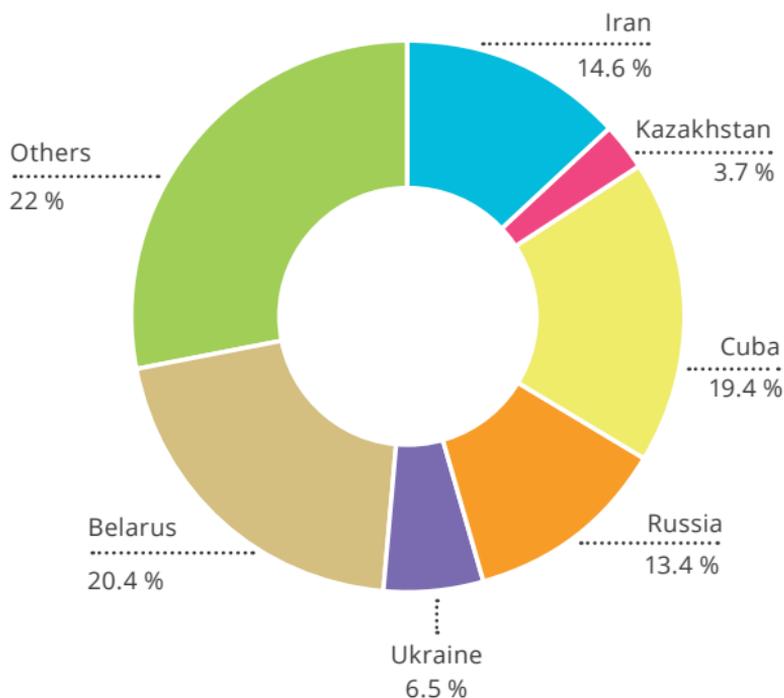
## Mexico

The delivery of mining suspended monorail diesel locomotives DLZ210F for Minera del Norte, a steam coal mine subsidiary of the AHMSA corporation, which belongs to the largest Mexican steel producers with a capacity of over 3 mil. tons. Ferrit was founded in 1993 and, in cooperation with its subcontractors, produces technology units used in underground mines for drivage, advancing and mining activities. Ferrit is the only manufacturer of suspended locomotives on the Czech market, supplying also coal crushers, mining manipulators and transport equipment. 93% of the domestic production is exported, the customers are both surface and underground mines.

# FOOD INDUSTRY

Exports for more than CZK 16 bil. to 36 countries.  
Examples of insured projects in the food industry:

- bakery lines
- turnkey breweries
- beverages bottling
- cheese making technology
- drinks, food and food supplements
- packing lines for food





## Fruit distillates, liqueurs, vodka, whiskey

- › Exporter: RUDOLF JELÍNEK a.s.
- › Financing: own resources of the company

## Russia

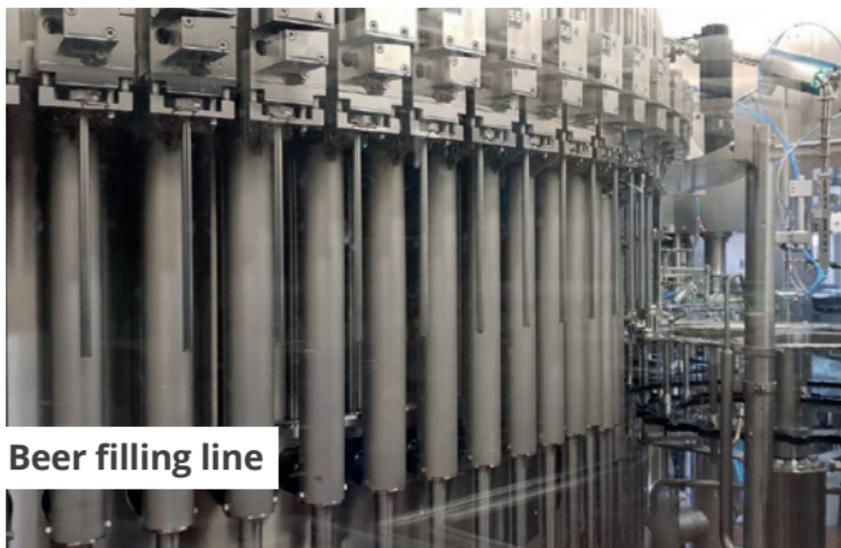
EGAP insured the contract of RUDOLF JELÍNEK, the Vizovice liqueur company, for supplies of fruit distillates, herbal and fruit liqueurs, vodka and whiskey worth almost CZK 3.4 mil. to their business partner in the Russian Federation. The distillery RUDOLF JELÍNEK was founded at the end of the 19th century and has always dealt with the production of alcoholic beverages, especially spirits. Thanks to its tradition and product quality, the company is famous for its liqueurs throughout the Czech Republic and around the world.



- › Exporter: HAME UK TRADE LLC
- › Financing: own resources of the company

## Ukraine

The food company Hamé is currently trading in 40 markets around the world. One of the priority markets for this traditional Czech company is also Ukraine, where Hamé has a direct sales presence and has long held a position among the largest players, for example, in the field of infant nutrition and pâtés. Product export insurance is the standard strategy of Hamé and in 2017 and 2018 Hamé used EGAP services to export its products to the big Ukrainian market. However, this is not the first contract between Hamé and EGAP, with long-term relationships lasting over 10 years.

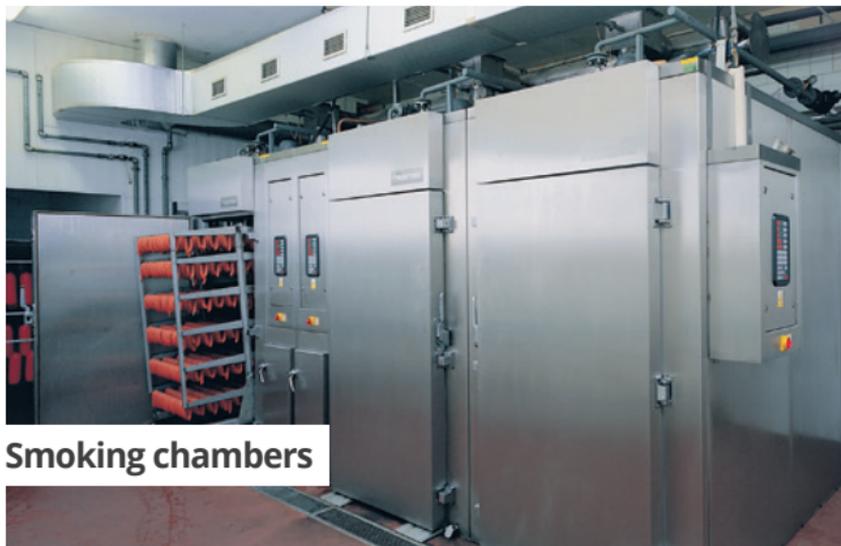


Beer filling line

- › Exporter: NATE – nápojová technika a.s.
- › Financing: own resources of the company

## Georgia

EGAP provided NATE with insurance for the supply of a filling line for filling beer into glass and PET bottles to a Georgian importer. NATE – nápojová technika a.s. has been trading for more than sixty years, specializing in supplying machines and complete filling lines for bottling beverages and other liquids. The company utilizes its long-time experience in contracts for breweries, mineral water bottling companies, milk processing plants and wine factories, supplying solutions for filling into bottles, cans, barrels and PET bottles.



**Smoking chambers**

- › **Exporter: Mauting s.r.o.**
- › **Financing: own resources of the company**

## Uruguay

Mauting, specializing in design, projection and manufacture of food processing machines, was founded in 1992. Since the very beginning, the company has been focused on the production of smoking chambers and equipment for thermal processing of meat. In 2011, Mauting signed a contract to supply two smoking chambers worth EUR 92,000 to their Uruguayan partner from Montevideo. The success of the Mauting devices is proven by the fact that most of their equipment is exported and later operated in more than 50 countries of the world.



## Beer supplies

- › Exporter: Rodinný pivovar BERNARD a.s.
- › Financing: own resources of the company

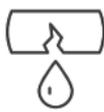
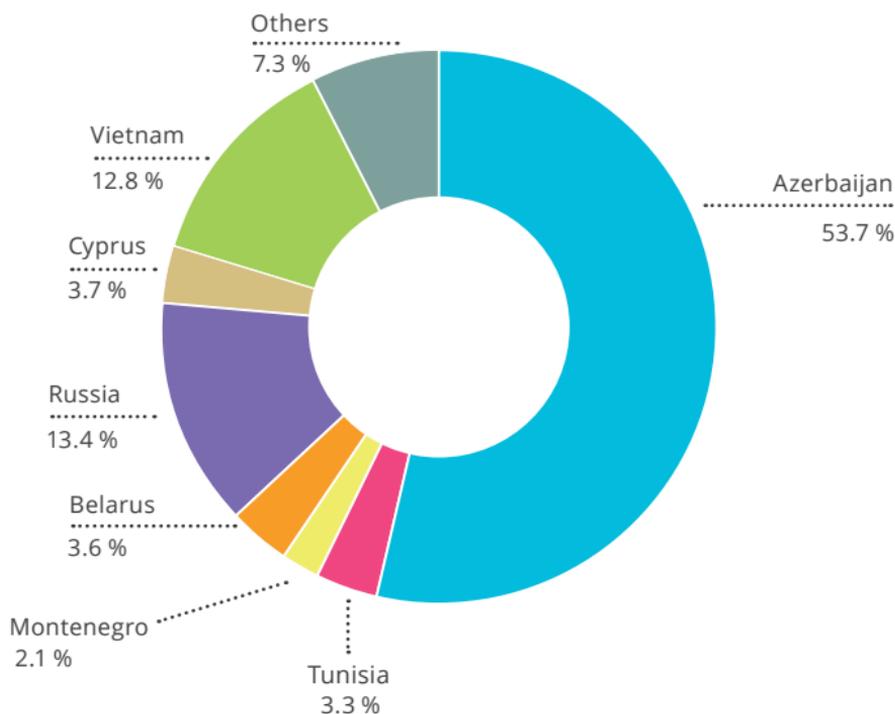
## Mexico

Family brewery BERNARD a.s. has concluded the insurance for beer and packaging supplies to Mexico City through the Mexican importer Importadora G5C S.A de C.V. The total value of all insured supplies is CZK 3.2 mil.. Thanks to the EGAP insurance, the company was able to redefine the payment conditions and last year Bernard's beer exports to Mexico grew more than double.

# CONSTRUCTION INDUSTRY

Export for CZK 110 bil. to 30 countries.  
Examples of insured projects in the construction industry:

- construction and reconstruction of roads and railways
- shopping centers
- industrial buildings
- bridge construction
- residential units and hotel complexes
- construction machinery





- › **Exporter: KOPOS KOLÍN, a.s.**
- › **Financing: own resources of the company**

## Ukraine

The investment included the construction of a manufacturing plant, as well as the purchase of technology needed for the production of soil protectors for cables. These products have edged out the other older systems for protecting underground cables, owing their success especially to their convenient handling, low cost and being quick to use. The Czech exporter **KOPOS KOLÍN** managed to identify the business opportunity of the massive transition to the use of these soil protectores in Ukraine soon enough and thanks to the investment in Zhitomir region became an important supplier for the whole Ukrainian market.



## Construction hoists

- › Exporter: STROS – Sedlčanské strojírný, a.s.
- › Financing: own resources of the company

## Canada

The company STROS – Sedlčanské strojírný a.s. was founded in 1960 and has since become one of the world's leading comb-pinion hoist manufacturers. In 2014, the insurance provided by EGAP enabled STROS to export construction hoists and their parts worth almost CZK 13 mil. to Ontario in Canada. Sedlčanské strojírný does not focus only on a single segment; except lifting equipment, the company's portfolio includes production of work platforms for telescopic handlers, panels for soundproof enclosures and continuous glass melting furnaces.



## Delivery of Special Equipment and Technologies for Highway Reconstruction

- › Exporter: SaZ, s.r.o.
- › Financing: Association of five banks

## Azerbaijan

Supply of special equipment, construction works and technologies for the reconstruction of highway M-5 in the length of 164 km for the **Ministry of Transport** (route Yevlax – Zagatala – borders of Georgia). During the implementation of the reconstruction, 181 Tatra T-815 trucks were delivered, together with spare parts and tires for these trucks. The deliveries also included implementation of a comprehensive automated traffic control system for roads and highways in Azerbaijan.



- › **Exporter: Metrostav, a.s.**
- › **Financing: Komerční banka, a.s.**

## Belarus

Two projects of transportation and logistics centres were implemented by the Czech company **Metrostav, a.s.**, for the Belarusian importer **RUP Beltamozhservice**, the largest and most important operator of customs services in the Belarusian market. Metrostav a.s. first concluded an export contract in 2011 for the construction of the transportation and logistics center in Schitomirichi (Minsk region). The logistics center is designed as a multipurpose complex comprising warehouses with an area of 26,000 m<sup>2</sup>, office and residential buildings, catering and health care services, a small hotel and a car park. Positive references regarding the implemented project helped Metrostav to win a tender for the construction of the service zone at the Kozlovichi-2 cargo border checkpoint.



- › Exporter: PSG-International a. s.
- › Financing: Česká exportní banka, a.s.

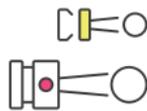
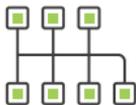
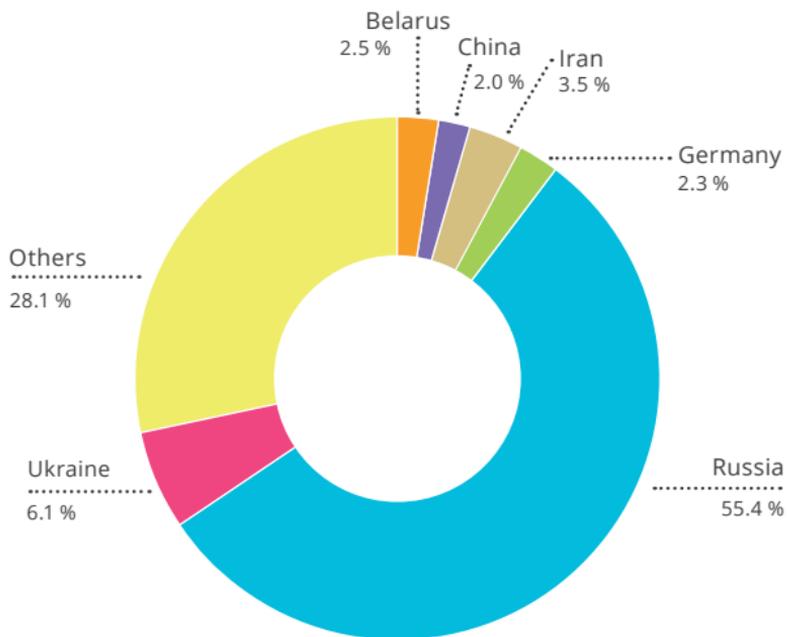
## Russia

The insurance was used to build the Renaissance Premium business centre near the center of St. Petersburg. The construction of the 14-storey building resulted in more than 14,000 m<sup>2</sup> of new office space and more than 2,000 m<sup>2</sup> of parking space in underground garages. The construction began with the takeover of the conserved building at the end of 2011, which was successfully completed in July 2013 and was approved in September of that year.

# SPECIAL MACHINERY

Exports for almost CZK 110 bil. to 71 countries.  
Examples of insured projects in engineering:

- metalworking machines
- metal products and semi-finished products
- steel constructions
- production technology lines
- printing and laminating machines
- industrial fittings





- › Exporter: **FERMAT Group, a.s.**
- › Financing: **own resources of the company**

## Germany

FERMAT, a traditional Czech manufacturer and the Central European leader on the market of precision machining - horizontal boring machines, used EGAP's insurance for delivery of horizontal boring machines to Germany, for German company **Nordmark**. Nordmark supplies wind power plant components that are being installed by **Siemens** in the North Sea. In Cuxhaven, Nordmark is building a new factory on an area of about 5,000 sq. m<sup>2</sup> and this hall is equipped with horizontal boring machines from Fermat CZ. In total, there are 4 separate contracts for 4 machines.



**Robotic laser hardening system**

- › Exporter: LaserTherm spol. s r.o
- › Financing: Československá a obchodní banka, a.s

## Hungary

LaserTherm has signed a contract with its long-standing customer **Budai Benefit Kft** to export a robotic laser hardening system. As a result of co-operation with EGAP, **ČSOB Bank** has already bought one invoice for this importer in the past, and thanks to this successful business experience, it has also provided funding for the newly planned delivery. LaserTherm provides complex services in the field of laser system solutions and laser material processing, using state-of-the-art robotic laser systems.



## Delivery of laminating and varnishing machines

- › Exporter: KOMFI spol. s.r.o.
- › Financing: own resources of the company

## Greece

EGAP provided insurance for the supply of laminating and varnishing machines to the Greek company **Arvanitis**, which sells office machines. The total value of the multiple deliveries was almost CZK 3 mil. and the exporter was the Czech company **KOMFI**, which has been designing and producing post press machines and assembly lines for more than 20 years.



## Flexographic printing presses and laminators

- › Exporter: **SOMA, spol. s.r.o.**
- › Financing: **Sberbank CZ, a.s.**

## Colombia

The subject of insurance was the supply of flexo printing SOMAFEX OPTIMA 820 and Flexmont assembly machine. **SOMA, spol. s.r.o.** entered the South American market about two years ago. So far, SOMA has been delivering through EGAP to Ecuador and Colombia. SOMA specializes in the development and manufacture of high quality special purpose machines, processing and printing machines, in particular flexographic printing machines, longitudinal and cross cutters, assembly stands, laminators and punching machines.



**Electromagnetic flowmeters**

- › **Exporter: Arkon Flow Systems, s.r.o.**
- › **Financing: own resources of the company**

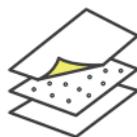
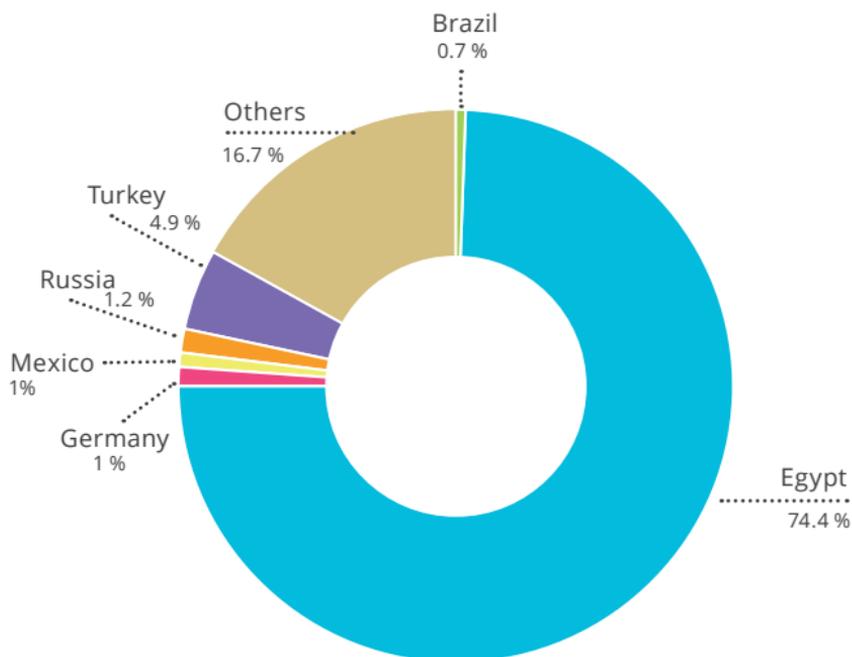
## Chile

Arkon Flow Systems, s.r.o. is a manufacturer of electromagnetic flowmeters, as well as a supplier of other equipment for measurement and control technology. The main principle of the company philosophy is to connect the latest communication technologies with flowmeters. The product range includes GPRS, GSM-SMS or TCP / IP solutions. In recent years, the company has implemented 10 business cases with EGAP insurance, primarily in Chile and Mexico. The most interesting projects were deliveries for KINROSS through their distributor in Chile.

# TEXTILE INDUSTRY

Exports for nearly CZK 30 bil. to 26 countries.  
Examples of insured projects in the textile industry:

- industrial sewing machines • nonwovens factory
- textile products • bathroom mats • African brocade production technology • laundry facilities





## New fabric diffuser manufacturing plants

- › Exporter: Příhoda s.r.o.
- › Financing: own resources of the company

## China

Příhoda s.r.o. is the world's leading supplier of fabric diffusers and ducting. The company is located in Hlinsko, a small town with a long tradition of the textile industry, and from this place it exports its products to more than 70 countries on all continents. Příhoda's textile diffusers are installed in a variety of public, industrial and commercial buildings. Production in subsidiaries in China and Mexico began in 2017, resulting in increasing the production capacity needed for further expansion. A total of CZK 24 mil. (12 mil. in both countries) was invested in the new plants and guarantees for this investment were provided by the Export Guarantee and Insurance Corporation (EGAP).



## Delivery of industrial programmable sewing machines

- › Exporter: ANITA B s.r.o.
- › Financing: own resources of the company

## Brazil

ANITA B s.r.o. is a traditional Czech manufacturer and exporter of industrial and programmable sewing machines GARUDAN with its own production program and development background. In 2016, the company signed a contract for the delivery of 200 Garudan GPS/G-3525 programmable pattern sewing machines, with a total value of USD 3 mil.. The machines are equipped with a new patented technical desing providing more technological options for the sewing machine users. The customer, DASS Nordeste Calçados and Artigos Esportivos SA, is one of the largest manufacturers of sports footwear in Brazil. In 2016 and 2017 a part of the supply was implemented, worth USD 400,000, the remaining sewing machines are to be delivered over the following years.



- › Exporter: PFNonwovens a.s.
- › Financing: own resources of the company

## Egypt

PFNonwovens a.s. launched the manufacturing plant in Egypt in 2012 and the cost of its construction had amounted to almost CZK 1.7 bil.. PFNonwovens a.s. is a manufacturer of non-woven polyethylene and polypropylene-based fabrics for hygiene, industry, construction, agriculture, and other specialized sectors. The company is actively engaged in developing new products based on the current market demand, thereby maintaining a position of a technology leader in the European non-woven fabrics market.



## Industrial sewing machines

- › Exporter: MINERVA BOSKOVICE, a.s
- › Financing: own resources of the company

## India

MINERVA BOSKOVICE, a.s. is a traditional manufacturer of sewing machines for the textile and footwear industry. EGAP has long been successfully cooperating with this exporter and has repeatedly insured supplies of industrial sewing machines to India. MINERVA BOSKOVICE, a.s. is a very successful company, which has been able to promote and maintain on the global market for a long time thanks to its development, high quality of processing and high technical level.



## Bath mats

- › Exporter: GRUND a.s.
- › Financing: own resources of the company

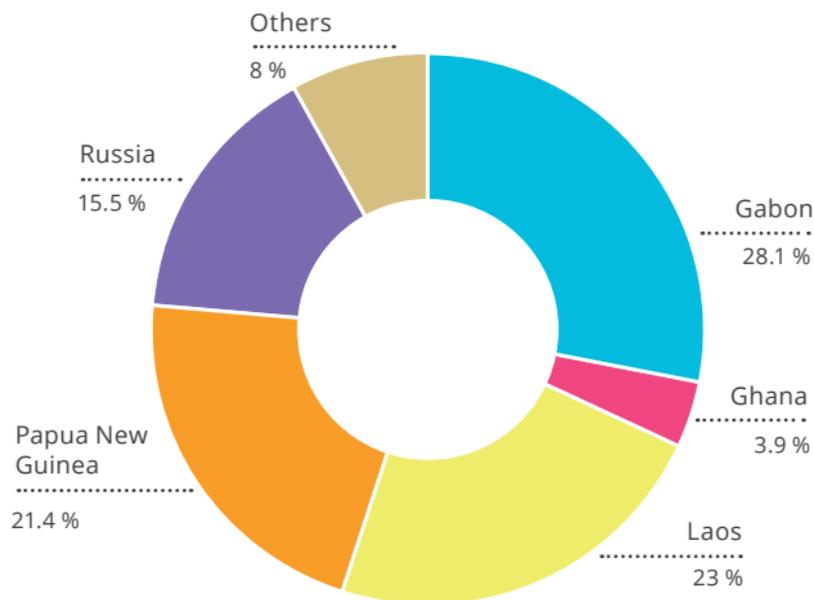
## Ukraine

GRUND supplies its polyacrylic bath mats through its Ukrainian partner to the local market. Despite the conflict in eastern Ukraine, the Czech company's bath mats are still in demand. And also thanks to EGAP, GRUND has acquired a new contract for 12,000 polyester bath mats, which were made by the new CutCut 3D technology, possessed exclusively by GRUND. GRUND a.s. has been producing pre-fabricated bathroom products since 1990 and has been a world leader in this area.

# HEALTH CARE

**Exports for almost CZK 18 bil. to 16 countries.  
Examples of insured projects in health care:**

- **construction and modernization of hospitals** • **medical supplies**
- **traumatological implants** • **pharmaceutical technology** • **medicines and supplements** • **laboratory equipment**





## Orthopedic trauma implants

- › Exporter: MEDIN, a.s.
- › Financing: own resources of the company

## Algeria

With the help of EGAP, MEDIN, a.s., a traditional Czech manufacturer of medical instruments and implants, succeeded with its segment of traumatology on the perspective Latin American markets and recently also in African Algeria. The core systems of the MEDIN portfolio include plates for distal radius fractures, nails for proximal femoral fractures, and C-Nail system for operating calcaneal fractures. The quality of these products is proven by the fact that almost two-thirds of them aim for export and are increasingly successful abroad.



› Exporter: VAMED

› Financing: Česká spořitelna, a.s., a Erste Group Bank AG

## Papua New Guinea

The company VAMED succeeded in 2015 with a project to build a hospital in Papua New Guinea. Together with other companies, such as Linet - medical bed manufacturer or Block, VAMED has been involved in the construction of the local hospital in Goroka. EGAP supported the export by insurance worth more than EUR 50 mil.. More than 20 Czech subcontractors collaborated in the construction of the hospital. In this case, it is the historically first insured business case in this country, and the hospital was successfully completed in the summer of 2018.



## Dietary supplements

- › Exporter: WALMARK, a.s.
- › Financing: own resources of the company

## Kazakhstan

The exporter of dietary supplements is an example of a company that is successful in penetrating new export markets, and, moreover, takes care to have the risks associated with such exports treated properly. In recent years EGAP has insured its export to Kazakhstan, as well as to Belarus or Armenia. Furthermore, it is also the first Czech company to acquire EGAP insurance for the exports of its products to Iran after the release of sanctions.



## Obstetrics and gynaecology complex construction

- › Exporter: **BLOCK, a.s.**
- › Financing: **PPF banka, a.s.**

## Russia

The construction and equipping of an obstetrics-gynaecology complex at the G. G. Kuvatov clinical hospital in Ufa was implemented by the Czech exporter **BLOCK, a. s.** The contract value was EUR 38.3 mil.. **BLOCK** supplied medical technology and also implemented finishing works – facade, cladding, roof, interior finishing works, lifts, building equipment and electrical wiring.



## Modernization and expansion of Friendship Hospital

- › **Exporter: VAMED Health Projects CZ, s.r.o.**
- › **Financing: UniCredit Bank Czech Republic and Slovakia, a.s., a UniCredit Bank Austria AG**

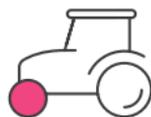
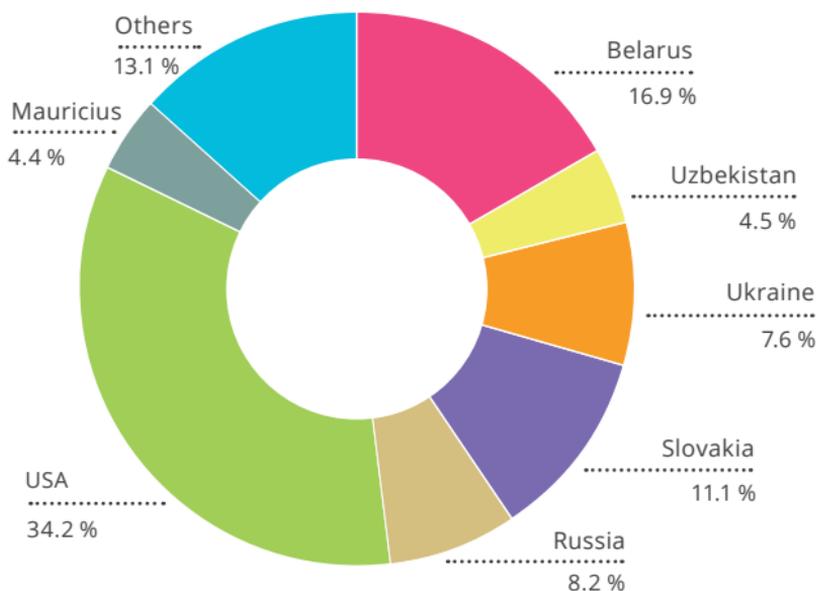
## Laos

VAMED has won a contract for the modernization and expansion of Friendship Hospital in Laos in the capital of Vientiane, worth almost EUR 53 mil.. The construction should last 36 months, the business case is underwritten to the sovereign risk of the state. More than 20 Czech subcontractors will be involved in the construction and modernization of Friendship Hospital. An important aspect of this case is also the diversification of supported exports as this is the first business experience of EGAP with Laos, which could open the door to new business opportunities in this area.

# AGRICULTURE

Exports for nearly CZK 8 bil. to 19 countries.  
Examples of insured projects in agriculture:

- agriculture machinery • construction of livestock equipment
- tractor sets • engines for agricultural aircrafts • vegetable wrapping lines • manufacturing plant for agricultural tires





## Agricultural machinery and spare parts

- › Exporter: **BEDNAR FMT s.r.o.**
- › Financing: **Sberbank CZ, a.s.**

## Russia

Exporter **BEDNAR FMT s.r.o.** is a progressive manufacturer of agricultural machinery specializing in machines for tillage, seeding, fertilizing and slashing. Due to the close relationship with farmers, **BEDNAR FMT** ranks among the most innovative manufacturers in this field, with a high added value for the end user. Cooperation with **EGAP** was fully initiated at the end of 2017, since then several insurance contracts have been concluded between **EGAP** and **BEDNAR FMT**, e.g. for deliveries of agricultural equipment and spare parts to Russia and Ukraine.



## Agricultural machinery

- › Exporter: **OPaLL-AGRI, s. r. o.**
- › Financing: **own resources of the company**

## Ukraine

Opava-based company **OPaLL-AGRI, s.r.o.** is one of the biggest Czech manufacturers of agricultural machinery and also one of the key manufacturers of wear spare parts throughout Europe. With the support provided by EGAP, OpaLL AGRI exports its agricultural machinery to western Ukraine and the mutual cooperation has enabled the market to recover from the consequences of the political crisis in 2014. With its insurance, EGAP has helped the manufacturer to secure a secure business environment, and its customers have the opportunity to restore previous business relationships with end customers. OPALL-AGRI has been able to export more machines to Ukraine than in the past, and this positive trend continues to persist.



## Tractor exports

- › **Exporter: ZETOR TRACTORS a.s.**
- › **Financing: Sberbank CZ, a.s.**

## Russia

Supported by EGAP insurance, **Zetor Tractors** delivered to its Russian partner several hundreds of tractor component kits. The Russian company deals with the assembly of the tractors which are subsequently sold as finished products to end customers and used on farms, as well as in road maintenance services and civil engineering. With Russia striving for food self-sufficiency, Czech tractors are in demand on the local market, owing their good reputation mainly to the Russian customers' excellent experience with the Czech manufacturer. The Russian party confirmed its interest also by signing a memorandum to a delivery of 6,000 tractors by 2022.



## Engine deliveries for agricultural aircrafts

- › Exporter: **GE Aviation Czech s.r.o.**
- › Financing: reinsurance by **Export-Import Bank of United States**

## Uruguay

Since 2013 EGAP has been providing insurance for **GE Aviation** aircraft engines, based on reinsurance by **US Eximbank**. The engines from the manufacturing plant in Prague Letňany (former „Walterovka“) have been completely developed and manufactured in the Czech Republic by **GE Aviation**. GE Aviation supplies the engines using EGAP insurance to the American company Trush, its agricultural aircrafts are then destined for Brazilian and Uruguayan customers. In cooperation with the Czech Export Bank, several deliveries of these engines to Mauritius have also been exported.



- › **Exporter: Bauer Technics s.r.o.**
- › **Financing: Česká exportní banka, a.s.**

## Slovakia

The subject of the delivery in 2013 was the 2nd phase of the implementation of technological units, structures and construction works of the completion of a pig farm for one of the most important Slovak pig breeders. Thanks to the reconstruction of their production areas, the company has increased their share in the Slovak market to 15%. **Bauer Technics s.r.o.** acquired this contract after the successful completion of the 1st phase in 2011. The delivery consisted of project designing, engineering, a complete set of technologies and related construction work on a total of 3 farms, which now meet the highest level of veterinary and zootechnical standards. The total value of both phases was almost CZK 700 mil..

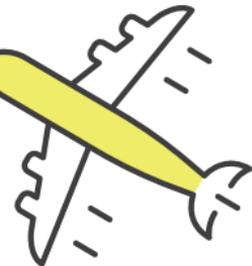
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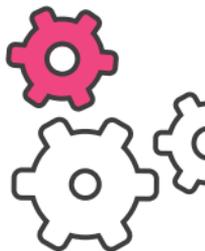
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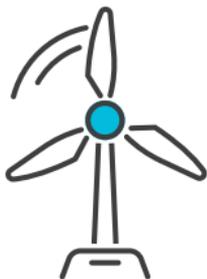


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We take it on us  
in countries with  
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We insure all stages  
of **business cases**

