Africa – the Target of Czech Exports
Export Guarantee and Insurance Corporation

• Assists Czech exports since 1992
• 100% owned by the State
• State support for export
• Insured export for more than 34,2 billion USD
• Governed by international rules
Export, which would not be completed without EGAP Insurance

Total 34.3 billion USD
EGAP – We Take Your Risks

- Insurance from EGAP = risks zero weighting
- Favourable loans from banks
- We will check your foreign partners
- Guaranteed payment of claims, invoices
- Receivables insured from 5 000 USD
- Secured export
We Insure What Commercial Insurance Companies Would not Insure

Short-term loans

- KUPEG
- Atradius
- Euler Hermes
- Coface

Medium and long-term loans (over 2 years)

- EGAP
2012 – Insured Export to 42 Countries

- Russia: 31%
- India: 10%
- Azerbaijan: 10%
- Georgia: 3%
- Pre-export financing (Czech rep.): 5%
- France: 4%
- Serbia: 12%
- Turkey: 2%
- Ukraine: 2%
- Bulgaria: 8%
- Others (33 countries under 2%): 13%
- Others (33 countries under 2%): 13%
Engineering and Energy Dominate the Export

- Machinery and equipment for energy: 35%
- Machinery and equipment generally used in industry: 3%
- Prefabricated buildings, production equipment installation: 3%
- Iron and steel: 3%
- Road vehicles: 6%
- Other: 10%
- Metalworking machine: 3%
- Metal products: 2%
- The rest: 7%

Machinery for special industries: 28%
Since 2007 the export has been insured in 12 African countries in total for 695 millions USD

Algeria, Angola, Egypt, Ethiopia, Gabon, Kenya, Morocco, South Africa, Tanzania, Tunisia, Uganda and Maricius
Africa – Breakdown by Countries

- **GABON**: 37%
- **EGYPT**: 28%
- **TUNISIA**: 18%
- **MOROCCO**: 7%
- **ALGERIA**: 6%
- **KENYA**: 2%
- **TANZANIA**: 1%
- **OTHERS**: 1%
- **EGYPT**: 28%
- **GABON**: 37%
Africa – Breakdown by Specialization

- Machinery for special industries: 32%
- Machinery and equipment generally used in industry: 7%
- Prefabricated buildings, production equipment installation: 21%
- Furniture, mattress: 19%
- Other means of transport: 4%
- Others: 17%
Insured Business in Africa

- Construction and modernization of hospitals in Gabon 258 millions USD
- Textile factory in Egypt 158 millions USD
- Construction of hotel and modernization of harbor in Tunisia 95 million USD
- Construction of cement plant 47 million USD

And other supported export for 137 million USD
Future Prospects on Exports to Africa

• African countries are of special interest to Czech Republic according to Export Strategy
  • Angola, Egypt, Ethiopia, Ghana, South Africa, Morocco, Nigeria, and Senegal

• Difficulties of territory are balanced by investment opportunities
• WHY NOT TO JOIN?
New Markets – Why Africa?

• Huge investment opportunities

• Engineering, energy, transport, agriculture = sectors in which Czech is successful

• Czech brands have good reputation in Africa – why not to use it and built on a formerly established tradition

• Think ahead and don‘t be afraid of the new markets
Thank You for Your Attention

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