

COMPANY PROFILES

Study Abroad: Czech Republic

May 23,2010 to May 29, 2010



CzechInvest – Investment and Business Development Agency

Stepanska 15 Praha 2 120 00
<http://www.czechinvest.org/en>

Established in 1992 by the Ministry of Industry and Trade, CzechInvest is the investment and business development agency of the Czech Republic whose services and development programmes contribute to attracting foreign investment and to developing Czech companies. Our mission is to support investment activities to the highest level of competence not only through our information service and consultancy but also by linkage with structural funds of the EU.

CzechInvest provides the following **services** free-of-charge:

- Comprehensive services for investors - full information assistance, handling of investment incentives, business property identification, location of Czech suppliers, aftercare services
- Business infrastructure development
- Access to structural funds

Throughout its existence CzechInvest has already taken part in 1,310 investments worth CZK 659 billion. Projects mediated by CzechInvest have resulted in the creation of 203,485 jobs. Thousands of other jobs have been created in related investments.

Traditionally, the strongest investors in the industrial sector come from Germany (26%) and Japan (15%) and the USA (33%). Apart from traditional branches, such as the automotive industry (43%) and electrical engineering (11%), we are recording an increasing number of investments in modern, innovative branches of industry (microelectronics, nanotechnology and biotechnology).

To further promote the Czech Republic's investment and business environment, CzechInvest together with the [Association for Foreign Investment](#) established a joint project called Partnership to Support Foreign Direct Investment to the Czech Republic. Partnership in this case involves cooperation in achieving CzechInvest's aims and is open to all stable companies interested in supporting foreign direct investment and in taking part in improving the business climate in the Czech Republic.

With respect to the ever increasing demands on the quality of services, in 2004 CzechInvest undertook to implement its own system of quality management according to the requirements of ISO 9001:2000 norms. The agency underwent recertification in 2007 and was awarded the ISO 9001:2000 from Quality Austria with validity for an additional three years.

Other project aims are:

- to support the competitiveness of the Czech economy
- to create a space for communication between foreign investors, the state administration and Czech companies.



Radiant Systems

Anglicka 26
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<http://www.radiantsystems.com/>

For over two decades, Radiant Systems has provided innovative store technology to the hospitality and retail industries. Offering unmatched reliability and ease of use, Radiant's hardware and software products have been deployed in over 100,000 sites across more than 100 countries. Our customers span a range of sizes and industries, and include some of the biggest and most widely recognized organizations from around the globe.

Radiant's approach to enabling operators to grow their top line focuses on point of sale (POS), self-service kiosk, ecommerce and back office technologies that redefine the customer experience and greatly enhance revenue drivers such as:

- **Speed of Service** - Consistent, fast, and accurate service. Faster transactions, faster employee training and faster delivery to the customer without errors.
- **Customer Loyalty** – Innovative frequency programs, exceptional convenience and a brand-building environment – creating a unique experience that compels the customer to return again and again.
- **Higher Sales Per Visit** – Intelligent upselling, multi-profit center POS, and point-of-purchase promotions – removing barriers to the sale and providing customers with greater value and a broader selection of products.
- **Order Accuracy & Loss Prevention** – Customer order confirmation, fraud detection and shrink prevention – discovering ways revenue is lost and ensuring that operators keep what they earn.

With offices around the world and a diverse partner network, Radiant is positioned to serve all your restaurant and retail technology needs.

Income Statement

Revenue (ttm):	287.47M
Revenue Per Share (ttm):	8.73
Qtrly Revenue Growth (yoy):	3.30%
Gross Profit (ttm):	135.52M
EBITDA (ttm):	36.21M



JWT Praha

Namesti I.P. Pavlova 1789/5
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<http://www.jwt.com/>

Our Role: To ensure that more people spend more time with our clients' brands.

Our Purpose: To create ideas that people want to spend some more time with.

Our Belief: The better the idea the more time people will spend with it.

JWT, the fourth largest marketing communications network in the world, has nearly 10,000 employees in more than 200 offices in over 90 countries, serving over 1,200 clients.

Since the agency's founding in 1864, passion for innovation has led JWT to invent copy and layouts, pioneer ad careers for women, produce the first sponsored TV program, develop account planning and forge the first international network. Its legacy is one of spotting the seismic shifts on the horizon and moving in with well-packaged solutions that clients can buy and use.

Today, JWT's ultimate goal is to embrace the empowered consumer - one who can opt out of commercials, self-publish on the web and download music anytime - and entice him or her to spend time with its clients' brands through big media-neutral marketing ideas.



Honeywell spol s r. o.

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www.honeywell.cz

Honeywell International Inc. operates as a diversified technology and manufacturing company worldwide. Its Aerospace segment provides turbine propulsion engines, auxiliary power units, environmental control systems, electric power systems, engine systems and accessories, avionics systems, aircraft and obstruction lighting systems, inertial sensor systems, control products, space products and subsystems, management and technical services, and landing systems for aircraft manufacturers, airlines, business and general aviation, military, space, and airport operations.

The company's Automation and Control Solutions segment offers environmental and combustion controls; sensing controls; security and life safety products and services; scanning and mobility devices; process automation products and solutions; and building solutions and services for homes, buildings, and industrial facilities.

Its Specialty Materials segment provides resins and chemicals, hydrofluoric acid, fluorocarbons, fluorine specialties, nuclear services, research and fine chemicals, performance chemicals, imaging chemicals, chemical processing sealants, fibers and composites, specialty films, specialty additives, electronic chemicals, semiconductor materials and services, catalysts, adsorbents, specialties, and renewable fuels and chemicals for various applications in the refining, petrochemical, automotive, healthcare, agricultural, packaging, refrigeration, appliance, housing, semiconductor, wax, and adhesives segments, as well as offers process technology and equipment for the petrochemical and refining industries.

The company's Transportation Systems segment manufactures charge-air systems; thermal systems; aftermarket filters, spark plugs, electronic components, and car care products; and brake hard parts and other friction materials for passenger cars and commercial vehicles industry. Honeywell International was founded in 1920, is headquartered in Morris Township, New Jersey, and employs roughly 122,000 people worldwide.

Honeywell 2009 Income Statement (NYSE: HON)

Revenue (ttm):	31.11B
Revenue Per Share (ttm):	40.96
Qtrly Revenue Growth (yoy):	2.70%
Gross Profit (ttm):	7.72B
EBITDA (ttm):	4.33B



StanleyBlack&Decker

Stanley Europe

The Stanley Works is a worldwide manufacturer of innovative and high quality hand tools, mechanic tools, fastening, storage and security systems. Brands include Stanley, Bostitch, ZAG, Mac Tools, Blick and Tona. Stanley's global headquarters are located in New Britain, Connecticut, USA. Our corporate culture is based on values and numbers. All 17.500 Stanley employees have an individual commitment to our shareholders. 20 Percent of the \$ 3 billion global sales in 2004 were generated in Europe. This result was achieved by focusing on new products, increased customer service, operating profits, branding and strong local presence. With major production units in the UK, France, Italy, Czech Republic and Poland, sales offices in most European countries and the European headquarters in Belgium, the Stanley brand has established itself as a leading European brand in terms of awareness and penetration.

Tona Stanley Czech Republic

Tona a.s. is a well-known machine tools manufacturer, which supplies world markets. Tona was founded in 1892 as an iron foundry. Since the 1950's the company developed forged production of all types of wrenches (spanners) and related machine tools. In the 1980's, Tona installed pre-roll/automatic forge equipment. In 1992, the company became part of The Stanley Works, which enables it to be also a Stanley hand tools distributor, supplying a vast array of tools to Czech and Slovak Republic markets. TONA provides mechanists with suitable tightening tools of professional quality for industrial application and the automotive repair industry. Tona offers various types of wrenches, combination wrenches, ring wrenches, hook spanners and flare nut wrenches.

The CZ facility we will visit is:

TONA, a.s.

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E-mail: info@tona.cz

Web: www.tona.cz/cesky/firma/

Adresa: Chvalovická 326, 28911 Pečky

Income Statement 2009 NYSE: SWK

Revenue (ttm):	4.09B
Revenue Per Share (ttm):	48.41
Qtrly Revenue Growth (yoy):	38.20%
Gross Profit (ttm):	1.51B
EBITDA (ttm):	629.50M



Crystal BOHEMIA

Crystal Bohemia, a.s.
Jiráskova 223
290 01 Poděbrady
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<http://www.crystal-bohemia.com/>

The joint-stock company Crystal BOHEMIA was established on 28th November 2008 in order to preserve and to further develop the tradition of lead crystal production in Poděbrady. Crystal BOHEMIA a.s. became the owner of the glassworks on 6th April 2009 and, on 21st October of the very year, it put the factory into operation again after more than 12 months lasting shut-down. Recently, it keeps about 250 employees.

The BOHEMIA Glassworks located in Poděbrady continues the heritage of Bohemian cut crystal glass. This tradition dates back to the beginning of 18th century and it has influenced the entire glass industry of the world in the course of time. We can state proudly that the Bohemian crystal glass belongs to the best that came into being in the respective sector.

The glassworks in Poděbrady is the major manufacturer of lead crystal in the Czech Republic. It ranks also with the top world suppliers of lead crystal at all. 90% of the factory output are directed to foreign markets. The blue and gold oval trade mark BOHEMIA CZECH REPUBLIC – LEAD CRYSTAL OVER 24% PbO has become synonymous with Bohemian lead crystal. It provides also customers with a guarantee of quality and combination of values by means of those the company communicates: utility, beauty and style.



Bohemian high enamel represents a real heritage of past generations: the heritage of glassmaker's craftsmanship and distinguished taste. Glass decorated by hand painting is one of the oldest decorating techniques. A plastic effect is achieved by applying multiple enamel layers. Gradually laid enamel colors are fired on, which makes this technique more elaborate. Presently a range of decorative glassware is offered in dark blue, green or ruby, to which fine enamel colors are sensitively added. In spite of their historicist character, these articles integrate well with both classic and modern home interiors.

Visitors can see the production operations. During a tour of the plant visitors can see how glass is made and the traditional decorative cutting process. The excursion also includes a visit to the company's retail outlet, where accomodating-price products can be purchased.



CORPIN

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CORPIN, a Czech advisory firm, provides corporate finance services of the highest international quality standards. The firm combines extensive knowledge of the domestic market with international experience and a business partnership with Rothschild, a leading global investment bank.

CORPIN Partners

- is built on a team of experienced professionals who have led or participated in more than 55 transactions at a total value of approximately € 14 billion
- is solely an advisory firm and is independent of any financial group
- is the exclusive agent for Rothschild on the Czech and Slovak markets
- operates pursuant to the highest international standards

Rothschild www.rothschild.com

Rothschild is a private company run by the Rothschild family and the firm's managers. As such, it shares with CORPIN a broad range of principles, advantages and, above all, a corporate philosophy, which distinguishes both enterprises from other firms in the field of corporate finance.

Rothschild, a leading international investment bank, boasts one of the longest uninterrupted histories in its business worldwide. In Europe and the world, it has for decades ranked among the largest advisory firms in the field of mergers and acquisitions. The company has long figured as a leader in a number of important sectors. Rothschild has been active on the Czech and Slovak markets since 1994 via the firm Consilium, which it co-founded, and through a regional agent.



Plzeňský Prazdroj, a. s.

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With total year sales of more than 10 million hectolitres at home and abroad and with exports to more than 55 countries worldwide, Plzensky Prazdroj, a. s., is the leading beer producer in Central Europe and the largest exporter of Czech beer. Employing roughly 2,500 people, Plzensky Prazdroj, a. s., is a member of SABMiller plc, by volume the second largest global brewing company worldwide with brewing interests or distribution agreements in over 60 countries across five continents. Pilsner Urquell, the world's first golden beer that has given its name to a whole new style of beer – Pilsner (pilsner, pils), is the international flagship of the group's brand portfolio that includes Pilsner Urquell, Master, Gambrinus, Velkopopovický Kozel, Radegast, Radegast Birell, Primus, Klasik, and Frisco.

In all our activities we seek to prevent the negative consequences that may result from the excessive or inappropriate consumption of alcoholic beverages and we help promote a responsible approach to alcohol consumption. Plzensky Prazdroj is also one of the founders of the Responsible Brewers Initiative (www.iniciativapivovaru.cz).



BIC Plzen – Business and Innovation Centre

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<http://www.bic.cz/index.php?jazyk=en>

About BIC Plzen

BIC (Business and Innovation Centre) Plzen was founded by the City of Plzen in 1992 to support the development of business innovation in the region.

It acts in the framework of the international [networks](#) supporting business and innovation and works in [partnership](#) with numerous organizations at regional, national and international level.

BIC Plzen's services are aimed primarily at SMEs (companies with fewer than 250 employees) and include, for example, support for the establishment of new hi-tech companies; assistance in developing existing firms; help with seeking and obtaining funding for development projects and involving companies in national and European programs; support for introducing innovations in companies and finding suitable partners for development, production and commercial collaborations; provision of business innovation premises and a full range of related services; and information and consultancy services for doing business in the EU.

Services:

- Assistance for businesses in obtaining grants
- Business plan consultancy
- International R&D collaboration services
- Technology transfer assistance services
- Letting of business innovation premises
- Consultancy on doing business in the EU



WOOD & Company - Prague
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About us

WOOD & Company is a dedicated Central European investment banking house with headquarters in Prague. The company was founded by Richard Wood, a senior ex-Salomon Brothers executive, in 1991. Since its establishment, the company has focused on the provision of high quality equity broking and investment banking services in Central Europe. At present, the company has offices in Prague and Bratislava and is a member of the Prague, Vienna, Frankfurt, Warsaw, Budapest, Ljubljana and Sofia stock exchanges.

Since its foundation, the firm has been the most active stockbroker on the Prague Stock Exchange, dating back to the launch of the Czech capital market in 1993. WOOD & Company executed the first transaction ever for foreign institutional investors on the Prague Stock Exchange and since then has maintained its leading position in equity broking services.

Over the past decade, the firm has expanded its scope of activities to a full range of investment banking and corporate finance services including large-scale privatization projects, initial public offerings, capital market transactions, mergers and acquisitions, fundraising, and corporate advisory services for foreign corporate clients as well as domestic issuers and institutions.

In 2001, Richard Wood decided to retire from the investment banking business in Central Europe and agreed with the local management team – consisting of Jan Sýkora, Vladimír Jaroš, Andrea Ferancová and Lubomír Šoltys – on a friendly management buy-out. All four partners have been members of the WOOD & Company team for more than 10 years and all are involved in the day-to-day management and running of the business. The dedication and commitment to business of the firm's partners is one of our key competitive advantages.

WOOD & Company aims to be the best financial services provider in Central Europe by offering its clients the firm's breadth of regional experience, capabilities, and financial resources.