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Global Agricultural Information Network

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Czech Republic

Exporter Guide

Exporter Guide

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Report Highlights:

This report is written for U.S. companies interested in doing business in the Czech Republic. It contains information on the economic situation, consumer buying patterns, and strategies for market entry. This report describes three major sectors: retail, food service, and food processing, and highlights the best high-value product prospects and key contacts.

Post:
Prague

Executive Summary:
Trade Agreements

The Czech Republic became a European Union (EU) member on May 1, 2004. Most barriers to trade in industrial goods with the EU fell in the course of the accession process. Currently the Czech Republic participates as part of the EU in the negotiations on Transatlantic Trade and Investment Partnership (TTIP). TTIP includes chapters on market access for goods, agriculture and processed agricultural products. The Czech Republic is expected to be part of the EU's majority opinion on agricultural issues under TTIP negotiations.

Economic situation

The Czech Republic's economy is growing at a 3.6 percent rate in the second quarter of 2016. The Czech Republic, and especially its capital city Prague with over 5.5 million tourists per year, offers immediate opportunities for consumer-oriented food items and ingredients, as well as longer term prospects for other food products. Agricultural imports reached value of nearly USD 9.0 billion in 2015, out of which USD 56 million was from the United States

The fastest growing component of domestic demand remained private consumption (growth of 2.6 percent), which reflects a good income situation of households under the conditions of nearly negligible inflation. Growth of government consumption reached 2.5 percent.

Standard value added tax (VAT) in 2016 remains at 21 percent and reduced VAT for foodstuffs except for essential child nutrition at 15 percent. VAT for essential child nutrition is 10 percent.

The unemployment rate is slightly above 5 percent, which is lower than two years ago, when it was over 7 percent.

Since the Czech Republic is not part of any monetary union, it is vulnerable to exchange rate fluctuations. The Czech Republic is required under the terms of its 2004 membership in the European Union to adopt the Euro, but there is no prescribed timetable nor political momentum towards adoption.

Demographic developments

The Czech Republic might seem like a small market with only 10.5 million inhabitants. However, the Czech Republic has a strategic position in the very heart of Europe and is an important component of any eastward expansion, as it can augment sales in larger markets (like Poland) with less financial resources. Its GDP per capita reached USD 26,457 in 2015.

Agricultural Trade with the U.S.

Import and Export of Consumer Oriented Agricultural Products with the United States in USD \$ mil.

	2013	2014	2015
Import from the U.S.	25,651	23,854	29,616
Export to the U.S.	11,608	12,611	10,181

Source: Global Trade Atlas

Imports from the United States consist of fish and seafood, dried fruits and nuts, beef, dehydrated products, oils, cereals etc. Exports from the Czech Republic include dehydrated products, seeds and live animals. Imports in 2014 dropped due to the unfavorable development of the exchange rate.

Food consumption

Many consumers, according to surveys, admit that the economic situation influences their purchasing decisions. Recently, consumption of several categories of food items has declined as their nominal prices grew.

Item	Consumption in kg per capita in 2014	Consumption in kg per capita in 2015
Meat total (in carcass weight)	75.9	79.3
Out of which: Pork	40.7	42.9
Beef	7.9	8.1
Veal	0.1	0.1
Poultry	24.9	26.0
Fish total	5.4	5.5
Vegetable edible fats and oils	26.9	27.0
Cheese	12.8	13.1
Eggs	14.2	14.2
Cereals (in flour, excl. rice)	111.2	113.3
Sugar	31.7	33.6
Potatoes	70.1	66.3
Pulses	2.7	3.0
Vegetables	86.4	84.8
Fruit	78.1	82.4
Spirits (40% strength, Liters per capita)	6.7	6.5
Wine (Liters per capita)	19.8	18.8
Beer (Liters per capita)	148.6	147.0

Source: Czech Statistical Office, www.czso.cz

Advantages and Challenges for U.S. Suppliers on the Czech Market

Advantages	Challenges
High quality of U.S. products and growing trend toward eating what is healthier and tastes better; an opportunity for U.S. nuts, dried fruits and meat especially	Higher competitiveness of some EU products due to elimination of tariffs between the EU and CR
Good infrastructure, importers speak good English	20 percent depreciation of CZK in the second half of 2014 and 2015 reduced purchasing power
The number of tourists and Americans living in Prague is increasing and they demand high quality U. S. food products	Relatively small volumes with high transportation costs
Willingness to try new products; innovative products and packaging increase demand	Shelf life – retailers will not list a product with a “use-by-date” shorter than 2/3 of the total shelf life and transportation takes some time
Developed distribution system, highly integrated with Germany	Negative perception of U.S. food in general (GMO, fast food, etc.)

SECTION II. EXPORTER BUSINESS TIPS

Local business customs

Food retailers have their own purchasing sections and buy products from either domestic suppliers or Czech importers. However, after the EU accession and free trade within new the EU 28, retail chains seek suppliers of cheaper and better quality products from anywhere in the enlarged EU. The Makro cash and carry chain, which operates in both retail (as many individuals are registered customers) and foodservice markets, has its purchasing headquarters outside of the Czech Republic – most carried food products are negotiated in the Makro/Metro Trading Office in the Netherlands. Purchase of fish and seafood products is done through their office in Boston. Other retail chains buy food products locally from Czech importers.

There is no U.S. retail chain in the country. In the 1990s, K-mart operated several supermarkets in the Czech Republic, and offered many U.S. food products, such as chips, sauces, baking mixes, cereals, juices, etc. At the end of that decade, K-mart was acquired by Tesco, a UK based company, which replaced many U.S. products with British brands. However, in the comparison with other retail chains from Germany or the Netherlands, Tesco still offers the most U.S. products on the market.

In order to get a new product on the shelf, retail chains ask suppliers to pay “marketing fees”. Until recently, these fees were called “listing fees”, paid once per product. Retailers have been heavily criticized for this and renamed and recalculated the fees. Now, they are called marketing fees and are calculated from a yearly turnover of each product.

Retail chains demand that shelf life of product be longer than 2/3 of its total shelf life, otherwise they do not want to list the product. For example, if chips have a 3 year shelf life, the importer has to offer it to Tesco with a viable shelf life still over 2 years.

Once the product is listed in a retail chain, the retailer is not willing to increase price of the product for a very long time, so all price vulnerability is on the importer or exporter.

General consumers tastes and preferences

The traditional Czech cuisine contains a lot of protein and saturated fat and carbohydrates, e.g. pork with sauerkraut and dumplings, etc. The changing lifestyles of Czech consumers has led to increased interest in functional and healthier food, which includes more fresh fruit and vegetables, poultry and fish, healthier alternatives of bakery products such as wholegrain and graham flour products, cereals, vegetable oils, rice and pasta.

Czech consumers are increasingly health conscious and lead ever more dynamic lifestyles. These lifestyle developments are, however, mainly a characteristic of the urban population. This change in the eating habits of consumers, along with the boom in international restaurants and bistros and the popularity of cookery programs on television, has meant that Czech consumers are increasingly experimenting with food and trying new recipes. As a result, Italian, Indian, Chinese, Thai and Greek cuisine has become increasingly popular.

Consumer Buying Habits

Consumer buying habits are moving towards higher quality/higher price items. Even though price still plays a key role for many consumers, who are buying food products based on bi-weekly retail promotional flyers, more people are willing to pay for quality.

Consumers seek convenience. Top retailers, such as Tesco, offer internet food shopping and food delivery. Besides hypermarkets, smaller size format “express stores” are becoming more popular.

The foodservice sector offers a great variety of restaurants, ranging from Michelin star top restaurants offering high price/high quality products (in large cities, mostly in the capital city Prague) to restaurants and pubs throughout the country offering typical Czech meals for around USD 4/meal.

Food standards and regulations

Please see the [Food and Agricultural Import Regulations and Standards report no. E70048](#), prepared by USEU Brussels, and accessible on-line at the [GAIN database](#).

General import and inspection procedures

All products exported to the Czech Republic must comply with EU import regulations. Complete information on EU import rules for food products may be found at:

<http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/>

For information on the tariff and [statistical nomenclature and on the Common Customs Tariff](#) please refer to the Official Journal of the European Union, Regulation (EU) No 927/2012.

Incoming goods go either to the customs storage or a freight forwarder's facility at the airport (the Czech Republic has only one international airport). Storage is carried out under the supervision of a customs officer who checks the documents and compares them with commodities. Food inspectors do not routinely check packaged foods; however, custom officers may take samples to check for ingredients. Veterinary certificates are bi-lingual and may be found at the State Veterinary Administration webpage:

<http://eagri.cz/public/web/en/svs/portal/trade-with-vet-commodities/>

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Retail Sector

An improved economic performance, together with consumers' growing willingness to spend, enabled grocery retailers to register current value growth of 4 percent in 2015, up from 3 percent in 2014 and 2 percent in 2013. Falling unemployment and real wage growth of 3 percent encouraged consumers to spend.

Consumers are demanding more fresh, organic and naturally healthy products, as well as goods based on traditional recipes. For example, the proportion of real meat in meat products such as ham is currently being carefully monitored.

Large-format stores, such as supermarkets and hypermarkets, performed well in 2015, registering a current value growth of 5 percent. Generally, consumers prefer hypermarkets and bigger supermarkets for their larger weekly grocery purchases, while smaller supermarkets and other formats are typically used for the day-to-day purchase of smaller items. The share of grocery products in supermarkets stood at 89 percent in 2015, while in hypermarkets it was 71 percent.

Food and drink internet retailing remained a very small, but rapidly growing, area. Historically, only one major player, Tesco, offered internet sales of groceries. However, there are rumors that in 2017 Ahold or Billa will launch their own internet grocery services. Local investors and financial groups launched various services at the end of 2014 and beginning of 2015, such as Rohlik.cz, Kolonial.cz, and Kosik.cz. These were launched mainly in Prague and are growing in strength. In 2015, food and drink internet retailing reached sales of USD 61 thousand.

Top retailers and their market share in percent

Retailer	Global Owner	2012	2013	2014	2015
Albert Heijn	Royal Ahold NV	11.2	10.9	14.1	14.6
Kaufland	Schwarz Beteiligungs GmbH	13.3	13.9	14.3	14.5
Lidl	Schwarz Beteiligungs GmbH	7.3	8.5	9.0	9.1
Penny Markt	Rewe Group	8.6	8.9	8.7	8.6
Tesco	Tesco Plc	9.1	8.5	8.7	8.5
Coop	Svaz Ceskych A Moravskych Spotrebnych Druzstev	6.8	6.7	7.3	7.2
Billa	Rewe Group	6.0	5.9	5.8	5.8
Globus	Globus Holding GmbH & Co	6.2	6.0	5.8	5.7
Hruska	Hruska spol sro	1.7	1.7	1.7	1.9
Tesco Extra	Tesco Plc	1.2	1.2	1.2	1.2

Source: Euromonitor

Foodservice market

Growth of the economy stimulated growth of employment and at the same time growth of real wages. Consumers with higher disposable incomes decided to spend more and this supported growth of consumer foodservice as well. Full-service restaurants, bars/pubs or self-service cafeterias benefited most from the economic growth. This is because the majority of employees are not provided lunch by their employer but are entitled to a lunch break and typically have a meal in restaurants or other consumer foodservice outlets.

Another contributing factor was growth in inbound and domestic tourists. The annual growth reached 10 percent during 2015. This was boosted by events held in the Czech Republic, examples being the IIHF ice-hockey championship and the European City of Culture hosted by Pilsen. Tourists' contribution towards growth of consumer foodservice in the country is significant. The flow of inbound tourists is likely to slow down a bit in the near future, but in the long term the growth is expected to continue. Leisure tourists tend to visit Prague and the western part of the country.

There are possible threats to the economic growth as well. In 2016, the mandatory online revenue registration may force some players out of the market and increase prices in the HRI sector. As of 2017, smoking in restaurants will also be prohibited. It's hard to assume the economic implications of this ban.

Consumer expectations and preferences for foodservice are changing. Despite still being tied to traditional beer culture and food that combines well with beer, there is a visible trend towards higher quality dining. Some consumers prefer restaurants with more sophisticated chefs and menus, which focus on better tasting food made from fresh ingredients rather than prepared meals.

Several concept businesses were launched with regard to this trend among full-service restaurants and pubs. Among them is the local concept Svejtk Restaurant or the beer and food pub concept Potrefena Husa. Thanks to these and to the overall macroeconomic trends, full-service restaurants grew by 4 percent in current value terms during 2015, which was unprecedented growth since 2007.

This trend is also supported by foreign influence. Craft beer places, locally called "beer bars," and gourmet burger places are also expanding in the Czech Republic. These global influences go well with traditional Czech fare and with customers' meal expectations. Expansion of craft beer and gourmet burger places accelerated during 2014 and 2015. Typically, individual independent outlets are being

opened. The impact is strongest in Prague, in other cities they pose only an emerging niche. There is an opportunity for imported U.S. craft beer.

Growing numbers of consumers search for healthier food and shift from the traditional culture of beer and heavy meals. This group is still relatively small, but growing. These consumers seek alternatives, even if not for everyday dining. Preferred healthier alternatives include fresh meals, like juices or smoothies, or meals containing more vegetables and fruits. Another example could be in meat preparation, which is moving away from frying, the traditional preparation in the countryside.

U.S. food products (beef, fish, frozen desserts, and wine) are becoming increasingly popular, especially in more upscale restaurants in Prague and other large cities. Demand for high quality coffee is rising and there are several coffee shop chains, including Starbucks, that are quite successful in large cities.

Some U.S. cooperators (non-profit U.S. agricultural export-oriented organizations) are active in the Czech Republic. For example, in March 2015, two cooperators held marketing activities in the Czech Republic. California Wine Institute, with support from FAS Prague, organized a major wine tasting event for hotels, restaurants, importers and media. The U.S. Meat Export Federation participated in U.S. beef presentation and tasting at an important gastro event in Prague.

Brand Shares in percent in Chained Consumer Foodservice

Company	Global Brand Owner	2012	2013	2014	2015
McDonald's	McDonald's Corp	36.8	37.0	37.7	36.7
KFC	Yum! Brands Inc	15.8	16.0	16.3	16.1
Starbucks	Starbucks Corp	2.4	3.0	3.3	4.1
Agip Piazza	ENI SpA	2.5	2.3	2.3	3.1
Ikea Restaurant	Inter Ikea Systems BV	2.7	2.8	2.8	2.7
Potrefena Husa	Molson Coors Brewing Co	2.3	2.5	2.6	2.5
Viva	OMV Tankstellen AG	2.7	2.5	2.5	2.5
Costa Coffee	Whitbread Plc	1.7	2.0	2.0	2.1
Minit	Aryzta AG	-	-	-	2.1
Svejk Restaurant	Daos Plus sro	3.0	2.9	1.9	2.0
Paul	Holder, Groupe	1.5	1.7	1.8	1.9
Tchibo	Tchibo GmbH	1.6	1.6	1.9	1.9
Shell Select	Royal Dutch Shell Plc	1.9	1.7	1.7	1.6
Subway	Doctor's Associates Inc	1.3	1.2	1.3	1.5
Hard Rock Café	Hard Rock Café International Inc	1.4	1.4	1.4	1.4
Burger King	Restaurant Brands International Inc	-	-	1.4	1.4
McCafé	McDonald's Corp	1.2	1.3	1.3	1.3
Minit Caffé	Aryzta AG	-	-	-	1.1
Fruitissimo Fresh Bar	Advanced Retail New Benefit sro	0.7	0.7	1.0	1.1
Cross Cafe	Cross Cafe Original sro	0.8	0.9	1.0	1.1
Pilsner Urquell Original Restaurant	SABMiller Plc	1.1	1.1	1.1	1.0
Bageterie Boulevard	Crocodile CR spol sro	0.7	0.8	0.8	1.0
Ugo Juice Bar	Kofola CeskoSlovensko as	0.3	0.2	0.9	1.0
Pizza Coloseum	Coloseum Restaurants sro	0.7	0.7	0.7	0.7
Ambiente Restaurants	AMBI CZ sro	0.7	0.6	0.7	0.7

Cafe Coffee Day Emporio	Amalgamated Bean Coffee Trading Co Ltd	0.8	0.8	0.7	0.6
The Pub	The Pub Franchising sro	0.7	0.7	0.7	0.6
Satlava	3E Projekt as	0.7	0.5	0.6	0.5
Coffeeshop Company	Schärf Coffeeshop GmbH	0.6	0.6	0.6	0.5
Hooters	Hooters of America Inc	0.3	0.3	0.4	0.4
Fornetti	Fornetti Kft	2.2	2.2	2.1	-
Paneria	European United Bakeries of Luxembourg SA	3.1	3.1	1.2	-
Fornetti Cafe	Fornetti Kft	1.0	1.0	1.1	-
Burger King	Burger King Worldwide Inc	1.3	1.3	-	-
Mangaloo Fresh Bar	Mangaloo Fresh Bar sro	0.5	0.7	-	-
Coffee & Co	Restaurant System & Management sro	0.6	-	-	-
Total	Total	100.0	100.0	100.0	100.0

Source: Euromonitor

Food Processing

Food and beverage production is an important branch of the Czech processing industry with its share on GDP around 2.5 percent. The most important sectors include meat production (almost 23 percent share on food production), dairy production (18 percent) and milling and bakery production (15 percent). Other sectors include fish canning, fruit and vegetable canning, production of oils and fats, and beer production. There are over 8,000 food and 1,100 beverage production plants with a turnover of USD 9.5 billion in 2015 in the food sector and USD 2.3 billion in 2015 in the beverage sector.

In the 1990s, foreign retail chains purchased local retailers and created large chains with high market shares, which created a big pressure on domestic food suppliers that were usually small and underfinanced. In order to get local food and beverage products on the shelves into the international chains (Tesco, Ahold, Spar, Lidl etc.), producers had to lower their prices to minimal levels and pay “listing fees” for getting their products into these stores. At the same time, food processors were buying ingredients from Czech farmers, sometimes at a higher price level than in the neighboring countries. Under these conditions it was difficult for many food processors to survive. They replaced high quality ingredients with low quality, low cost ingredients; for example, U.S. almonds were replaced by cheaper supplies. Another pressure on domestic producers was the necessity for major investments in equipment and technology in order to meet high hygienic requirements of the EU prior to Czech’s EU accession in 2014. Many food producers left the market. There are not as many foreign investors in the Czech food processing as there are in the retail sector (Phillip Morris and Danone to name a few examples). In the past years the trend has turned toward the vertical integration and strong Czech agribusinesses, Agrofert and Agropol, purchased many meat and dairy plants and have heavily invested in these industries. The Ministry of Agriculture supports domestic production by labeling Czech-origin products with a label “Klasa” or “Regional Product”. These brands are well known among Czech consumers. Although domestic ingredients hold the largest share of this market, a significant share of ingredients is imported. About a third comes from Germany, then from Poland and Slovakia. Among imported items are fats and oils, pork, poultry, beef, cheese, chocolate, dried fruit and nuts, and various baking ingredients and mixes. Best prospects for the U.S. suppliers into this sector include cooking oils, baking mixes, dried fruit and nuts (raisins, cranberries, nuts), dehydrated products, and juice concentrates.

Food ingredients are usually bought by importers specialized on certain commodities, such as dried fruit and nuts. The importers then deliver imported products to processors. Larger processors have their own import departments.

SECTION IV: BEST HIGH-VALUE PRODUCT PROSPECTS

The following high value products are considered to have good market prospects:

Dried fruits and nuts (almonds, raisins, prunes, pistachios, pecans, peanuts)

Fresh beef

Various mixes and ingredients (e.g. for ice cream, baking ingredients)

Frozen fish fillets

Fresh fish (lobster, scallops)

Frozen juice

Alcoholic beverages (distilled liquor, wine, alcohol mixtures for cocktails)

Specialty organic products

Pet food

SECTION V: KEY CONTACTS AND FURTHER INFORMATION

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APPENDIX - STATISTICS

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%)	USD 8.9 Bill/0.6 %	
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (%)	USD 4.5 Bill/0.6%	
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%)	USD 192 Mill/6.6%	
Total Population (Millions) / Annual Growth Rate (%)	10.5 Mill/0.1%	
Urban Population (Millions) Annual Growth Rate (%)	7.9 Mill/0.3%	
Number of Major Metropolitan Areas	14 regions	
Size of the Middle Class (Millions) / Growth Rate (%)	4.5 Mill	
Per Capita Gross Domestic Product (U.S. Dollars)	USD 17,515	
Unemployment Rate (%)	5.21%	
Per Capita Food Expenditures (U.S. Dollars)	USD 1,540	
Percent of Female Population Employed	80%	
Exchange Rate (2016)	USD 1=25.90	

Source: Global Trade Atlas and FAS data

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

HTS Number	Item (value in USD million)	Total imports (2014)	Imports from the U.S (2014)	Total imports (2015)	Imports from the U.S. (2015)
0201	Beef, fresh	117	3.2	106	2.7
0303	Fish, frozen, excl. fillets	20	0.8	17	0.5
0304	Fish fillets, chilled or frozen	86	9.2	82	15
0802	Nuts	72	25.6	69	24
080620	Grapes, dried	14	4.1	13	2.1
1005	Corn	67	0.5	59	0.3
1006	Rice	61	0.5	54	0.7
2106	Food preparations, nonspecific.	330	17.9	281	14
2204	Wine	193	20.8	170	0.7
2208	Spirits and liqueurs	142	13.9	140	11.6

Source: Czech Statistical Office

Note: The U.S. share on total import does not always reflect real numbers as transshipments through Germany and Netherlands are not included.

The highest growing imports from the U.S. include these commodities – **in USD million:**

TABLE C. TOP SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

Total exports of consumer-oriented products Czech Republic

Partner Country	United States Dollars		
	2013	2014	2015
World	4,633,448,979	4,789,286,310	4,503,876,326
Poland	666,266,411	799,512,814	977,038,496
Germany	1,204,276,345	1,184,720,365	947,304,262
Netherlands	536,519,360	541,839,234	530,177,342
Slovakia	467,392,542	431,828,393	361,370,353
Spain	311,501,512	312,823,227	308,103,748
Italy	226,838,670	211,066,317	214,474,185
Belgium	178,543,081	194,213,112	175,960,479

France	177,491,275	185,885,966	159,518,333
Austria	169,940,981	176,499,403	159,471,683
Hungary	121,236,159	123,222,806	111,344,232
Denmark	79,861,716	87,850,399	74,662,227
United Kingdom	39,971,945	52,202,459	46,013,273
China	41,193,606	43,838,732	37,289,367
Not Determin Intra EU Trade	40,582,557	45,889,645	37,218,651
United States	25,651,707	23,854,160	29,616,284
Greece	28,437,892	29,112,117	23,277,029
Ireland	19,719,643	28,008,827	22,318,264
Turkey	26,781,957	28,264,277	19,922,154
Georgia	13,102,741	17,049,489	17,721,564
Vietnam	16,450,250	16,570,580	15,357,768
Brazil	17,005,698	15,902,937	14,158,392
Lithuania	11,992,152	15,654,201	13,819,025
Sweden	7,051,478	12,524,450	13,422,888

Source: Global Trade Atlas

Export of consumer-oriented products from the United States to the Czech Republic

Commodity	Description	United States Dollars		
		2013	2014	2015
Consumer-Oriented		25,651,707.00	23,854,160.00	29,616,284.00
03	Fish, Crustaceans & Aquatic Invertebrates	8,112,872.00	6,608,464.00	12,669,660.00
08	Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	12,102,520.00	12,456,710.00	11,888,099.00
13	Lac; Gums, Resins & Other Vegetable Sap & Extract	2,232,796.00	1,263,564.00	1,569,949.00
10	Cereals	543,205.00	939,102.00	1,070,722.00
05	Products Of Animal Origin, Nesoi	1,013,939.00	1,088,881.00	971,402.00
12	Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	846,233.00	652,053.00	870,165.00
01	Live Animals	461,830.00	527,540.00	363,756.00
07	Edible Vegetables & Certain Roots & Tubers	112,176.00	114,200.00	72,386.00
09	Coffee, Tea, Mate & Spices	144,378.00	92,832.00	72,069.00
11	Milling Products; Malt; Starch; Inulin; Wht Gluten	52,079.00	83,134.00	64,634.00

06	Live Trees, Plants, Bulbs Etc.; Cut Flowers Etc.	24,748.00	19,914.00	1,412.00
04	Dairy Prods; Birds Eggs; Honey; Ed Animal Pr Nesoi	3,503.00	1,596.00	1,232.00
14	Vegetable Plaiting Materials & Products Nesoi	1,428.00	6,171.00	799.00

Source: Global Trade Atlas