

TRANSCO



**Česko-kazašské podnikatelské fórum
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www.transco.eu

TRANSCO BOHEMIA S.R.O.



- › Serving the European market since 1970 (Germany, Switzerland)
- › 1994: Transco Bohemia opens in Decin (later in Prague and Olomouc)
- › Offices open in Kiev in 2005 and in Jekaterinburg in 2010 (operations now suspended at both)

- › **2010: First contact with Kazakh partners**
- › Open discussion about cooperation opportunities
- › Follow-up visits to Astana and Almaty for meetings with partners, new contacts established
- › Good equipment
- › Good potential
- › Questions remained

- › **2021: Second visit to Kazakhstan**

- › Big changes, more transparency, more open and free trade opportunities
- › We open an office in Astana and start doing business
- › Since then, we have organized a number of transports from the EU to Kazakhstan, mainly:
 - industrial units
 - building materials
 - pharma
 - agricultural machines

- › Overall experience doing business in Kazakhstan has been quite good.
- › Everyday challenges are much the same as at the start of any endeavor
 - Staff training / experience
 - Bureaucracy
- › We are in the ports of Aktau and Kuryk (transport via Baku or Georgia)
- › Exploring additional alternative routes for transport