

Birgit Reiter-Braunwieser
Dana Höller-Lipkova
June 2020

#Business Location Austria

ABA - Who we are

Austria's federal consulting company for international investors

Free of charge assistance and information

All sectors and all type of companies

30 experienced employees

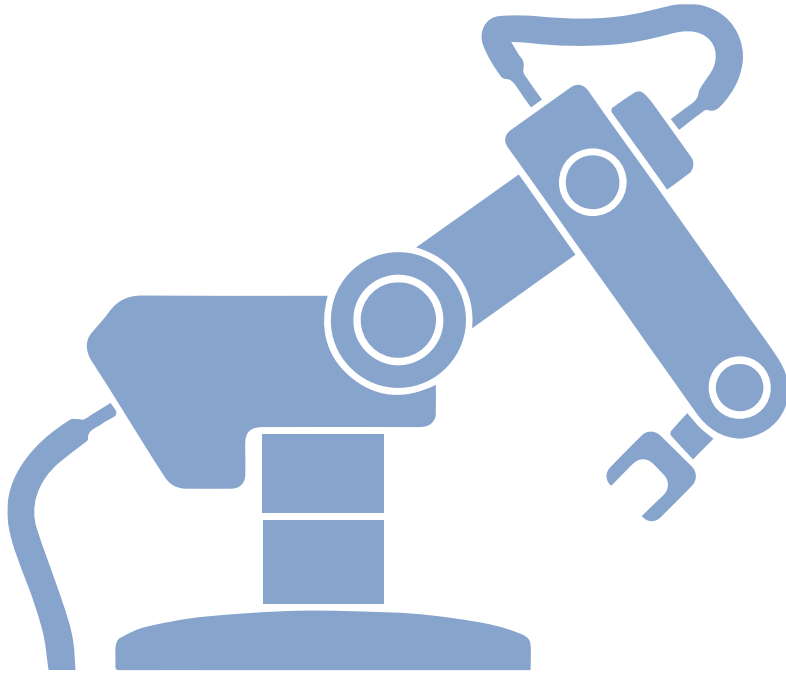
International network

Strong collaboration with regional agencies



Austria is a strong industrial location

As a percentage
of GDP 2019



Industry: 29 %



Tourism: 15 %

Top 5 industry sectors



Machinery
23,3%



Electro /Electronics
10,9%



Vehicles
9,3%



Chemicals
9,2%



Food
6,2%

Which German-speaking city has the largest student community?



Berlin 5%

192,100 students
3.6 m. inhabitants



Munich 8%

127,500 students
1.6 m. inhabitants



Vienna 10%

191,900 students
1.9 m. inhabitants

Do you know
Austrian
Companies
?

Hidden Champions

- among top 3 in the global market
- or number 1 in Europe
- Annual turnover below 3 billion €
- HQ in Austria
- Barely known in public (niche products, mostly B2B)
- Privately owned



200 Austrian Hidden Champions w/ annual Sales < 200 Mio €

& **65** World & European Market Leaders w/ Sales > 200 Mio €

Rosenbauer

world's leading manufacturer of systems for firefighting & disaster protection;

Staff: > 3,500

Sales network in >100 countries

Sales worldwide: 909 Mio €



Blum

one of world's leading manufacturer of furniture fittings;
Staff: 6,000 in Austria & 8,000 worldwide
Sales worldwide: 1.8 b. €.



Frequentis

world leading manufacturer of communication & information systems for mission critical applications (civil aviation, defense, public safety, maritime & public transportation markets);

represented: > 50 countries

staff: 1,800 (mostly in Vienna)

Sales: 294 Mio €



ABA

Invest in
Austria

Foreign companies are important

3.4 % of companies

21.0 % of employees

28.5 % of personnel costs

29.6 % of production value

42.1 % of R&D staff

53.1 % of R&D expenditures

BMW

Every second BMW and MINI is powered
by an engine made in Austria



Why Austria?

Five reasons for international companies



Market: Austria as test market for the DACH region; strong B2B as well as B2C market



Framework conditions



Qualified & flexible employees



Innovative technologies & competitive business environment



Finance & Support

Strong purchasing power

2019



EU: 100



Austria: 128

Your Ideal Access to German Speaking Markets



100 m.
German
speaking
consumers

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Framework conditions: Stability, security, legal framework, efficient public administration



Qualified & flexible employees



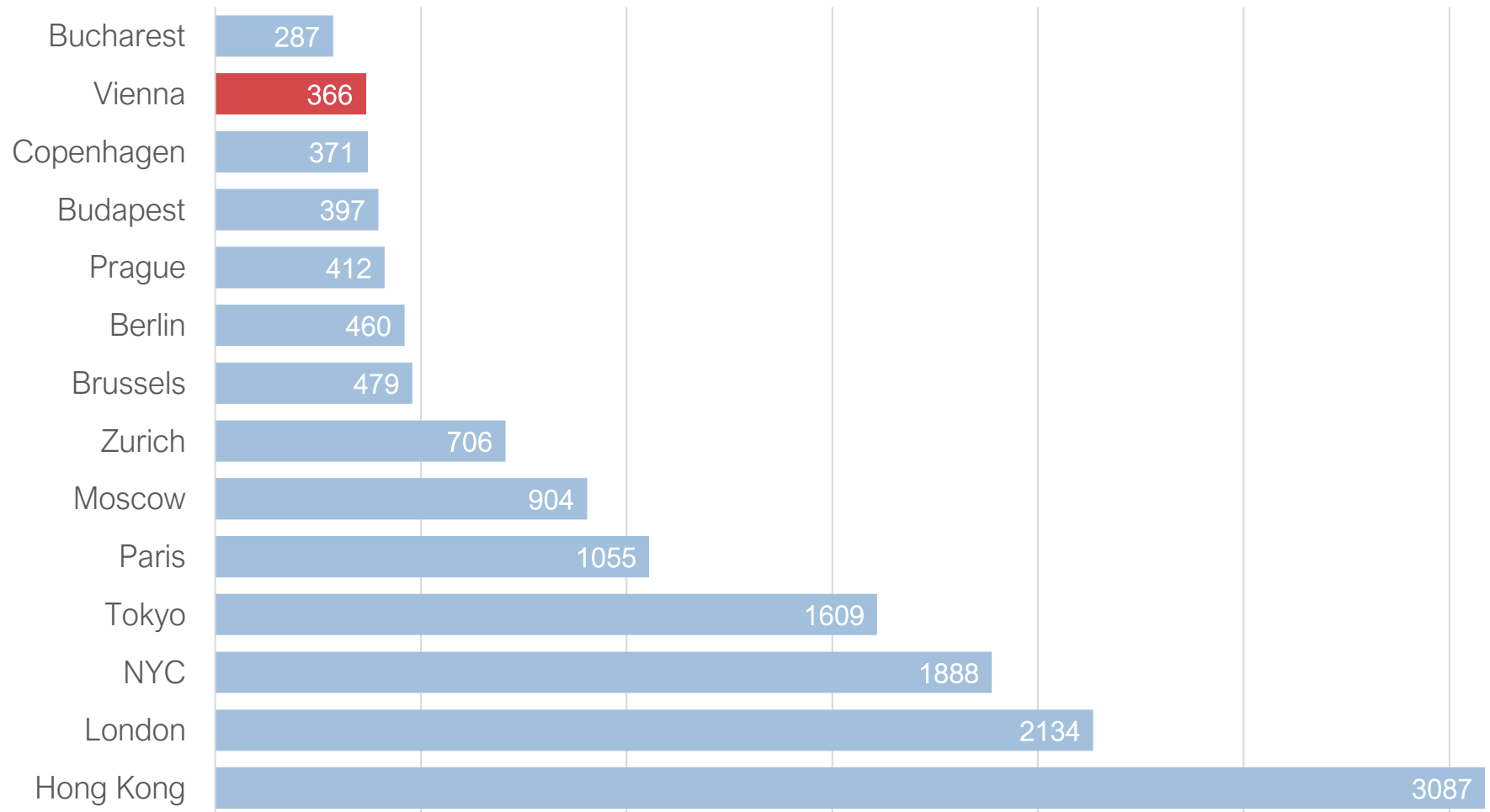
Innovative technologies & competitive business environment



Finance & Support

Affordable offices

Total occupation costs/m² per year in EUR



Investor-friendly tax system

- Corporate tax rate: 25%
- Modern group taxation
- Tax premium for R&D: 14%
- No trade tax
- Double taxation treaties



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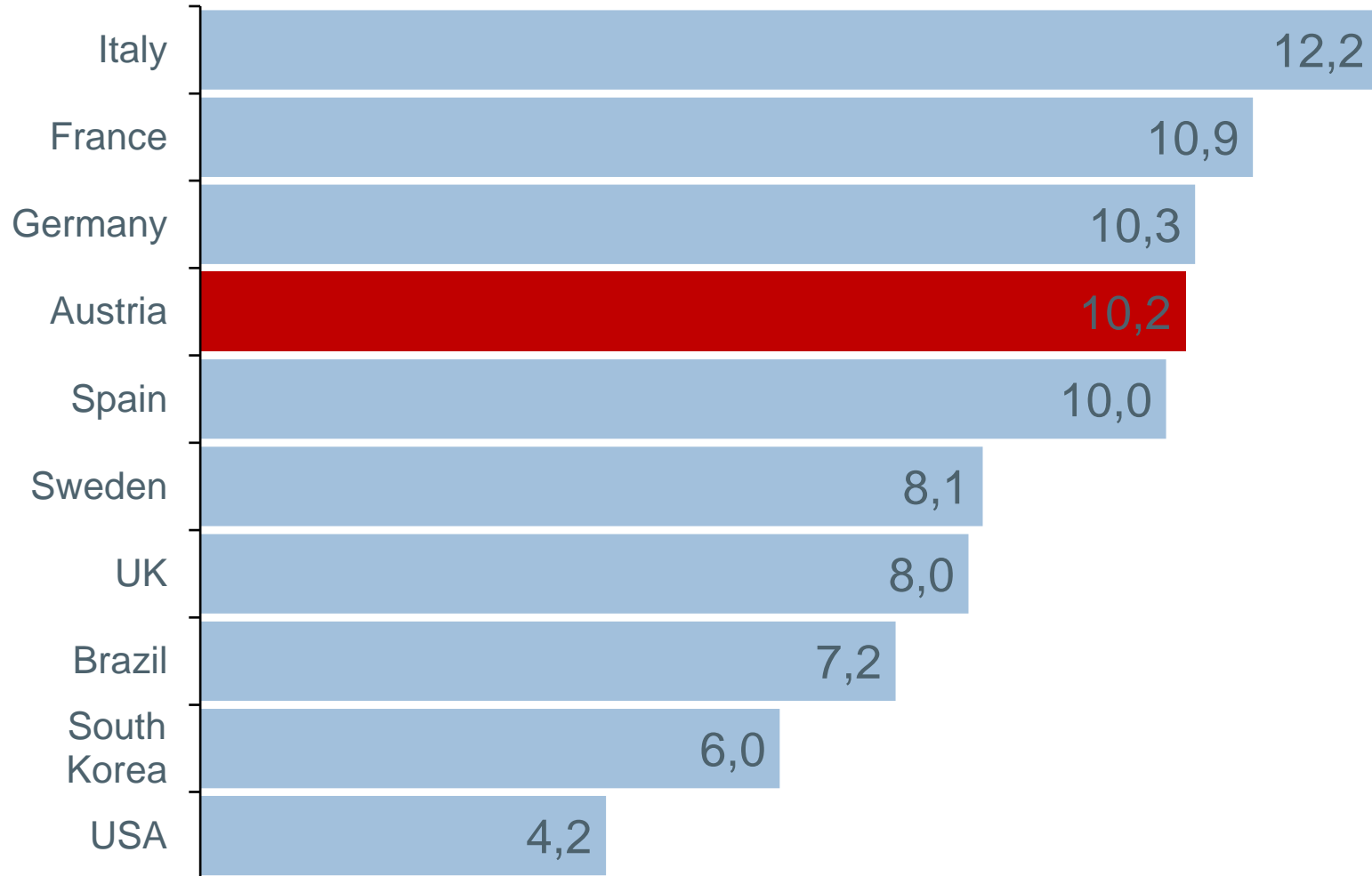
Talent: qualified and productive personnel

- Productivity 16% above EU average
- Motivation rank 4 worldwide
- Dual education: apprenticeship
- Vocational schools (HAK, HTL unique to Austria)
- Dense network of 12 private and 22 public universities
- Modern and flexible labour law



Median employee tenure

In years



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Support

Austria invests in innovation

Increase of R&D expenditures 2000 - 2017



EU: +16%



Austria: +66%

Funding for R&D – Unique!

Direct incentives

Mixture between cash grants and subsidized low interest rate loans

→ project-based

→ up to 60%

Indirect incentive: Research Premium

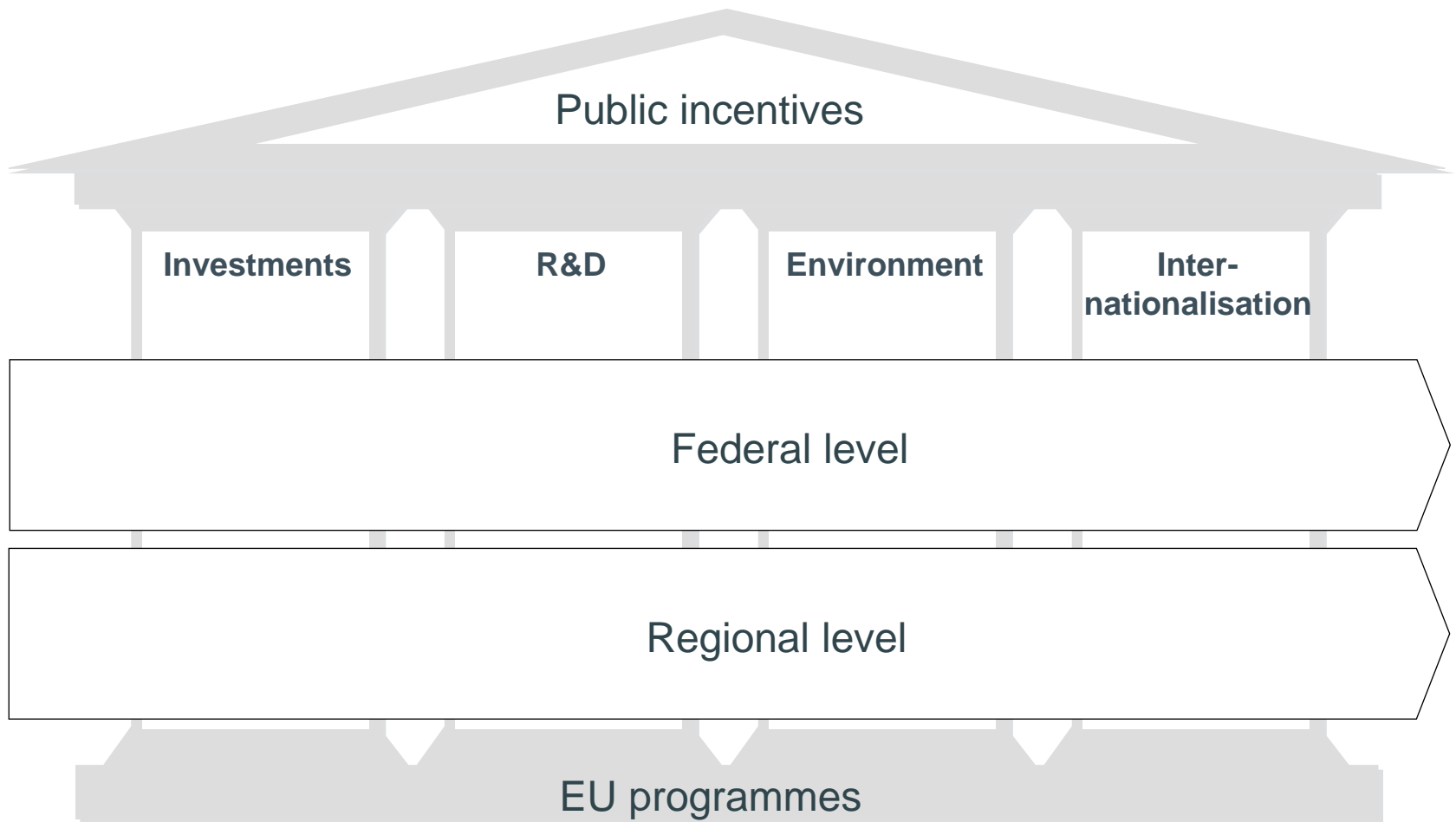
Tax credit: 14%

Costs of staff and material for in-house research or outsourced to Austrian research institutes

Expert opinion by FFG required

For any company!

The columns of the Austrian funding scheme



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Financing & Support

ABA offers fast, non-bureaucratic consulting and services – free of charge

First Contact

General information on Austria

Market data

Legal and fiscal framework

Fact-finding missions

Evaluation

Regulations and labor costs

Site selection

Real estate

Consulting on subsidies

Trade licence

Implementation

Useful contacts

Assistance in obtaining federal subsidies

Assistance with permits

Ways to find personnel

...for all sectors and types of business from commercial to R&D!

ABA – Your Personal Guide to the Business Location Austria

Birgit Reiter-Braunwieser
Director Central and Eastern Europe
Tel.: +43-1-588 58-52
b.reiter-braunwieser@aba.gv.at



Dana Lipkova
International Advisor Slovakia
Tel: +43 699 18 212 416

