



AUSTRIA NEWS

ADVANTAGE AUSTRIA **LAGOS**

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EDITORIAL

Dear Partners and Friends,

I hope you had a joyful Christmas Season and a good start into the New Year! We have gotten busy immediately after the holidays with the preparation of a number of commercial events for 2017.

In February, West Africa's foremost construction exhibition "AfricaBuild" – will take place in Lagos and we will participate again with an Austrian Stand consisting of seven companies. You find details on them in this issue of AustriaNews. Should you be interested in meeting with any of them individually or want to be personally introduced by us, please contact us at lagos@advantageaustria.org.

Despite the challenges the Nigerian economy is facing, the construction industry is still doing fairly well. We will therefore focus some of our activities this year on this sector, especially since Austrian companies are global leaders in a range of construction machineries and materials.

Right after the "Africa Build", we will commence preparations for a Trade Mission of Austrian companies to Ghana. A separate issue of AustriaNews dedicated to this event will follow.

Our aim is to intensify our contacts and networks in all of the fourteen West and Central African countries that we cover and we will endeavour to visit as many of them as possible throughout the year.

We would like to encourage you to contact us if and when you are looking to acquire machines, materials or know how from abroad. We are confident that in most cases we are able to put you in touch with a reliable high quality Austrian partner.

We look forward to meeting you and working together with you and hope to see you at the AfricaBuild!

Best regards,

Nella Hengstler
Commercial Counsellor
Austrian Embassy Nigeria – Commercial Section Lagos



AFRICABUILD LAGOS

BUSINESS OPPORTUNITIES

AFRICABUILD LAGOS 2017: 14.-16. FEBRUARY

AfricaBuild Lagos 2017 will bring together Africa's key construction professionals with international manufacturers and suppliers from around the world. The event is the premier international construction event in West Africa which was started in 2016. This year's event will see Austria being represented with a group exhibition of seven Austrian companies.



Further details about the event may be found on the AfricaBuild [website](#). Registrations for the event can be done via the following [link](#).

Please find below the Austrian exhibitors. Should you be interested in meeting with any of them, please contact us via lagos@advantageaustria.org

AME GmbH

Wirtschaftspark 44

8530 Deutschlandsberg

W www.ame.at

Contact person: Mr. Leonhard Lückl

M +43 676 830 58 304

E l.lueckl@ame.at

Looking for: End Customers



© AME GmbH

AME is one of the leading manufacturers in Europe of machinery and equipment for the production of concrete hollow block stones, paving stones and curb stones. AME provides stationary and mobile equipment with various output options.



© AME GmbH

AME also offers machines for "green products", like machinery for the production of ecological wood concrete blocks or ICB - Insulated Concrete Blocks - for minimization of heating/cooling and electricity costs.

AME is the best partner for concrete stone production equipment and offers complete solutions tailored to customer's needs, from entry level to high-performance machines; from planning to completion of the production facility.

AME is looking for end customers who want to manufacture different products in the dry concrete sector.

AFRICABUILD LAGOS

BUSINESS OPPORTUNITIES

DOKA GMBH

Josef Umdasch Platz 1

3300 Amstetten

W www.doka.com

Contact person: Ms. Andrea Okafor

M +234 903 643 3231

E andrea.okafor@doka.com

Looking for: End customers



©Doka GmbH

Doka is a global leader in the development, manufacture and distribution of formwork technology used in all fields of the construction industry. With more than 160 sales and logistics facilities in over 70 countries, the Doka Group's highly efficient distribution network ensures that equipment and technical support are provided swiftly and professionally. In 2011, Doka Nigeria was established to supply the Nigerian and West African construction industry. One of Doka Nigeria's flagship projects is the new Calabar International Convention Centre (CICC) in Nigeria's Cross River State. The architectural design of this iconic building was a welcome challenge for Doka that enabled them to showcase their full range of capabilities.



©Doka GmbH

EVG GMBH

Gustinus-Ambrosi-Straße 1-3

8074 Raaba

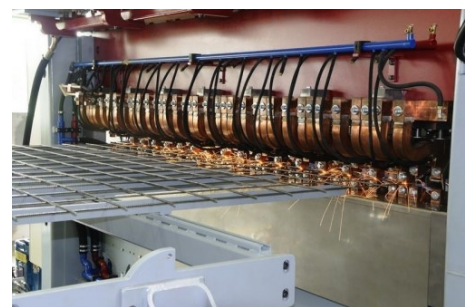
W www.evg.com

Contact person: Mr. Andreas Zach

T +43 316 4005 712

E andreas.zach@evg.com

Looking for: End customers



©EVG GmbH

EVG is a leading global manufacturer of machinery and plants for the production of welded wire mesh and concrete reinforcing bars since 1949. EVG plants are tailored to meet customer-specific requirements and offer numerous technical solutions. Wire mesh can be produced in all diameters on EVG machinery.

EVG is seeking end customers in the construction industry as well as contacts in steel trading firms and steel wire processing factories.



©EVG GmbH

AFRICABUILD LAGOS

BUSINESS OPPORTUNITIES

LiSEC AUSTRIA GMBH

Peter-Lisec-Straße 1

3353 Seitenstetten

W www.lisec.com

Contact person: Mr. Florian Batik

M +43 664 847 78 01

E florian.Batik@lisec.com

Looking for: End customers



© LiSEC GmbH

LiSEC has been a global leader in the production, processing and refining of flat glass for over 50 years and has completed several prestigious projects since its market entrance in Nigeria. LiSEC's services start from technical logistics advice and go all the way to the delivery of top quality glass products. In the construction of the 75m high Nestoil Tower in Victoria Island, Lagos, Lisec's sun protection coating technology was used. Apart from development and production of glass cutting and sorting systems, LiSEC manufactures individual components as well as entire production lines for the production of insulated and laminated glass as well as machines for the processing of glass edges and tempering systems.



© AC Lagos

RINGER KG

Römerweg 9

4844 Regau

W www.ringer.at

Contact person: Ms. Galina Petzl

M +43 664 8838 0960

E galina.petzl@ringer.at

Looking for: Distribution partners



© Ringer KG

Ringer is a leading Austrian developer, producer and distributor of formwork and scaffolding systems. For decades Ringer has been a reliable supplier to the construction industry worldwide. Ringer scaffolding and formwork systems guarantee construction safety, high quality materials and maximum precision in workmanship. Ringer continually develops their products further according to the highest standards in the construction industry.

AFRICABUILD LAGOS

BUSINESS OPPORTUNITIES

RUBBLE MASTER HMH GMBH

Im Südpark 196

4030 Linz-Pichling

W www.rubblemaster.com

Contact person: Mr. Christian Windhager

M +43 664 1544304

E christian.windhager@rubblemaster-africa.com

Looking for: End customers

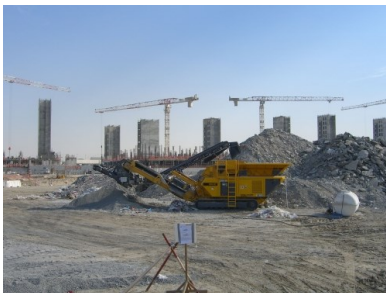


© Rubble Master GmbH

Rubble Master has been producing mobile compact crushers for more than 25 years. The Austrian company's compact crushing systems provide cost-effective solutions for recycling building rubble.

Rubble Master compact mobile crushers are ready for immediate deployment wherever they are needed and provide excellent performance for the recycling of construction rubble, concrete, bricks etc. Rubble Master machinery also processes natural stone cost-effectively and environmentally friendly.

Rubble Master is looking for direct customers.



© Rubble Master GmbH

SIHGA GMBH

Gewerbepark Kleinreith 4

4694 Ohlsdorf,

W www.sihga.com

Contact person: Mr. Eldin Dino Hamidovic

M +43 664 885 163 45

E e.hamidovic@sihga.com

Looking for: Distribution partners



©SIHGA GmbH

SIHGA is recognised as the largest specialist in fastening technology for the timber construction industry. SIHGA constantly develops new product innovations and holds many patents. This makes the SIHGA brand the preferred choice for many industrial/commercial users and dealers in the premium timber construction sector.

The company is seeking innovative timber construction systems partners for system distribution.



©SIHGA GmbH

NEWS FROM AUSTRIA

VIDEO: SURPRISINGLY INGENUOUS GLOBAL EXPERTS

Skiing, classical music and Apfelstrudel are some of the things that come to mind when most people think about Austria. Accurate as this may be, there is so much more. Some of the world's best known engineering and machinery technology comes from Austria.



© Doppelmayr GmbH

Did you know that the Austrian company Doppelmayr Seilbahnen installed Africa's longest cable car system at the Obudu Mountain Resort in Nigeria's Cross River State? The world's longest single-section cable car was installed in Vietnam by the same company.

See how surprisingly ingenious Austrian companies are and the technologies the country exports in this new short [video](#).



© AVL GmbH

2017 MIT Europe Conference in Vienna: 29-30 March

Leading researchers from the Massachusetts Institute of Technology (MIT), arguably the world's most renowned scientific institute, will gather at the Austrian Federal Economic Chamber's (WKO) headquarters. For two days Vienna will once again be the spotlight of discussions about state-of-the-art technologies, brand new innovations, and international trends that will disrupt the current status quo in our business world. 'Mind the Gap – Technological Leaps vs. Strategic Steps' is the title of the 2017 MIT Europe Conference. It was carefully chosen to illustrate the unparalleled impact of today's accelerated technology developments on business's strategic plans.



Be part of the event to learn more about how your company can keep up with the high pace of technological evolution. Meet and discuss hot topics with MIT's experts at the conference and be an early adopter and benefit from first-hand knowledge.

Please visit the [event page](#) for additional information, or [register](#) directly to attend the 2017 MIT Europe Conference.



LOCAL NEWS

BENE - EXQUISITE FURNITURE COMPANY TO FURNISH ONE OF GHANA'S BIGGEST BANK PROJECTS

Bene, an Austrian manufacturer and global supplier of high end, high quality office furniture has been successfully active in Africa for over three decades.



©Bene GmbH

Recently, Ghana has become a new important market for Bene products. After a one year phase of intensive consulting services, Bene was able to land a particularly large project at the end of 2016 — the Ecobank Ghana. Ecobank, headquartered in Togo, is the largest African bank with presence in 34 African

countries and 20,000 employees. Bene will be furnishing the 12-floor headquarters of Ecobank in Ghana, supplying furniture to provide a comfortable and esthetic working environment for hundreds of employees.

For further information, please visit their [website](#).



©Bene GmbH

NEW AUSTRIAN FOREIGN TRADE REPRESENTATIVES IN GHANA

We are happy to introduce to you the new Austrian Foreign Trade Representatives in Accra, Ghana.

The Austrian couple Martin and Rosemary Orthner, both architects have lived and worked in Ghana for over 10 years. As the Austrian Foreign Trade Representatives in Ghana, the Orthners will be working together with the Commercial Section of the Austrian Embassy in Lagos in assisting Austrian companies in doing business in Ghana.

The Orthners own the company Orthner Orthner & Associates (OOA), which has executed

projects for international organisations like the World Bank, IWF, Oracle and Google in Ghana. OOA's works and achievements have recently been featured on CNN's Inside Africa.

Please visit the OOA's [website](#) for more information.



©Orthner Orthner & Associates

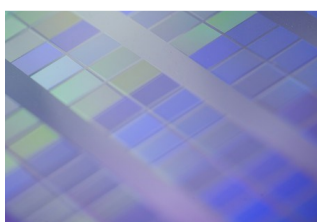


USEFUL LINKS

AUSTRIAN BUSINESS AGENCY - INVEST IN AUSTRIA

The Austrian Business Agency (ABA) is the Austrian Investment Promotion Agency and the first point of contact for foreign investors interested in Austria. The services provided by ABA are free of charge and consist of tailor-made information, support and consulting services. See details on ABA and how to start a business in Austria [here](#).

AUSTRIA'S HIDDEN CHAMPIONS



Download our FRESH VIEW magazine on [Austria's Hidden Champions](#) to learn more about globally successful companies you probably didn't know were Austrian.

For a full list of available FRESH VIEW magazines, please visit our [website](#).

EVENT CALENDER

FEBRUARY 2017

11. - 13.2. Visit of the Commercial Attaché to Yaoundé and Douala, Cameroun and Libreville, Gabon

14. - 16.2. Austrian Group Exhibition at [AfricaBuild](#), Lagos, Nigeria

MARCH/APRIL 2017

26.3. - 1.4. Austrian Trade Mission to Ghana and Côte d'Ivoire

SEPTEMBER 2017

24. - 29.09. Austrian Trade Mission to Nigeria and South Africa

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ADVANTAGE AUSTRIA, with its network of foreign trade offices, is the Foreign Trade Promotion Organisation of the Austrian economy. Under the auspices of the Austrian Federal Economic Chamber, ADVANTAGE AUSTRIA is Austria's largest service provider and driver of all international economic activities. ADVANTAGE AUSTRIA acts as an official lobby, representing the interests of its Austrian members both at home and abroad.

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