



AUSTRIA NEWS

ADVANTAGE AUSTRIA **LAGOS**

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 **ADVANTAGE
AUSTRIA** 

EDITORIAL

Dear Partners and Friends,

Welcome to yet another edition of Austria News! We see the current difficult economic situation in Nigeria, where most of our activities are focused, as an opportunity. This could very well be the turning point for Nigeria towards a more diversified value added economy. Austria wants to be part of this industrial diversification. The Nigerian government's focus on infrastructure and capital expansion projects is an encouraging sign. President Buhari's anti-corruption stance builds investor confidence. The Nigerian market with its huge size and favorable demographic is too important and promising to be ignored. This is why we are yet bringing another Austrian Business Delegation to Lagos at the end of November. You can find details on the individual participants inside this edition of Austria News.

Our office is also making efforts to introduce Austrian companies to some of the other countries (in total 14) that we cover. Especially the promising and close by markets of Ghana and Cameroon but also the small but increasingly vibrant economies in Benin and Togo as well as the mining and oil and gas giants Kongo-Kinshasa and Kongo-Brazzaville. We are hoping that this newsletter helps us to expand our contacts in these markets and beyond and that it helps you to get to know us better. We are also endeavoring to travel and meet as many of you as possible personally. In the meantime, please feel free to contact us with any questions, suggestions or comments you might have.



Nella Hengstler
Commercial Counsellor
Austrian Embassy Nigeria – Commercial Section Lagos

AUSTRIAN TRADE MISSION TO NIGERIA

BUSINESS OPPORTUNITIES

AUSTRIAN TRADE MISSION TO NIGERIA - MEET AUSTRIAN COMPANIES IN LAGOS!

The Commercial Section of the Austrian Embassy will be organising an Austrian Trade Mission to Lagos from 27th-30th November. This is a biannual event which brings a group of Austrian companies to Lagos in order for them to hold individual meetings with customers, distributors and other potential business partners. Please find the Austrian participants below. Should you be interested in meeting with any of them, please contact lagos@advantageaustria.org

EPLAN SOFTWARE & SERVICE

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W www.eplan.at
Contact person: Mr. Julian El Jaafari
Looking for: end customers / distribution partners



© Eplan GmbH

EPlan Software & Service is an Austrian software engineering solutions provider. EPlan offers professional Computer-Aided Engineering (CAE) and Computer-Aided Design (CAD) solutions for process optimisation, especially in the field of electrical engineering. The services offered include corporate consultancy for variant management and configuration, process consultancy for standardisation, automation and integration as well as implementation, training and support services.

EPlan is looking to meet with end customers who are in the field of mechanical as well as power engineering, switchgear system manufacturing and plant construction.

EXTRUNET GMBH

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M +43 660 4343403
E rudolf.wessely@extrunet.com
W www.extrunet.com
Contact person: Mr. Rudolf Wessely
Looking for: end customers



© Extrunet GmbH

Extrunet gmbh, is an all-in-one partner for the complete range of profile-extrusion and supplies customer-tailored extrusion lines and tooling. Their product and service portfolio includes co-extruders, single and double screw extruders, guillotine cutters, retrofit extrusion lines and tooling for the development of individual window systems. Tailored solutions for specific end product requirements as well as the high output and suitable size of Extrunet extrusion machinery make them the preferred choice in the plastic manufacturing industry.

AUSTRIAN TRADE MISSION TO NIGERIA

BUSINESS OPPORTUNITIES

LISEC AUSTRIA GMBH

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Looking for: end customers



© LiSEC GmbH

LiSEC Group which has 20 subsidiary companies around the world is an all-in-one supplier of complete production lines for flat glass processing, insulating glass production as well as safety glass manufacturing. LiSEC's product range comprises machinery for float/laminated glass cutting, sorting as well as logistic solutions for glass sheets, production and applying systems for spacer frames, vertical IG fabricating lines, vertical edge processing centers, flat-bed tempering furnaces, especially for thin glass, laminated glass production lines and more.

MUTAGILE LTD & CO KG

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Contact person: Dr. Yves Ekoué AMAÏZO
Looking for: licensees



© MutAgile Ltd

MutAgile Ltd & Co. KG is a consulting company that provides advisory services with the aim to stop the spread of infections and improve public health systems throughout Africa. MutAgile is representing a specialized disinfection equipment from Austria which ensures 99,9% eradication of nosocomial infections as well as viral, bacterial, and fungal pathogens. Mutagile is looking for companies who are interested to be exclusively licensed to develop mobile bio-decontamination and disinfection equipment.

PRIMETALS TECHNOLOGIES GMBH

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W www.primetals.com
Contact person: Mr. Josef Ebner
Looking for: end customers



© Primetals Technologies GmbH

Primetals Technologies is the leading engineering, plant building and life cycle partner for the metal industry. Primetals offers a complete technology, product and service portfolio, that includes integrated electrics, automation and environmental solutions. Primetals also provides rolling solutions for the non-ferrous metals industries, such as aluminum rolling.

AUSTRIAN TRADE MISSION TO NIGERIA

BUSINESS OPPORTUNITIES

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W www.pvtechnologies.at

Contact person: Mr. Manfred Smolak

Looking for: distributors



© PVT GmbH

PVT is a leading Austrian producer of solar energy modules. PVT's solar energy systems are cost effective solutions for example for hospitals, schools, hotels and industrial estates where they can replace traditional power generating systems.

PVT is looking for distribution partners .

ROXCEL GMBH

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Looking for: end customers



© Roxcel GmH

Roxcel Trading is a global supplier of paper and cardboard. The company supplies raw material solutions for the printing and packaging industry.

The product range includes:

- All cardboard qualities (primary fibre, recycled products)
- Corrugated cardboard raw materials (Kraftliner, Fluting, Testliner etc)
- Wood-free papers (coated / uncoated)
- Copy paper
- Wood based papers (newsprint, magazine paper, lightly coated paper)
- Cellulose

As an international trader in all types of paper and cardboard, Roxcel provides services and know-how. With offices and warehouse facilities all over the world, Roxcel is able to provide first class service to its customers.

BUSINESS OPPORTUNITIES

PVC WINDOWS IN NIGERIA – SEMINAR

The Austrian Embassy Commercial Section would like to invite you to a seminar on „PVC Windows in Nigeria“. The workshop will provide information on the latest state-of-the-art technologies and trends in extrusion, lamination and bending of window profiles.

Presentations will be made by

Extrunet GmbH, one of the leading suppliers in the area of extrusion machinery and tooling as well as an expert in turnkey projects for the production of windows;

and

FUX Maschinenbau & Kunststofftechnik GmbH, an innovator in the profile and window sector and a supplier of high-quality lamination and bending equipment for window profiles.



Date: Thursday, 1st December 2016 from 9:00 am to 2:00 pm

Location: Lagos

There will also be a possibility for individual meetings from 2:00 pm

To register and for more information please contact

lagos@advantageaustria.com

We look forward to your participation!

PETER HOLZER - FASHIONABLE HEADGEARS FOR THE TRENDY

Peter Holzer is an Austrian embroidery firm which produces fezzes / tarbooshes (Lai Mohammed) made from 100% wool felt of the highest quality.

Peter Holzer tarbooshes are decorated with embroideries and are available in two models (tall and short) and in various colours. The new designs appeal especially to the fashionable young people. Peter Holzer is seeking distributors for his fashionable headgear.

Interested distributors can contact holzer.embroidery@aon.at



© Peter Holzer

LOCAL NEWS

AUSTRIAN BUSINESS CIRCLE—ENGAGE AND NETWORK

The Austrian Business Circle, a bi-annual networking event was inaugurated in November, 2015 with the aim of bringing together representatives of Austrian companies in Nigeria to engage, share experiences, meet new people and further their professional network.

The third Austrian Business Circle took place on 20th September, 2016. Special guest was the new Austrian Ambassador to Nigeria, Mr. Werner Senfter.

Here are a few impressions of the event...



L-R: The Commercial Attaché, Mr. Scheiner, the Commercial Counsellor, Ms. Hengstler and the Austrian Ambassador to Nigeria, Mr. Senfter.



L-R: Mrs. Yemi Shonubi (MD, Savant Integrated Concept Ltd), Mr. Ulf Jungclaussen (MD, ILF Engineers Nigeria Ltd) and Mr. Abiodun Oshodi (ILF Engineers Nigeria Ltd)



Commercial Counsellor and Austrian Ambassador with Mr. Dayo Ogunmowo (SEO & Associates Ltd) and Mrs. Andrea Okafor (Doka Formwork Nig. Ltd.)



LOCAL NEWS

AUSTRIAN FEDERAL ECONOMIC CHAMBER GOES TO AFRICA!

The Austrian Federal Economic Chamber which comprises all businesses registered in Austria (about 400,000) and which is responsible for the Commercial Sections of all Austrian Embassies abroad is increasingly focusing its foreign trade promotion activities on Africa. To underscore this, the Director General of the Foreign Trade Promotion Department of the Chamber (ADVANTAGE AUSTRIA), Dr. Walter Koren, recently visited Nigeria to gain first hand insights into Austria's most



L-R: ADVANTAGE AUSTRIA Team: Matthew Onu, Funmi Oni, Betul Sungur, Nella Hengstler, Walter Koren, Frances Ore and Karin Uwaje

important trading partner in West Africa. He met the team of the Commercial Section of the Austrian Embassy in Lagos

who had put together a three day program for him which included meetings with local and Austrian businesses, a networking reception at the Residence of the Commercial Counsellor as well as a visit to the Eko Atlantic City development project and to the Yaba incubators CCHub and Idea. Dr. Koren was impressed with the activities of ADVANTAGE AUSTRIA in Nigeria and confirmed the Chamber's commitment to increase Austria's business activities in the region.



L-R: Tobi Akinbiyi (NaijaDrone), Nsikan Isong (Doka Nigeria), Maurice Gouthon (STIC Consult), Nella Hengstler, Pierre Ede (South Energyx), Guy Quenum (STIC Consult), Walter Koren, Matthew Onu, Andreas Riesser, Funmi Oni, Michael Wanningner (Doka Nigeria)

AUSTRIAN LACE - THE LONG-LASTING CULTURAL AND ECONOMIC TIE TO NIGERIA

There is a unique business that ties Nigeria and Austria together culturally and economically – the Austrian Lace trade. This unique fabric, often erroneously called "Swiss Lace", although most of it is manufactured in Austria, was first introduced to Nigeria in the early 1960s by a group of adventurous Austrian textile manufacturers seeking new markets. The story goes that these pioneers visited the then Austrian Commercial Counsellor in Lagos because he happened to be from their village called "Lustenau", where all Austrian Lace is manufactured up to today.

This legendary diplomat took his compatriots to the Lagos Island Market where they presented their wares to the local traders. After being advised by the traders about local tastes in colors and designs the true "Austrian Lace" was born and became a booming business for the next decades. It expanded beyond the borders of Nigeria all the way to Benin, Togo, Ghana and Cameroon, while in the Northern parts of these countries as well as in Northern Africa the more subtle guinea brocade and damask became popular. During the boom years of the 1960s and 1970s Austrian lace manufacturers set up production sites in Lagos. By the 1990s all of these had sadly closed down, mainly because of infrastructural and economic difficulties.

Lace generated almost EUR 30 mn export earnings for Austria in 2015 and is Austria's second most important export product (the first being machinery). A group of Austrian Lace manufacturers visits Lagos two to three times per year to take orders and develop new designs in collaboration with the local whole sellers.

To find out when next they will be in Lagos, please contact: Mr. Markus Riedmann, markus@riedmannmbh.com



L-R: Nella Hengstler, Walter Koren, Sola Mogaji and Betul Sungur

USEFUL LINKS



LIFE SCIENCES AND MEDICAL TECHNOLOGY

Download the **Life Sciences and Medical Technology** edition of our FRESH VIEW magazine to find out more about business opportunities with Austria.



ENVIRONMENTAL TECHNOLOGY

The protection of the environment is one of Austria's priorities. Download our FRESH VIEW magazine on **Environmental Technology** to learn more about successful Austrian companies in this sector.

For a full list of available FRESH VIEW magazines, please visit our **website**.

EVENT CALENDER

DECEMBER

- 1.12. Extrunet GmbH **Industry Seminar** „PVC Windows in Nigeria“, Lagos, Nigeria
- 13.-15.12. Visit of the Commercial Attaché to Yaoundé and Douala, Cameroon

FEBRUARY 2017

- 11.-13.2. Visit of the Commercial Attaché to Yaoundé and Douala, Cameroon
- 14.-16.2. Austrian Group Exhibition at **AfricaBuild**, Lagos, Nigeria

The following Austrian companies will be present:

AME	Ringer
Doka	Rubble Master HMH
EVG	SIHGA
LISEC Austria	

MARCH/APRIL 2017

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

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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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