



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA Copenhagen

December issue 2017

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Dear Business Partners and Friends of ADVANTAGE AUSTRIA,

Between the end-of-year bustle and all the Julefrokoester, let's take a brief moment to recap a busy 2017. Austrian exporters have had a very good year overall, and Austrian exports have been increasing dynamically. Although Danish demand for Austrian goods did - regrettably - not follow the trend and developed rather sluggishly throughout the year, several Austrian companies could celebrate successes in Denmark, such as the securing of a contract for track laying for the Sydhavn Metro extension, the construction of a 60km railway stretch in the Ringsted-Fehmarn railway project and - in a very different sector - the delivery of high-quality restroom accessories for iconic public buildings. Given a robust economic development in both Denmark and Austria, we hope to see many more of these success stories in the year to come.

We hope you enjoy reading up on these and other news and to learn more about our events that have been happening recently and the ones to come - Including our New Year's Reception on 16th January, where we can hopefully raise a New Year's toast together with you.

We would like to take the opportunity to thank you all for the good co-operation throughout 2017. We look forward to working with you in the new year.

Have a wonderful festive season. From all of us: **Glædelig jul og godt nytår!**

Best regards

Cosima Steiner and the Team of ADVANTAGE AUSTRIA Copenhagen

WHAT'S BEEN HAPPENING RECENTLY



Fact Finding Tour Healthcare Systems

A delegation of renowned stakeholders of Austria's healthcare industry participated in ADVANTAGE AUSTRIA Copenhagen's Fact Finding Tour "Efficient Healthcare Systems" from November 7th to 8th in Odense and Copenhagen. The two-day program consisted of different visits to Danish hospitals and organisations as well as discussions with Danish healthcare experts. Click [here](#) for more.



Marketplace Austria Food

On October 4th the annual "[Marketplace Austria](#)" took place in Vienna. The event is an annual international cooperation forum offering buyers from all over the world the unique opportunity to meet Austrian suppliers and producers from the food and drinks sector and to find new business partners. Danish participants were especially interested in what Austrian companies had to offer in meat and frozen products. The program included B2B meetings with Austrian food and drink producers as well as a range of short, informative talks on Austria's food industry.



Nordic Organic Food Fair - NOFF 2017

From November 15th to 16th the annual [Nordic Organic Food Fair](#) took place in Malmö - Northern Europe's leading trade fair for organic food and beverages. Holding an established position in the sector of organic agriculture, Austria was present with a national booth, showcasing eleven Austrian companies and their products. Read [further](#).



Fact Finding Tour - Cleantech and Smart Mobility

In November, an Austrian delegation from Tyrol visited Copenhagen. The **Cluster Renewable Energy** as well as Tyrolian companies participated in our fact finding mission to find new solutions and inspirations to reach the target of being carbon neutral in 2050. On their agenda were meetings with **Rambøll**, **Biofos** and **Region H** as well as visits at Danish start-ups like **Green Mobility** and **Donkey Republic**. Read [further](#).



Webinar: Robotics in Healthcare - Cross Market Info-Session

In December, three ADVANTAGE AUSTRIA offices - Copenhagen, Tokyo and Zurich - collaborated in organising a cross-market webinar on "Robotics in Healthcare". Experts from the Robotics Cluster in Odense, Zurich, and Tokyo shared their insights into the current state and latest developments in the field of robotics in the healthcare sector. Read [further](#) or click [here](#) to see the webinar's recording.



Austrian company to build Danish connection to the future Fehmarnbelt crossing

The construction work for the railway connection to the future Fehmarnbelt crossing between Denmark and Germany has been in full swing on the Danish side for some time. An Austrian company was able to secure its participation in the Ringsted-Fehmarn railway project worth a total of ca. 1.28 billion EUR. The Austrian company **Swietelsky Baugesellschaft m.b.H.** won the tender after competing against four other prequalified consortia. Read [further](#).



High-quality restroom accessories

The **PROOX** brand has in recent years established itself firmly on the global market for high-quality restroom accessories. In collaboration with the Danish company "Pure Solution" as a marketing partner, PROOX products have already convinced a number of architects to adopt PROOX accessories. In 2015, the company provided the accessories for the DOKK1 library in Aarhus developed by Schmidt Hammer & Lassen and in 2017 the Perlan Museum in Reykjavik in Iceland. Click [here](#) to find more Austrian Business Success Stories in Denmark.



Austrian company wins contract for the Sydhavn metro extension

The Austrian company **Rhomberg Bahntechnik GmbH** has, in a joint venture with Portuguese Efacec Engineering and Systems, secured the contract for track laying, third rail power supply and surveillance systems for the Sydhavn metro extension. The line is due to open in 2023, by when the daily number of passengers using the metro is estimated to rise to 29,000. Rhomberg Bahntechnik GmbH is a complete provider of railway technology and provides a comprehensive range of services for the railway construction, equipment and service sector. Read [further](#) or find more Austrian Business Success Stories in Denmark [here](#).



LEGAL NEWS from LEAD Rödl & Partner Advokatpartnerselskab Amendments of The Special Tax Scheme for Researchers ("forskerskatteordningen")

On 16th November 2017 the Danish Parliament has proposed an amendment to the favorable researcher taxation scheme, making it even more favorable for researchers and key employees recruited from abroad. Today, highly paid employees and researchers, who are recruited from abroad, and who fulfill certain conditions, have the opportunity to work in Denmark for a period of 60 months under a special 26% tax rate, instead of working under the regular income taxation. Read [further](#).



LEGAL NEWS from NJORD Law Firm Tax credit for investments: Better access to risk capital for entrepreneurs

Together with two other political parties, who supported the proposal, the Danish government has made an agreement about introducing tax deduction possibilities for persons who invest in small and medium-sized non-listed companies. The purpose is to offer entrepreneurs easier access to risk capital, which in turn will create opportunities for growth. Read [further](#) or [contact lawyer Niels Gade-Jacobsen](#), who has expert knowledge in Danish tax legislation.



A Christmas carol heard around the world

"Silent night! Holy night!" is one of the world's most recognisable and popular Christmas carols. Since its first rendition in Oberndorf, near Salzburg, in 1818, its unique Christmas message has rung out throughout the world, bringing a hope of peace to all mankind. To celebrate its upcoming 200th anniversary, Austria has been showcasing the story of the carol's creation and how it has spread - there are now versions in more than 300 languages and dialects, touching people across many different cultures and traditions. Read [further](#).

BUSINESS OPPORTUNITIES



Fries Kunststofftechnik GmbH

Fries develops and produces a wide range of innovative products that are distributed internationally. The company has divided its business activities into the areas of the hospitality industry, industrial baskets (industrial parts cleaning), packaging and technical fittings.

Wanted: Sales Partners. Click [here](#) for more.



Forster Metallbau GmbH

Forster Metallbau GmbH is one of the leading noise control experts in Europe. The manufacture of noise protection elements and cladding panels is based on many years of experience together with continuous product development.

Wanted: Sales Partners. Click [here](#) for more.



IMPS GmbH

IMPS international management project service GmbH supports companies and investors worldwide with global experience, extensive training and a worldwide network for their projects and plans.

From the preparation of an offer to the qualitative implementation on site. Attention is paid to the specific characteristics of each individual country.

Wanted: Direct Customers. Click [here](#) for more.



Hotel Ambassador BetriebsgmbH

Tradition and present, arts and delights - experience the special flair of a top hotel in the heart of Vienna. The Ambassador Hotel is rich in tradition, situated in the historic city centre between St. Stephen's Square and the State Opera, it is the ideal starting point for visitors to Vienna.

The spacious, individually designed rooms and apartments offer timeless luxury, top-level comfort and modern technical facilities.

Offered: Services and Know-How. Click [here](#) for more.



Ruttensteiner Consulting GmbH

Ruttensteiner Consulting is the expert for market entry in Austria. Ruttensteiner is a one stop shop for all aspects of market entry and expansion in Austria and German-speaking Europe. Ruttensteiner will set you up a first screening to enable you to estimate your possibilities, makes contacts with potential customers and suppliers, helps you find suitable partners and assists you to start up a possible company in Austria.

Offered: Services and Know-How. Click [here](#) for more.



LKW WALTER Internationale Transportorganisation AG

Our Core Business is the organisation of full truck loads by road and in Combined Transport throughout Europe and to/from Russia, Central Asia, the Middle East and North Africa. With the shifting from road transport to "rail" and "Short Sea Shipping" carriers, we make a considerable contribution to the reduction of polluting emissions, in particular greenhouse gas carbon dioxide. Our customers - major international companies, as well as medium and small sized enterprises across Europe - place more than 5,500 orders for full truck loads (FTL) with us daily. Benefit from a partnership with LKW WALTER too. Offered: Services and Know-How.

Click [here](#) for more.



Bio Austria Marketing GmbH

With 12,500 member companies Bio Austria is Europe's largest association for organic farming and an important partner to 380 companies from the processing and marketing sectors. BIO AUSTRIA quality is the range on offer and the basis for organic produce of the highest quality. The goal is to work together with policymakers and businesses, improving Austria's standing as an organic powerhouse.

Wanted: Sales Partners. Click [here](#) for more.



Ennstal Milch KG

The core competencies of Ennstal Milch KG are as a co-manufacturer in the development and production of:

- Ready-to-drink (RTD) dairy drinks / coffee drinks / water-based drinks
- Desserts

A variety of packaging options, including the innovative and unique CartoCan®, leave nothing to be desired.

Wanted: Co-Operation Partners. Click [here](#) for more.



Hermann Pfanner Getränke GmbH

A love of fruit has been the basis of the high quality standards in the Pfanner family firm for more than 160 years. The product range consists of fruit juices and freshly brewed ice teas, refined with fruit juices. Pfanner successfully supplies all the important markets of the world and is a reputable partner. Innovation, know-how, quality, years of experience, qualified management and competent staff guarantee optimum service.

Wanted: Direct Customers. Click [here](#) for more.



Moniletti e.U., Crepaz Monika

Moniletti e.U. was founded in 2007. The company produces extruded corn sticks and corn crumbs. Only 100% organic corn grown in Austria is used. No salts, fats or other additives are added to the products. The products are gluten-free and vegan. The company has 10 employees. Lacon certification. Wanted: Sales Partners. Click [here](#) for more.



Pinzgau Milch Produktions GmbH

Pinzgau Milch is one of the most innovative and modern dairies in Europe. Located in the heart of the National Park Region of Hohe Tauern, Pinzgau Milch annually processes approx. 100 million litres of finest milk produced by Austrian mountain farmers.

Wanted: Sales Partners. Click [here](#) for more.



Premium Estates of Austria

If you could offer the finest products from Alois Goelles, Gernot Heinrich, Fred Loimer, Wili Sattler and Fritz Wieninger, then you would probably have everything either to open an exquisite wine and delicatessen store or to expand an existing wine trade with superb Austrian produce. Arising from this simple idea, 5 of the most renowned representatives of Austrian wine and gourmet culture got together in 2004 to offer the international trade an Austrian package from one spot which stands up to any comparison. Wanted: Sales Partners. Click [here](#) for more.



Goldsonne GmbH

Goldsonne is a dynamic company making fruit spreads, chutneys and superfood soups in Andorf, Upper Austria, which are certified as organic and in accordance IFS Global Markets. The high fruit content of 78% of the fruit spreads is praiseworthy and justifies health claims for a balanced and healthy diet. Innovations, quality, origin of the raw materials and sustainability are the cornerstones of the company. Wanted: Sales Partners. Click [here](#) for more.



NFT Natural Food Trade GmbH

The organic brand Natural Crunchy combines the tradition of conventional snacks with the desire for healthy eating. The crunchy Lentil Sticks, consisting of organic lentils, quinoa, chia and rice, have been developed for snack lovers who favour complex carbohydrates. As a source of valuable proteins (15g / 100g) they provide a high proportion of dietary fibres and other advantages. Wanted: Sales Partners. Click [here](#) for more.



PepUpLife GmbH

PepUpLife - a nutritious diet made easy. PepUpLife offers a welcome alternative to the mainstream ready-made products offered in food stores. With smart convenient food creations and high-quality organic products, the company introduces "pep" into the diets of its customers. Wanted: Co-Operation Partners. Click [here](#) for more.



IMS Höllinger GmbH

Höllinger has been synonymous with great taste and natural quality since 1998, is the market leader in the Austrian direct juice segment and exports to more than 40 countries worldwide. Wanted: Sales Partners. Click [here](#) for more.



Schalk Mühle KG

Schalk Mühle is a proud, family-run Styrian company and has been producing "organic Styrian pumpkin seed oil PGI" for more than 60 years using traditional methods which have stood the test of time. The traditional, wood-fired roasting process enables the company to offer oil of unique quality, distinguished above all by its deep green notes and mild nutty flavour. Wanted: Sales Partners. Click [here](#) for more.



Leitner GmbH

Innovation since 1888. Ropeway system produced by LEITNER ropeways are in operation worldwide and perform a variety of roles with long-term success. In the tradition of the company they bring skiers and snowboarders comfortably, safely and quickly to the slopes. Ropeways by LEITNER are increasingly used for alternative purposes; they transport people to tourist attractions and also help to solve traffic problems in cities. Wanted: Direct Customers. Click [here](#) for more.

More business opportunities

You will find even more business opportunities on our homepage. At present 46 Austrian companies from a wide range of business sectors are in search for partners in Denmark. Click [here](#) for more.



ADVANTAGE AUSTRIA New Year's Business Reception, 16th January 2018 in Copenhagen

Welcome 2018 with us - Come and join our New Year's Business Reception at Nordatlantens Brygge, on 16th January 2018, from 4.30 pm onwards. Click [here](#) to see the invitation and program. You can register here: kopenhagen@advantageaustria.org
We look forward to seeing you!



Austrian Group Stand at Health & Rehab Scandinavia, 15th - 17th May 2018 in Copenhagen

Health & Rehab Scandinavia is Denmark's leading trade fair in the fields of healthcare, rehabilitation, welfare technology, disability-related aids, services and hospital and care equipment. ADVANTAGE AUSTRIA Copenhagen is showcasing Austrian capabilities with an Austria Booth with companies from the healthcare sector. For more information and participating companies click [here](#).



Incoming Mission Wood Construction & Energy Efficient Building, 13th - 15th March 2018 in Vienna and Styria

ADVANTAGE AUSTRIA is organising a study tour to Austria for Nordic professionals from the construction sector to give insights into Austrian wood construction competence. The program focuses on projects in Vienna and Styria, including visits of high profile projects and meetings with the building professionals involved in these projects. In case you are interested in wood construction and in joining one of our future study tours, contact us at kopenhagen@advantageaustria.org. More information about the upcoming event in 2018 can be found in the [study tour program](#).

PUBLICATIONS YOU MAY FIND OF INTEREST



FRESH VIEW Magazines

FRESH VIEW on Aviation Technologies, no. 160/2017

With years of experience and top quality products, Austrian companies are some of the leading drivers of innovation in the aeronautic supply industry. You can find out more about Austrian service providers in the aviation industry sector in the new edition of FRESH VIEW.

For download click [here](#).

Is available in print - just call our office for a copy.



Yearbook 2018: World Champion Austria

The 2018 Yearbook presents 80 Austrian companies from different business sectors. Special emphasis is put on Austria's innovation strategy.

Available in print - just call our office for a copy.



FRESH VIEWS give a detailed insight into Austria's expertise and export activity in a range of different industries. For free FRESH VIEW PDF-issues go to the [download section](#) on www.advantageaustria.org.

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ADVANTAGE AUSTRIA

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