

SUR  
PRIS  
INGLY  
INGE  
NIOUS

[advantageaustria.org](http://advantageaustria.org)



## RUSSIAN-AUSTRIAN ECONOMIC RELATIONS

**RUDOLF LUKAVSKY**  
**COMMERCIAL COUNSELLOR**  
**AUSTRIAN EMBASSY**



1

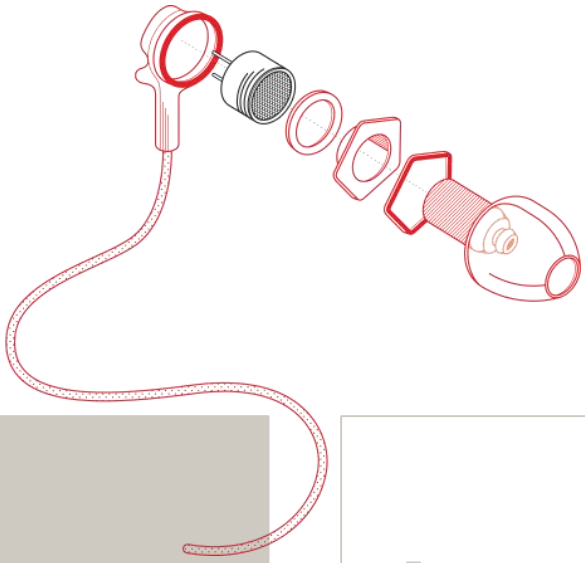
AUSTRIA –  
BRIDGE TO NEW  
MARKETS

BILATERAL RELATIONS  
AUSTRIA – RUSSIA

2

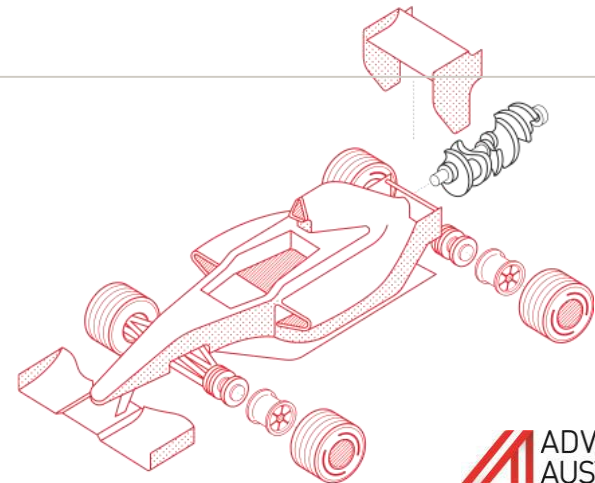
3

PROSPECTS FOR  
COOPERATION



1

# Austria – bridge to new markets



# Austria – building bridges

## EUROPEAN UNION

<b>Area</b>	4.3 million km <sup>2</sup>
<b>Population</b>	510 million
<b>GDP</b>	Euro 14,815 billion
<b>Official Languages</b>	24
<b>Member States</b>	27



## AUSTRIA

<b>Area</b>	83,879 km <sup>2</sup>
<b>Population</b>	8.77 million
<b>GDP</b>	Euro 386 billion
<b>Official Language</b>	German

# ADVANTAGE AUSTRIA



# Internationalisation agency for the Austrian Economy



## WE INFORM

... Austrian companies about worldwide

- markets
- industries and
- business conditions



## WE CONNECT

... our excellent contacts to local authorities in the host countries pave the way to success for Austrian companies.



## WE ADVISE

... Austrian companies on the export of

- goods and services
- procurement
- foreign investment
- financing
- technology cooperation
- and the transfer of business ideas and sales concepts.



## WE POSITION

... Austria worldwide as a

- competent partner
- innovative provider
- attractive business location

# ADVANTAGE AUSTRIA Moscow

- Commercial Counsellor: Rudolf Lukavsky
- 20 employees
- Coverage: Russia, Belarus, Armenia
- Offices in St. Petersburg, Yekaterinburg, Sochi, Minsk (Belarus)
- Consultant in Novosibirsk, Yerevan (Armenia)



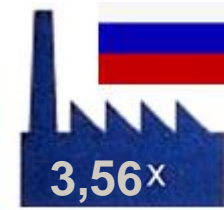
Know-How

Platforms

Partners

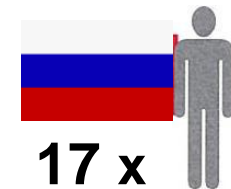
# Key Facts

**Area (km<sup>2</sup>)**  
**200 x**  
Russia: 17,075,400  
Austria: 83,870



**GDP (bln. EUR)**  
Russia: 1,624.9  
Austria: 456.6

**Population (mln.)**  
Russia: 147.0  
Austria: 8.8





# More than 300 international companies ...

...including 28 “Fortune 500” corporations  
make Austria the preferred location for CEE headquarters.



Proximity to the  
target market

High stability



Good infrastructure

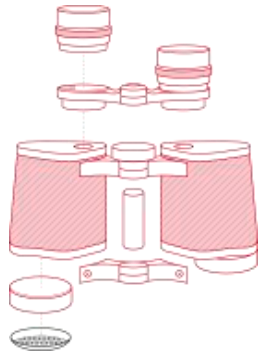
Significant  
tax advantages



High productivity  
and motivation

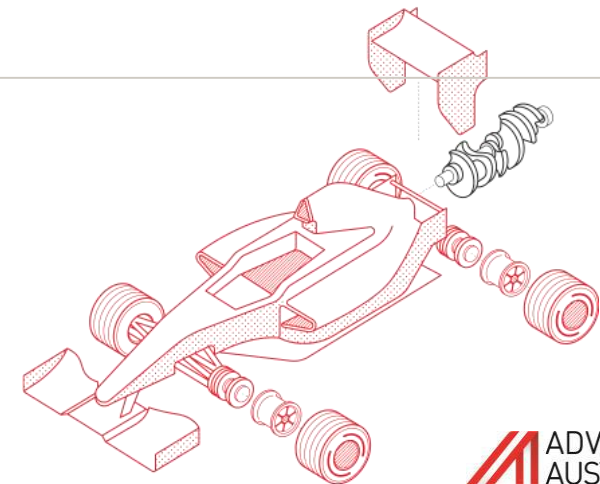
Great quality of life





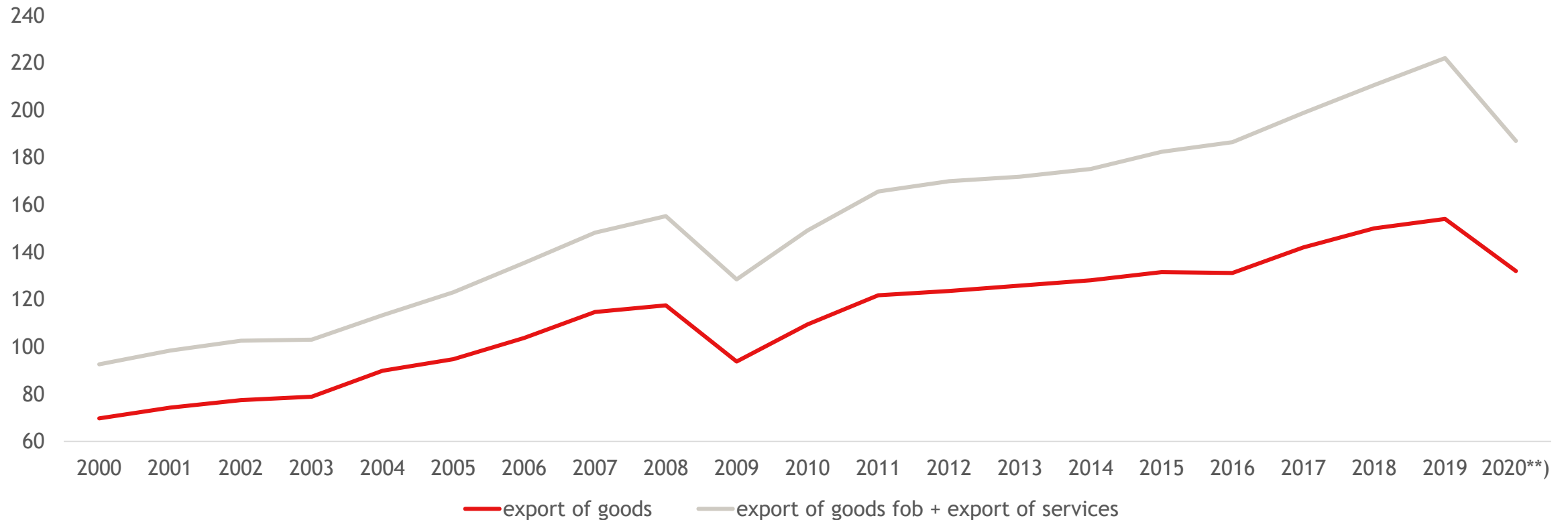
2

## Bilateral relations Austria-Russia



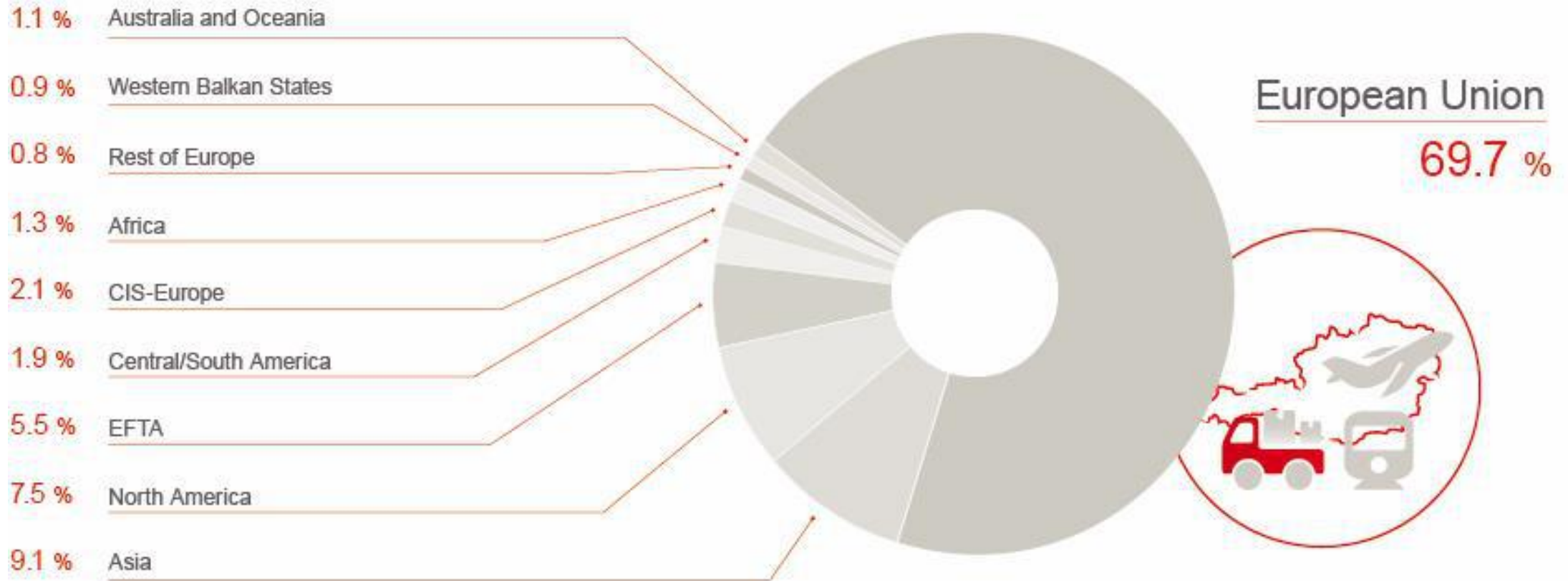
# Austrian exports 2000 - 2020

Austrian exports of goods and services in billion Euro



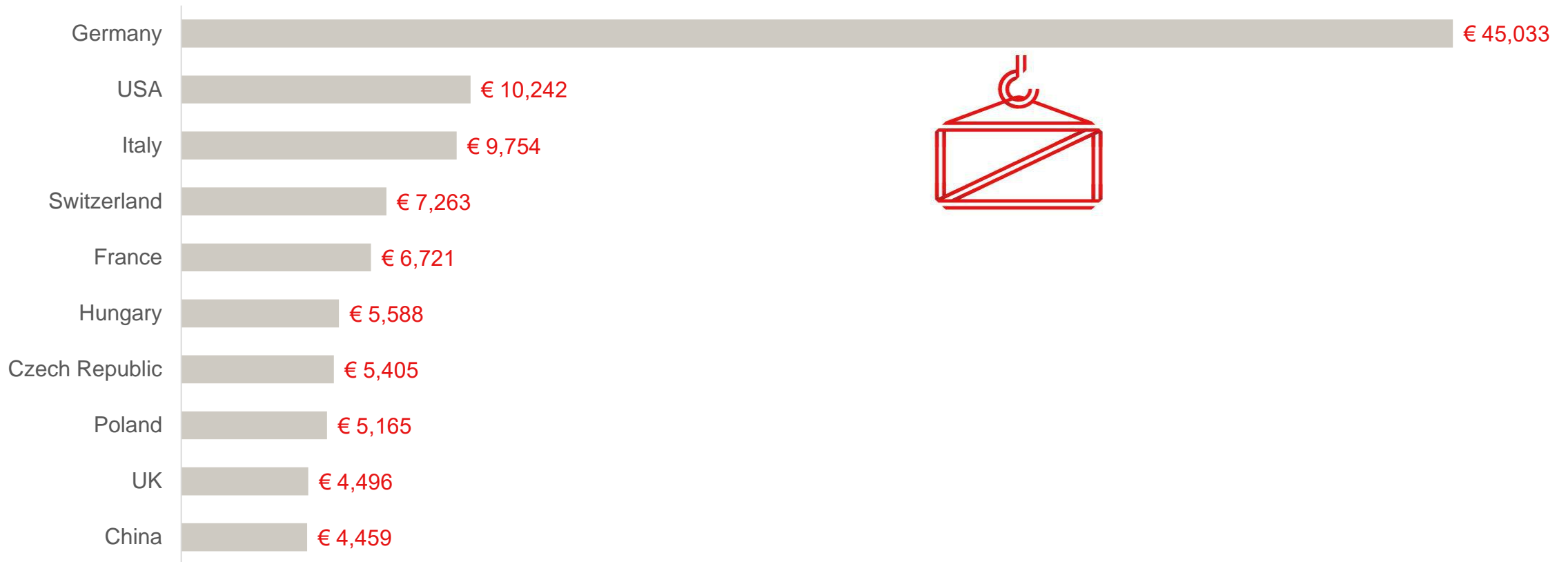
Source: Statistics Austria, WIFO, \*\* WIFO prognosis

# Austrian exports by region (2019)



The importance of exports for the Austrian economy

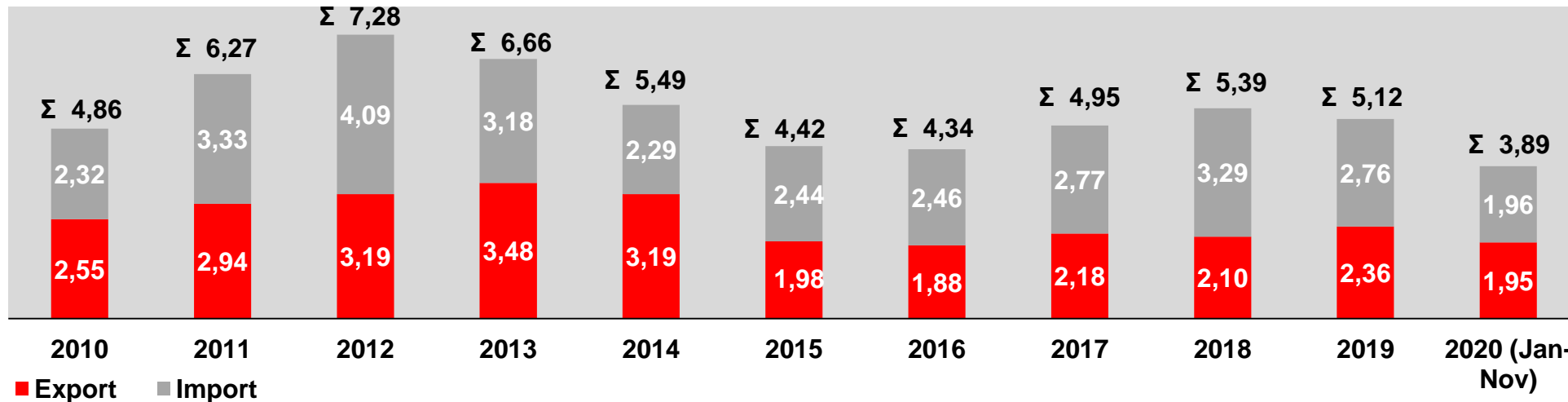
# Austrian exports – Top export markets (2019) in million Euro



# Trade Development

- 2012: peak bilateral trade of EUR 7.28 billion
- 2013: peak Austrian exports of EUR 3.48 billion
- 2013 – 2016: drop of Austrian exports of -46 %
- results 2019: exports +12,3 %, imports -16,1 %
- 2020 Jan - Nov: exports -10,2%, imports -21,2%
- Russia 17th most important trading partner of Austria

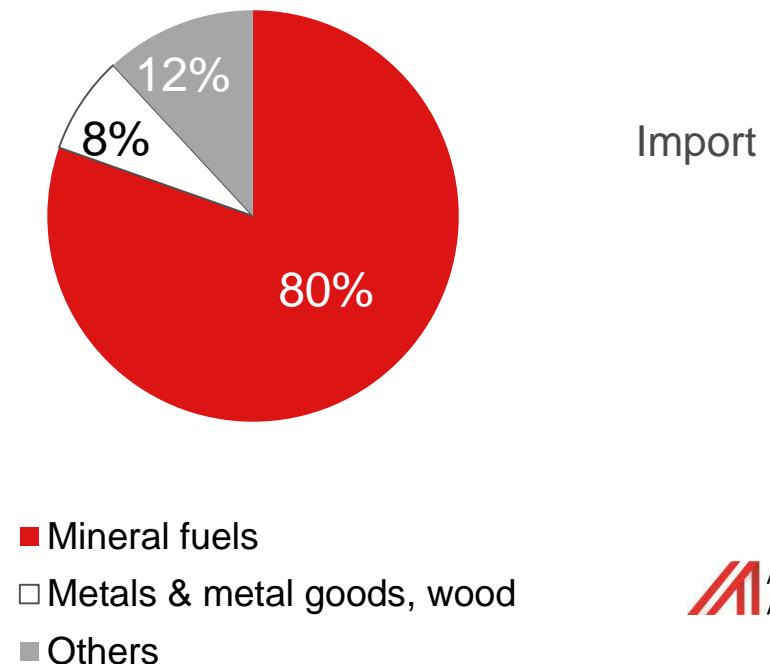
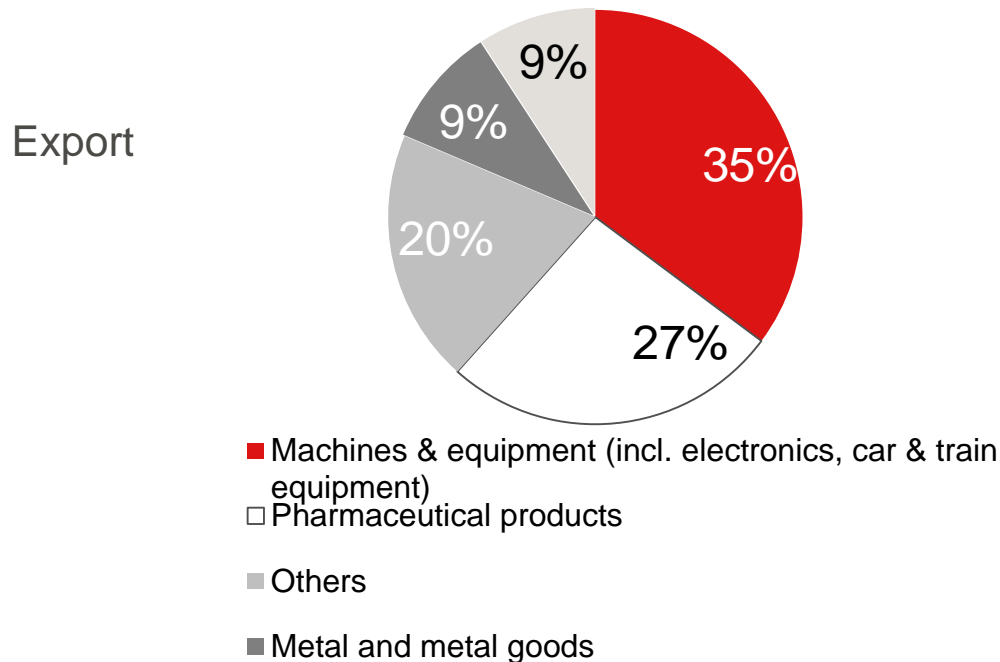
Trade volume Austria – Russian Federation (2010-2020, in billion EUR)



Source: Statistik Austria

# Structure of Ex- and Imports

- Most important export goods: machines & equipment (incl. electronics, car & train equipment) & pharmaceutical products, metal and metal goods, groceries
- Most important import goods: mineral fuels, metals & metal goods



# Significance of Austrian FDI

## AUSTRIAN DIRECT INVESTMENTS ABROAD

Outward FDI stocks:

**Euro 208.8 billion**

Employees of outward FDI:

**847,000**

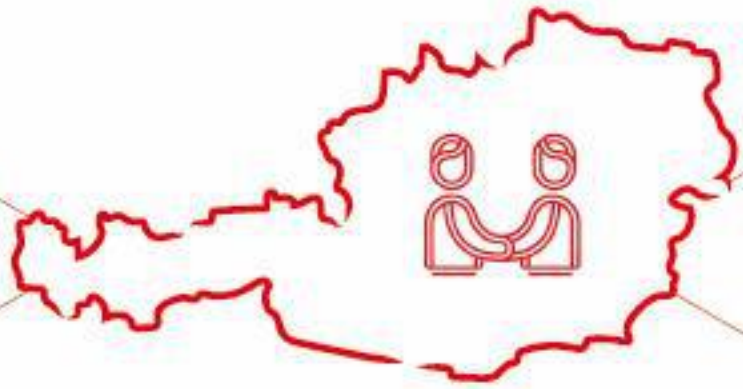
## INTERNATIONAL INVESTMENTS IN AUSTRIA

Inward FDI stocks:

**Euro 183.0 billion**

Employees of inward FDI:

**257,000**

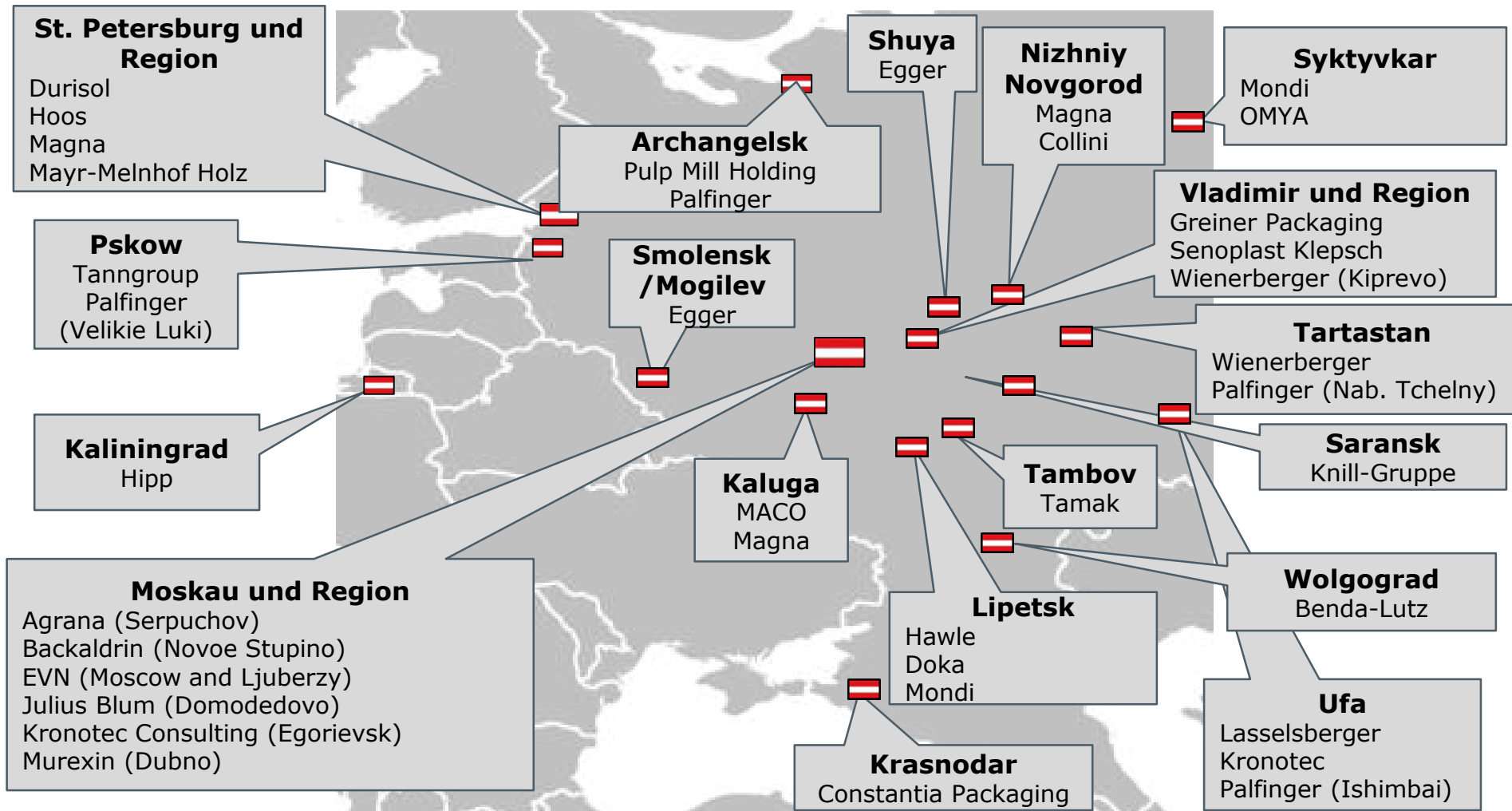


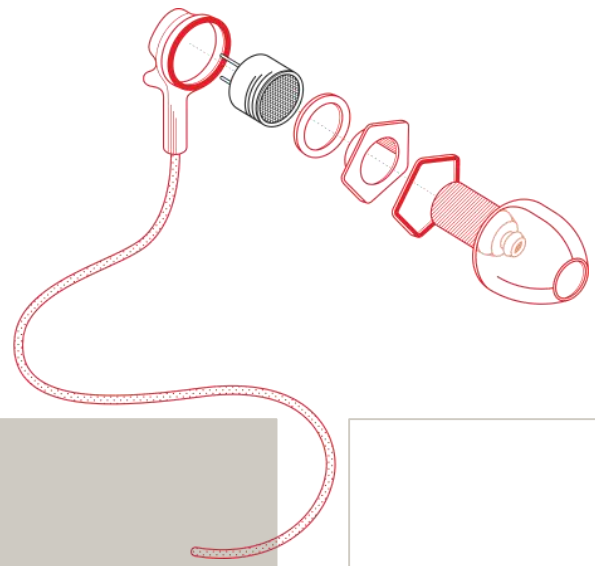


# Foreign Direct Investment Austria – Russian Federation

- Accumulated Austrian direct investments in the Russian Federation
  - EUR 7.1 billion in 2019
- Accumulated Russian direct investments in Austria
  - EUR 24.6 billion in 2019
- Around 650 Austrian companies active in the Russian Federation

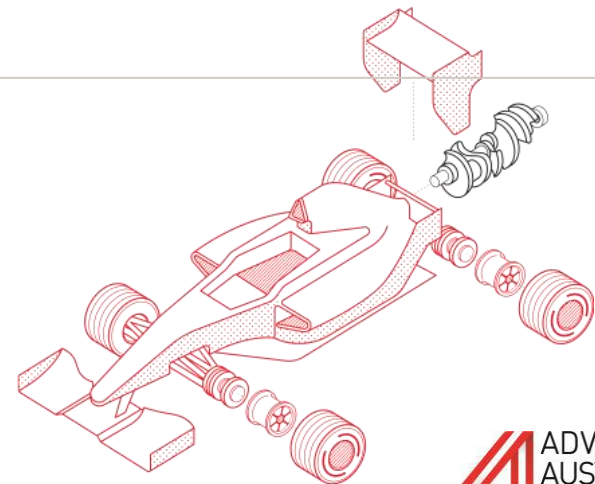
# 650 Austrian Companies in Russia





3

## Prospects for Cooperation



# PLATFORMS – EVENTS IN RUSSIA 2020/2021

- Participation in international exhibitions with Austrian Pavilions at world fairs, catalogue displays
  - Education and Career Fair Moscow (17 – 18 March 2021)
- International business events for Austrian companies abroad
  - Virtual Austria Showcase with 1-1 meetings – Smart Cities in Russia (3 – 4 September 2020)
  - Hybride Wine Degustations in Moscow (23 November 2020)
  - Virtual Austria Showcase Sustainable Forest Technologies (11 – 12 March 2021)
  - Virtual Austria Showcase Health Made in Austria (17 – 18 March 2021)
  - B2B Trade Mission to Bashkortostan and Ural – Ufa, Tyumen, Chelyabinsk (Autumn 2021, tba)
  - Austria Showcase Aviation Industry (Autumn 2021, tba)
- Webinars
  - E-Commerce in Russia (16 June 2020)
  - Cybersecurity – Threads and Solutions (22 October 2020)
- Networking events for Austrian business abroad
  - Austria Connect CIS 2020 – Investors Conference Moscow (16 – 17 September 2020)
  - regular Austrian Business Circles in Moscow & St. Petersburg

# Key sectors for further collaboration

- Exploring new export markets in the Russian regions
  - high quality goods and services
  - modernization of industry, energy & agriculture
    - automotive, aviation, metallurgy, paper & wood etc.
  - diversification of Russian industry
    - packaging, building materials etc.
  - Need for modern technology, digitalization
- Growth of investment and cooperation in Russia
  - machine building and infrastructure
  - agriculture and food industry
  - energy and environmental technology
  - building and tourism infrastructure
- Attraction of Russian investors to Austria
  - Solid macroeconomic data
  - Attractive business environment
  - Increasing public investment

SUR  
PRIS  
INGLY  
INGE  
NIOUS

[advantageaustria.org](http://advantageaustria.org)



**AUSTRIAN EMBASSY  
COMMERCIAL SECTION  
MOSCOW**

T +7 495 121 05 66

E [MOSCOW@ADVANTAGEAUSTRIA.ORG](mailto:MOSCOW@ADVANTAGEAUSTRIA.ORG)

W [WWW.ADVANTAGEAUSTRIA.ORG/RU](http://WWW.ADVANTAGEAUSTRIA.ORG/RU)

