

**SUR
PRIS
INGLY
INGE
NIOUS**

advantageaustria.org



**„WILL THE MERLION
RISE AGAIN“**

**David Bachmann
ADVANTAGE AUSTRIA**



Austrian Exports to Singapore reach record levels

- 2021 I-VI + 44% (EUR 210 Mio)
- 2nd largest market for Austrian products in SEA (after Malaysia)
- Increase through all sectors
- Austrian companies continue to strengthen their hub in SE Asia

In October, Advantage Austria conducted its annual sentiment survey of Austrian subsidiaries with Singapore taking part for the first time

- Yearly sentiment survey in the Top-25 Austrian export and investment destinations since 2016
 - Standardised questions across years and regions
- Insights on the sentiment among Austrian exporters and subsidiaries shapes regional strategy
- Expanded survey for 2021 included 23 new countries
 - Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam all participated

12

Number of
Questions

48

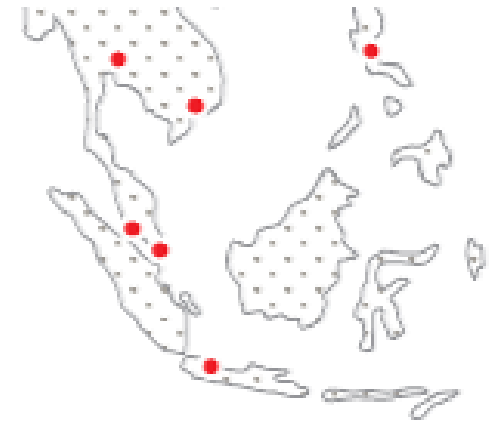
Participating
Countries

24

Responses in
Singapore

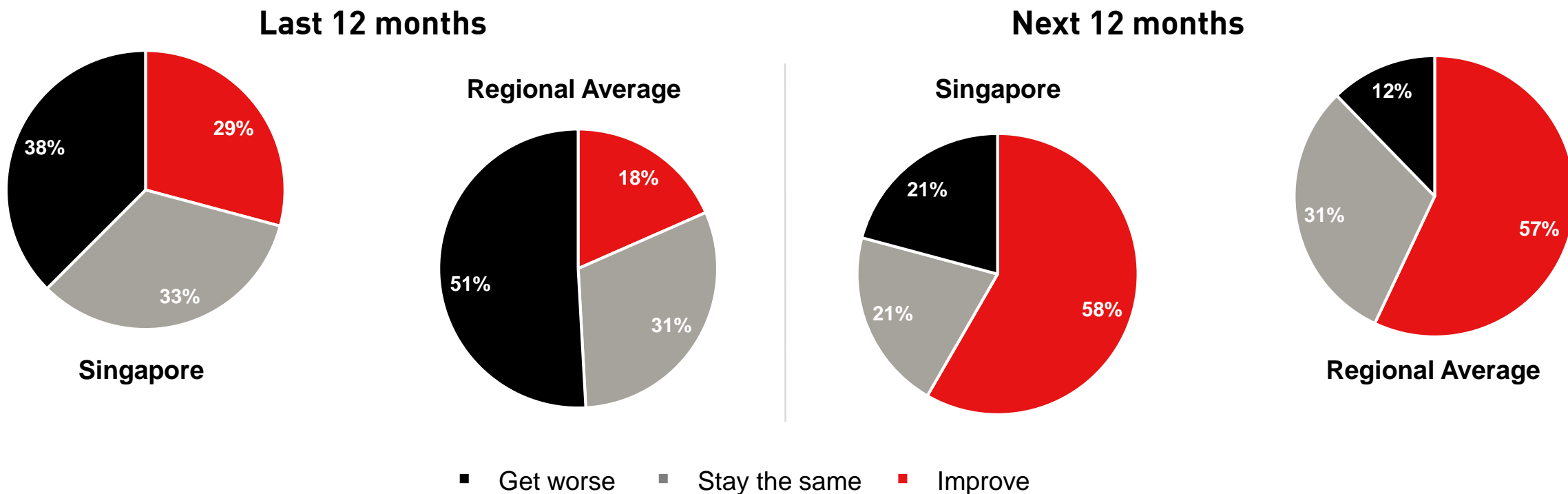
114

Responses across
South East Asia



The economic climate has remained more stable in Singapore than the region but with a more pessimistic outlook

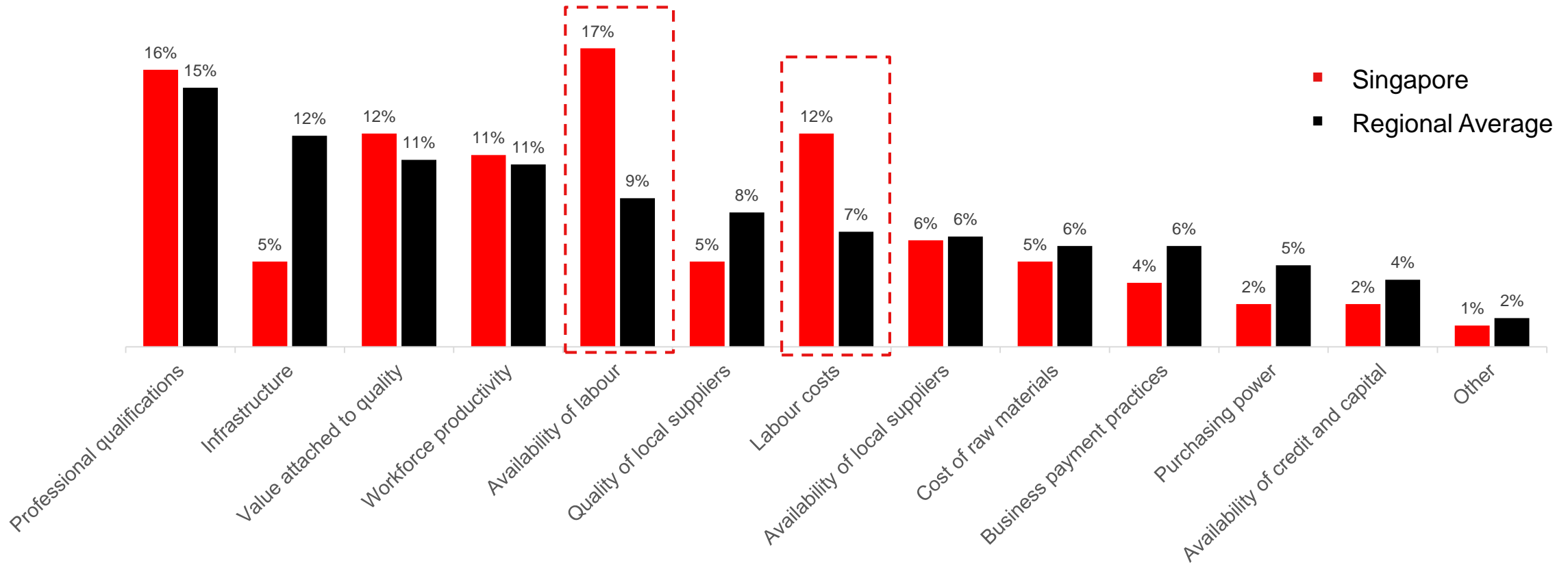
“How would you characterise the current economic climate and state of the economy in the country in which your subsidiary is located?”



Note: Regional average includes responses from 114 Austrian subsidiaries in Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam

Availability and cost of labour are more significant problems for subsidiaries in Singapore compared to the region

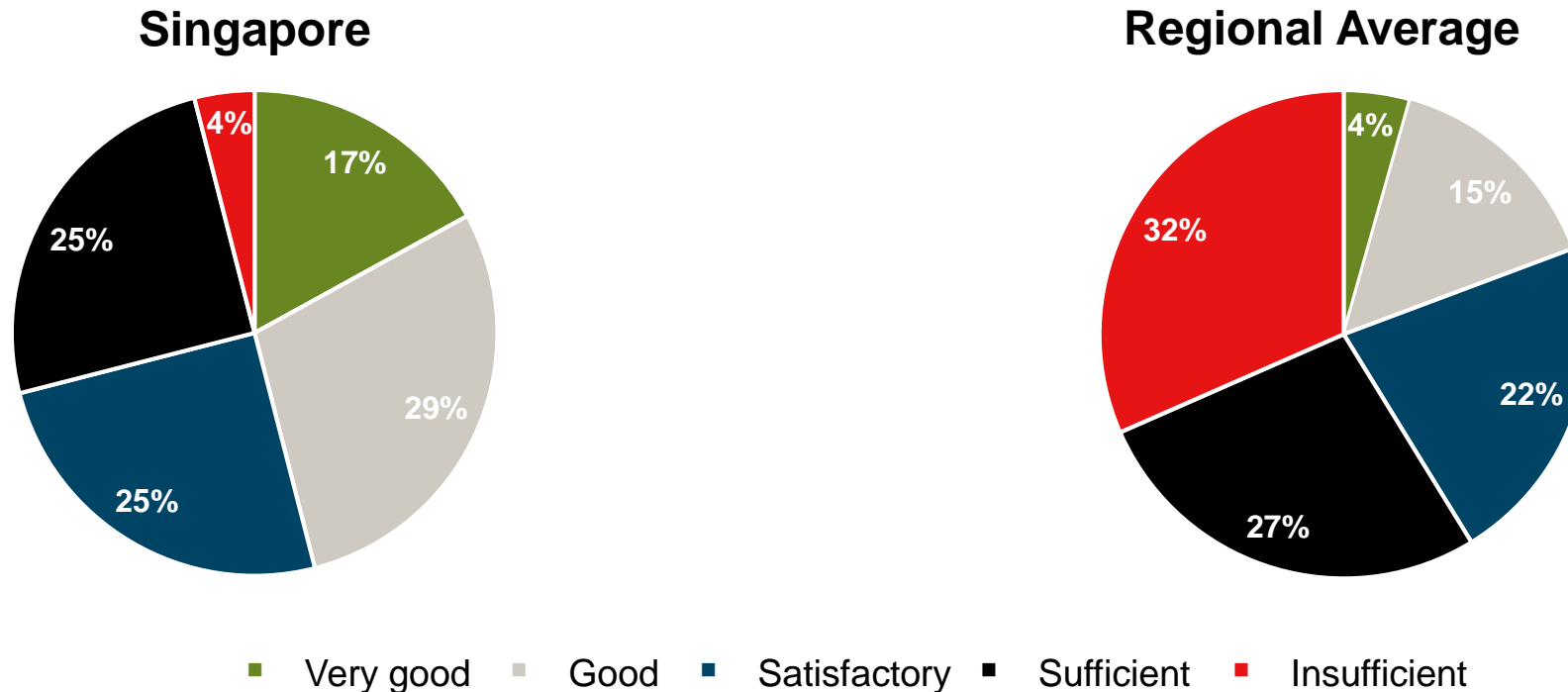
“In which three areas could your local market be made even more attractive for Austrian companies? Where is most room for improvement?”



Note: Regional average includes responses from 114 Austrian subsidiaries in Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam

The impact of the Singapore governments COVID-19 economic measures is rated higher than that of other governments in the region

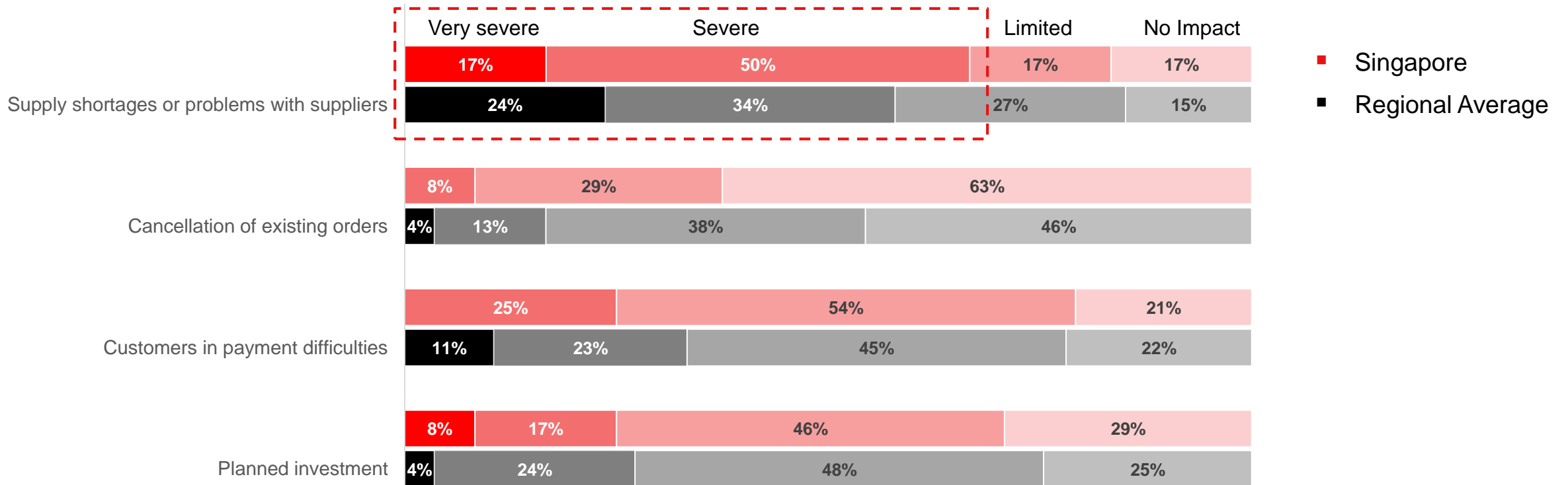
“How would you rate the impact of the measures (especially economic measures) taken by the local government to fight the COVID-19 pandemic on your business?”



Note: Regional average includes responses from 114 Austrian subsidiaries in Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam

Subsidiaries in Singapore experienced worse supply problems but fewer order cancellations and payment issues due to COVID-19

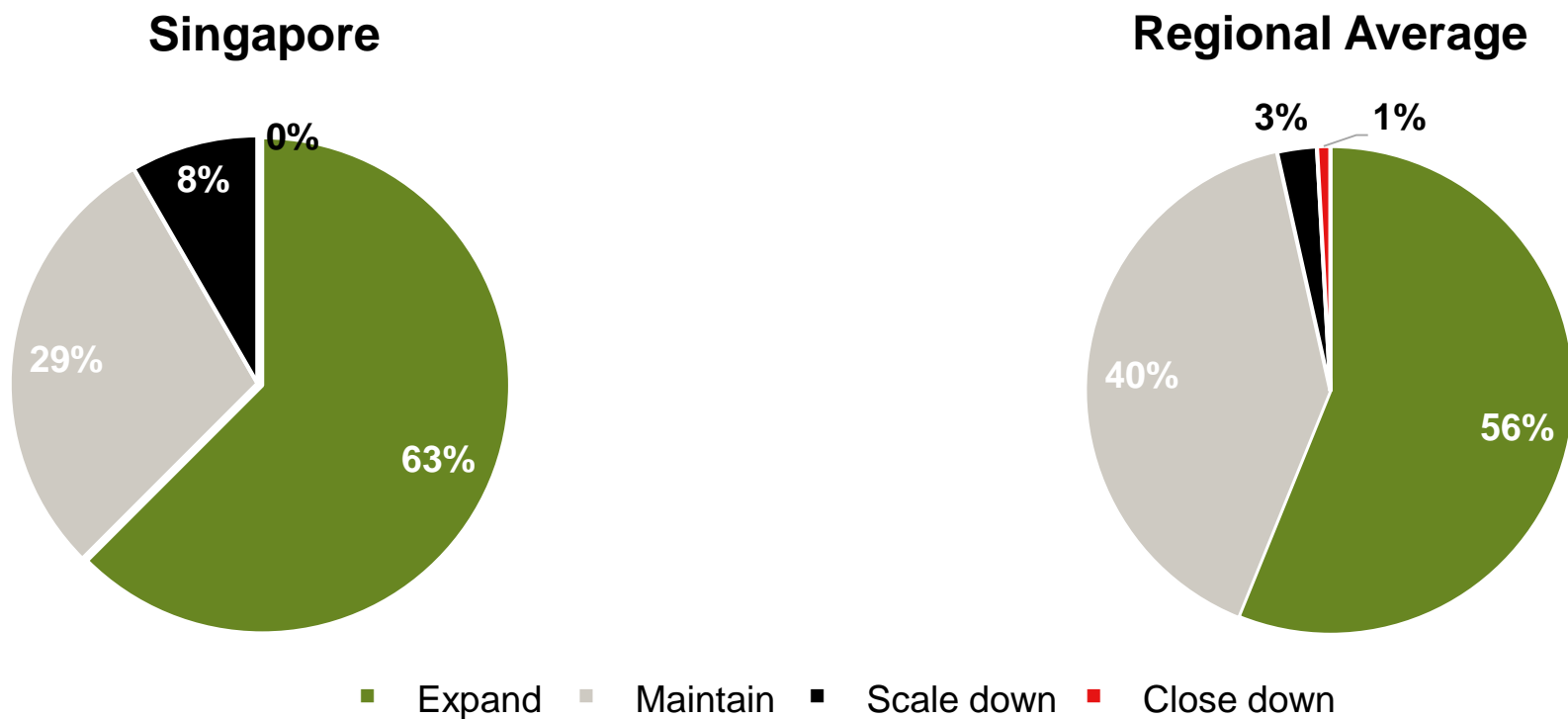
“Looking at the indicators listed below, how would you assess the impact of COVID-19 on your company?”
(Subset of categories)



Note: Regional average includes responses from 114 Austrian subsidiaries in Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam

The majority of subsidiaries, both in Singapore and the wider region, are planning to expand in the coming years

“How are you planning to develop the size of your local business over the next 1-2 years?”

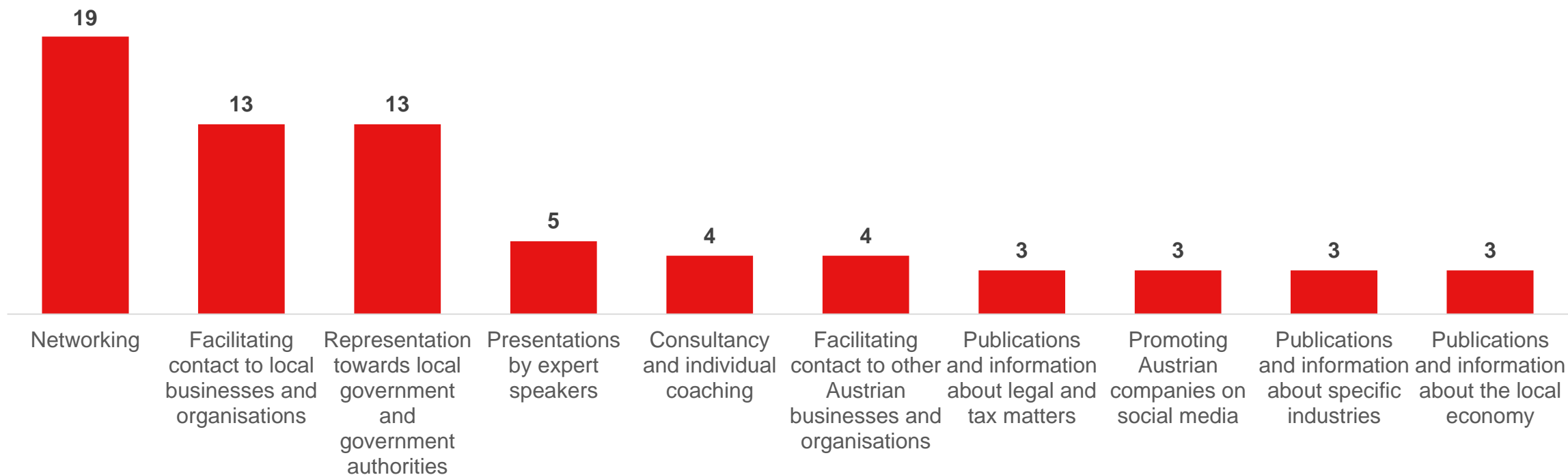


Note: Regional average includes responses from 114 Austrian subsidiaries in Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam

Austrian subsidiaries in Singapore especially value Advantage Austria's role providing networking opportunities

"Looking at the services provided by your local Advantage Austria office, which do you value the most?"

(Number of Responses, Singapore)



“Bildungsscheck” – go international

Wie hoch ist der Förderbetrag?

Gefördert werden 50% der Schulungskosten. Maximal 7.500 werden pro Unternehmen ausbezahlt.

Was wird gefördert?

Schulungskosten für MitarbeiterInnen an Auslandsniederlassungen ab Datum der Antragstellung. Thematischer Fokus: Betriebswirtschaft, Internationalisierung und Export.

Was wird nicht gefördert?

Innerbetriebliche Schulungen, Verrechnungen innerhalb eines Unternehmensverbunds, Reisekosten, reine Sprachkurse oder Teambuilding-Maßnahmen, gesetzlich vorgeschriebene Schulungen (z.B. Brandschutz, Arbeitssicherheit)

Wer kann einen Förderantrag einreichen?

Das österreichische Unternehmen (WK-Mitglied).

Nein, die Auslandsniederlassung kann den Antrag leider nicht stellen. D.h. es braucht eine gute Koordination zw. Auslandsniederlassung und Headquarter in Österreich.

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COVID 19 SITUATION AND OUTLOOK

Sebastian Maurer-Stroh

Executive Director, Bioinformatics Institute

BII and ID Labs, A*STAR

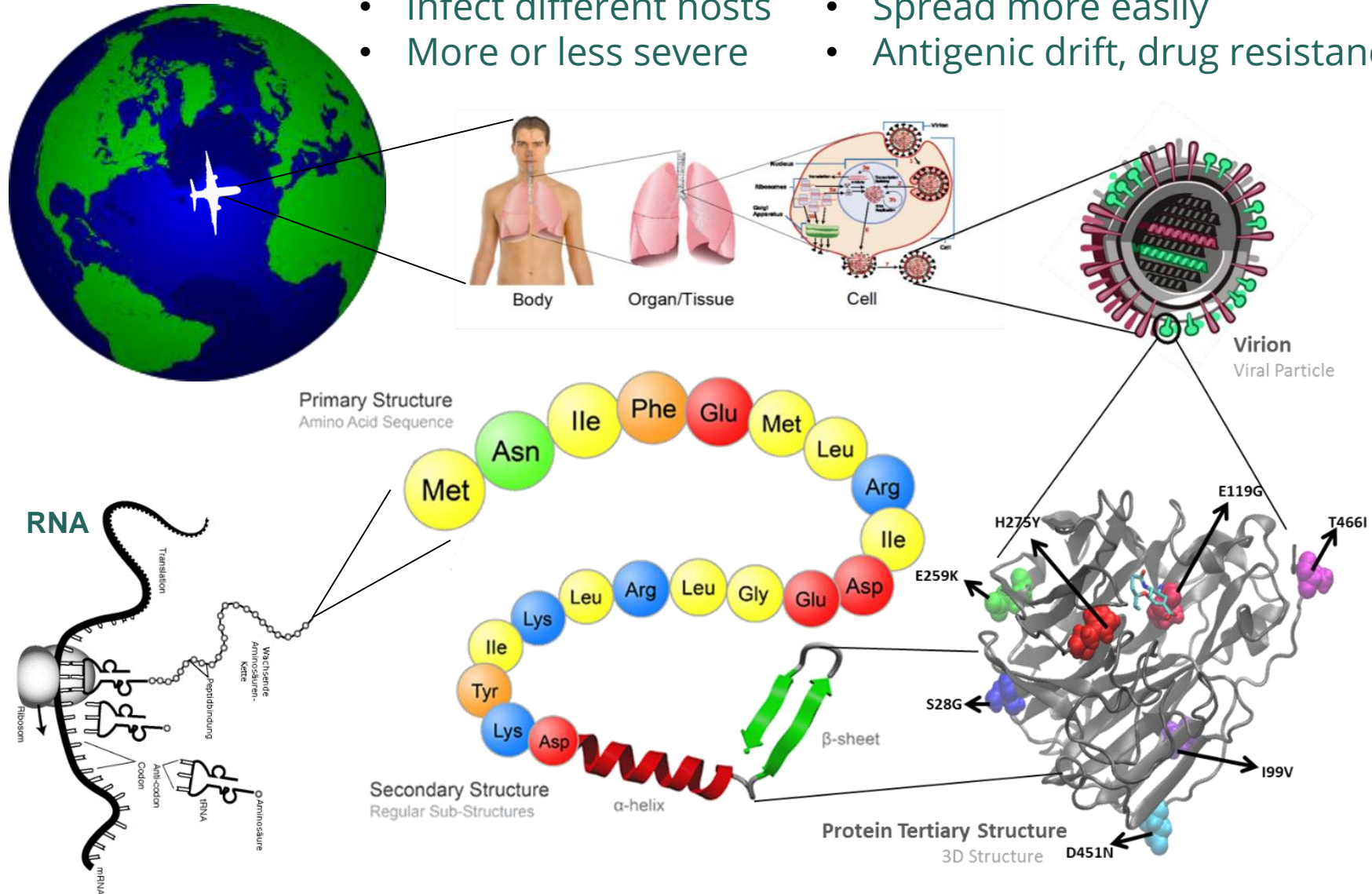
DBS, NUS

NPHL, NCID
GISAID

2 December 2021

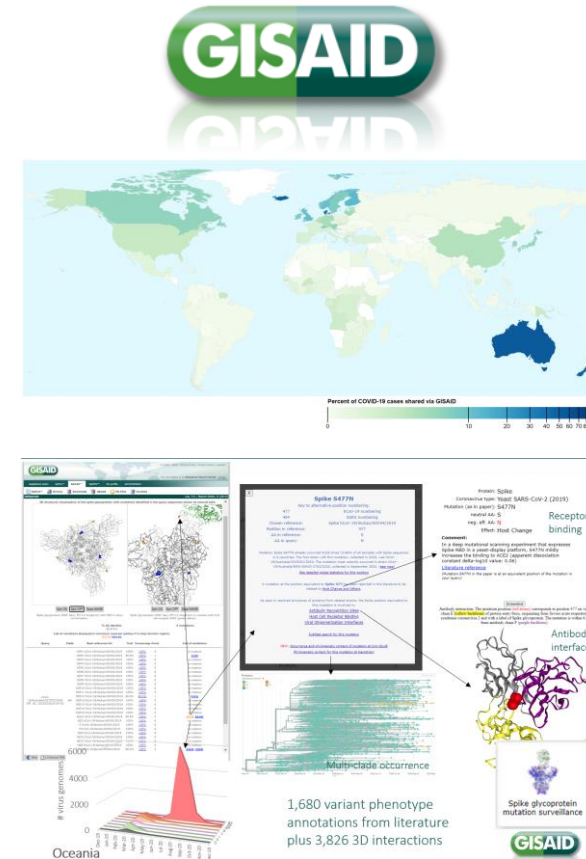
From the sequence and structure we can partially deduce important properties of the virus

- Infect different hosts
- Spread more easily
- More or less severe
- Antigenic drift, drug resistance



How can we track viruses and their evolution?

- Trusted sharing platform
- Real-time genomic surveillance
- The right analysis tools



THE STRAITS TIMES

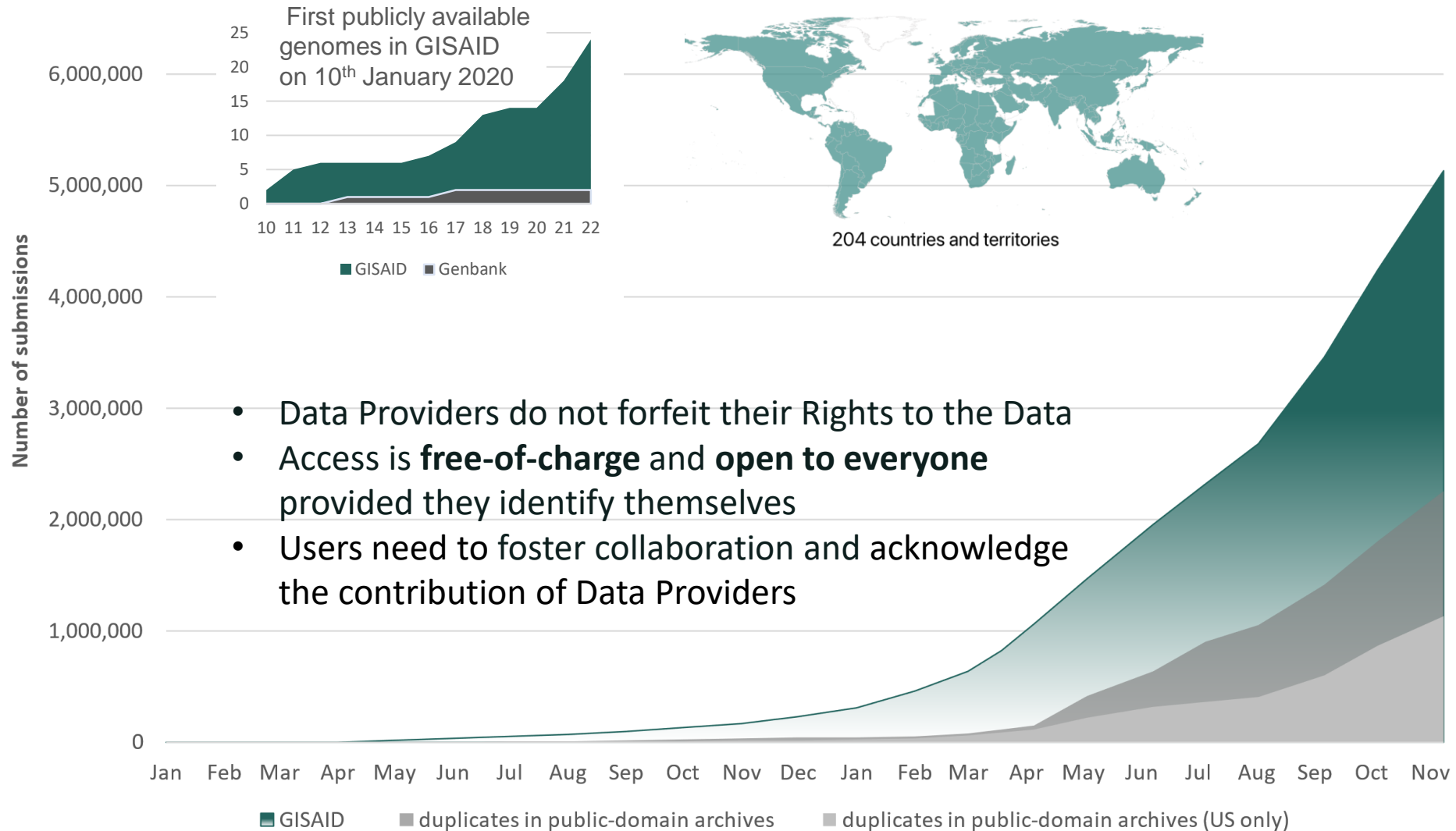
SINGAPORE

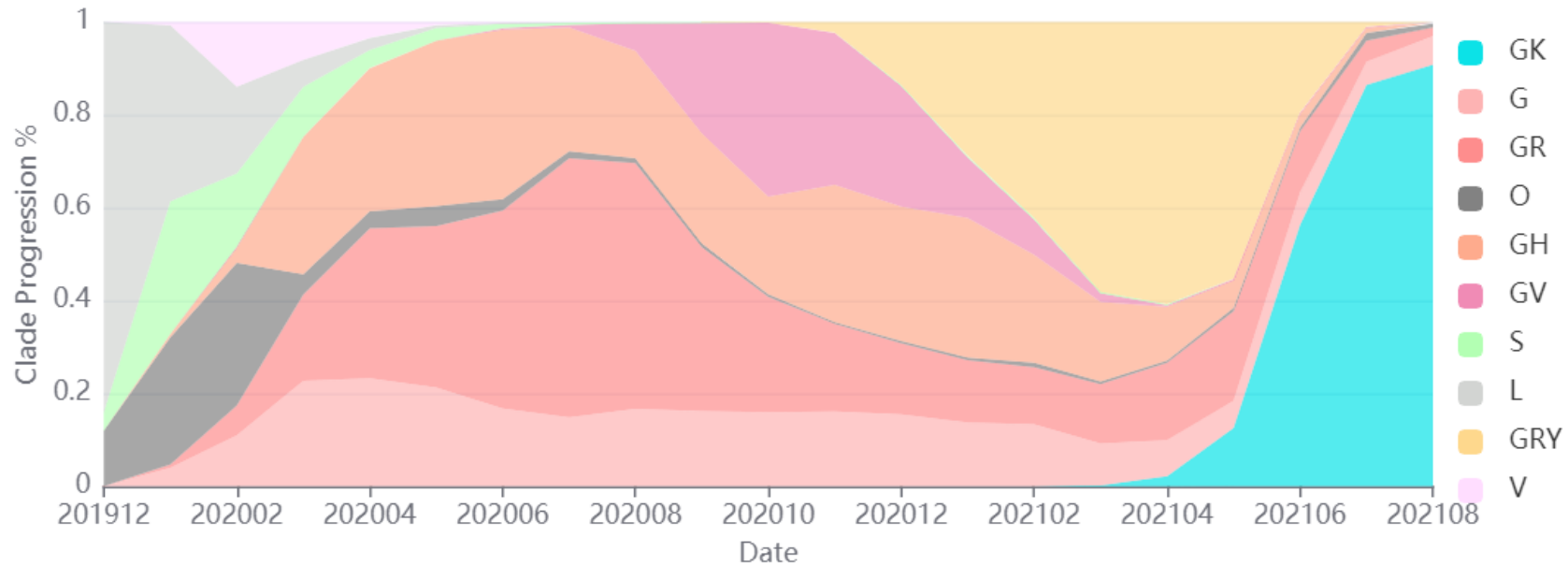


How a team at A*Star played a big role
in global fight against Covid-19
pandemic

Real-time data sharing during the COVID-19 Pandemic => Trust

GISAID's transparent sharing mechanism vs. anonymous access public-domain



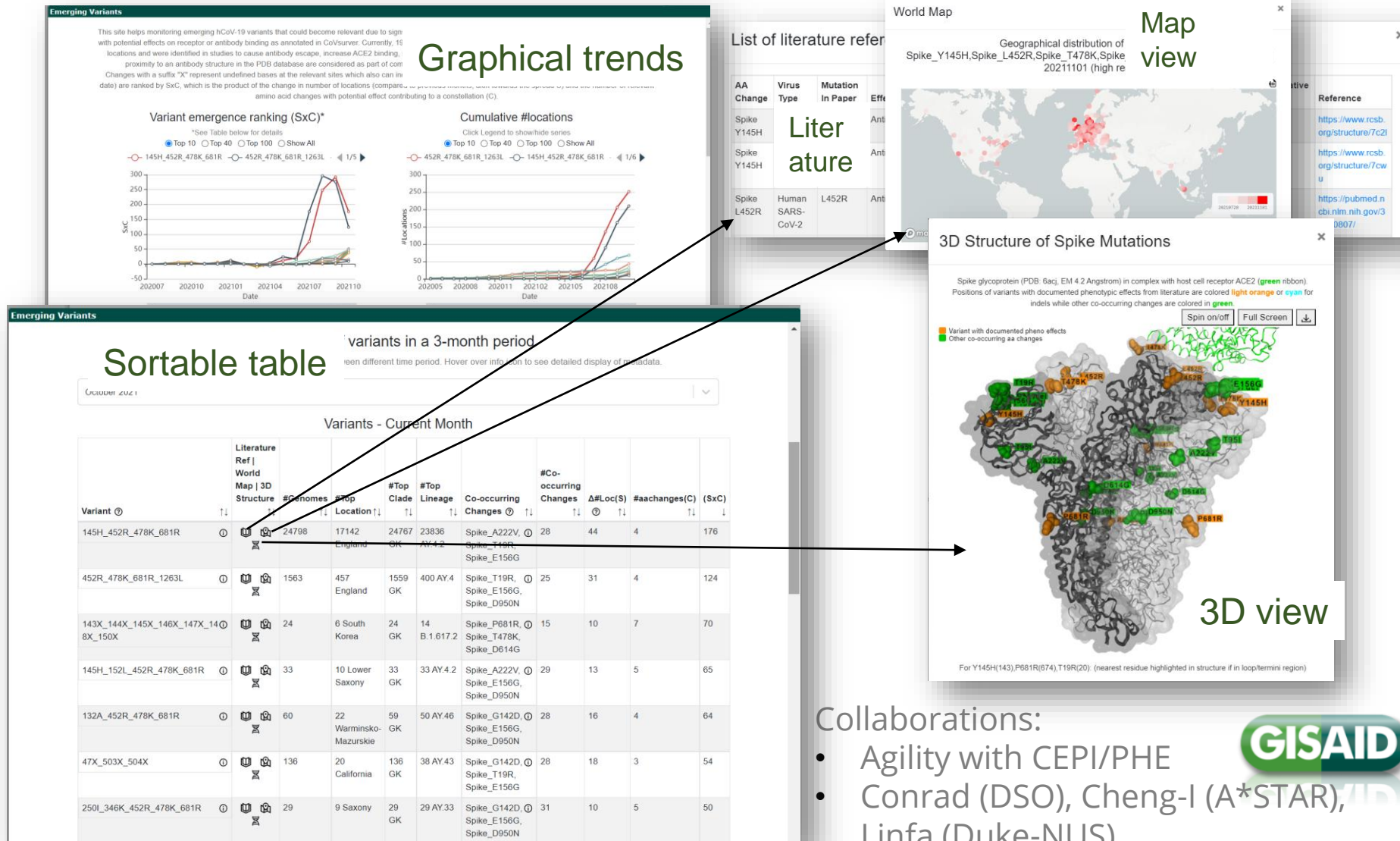


Live dashboard for choosing which emerging variants to investigate

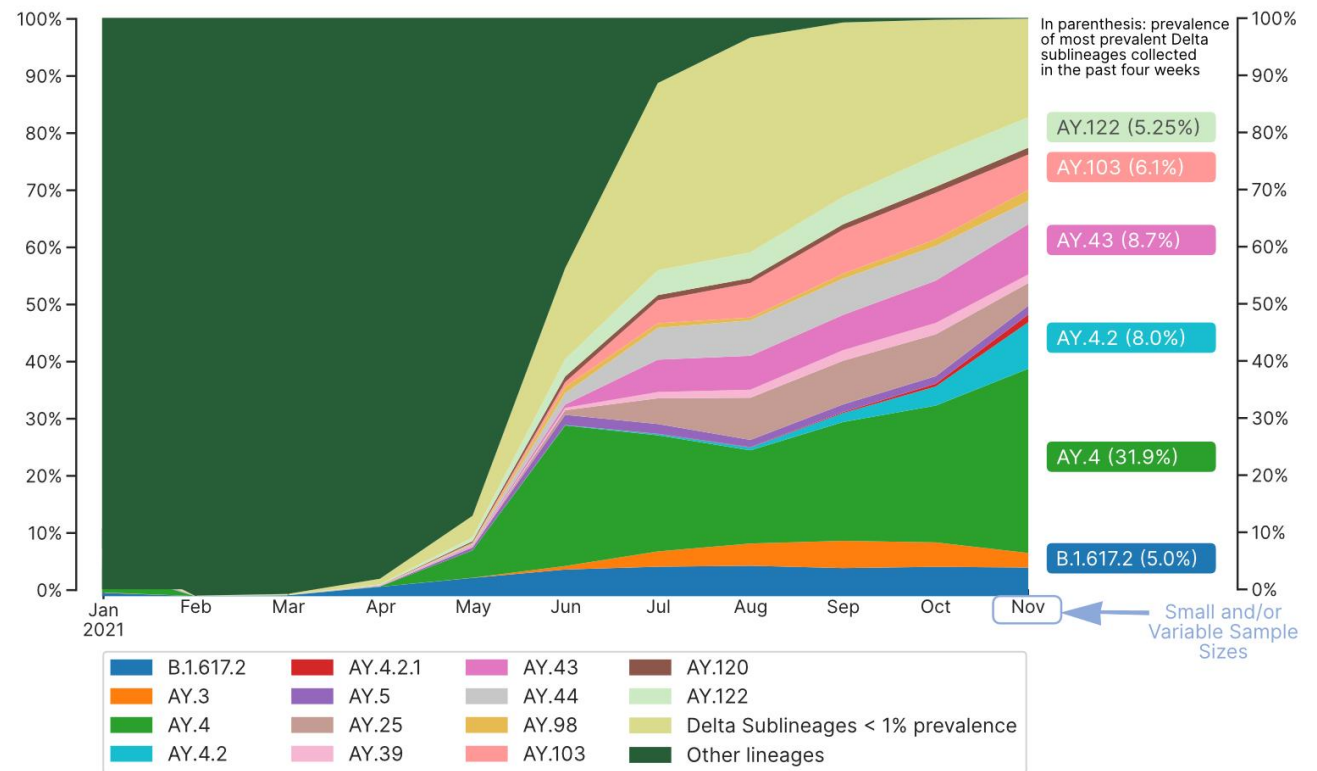
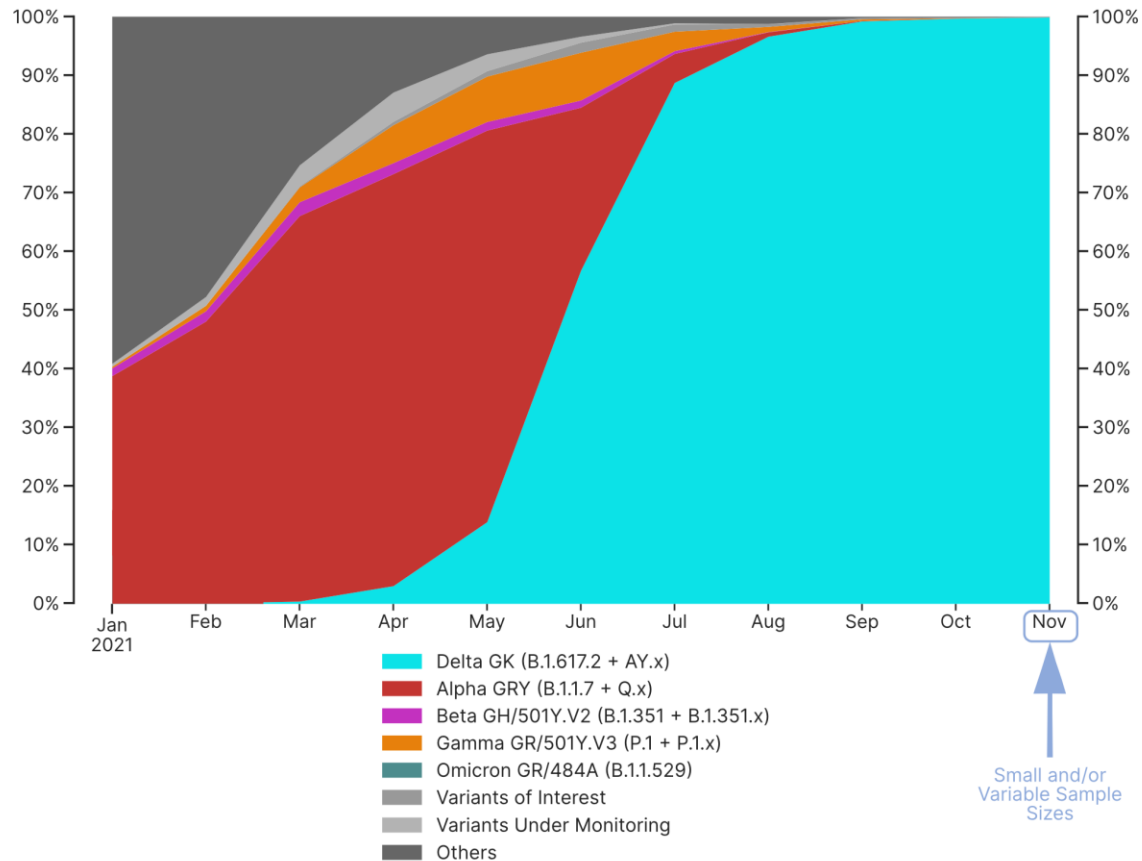


Emerging Variants

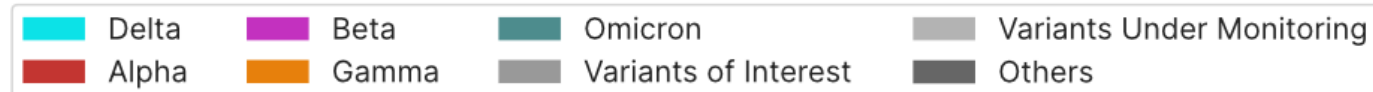
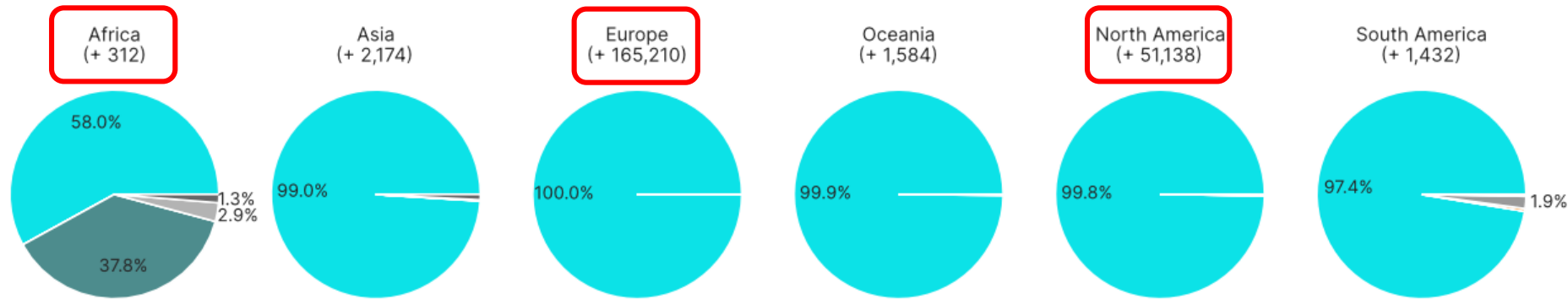
- Fast spread (increase in observed locations)
- Number of relevant spike changes (with experimentally known effect or known Ab site)



From Alpha to Delta to Omicron

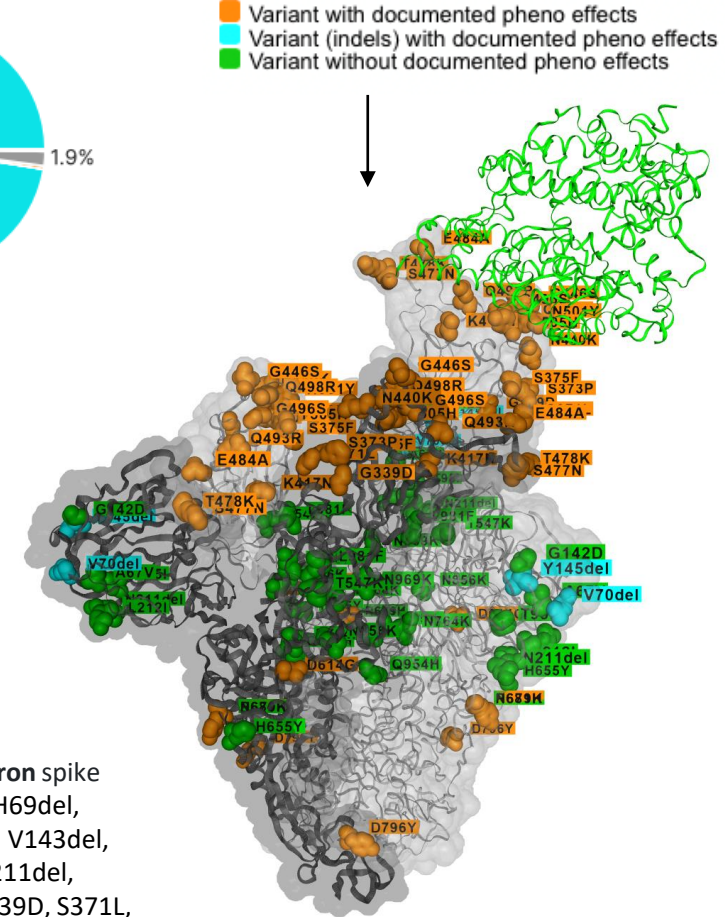


Not absolute increase but regional increase identified Omicron (B.1.1.529 is not offspring of Delta)



Change in proportions of variants compared to the four weeks before 2021-11-02

	Africa	Asia	Europe	Oceania	North America	South America
Delta	-37.7%	+0.1%	+0.1%	-0.1%	+0.2%	+2.2%
Alpha	+0.0%	-0.4%	-0.0%	+0.0%	-0.0%	-0.0%
Beta	-0.8%	+0.0%	-0.0%	+0.0%	-0.0%	+0.0%
Gamma	+0.0%	+0.0%	-0.0%	+0.0%	-0.0%	-1.9%
Omicron	+38.8%	+0.2%	+0.0%	+0.1%	+0.0%	+0.0%
Variants of Interest	+0.0%	+0.0%	-0.0%	+0.0%	+0.0%	-0.3%
Variants Under Monitoring	-1.0%	+0.0%	+0.0%	+0.0%	-0.0%	+0.0%
Others	+0.7%	+0.1%	-0.0%	+0.0%	-0.2%	+0.1%



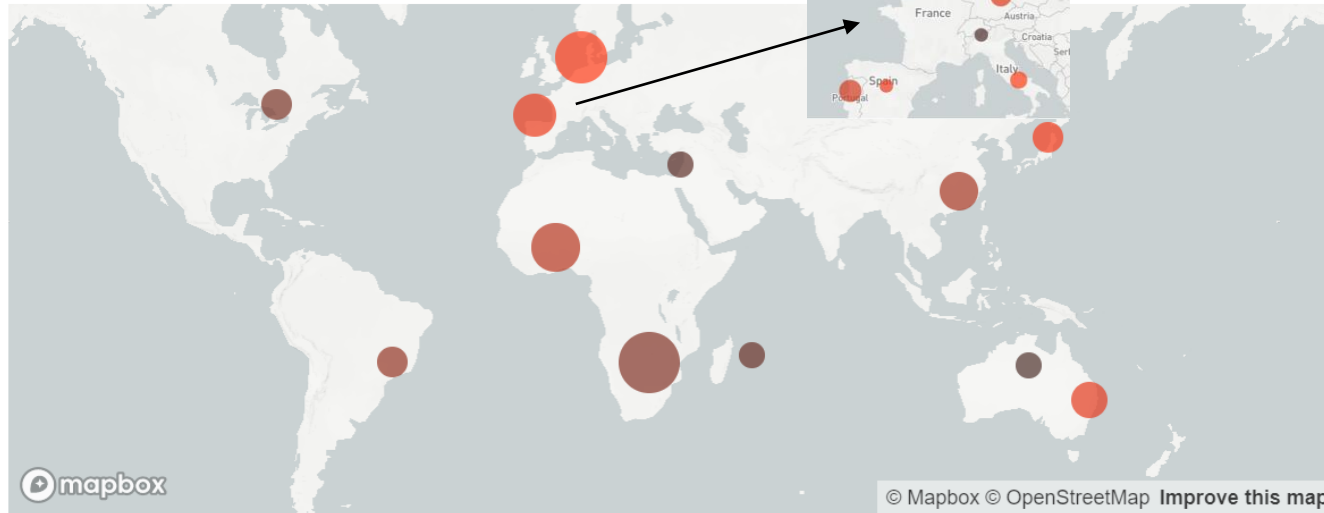
Changes in the **Omicron** spike glycoprotein: A67V, H69del, V70del, T95I, G142D, V143del, Y144del, Y145del, N211del, L212I, ins214EPE, G339D, S371L, S373P, S375F, K417N, N440K, G446S, S477N, T478K, E484A, Q493R, G496S, Q498R, N501Y, Y505H, T547K, D614G, H655Y, N679K, P681H, N764K, D796Y, N856K, Q954H, N969K, L981F

3D changes in receptor and antibody (vaccine) binding regions

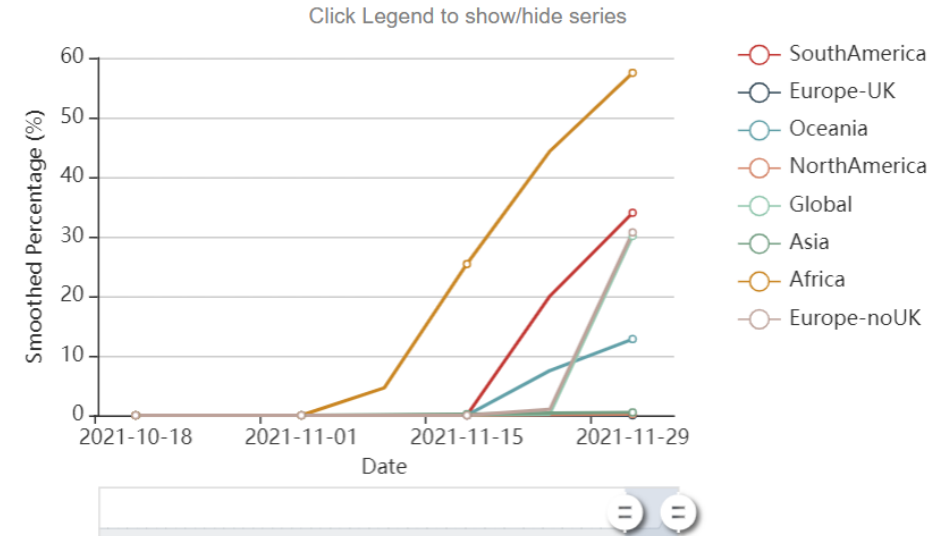
VOC Omicron GR/484A (B.1.1.529) first detected in Botswana/Hong Kong/...

Map of tracked variant occurrences

Circle size proportional to number of variant genomes, zoom into region for more detail. Red indicates most recent.



Relative Variant Genome Frequency per Region (exponentially smoothed alpha=0.3)



Most recent reported occurrences in different countries

Country	Strain Name	Collection Date
Belgium	hCoV-19/Belgium/ULG-22181/2021	2021-11-29
Italy	hCoV-19/Italy/CAM-COLLI-COTUGNO-A10117/2021	2021-11-28
Japan	hCoV-19/Japan/IC-2278/2021	2021-11-28
Spain	hCoV-19/Spain/MD-HGUGM-5821169/2021	2021-11-28
Australia	hCoV-19/Australia/NSW-ICPMR-14637/2021	2021-11-28
Austria	hCoV-19/Austria/MUIV-0231/2021	2021-11-28
Portugal	hCoV-19/Portugal/PT21719/2021	2021-11-27
Germany	hCoV-19/Germany/BY-MVP-000009711/2021	2021-11-27
Netherlands	hCoV-19/Netherlands/NH-RIVM-71084/2021	2021-11-26
Ghana	hCoV-19/Ghana/TRA-2339/2021	2021-11-26

Country Submission Count

Country	Total #GR/484A (B.1.1.529)	#GR/484A (B.1.1.529) in past 4 weeks	%GR/484A (B.1.1.529) in past 4 weeks
South Africa	172	172	71.4
Ghana	33	33	62.3
Botswana	19	19	22.4
United Kingdom	18	18	0.0
Netherlands	13	1	0.0
Portugal	13	13	1.3
Hong Kong	7	7	29.2
Australia	6	6	0.4
Germany	5	5	0.1
Italy	4	4	0.1

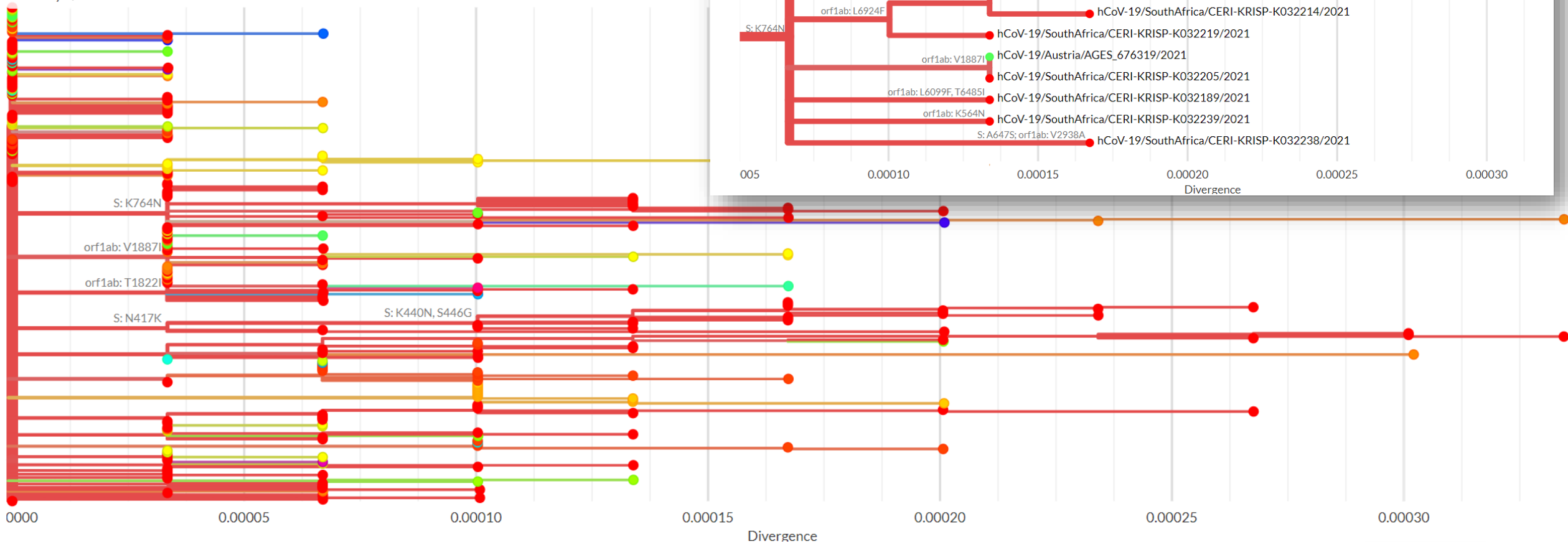
Phylodynamics of Omicron (genetic divergence)

> VOC Omicron GR/484A (B.1.1.529) first detected in Botswana/Hong Kong/South Africa

Showing 304 of 304 genomes collected between Nov 2021 and Nov 2021, last updated 2021-12-01

Phylogeny

Country ▼

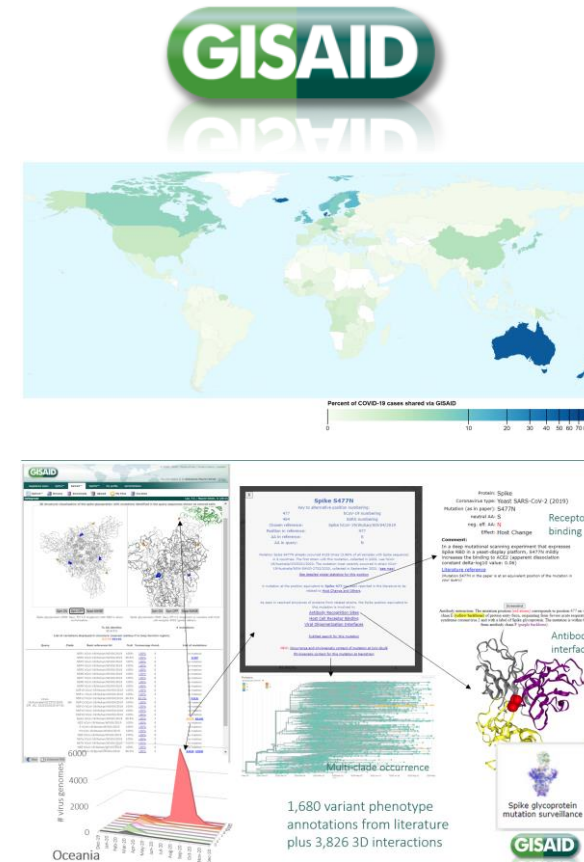


Further contact tracing with genetic markers possible



Real-Time Surveillance of Virus Variants

- Trusted sharing platform
- Real-time genomic surveillance
- The right analysis tools



Thank You!



Moving Forward to a New Time

Sabrina Winter, Senior Director Regional Sales

Restarting global travel

Current situation

Fear of new COVID variants

Worsening domestic situation

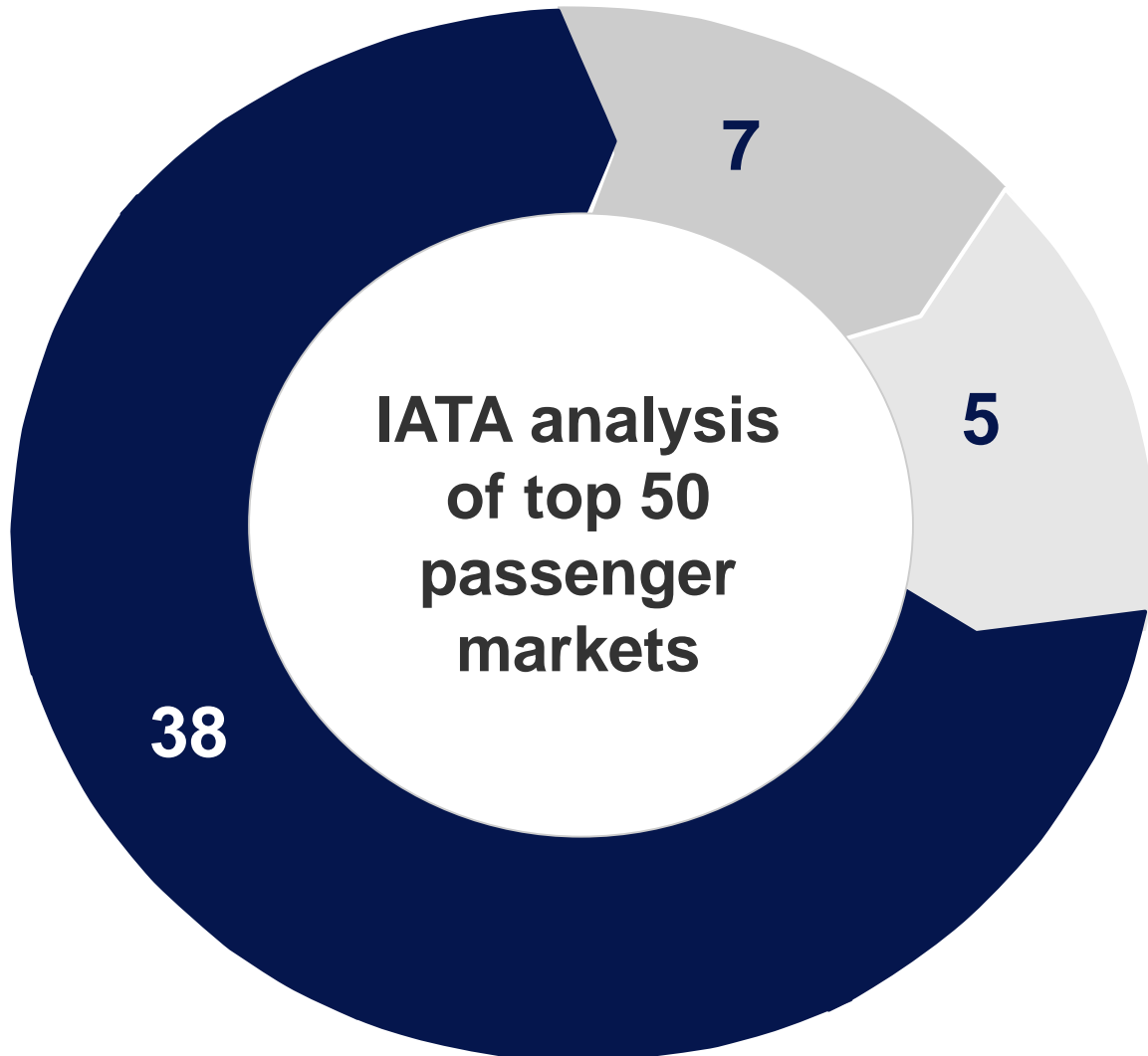
Worsening border restrictions impacting international travel

Slower than expected vaccination

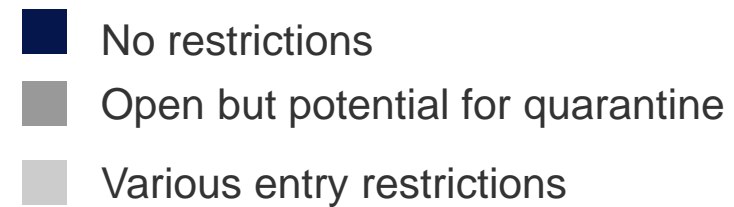
Vaccine hesitancy

Source: 25-2122_2021 10 26 IARA Presentation to BAR Singapore

Unharmonized border measures



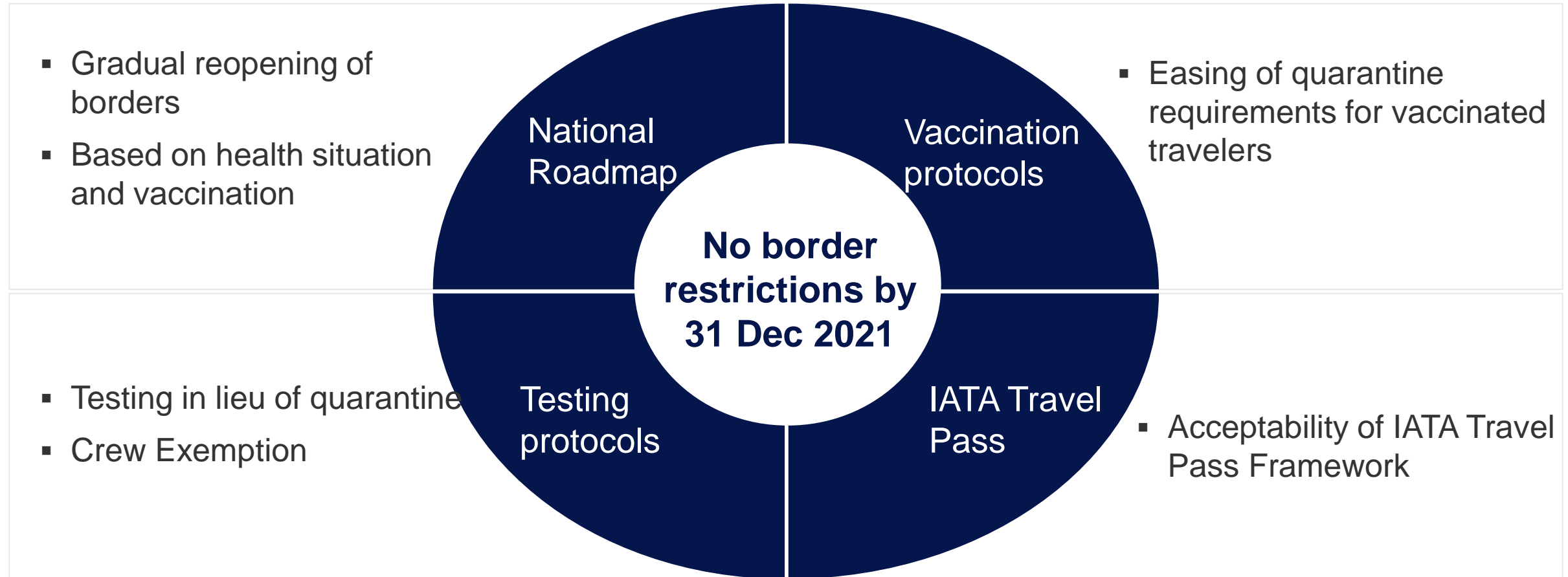
- Lack of harmonized border measures, restrictions and procedures is a major cause of the failure to restart travel
- Analysis of 50 largest air travel markets shows significant variations in border entry requirements:



Source: 25-2122_2021 10 26 IARA Presentation to BAR Singapore

Advocacy for Safely Reopening Borders

Engagement with Governments on 4 key areas:



Source: 25-2122_2021 10 26 IARA Presentation to BAR Singapore

Stronger together: The leading European airline group

19.6Mio.
Passengers

July, August and September 2021



4,512

Weekly Departed Flights
(8 to November 14, 2021)



68.8%

Seat load factor
(Q3 2021)



Full repayment of financial
aid

260

global destinations
(Lufthansa Group)



80%

New Bookings

(Pre-crisis level)



66 aircraft

in order (long-haul)



Austrian

brussels
AIRLINES

Eurowings



Lufthansa

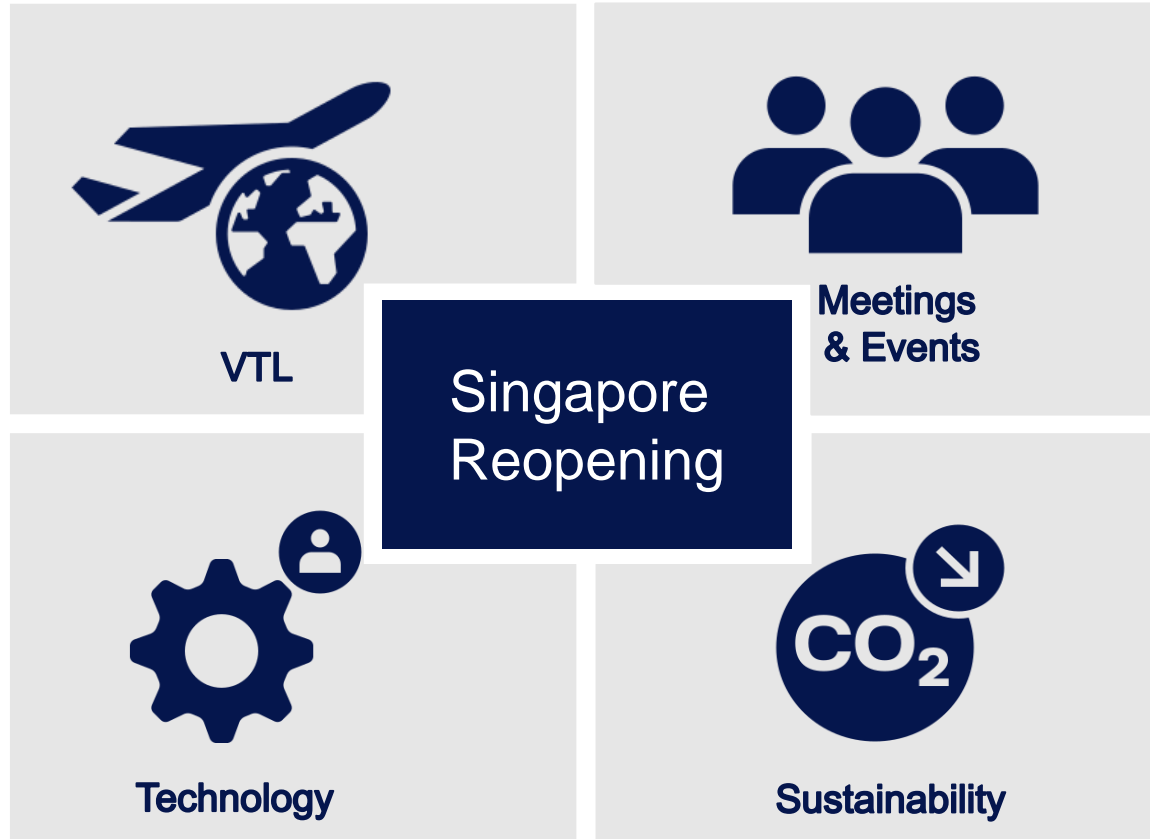
SWISS

LUFTHANSA GROUP

Southeast Asia and Pacific Development – focus on restart



Singapore - The way forward



Future Lufthansa Business Class



Tasting HEIMAT – a feel of Germany



Product & Services



New SWISS Bistro concept



Reopening of Lufthansa First Class Terminal

Commitment to safety



Star Alliance Biometrics Passport



Care & Confidence



Test, Drop and Fly

Digital platform for travel restrictions

#MakeChangeFly – Pioneering Sustainable Aviation



MODERN FLEET

-30% CO₂

OPS EFFICIENCY

SAF (Sustainable Aviation Fuel)

Interactive Exchange



EDB as a Partner for Austrian companies in Asia

2 December 2021



EDB:
SINGAPORE



The Singapore Economic Development Board (EDB)

What We Do: EDB is Singapore's lead agency that plans and executes economic and industrial development strategies for Singapore

OUR VISION

- A Global Leader
- A Great City
- A Home in Asia
- For Business, Innovation, and Talent

OUR MISSION

We create for Singapore, sustainable economic growth with vibrant business and good job opportunities



Responsible for >30% of Singapore's Annual GDP

EDB undertakes investment promotion and industry development in the manufacturing and tradeable services sectors.

- Facilitate investments
- Partner existing base to transform and boost productivity
- Support corporate entrepreneurships and growth of new ventures

The Economy of Singapore Today



Business-friendly environment

- Pro-business environment



World-class Talents

- Highly educated workforce



Critical Connector to the Rest of the World

- Connected to the global trade network
- Openness to talent



Great Place to Live

- A safe and vibrant city to work, live and play



Trusted Partner

- Government as a trusted partner

2020 GDP: S\$469.1 Billion
(approx. EUR 303.5 Billion)



Sectorial breakdown for Manufacturing



Biomedical Manufacturing



Chemicals



Electronics



Precision Engineering



Transport Engineering



General Manufacturing

A Global Leader for Business Growth and Transformation

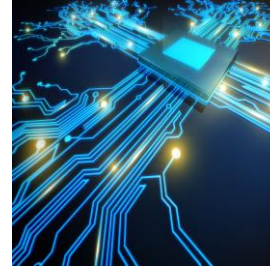
INNOVATION



1st in Asia, for innovation performance.

(Source: Global Innovation Index 2019)

DIGITAL



Asia's top-ranked country in digital transformation, and 1st in digital infrastructure.

(Source: Asian Digital Transformation Index 2018)

ADVANCED MANUFACTURING



4th largest exporter of high-tech goods globally, in terms of value-add.

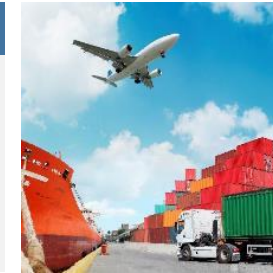
(Source: World Bank Data)



HUB SERVICES

46% of Asia RHQs are based in Singapore, across a diverse range of industries.

(Source: Singapore Business Review, as quoted in KPMG, "Budget 2018/2019 Report")



SUPPLY CHAIN & CONNECTIVITY

2nd busiest container sea port and 12th busiest air cargo hub in the world.

(Source: Lloyd's List 2017 – Top 100 Container Ports 2017; Airports Council International - World Airport Traffic Report 2018)

ELECTRONICS



Accounts for 25% of global semiconductor equipment output in 2017.

(Source: SEMI Global Industry Association)



AEROSPACE

#1 aerospace city of the future globally.

(Source: fDi's Aerospace Cities of the Future 2018/19)

ENERGY & CHEMICALS



Top 5 largest refinery export hub globally.

(Source: BP Statistical Review of World Energy 2019)



MARINE & OFFSHORE

Top maritime capital of the world.

(Source: Leading Maritime Capitals of the World Report, 2019)

Success stories from the DACH Region

ALPLA APAC HQ– HQ:AUT

Global plastics packaging recycler.

- Established **APAC RHQ** in Singapore in 2021 as part of restructuring plans to merge North and Southeast Asia into one region.
- **Transparency and safe legal environment** cited as key reasons for establishing RHQ.
- In addition, Singapore also has a **conducive ecosystem** comprising brand owners, dynamic start-up scene, R&D landscape and talent pool.

Bühler + Givaudan Food Innovation Centre – HQ:CH

*Factory equipment manufacturer and
Flavors & Fragrance maker.*

- New 4,000 sqft **innovation center** to help researchers, food manufacturers and start-ups to develop, test and scale up plant-based food products.
- Support of **food and machine experts** such as marketing specialists, process technologists and food scientists.
- Singapore's **vibrant food technology scene and cultural diversity** make it an ideal location to drive food innovation with partners.

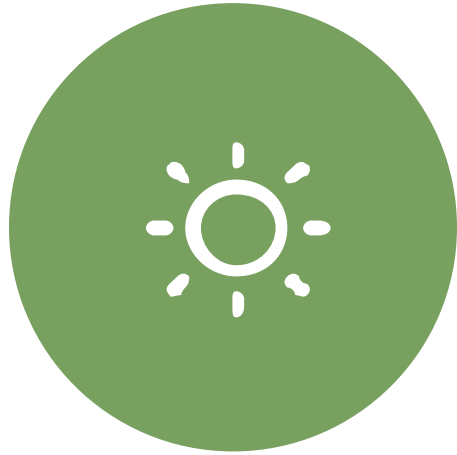
SYNTELLIX– HQ:DE

*Global market leader in bioabsorbable
metallic orthopaedic implants*

- Established **RHQ** in Singapore in 2016, to oversee subsidiaries in the region.
- Set up in 2019, Singapore is Syntellix's only **manufacturing site & R&D Hub** outside home base of Hannover. It is currently expanding capacity and further integrating the site in its global value chain.
- Chose Singapore for its **top-notch healthcare ecosystem, academic infrastructure and high level of governance, transparency and compliance.**

Welcome to Singapore

How can EDB support companies on their investment journey in Singapore



INFORMATION

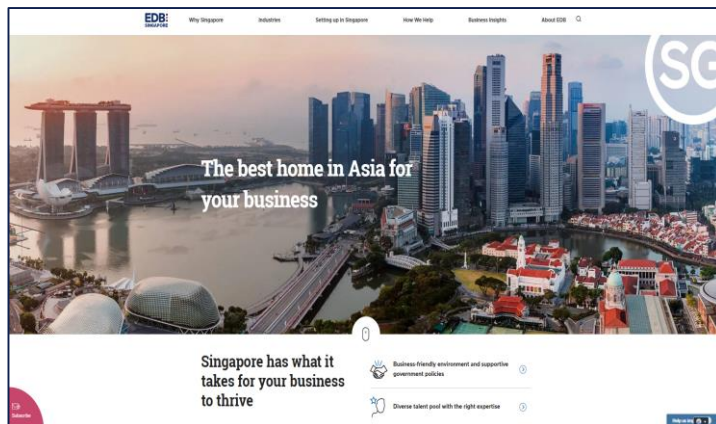


CONNECTIONS



GOVERNMENT
PROGRAMMES

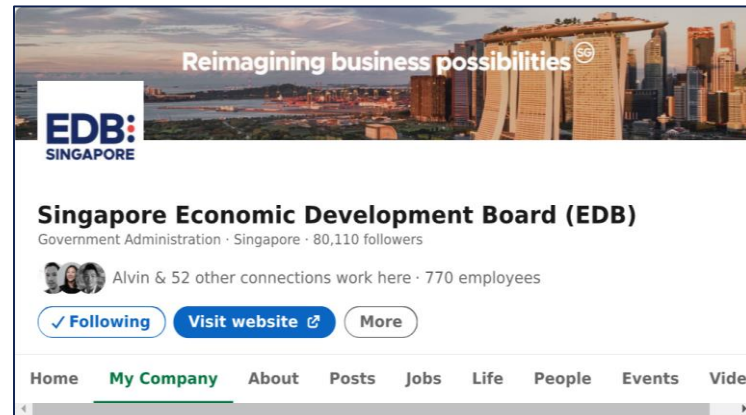
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Visit our website to learn more about the work that EDB does, key business activities, business opportunities in the region and more.

[CLICK HERE](http://www.edb.gov.sg)



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