



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA **JOHANNESBURG**

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EDITORIAL

Dear Reader,



We hope you had a relaxing Easter Break and enjoy reading the 2nd edition of our AUSTRIAN BUSINESS NEWS in 2015. After a busy 1Q of the year, which included the visit of a business delegation headed by the Deputy President of the Austrian Parliament as well as workshops for the Plastics Industry and the Austria Showcase at Energy Efficiency Africa, we are currently preparing a number of exciting business events

for the upcoming weeks. Two of the highlights are:

In early May a group of 8 renowned Austrian suppliers of medical equipment & services will exhibit their products at the **Austrian National Pavillion at Africa Health 2015**. This is the third time we are participating in this leading exhibition for the South African Health Sector. The Austrian presence in Africa Health has been growing continuously over the past three years. This fact not only shows the interest but also the commitment of Austrian companies to make a substantial contribution to the development of the health sector in South Africa.

In June the Vice President of the Austrian Federal Economic Chamber will lead a **Business Delegation to Mozambique**. The program will include a Business Forum on Wednesday, 17 June, as well as meetings and discussions with various government departments and representatives of the private sector. South African subsidiaries and business partners of Austrian companies are most welcome to join the event in Maputo. Please contact us if you would like to find out more.

To help you finding new business partners from Austria you will find in this issue of AUSTRIAN BUSINESS NEWS a summary of current business opportunities offered by Austrian companies in South Africa on page 4 as well as a preview of our upcoming events on page 5. Please read on and take advantage of these opportunities.

The next issue of AUSTRIAN BUSINESS NEWS will arrive in your mailbox in August. Until then we invite you to stay up-to-date about Austrian business in South Africa by joining our group ADVANTAGE AUSTRIA in SA on [LinkedIn](#) or follow us on [Twitter](#).

With best wishes,

Johannes Brunner
The Austrian Trade Commissioner

NEWS FROM AUSTRIA



Austrian Exports hit record high in 2014

Exports were up by 1.7% in 2014, reaching an all-time high of almost EUR 128 bn and slashing the trade deficit by more than half. Preliminary figures for 2014 from Statistics Austria once again show the strength and competitive edge of Austria's exporters. From January to December 2014 the export of goods rose by 1.7% to EUR 127.9 bn, while imports slipped back against the previous year by 0.8% to EUR 129.72 bn. This has resulted in the trade deficit falling by more than half to EUR 1.83 bn (2013: EUR 4.9 bn).. [Read further... \[Link\]](#)

Austria is a more popular holiday destination than ever before

2014 the number of arrivals hit a record high of 37.6 million. Last year saw the highest ever number of visitors to Austria according to preliminary figures from Statistics Austria . A total of 37.55 million arrivals exceeded the record set the previous year (36.85 million) by 1.9%. Around two thirds of arrivals were by international guests (25.29 million), while guests from Austria were at a record high of 12.26 million..[Read further... \[Link\]](#)



Eurovision Song Contest in Vienna to be Green Event



Vienna will host the Eurovision Song Contest (ESC) in May 2015. For the first time ever, the Song Contest will be organised to recognised environmental standards and realised as a Green Event. The goal is to keep the Song Contest's CO2 footprint to an absolute minimum by conserving resources. The event will be completely powered by green energy from the public grid and the ESC tickets are valid for free public transport in Vienna. The focus for catering is on local and organic foods from Austria..[Read further... \[Link\]](#)

Wind Power in Austria is growing at a record rate

Austria is an international trailblazer in renewable energy. Output has doubled in the wind power sector in just three years. Austria's wind power sector can look back on three particularly successful years. Since the Green Electricity Act came into force in 2012, EUR 1.7 bn has been invested in expanding wind power and 365 wind turbines with total output of 1,015 MW have been built. This marks a two-fold increase in wind power in this period. Further wind turbines with a capacity of around 390 MW are set to come on line in 2015..[Read further... \[Link\]](#)



BUSINESS OPPORTUNITIES

Colenta Labortechnik GmbH & Co. KG



Colenta Labortechnik offers a comprehensive analogue/digital portfolio covering the needs of x-ray departments. Alongside its total range of analogue x-ray films, cassettes, intensifying screens and automatic x-ray film processors, x-ray protection and darkroom accessories, Colenta offers a variety of CR and DR Retrofit Kits to convert existing analogue x-ray equipment to digital. **Colenta Labortechnik are seeking distribution partners.** Click [here](#) for more.

Lohmann & Rauscher GmbH

Lohmann & Rauscher (L&R) is a leading international supplier of forward-looking medical devices and hygiene products of the highest quality. The range includes products and services for wound management, bandages and dressings, OR set systems, negative pressure wound therapy and consumer hygiene products. Lohmann & Rauscher are looking for co-operation partners. Click [here](#) for more.



H+H SYSTEM GmbH



H+H supply ready-to-fit aluminium drawers tailored to customers' requirements and refrigerators for storing pharmaceuticals and blood. Drug storage in hygienic aluminium drawers results in a 50% higher storage capacity than with conventional refrigerators, without the danger of errors or mix-ups.. H+H are **looking for sales partners.** Click [here](#) for more.

Biegler GmbH

Biegler is **seeking distribution partners** for their group of products which includes the blood and infusion warmer and the automatic pressure infusor Autopress. The Biegler Autopress is another element in their heating line and can be used directly with blood and infusion warmers. Click [here](#) for more.



VAMED Management und Service GmbH & Co KG



VAMED is known internationally as one of the leading companies in the health care sector. VAMED provides a complete package for every type of health care facility, e.g. hospitals, specialist clinics, rehabilitation & health centres, thermal spas and wellness centres. Click [here](#) for more.

UP AND COMING EVENTS

Austrian National Pavilion at the Africa Health 2015

05 May 2015 – 07 May 2015

Johannesburg

Following the success from the Africa Health 2014 Trade Show, Advantage Austria will organise a National Pavillion at the AFRICA HEALTH 2015!

Join us at our pavilion for an opportunity to meet and greet experts from various fields in the medical industry in person. We look forward to welcoming you to our stand. For more info, click [here](#).

ABC Event: Golf Day 2015

15 May 2015

Johannesburg

Tee-off for charity at the Austrian Business Chamber annual Golf Day.

Join the Austrian Business Chamber and the Elegance Group at Woodmead CCJ on 15 May 2015 for a day of golf. To enter, please book a fourball at R3200 per team before the closing date on Friday, 8 May 2015. Proceeds will go to SOS Children's Villages South Africa. For more info, click [here](#).

ABC Annual General Meeting 2015

15 May 2015

Johannesburg

Save the Date!

The Austrian Business Chamber Annual General meeting to take place on 19th May 2015 in Johannesburg, further details will be available soon, click [here](#).

Austrian Business Delegation to Mozambique

16 June – 19 June 2015

Johannesburg

The Vice-President of the Austrian Federal Economic Chamber will lead a business delegation to Maputo from 16 – 19 June. The program will include a Business Forum on Wednesday, 17 June, as well as meetings and discussions with various government departments and representatives of the private sector. Explore with us the huge opportunities Mozambique has to offer in particular in the infrastructure and energy sectors. For more info mail to: johannesburg@advantageaustria.org.

PUBLICATIONS

FRESH VIEW ON LIFE SCIENCES AND MEDICAL TECHNOLOGY

The FRESH VIEW magazine delivers information worth knowing, direct to your computer (download). Find out more about current facts and figures, and read up on the economic background of many different sectors of the Austrian economy.

Life Science & Medical Technology

Life Sciences and Medical Technology are among the most important technological and economic areas of the 21st century. Austria offers networks of well-established pharmaceutical companies, innovative biotechnology firms, leading research institutes and important centres of expertise, providing the ideal backdrop for a life science location of international importance.

Find more information on Austrian construction providers as well as exciting cooperation opportunities in one of the latest editions of FRESH VIEW:

FRESH VIEW on Life Sciences and Technology, Nr 155 [pdf, 5,400.7 Kb]



Machinery & Plant Construction

Austria is renowned as one of the leading countries for machinery, industrial plant engineering and industrial equipment. Its expertise is contributing to the ongoing modernisation of the many industrial sectors including metallurgy, plastics and mining

Find more information on Austrian construction providers as well as exciting cooperation opportunities in one of the latest editions of FRESH VIEW:

FRESH VIEW on Plastics, Nr 154 [pdf, 5,177.5 Kb]



OTHER USEFUL LINKS

ADVANTAGE AUSTRIA WEBSITE [\[LINK\]](#)

www.advantageaustria.org/za is the official web portal of Austrian business in South Africa. It showcases Austrian companies that specialise in export and import and generates significant business opportunities.

JOIN OUR SOUTH AFRICA GROUP ON LINKEDIN [\[LINK\]](#)

For useful information on Austro-South African business opportunities and to contact our experts.

FOLLOW US ON TWITTER [\[LINK\]](#)

For current updates on Austrian business in South Africa.

IMPORTING FROM AUSTRIA [\[LINK\]](#)

Here is all the information you need to ensure that importing from Austria runs smoothly: all the facts on the various Austrian business sectors, important contractual conditions for importers and information on Austrian foreign trade companies – your expert partners in transit.

EXPORTING TO AUSTRIA [\[LINK\]](#)

Reliable, up-to-date information about the Austrian market, import regulations, contract conditions, distribution channels, advertising and financing: everything an exporter needs to know, handily collected for you.

INVESTING IN AUSTRIA [\[LINK\]](#)

Austria is a stable business location with a secure framework, boasts a dynamic research and development scene and is renowned for its high quality of life. Here you can find detailed information on the advantages of doing business in Austria.

WORKING IN AUSTRIA [\[LINK\]](#)

Reliable, up-to-date information about the Austrian market, import regulations, contract conditions, distribution channels, advertising and financing: everything an exporter needs to know, handily collected for you.

TRAVELLING TO AUSTRIA [\[LINK\]](#)

Austria offers exceptional infrastructure to both business travellers and tourists. Find out about Austria as a travel destination, the array of leisure opportunities on offer, the breathtaking landscapes, world-famous culture and benefit from travel tips given by our experts..

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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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