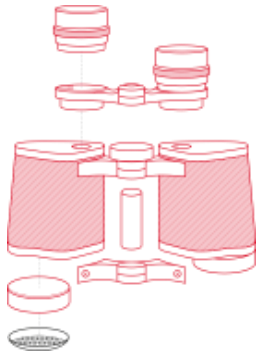


## AUSTRIA BUILDING BRIDGES

**KONSTANTIN BEKOS**

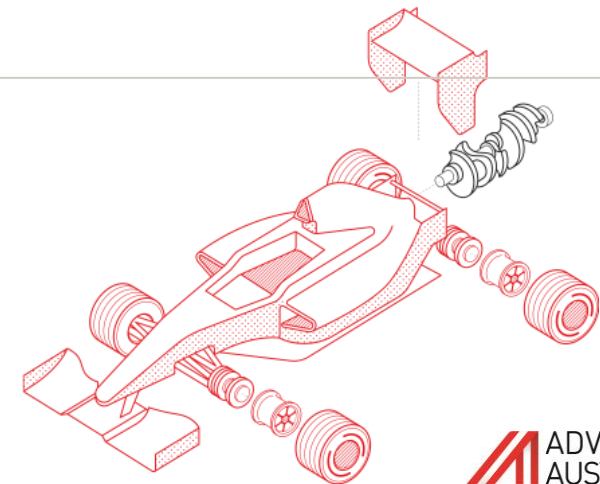
**Advantage Austria Warsaw**

**Austrian Embassy – Commercial Section**



1.

# The importance of exports for the Austrian economy.



# Significance of Austrian export



Export rate: more than **50%** of GDP



Exports to more than **200** countries  
(led by Germany, USA and Italy)



1 billion Euros in exports =

**10,000 Jobs** in Austria



Increases in exports 2000 – 2018:

- + **99 %** to Europe
- + **210 %** to America
- + **274 %** to Australia/Oceania



**6 %**  
increase in exports

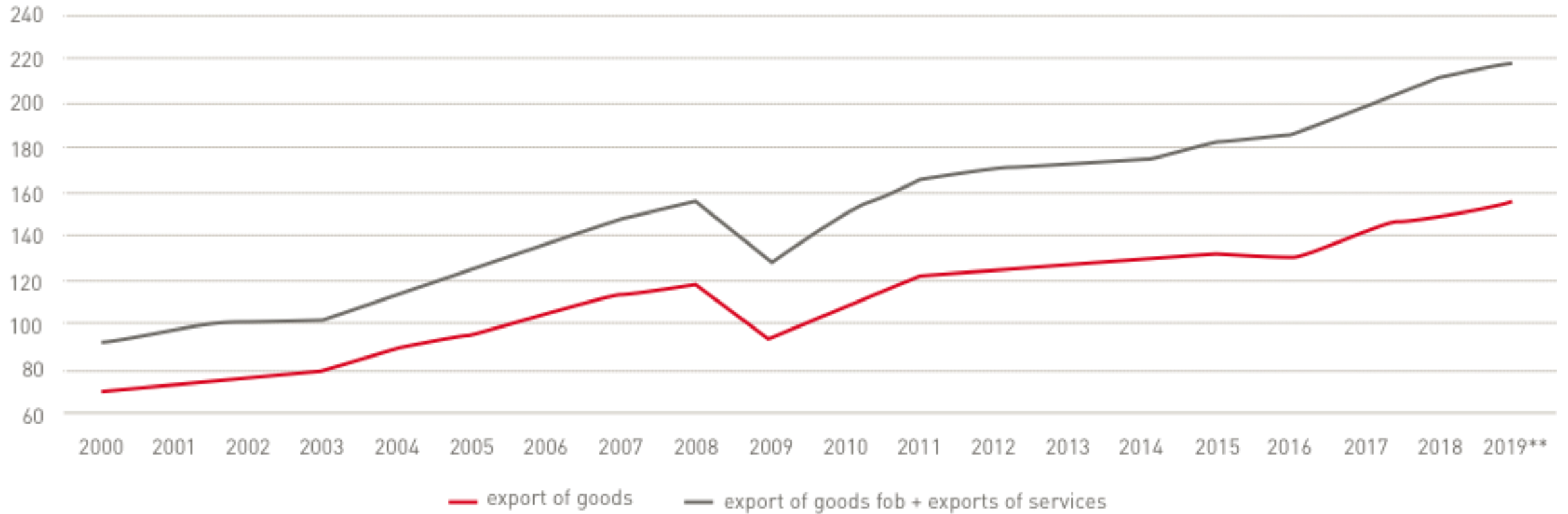
**150** billion Euros  
in goods exports

Austria is ranked **7<sup>th</sup>** in the world for exports per capita  
★★★★★★

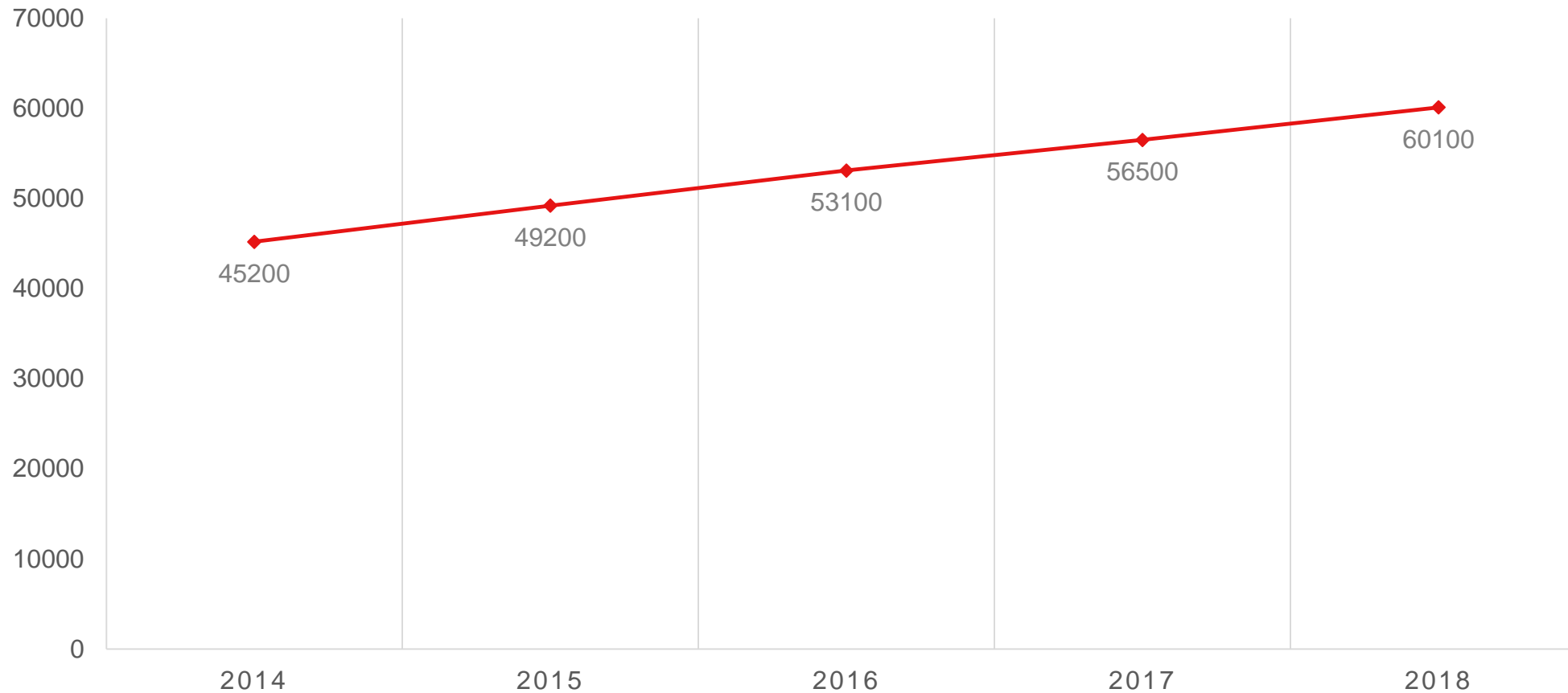
Export growth in figures (2018)

# Austrian exports 2000 - 2019

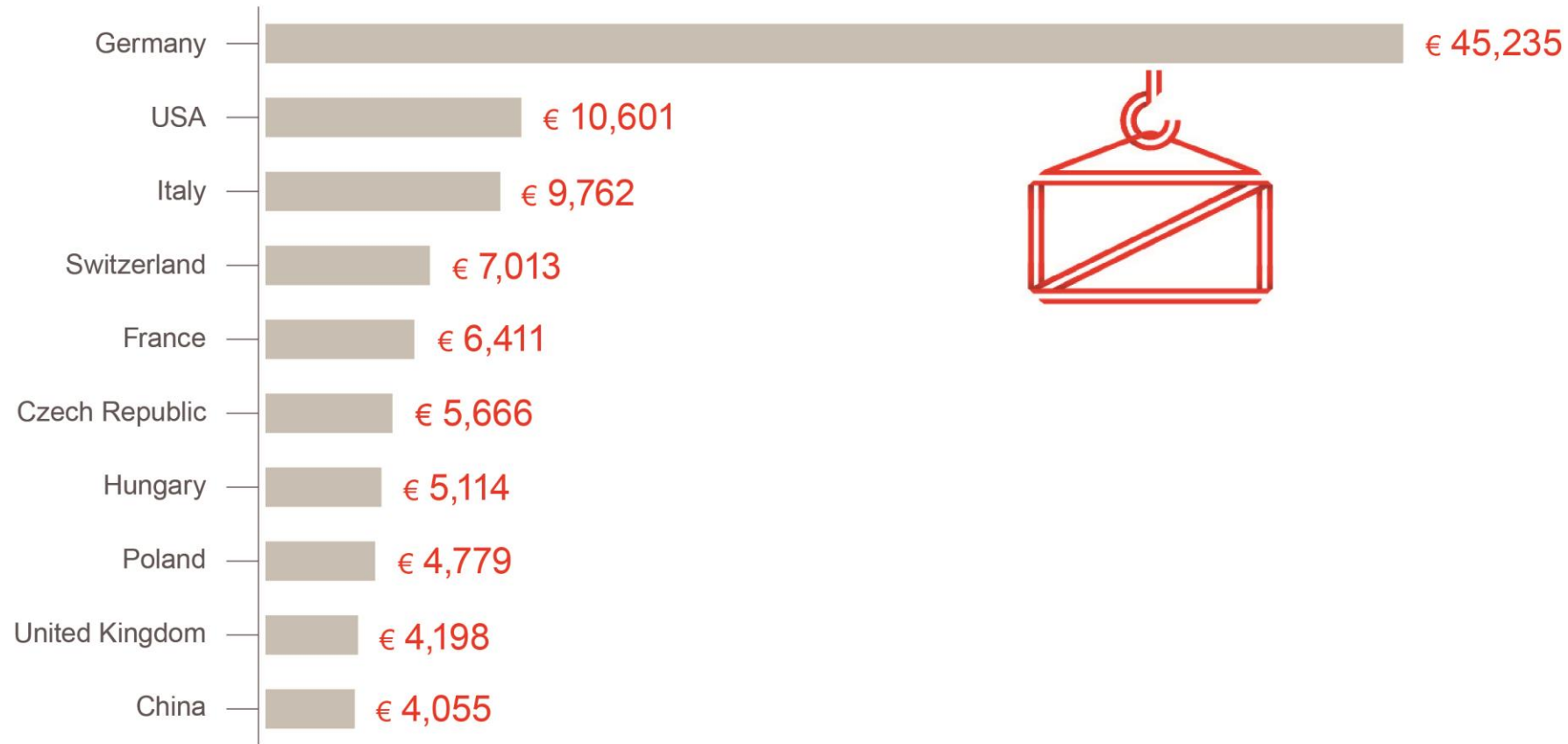
Austrian exports of goods and services in billion Euro



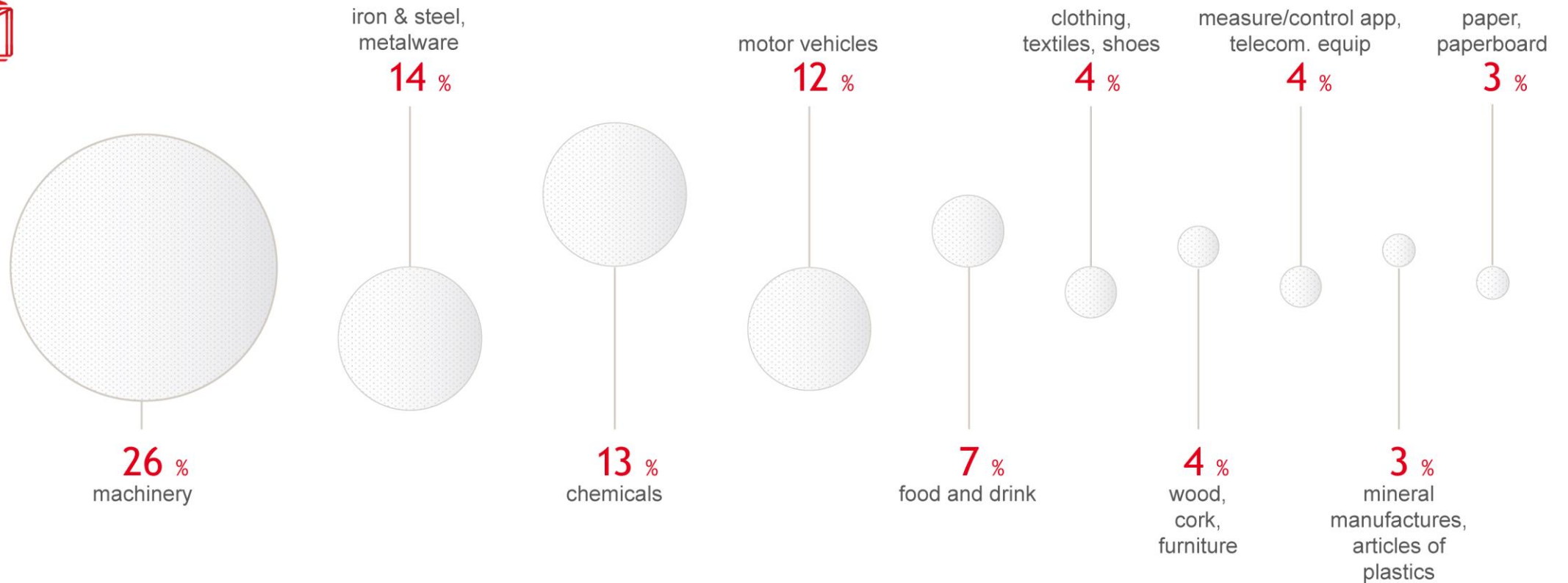
# Number of exporting companies



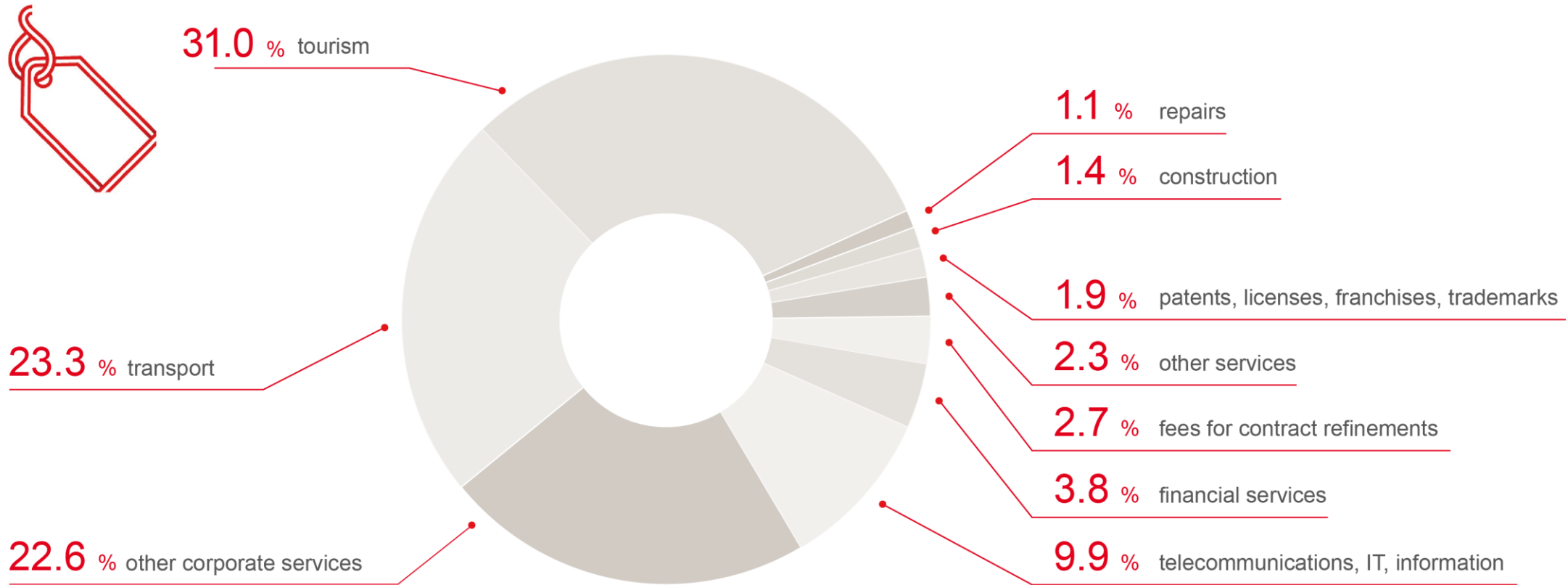
# Austrian exports – Top export markets (2018) in million Euro



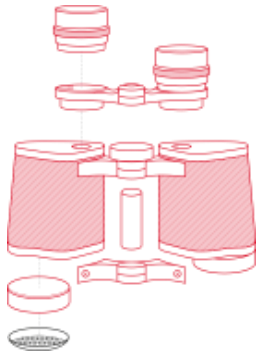
# Austria's top goods exports



# Austria's top services exports

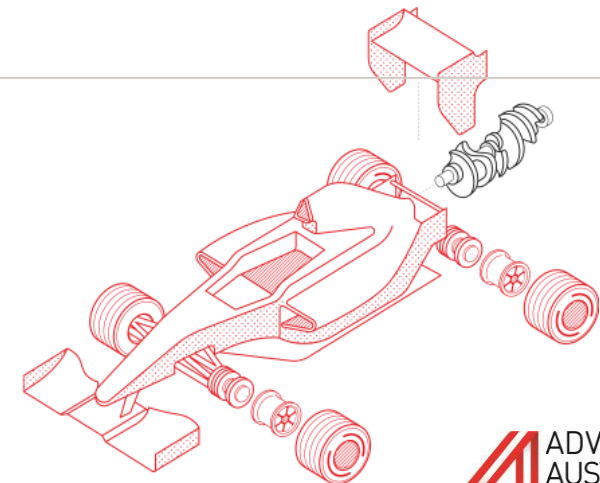






2.

## ADVANTAGE AUSTRIA – the internationalisation agency for the Austrian economy



# ADVANTAGE AUSTRIA



Entrusted with governmental responsibilities: statutory obligation to promote foreign trade



International network of more than 100 offices worldwide



Financed by membership contributions (not by tax payers)



A customer oriented service organisation

# Who we are



## AN EXPERT PARTNER ABROAD

Austrian businesses benefit from local networks in their target countries.



## CATALYST AND GUIDE

for international activities



## INNOVATION AGENCY

the key to future success



## INTERNATIONALISATION AGENCY

for global market entry



## AUSTRIA-WIDE PARTNERSHIP

foreign trade department for nine state chambers of commerce  
(AUSSENWIRTSCHAFT PLUS platform)

# Facts and figures

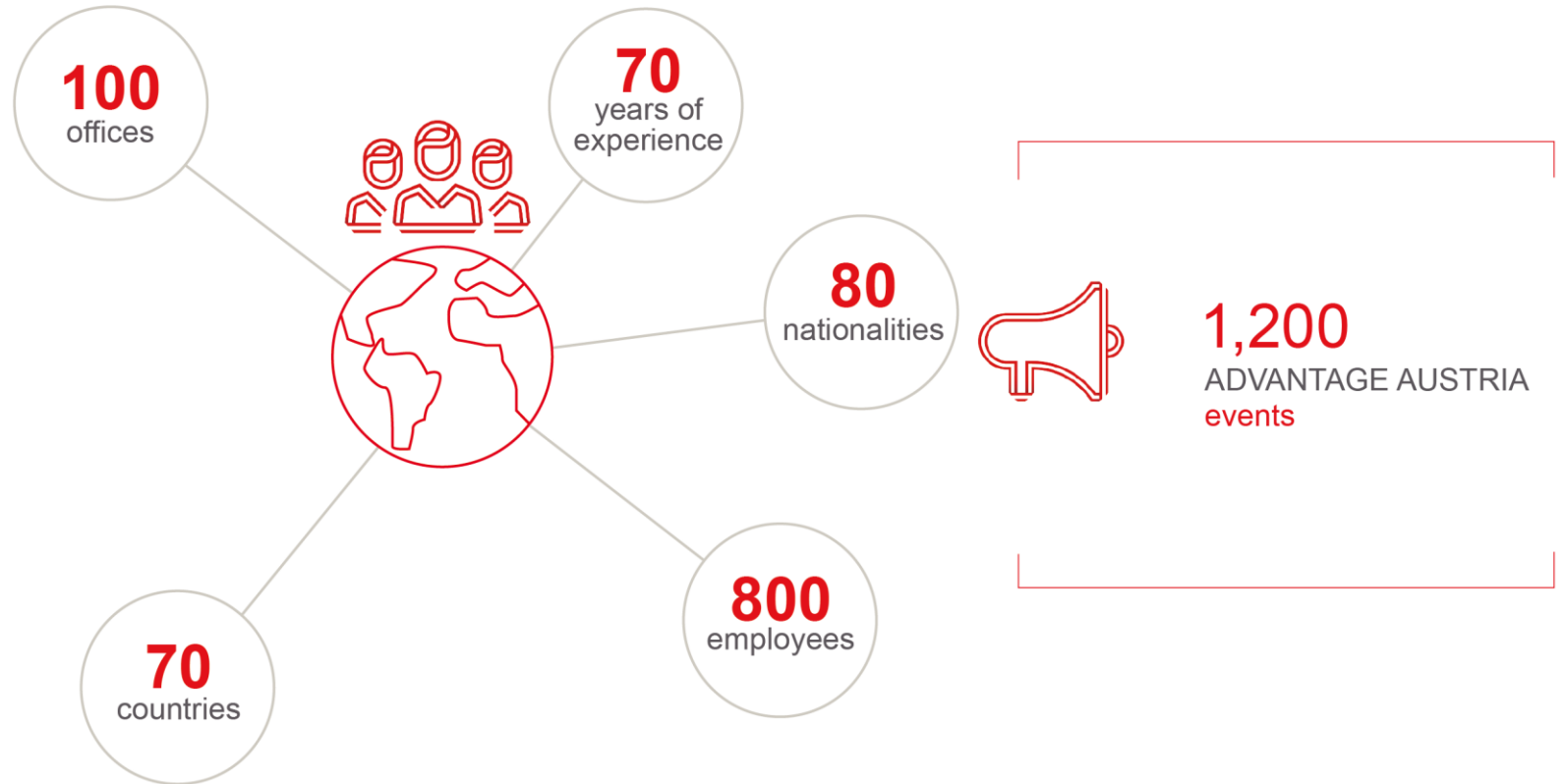
## GLOBAL BUSINESS SUPPORT

**528,000**

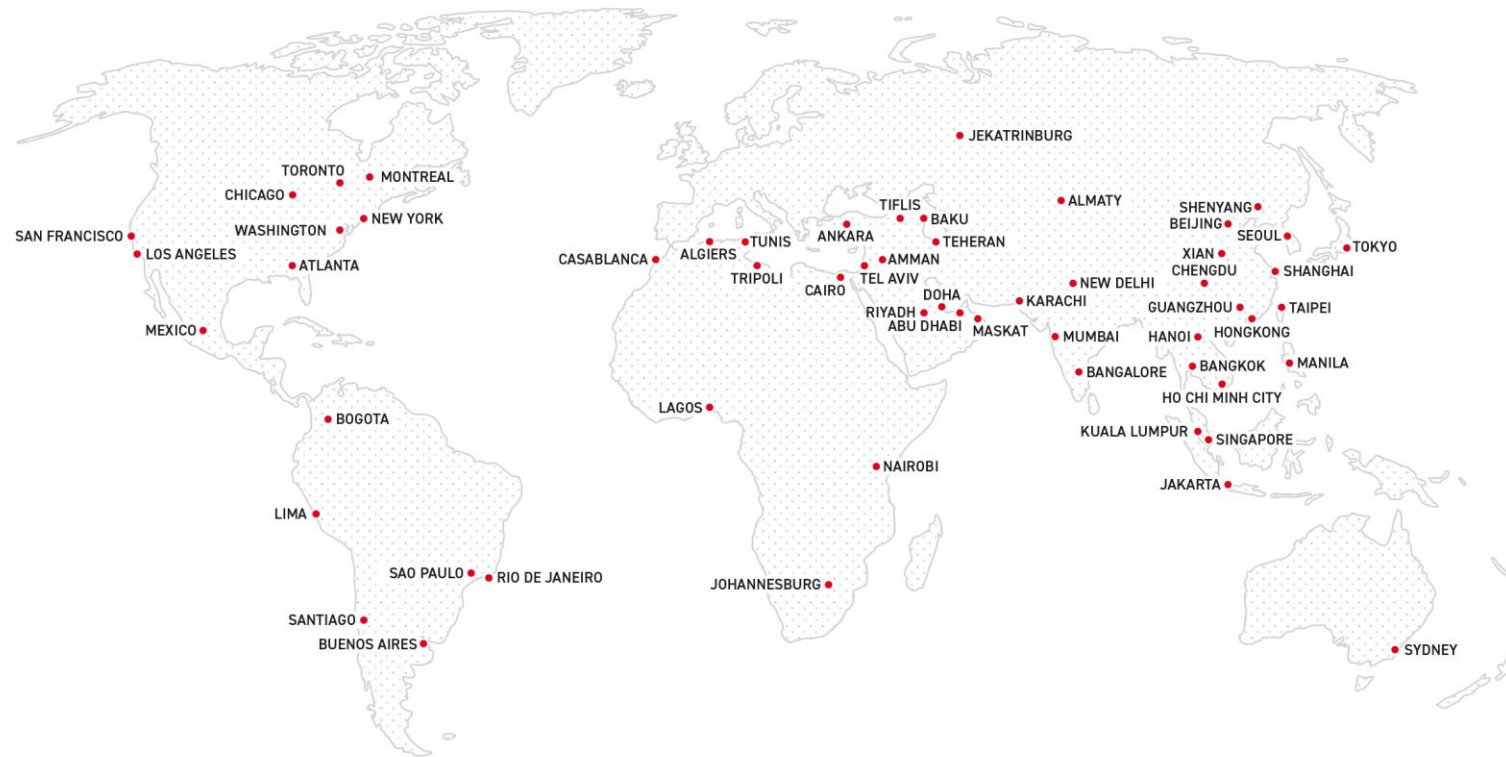
companies registered in Austria,  
thereof

**61,000**

exporting companies of which  
**24,000** are our clients



# Advantage Austria's network



# Advantage Austria's network



# 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.



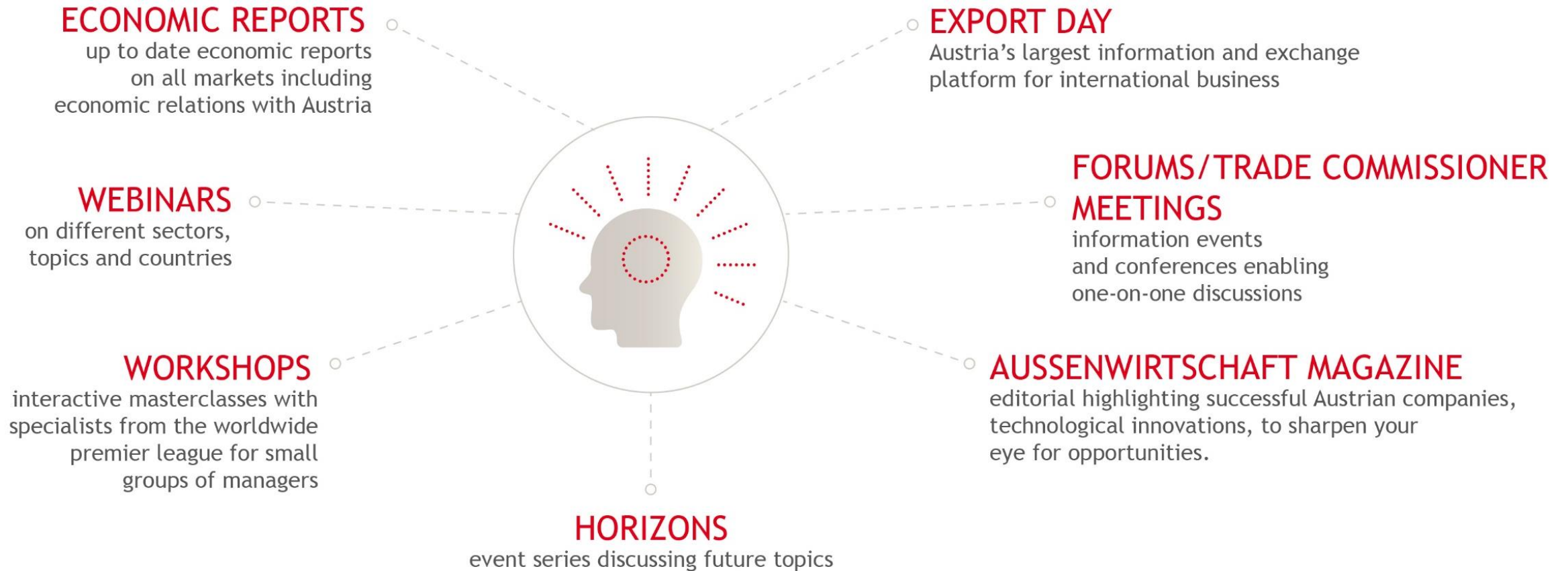
## WE POSITION

... Austria worldwide as a

- competent partner
- innovative provider
- attractive business location



# In-depth market knowledge

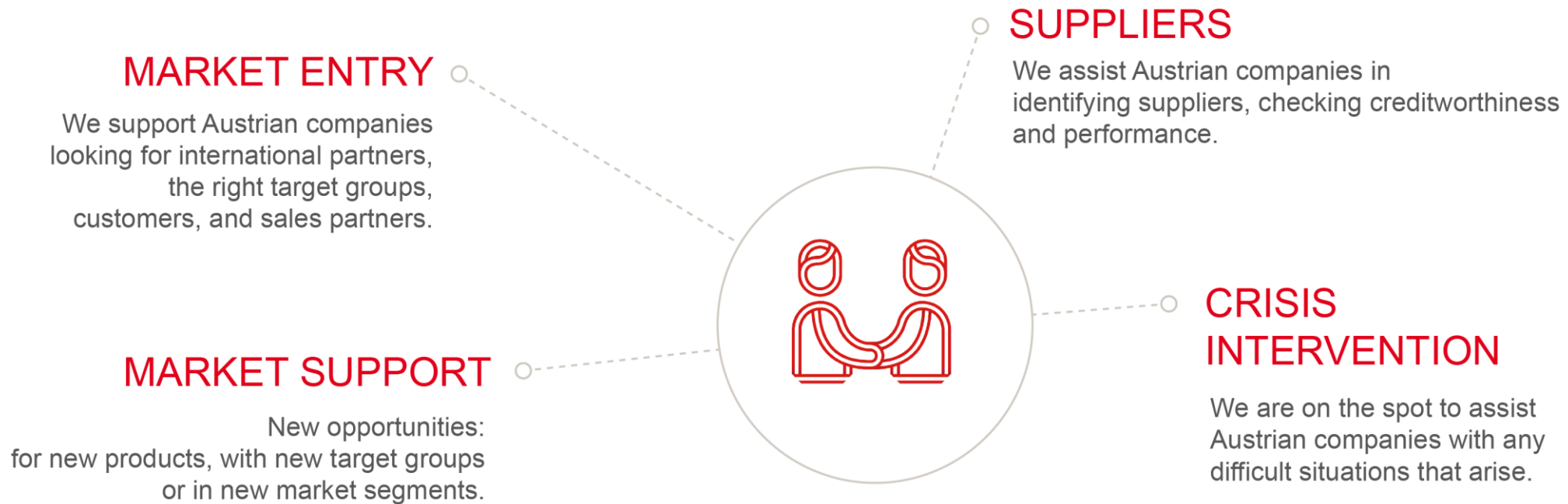




# Platform for new business contacts

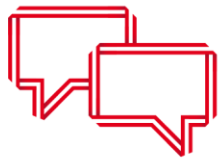


# Way to finding new partners



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

# Austria's international business platform



## BUSINESS OPPORTUNITIES

with detailed  
company information

## MARKET PLACE

with profiles of

**19,000** Austrian businesses



## LISTINGS

of all events abroad  
including company profiles



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



Overview of  
**46** industry sectors



**1,000,000**  
visitors per year



**200** country sites

# Innovation agency - scouting - transfer



**VALUE CHAINS**  
are becoming global



**THE BIG SHIFT**  
things that can only be delivered  
by large corporations today will  
also be produced by smaller  
providers in future

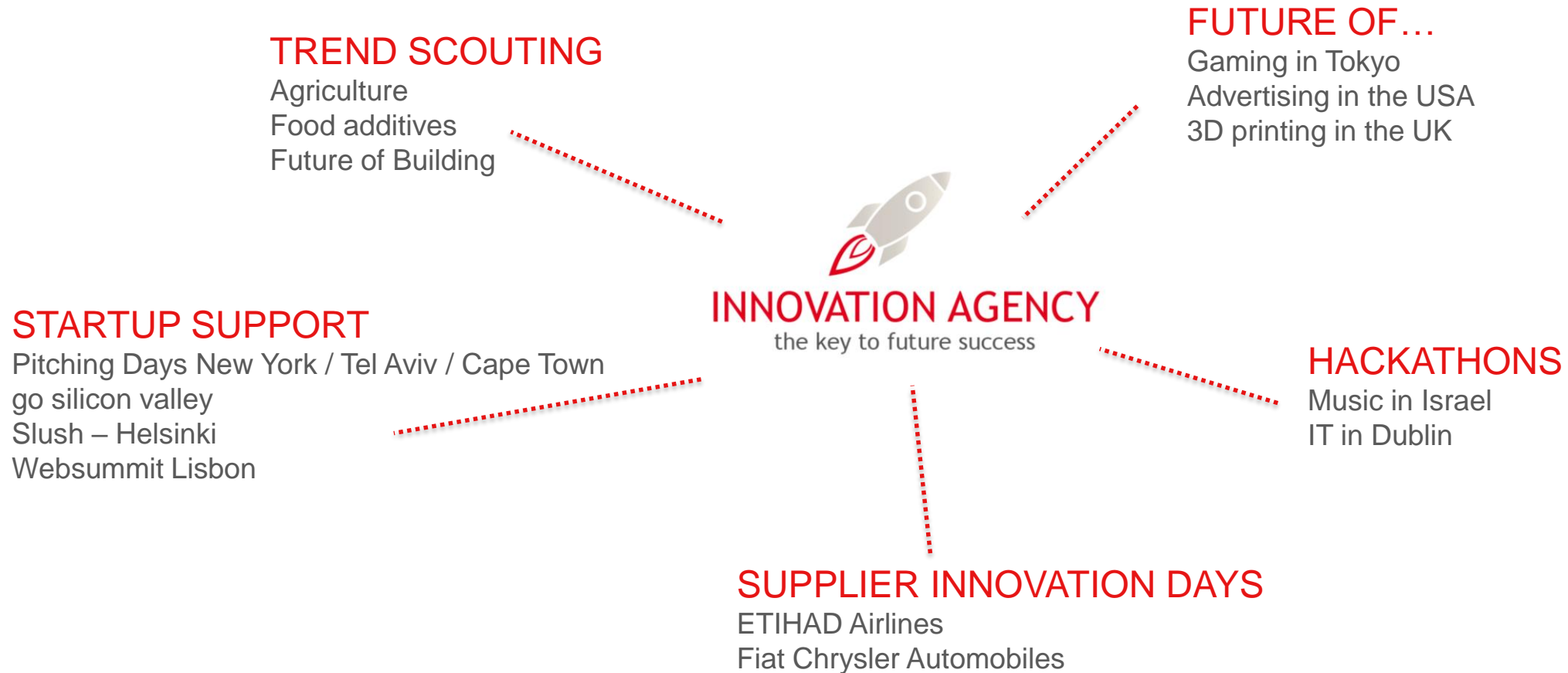
**DISRUPTION**  
caused by megatrends

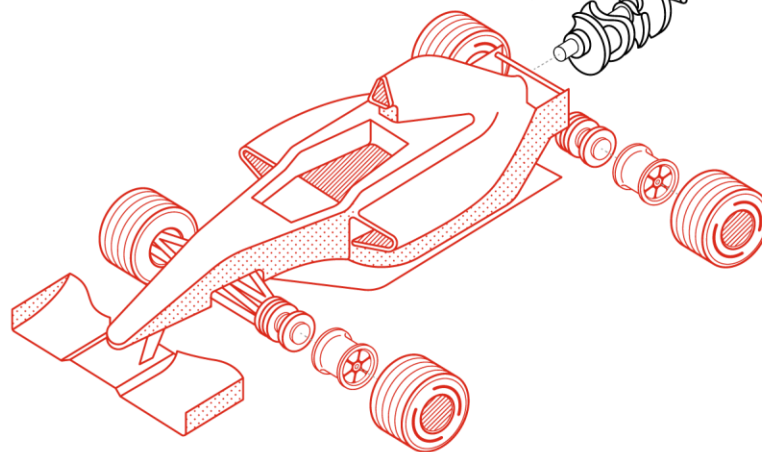
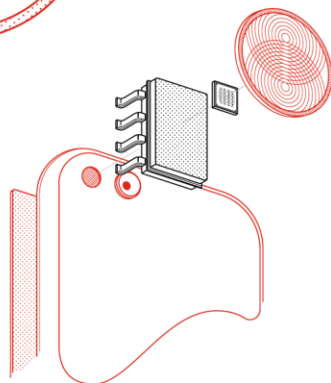
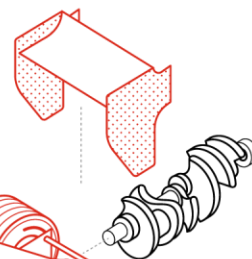
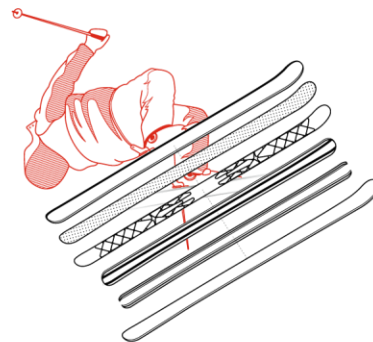
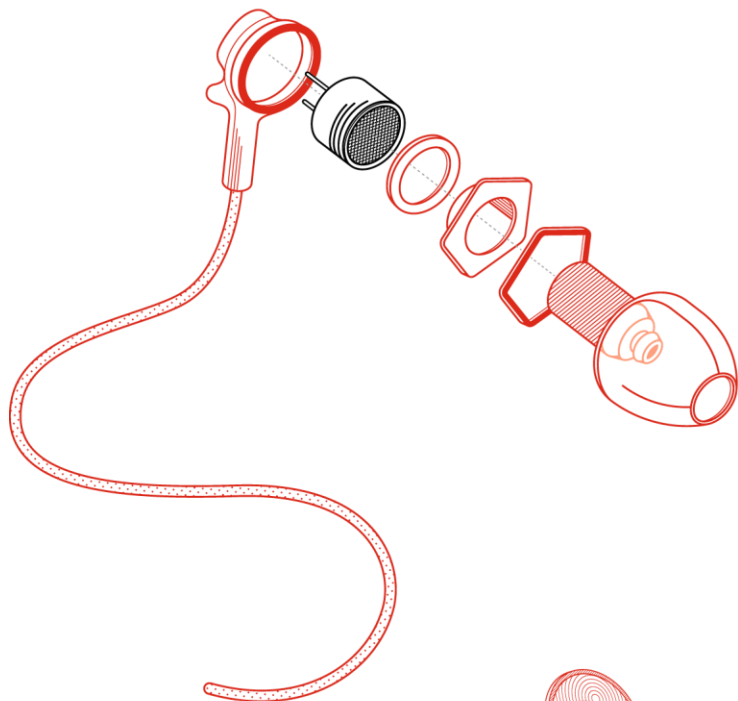


**GLOBALISATION**  
also affects **small businesses**



# Innovative services





## AUSTRIA BUILDING BRIDGES

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**Advantage Austria Warsaw**

**Austrian Embassy – Commercial Section**



SUR  
PRIS  
INGLY  
INGE  
NIOUS

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



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