



Austria*

*Strong Location for Healthy Profits –
Pharmaceuticals, Biotech and Medical
Engineering

All of Europe by Air in Only 3 Hours



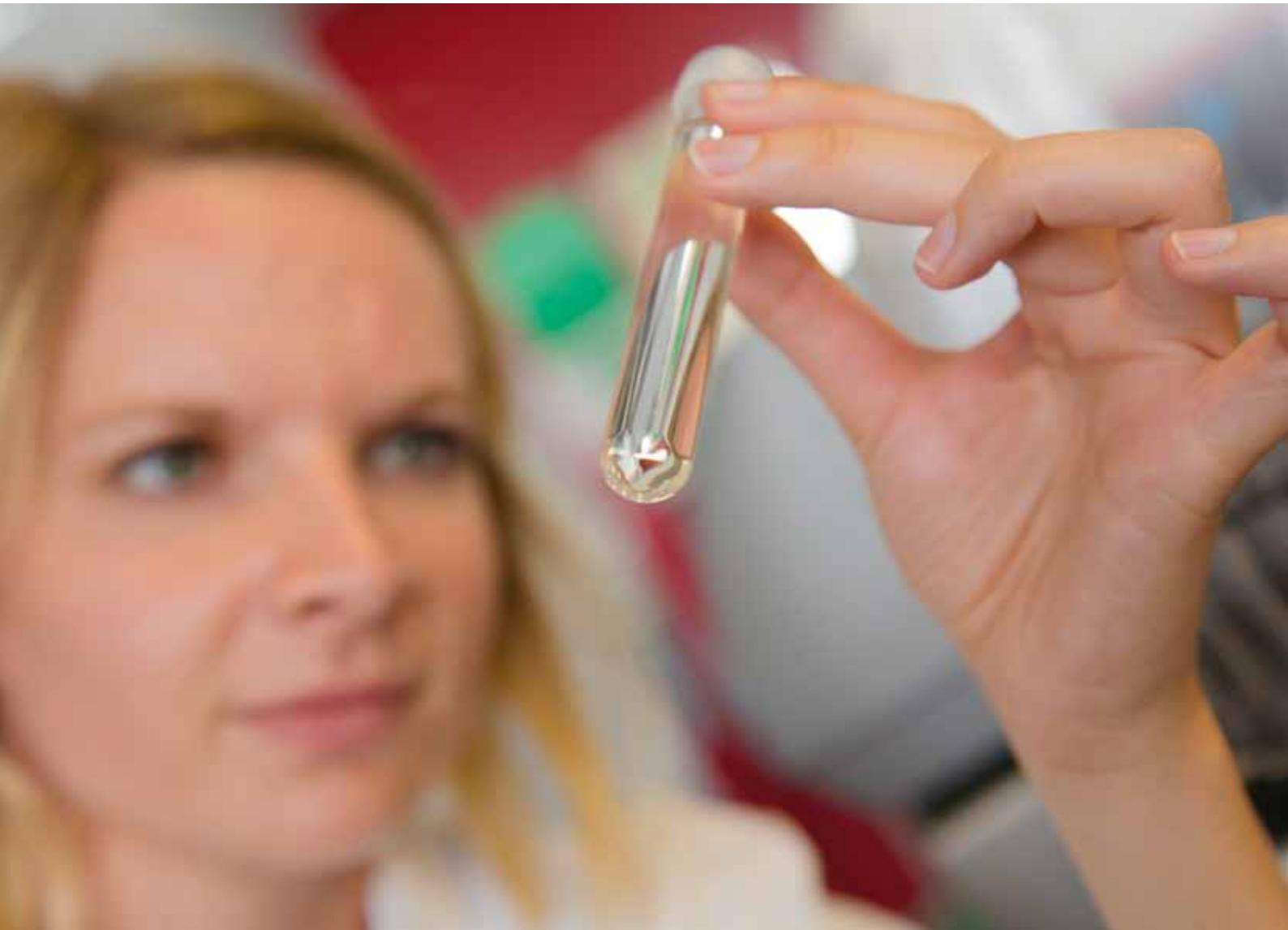
Austria's central geographical position makes it the pre-eminent business interface between East and West.

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Imprint
 Status: April 2012
 Media owner and publisher:
 Austrian Business Agency, Opernring
 3, A-1010 Vienna
 Responsible for contents: René Siegl
 Editorial team: Karin Schwind-Derdak
 (ABA), Doris Passler (Grayling Austria)
 Design: www.november.at
 Photos: Richard Tanzer (Anton Paar:
 1, 3, 4, 5, 6, 7, 10, 12, 18; Forschung
 & Lehre an der TU Wien: 8, 9, 16; Sie-
 mens: 20, 22) Oncotyrol: 10; RCPE:
 11; RCPE Thomas Kunz: 13; Glaxo
 Smith Kline: 14; Bionorica: 14; Otto
 Bock: 15; K-Zentrum Angewandte
 Biokatalyse: 17, 19; Crystalsol: 21;
 Printed by: AV+Astoria Druckzentrum



“The Austrian biotech landscape is very active. After attractive deals with Big Pharma in recent years, in which innovative biotech projects were out-licensed, it is now quite remarkable that just the opposite is the case. Apeiron managed to in-license a cancer immune therapy project already in Phase II testing from Merck KGaA. On the path to this success, pragmatic and focused clinical development and extensive know-how played an important role, all of which are good arguments in favor of Austria as a business location.”

Hans Loibner, CEO of the Viennese biotech company Apeiron Biologics

Good Reasons for Research Location Austria

Life sciences companies with a passion for research appreciate the attractive advantages offered here.



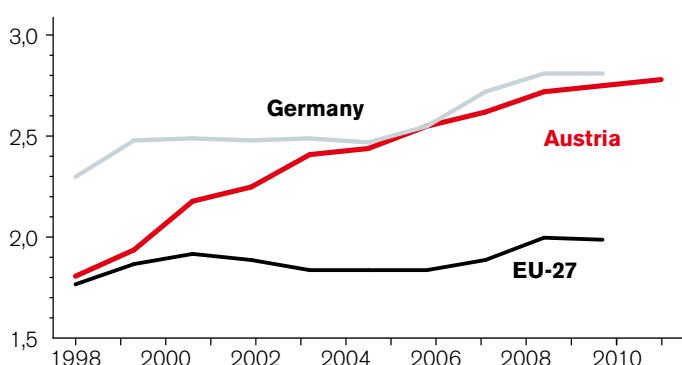
Innovative diversity. Austria has emerged as a highly sought-after innovation location within Europe, particularly in the core areas of modern biotechnologies, medical engineering and cancer research. The research landscape is extremely dynamic and features a wide range of universities, universities of applied sciences, non-university research facilities, innovative spin-offs and SMEs, industry clusters as well as R&D headquarters of international companies. They ensure that state-of-the-art products and services are developed for the health care sector.

All advantages at a glance. In any case, one thing is certain: outstanding research achievements are only possible under favorable conditions.

- Customized funding, incentives and financing of application-oriented and basic research
- Ten percent research premium and attractive tax advantages
- A dense network linking the scientific and business communities in the form of competence centers and industry clusters
- An international research elite as well as a soundly-trained specialized staff in life sciences
- The geographical proximity to Eastern and South East Europe
- Outstanding living and working conditions

Development of R&D expenditures in Austria, Germany and the EU-27

As a percentage of GDP

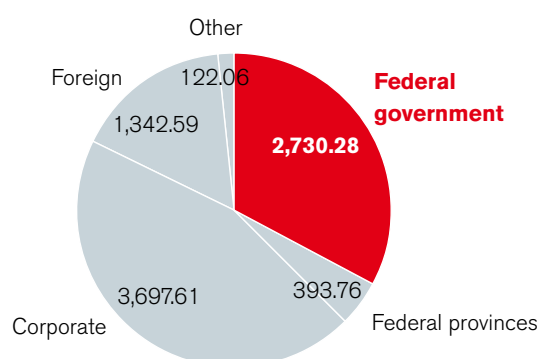


Source: ABA-Broschüre 2010 / Eurostat

R&D investments in Austria

In EUR million, estimates for 2011

Total R&D expenditures: EUR 8,286.30



Quelle: Statistik Austria, 2011



Top-Notch Life Sciences

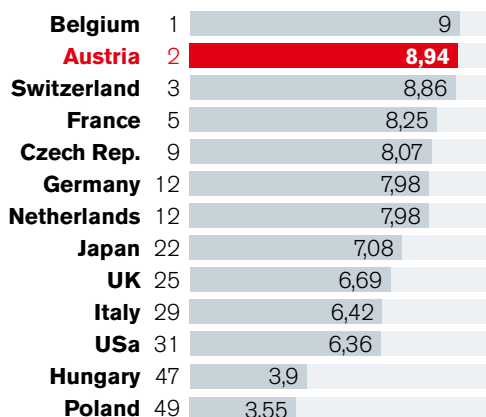
Innovations developed by Austrian pharmaceutical, biotech and medical engineering companies are successful around the world.

New medicines made in Austria. Austria's pharmaceutical scene is thriving, and invests about 16 percent of its annual revenue in research and development. Each year pharmaceutical products valued at EUR 2.25 billion are produced. Foreign companies also specifically rely on the research competence offered in the Alpine Republic. For example, the U.S. pharmaceutical firm Baxter employs a work force of 900 people carrying out R&D and 75 percent of all its global scientists in the BioScience division are working at its sites in Vienna and Orth an der Donau.

Biotech is booming. With revenue of more than EUR 3 billion in Austria in 2010, the biotech industry has become an important economic factor. 36 companies such as Boehringer Ingelheim, Sandoz and Sanochemia with a work force of 5,800 highly qualified specialized personnel account for the lion's share or EUR 2.865 billion of the generated revenue. 77 companies in the core business of so-called "red" and "white" biotechnologies i.e. biotech companies defined as such in accordance with OECD criteria stand for extraordinary innovative strength. Whereas these companies achieved revenues of about EUR 161 million in the year 2010, they invested EUR 173 million in R&D and thus boasted a research ratio of 107 percent. Vienna is the leading biotech stronghold, with the Austrian capital home to every second biotech firm.

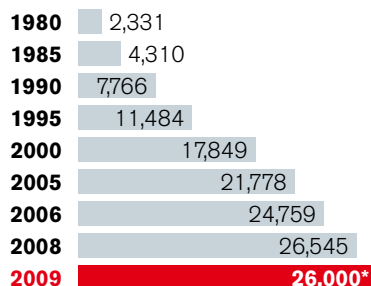
Outstanding health care system

10 = meets the needs of society



Pharmaceutical R&D expenditures in Europe

In million Euros



* estimate

Source: EFPIA Member Associations

Source: World Competitiveness Yearbook 2012

Revolutionary medical engineering. Austria's exceptionally good health care system, the first-class clinics, excellent research facilities and education of specialized personnel and the long tradition of engineering and precision engineering are outstanding business location advantages for the medical engineering sector.



In 2010 more than 100 companies with a combined staff of over 4,200 people, including the German optics company Carl Zeiss or MED-EL, the specialist for hearing implants, develop, produce and market high quality medical products. The Viennese facility of the medical technology company Ottobock headquartered in Germany focuses on the development of high-tech prostheses. The German company Fresenius Medical Care, global market leader of dialysis therapies and products, opened a new R&D center in Lower Austria in 2010. Total revenue in the sector was close to EUR 1.6 billion in the same year. With R&D expenditures exceeding EUR 93 million, medical engineering companies in Austria ensure ongoing progress and thus strengthen the position of the Alpine Republic in the international competition to develop innovations.

World class cancer research. Finding a cure for cancer has been one of the main goals of research for decades, also in Austria. For example, the Oncotyrol research center in Innsbruck with a research budget of EUR 37.5 million until 2015 is working with Austrian and international partners to translate its research findings in the field of personalized cancer medicine from the laboratory to the sickbeds of patients. The renowned Research Institute for Molecular Pathology IMP has gained an international reputation with more than 200 researchers from over 30 countries working at the Campus Vienna Biocenter. The focus is on basic biomedical research in order to understand complex biological phenomena, including oncological disorders. Boehringer Ingelheim, one of the world's top 15 pharmaceutical companies, carries out its cancer research in Vienna, featuring investments of more than EUR 160 million annually.

Education for the economy

Jährliche Bildungsausgaben pro Schüler / Student in US\$

Switzerland	14,977
USA	14,923
Norway	13,285
Austria	11,852
Netherlands	10,704
United Kingdom	10,051
Japan	9,673
France	9,562
Italy	9,149
Germany	9,115
OECD	8,831
Czech Republic	5,895
Poland	5,135
Slovakia	4,446

Motivated workforce

10 = Arbeitsmotivation ist hoch

Switzerland	1	8.05
Denmark	2	7.76
Austria	3	7.73
Germany	5	7.39
Japan	7	7.35
Netherland	10	7.17
USA	20	6.55
Belgium	27	5.87
Czech Republic	31	5.78
United Kingdom	31	5.24
Italy	41	5.2
Poland	46	5.08
Hungary	47	5.03
France	50	4.78

Source: OECD, Bildung auf einen Blick 2011

Source: World Competitiveness Yearbook 2012



More Funding and Tax Advantages

Whoever carries out research pays lower taxes. Domestic and foreign companies profit from the ten percent research premium and numerous funding programs.

Research and even more research. Conducting world-class R&D poses major financial challenges to companies and research facilities, also in the field of life sciences. For this reason, Austria reduced the investment risk. Starting at the beginning of 2011 the research premium on expenditures for a company's own R&D as well as contract research was raised from eight to ten percent, thus further improving the overall framework for corporate innovation. Companies are legally entitled to this premium, which is paid out in cash.

Tax advantages. Moreover, the Austrian tax system is extremely attractive for companies, featuring the tax-exempt educational allowance, the apprenticeship allowance, tax loss carryforwards and the possibility to transfer hidden reserves. The corporate income tax rate is at 25 percent, net worth tax and trade tax are not levied in Austria.

Funding:

- www.ffg.at
- www.awsg.at
- www.fwf.ac.at
- www.bmwf.gv.at
- www.bmvit.gv.at
- www.foerderkompass.at
- www.bestofbiotech.at

Broad-based research funding. Customized R&D research programs from the Austrian Research Promotion Agency (FFG), Austria Wirtschaftsservice (aws) or the Austrian Science Fund (FWF) are available to companies. For more than ten years start-ups in the life sciences sector launched by creative minds have also been supported by BOB – the Best of Biotech business plan competition. In addition, Austria's highly developed export promotion system strongly stimulates the country's economy.

**AFFiRiS**

“Austria’s research promotion and funding landscape is optimally structured, and is, above all, unbureaucratic. Company founders are advised quickly, competently and in a solution-oriented manner by the funding agencies – an important pre-requisite to be able to quickly establish a start-up.”

Walter Schmidt, CEO of the Viennese vaccination developer AFFiRiS



Competence Centers – A Win-Win Situation for Everybody

Strategic partnerships between business and research facilities are success models in Austria.

More than 40 competence centers. One of the most successful Austrian funding initiatives is COMET (Competence Centers for Excellent Technologies). The objective is to promote the cooperation between industry and science and generate attractive competitive advantages via competence centers. During the entire duration of the COMET funding initiative (2006-2019), a total of EUR 1.5 billion will be invested in industry-related research, also in the life sciences sector.

Excellent leading-edge technologies. Today international Big Pharma companies are relying, for example, on the know-how of the Graz-based Research Center Pharmaceutical Engineering (RCPE) for pharmaceutical process and product development. The Austrian Center for Medical Innovation and Technology (Acmit), a competence center in Wiener Neustadt specializing in the development of medical robotics, is opening up new perspectives for buttonhole surgery (minimally invasive surgery). Bundled know-how in the field of white biotechnologies is offered, amongst others, by the Austrian Centre of Industrial Biotechnology (acib), whereas Oncotyrol in Innsbruck carries out cancer research at the highest level. Thus Austria offers investors a diverse mix of competencies in future-oriented areas of research.



Lukas Huber, CSO at Oncotyrol and Head of the Division of Cell Biology at the Medical University of Innsbruck

Oncotyrol stands for personalized cancer medicine

The Center for Personalized Cancer Therapy cooperates with corporate partners such as Roche, Amgen, Novartis and Janssen-Cilag in the field of oncological research. The research budget will amount to EUR 37.5 million up until the year 2015. At the beginning of 2012, the EU project OPTATIO with a research budget of EUR 4 million, designed to develop new strategies against multiple myeloma, an incurable bone marrow cancer, was launched under the leadership of the Innsbruck-based competence center. The renowned cell biologist Lukas Huber, CSO at Oncotyrol, has long been convinced of the qualities of Research Location Austria.

Why is Austria a good location for companies operating in the field of life sciences?

“In Austria the life sciences scene offers optimally educated personnel. This is complemented by targeted research promotion programs such as COMET and the advantage of a ten percent research premium. Other vital pre-requisites for clinical research are the outstanding health care system and the broad spectrum of patients undergoing treatment.”

Austrian Centre of Industrial Biotechnology (acib)

This competence center for industrial biotechnology comprises a joint project of seven universities and 27 project partners at present, including well-known companies such as BASF, Sandoz, Ionimed, Boehringer Ingelheim, F. Hoffmann-LaRoche and Novartis. Approximately 150 employees at its Graz, Vienna and Innsbruck facilities research and develop new solutions for industrial biotechnologies, from biocatalysis and the interaction of enzymes and functional polymers to cell design and metabolic modeling. The research budget for the period lasting until 2014 amounts to about EUR 60 million.

Partnerships pay off. Johannes Khinast is CEO of the Research Center Pharmaceutical Engineering (RCPE), which was founded in 2008 within the framework of the COMET program. The process engineer with a doctorate, several awards under his belt and research experience in the USA is proud that the competence center is an international hot spot today for pharmaceutical process and product development.

What makes the competence center RCPE so unique in Europe?

“Based on our focus on a special area of research, we are a highly sought-after partner for pharmaceutical companies such as Pfizer, GlaxoSmithKline, Roche, Novartis, Sanofi-Aventis, Bayer, AstraZeneca, Abbott and Merck. In addition, we work closely with ten recognized scientific institutions in Austria and abroad, such as the Graz University of Technology, the Vienna University of Technology, the University of Graz, Cambridge University as well as Rutgers University in the USA. This approach has clear-cut advantages. We carry out business-related research, exploit synergies derived from partnerships with excellent key researchers and have access to a state-of-the-art laboratory infrastructure. Around the world there are only two comparable non-university research institutions located in the USA.”

To what extent does the cooperation with RCPE pay off for companies such as Baxter, GlaxoSmithKline and Roche?

“Cooperating with us means that R&D is less of a risk and less expensive. Whoever develops new drugs requires an average of ten to twelve years for this, and has to expect costs of up to one or two billion dollars. For this reason research partnerships have long been the key to success in the pharmaceutical industry. Success in enhancing the efficiency of research work is based on bundling scientific resources. A total of 58 national and international companies already rely on the quality of our research performance and have committed investments totaling EUR 17 million. Thus we also naturally make an enormous contribution to strengthening the Austrian business location.”



Johannes Khinast, CEO of the Research Center Pharmaceutical Engineering (RCPE), Graz

- www.ffg.at
- www.acmit.at
- www.acib.at
- www.oncotyrol.at
- www.rcpe.at



Clusters as Innovation Drivers

Well networked companies exploit synergies offered by the Austrian business location, and serve as driving force for new developments.

More than 50 industry clusters

Some 50 industry clusters located in all nine of Austria's federal provinces encompass 3,500 companies and 420,000 employees, strengthening Austria's innovative prowess. Specialized companies, from SMEs and spin-offs to international R&D headquarters cooperate intensively with each other as well as with research institutes and talented scientists. The top Austrian regions in the field of life sciences are Vienna, Tyrol, Upper Austria and Styria.

LISVienna – Life Science Austria Vienna. Vienna not only offers the best quality of life around the world, but has also established itself as an international location for life sciences. More than 400 companies in this sector are successfully networked in the cluster LISVienna. They include 99 firms in the core segments of biotechnology and medical engineering, such as Boehringer Ingelheim, Ottobock and Baxter, which work with 22 outstanding research institutes in the country. On balance, approx. 9,000 scientists and highly qualified specialists work in Vienna in the field of life sciences. In 2010 they generated revenues of EUR 1.7 billion.

Life Sciences Tyrol. 62 innovative companies boasting more than 23,000 qualified employees are linked via this cluster in the west of Austria and offer product and service solutions in life sciences. Entrepreneurial successes are ensured based on the good cooperation with three internationally recognized universities in the region as well as non-university research institutes such as the Institute for Biomedical Aging Research in Innsbruck or Oncotyrol, the Competence Center for Personalized Cancer Medicine.

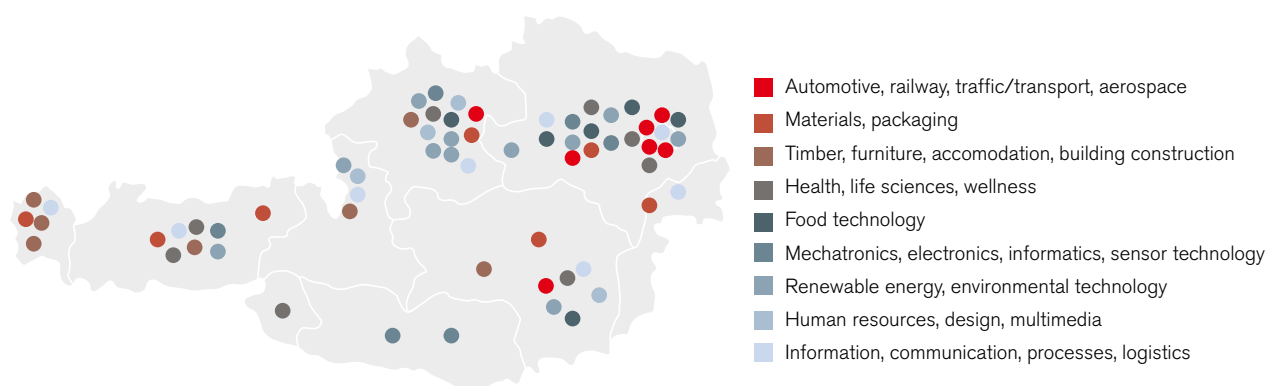
Human.Technology.Styria GmbH. The focus in Styria is on “white biotechnology”. Some 80 partner organizations of the human technology cluster spotlight three areas of competence: pharmaceutical process and production technologies, biomedical sensor technologies and biomechanics as well as biobanking and biomarker technologies. The region has established itself as a location for highly developed engineering sciences and biosciences. Each year 10,000 specialized personnel generate revenues of approx. EUR 2 billion.

Health care cluster. The health care cluster also acts as a multiplier, featuring about 215 partners from throughout Austria and Southern Germany which boast a disproportionately high research ratio of 6.1 percent. This cross-sector network aims to enhance the innovative strength and international competitiveness of companies in the fields of medical engineering and health care technologies, their suppliers as well as educational and technological transfer institutions. New opportunities for healthy profits are opened up based on promoting the cooperation between the business and scientific communities, especially for SMEs along the entire value chain.



Clusters and networks

in the Austrian provinces and supraregional initiatives



A Good Location for International Companies

Multinational companies are impressed by the favorable conditions prevailing in the Austrian business location in the heart of Europe.



Evelyn Schödl, Vice President
and General Manager of
GlaxoSmithKline Austria

Highly professional R&D. Evelyn Schödl, Vice President and General Manager of GlaxoSmithKline Austria, values the domestic biotech research scene, as demonstrated by the numerous license agreements the pharmaceutical giant has concluded with companies in Austria

“In recent years GlaxoSmithKline has established cooperative agreements with the Austrian biotech firms AFFiRiS, Intercell and Apeiron to the amount of over EUR 780 million. In addition, numerous studies are being carried out at local universities and clinics. Our strong pipeline with some 30 Phase III projects shows that this approach is the right one. In order to more strongly press ahead with innovations in early phases, GSK has been represented in an exclusive fund for investments in the field of life sciences since March 2012. In the future up to 50 percent of corporate research could be conducted by external partners. It is essential to focus on ensuring high educational standards beginning in school and continuing on to universities as a means of maintaining the high quality of the Austrian research location. The commitment of political decision makers along with the willingness to provide sufficient financing is also important.”



Michael Popp, CEO of Bionorica
Research, Innsbruck

Unique expertise. Michael A. Popp is CEO and Chairman of the Management Board of Bionorica SE, Germany's leading producer of herbal medicines, and also serves as CEO of the Tyrolean research subsidiary Bionorica research. He benefits from the excellent conditions conducive to R&D prevailing in Innsbruck:

“The strategic decision in favor of Research Location Austria was made years ago. One reason is that several university chairs exist here for pharmacognosy, which is something special in the light of the fact that countries such as Germany have converted their academic facilities in this area to biotechnology institutes which do not offer classical botany but only research on a molecular biological level. The Austrian expertise in pharmacognosy is unique today. In connection with perfect scientific networking and intelligent funding measures, the Austrian location makes a significant contribution to our success, such as in basic analytics of medicinal plants. At present 20 research projects with over 30 partners from science and business are being realized by Bionorica research. Applications were already submitted for several patents, for example to develop extracts with a specific pharmaceutical effect, comprising a promising future market. In addition to high quality phytopharmaceuticals with few if any side effects and a scientifically proven impact, alternatives to chemical and synthetic drugs are in demand all over the world.”

Medical engineering milestones. Hans Dietl is the Managing Director of Ottobock in Austria. For many years he has considered the Viennese facility of the German medical technology company to be a think tank. Here revolutionary product successes were developed, such as the electronically controlled prosthetic leg C-Leg® and the Michelangelo® hand, the next generation hand prosthesis. In 2011 the subsidiary generated revenues of EUR 87.93 million with a work force of about 470 employees, and invested about EUR 19.5 million in R&D.

“Austria, and Vienna in particular, provides an interesting environment for innovations. The good links to universities and the necessary proximity to research institutions and clinics make the business location attractive, not only for companies such as Ottobock but also for high potentials. Moreover, Ottobock profits from the favorable company-oriented conditions for research promotion which remain a reliable factor for many years”.

Innovation pool squared. With the acquisition in August 2011 of PAA Laboratories, the Upper Austrian developer of cell culture media, the British company GE Healthcare also decided to rely on competence made in Austria. The deal served as the basis for this big player to expand its product portfolio and services for the global market by adding cell biological research and the production of biopharmaceuticals such as recombinant proteins, antibodies and vaccines. In addition, GE Healthcare operates its own development and production center for diagnostic 3D/4D ultrasound devices in Upper Austria focusing on obstetric applications and gynecology.

Top location for bioscience. The Austrian business location is the largest outside of the USA for Baxter International, with more than 4,100 employees working in research, production and sales. More than 900 scientists from Austria and abroad carry out research on new biotechnological and biopharmaceutical therapeutics and further develop drugs which are already on the marketplace. Thus Austria is the most important research center of the company in the world. 90 percent of the pharmaceuticals developed and produced by Baxter in Austria are destined for export to approximately 100 countries.



Hans Dietl, Managing Director of Ottobock in Austria

- www.ottobock.at
- www.glaxosmithkline.at
- www.paa.com
- www.gehealthcare.com
- www.bionorica.at
- www.baxter.at



Biotechnology and Medical Engineering - Pioneers from Austria

From Bregenz to Lake Neusiedl, specialists develop state-of-the-art therapies and health care products.

Apeiron Biologics AG. The biotechnology firm founded by the renowned scientist Josef Penninger has been operating in Vienna since the year 2006, and is currently focusing on immunological and biological therapies against cancer. The portfolio consists of five projects in clinical development and several preclinical approaches. Apeiron is well-known in scientific circles as a biotech specialist, and is a sought-after cooperation partner for universities, research institutes, pharmaceutical companies and biotech firms in Europe, the USA and the Far East. For example, an immune therapy project licensed by Merck KGaA in 2011 is currently being tested in the USA in the context of Phase II studies focusing on the fight against neuroblastoma and melanoma. Another successful clinical biotech development is underway with GlaxoSmithKline, which acquired an enzyme project from Apeiron in 2010.

AFFiRiS. The innovative Viennese company with 85 highly qualified employees has established itself far beyond Austria's borders as a specialist for customized peptide vaccines against chronic illnesses such as Alzheimer's disease, Parkinson's disease, atherosclerosis, diabetes and high blood pressure. Alzheimer's is currently the foremost indication. Since 2008 GlaxoSmithKline Biologicals has been a licensing partner of AFFiRiS for a vaccine against this disease, with milestone payments of up to EUR 430 million. As a co-founder of a Christian Doppler Laboratory, AFFiRiS is also intensively conducting research on a Type 2 diabetes vaccine. In addition, the Michael J. Fox Foundation is supporting the company's work designed develop a vaccine against Parkinson's disease with a financial contribution of EUR 1.5 million.

→ www.affiris.com

→ www.apeiron-biologics.com

Polymun. Today biopharmaceuticals are considered to be a promising growth market in the field of life sciences. The drug manufacturer Polymun in Klosterneuburg with more than 50 qualified employees has been a specialist in this segment for years. The SME has long been an important R&D partner for biotechnologically produced substances such as hormones, antibodies, antigens or enzymes for GlaxoSmithKline, Baxter and other companies. American pharmaceutical firms such as Sanofi Pasteur rely on the competence of the global technology leader to produce liposomal formulations. The Alzheimer's disease vaccine developed by Polymun for the Swiss firm AC Immune is currently undergoing Phase 1 clinical trials. Antibodies designed to treat neuroblastoma are currently being subject to Phase III clinical tests in cooperation with the Children's Cancer Research Institute at the St. Anna Children's Hospital and Apeiron Biologics AG in Vienna.



MED-EL. In the beginning the company founders Ingeborg and Erwin Hochmair had a vision to further research the world of hearing and to create new groundbreaking benefits for people suffering from hearing loss. The two scientists of the Vienna University of Technology developed the first microelectronic micro-channel cochlear implant in the 1970s. In the year 1990 MED-EL Medical Electronics hired its first employees. Today the leading provider on the global market offers the broadest available product range of implantable solutions for people with hearing impairments.

Traditionally MED-EL makes significant investments in R&D, cooperates closely with research institutions such as the Christian Doppler Laboratory at the University of Innsbruck and is involved in numerous EU research programs. At present MED-EL employs a work force of 150 highly qualified people in research, design and development, ensuring the international success of the medical engineering company on the basis of pioneering innovations. They include the EAS (Electrical Acoustic Simulation) technology, which can considerably improve the quality of life of people with partial hearing loss, the world's smallest and lightest implant with titanium housing available on the market, new speech coding technologies (Fine Hearing™) for the most detailed hearing possible or flexible electrode arrays for particularly gentle implants.

→ www.polymun.at

→ www.medel.com



Top-Level Personnel Move Ideas Ahead

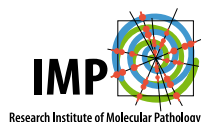
The business community also finds the best staff thanks to Austria's practice-oriented education and training network and the Red-White-Red Card.

Specialized staff? No problem at all. In order to bring innovations to market, one does not only need good ideas derived from research and development work but also highly qualified specialized personnel to practically translate these ideas into reality. Austria offers both. This is due to the long tradition of application-oriented education and training – whether in the numerous technical colleges (HTL), 22 public universities and thirteen private ones as well as 21 universities of applied sciences offering more than 370 different courses of study.

Universities bow before the curtain. Excellent research work is being done, for example, by the Medical University of Vienna, one of the leading medical universities in Europe. The patenting and commercial exploitation of research findings by academic private partnerships is promoted here by specialized service departments - a technology transfer office and a subsidiary serving as an incubator for start-ups i.e. Forschungsservice- und Beteiligungs-GmbH. Other highly regarded universities include the Medical University of Innsbruck, the University of Vienna with 24 departments in the field of life sciences, the Veterinary University of Vienna and the University of Natural Resources and Life Sciences Vienna. Moreover, the Vienna University of Technology and Graz University of Technology also carry out top-level research in the fields of medical engineering, bioinformatics and technical biosciences.

Furthermore, additional important partners in the form of non-university facilities are available to companies in Austria in the field of life sciences, such as JOANNEUM RESEARCH, the Austrian Institute of Technology AIT, the Christian Doppler Research Association and the Ludwig Boltzmann Society.

A new home. Highly qualified specialists are internationally mobile in a global society, which is a major advantage for companies. With the Red-White-Red Card it is now easier to employ highly qualified individuals such as technicians or top researchers from non-EU member states or university graduates from non-EU countries. Attractive career opportunities in interesting firms or at renowned universities are thus open to high potentials from abroad. Austria also stands out thanks to its high quality of life, good working conditions, political and social stability as well as an unmatched diversity in its natural environment and cultural offerings.



“Life sciences companies in Austria will find dedicated graduates of numerous universities as well as R&D carried out at an international level. The Research Institute of Molecular Pathology (IMP) at the Campus Vienna Biocenter currently employs 200 highly qualified scientists from 30 nations. The central geographical location in Europe is an effective magnet, especially for talented young academics from South East and Eastern Europe.”

Jan-Michael Peters, Wittgenstein Prize Winner 2011 and Deputy Scientific Director of the Research Institute of Molecular Pathology (IMP), Vienna.



East-West Interface

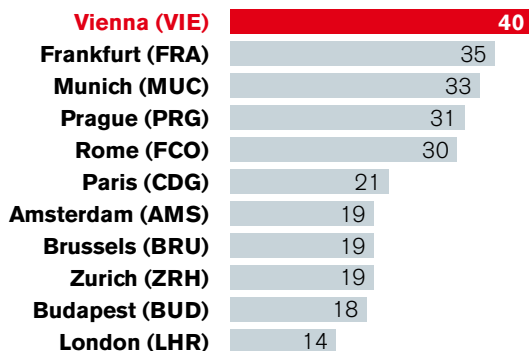
Whoever does research and works in Austria is in direct proximity to dynamic growth regions.

Springboard for lucrative business. Favored by its geographical location in the heart of Europe, Austria has established itself as the business interface to the growth markets of Central and Eastern Europe. With more than 300 corporate headquarters, the Alpine Republic is significantly ahead of its CEE competitors such as Poland, Slovakia, Czech Republic and Hungary. Some 1,000 international companies coordinate their CEE business activities from Austria.

Globally operating companies such as Boehringer Ingelheim also rely on the competitive advantages of the small but excellent business location. Boehringer Ingelheim ranks among the most research-intensive pharmaceutical companies in Austria as well as in Central and Eastern Europe, with research investments of more than EUR 160 million in 2011. Amongst other activities, Boehringer Ingelheim operates the group's global cancer research center in Vienna, and also coordinates its entire clinical research in Central and Eastern Europe, Israel, Turkey and South Africa from here.

Vienna takes off

Number of destinations in Central and Eastern Europe



Headquarters Champion

Number of regional headquarters

Country	Headquarters
Austria	303
Hungary	17
Poland	16
Czech Rep.	13
Slovakia	3



“The proximity and good transport connections to the markets in the CEE region continue to be an important locational advantage for us. In addition, Austria stands out thanks to its long-term and stable economic environment and outstanding quality of life.”

Christian Schilling, CEO Boehringer Ingelheim Regional Center Vienna



ABA-Invest in Austria offers comprehensive services – competent consulting on selecting a business location, support in contacts with public authorities and funding bodies as well as on labor and tax issues and in the search for cooperation partners. And it does so free of charge.

Best Consulting on Business Location Issues

ABA-Invest in Austria is the investment promotion consulting company of the Republic of Austria and the top choice of international investors.

- **Experienced investment consultants** personally serve you and provide all the necessary contacts required in Austria. Contact us at the beginning of your expansion project so that you will be given optimal support.
- ABA-Invest in Austria offers **customized information** on Austria as a business location – sectors, technologies and markets, political and economic conditions.
- We are happy to advise you on important issues relating to **site selection** such as labor and tax regulations, incentives or real estate prices.
- Employees of ABA-Invest in Austria assist and support you in **handling formalities** such as applying for public funding or operating licenses – also in cooperation with the regional investment promotion agencies in the federal provinces.
- ABA-Invest in Austria also provides extensive services to support expansion investments **after project completion**.
- Investors can also benefit from the **international network** of ABA-Invest in Austria's offices in Vienna, New York and Tokyo as well as the foreign trade centers of the Austrian Federal Economic Chamber.
- **Specialized brochures.** More detailed information on different topics and industries can be found in numerous specialized brochures such as:



- Business Location Austria
- Bridge Between East and West
- Information Technology / Telecom
- Research and Development
- Biotechnology
- Tourism
- Environmental Technologies & Renewable Energies
- Starting Business in Austria
- Tax Aspects of Industrial Investment in Austria
- Tax Comparison Germany – Austria

In Austria:

ABA-Invest in Austria
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