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RUSSIAN-AUSTRIAN ECONOMIC RELATIONS

Rudolf Lukavsky
Commercial Counsellor
Austrian Embassy



1

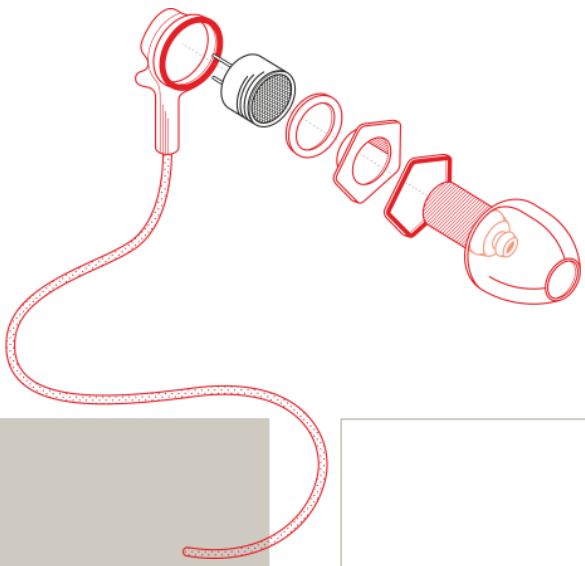
GENERAL
OVERVIEW AND
INTRODUCTION

BUSINESS
SUPPORT
FOR AUSTRIAN
COMPANIES

2

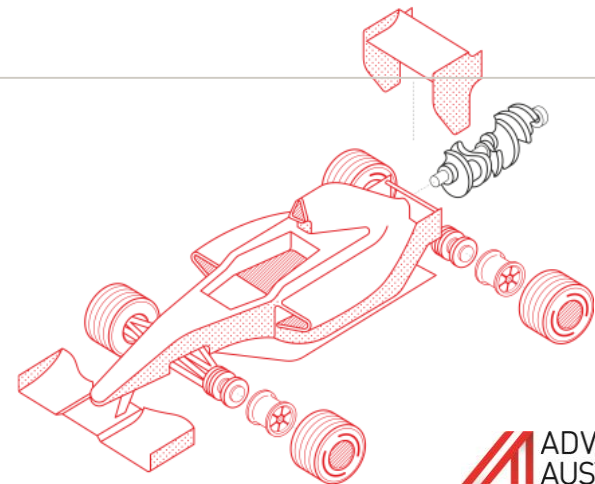
3

PROSPECTS
FOR
COLLABORATION



1

GENERAL OVERVIEW & INTRODUCTION



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

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

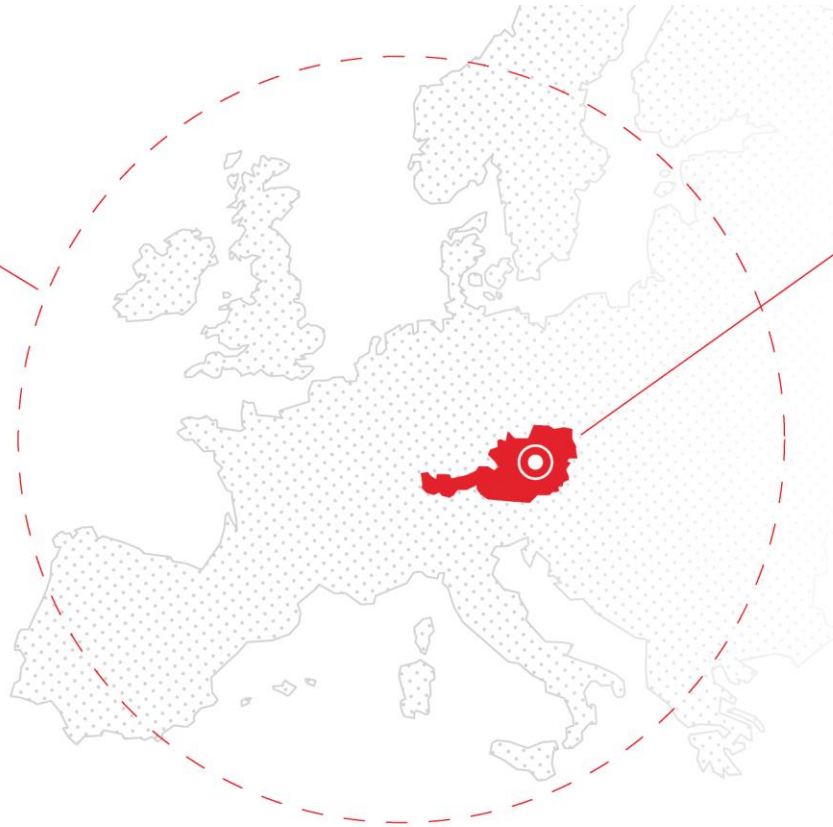
Platforms

Partners

Austria – building bridges

EUROPEAN UNION

Area	4.3 million km ²
Population	510 million
GDP	Euro 14,815 billion
Official Languages	24
Member States	28



AUSTRIA

Area	83,879 km ²
Population	8.77 million
GDP	Euro 386 billion
Official Language	German

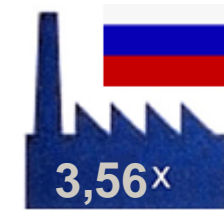
More than 300 international companies ...

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



Key Facts

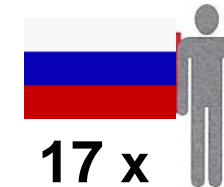
Area (km²)
200 x
Russia: 17,075,400
Austria: 83,870



GDP (bln. EUR)

Russia: 1,624.9
Austria: 456.6

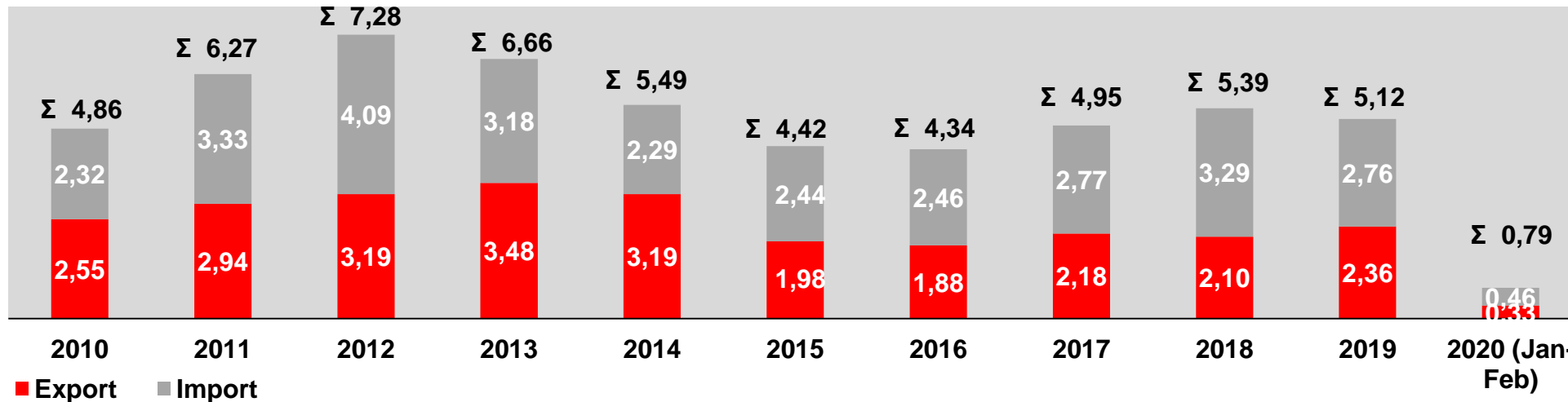
Population (mln.)
Russia: 147.0
Austria: 8.8



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 - Feb: exports -6,8%, imports -3,3%
- Russia 17th most important trading partner of Austria

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

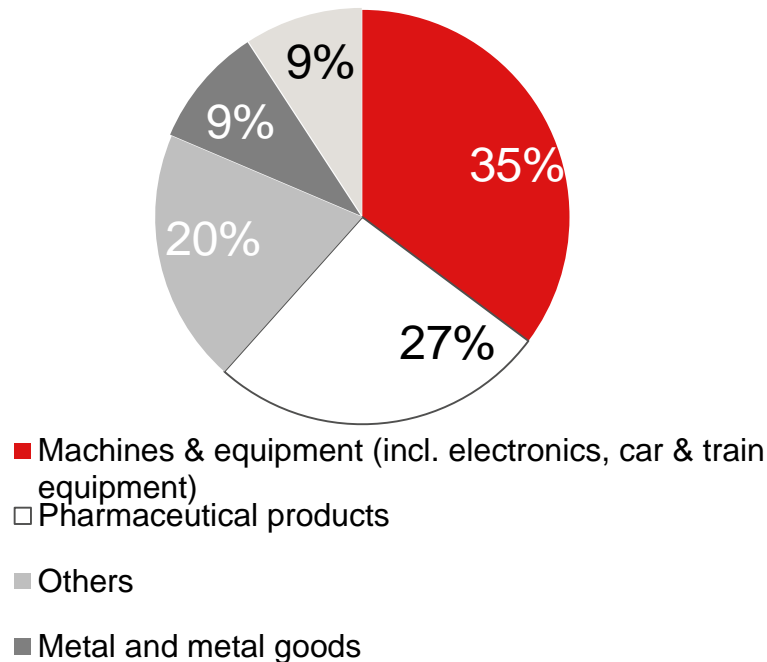


Source: Statistik Austria

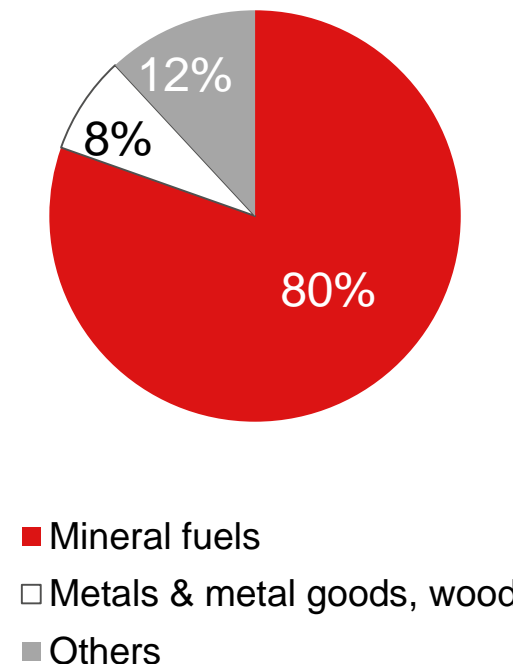
Structure of Ex- and Imports

- 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

Export



Import



Significance of Austrian FDI

AUSTRIAN DIRECT INVESTMENTS ABROAD

Outward FDI stocks:

Euro 199.0 billion

Employees of outward FDI:

807,000

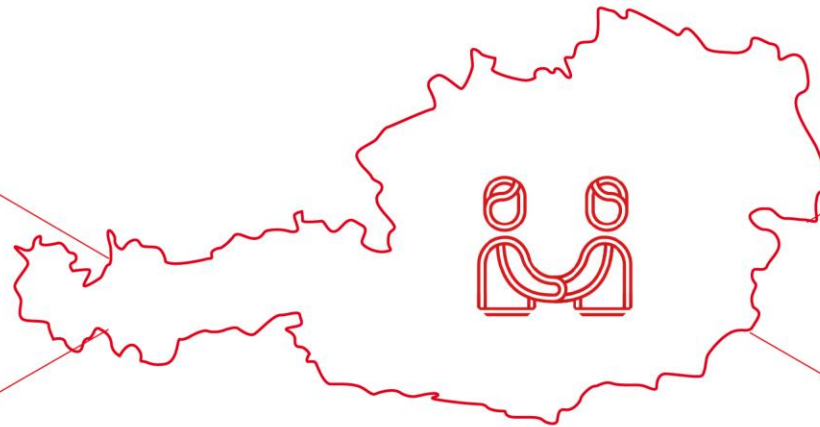
INTERNATIONAL INVESTMENTS IN AUSTRIA

Inward FDI stocks:

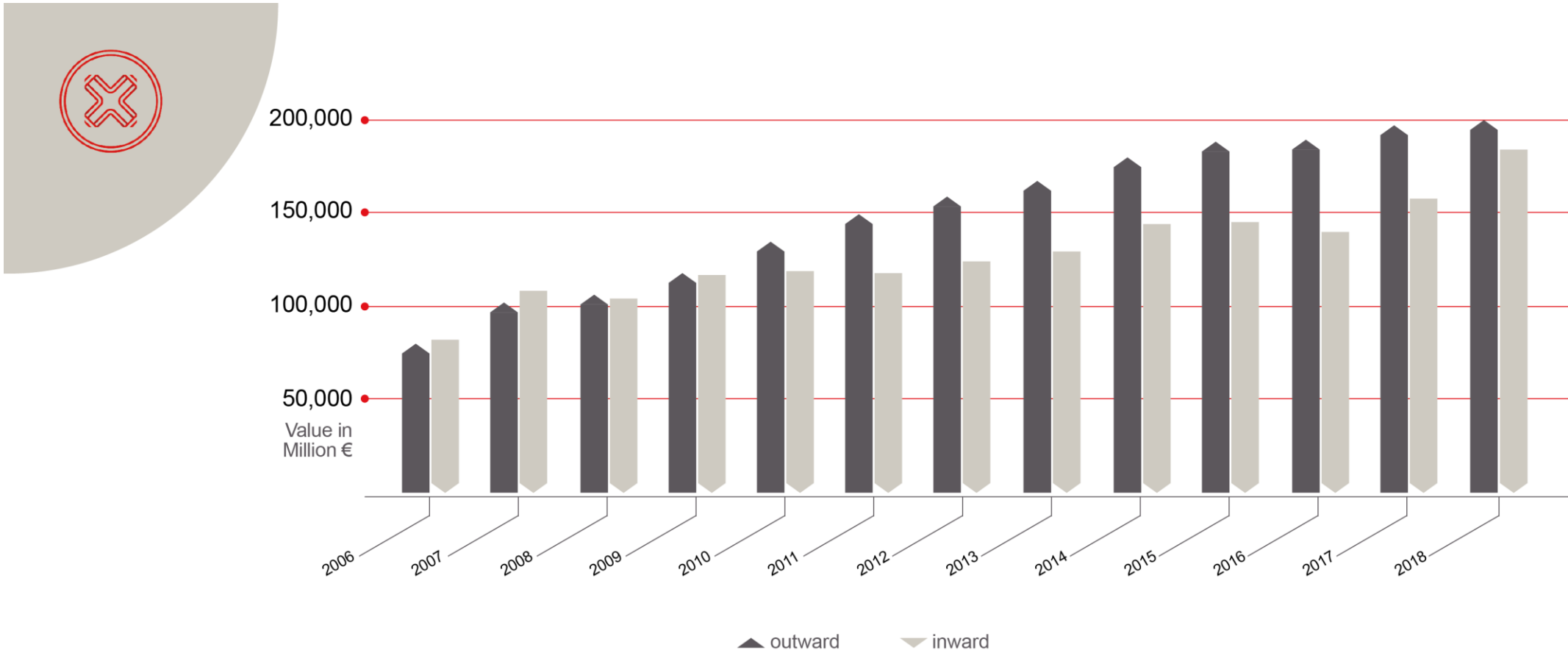
Euro 182.6 billion

Employees of inward FDI:

255,000



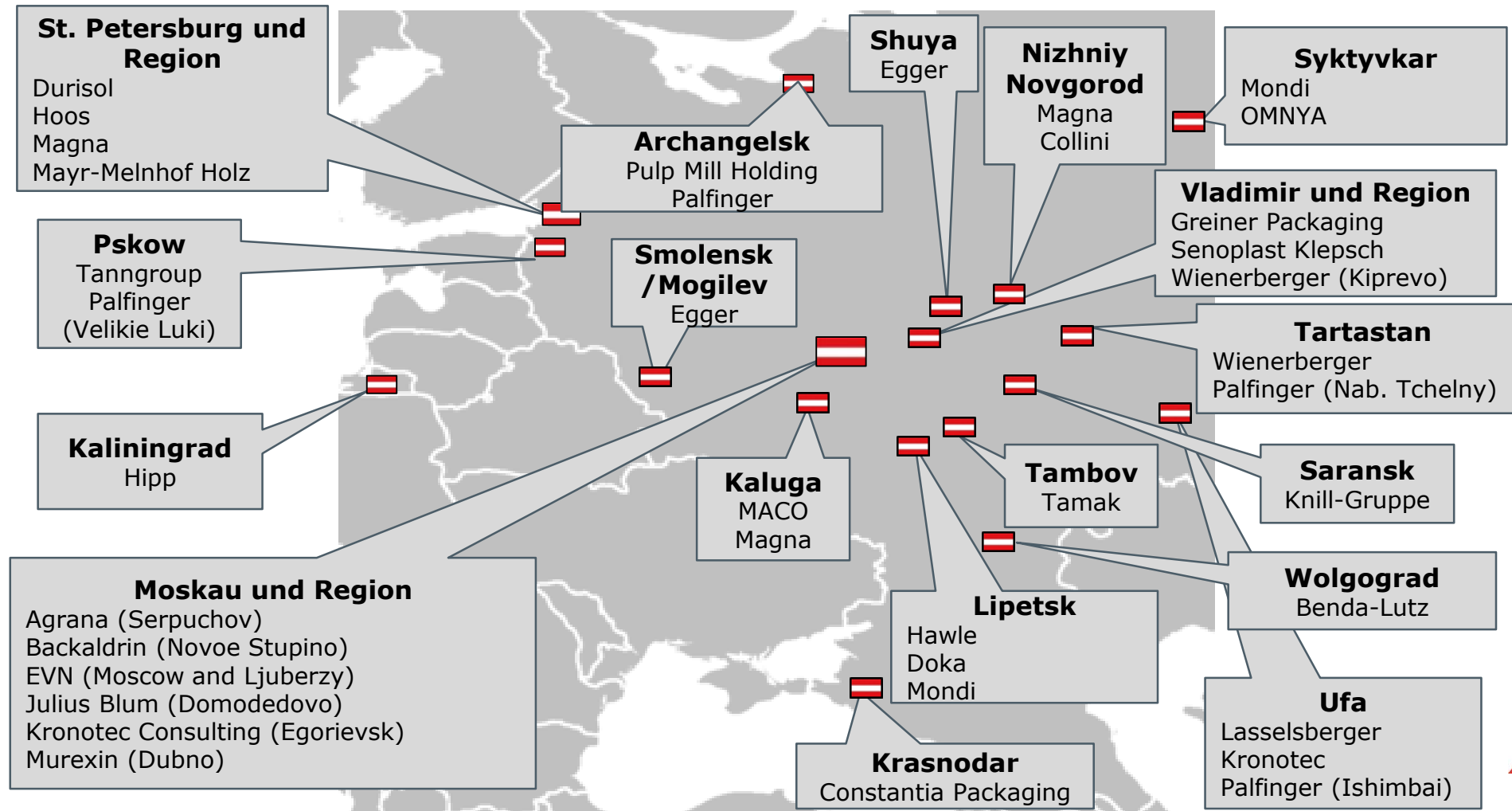
Foreign direct investment in- and outbound (2006 – 2018)

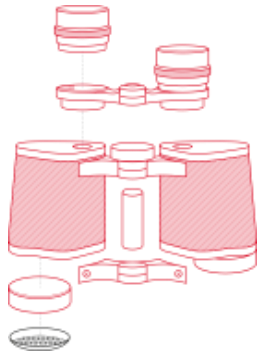


Foreign Direct Investment Austria – Russian Federation

- Accumulated Austrian direct investments in the Russian Federation
 - EUR 5.4 billion in 2019
- Accumulated Russian direct investments in Austria
 - EUR 26.7 billion in 2019
- Around 650 Austrian companies active in the Russian Federation

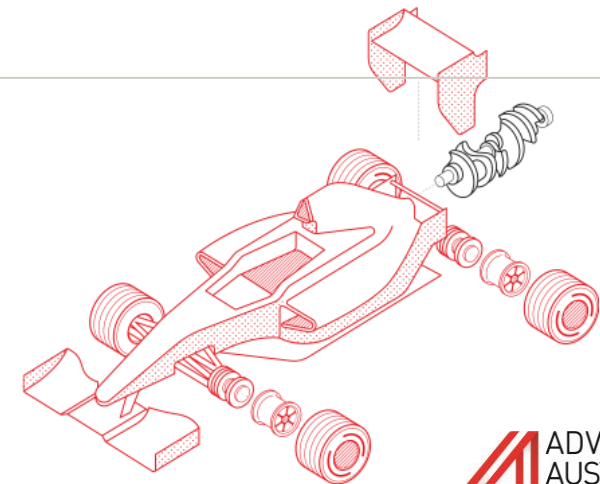
650 Austrian Companies in Russia





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BUSINESS SUPPORT



Worldwide Business Support for Austrian Companies



KNOWLEDGE

market information



PLATFORMS

events – personal contacts



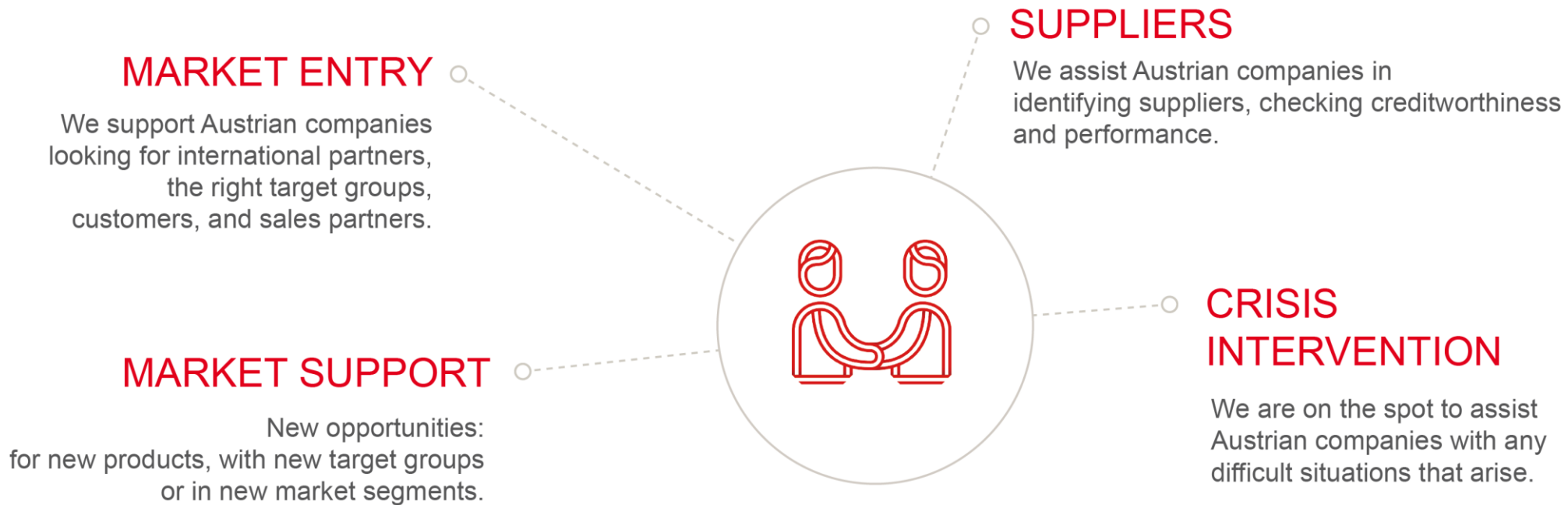
PARTNERS

business profiles – market development

Your platform for new business contacts

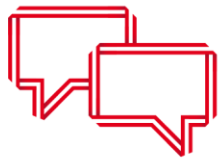


Your way to finding new partners



www.advantageaustria.org

Austria's International Business Plattform



BUSINESS OPPORTUNITIES

with detailed
company information

MARKET PLACE

with profiles of
19,000 Austrian businesses



LISTINGS

of all events abroad
including company profiles



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Overview of
46 industry sectors



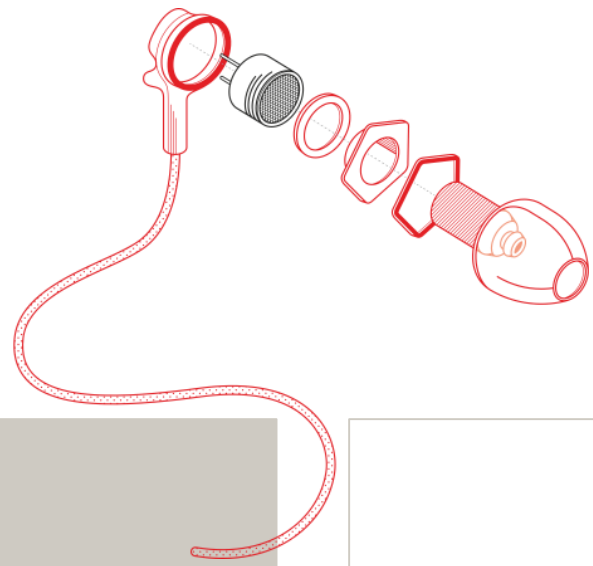
1,000,000
visitors per year



200 country sites

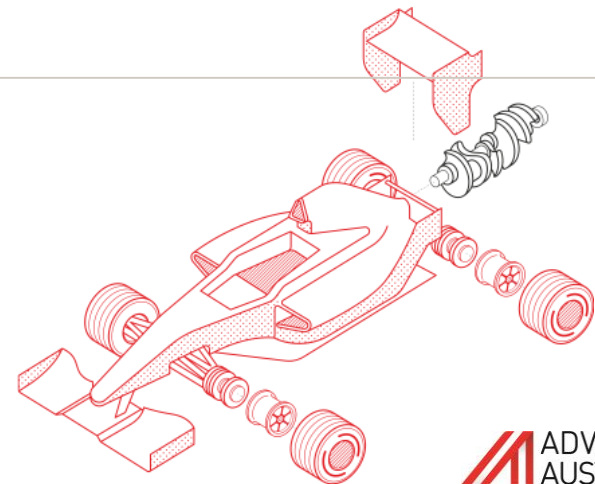
PLATFORMS – EVENTS IN RUSSIA 2020

- Participation in international exhibitions with Austrian Pavilions at world fairs, catalogue displays
 - Innoprom Yekaterinburg – Virtual Exhibition and Conference – Industrial Automation (7 July 2020)
 - Education and Career Fair Moscow (6 – 7 November 2020)
- International business events for Austrian companies abroad
 - Virtual Austria Showcase with 1-1 meetings – Smart Cities in Russia (1 – 2 September 2020)
 - B2B Trade Mission to Bashkortostan and Ural – Ufa, Tyumen, Chelyabinsk (5 – 10 October 2020)
 - Austria Showcase Aviation Industry (Autumn 2020, date to be agreed)
 - Austria Showcase Health Technology Moscow (3 – 4 November 2020)
 - Wine Degustations in Moscow & St. Petersburg (24 – 27 November 2020)
- Webinars
 - Corona – Situation and Consequences for Business in Russia (3 April 2020)
 - E-Commerce in Russia (16 June 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



3

Prospects for further collaboration



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

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