



Austria*

Launch Pad
for Young
Enterprises

www.investinaustria.at

INVEST IN AUSTRIA **ABA**

Startup Ecosystem

FINANCING

Pre-Seed

Pioneers Ventures
Austrian Angel Investors Association (AAIA)
i2 Business Angels Austria
Up2Eleven
AplusB centers (Accent Lower Austria, Business Creation Center Salzburg, build! Carinthia, CAST Tyrol, INITS Vienna, SPG-Science Park Graz, tech2b Upper Austria, ZAT Center for Applied Technologies, Styria)
SevenVentures
i5invest
Kubator
Constantia New Business
Investment Ready Program

Seed

Speedinvest
Venionaire Capital
Austrian Angel Investors Association (AAIA)
i2 Business Angels Austria
AWS Founder Fund
tecnet equity | tecnet.co.at
SevenVentures
CISCO EIR
Constantia New Business
Investment Ready Program

Series A/Growth

Speedinvest
3TS Capital Partners
AWS Founder Fund
ARAX Capital Partners
Venionaire Capital
i5invest
tecnet equity

Crowdinvesting

CONDA
GREEN ROCKET
1000x1000
dasErtragReich
crowd capital

Crowdfunding

Startnext
WeMakeIT
Bawag Crowdfunding

FUNDING & GRANTS

aws - Austria Business Service Company (impulse, Business Angel Fund, Founder Fund)
FFG – Austrian Research Promotion Agency
Various initiatives of the federal provinces (e.g. departure, zit, nöbeg, waff, ect.)
netidee

INCUBATORS/ACCELERATORS

Pioneers Festival
A1 Start Up Campus
Frequentis Startup Centre
Cisco “Entrepreneurs in Residence” (EIR)
Erste Bank Go! GründerCenter
i5invest
AustrianStartups
Founder centers at universities (Vienna University of Economics and Business, Vienna University of technology, University of Natural Resources and Life Sciences, Vienna, Entrepreneurship Center Network, etc.)
Numerous others such as Slax (LeitnerLeitner), Blue Minds Company, ORF-Accelerator, etc.



Promote Young Companies

Austria has implemented numerous measures to ensure that the underlying conditions for startups and young companies are among the best in Europe.

Austria links tradition and innovation, and thus creates a stable basis for new business areas and company founders who want their ideas to take off. In its role as a bridgehead in the heart of Europe, economically strong Austria connects North and South, East and West. Due to its historical ties to the countries of South East and Eastern Europe, Austria is considered to be the ideal springboard to the CEE markets, and an outstanding location for Eastern European entrepreneurs aiming to enter the EU market.

Political decision makers must create the best possible environment for young, future-oriented companies. With this in mind, Austria has implemented a series of

measures to optimize conditions for companies, and has thus emerged as a startup hotspot in Europe. The launch and further development of a new enterprise is facilitated by numerous incubators, funding and promotion schemes. Customized financing offerings are available to support quick growth, from particularly low-interest loans to guarantees. Moreover, in 2015 we established a modern legal framework for crowdfunding which serves as a role model in Europe. Take advantage of the ideal conditions for startups in Austria!

Reinhold Mitterlehner

Vice-Chancellor of the Republic of Austria and
Federal Minister of Science, Research and Economy

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“Great vision is needed for the Austrian business location to serve as a hotspot for the European startup scene. A dynamic environment for young companies has emerged in Austria in recent years – from the Alternative Financing Law to the Pioneers Festival, which is also expanding to Japan and thus paving the way for European startups to expand to the Asian market region.”



Andreas Tschas, co-founder of Pioneers



Start a Company - Grow - Think Globally

Ideas turn into a lucrative business at the Austrian hotspot.

Millions for brilliant innovation drivers. International companies and investors have become aware of the booming startup scene in Austria. Twitter purchased the startup “Fastlane” established by the 21-year-old computer scientist Felix Krause. The fitness app Runtastic and the flea market platform Shpock were sold to Adidas and Schibsted for three digit euro million amounts respectively. Financially strong investors invested in part more than EUR 1 million each in ChatGrape, mySugr, Prescreen, hitbox, LineMetrics, cortical.io, rublys, TableConnect, Kaahée, Zeno Track and zoomsquare.

Networking as a success factor. Austria and Vienna have emerged as startup hubs, especially in the fields of information technology, media and life sciences as well as creative industries. The American business magazine Forbes selected Austria as one of seven startup hotspots in Europe, not least due to projects such as the Pioneers Festival, where 1,600 startups from more than 90 countries meet with 400 investors from all over the world in Vienna’s Hofburg Palace.

Optimal startup ecosystem – all starting advantages at a glance:

- Differentiated funding system, from outstanding early stage funding to internationalization
- Extremely active business angel scene, exemplary crowdfunding law
- Optimal conditions for startups due to incubators, accelerators and startup clusters
- High level of network due to startup events, low-cost coworking spaces
- Package of measures and initiatives to benefit founders (“Startup Land Austria”, Global Incubator Network)
- Attractive tax system, the “public limited company with a privileged amount of share capital”, research premium
- Very high educational level in the technical field, excellent universities
- Highest quality of life at affordable costs, international community
- Vienna as the second-largest German-speaking city
- Leading East-West business interface



Austria: Land of Founders

Year	Newly-founded companies
1993	14,631
2000	23,762
2013	35,279
2014	37,540

Source: Austrian Federal Economic Chamber



Vienna as a hub of newly founded firms



Newly established companies in 2013: **8,403**

Thereof startups: **638**

Share of startups: **7.6%**

Source: Startup Location Vienna, PGM Consulting

Austria Promotes High-Flying Newcomers

Optimal funding system – from the startup phase to internationalization

The dynamic startup community in Austria can rely on a well-functioning network of private and public initiatives. The successful step into entrepreneurship has been massively facilitated by public funding for more than 60 percent of all startups. The “public

limited company with a privileged amount of share capital” requiring a minimum equity contribution of only EUR 5,000 and the twelve percent research premium complement the good starting conditions.

Outstanding early phase funding. The Austrian Research Promotion Agency (FFG) and Austria Business Service Company GmbH (aws) assist founders, especially in the startup phase. The aws Startup Center makes EUR 100 million available each year, from the initial idea to international expansion. The FFG Startup Funding and High Tech Startup Funding enable a long-term repayment period. Thanks to the “Go Silicon Valley” program offered by the Austrian Federal Economic Chamber, shrewd and industrious young entrepreneurs are given the opportunity to get a first-hand insight into legendary Silicon Valley.

„Global Incubator Network” (GIN). The new funding program GIN is designed to lure particularly technology-oriented startups to Austria. It serves as a matchmaking platform for startups, business angels, incubators, venture capital funds, funding initiatives as well as technology and know-how transfer centers.

www.awsg.at

www.ffg.at

www.austrianstartups.com



“One should particularly highlight Austria’s readiness to provide massive financial support to innovative startups, also independent of any university cooperations, as well as the country’s clear commitment not to burden newly founded companies with open-ended equity investments. This serves as the basis for a lean shareholder structure.”



Peter Kayatz, Waterbergh

40 Measures for Founders



Harald Mahrer,
State Secretary in the
Federal Ministry of Science,
Research and Economy

The “Land of Founders” strategy invigorates the startup scene.

You want to turn Austria into the top startup nation in Europe based on the “Land of Founders” strategy. What exactly do you mean by this?

“Austria has transformed itself into a country boasting a young and dynamic startup scene which would like to tear down all walls. Our startup community is inspired by a ‘big spirit’: think big, think without taboos. It is our responsibility to create a favorable business framework. So we developed the ‘Land of Founders’ strategy together with the community. What emerged was a concrete road map of 40 measures in the field of innovation, financing, networks, regulations, infrastructure and raising awareness. Important milestones such as the new crowdfunding law have already been implemented.”

What makes Austria predestined for a new period of starting up new companies?

“150 years ago Austria was the creative melting pot of Europe, and this is something which should take place again. It is more or less part and parcel of our DNA. I am always excited to visit Austrian niche players, because they are extremely creative and innovative. The focus must be on ensuring the right underlying business framework, and cooperating with other countries. We are not talking about Austria as an isolated entity, but Austria as a bridgehead to the emerging markets of Asia and a strong anchor in the CEE region. The ‘Vienna-Bratislava-Prague triangle’ could become a real innovation hub. Our strategy is a means of helping our founders to conquer international markets, and at the same time, for example, making Austria the door to Europe for Asian startups.”

How do you see the startup ecosystem in Austria?

“Startups play an important role in our Land of Founders strategy, but they are not the only players. We also target corporate ventures, the know-how transfer centers of universities, and our top research facilities. I consider the combination of science, startups and capital to be crucial. We have managed to build up a network of people in our ecosystem who promote and support the startup scene and the Land of Founders strategy. This is a real asset.”

www.bmwf.gv.at



Peter Kayatz,
Waterbergh - Business
Development Services

Sustainably Innovative Startup Scene

Customized funding concepts are complemented by private initiatives.

What distinguishes Austria as a startup location from other business hotspots in Europe?

"Austria has exploited its experience in neighboring regions to develop customized business stimulation and funding concepts. These efforts have borne visible fruit in the form of a sustainably innovative startup scene. In life sciences, business people and investors profit from the academic excellence of Austrian universities, a large number of non-university research institutes and special funding programs for companies operating in the field of life sciences. The AplusB startup centers, which support local startups in the federal provinces with funding and consulting services, make a decisive contribution. Pre-seed financing provided by the Austrian funding bank awf enables the team of founders to implement initial developments, build up an organization and demonstrate the performance of the team in the first one to two years. One of the latest developments involves private initiatives such as I.E.C.T. - Hermann Hauser. This is a high tech and life sciences incubator originating with the serial entrepreneur and venture capitalist Hermann Hauser, Cambridge UK (e.g. ACORN Computer – ARM Chip and Amadeus Capital Partners). In addition to considerable funding, Hauser makes available his 40 years of experience in the High Technology Cluster Cambridge."

As a German national, what you particularly value about life in Austria?

"When I came to Austria in 2002, I was very impressed to see the extent to which people in Austria already breathed life into providing services. I was also convinced of the customer orientation and efficiency of Austria's public administration, and the people seem to be much more relaxed than in Germany. The culture and leisure time offering certainly contributes to my positive assessment of Austria as a business location as does its central location in the heart of Europe, which makes it possible to take motorcycle tours through the Dolomites, a trip to Lake Garda or to a day excursion to Budapest."

waterbergh.com



Startups with an International Background

Many creative minds, extraordinary scientists and enterprising people who think outside the box come from all over the world to found their startup in Austria – because conditions are optimal!

Startup	Product	Country of origin
7sheep	Marketing automation	Great Britain
ab&cd innovatoions GmbH	Chemicals, process development	Germany
Adefy	Mobile advertising	Romania
Adspired	Marketing data application	Romania
Antworks e.U.	Climbing equipment	Germany
Apreciouz	Hand-made jewelry	Romania
aWattar GmbH	Green electricity	Germany
BikeCityGuide GmbH	Bicycle app, navigation system	Germany
BLITAB Technology GmbH	Tablet PC for the blind	Bulgaria
caregency GmbH	Mobile emergency call solution e.g. for the elderly	Hungary
Crystalline Mirror Solutions GmbH	Innovative mirror technology	Germany/USA
crystalsol GmbH	Photovoltaic modules	Germany
ECODESIGN company GmbH	Consulting for environmentally intelligent products	Korea
emotion3D GmbH	3D visualization	Great Britain
Erdbeerwoche	Compostable female hygiene products	Germany
Foodnotify	App (gastronomy)	Bosnia - Herzegovina
Heliovis AG	Solar technology	Switzerland
Hookipa Biotech	Vaccines	China
Illumination Network Systems	Electronic components	Czech Republic
KiwiSecurity Software GmbH	Automated video surveillance	USA
kunabi brother GmbH ("Blek")	Information technology (PC games, Apps)	Bosnia – Herzegovina
mySugr GmbH	Diabetes app	Sweden
ORIGIMM Biotechnology GmbH	Biotechnology, chemical laboratories, vaccines	Serbia
RD&C Research, Development & Consulting GmbH	Consulting for the pharmaceutical industry	Germany
Robo Technologies GmbH	Toy robots for children	Ukraine
S-TARget therapeutics GmbH	Development of therapeutic vaccines	Netherlands
Smart Information Systems GmbH	IT services (smarter shopping)	Russia
Solabolic	Solar thermal electricity production	Egypt
TourRadar GmbH	Multi-day group tours	Australia
ViraTherapeutics GmbH	Vaccines	Germany
watchado GmbH	IT services (platform for career entrants)	Iran
Xioneer Systems	3D printers	Germany
Zeppelin Studio OG	Game development	Germany

Austria as an Investment Target

The expansion-oriented startup scene in Austria lures institutional investors.

High quality guarantees high earnings. Investors discover unique products and concepts developed by Austrian startups which promise high returns on investments. This is ensured, amongst other factors, by the high research/GDP ratio, which at 3.01 percent is significantly higher than the EU average of 2.02 percent. Numerous companies and researchers in all areas have transformed their brilliant ideas into prototypes, whether in digital business, life sciences or renewable energies, and are prepared to launch mass production of their products or the application of their services on a large scale.

Attractive investment targets. Austria is a coveted investment target for institutional funds and business angels. Funds find interesting syndicate partners in Austria such as Deutsche Private Equity GmbH, Waterland Private Equity GmbH, SECA Swiss Private Equity & Corporate Finance Association, Saxess AG, King & Wood Mallesons SJ Berwin LLP, IntraLinks, FinanceEstonia and Finatem Fonds Management Verwaltungen GmbH.



“DPE Deutsche Private Equity supports companies with international growth and/or buy and build strategies which are suited to become ‘niche champions’. Austria in particular is a treasure trove for hidden champions and a location in which a lot is in motion at the present time. It is an aspiring and exciting financial center.”

Rudolf Kinsky, DPE Deutsche Private Equity GmbH



Research Location Austria

R&D expenditures in % of GDP

Source Eurostat: R&D expenditures by sector, 2014, *2015

	Research ratio
Finland	3.17
Sweden	3.16
Austria	3.01*
Germany	2.84
Belgium	2.46
France	2.26
EU-28	2.03
Netherlands	1.97
United Kingdom	1.72
Norway	1.71
Russia	1.19

Personality and Idea Convince

Capital and know-how –
from business angels to crowdfunding

Financing is a matter of trust. Once a year about 2,000 investors and startups convene at the Pioneers Festival in Vienna. This is important for everyone involved. Business angels such as Hans Hansmann, Founder of the Austrian Angel Investors Association (AAIA), are not only interested in the underlying business idea but above all in the personality of the startup founder. Financing by business angels and crowdfunding is experiencing massive growth in Austria. 150 active business angels are linked in the AAIA, and have invested about EUR 15 million in startups since 2012. They not only make capital available, but also put their know-how, contacts and marketing prowess at the disposal of the startups.

Potent thanks to crowdfunding. The new crowdfunding law which took effect in 2015 optimally exploits the framework created by the EU, and generates about EUR 65 million in fresh capital each year thanks to crowdfunding platforms such as CONDA, GREEN ROCKET and 1000x1000. For example, the trendy drink Kaahhée generated EUR 1million in funds in two crowdfinancing campaigns.

Speedinvest has been financing startups since 2011. Speedinvest II attracted some 100 investors, committing funds of EUR 90 million. Why is Austria such a good place for investors?

"It is also a question of the mixture. The education and the related talent base are excellent in Austria, especially in technical areas. On the other hand, the hype and correspondingly the competition are not as intensive as in Berlin, New York and London. In other words, investors clearly find better conditions in Austria. The professional startup and business angel scene acts and thinks globally."

Does Austria also fulfill its role as a leading CEE hub when it comes to startups?

"This only works by actively investing in the region. Speedinvest particularly focuses on the CEE region, and we are convinced we are just at the beginning of a very positive development. Up until now all our investments in this region have shown an above-average performance. Austria is an outstanding base from which to participate in innovative startups in South East and Eastern Europe."

speedinvest.com



Oliver Holle,
Speedinvest



"Vienna has everything that Cisco Entrepreneurs in Residence requires. The city is a 'hidden champion' for IT, has come very far as a smart city and is an attractive location for startups, also due to its geographical location. Cisco wants to remain on top thanks to its open innovation strategy i.e. to move ahead in cooperation with other innovations. For this purpose we invest in startups which have the potential to influence global developments."

Martin Bittner, Business Development Director Cisco

Breeding Ground for the Young Self-Employed

Incubators and accelerators promote developments with global potential.

Dynamic development based on cooperation.

Startups need support to ensure that ideas become reality, for example from the A1 Start Up Campus. The Frequentis Founder Center has existed since 2001, and has been the first home for more than 40 companies up until now. In 2014 Cisco launched its Entrepreneurs in Residence (EIR) program. Startup competitions organized by media such as "trend@venture" or the TV show "2 Minutes 2 Million" also push innovative minds. The JumpStart program offers EUR 3 million in funding for other accelerators and incubators.

Inspiring spaces. Modern co-spaces such as Impact Hub Vienna and Mingo serve as startup hubs. Inventive entrepreneurs are also provided with startup support by various incubators such as INiTS and i5invest, amongst others. The incubator program of INiTS lasts 18 months and can point to success stories such as mySugr and Shpock. The Viennese platform StartUs enables virtual networking based on the largest European-wide startup job platform.



"By being accepted into the A1 Start Up Campus, entrepreneurs profit from an entire package of services. In addition to being provided with office, IT and PR services, about 40 A1 experts from different fields are at their disposal. In this way we are the first point of contact for early-stage projects. In addition to participating in the A1 startups, A1 also benefits from the wind of change brought to our company by these founders."

Marcus Grausam, A1 Chief Technology Officer



Business Location

Factors for Startups

The CEE hub Austria convinces thanks to excellent universities and the highest quality of life.

Central location. Austria stands out due to its high quality of life at affordable prices. Moreover, Vienna has become a magnet for the bustling startup scene from South East and Eastern Europe. The numerous educational opportunities in Austria lead to a substantial brain gain. About one fifth of the Austrian population boasts a migration background and has a good command of an Eastern European language. Legal certainty and political stability make Austria an ideal base for investments in South East and Eastern European startups. Pioneers organizes an acceleration program for startups from the Balkans on behalf of the World Bank and the EU Commission.

One can even learn how to found a company in Austria. The Institute for Entrepreneurship & Innovation (E&I) of the Vienna University of Economics and business offers knowledge and competencies to “creative destroyers”. Many of its graduates have successfully set up companies (Shpock, openlaws, etc.) and have helped shape the Austrian entrepreneurship scene.

Cooperating as a project partner is of particular interest to founders and startups. In the E&I project seminars, students in close-knit teams consisting of four or five individuals spend an entire semester focusing on a practical task defined by the partner in order to train their entrepreneurial skills. A long-term partnership has often emerged from many of the more than 500 successful projects.



“From a historical perspective, Austria is the land of pioneers in entrepreneurship such as Joseph Schumpeter and Peter Drucker. They stand for Austria's outstanding creativity, inquisitiveness and international orientation at all times. In addition, research facilities, political decision makers and society are pressing ahead more resolutely than ever before with their focus on entrepreneurship, innovation and startups. The founder scene in Austria is developing dynamically!”

**Nikolaus Franke, Institute for Entrepreneurship & Innovation,
Vienna University of Economics and Business**

www.wu.ac.at/entrep

**Nikolaus Franke, Institute
for Entrepreneurship
& Innovation, Vienna
University of Economics and
Business**



Austria is More Interesting than Silicon Valley

LineMetrics specializes in Industry 4.0 and gets international investors on board.

What makes Austria a hotspot for startups in Europe?

"A very strong startup scene is emerging in Austria at present. The education of young people is very good, and the risk of founding a company is lower than in other countries thanks to extensive funding. An increasing number of business angels with practical experience support young founders with know-how

and financial resources, also from abroad, as you can see with us. The major successes of startups in Austria invigorate and motivate and also add impetus to the issue of 'entrepreneurship'. Austria is much more interesting than Silicon Valley for an industrial startup like LineMetrics. Products can already be tested on the market in early phases or be further developed in cooperation with companies."

After a resounding start in Austria, LineMetrics recently launched its internationalization. The new investors are the Swiss company Martin Global AG and the Püspök Group, supporting this step with a seven digit euro amount.

"We already had very successful business angels on board. For the company's current development phase we wanted to find partners to contribute their experience towards enhancing the quality of the team and supporting our growth with their network. We are convinced that startups and investors complement each other and have to work together to achieve a big goal. Our angels all have LineMetrics business cards and are part of the team. In light of the fact that we think globally, we did not limit the search for the best partners to Austria alone."

Investor

The industrial service provider LineMetrics was founded in Austria in 2012 to develop solutions targeting process optimization and energy efficiency. In addition to multinationals such as Magna and Rotax, LineMetrics also offers solutions to small and medium-sized enterprises to measure their energy consumption.



"Martin Global invests in aspiring companies in which a motivated team develops products characterized by technological unique selling propositions and their simplicity. These factors were fulfilled by LineMetrics in a convincing manner."

Peter Koch, Managing Director of the Swiss firm Martin Global AG

Best Practice

Award-winning and successful startups from all sectors enrich the economic life of Austria as an industrialized nation, attracting the interest of foreign investors and international startup programs such as “YCombinator”.

AFFiRiS

Bitmovin

Blue Danube Robotics

Bwin

Cumolo Information System

CyberTrap Software GmbH

Gamefinder

Jajah

Kiwen0

Lithoz

Marinomed

Miti Biosystems

Playbrush.com

Resecure

TableConnect

Scarletred

Secure Payment Technologies

UBIMET

uugot.it

wikitude

xFace

Yagoba



www.investinaustria.at/startups/en



CMS management team
(from l. to r.): Garrett Cole, co-founder and CTO, Christian Pawlu, CEO, Markus Aspelmeyer, co-founder and Chairman of the Advisory Board

Highly precise mirrors produced by CMS for use in ultrastable laser systems. The monocrystalline semiconductor layers reflect light in precisely defined wavelengths, and appear to be metallic black to the human eye.



From Quantum Physics to Marketable Products

A combination of Viennese quantum physics with semiconductor know-how from Silicon Valley

Crystalline Mirror (CMS) has won numerous prizes. What facilitated the founding of the company in Austria?

"Many thanks go to the University of Vienna which supports its researchers in developing innovations and creates an environment enabling our spin-off to be established. The University of Vienna remains a strong reference point and collaboration partner for CMS even after founding. The funding available in Austria made it possible for us to establish our own company and develop initial prototypes. CMS receives assistance from the pre-seed and seed programs of awfs. In addition, our projects are generously supported by the Research Promotion Agency FFG and the Vienna Business Agency".

What advantages do the international orientation of CMS and its location in the USA offer?

"Our site in the USA is of particular importance. As a high-tech company we profit from American know-how. Our new type of mirror technology based on crystalline semiconductor structures was first made possible by the combination of Viennese quantum physics and semiconductor expertise from Silicon Valley. In addition, the American site is important for us because many of our customers and collaboration partners are located in the USA."

The Austrian-American startup Crystalline Mirror Solutions (CMS) was founded by Markus Aspelmeyer and Garrett Cole in Vienna in 2012 and in Santa Barbara, California one year later. Garrett Cole came to work with Markus Aspelmeyer in Vienna in 2008 on a research scholarship. CMS develops mirrors for precise optical measuring devices. In the meantime, it has become the leading producer of high-precision optics for laser systems.

From Industrial Solutions to Fintech Companies

Zeno Track

Zeno Track managed an exit with the German company Bosch. What makes startups so interesting for multinationals?

"Our focus is on Industry 4.0 and big data. Our mobility solutions platform links forklift trucks and driverless transport systems. In this way we optimize processes. Bosch will be known as a player in the field of intralogistics thanks to Zeno Track and can thus expand into a new business area. Naturally, Zeno Track has lured an extremely exciting strategic partner and can thus think on a larger scale."

Would you recommend the founding of startups in Austria?

"Definitely, primarily thanks to funding instruments and the possibilities Austria offers to young companies. However, as a startup one needs perseverance and a healthy portion of self-confidence to avoid despair in the face of difficult situations."

The developments offered by Zeno Track enable the precise tracking of forklift trucks and driverless transport systems, and is used in the field of merchandise logistics.

Wikifolio

Wikifolio was able to lure prominent business angels and investors. How do you personally see the overall business framework for startups in Austria, particularly the possibility to attract investors?

"We took advantage of the favorable funding landscape in Austria (FFG) to set up wikifolio Financial Technologies AG. We implemented the market launch of our product in Germany. In the meantime we are planning to expand to other markets and feel we are well positioned here in the center of Europe. The labor market for startups in Austria is good. Interestingly enough, we acquired customers abroad but the investors in Austria. Thanks to Speedinvest very active venture capital exists in Austria once again. At the same time a growing number of foreign investors are investing in Austrian startups".

The social trading platform wikifolio.com is active in Germany, Austria and Switzerland. Its cooperation partners rank among the Who's Who in the German-language investment scene such as Handelsblatt, comdirect, S-Broker, OnVista, wallstreet:online, ConSors, Lang & Schwarz and the Stuttgart Stock Exchange.

[wikifolio.com](https://www.wikifolio.com)



Alex Essati, Zeno Track

Andreas Kern, wikifolio





Your start with ABA – Invest in Austria

ABA – Invest in Austria offers comprehensive services – from funding to market opportunities and tax laws. 25 qualified employees provide you with unbureaucratic support, putting their know-how at your disposal – at no cost to you.

The First Point of Contact for Startups and Investors

ABA – Invest in Austria (ABA) is the investment promotion consulting company of the Republic of Austria and the top choice of innovative company founders and interested investors.



- **Personal support for founders.** ABA – Invest in Austria boasts longstanding, experienced investment consultants in all areas related to founding companies. Birgit Reiter-Braunwieser, ABA's specialist for startups is at your disposal you and provides all necessary contacts required in Austria. (b.reiter-braunwieser@aba.gv.at)
- **Comprehensive pool of information.** ABA – Invest in Austria provides all the up-to-date data on the Austrian business location. ABA provides information about sectors, technologies and market developments as well as political and economic conditions.
- **Competent consulting.** ABA – Invest in Austria advises you to ensure the optimal selection of an initial site: ABA answers questions on labor and tax regulations, informs you about ideal funding and coworking spaces, incubators and accelerators and helps you to solve various problems in founding startups.
- **Dedicated support.** ABA – Invest in Austria helps in handling formalities: ABA works together with you to complete applications for funding or supports you in cooperation with the regional investment promotion agencies.
- **Sustainable service.** ABA – Invest in Austria provides you with long-term consulting and support. ABA also acts as a service center to serve you even after project implementation.
- **International links.** ABA – Invest in Austria boasts a global network. ABA offers you the help of its cooperation partners and sets up contacts with the foreign trade centers of the Austrian Federal Economic Chamber.
- **Award-winning ABA.** ABA – Invest in Austria has won several awards for its consulting services: World's Best Investment Promotion Agency, World Bank Benchmarking (2009); Global Leader in Online Investment Promotion, World Bank Benchmarking (2012); Second-Best Investment Promotion Agency and third-place award for its program to strengthen Austria as a headquarters location, FDI World Forum (2013).
- **Further areas of competence.** In addition to its comprehensive and personal consulting, ABA – Invest in Austria also offers specialized brochures on the following areas to provide additional information on Austria as a business location:



- Business Location Austria
- Bridge between East and West
- Automotive Industry
- Chemistry / Plastics
- Environmental Technologies & Renewable Energies
- Headquarters Location Austria
- ICT / Telecom
- Life Sciences
- Logistics
- Machinery / Electronics / Mechatronics
- Research & Development
- Tourism
- Starting Business in Austria
- Tax Aspects of Investments in Austria

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