

LOWER AUSTRIA

EXCELLENCE IN THE
HEART OF EUROPE



EXCELLENCE IN THE HEART OF EUROPE

LOWER AUSTRIA

One of Europe's most central regions: Lower Austria is situated in the heart of the continent and in the centre of the European Union. Making it the ideal location for doing business around the world.

DISCOVER OUR "HIDDEN CHAMPIONS"

In Lower Austria you will find fantastic innovative companies. We're happy to call them our "hidden champions". Because you may not be aware just how many global market leaders and niche players and how much state-of-the-art technology come together in Lower Austria. We hope you enjoy finding out what our region has to offer!

- » around a 1-hour flight to Berlin, Warsaw and Belgrade
- » around a 1.5-hour flight to Paris, London, Minsk and Kiev
- » around a 3-hour flight to Moscow, Ankara and Madrid

AROUND THE WORLD
THERE ARE ON AVERAGE
**60 SCHAEFFLER
PRODUCTS
IN EVERY CAR.**

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THREE OF THE WORLD'S

MOST CITED

RESEARCHERS WORK
AT THE TECHNOPOLE TULLN

Page 7

ONE IN 3 HARDCOVER BOOKS

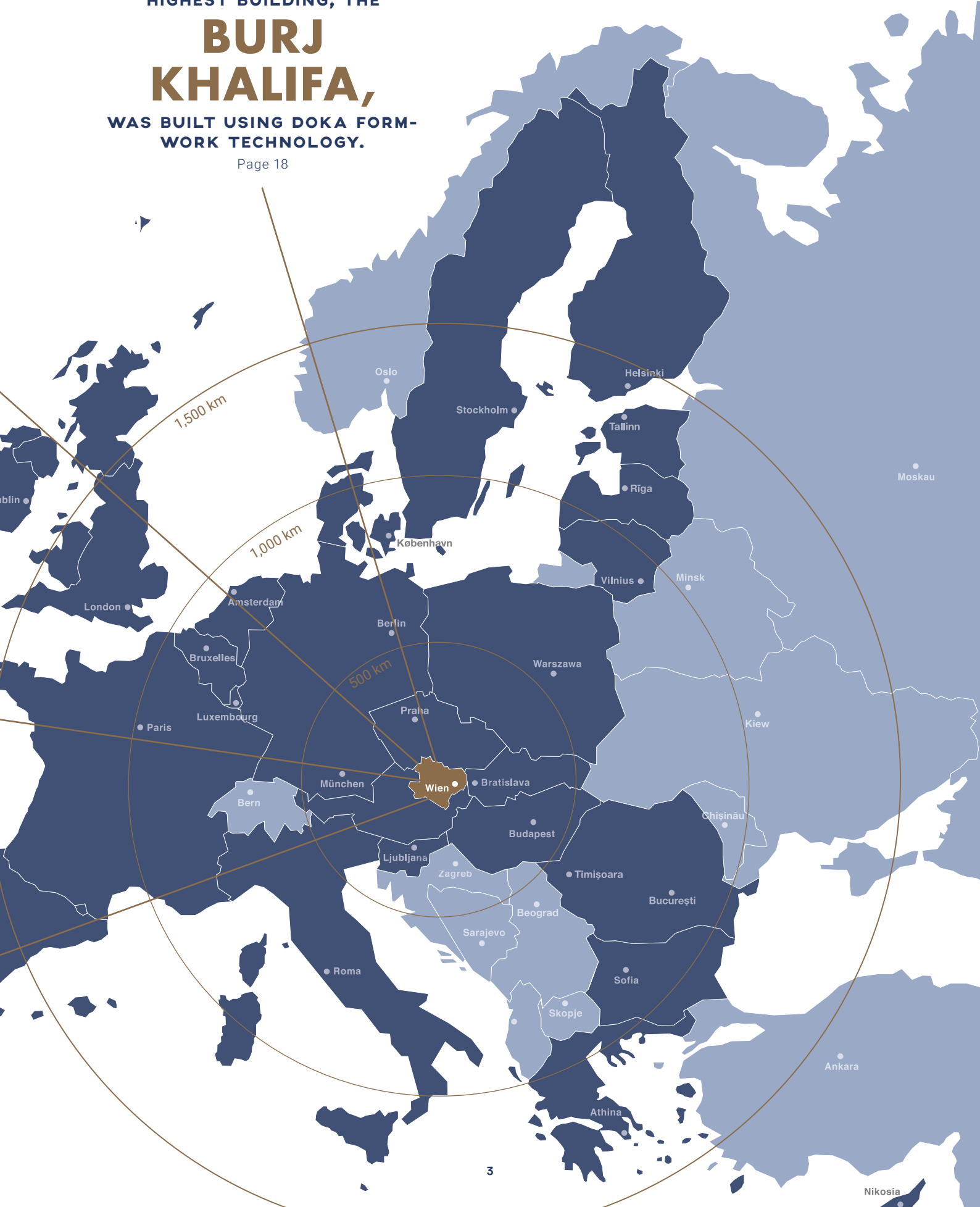
IN EUROPE IS PRINTED
BY SALZER

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THE WORLD'S
HIGHEST BUILDING, THE
**BURJ
KHALIFA,**
WAS BUILT USING DOKA FORM-
WORK TECHNOLOGY.

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BUSINESS AT ITS BEST

"Lower Austria's location in the heart of Europe makes it a hub between west and east.

We are innovative, economically diverse, open and international in outlook. And a number of EU accolades illustrate the effectiveness of our approach."



**JOHANNA
MIKL-LEITNER**
Governor

WELCOME TO LOWER AUSTRIA

Lower Austria is ideally located for the Austrian, European and global markets. Austria's largest federal state is at the interface between east and west. The fall of the "Iron Curtain" and the associated opening-up of borders made it easier for smaller companies to expand internationally too.

Traditionally Lower Austria's neighbouring countries and the member states of the EU are its key export markets. However, exporters from Lower Austria are also successful around the globe. The combination of regional roots and an international outlook is a success story for the business location Lower Austria!

The **per capita export ratio** in Lower Austria in 2017 was

» **around
EUR 18,000**

Gross value added across all economic sectors in 2017 in Lower Austria was

» **EUR 49.3 billion**

Gross regional product in Lower Austria in 2017 stood at

» **EUR 57.35
billion**



**JOCHEN
DANNINGER**
State Minister for
Economic Affairs,
Tourism & Sport

"We support companies with a suitable political framework. This works very well: We generate over 50% of our gross regional product outside Austria."

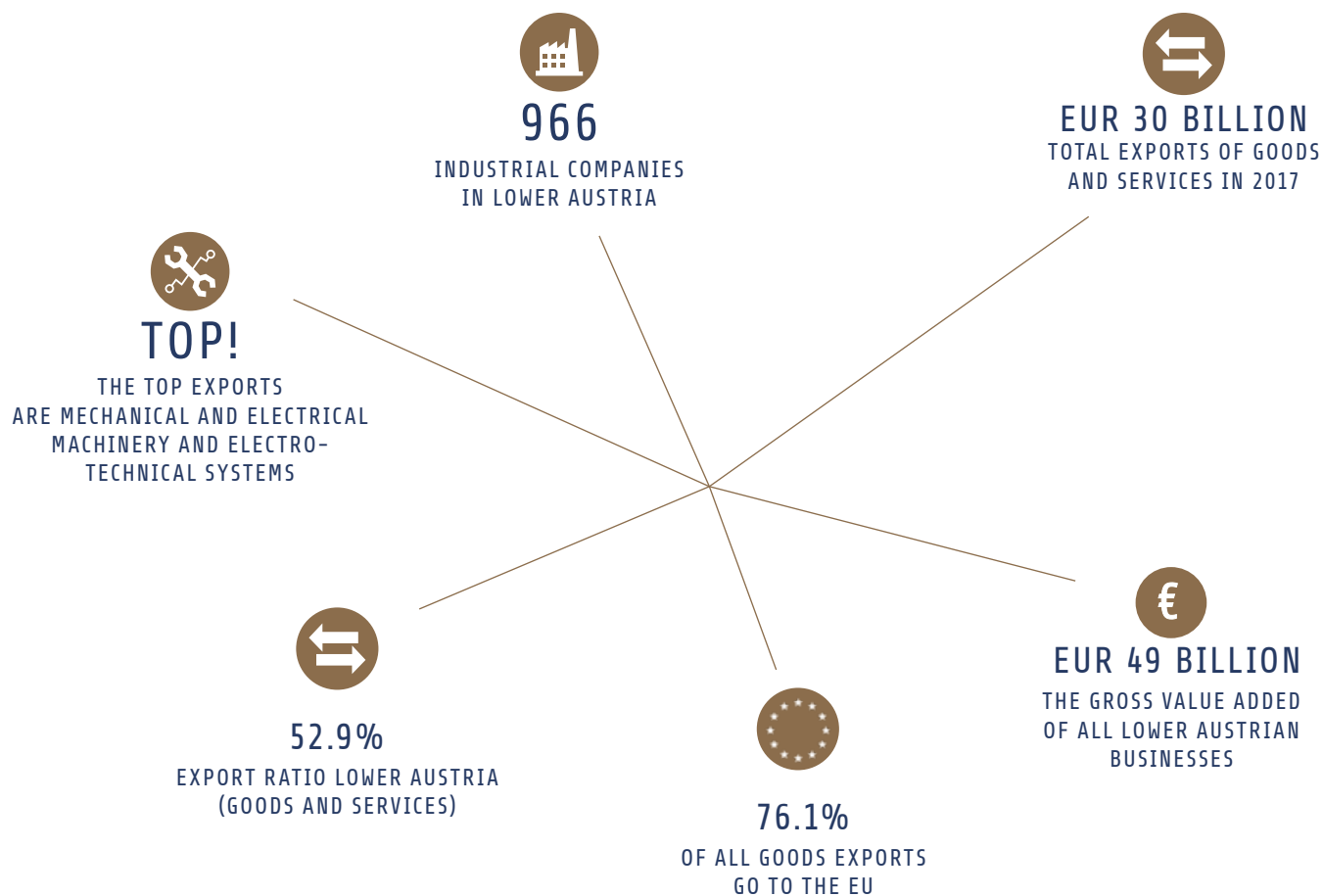
INNOVATIVE AND RELIABLE

Lower Austrian companies are synonymous with quality, reliability and innovation. Characteristics which enable them to make their mark both locally and globally.

FACTS & FIGURES

In a nutshell: these are the key figures for the Lower Austrian economy and on the following pages you will find excellent exam-

ples for all areas. There are 102,299 companies with 451,559 employees in Lower Austria. Products manufactured in Lower Austria are in demand around the globe and many manufacturing firms have export ratios of more than 90 per cent. Open markets benefit the economy and help to create jobs and wealth.



EXPORTS ARE THE ENGINE OF THE LOWER AUSTRIAN ECONOMY

Lower Austria's total exports in 2017 amounted to EUR 30 billion. This represents an export ratio of 52.9% for the business location Lower Austria.

A BROAD MIX OF SECTORS

With 16 sectors in total Lower Austria has a diverse industrial base. It is thanks to this mix that Lower Austria's industrial sector has been able to weather economic crises.

THE BIG FIVE

The five largest sectors are:

- » Machinery, metalware and foundry industry: 39%
- » Food industry: 11%
- » Chemical industry: 11%
- » Wood industry: 7%
- » Stone, ceramics and glass industry: 6%

"Small- and medium-sized companies are the bedrock of the Lower Austrian economy. They have strong roots in the region and are export-focused – strong for the business location Lower Austria, strong for partners worldwide."



SONJA ZWAZL

President of the Lower Austrian
Economic Chamber



THOMAS SALZER

President of the Federation of Lower
Austrian Industries

"Industry makes above average investment in research and development. This is another reason why many companies are world market leaders. They are our (hidden) champions. Why not find out about them!"

RESEARCH AT ITS BEST

FOCUS ON FOUR TECHNOLOGY FIELDS

Lower Austria pools research in so-called "technopoles". These are centres where science, education and business are pooled in one setting. This creates the ideal location conditions for world-class research and the high-tech products of tomorrow.

Combined, the performance of the technopoles is highly impressive:

- » a project volume of more than
EUR 420 million since 2004
- » more than 3,500 jobs
- » more than 1,500 researchers

INSTITUTE OF SCIENCE AND TECHNOLOGY AUSTRIA KLOSTERNEUBURG

**One-stop shop for all matters
related to intellectual property,
industry liaison and
entrepreneurship**

IST Austria is a PhD-granting research institution dedicated to cutting-edge research in the physical, mathematical, computer and life sciences. More than 450 scientists work on Campus in Klosterneuburg and some 240 employees support them directly or in administration.
Ascending trend!

TECHNOPOLE WIESELBURG

**International Centre
for Bioenergy, Agricultural and
Food Technology**

The focus is on forestry and renewables at the Technopole Wieselburg. Here the BIOENERGY 2020+ centre of excellence has cemented its standing as a world-class research group in the fields of energy efficiency and renewables.

**Conversion of biomass into heat,
electricity and fuels.**

WORLD-CLASS RESEARCH
IN THE FIELD OF
RENEWABLES

TECHNOPOLE KREMS

International Centre for Health Technologies

8,800 students, 21,380 graduates from 97 countries:

The health of tomorrow is at home in Krems.
Several university institutions, together with high-tech
companies from the fields of life science and medical
technology, deliver leading-edge research in:

Apheresis
Regenerative medicine
Inflammation
Water & health

EXCELLENCE IN SEPSIS RESEARCH

AND IN THE COMPLEX AREA OF
LIVER FAILURE RESEARCH

TECHNOPOLE WIENER NEUSTADT

International Centre for Medical and Material Technologies

At the high-tech Technopole Wiener Neustadt the focus
is on the fields of materials, surfaces, sensor-actuator
systems, medical technology and tribology. Areas of
application include 3D printing, the automotive industry
and medicine. Cooperation between research, education
and business is promoted in Wiener Neustadt.

MedAustron

Wiener Neustadt is home to
one of Europe's most
cutting-edge centres for
cancer treatment
and research.

TECHNOPOLE TULLN

International Centre for Natural Resources and Bio-based Technologies

In Tulln everything revolves around food and feed safety.
With almost 1,000 employees it is one of the leading
international research centres in the field of natural
resources and bio-based technologies.

Food & feed safety
Process technology
Agrobiotechnology

THREE OF THE WORLD'S MOST CITED

SCIENTISTS WORK IN TULLN:
MYCOTOXIN RESEARCHER RUDOLF KRSKA
AND CHEMISTS
ANGELA SESSITSCH AND MICHAEL SULYOK

METAL AND MATERIAL TECHNOLOGY

A key industry and job creation driver

With over 320 companies and more than 26,000 employees the metal industry makes a key contribution to the economic development of Lower Austria.

What makes it so successful? Specialisation, development of niche products and hefty investment in research & development.

On the following pages you can discover our hidden champions.

VIRTUALLY EVERY FORAGE HARVESTER

IN WESTERN EUROPE
CONTAINS WEAR PARTS
BY BUSATIS.

1

BUSATIS Minimize wear, maximize service life

Busatis is a family-owned company established in 1888. For more than 40 years, it has developed and produced innovative coating technologies to protect wearing parts in high-performance machines against abrasion, erosion and impact stress.

The company's core areas of expertise are innovative technologies for wear protection coatings (such as Busa®CLAD, BusaDUR®, Busa®SPEED, Busa®SPRAY and Busa®WELD), partial heat treatment, cold and hot forming, blanking and stamping processes, as well as grinding and mechanical machining on CNC centers. www.busatis.com

2

KLINGER Pioneers in gasket technology

Family-owned since 1886, the KLINGER Group of Independent Companies operates state-of-the-art manufacturing and distribution facilities, offering soft, semi and metal sealing, fluid control, instrumentation components and expansion joints as well as an industry leading range of high-quality services.

KLINGER offers a wide range of CNAF, PTFE, graphite, mica and rubber coated steel materials for sealing applications and is a pioneer in gasket technology.

The KLINGER global network makes sure that the materials and services are available to you locally no matter where you are. www.klinger.co.at

THE INDUSTRY'S
PREFERRED PARTNER
FOR HIGH-QUALITY

SOFT SEALING MATERIALS



© Welser Profile

3

WELSER PROFILE 5 new profiles per day

For kitchen drawers to softly close thousands of times, absolutely perfect fittings are essential. Welser Profile provides design critical housings and drawer runners for the world market leader in the field of kitchens – and sections for virtually every industry.

For 11 generations Welser Profile has been the first port of call for all things in steel. Today it is one of Europe's leading manufacturers of roll-formed special profiles and profile tubes. To date it has produced more than 20,500 different profiles – the company implements up to five new solutions per day.

www.welser.com

**THERE ARE WELSER PROFILE
FITTINGS IN**

**ONE IN
4 KITCHENS
AROUND THE
WORLD**

**STEEL BELTS BY
BERNDORF BAND ARE THE
TECHNOLOGICAL BASIS FOR**

**TESTING 1 IN
3 TYRES IN
WIND TUNNELS**

4

BERNDORF BAND GROUP Steel belts and belt systems

Would you go mountain climbing in flip-flops or ice-skating in hiking boots? The right profile isn't just essential for shoes. To prevent car tyres from bursting at 130 km/h extensive testing is required to check the quality and material properties of tyres.

The Berndorf Band Group produces stainless steel belts and belt systems for various applications. Also for testing belts with special coatings which allow a wide variety of road conditions to be simulated. With the ability to sustain speeds of up to 300 km/h, these belts provide the technological basis for the development of one in three tyres.

www.berndorfband-group.com



5

PRINZ A cut above the rest

Machine saws from PRINZ cut far more than wood. Paper, soft stone, gypsum plates, plastic or brickwork – the robust and durable PRINZ chainsaw technology is a real must for materials that demand much of the machines and their wearing parts.

What makes the company unique is that saw chains and guide bars are also produced in-house. Therefore, PRINZ is a one-stop supplier for all companies requiring precise and clean cutting. PRINZ saws are suitable to cut entire lumber packages and logs precisely and with a smooth cut surface. www.prinz.at

LEADING IN

CHAINSAW TECHNOLOGY

LEADING IN METAL FORMING WITH EXCELLENT MATERIAL EXPERTISE

6

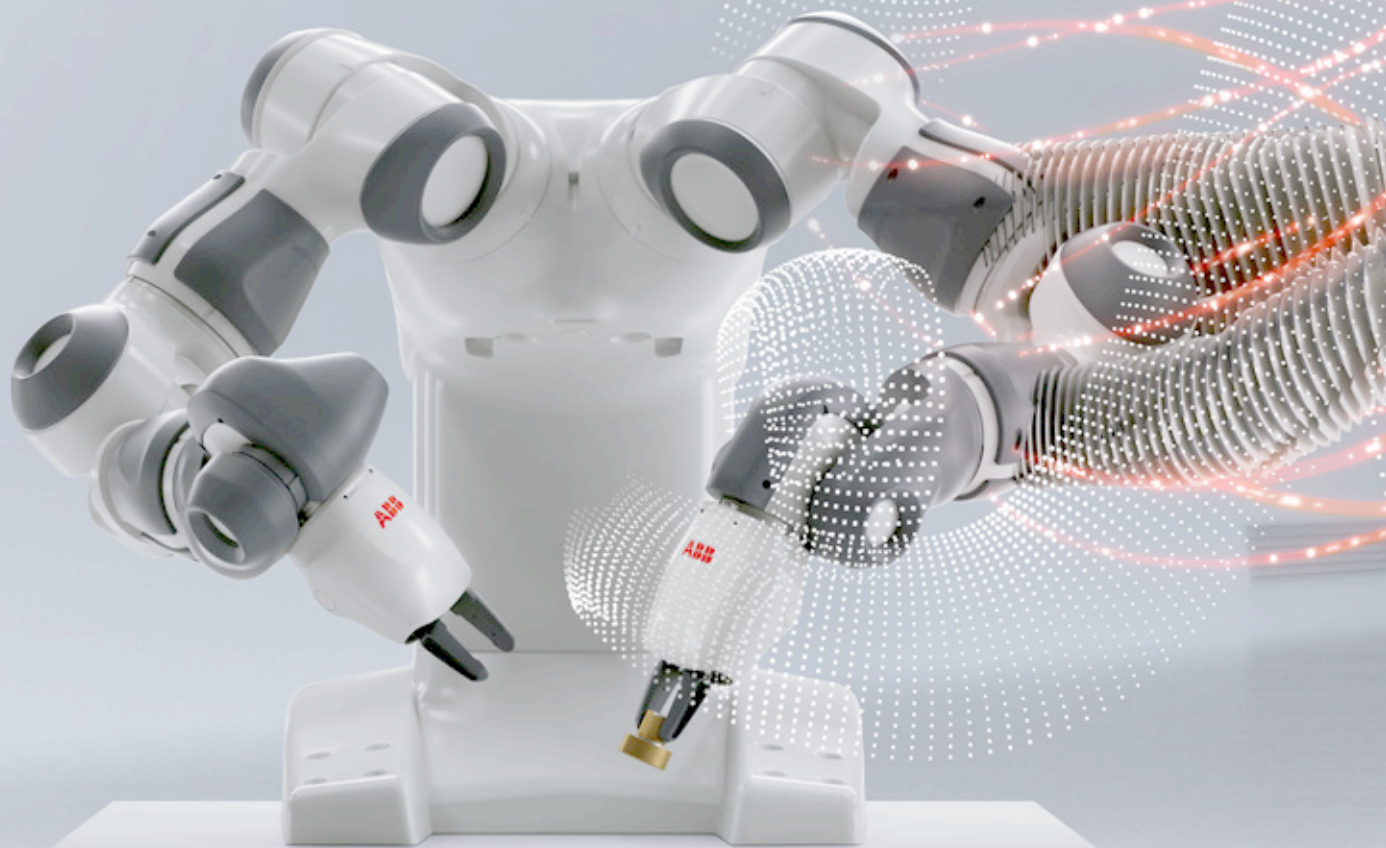
voestalpine: globally leading technology & capital goods group

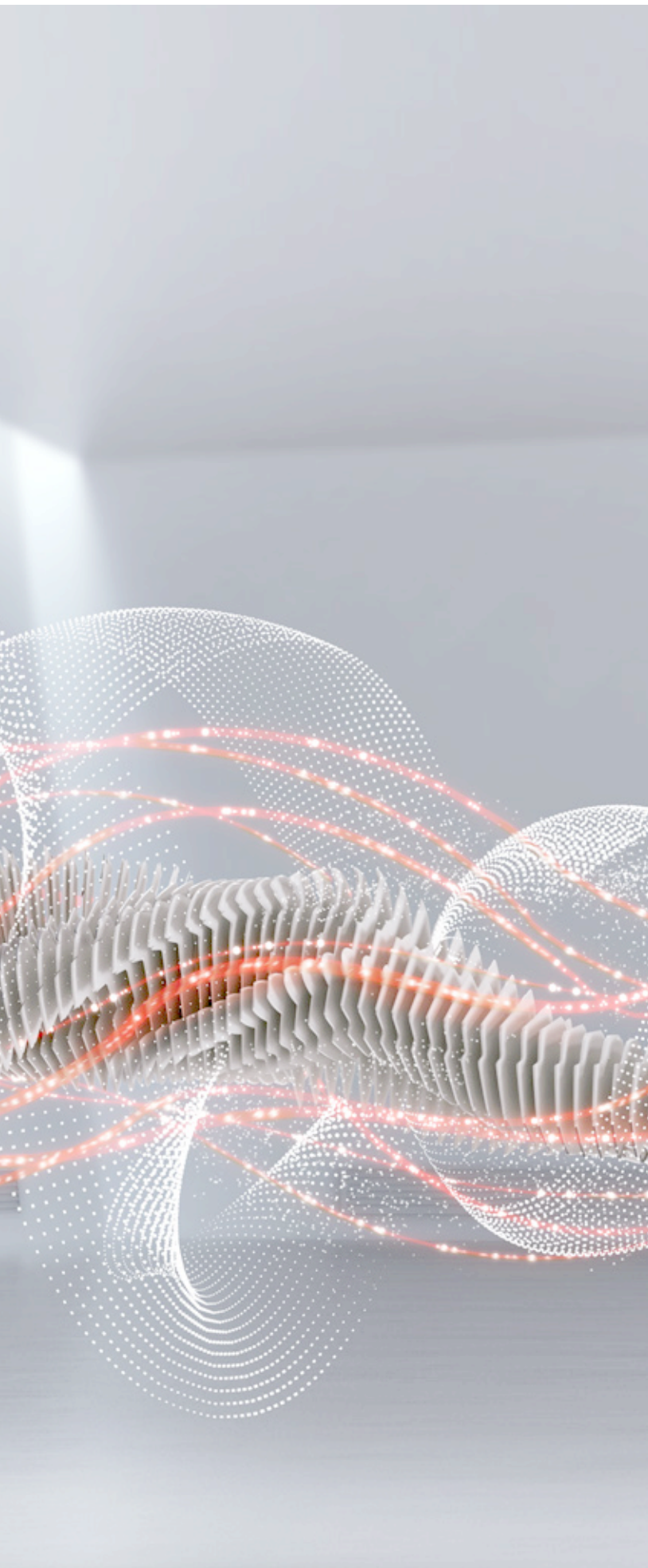
Lower Austria is the only state in which voestalpine is represented with all four divisions. From Lower Austria more than 2,400 employees of seven companies provide highly refined sections, tubes and precision strip steel products as well as ready-to-install system components made of pressed, stamped and roll-formed parts.

Its combination of material expertise and processing competence, which is unparalleled throughout the industry, as well as its global presence make this division the preferred partner to customers who are looking for innovation and quality.

www.voestalpine.com/metalfforming

MACHINERY AND PLANT CONSTRUCTION





7 ABB **Shaping the digital future**

ABB is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products.

A prime example of the company's expertise is YuMi®, the world's first truly collaborative dual-arm robot, which is completely safe to work hand-in-hand with humans on assembly lines. www.abb.at

**THE FIRST
TRULY COLLABORATIVE
DUAL-ARM
ROBOT
IN THE WORLD.**

8

POLYTECHNIK Energy from biomass

POLYTECHNIK is one of the world's leading suppliers of biomass combustion plants and engineers, supplies and installs biomass fired boilers with a thermal output ranging from 300 kW to 30,000 kW. Its solutions are used to provide heating and process warmth and generate power. The advantages of its plants include high availability and efficiency, minimal emissions, model-based plant regulation and energy

from a renewable source. Taking its first successful step into the Chinese market is also a particular source of pride at Polytechnik. The stringent environmental regulations in China are boosting demand for Austrian green technology. The company boasts more than 3,200 plants in its core markets of the EU-27, South Africa, India, South America, Japan, Australia and New Zealand. www.polytechnik.com

GREEN TECHNO- LOGY

MADE IN AUSTRIA



9

LEOBERSDORFER MASCHINEN- FABRIK

LMF is the leading Austrian manufacturer of reciprocating and rotary screw air and gas compressors for industrial and oil & gas industry applications. The company has been established for over 166 years and offers its customers the benefits of the latest developments in design engi-

neering, proven manufacturing methods, full load testing prior to shipment, and superior after market services.

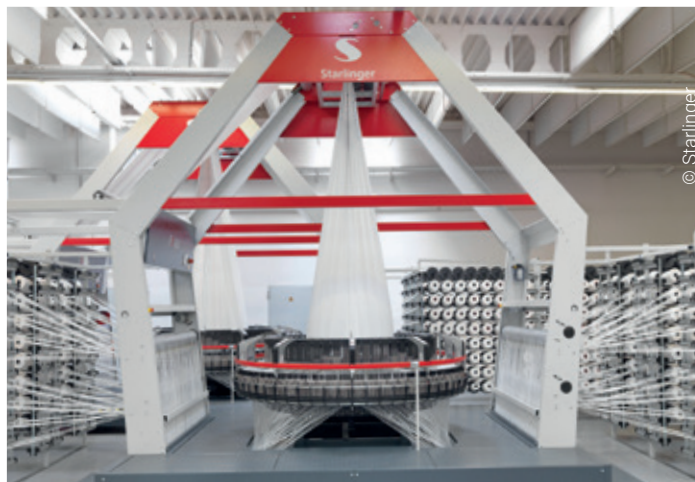
LMF's compressor systems are developed and manufactured according to internationally applicable standards. What is more, LMF offers its clients all relevant services as a one-stop provider – from engineering to manufacturing and testing under full load, start-up and maintenance. www.lmf.at

10

STARLINGER A-Z turnkey supplier

Starlinger is the world's only A-Z turnkey supplier of complete lines for woven plastic bags, from tape extrusion through to recycling of production scrap.

More than 10 billion AD*STAR® sacks for dry bulk goods are produced worldwide every year on Starlinger machinery. Further, the company has specialized in the recycling and refinement of a wide scope of plastics and the conversion of rPET flakes to sheet and fabric. www.starlinger.com



ONE AD*STAR® SACK WITH A DEADWEIGHT OF 70 G CAN HOLD 50 KG OF PRODUCT

11

IAG INDUSTRIE AUTOMATISIERUNGSGESELLSCHAFT Spearheading braking innovation.

You have probably never seen such machines. IAG produces highly complex, fully-automated special-purpose machines. From rubbish-sorting grippers to an automated assembler for ski bindings. IAG specialises in pressing machines for friction linings, an area in which it is world market leader.

Simulation. Preliminary testing. No two projects are the same. And this is precisely what spurs IAG on to constantly develop new solutions. www.iag.at

12

LISEC Glass processing

LiSEC is a globally operating group which has been offering innovative individual and complete solutions in the field of flat glass processing and finishing for more than 50 years. Its performance portfolio includes machines, software solutions and services. LiSEC develops and produces glass cutting and sorting systems, individual components and complete production lines for the production of insulating and laminated glass as well as machines for the processing of glass edges and tempering systems. With its reliable technology and intelligent automation solutions, LiSEC sets standards in terms of quality and technology and makes a substantial contribution to the success of its customers. www.lisec.com



LISEC PRODUCED THE WORLD'S LARGEST INSULATING GLASS LINE

**WITH FULLY AUTOMATIC APPLICATION
OF FLEXIBLE SPACERS.**

IAG IS

WORLD MARKET LEADER

**IN THE DEVELOPMENT OF SYSTEMS
FOR THE MANUFACTURING
OF BRAKE PADS.**

**STONEHENGE, CANAL GRANDE,
ST. STEPHEN'S CATHEDRAL?
ALL RECORDED BY RIEGL LASER SCANNER.**

13

RIEGL LASER MEASUREMENT SYSTEMS GMBH Laser scanning systems

RIEGL is one of the world's leading suppliers of laser scanners and laser scanning systems for surveying applications. Since its foundation in 1978, the company has been highly successful in the field of 3D laser scanning technology. Its powerful laser scanners and laser scanning systems for terrestrial, industrial, mobile, airborne, bathymetric and UAV-based laser scanning are used in combination with specially developed RIEGL software packages for data acquisition and processing to optimise complete systems for challenging surveying tasks.

RIEGL laser scanners and scanning systems are used, for example, for recording important archaeological excavation sites (such as Stonehenge) and architectural monuments (such as St. Stephen's Cathedral in Vienna, the Frauenkirche in Dresden and the Canal Grande in Venice). RIEGL laser scanners are also used in open-cast mining, landslide and avalanche slope monitoring

and glacier monitoring. Police and emergency services use RIEGL technology to investigate accidents and increase public safety.

www.riegl.com





AUTOMOTIVE & VEHICLE TECHNOLOGY

14 ZKW GROUP Premium light for vehicles

The BMW i8 4 is the first production vehicle in the world equipped with "laser boost", a revolutionary high-performance laser with a high beam range of approximately 600 metres and which is exceptionally compact. This is just one of a host of examples of innovative premium solutions by the ZKW Group: Audi, VOLVO Truck, VW and Porsche are among the numerous premium vehicle manufacturers which put their faith in the innovations of this company headquartered in Wieselburg.

The Group has a total of eight sites in Europe, the Americas and Asia where around 9,500 employees work on the automotive lighting solutions of tomorrow. zkw-group.com

BRIGHT MINDS, BRIGHT LIGHTS!

AROUND THE WORLD
THERE ARE ON AVERAGE

**60 SCHAEFFLER
PRODUCTS IN
EVERY CAR.**

15 SCHAEFFLER AUSTRIA Tapered roller bearings

The Schaeffler Group is a globally active automotive and industrial supplier. Its plant in Berndorf specialises in the production of tapered roller bearings in X-life quality. For over 60 years this facility has been manufacturing roller bearings for truck axles, commercial vehicles and industrial applications.

Designated as the "best plant in the Schaeffler Group", this facility satisfies the highest quality and reliability standards, making it an especially attractive partner for its customers. www.schaeffler.at



©TSA

16

TRAKTIONSSYSTEME AUSTRIA **Moves trains and buses worldwide**

Traktionssysteme Austria is the leading, independent manufacturer of electromechanical equipment powering railway rolling stock with a company history reaching back as far as the 1960s. So it is likely that you have already used a train, bus or tram with a motor by TSA.

Its in-house gearbox design skills allow TSA to feel at home in both the bogie departments of its car-builder customers and the converter laboratories of its propulsion system-manufacturing partners. This makes TSA a unique contact to discuss all the complex questions of drive system integration, whether the challenges faced are electrical or mechanical. www.tsa.at

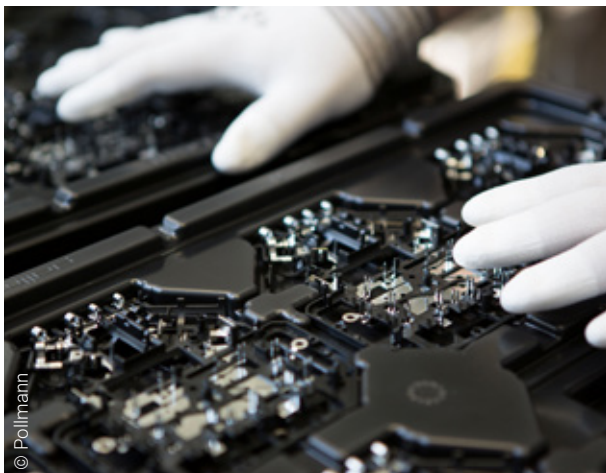
17

POLLMANN INTERNATIONAL **Mechatronic components for cars**

PRESENT IN THE AUTOMOTIVE HOTSPOTS OF EUROPE, NORTH AMERICA & ASIA

Today almost every car manufactured by automotive brands worldwide includes mechanical or mechatronic modules made by Pollmann. The company specialises in the production of highly complex mechatronic components in high volumes for the automotive industry – from development, prototyping, toolmaking and equipment automation to large-scale production.

Sunroof mechanisms, door lock housings, start-stop systems, engine fans and components for electric steering systems are just a few of the products in the extensive portfolio of this company, which employs over 1,700 staff worldwide. www.pollmann.at



© Pollmann



© Brantner Fahrzeuge

18

BRANTNER FAHRZEUGE

Is it better to invest in gold – or in Brantner vehicles? All of the company's tippers for agricultural and municipal use have a high resale value. Which is no surprise as they are the products of more than 75 years of sector expertise and the experience garnered from the manufacture of over 125,000 tippers, trailers and push-off vehicles. From finite element 3D model analysis to production with robot welding – the company's vehicles are 100% made in the small town of Laa an der Thaya. www.hb-brantner.at

CONSTRUCTION & INFRASTRUCTURE

19

PREFA ALUMINIUMPRODUKTE Aluminium roofing and façades

ONE ROOF. RECYCLABLE INDEFINITELY.

Storm-proof in up to 235 km/h winds, stainless and unbreakable: PREFA roofing and façade systems withstand extreme weather conditions and are extremely popular among architects due to the wide range of products available. And what's more, a PREFA roof is around one tenth the weight of a standard roof while the aluminium used by PREFA is largely obtained from secondary aluminium. It can be recycled indefinitely.

PREFA Aluminiumprodukte GmbH has been developing, producing and selling roofing and façade systems for over 70 years. Headquartered in Marktl, PREFA has a market presence in 22 countries. www.prefa.at

© PREFA | Croce & Wir

THE WORLD'S
TALLEST BUILDING, THE
**BURJ
KHALIFA,**
WAS BUILT USING DOKA
FORMWORK TECHNOLOGY.

20

DOKA High-quality formwork solutions

It's bright yellow and a common sight on construction sites around the world: Doka's 3-SO three-ply sheet is a long-life formwork sheet for first-class concrete results – for both standard uses and sophisticated fair-faced concrete solutions.

These and other formwork solutions by Doka are used in projects of every kind: from single-family houses to bridge and tunnel construction. Projects that use Doka products really are a cut above, as is illustrated by the construction of the Burj Khalifa, the world's tallest building. It was built using formwork technology by Doka. www.doka.com

21

BRUCHA panels for commercial construction and cold storage

BRUCHA panels are highly sought after for architecturally ambitious solutions in industrial and commercial construction. From small cold stores to high-rack warehouses – BRUCHA offers the ideal insulation panels, doors and deep-freezer walk-ins.

With its EVOLUTION fast-build panel BRUCHA has revolutionised cold store construction: the particular advantages of this solution include flexibility with special sizes, superior metals and surface quality and fast and easy installation.

www.bruchapaneel.com



100% MADE IN AUSTRIA PANELS

SAFETY IN MOTION

A SAFE ASCENT WITH WITTUR ELEVATOR COMPONENTS

22

**WITTUR
Elevator components**

Wittur is a global partner for components, modules and systems for the elevator industry, with an extensive network of sales representatives covering more than 50 countries worldwide and a more than 4,000-strong workforce.

The company drives forward safety in the elevator industry and is continuously looking for ways to improve safety performance across its products and production facilities. www.wittur.com

23

**DELTA BLOC INTERNATIONAL GMBH
Vehicle restraint systems**

DELTABLOC® has set itself an overriding goal: to make our roads safer. With its restraint systems the company ensures that as little as possible happens in the event of a crash. With this in mind the company invests in research: The experience gained from more than 250 standardised crash tests informs the de-

velopment of its products. These include ZERO DEBRIS CONCRETE. This outstanding innovation in material technology ensures that DELTABLOC® concrete barriers are resilient and ductile, thereby preventing shattering and breakout of dangerous parts upon heavy impacts. www.deltabloc.com

250 x CRASH!

**MORE THAN 250 CRASH
TESTS ON THE ENTIRE
PORTFOLIO.**

NEW STANDARDS FOR PASSIVE TRAFFIC SAFETY



MUSIC, SPORT AND LEISURE TECHNOLOGY

24

BÖSENDORFER The art of the piano

Franz Liszt made a crucial contribution to the success of Bösendorfer in the company's early years. The popular pianist has often been "accompanied" by a piano by Bösendorfer on his tours through Europe by train.

Almost two centuries later Bösendorfer is the oldest manufacturer within the premium segment world-wide. Up to 587 hours of master craftsmanship is reflected not only in the aesthetics of every Bösendorfer Grand but also in the ultimate piano sound.
www.boesendorfer.com

**A BÖSENDORFER PIANO TAKES UP TO
587 HOURS TO BUILD.**

**NOVOMATIC HAS EMPLOYEES FROM
70 COUNTRIES IN AUSTRIA ALONE.**

25

NOVOMATIC The ultimate in gaming

The NOVOMATIC Group is one of the biggest international producers and operators of gaming technologies and employs more than 30,000 staff worldwide. It exports high-tech electronic gaming equipment, system solutions, lottery system solutions and services to more than 75 countries. The Group operates around 2,100 electronic slot machine casinos as well as around 270,000 gaming terminals and video lottery terminals (VLTs) via rental concepts. www.novomatic.com

MUNICH'S ALLIANZ ARENA

**STADIUM BOASTS TURF
BY RICHTER.**

26

RICHTER RASEN The ideal turf for sport

Bayern Munich plays on turf by Richter, the leading Austrian turf producer. To provide this surface 7,500 m² of turf were transported in refrigerated trucks to the Allianz Arena. This exclusive special turf facilitates a fast game and is also exceptionally durable. The Juventus, Hajduk Split and Red Bull Leipzig have also opted for Richter turf,

as has the NSK Olympic Stadium in Kiev, the venue for the final of UEFA EURO 2012.

And it's not just football that is played on Richter turf: the company also provides turf for private gardens all over Austria, golf courses, playgrounds and parks.

www.richter-rasen.com

27

F/LIST Interiors for jets and yachts

All over the world, F/LIST fulfils its clients' requests for exclusive interiors on business and private jets, yachts and residences. The Austrian family business plans, produces and installs complete, sophisticated interiors, placing vision, quality and reliability firmly in the forefront.

F/LIST® HEATED STONE FLOORING is the world's first real stone flooring with integrated heating for business and private jet cabins. This product innovation was named a WINNER in both the 2018 German Design Award and the 2018 German Innovation Award. f-list.at



**THE FIRST AND ONLY REAL STONE
FLOORING WITH INTEGRATED HEATING**



**"MANK IS THE CENTER OF THE
TRUMPET MAKING WORLD!"**
JAMES MORRISON

28

SCHAGERL MUSIC Brass instruments and drums

Schagerl instruments are played around the globe: in major symphony orchestras, by outstanding soloists and ensembles and in brass bands and music schools. The Schagerl company is one of the world's leading producers of brass instruments. Over 600 instruments leave its workshops every year and the company is responsible for the complete manufacture of all of its master instruments. Around 90% of these instruments are exported around the globe.

Since 2010 Schagerl Music is also producing drums beside their famous brass instruments. From the experience in dealing with high-quality sheet metal, the idea was developed to manufacture snare drums in the same high quality as brass instruments.

www.schagerl.com



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SALZER PAPIER Paper for books and packaging

Premium hardcover books, competitively-priced paperback books, packaging for confectionery: Salzer Papier is the European market leader and supplies a comprehensive range of many paper types. The company has been producing at the site of its modern-day factory in St. Pölten since 1579 and has been owned by the Salzer family since 1798.

Another remarkable statistic is that the paper in one in three newly-published hardcover and premium paperback books in Europe is produced by Salzer. This makes the company the number one in Europe. www.salzer.at

ONE IN THREE HARDCOVER BOOKS IN EUROPE IS PRINTED ON SALZER PAPER.



PHARMA

30

CROMA PHARMA Up to 5,000 syringes per hour

Croma's goal is to become the leading supplier in minimal invasive aesthetics. And with its pioneering hyaluronic acid products the Lower Austrian company is well on the way to achieving this ambition. Croma specialises in the industrial production of hyaluronic acid syringes and is among the world's foremost experts in this field. Hyaluronic acid plays a crucial role in skin elasticity: hyaluronic acid procedures help to minimise wrinkles, making the skin appear younger.

In 2018 Croma opened the world's most advanced filling line for hyaluronic acid syringes. It produces up to 5,000 units per hour and is setting new standards with regard to automation, stability and safety. www.croma.at

**THE WORLD'S MOST
ADVANCED FILLING LINE FOR**

HYALURONIC ACID SYRINGES



FOOD AND FEED TECHNOLOGY

31

ERBER GROUP Food and feed safety

ERBER Group is a leading group of companies in the field of food and feed safety, focusing on natural feed additives, feed and food analysis and plant protection with headquarters in Austria/Getzersdorf. ERBER Group consists of BIOMIN, ROMER LABS, SANPHAR and EFB. Including distribution partners. ERBER Group is represented in more than 140 countries worldwide.

ERBER Group is a world leader in the original core business of mycotoxin risk management. Powerful in-house research and development provides the basis for developing customer-focused and innovative solutions, which is particularly supported by collaborations with renowned universities and research institutions.

The company was founded in 1983 by Erich and Margarete Erber in Pottenbrunn (Austria) and is still family run. www.erber-group.net

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HAAS FOOD EQUIPMENT

It doesn't matter whether we're talking waffles, cookies or dairy: sweet and savoury snacks produced on Haas machines transport a feeling of levity, the delightful experience of indulgence in the middle of a stressful day. Its processing solutions are perfectly adapted to the customers' needs. Accordingly, more than fifty per cent of all waffles and wafers worldwide are produced on Haas machines. In addition to systems for the production of waffles of all kinds, the company also delivers production lines for cookies, crackers and healthy snack products as well as machines for the mixing and aerating of doughs and creams.

At Haas Wafer, sustainability is more than just a word: Based on proven technology, the ECO oven uses a new operating principle and a new burner type which enables production using less energy and producing fewer emissions. www.haas.com

ONE IN TWO WAFFLES

WORLDWIDE IS PRODUCED
USING A HAAS MACHINE.

MACHINE POWER:

35,000 SWING STOPPER

BOTTLES PER HOUR.

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AMS GETRÄNKE- TECHNIK

AMS Getränketechnik is a family-run business which specialises in the design and manufacture of process machines for swing stopper bottles. Its varied product portfolio includes mounting, opening, filling and closing machines. With over 90 machines worldwide, the Swing Stopper

Closing Machine is the company's flagship product. With a production capacity of up to 35,000 bottles an hour, each machine is customised to meet the client's needs and fulfil the highest standards of maintenance, reliability and hygiene. www.ams-getraenketchnik.at



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**AGRANA
GROUP**

When corn, potatoes and wheat are processed into premium starch products, they are usually by AGRANA. This company transforms agricultural commodities into a plethora of industrial products in three main areas: fruit, sugar and starch.

For example, AGRANA fruit preparations are used in one in three fruit yoghurts worldwide, while its special starch products are also used in the paper, textiles, pharma and cosmetics industries.

www.agrana.com



ONE IN THREE FRUIT YOGHURTS

**WORLDWIDE CONTAINS FRUIT
PREPARATIONS FROM
AGRANA.**

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**JUNGBUNZLAUER
AUSTRIA**

Did you know that citric acid is one of the most frequently used natural acidifiers in foodstuffs, drink and medicines? It is produced by Jungbunzlauer in its Lower Austrian industrial plant near Laa an der Thaya. As is xanthan gum, a natural hydrocolloid.

This company is one of the world's leading producers of biodegradable ingredients of natural origin. Its products are used in foodstuffs and beverages and also in the pharma and cosmetics sectors, detergent production and industrial applications. www.jungbunzlauer.com

**VERSATILE AND
BIODEGRADABLE:**

CITRIC ACID

FROM LOWER AUSTRIA

LET'S BRING PEOPLE TOGETHER

YOUR BUSINESS PARTNERS
FOR LOWER AUSTRIA

LOWER AUSTRIAN ECONOMIC CHAMBER

Initiator and partner

The Lower Austrian Economic Chamber (WKNÖ) represents the interests of business in the largest Austrian federal state.

The WKNÖ currently has over 100,000 active members. Freely-elected officials and employed staff are also active in the organisation. The Lower Austrian Economic Chamber represents the common interests of its members externally. A mandatory balance of interests enables the Lower Austrian Economic Chamber to advocate for business with a strong voice.

Support for international business

The WKNÖ plays a key role in helping members to develop their international business activities. From the issue of export documents to initial oppor-

tunity assessments of new target markets, the Foreign Trade Promotion Organisation of the Lower Austrian Economic Chamber is the first port of call for all enquiries regarding international business.

International Advantage Austria

We are connected around the world with the unique service of INTERNATIONAL ADVANTAGE AUSTRIA and its more than 110 international offices and work together to promote and support all international business activities of Lower Austrian companies.

Contact

Lower Austrian Economic Chamber
International business department
aussenwirtschaft@wknoe.at
Tel.: +43 2742 851 16401
wko.at/noe/aw

ECOPLUS INTER- NATIONAL

LOWER AUSTRIAN ECONOMIC CHAMBER

ECOPLUS INTERNATIONAL

The internationalisation agency of Lower Austria

ecoplus International, a subsidiary of ecoplus, the Business Agency of Lower Austria, and Raiffeisenlandesbank NÖ-Wien, provides support for the international business activities of Lower Austrian companies.

With offices in Vienna, Bratislava, Budapest, Moscow, Prague, Timișoara, Warsaw and a multilingual international team, ecoplus International has superb international connections.

Contact

Gabriele Forgues, Managing Director
ecoplus International GmbH
g.forgues@ecoplus.at
Tel. +43 2742 9000-19716
www.ecointernational.eu

» Are you looking for a business or R&D location at the heart of Europe?

ecoplus International is your first port of call. Take advantage of the comprehensive network and service of ecoplus – from business parks and technopoles to clusters.

» Are you looking for innovative products or services?

» Do you want to extend your product range?

» Are you looking for partners to gain a foothold in new markets?

ecoplus International can put you in contact with the right business partners in Lower Austria.

FEDERATION OF INDUSTRIES

FEDERATION OF LOWER AUSTRIAN INDUSTRIES

The think tank for industry

The Federation of Lower Austrian Industries (IV-NÖ) is an independent and private advocate for the state's industrial interests. It is the interface between industry and politics in Lower Austria. The organisation has four core areas:

» One of the main tasks of the IV-NÖ is to **represent the interests** of its members vis-à-vis legislators, authorities and the public. This exchange is essential in ensuring that industry plays a key role in shaping the framework conditions for the business location Lower Austria.

» The IV-NÖ regards itself as the **think tank** for industry. Its objective is to help drive the regional development of Lower Austria into an internationally competitive economic area.

» Ever since it was established the IV-NÖ has served as a platform **for personal exchanges between the representatives** of industry. The rapid pace of communication and international environment mean direct contact at regional level is more important than ever.

» The staff of the IV-NÖ can be **approached about any problems** that its members encounter.

Contact

Michaela Roither, Managing Director
michaela.roither@iv.at, Tel. + 43-1-711 35 - 2443
niederoesterreich.iv.at/de

COMPANY OVERVIEW

METAL AND MATERIAL TECHNOLOGY

1. BUSATIS GMBH

HIGH PERFORMANCE CUTTING COMPONENTS & HARDFACING TECHNOLOGIES FOR PROFESSIONAL USE

Export ratio > 95%, 200 employees

Busatisstraße 15, 3251 Purgstall, tel. +43 7489 70 70-0, www.busatis.com

2. RICH. KLINGER DICHUNGSTECHNIK GMBH

THE INDUSTRY'S PREFERRED PARTNER FOR HIGH-QUALITY SOFT SEALING MATERIALS

EUR 420 million revenue 2017, > 2,300 employees worldwide

Am Kanal 8-10, 2352 Gumpoldskirchen, tel. +43 2252 62599-137, www.klinger.co.at

3. WELSER PROFILE GMBH

ONE OF EUROPE'S LEADING MANUFACTURERS OF ROLL-FORMED SPECIAL PROFILES AND PROFILE TUBES

Export ratio 75%, 2,500 employees worldwide

Prochenberg 24, 3341 Ybbsitz, tel. +43 7443 800-0, www.welser.com

4. BERNDORF BAND GMBH

STEEL BELTS AND STEEL BELT SYSTEMS

Export ratio 95%, approx. 400 employees

Leobersdorfer Straße 26, 2560 Berndorf, tel. +43 2672 800 0, www.berndorfband-group.com

5. PRINZ GMBH

LEADING IN CHAINSAW TECHNOLOGY

Export ratio > 90%, 37 employees in Loosdorf

Ofenlochstraße 23, 3382 Loosdorf, tel. +43 2754 6354, www.prinz.at

6. voestalpine METAL FORMING GMBH

SECTIONS, TUBES, PRECISION STRIP STEEL PRODUCTS, ROAD-RESTRAINT SYSTEMS, RACK SOLUTIONS

Export ratio: 78%, 2,400 employees (FTE)

Schmidhüttenstraße 5, 3500 Krems, tel. +43 50304 14-0, www.voestalpine.com/metalfforming

MACHINERY AND PLANT CONSTRUCTION

7. ABB AG

POWER GRIDS, ELECTRIFICATION PRODUCTS, INDUSTRIAL AUTOMATION AND ROBOTICS AND MOTION

Export ratio 32%, 147,000 employees worldwide (390 in Austria)

Brown-Boveri-Straße 3, 2351 Wiener Neudorf, tel. +43 1 60109-0, www.abb.at

8. POLYTECHNIK LUFT- UND FEUERUNGSTECHNIK GMBH

PLANNING AND DELIVERY OF BIOMASS COMBUSTION PLANTS

Export ratio 98%, 240 employees worldwide

Hainfelderstr. 69, 2564 Weissenbach, tel. +43 2672 890-0, www.polytechnik.com

9. LEOBERSDORFER MASCHINENFABRIK GMBH

RECIPROCATING AND ROTARY SCREW AIR AND GAS COMPRESSORS

Export ratio > 90%, 220 employees worldwide

Südbahnstraße 28, 2544 Leobersdorf, tel. +43 2256 9001, www.lmf.at

10. STARLINGER & CO. GESELLSCHAFT M.B.H.

MACHINERY AND PROCESS TECHNOLOGY FOR THE PRODUCTION OF WOVEN PLASTIC PACKAGING

Export ratio 99.5%, 750 employees worldwide

Sonnenuhrgasse 4, 1060 Vienna, tel. +43 1 59955-0, www.starlinger.com

11. IAG-INDUSTRIE AUTOMATISIERUNGSGMBH.

COMPLEX SPECIAL MACHINERY

Export ratio 100%, >150 employees

Industriestraße 2, 2722 Weikersdorf, tel. +43 2622 21734/0, www.iag.at

12. LISEC AUSTRIA GMBH

INDIVIDUAL AND COMPLETE SOLUTIONS IN THE FIELD OF FLAT GLASS PROCESSING

Export ratio 95%, 1,293 employees worldwide

Peter-Lisec-Straße 1, 3353 Seitenstetten, tel. +43 7477 405-1115 www.lisec.com

13. RIEGL LASER MEASUREMENT SYSTEMS GMBH

LASER SCANNERS AND LASER SCANNING SYSTEMS FOR SURVEYING APPLICATIONS

Export ratio > 90%, 220 employees

Riedenburgerstraße 48, 3580 Horn, tel. + 43 2982 4211, www.riegl.com

AUTOMOTIVE**14. ZKW GROUP**

PREMIUM LIGHTING SYSTEMS FOR VEHICLES

Export ratio: 99%, 3,800 employees in Austria | 9,500 employees worldwide

Rottenhauser Straße 8, 3250 Wieselburg, tel. +43 7416 505 0, zkw-group.com

15. SCHAEFFLER AUSTRIA GMBH

PRODUCTION OF TAPERED ROLLER BEARINGS IN X-LIFE QUALITY

Export ratio 80%, 550 employees in Austria / 92,000 employees worldwide

Schaefflerplatz 1, 2560 Berndorf-St. Veit, tel. +43 2672 202-0, www.schaeffler.at

16. TRAKTIONSSYSTEME AUSTRIA GMBH

MANUFACTURER OF ELECTROMECHANICAL EQUIPMENT POWERING RAILWAY ROLLING STOCK

46,500 TSA motors produced and sold, 497 employees

Traktionssysteme Austria GmbH, Brown-Boveri-Straße 1, 2351 Wiener Neudorf, www.tsa.at

17. POLLMANN INTERNATIONAL GMBH

MECHATRONIC COMPONENTS FOR THE AUTOMOTIVE INDUSTRY

Revenue: EUR 171 million, 1,700 employees

Raabsner Straße 1, 3822 Karlstein, tel. +43 2844 223-0, www.pollmann.at

18. HANS BRANTNER & SOHN FAHRZEUGBAUGESELLSCHAFT M.B.H.

MANUFACTURE OF AGRICULTURAL TIPPERS, TRAILERS AND PUSH-OFF VEHICLES

Export ratio 65%, approx. 230 employees

KR Hans Brantner-Straße 8, 2136 Laa/Thaya, tel. +43 (0) 2522 / 2511 -0, www.hb-brantner.at

CONSTRUCTION AND INFRASTRUCTURE

19. PREFA ALUMINIUMPRODUKTE

ALUMINIUM ROOFING AND FAÇADES

Export ratio > 60%, approx. 500 employees

Werkstraße 1, 3182 Marktl, tel. +43 2762 502 0, www.prefa.at

20. DOKA GMBH

DEVELOPMENT, PRODUCTION AND SALE OF FORMWORK TECHNOLOGY FOR ALL AREAS OF CONSTRUCTION

Export ratio: 93% , approx. 7,000 employees worldwide

Josef Umdasch Platz 1, 3300 Amstetten, tel. +43 7472 605-0, www.doka.com

21. BRUCHA GESELLSCHAFT M.B.H

PANELS FOR COMMERCIAL CONSTRUCTION AND COLD STORAGE

Export ratio: 50%, over 700 employees

Rusterstraße 33, 3451 Michelhausen, tel. +43 2275 5875, www.bruchapaneel.com

22. WITTUR AUSTRIA GMBH

GLOBAL PARTNER FOR COMPONENTS, MODULES AND SYSTEMS FOR THE ELEVATOR INDUSTRY

Export ratio: 99% , 4,000 employees worldwide

Sowitschstraße 1, 3270 Scheibbs, tel. +43 7482 425420, www.wittur.com

23. DELTA BLOC INTERNATIONAL GMBH

VEHICLE RESTRAINT SYSTEMS

Export ratio: > 90%, approx. 90 employees

Industriestraße 28, 2601 Sollenau, tel. +43 57715 / 470 - 0, www.deltabloc.com

MUSIC, SPORT AND LEISURE TECHNOLOGY

24. L. BÖSENDORFER KLAVIERFABRIK GMBH

THE OLDEST PIANO MANUFACTURER WITHIN THE PREMIUM SEGMENT WORLDWIDE

Export ratio 60%, 300 instruments per year

Gymeldsdorfer Gasse 42, 2700 Wiener Neustadt, tel. +43 2622 2753 0, www.boesendorfer.com

25. NOVOMATIC AG

GAMING EQUIPMENT, SYSTEM SOLUTIONS, LOTTERY SYSTEM SOLUTIONS

Export ratio 97%, 30,000 employees worldwide

Wiener Straße 158, 2352 Gumpoldskirchen, tel. + 43 2252 606 0, www.novomatic.com

26. RICHTER RASEN GMBH

HIGH-END TURF FOR PRIVATE GARDENS, FOOTBALL PITCHES, GOLF COURSES, PLAYGROUNDS AND PARKS

Export ratio 70-80%, 44 employees

Kirchengasse 2, 2443 Deutsch Brodersdorf, tel. +43 2255 74 55, www.richter-rasen.com

27. F. LIST GMBH

EXCLUSIVE INTERIORS ON BUSINESS AND PRIVATE JETS, YACHTS AND RESIDENCES

Export ratio > 99% via strategic partners, 800 employees worldwide

List-Straße 1, 2842 Thomasberg, tel. +43 2644 6001-0, f-list.at

28. SCHAGERL MUSIC GMBH

BRASS INSTRUMENTS IN MASTER QUALITY

Export ratio master instruments: 90%, 39 employees

Hörsdorf 7, 3240 Mank, tel. +43 2755 2302 -0, www.schagerl.com

29. SALZER PAPIER GMBH

EUROPEAN MARKET LEADER FOR BOOK PAPERS

Export ratio 99%, 75 employees

Stattersdorfer Hauptstraße 53, 3100 St. Pölten, tel. +43 2742 290- 0, www.salzer.at

PHARMA**30. CROMA-PHARMA GMBH**

SPECIALIST IN THE INDUSTRIAL PRODUCTION OF HYALURONIC ACID SYRINGES

Export ratio 98.6%, 420 employees worldwide

Cromazeile 2, 2100 Leobendorf, tel. +43 2262 / 68468, www.croma.at

FOOD AND FEED TECHNOLOGY**31. ERBER GROUP**

FOOD AND FEED SAFETY

Export ratio 73%, approx. 1,400 employees worldwide

Erber Campus 1, 3131 Getzersdorf, tel. +43 2782 803 0, www.erber-group.net

32. HAAS FOOD EQUIPMENT GMBH

DESIGN AND MANUFACTURE OF PROCESS MACHINES FOR WAFFLES, COOKIES AND DAIRY

Export ratio: 98%, 1,686 employees

Franz Haas-Str. 1, 2100 Leobendorf, tel. +43.2262.600, www.haas.com

33. AMS GETRÄNKETECHNIK GMBH

DESIGN AND MANUFACTURE OF PROCESS MACHINES FOR SWING STOPPER BOTTLES

Export market: Europe, China, Brazil, Taiwan, Russia, USA; 20 employees

Fördergasse 290, 2640 Enzenreith, tel. +43 2662 45034, www.ams-getraenketchnik.at

34. AGRANA BETEILIGUNGS-AG

FRUIT, STARCH, SUGAR PRODUCTS FOR VARIOUS BRANCHES OF INDUSTRY

Export markets: Europe, Asia, USA, 1,500 employees (Lower Austria)

Friedrich-Wilhelm-Raiffeisen Platz 1, 1020 Vienna, tel. +43 1 21137-0, www.agrana.com

35. JUNGBUNZLAUER AUSTRIA AG

PRODUCTION OF CITRIC ACID, XANTHAN GUM AND SPECIALITIES AND SWEETENERS

Export ratio: 95%, 1,100 employees worldwide

Opernring 1, 1010 Vienna, tel. +43 1 50 200 0, www.jungbunzlauer.com

