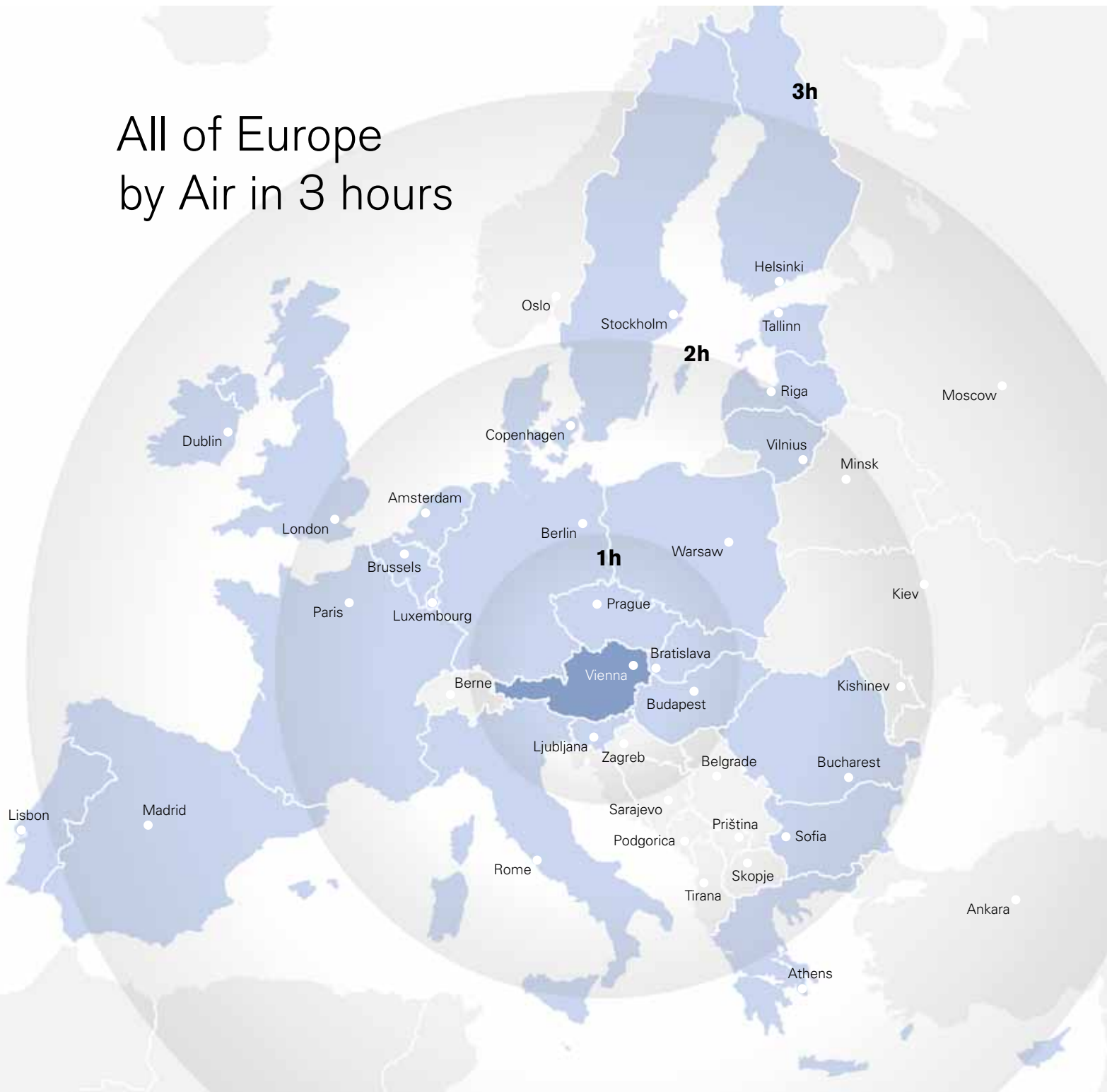




# Austria\*

\*New Environmentally Friendly Energy  
for our Economy

# All of Europe by Air in 3 hours



Austria's central location in Europe makes the country the ideal hub for East-West business relations

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“The target is to have at least 100,000 electric vehicles powered exclusively by electricity from renewable energy sources on Austria’s roads by the year 2020. This will not only benefit the environment, but also the business community. Austria will be at the cutting edge in crucial electro-mobility technologies, and will thus be able to attract many foreign investors and companies.”

**Wolfgang Pell, Managing Director of the platform “Austrian Mobile Power“, an initiative launched by top Austrian utility and industrial companies and research institutions to promote electro-mobility.**

# The Environment as an Economic Factor

The Austrian countryside and its natural environment comprise an important resource of the Alpine Republic. For this reason, companies boasting world-leading environmental technologies were established here at an early stage.



Long before people first became aware of the global shortage of fossil energy sources and the related increase in energy costs, companies whose business operations were determinedly focused on environmentally-friendly technologies were established in Austria. Their innovations laid the groundwork for the country's technological leadership in the field of environmental technology. They were able to rely on the systematic promotion of innovation and an increasingly dense network of competent research partners.

**Austria has answers to environmental problems.** In addition to its top-notch achievements in water management, Austria also developed environmental technologies and solutions in many other areas at an early stage. In an EU-wide comparison, the Republic of Austria created the legal framework for waste separation and waste disposal before other European countries did, thus stimulating innovation, for example in the field of sensor technology. The share of renewable energy sources as a percentage of total energy consumption is traditionally higher than in other EU countries. Since the beginning of the 1980s, it has constantly surpassed the level of 20 percent, and should rise to 34 percent by the year 2020.

## **The environment benefits from Austrian technology across the globe.**

- Austria is the global leader in technologies such as waste management, wastewater treatment, contaminated site remediation, solar energy and air pollution control technologies.
- At present, Austria's eco-industry generates annual revenues of EUR 10.6 billion and employs a workforce of about 87,000 people.
- Anyone working in the environmental technology and renewable energy sector in Austria belongs to a dense network of specialized companies, research institutes and funding agencies.



## Broad-based Support

There is a strong lobby promoting the further development of renewable energy use in Austria. Customers and eco entrepreneurs are committed to renewable energies – for the benefit of consumers and naturally for the good of the environment.

The Austrian environmental technology industry has been expanding at an annual rate of close to eight percent, two percent higher than the global average. Renewable energies represent the growth market of the future.

Highly committed and innovative companies as well as private individuals benefit from renewable energy promotion programs that Austria has developed at both a national and regional level. The underlying framework is more conducive to the widespread use of renewable energy sources than ever before, in part thanks to the work done by various interest groups and business associations. They strongly support the efficient and profitable use of renewable energies and consult companies on energy-related issues.

**Verbund-Austrian Renewable Power GmbH (ARP):** Subsidiary of Austria's largest electricity producer and electricity trading company, founded in 2007. Additional power generating capacities of 400 MW from renewable energy sources are to be acquired, constructed and operated by the year 2015. Main focus: wind power, small hydropower plants, photovoltaics, biomass and geothermal energy.

**Austrian Energy Agency:** Alliance of national and state agencies as well as energy companies and business associations throughout Austria. Main focus: research, program development and market analyses.

**Umbrella Organization Energy-Climate Protection:** Representative of environmental technology providers in the Austrian Federal Chamber of Commerce, and initiator of numerous funding programs.

**Austrian Biomass Association:** Supports a sustainable energy strategy focusing on the use of solar energy and biomass.

**Working Group on Renewable Energy:** Independent umbrella organization of energy organizations promoting the sensible use of renewable energies, research and technology transfer in the field of energy.

**Environmental Technology Cluster:** Links companies within an environmental technology network and facilitates their market entry.

→ [www.verbund.at](http://www.verbund.at)

→ [www.energyagency.at](http://www.energyagency.at)

→ [www.energieklima.at](http://www.energieklima.at)

→ [www.biomasseverband.at](http://www.biomasseverband.at)

→ [www.aee.at](http://www.aee.at)

→ [www.umwelttechnik-cluster.at](http://www.umwelttechnik-cluster.at)



GREENoneTEC **1**  
RENEWABLE ENERGY TECHNOLOGIES

“The Austrian environmental technology industry has a technological edge at present. The support of Austria’s government representatives at EU headquarters in Brussels for a preferably quick implementation of renewable energy targets by 2020 increases the chance that companies will be fully able to exploit this competitive advantage. Austrian industry will be able to achieve the European goal of increasing renewable energy use to 34 percent without any difficulty.”

**Robert Kanduth, Head of the Umbrella Organization Energy-Climate Protection and CEO of GREENoneTEC**



Erich Fercher,  
CEO of Bioenergy 2020+

## Well Networked

The cooperation of the business and scientific communities is an absolute win-win situation. Erich Fercher, CEO of Bioenergy 2020+, talks about competence centers as the basis for achieving profitable synergies.

### **The Austrian environmental technology industry ranks among the most innovative sectors in the country. What role do competence centers such as “Bioenergy 2020+” play?**

The competence centers serve as a valuable driving force giving impetus to innovation. They promote and support the cooperation between the scientific and business communities. The environmental technology industry in Austria primarily consists of small and medium-sized enterprises (SMEs), which often cannot afford to operate their own research and development departments. In a network such as Bioenergy 2020+, these firms can take advantage of a pool of internationally recognized research institutions with excellent know-how. They can also benefit from working together with other SMEs within the framework of joint projects in order to solve key issues facing the industry.

### **How can companies specifically benefit from such networks?**

Bioenergy 2020+ offers a neutral platform for all partners. On this basis, companies which are normally competitors can cooperate with each other and work on crucial issues. As a result, mutually beneficial technology and know-how transfer takes place. The joint R&D work costs less, enables easier access to funding and promotes top-notch innovation.

### **How do these networks benefit Austria as a research location?**

The research landscape is intensively stimulated. This dynamic process increases the competitiveness of the country in the environmental technology industry and enhances Austria’s attractiveness as a high performance business location.

**Bioenergy 2020+** is supported by the Austrian Federal Government and the federal provinces of Styria, Lower Austria and Burgenland within the framework of the Austrian competence center program COMET. The competence center encompasses all relevant research and development areas with respect to the energetic use of biomass and biogas. The network of partners ranges from multinational companies such as OMV and Magna to domestic flagship companies such as KWB, Repotec Umwelttechnik and the Güssing Biomass Power Plant.





### Knowledge Transfer Between Universities and Companies

10 = highly developed between companies and universities

<b>Switzerland</b>	1	7.66
<b>USA</b>	2	7.60
<b>Israel</b>	3	7.52
<b>Austria</b>	4	6.78
<b>Germany</b>	7	6.65
<b>UK</b>	8	6.39
<b>Japan</b>	13	5.86
<b>France</b>	14	4.68
<b>Czech Republic</b>	17	4.56
<b>Hungary</b>	18	4.16
<b>Italy</b>	20	3.79
<b>Poland</b>	22	3.39
<b>Slovakia</b>	33	2.70

Source: World Competitiveness Yearbook 2010



# Environmental Research in Austria

The business and scientific communities work hand in hand in the field of environmental technology. In this way, the industry is driven by innovation, which in turn ensures stable profits.

Universities and non-university research partners make sure that companies never run out of innovations. The success model is similar to what is happening in other sectors. Science and industry mutually inspire each other, with new products resulting from this cooperation, which is especially promoted in Austria. Accordingly, even small companies are able to benefit from sophisticated research work.

## **Austrian Institute of Technology (AIT)**

With its five departments (Energy, Mobility, Health & Environment, Safety & Security as well as Foresight & Policy Development), the Austrian Institute of Technology is a research institute of European stature focusing on crucial infrastructure issues of the future.

## **JOANNEUM RESEARCH**

JOANNEUM RESEARCH is one of the largest non-university research facilities in Austria, boasting 13 research units. As an innovation partner for business and public authorities, it carries out applied research and technological development in a wide range of fields.

## **Austrian Institute of Ecology**

The Austrian Institute of Ecology has been operating since 1985 as a research and consulting institution in ecology and sustainability. Work is contracted by political decision makers and public authorities, the business community and interest groups as well as those who are directly affected by social changes.

## **University of Natural Resources and Applied Life Sciences, Vienna (BOKU)**

The University of Natural Resources and Applied Life Sciences, Vienna sees itself as an education and research centre for renewable resources which are a necessity for human life. With a connection between natural sciences, engineering and economics, BOKU is trying to deepen the knowledge of an ecologically and economically sustainable use of natural resources.

## **Austrian Society for Environment and Technology (ÖGUT)**

The Austrian Society for Environment and Technology is celebrating its 25th anniversary in the year 2010. ÖGUT sees itself as a non-party platform for the environment, business and authorities. It initiates networking and communication among its members and in this way stimulates environment-related developments and innovations.

# Green Tech Valley – Made in Austria



ECO WORLD STYRIA was selected as the world's number one environmental engineering cluster. Its latest award demonstrates that Styria is an excellent location for energy and environmental technology companies.

"Green" has a very special meaning in Styria. The color green not only dominates the entire landscape of this Austrian federal province, but the business community is also banking on green growth. More than 150 energy and environmental engineering companies in Styria develop, produce and market clean technologies throughout the world. In 2009 alone, these firms generated revenues of EUR 2.7 billion, corresponding to eight percent of the gross regional product. Average GRP growth in Styria in recent years amounted to 22 percent, which is substantially higher than global market growth. All in all, there are about 13,000 "green" jobs in these Styrian technology enterprises.

Global number one. The driving forces shaping this dynamic development are the extensive pioneer work being done and the enormous innovative strength of the region. A strong cluster is a key reason for this success. Within a period of only five years, ECO WORLD STYRIA has emerged as a world class corporate network in Styria. This has been confirmed by the Cleantech Group. At the beginning of 2010, the U.S. investment network in the field of "clean technologies" ranked ECO WORLD STYRIA as the world's top energy and environmental engineering cluster. The corporate partners of ECO WORLD STYRIA thus lead the international top ten cluster list, ahead of New England, Finland, Canada and Denmark.

Excellent management. The cluster supports companies with respect to the setting up of business operations, start-ups, cutting edge innovations, knowledge transfer between research and business, and the penetration of new markets. International technology and market leaders such as the recycling firm Binder+Co, the biomass specialist Komptech and Andritz Hydro, the specialist for hydropower plants and water treatment plants, exploit the advantages of the cluster network and the region's potential.



"Styria is an extremely attractive location with Austria's leading research ratio of 4.3 percent of gross regional product, the high availability of specialized employees and the concentration of environmental engineering companies. Our objective is to double the number of companies with global technology leadership by 2015 and thus live up to our claim of being the world's Green Tech Valley."

**Bernhard Puttinger, Managing Director of ECO WORLD STYRIA**



## Funding at its Best

Austria attaches great importance to research promotion. The country supports environmental engineering companies with money and the best possible business environment with regard to innovations, sustainable development and environmentally-friendly investments.

Austria has numerous funding programs designed to support investments as well as research and development in the field of energy and the environment:

**Austrian Climate and Energy Fund:** A total of EUR 150 million is available for climate-relevant projects. The fund provides support to electro-mobility, efficient vehicle and energy storage technologies as well as renewable energy sources (solar thermal systems and photovoltaics). Projects are processed by the Austrian Research Promotion Agency (FCG).

**klima:aktiv:** This initiative of the Federal Ministry of Agriculture, Forestry, Environment and Water Management promotes the rapid market launch of environmentally-friendly technologies and services.

**Technologies for Sustainable Development:** This initiative developed by the Federal Ministry for Transport, Innovation and Technology supports structural change focusing on eco-efficient business through research and development.

**Austria Wirtschaftsservice (aws).** Support is provided to industrial research projects and experimental development in industries of the future within the context of the ERP Technology Program.

**Kommunalkredit Public Consulting GmbH (KPC)** manages environmental support schemes of the Austrian Federal Government and develops funding proposals for biomass and biogas projects on behalf of the federal provinces of Lower Austria and Salzburg.

**Tax relief.** The Austrian taxation system is extremely attractive to companies. From 2011, companies can benefit from a „research premium“ of 10 percent in the form of a direct cash reimbursement for investments. This is complemented by an education allowance, apprenticeship allowance, loss carry-forwards and the possibility to transfer hidden reserves. The corporate income tax rate is 25 percent, whereas there is a nine percent deduction for investments.

**Export promotion:** Austria's export promotion system also benefits environmental companies. Österreichisches Kontrollbank Aktiengesellschaft (OeKB) and the Austrian Export Fund have created favorable financing conditions.

→ [www.klimafonds.gv.at](http://www.klimafonds.gv.at)

→ [www.klimaaktiv.at](http://www.klimaaktiv.at)

→ [www.nachhaltigwirtschaften.at](http://www.nachhaltigwirtschaften.at)

→ [www.awsg.at](http://www.awsg.at)

→ [www.public-consulting.at](http://www.public-consulting.at)

# Leading Worldwide

Austrian World market leaders in sustainable technologies



**Binder+Co:** With its unique 3-way CLARITY system, Binder+Co has established itself as global market leader and a synonym on the international recycling market for outstanding waste glass sorting technology. In its latest project, Binder+Co has developed one of the world's most advanced processing plants for the internationally active recycling company One51 based in Dublin. In July 2009, Binder+Co was awarded the Austrian National Innovation Prize for its development of the world's first industrially mature system for the sorting of special glass from cullet fragments.

**SOLON Hilber:** The global market leader Made in Tyrol serves as the think tank for the German parent company SOLON SE, one of the largest module producers in the world. The Tyrolean firm is a leader in the development of so-called "movers" i.e. modules which revolve with the sun and thus generate a particularly high energy output. The largest tracking solar power station in the world is located in Bavaria. 1,408 installed SOLON Movers covering an area of 77 hectares produce sufficient electricity to supply a town of 8,500 inhabitants. One of its latest developments include the SOLON Bus Port – a roof system with a solar energy system for bus stations, which has already been installed in Seville.

**VESTAS Austria:** From its Austrian base, the Danish Vestas Group - world market leader for wind energy facilities - coordinates the sales, project implementation and service of wind energy plants in Austria and Eastern Europe. The latest success story: in Hungary VESTAS Austria/Eastern Europe was able to increase its market share to 41 percent, and remains the leader on the Hungarian market with a capacity of 84.45 MW and rising. In Böny, the largest VESTAS wind park to date in Hungary was handed over to the customer EURO GREEN ENERGY Fejlesztő és Szolgáltató Kft. in the middle of June 2010.

**AQUA ENGINEERING:** The Upper Austrian company AQUA ENGINEERING is an internationally operating systems and technology provider in the field of water treatment – from wastewater and potable water treatment to seawater desalination. At the end of 2009, AQUA ENGINEERING won two large contracts once again. The company is constructing a water treatment plant with a daily capacity of 32,000 m<sup>3</sup> for the "Federal Electricity & Water Authority" of the United Arab Emirates at a total investment volume of EUR 17.7 million. The second contract worth EUR 9.0 million encompasses the planning and delivery of electrical and mechanical equipment for two reverse osmosis desalination plants for a project implemented by the "National Organization for Potable Water and Sanitary Drainage" in Cairo, Egypt.

→ [www.binder-co.com](http://www.binder-co.com)

→ [www.solonhilber.at](http://www.solonhilber.at)

→ [www.vestas.com](http://www.vestas.com)

→ [www.aqua-engineering.at](http://www.aqua-engineering.at)



## The Gateway East

National and international companies successfully exploit the Austrian business location to penetrate future markets in Eastern and Southeastern Europe.



**Kärcher:** Since 1993, Kärcher Austria has served as the headquarters for Central and Eastern Europe of the world's leading company for the development, production and distribution of cleaning systems. From its Central European headquarters in Vienna, Kärcher coordinates the Group's business operations in eight CEE markets, and maintains local representative offices in Slovakia and Romania. The internationally operating company is continually expanding its activities in Vienna. At the end of 2009, Kärcher opened a new central storage facility for the CEE region, involving investments of more than EUR 1 million.

**Enercon:** The Austrian subsidiary of the German wind farm manufacturer Enercon is expanding. The German market leader in the production of wind power facilities will locate its service center for Eastern Europe in Burgenland in the middle of 2010. An office providing jobs for up to 200 employees in the field of plant construction and service will be established on the Parndorfer plate, entailing total investments of EUR 2.5 million. The service center will serve customers in Austria and its eastern neighbors.

**VA TECH WABAG:** VA TECH WABAG is an internationally operating company in the field of sustainable solutions for industrial and municipal drinking water and wastewater plants, sludge treatment, seawater and brackwater desalination facilities and water reclamation. VA TECH WABAG Austria implements customer projects in the CEE region. At the beginning of 2010, the company won a mega contract in the Czech Republic. In Northwest Bohemia, WABAG Brünn, the competence center of WABAG Austria for industrial wastewater treatment plants, will modernize and upgrade the wastewater purification facility for the Prunérov Power Plant at a cost of more than EUR 10 million.



## Solar Energy: Sunny Prospects

Austria is systematically expanding its use of renewable energy sources based on the power of the sun. The Alpine Republic is already a world leader in solar technology.

The sun is rising in Austria. The share of solar energy is continually increasing, and now comprises about 14 percent of power generation from renewable energy sources. For example, close to four million square meters of solar thermal collectors with a total output of 1,204 GWh are operating in Austria at the present time. Accordingly, the solar energy market has been developing dynamically, posting a rise of 25 percent for photovoltaic modules and even climbing by 120 percent for solar thermal collectors. The sector is mainly export-oriented. The export share for photovoltaics surpasses 94 percent. 80 percent of production in the field of solar thermal energy is exported abroad. The solar energy sector in Austria generated revenues of EUR 1 billion in the year 2008.

**Market leader for solar technology.** Austria has demonstrated its innovative prowess internationally in the fields of photovoltaics and solar thermal energy. The Carinthian company GREENoneTEC ranks as the global market leader in the production of solar thermal collectors. AKS Doma located in Vorarlberg is one of the top manufacturers of solar collectors for solar hot water heating systems. The world's number one manufacturer of large solar thermal systems is Graz-based SOLID in Graz, which opened Central Europe's largest solar energy plant in the spring of 2008, featuring a surface area of 5,600 m<sup>2</sup>.

**And the market continues to grow.** In 2020, solar heating could account for ten percent of total Austrian low temperature requirements, even rising to 40 percent by 2050. The Federal Ministry for Transport, Innovation and Technology initiated the stimulus program "Solar Heat 2020", designed to promote the technological development and implementation of solar thermal energy in Austria. In order to fully exploit the existing potential, Austria is investing about 1.47 billion in R&D and stimulus funding.

Similar promising forecasts have also been made for generating solar electricity. By 2050, 22 GW of building-integrated photovoltaics could be installed in Austria. This corresponds to 20 TWh per year, or approximately 30 percent of Austria's total electricity requirements.

### **GREENoneTEC – Pioneer for solar thermal energy**

Internationally sought-after product innovations have made GREENoneTEC the world market leader for solar thermal collectors. The Danish-Austrian company founded in 1994 delivers its technology to more than 40 countries across the globe (export rate of 85 percent), and boasts a market share of more than 25 percent in Europe. Revenues of GREENoneTEC amounted to EUR 117 million in 2008. The 410 employees manufacture solar thermal collectors with a surface area of 1.6 million square meters.





"Austria gets relatively little sunshine compared to countries in Europe's Sun Belt. For this reason, high quality solar plants were necessary from the very beginning in order to efficiently use the available solar heat. This development served as the basis for Austria's cutting edge in the quality of its solar thermal energy plants. Today research institutions and companies as well as consulting firms enjoying an international reputation exist in Austria. Solar thermal systems have become export hits, opening up unbelievable future perspectives for our research facilities and companies."

**Christian Holter, CEO of the solar engineering company S.O.L.I.D**



**Sensible approach to environmental resources**

Maximum = 100

<b>Iceland</b>	1	93.5
<b>Switzerland</b>	2	89.1
<b>Costa Rica</b>	3	86.4
<b>Sweden</b>	4	86.0
<b>France</b>	7	78.2
<b>Austria</b>	8	78.1
<b>Slovakia</b>	13	74.5
<b>Great Britain</b>	14	74.2
<b>Germany</b>	17	73.2
<b>Italy</b>	18	73.1
<b>Japan</b>	20	72.5
<b>Czech Republic</b>	22	71.6
<b>Hungary</b>	33	69.1
<b>Netherlands</b>	47	66.4
<b>USA</b>	61	63.5
<b>Poland</b>	63	63.1

**Secure future**

10 = future energy consumption is secure

<b>Iceland</b>	1	9.48
<b>Austria</b>	2	8.55
<b>Norway</b>	3	8.03
<b>France</b>	9	7.42
<b>Switzerland</b>	10	7.27
<b>Netherlands</b>	12	7.25
<b>Germany</b>	15	6.97
<b>Czech Republic</b>	16	6.85
<b>Japan</b>	17	6.46
<b>Slovakia</b>	21	6.22
<b>USA</b>	35	5.02
<b>Italy</b>	43	4.29
<b>Great Britain</b>	45	4.20
<b>Poland</b>	46	4.16
<b>Hungary</b>	46	4.16

Source: Environmental Performance Index 2010

Source: World Competitiveness Yearbook 2010

# Biomass: Red-Hot Technology



Biomass is the second most important renewable energy source in Austria. By the way: the technologies and know-how of the country are in great demand.

In addition to water, natural resources such as wood and agricultural by-products comprise the most significant energy sources in Austria. More than 44 percent of renewable energy in 2008 was derived from solid, liquid and gaseous biomass in order to generate electricity, heat and fuel. Austria's declared goal for the year 2020 is to have biomass cover 50 percent of its heating requirements, 10 percent of its fuel and about six percent of its electricity needs.

**Optimal prerequisites.** A total of 21,300 biomass heating units were installed in private households in 2009 alone. Of the 2.3 million central heating systems in Austria, every fourth one heats with wood logs, chips and pellets. Moreover, more than 700 large-scale biomass facilities have been constructed. Ultimately the basis for this success is the excellent technological know-how and innovative strength in the field of biomass. Revenues from biomass technologies are correspondingly high. In 2009, some 22,700 employees in this environmental technology segment generated revenues of close to EUR 2.7 billion.

**Biomass technologies: Made in Austria in great demand globally.** A series of Austrian companies rank among the biggest producers in the world in the biomass segment. Firms such as the Andritz Group, Binder GmbH or KWB GmbH are among the world leaders in manufacturing biomass boilers for district heating plants and power stations. Demand for Austria's biomass expertise is particularly strong in Eastern and Southeastern Europe. Austria is promoting technology and knowledge transfer to the CEE region within the context of cross-border networking initiatives such as the NIR-CE project.

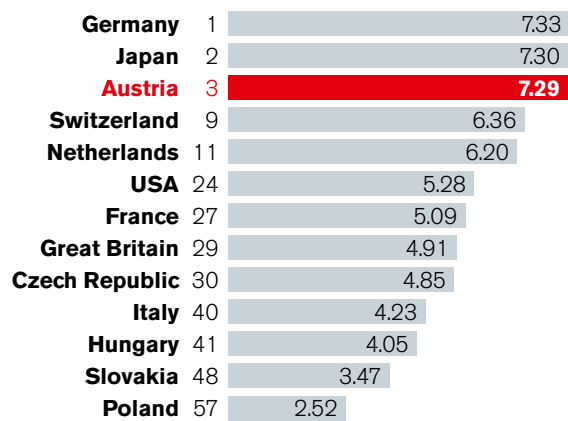
## **KWB Biomasseheizungen GmbH**

KWB headquartered in St. Margarethen/Raab, Styria is one of Austria's largest producers of biomass boilers. 363 employees, including 213 in Austria, generated EUR 53 million in sales in 2009. The company operates subsidiaries in eleven countries, and its exports are primarily destined for Germany, Switzerland, France, Italy, Slovenia and Chile. In addition, the company boasts the largest private biomass research and innovation center in Europe. 30 employees conduct research and develop innovative future-oriented solutions on a floor area of about 1.500 m<sup>2</sup>.



**Green technologies**

10= offer competitive advantages to companies



Source: World Competitiveness Yearbook 2010

# Hydropower: The Number One Energy Source



Hydropower is Austria's biggest strength. The country's technology know-how is highly sought after, especially in the future markets of Southeast Asia and South America..

Austria is considered to be Europe's "water reservoir". The annual water supply amounts to 84 billion cubic meters. Austria only requires three percent of this volume, or 2.6 billion cubic meters, to fulfill its water needs. This valuable gift of nature is strictly protected and controlled in the Alpine Republic. The expansion of hydroelectric power in Austria is subject to tough environmental constraints. Water is the most important energy source in Austria, covering about 60 percent of Austria's electricity requirements.

**Considerable potential for micro hydropower plants.** In addition to the large hydroelectric power stations operated by utility companies, numerous small or micro hydropower plants also produce electricity. At present, more than 2,600 small hydropower plants feed CO2-free eco-electricity into the public power grid. As a result, they cover about nine percent of Austria's electricity needs, and supply about 1.6 million or more than 50 percent of all households in the country, with electrical energy. The development potential for large hydropower plants has been practically exhausted, but there are still substantial capacities available for small scale hydropower. Only 45 percent of the market has been developed according to estimates made by the Austrian Association for the Promotion of Small Power Stations. In any case, the potential is enormous. The workforce of more than 5,200 employees in this environmental technology segment generated revenues of about EUR 800 million in 2008, a 59 percent increase compared to the previous year.

## Renewable Energy

Share of renewable energy in total energy requirements, in percent

<b>Iceland</b>	1	80.68
<b>Norway</b>	2	47.79
<b>Brazil</b>	3	44.44
<b>Austria</b>	11	23.69
<b>Switzerland</b>	16	17.70
<b>Germany</b>	28	7.89
<b>Italy</b>	32	6.75
<b>France</b>	32	6.75
<b>Slovakia</b>	35	5.45
<b>Hungary</b>	37	5.11
<b>Poland</b>	38	5.10
<b>USA</b>	41	4.74
<b>Czech Republic</b>	42	4.68
<b>Japan</b>	44	3.18
<b>Great Britain</b>	50	2.08

Source: World Competitiveness Yearbook 2010

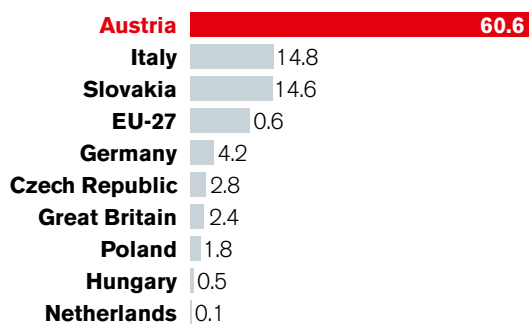


**International technology transfer.** Austrian know-how in water management is recognized and in demand worldwide. The country ranks among the global market leaders in many technological areas, ranging from the construction of hydropower plants to wastewater treatment facilities. In addition to Europe, Austrian technology and knowledge transfer primarily targets the future markets of Southeast Asia, South America as well as in the Near and Middle East. In Central and Eastern Europe, Austria’s water resource management capabilities mainly focus on wastewater disposal and treatment as well as energy generation and hydropower utilization.

**Andritz Hydro**

Andritz Hydro is one of the internationally leading suppliers of customized plants, systems and services for hydropower plants. The company based in Vienna with offices in Linz and Weiz operates production facilities around the world, including Germany, Russia, China, Ukraine, Hungary and Czech Republic. The workforce of close to 6,000 employees generated revenues of almost EUR 1.4 billion in 2009.

**Leading at hydro energy**  
 ,Percentage of total electricity production



Source: Eurostat



“Austria’s wind energy industry is strongly export-oriented. Our companies supply control systems, wind turbine blade materials, wind generators, wind energy conversion systems and comprehensive wind power plant concepts. Austrian wind energy exports amounted to EUR 350 million in 2009, and provide jobs for 2,500 people.”

**Erwin Stubenschrott, CEO KWB Biomasseheizungen**



## Wind Power on the Upswing

Austrian companies generated sales of EUR 350 million from the export of wind power components, a figure which could triple by the year 2020.

A stiff breeze is blowing in the hilly landscape of the Alpine foothills and in the steppe areas of Eastern Austria. In particular, the federal provinces of Burgenland and Lower Austria, the windiest regions of the country, are outstandingly suited for generating electricity from wind power. The wind also blows regularly and strongly enough in the capital city of Vienna to convert it into electricity.

**The best conditions for wind power:** 617 wind turbines spin in Austria. 90 percent of them are located in Lower Austria and Burgenland, the latter of which already derives 50 percent of its annual electricity needs from wind energy. The wind farms generate more than 2.1 billion kWh of electricity each year, corresponding to three percent of Austria's total requirements. As a result, wind turbines supply electricity to 570,000 households. 2,500 new jobs have been created since the beginning of the wind energy boom in Austria.

Revenues derived from the sale of wind power components already reached a level of EUR 350 million in 2009. Domestic suppliers involved in the business of producing wind turbines deliver control systems, wind turbine blade materials, wind generators and complete wind power plant systems. On balance, Austria's wind power companies Austrian Wind Power, Enercon Austria GmbH, Vestas Österreich, evn naturkraft and WEB Windenergie AG generate sales of about EUR 3 million for each wind farm which is constructed.

**Rosy energy prospects up to 2020:** According to IG Windkraft, the Austrian Wind Energy Association representing wind energy operators, producers and sponsors, wind power generation could be potentially tripled in Austria from 995 MW to 3,500 MW, assuming a stable overall environment. In the best case scenario, Austria's wind farms are expected to generate 7.3 billion kWh of electricity in the year 2020, and thus cover ten percent of Austria's annual electricity consumption.

### **Austrian Wind Power (AWP)**

Austrian Wind Power is by far the biggest wind energy producer in Austria and a top player in Europe. A subsidiary of Burgenland's electricity company BEWAG, it plans, constructs, finances and operates large wind parks in Burgenland and Lower Austria. AWP has established subsidiaries in the Czech Republic, Croatia, Hungary, Italy, Slovakia and Poland in order to develop and implement projects together with business partners. All in all, AWP operates a total of 138 wind farms boasting an output of 242 MW. The company plans to invest approximately EUR 720 million in Burgenland over the next three years to build an additional 168 wind power stations.





„Austria’s wind energy industry is strongly export-oriented. Our companies supply control systems, wind turbine blade materials, wind generators, wind energy conversion systems and comprehensive wind power plant concepts. Austrian wind energy exports amounted to EUR 350 million in 2009, and provide jobs for 2,500 people.“

**Stefan Moidl, Managing Director of IG Windkraft, commenting on the export potential of Austria’s wind energy industry**



ABA-Invest in Austria offers you comprehensive service – from investment subsidies and market opportunities to tax issues. A team of 25 qualified employees provides you with unbureaucratic support, putting its know-how at your disposal. And it does so at no cost to you.

# The Best Contact Partner for Business Location Issues

As a consulting company set up by the Republic of Austria, ABA-Invest in Austria (ABA) is the top choice of international investors.

- **Personalized advisory services.** ABA-Invest in Austria is staffed by long-standing, experienced **investment consultants**. ABA offers you competent employees who will personally take care of you, and provide all the necessary contacts you require in Austria.
- **Comprehensive information pool.** ABA-Invest in Austria can provide you with all the up-to-date data on **Austria as a business location**. ABA supplies information about branches, technologies and market developments, as well as the overall political and economic environment.
- **Competent consulting.** ABA-Invest in Austria advises you on the **choice of an optimal site**. ABA provides information on labor and tax issues, informs you about the best possible investment subsidies, researches current real estate costs or assists you in solving different problems which may arise when setting up business operations in Austria.
- **Vigorous support.** ABA-Invest in Austria helps you in **handling formalities** and dealing with public authorities. Together with you, ABA will complete applications for investment grants or operating licenses, and supports you working in close cooperation with the respective regional investment promotion agency.
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- **International links.** ABA-Invest in Austria operates a **global network**. ABA puts its offices in New York and Tokyo at your disposal to serve as cooperation partners, and also identifies the right contacts at the foreign trade offices of the Austrian Federal Chamber of Commerce.
- **Additional areas of competence.** In addition to comprehensive, personal consulting services, ABA-Invest in Austria has developed specialized brochures designed to provide additional information on the following topics:



- Business Location Austria
- Springboard to Eastern Europe
- Automotive Industry
- Research and Development
- Information Technology
- Life Sciences
- Tourism
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- Chemicals / Plastics
- Machine Construction / Mechatronics / Electronics
- Logistics
- Starting a Business in Austria
- Tax Aspects of Industrial Investments in Austria

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