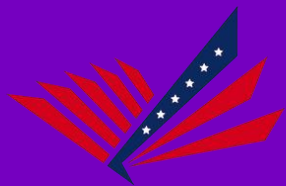




Study:

Importance of transatlantic economic relations

between the USA and Austria



American Chamber of
Commerce in Austria



Accenture Austria

USA and Austria: An economic relationship **that benefits both sides**



USA is number 2 trading partner

In 2019, goods worth more than 10 billion euros were exported to the U.S., which was 6.6% of all exports



120.000 jobs

The top 50 U.S. companies in Austria account for 2.5% of GDP—equivalent to 120,000 jobs



Resilient trade relationship

Trade between the U.S. and Austria has remained stable even during the current crisis



€ 2 billion value added by IT

The direct and indirect effect of IT companies from the USA corresponds to a value added of 2 billion euros per year



High relevance for key sectors

Both sides benefit from deliveries of high-tech goods



USA 3rd place capital provider in AT

Austria's third most important foreign investor is the USA. Austrian companies invest the same amount in the USA.

"The connection between the USA and Austria must be further strengthened. The U.S. market is a huge one – anyone who establishes themselves there can draw on very high growth potential. Conversely, US companies bring an enormous amount of innovative activity and know-how to Austria."



Martin Winkler

Country Manager Oracle Austria

President of the American Chamber of Commerce in Austria

Transatlantic trade and capital flows

Status quo & development

USA in second place among Austria's most important trading partners



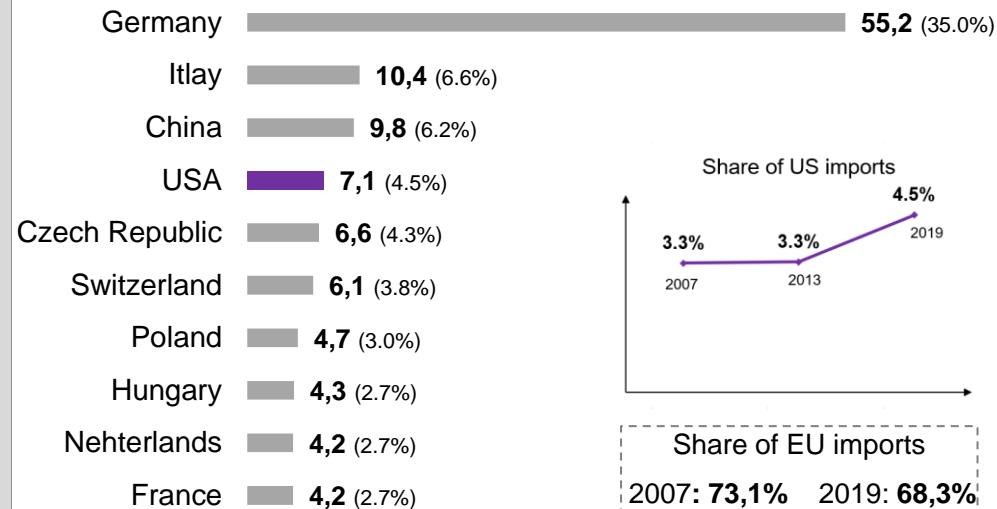
Trade activity with the USA is on the rise—USA is currently Austria's second most important target market



Rank 2: 6.6% of all exports go to the USA;
Rank 4: 4.5% of all imports come from the USA.
The share of intra-EU trade declines in Austria

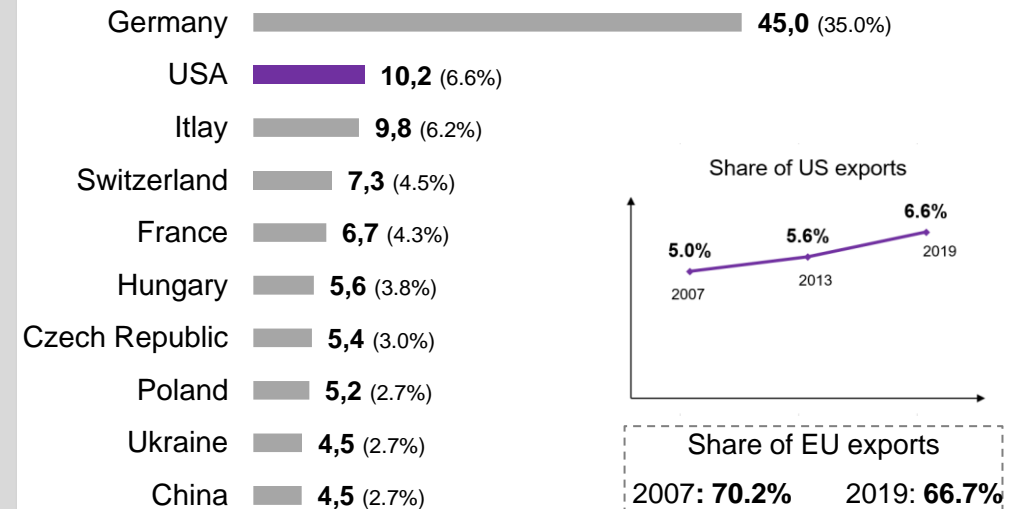
Top 10 import countries

Goods imports 2019 in billion euros (share of total imports)



Top 10 export countries

Goods exports in 2019 in billion euros (share of total exports)



Source: Statistics Austria, Accenture Research.

The exchange of goods with the USA has increased, **+150% in the last 10 years**

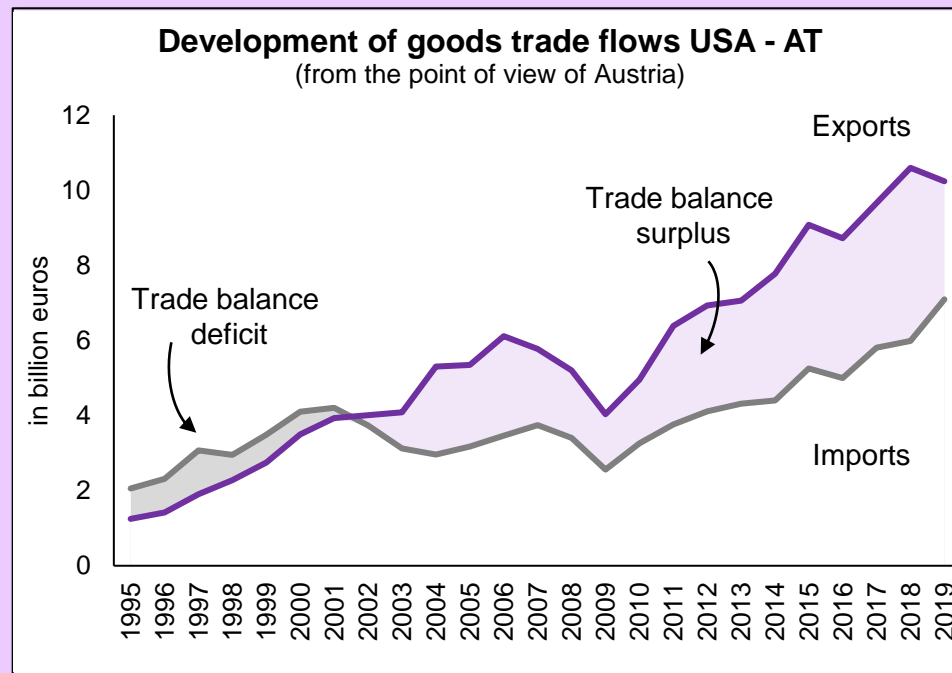


Value of goods exported to the U.S. in 2019: 10.2 billion euros; imported goods worth 7.1 billion euros



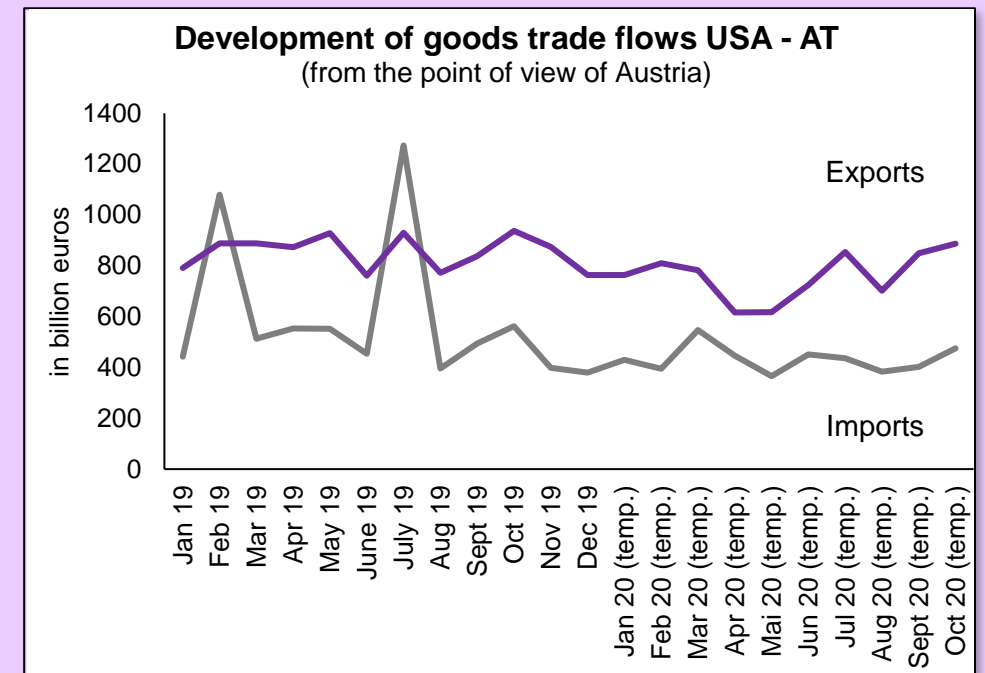
Continuity of trade relations:
Trade in goods are very stable in 2020 despite crisis

long-term



Source: Statistics Austria, Accenture Research.

short term - on a monthly basis



Top 5 trade goods and services

Imports from the USA

2018 → 19











Goods

	1. Pharmaceuticals	1,457.8		+19.0%
	2. Chemical products	1,443.7		+37.2%
	3. Automotive and supplies	722.9		+21.4%
	4. Machines & Devices	671.6		-6.5%
	5. Optical devices	493.8		+10.9%

Exports to the USA

2018 → 19










Goods

	1. Machines & Devices	2,741.6		+8.4%
	2. Automotive and supplies	1,406.3		-10.5%
	3. Drinks & Alcohol	986.3		+15.2%
	4. Electronic machines	904.0		-34.1%
	5. Pharmaceuticals	493.8		-2.5%

Imports from the USA

2018 → 19



Services

	1. R&D, legal and economic services	771		+1.8%
	2. Transport	385		+10.3%
	3. Travel	363		+3.1%
	4. ICT	269		+1.1%
	5. Finance	150		-11.8%

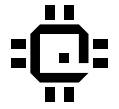
Exports to the USA

2018 → 19

Services

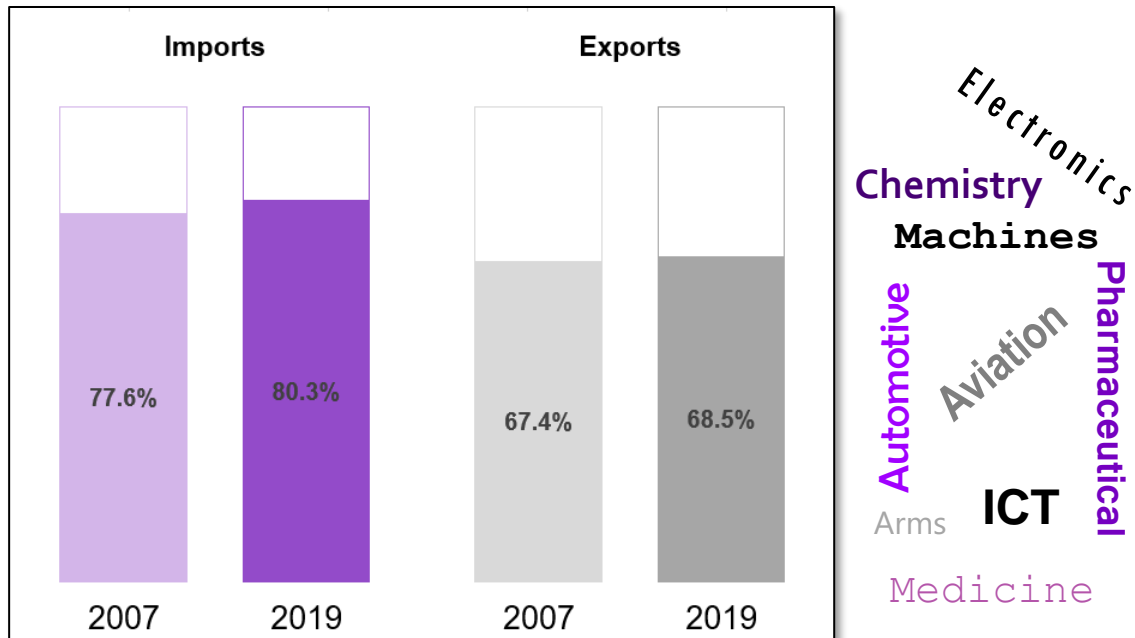
	1. R&D, legal and economic services	555		-11,1%
	2. Travel	511		+3,2%
	3. Transport	365		+10,3%
	4. ICT	287		+1,1%
	5. Patents, licenses, franchises	204		-6,6%

Both sides benefit from trade in **key sectors**



Increasing importance in trade with **high-tech goods**

Share of high-tech goods in the trade with the USA



Source: Statistics Austria, Accenture Research.



„As a US company, we have been contributing to digital progress in Austria for decades with key technologies. We support our customers in becoming more innovative, sustainable, resilient, and crisis-proof in the long term.“



Patricia Neumann

Country General Manager IBM Austria

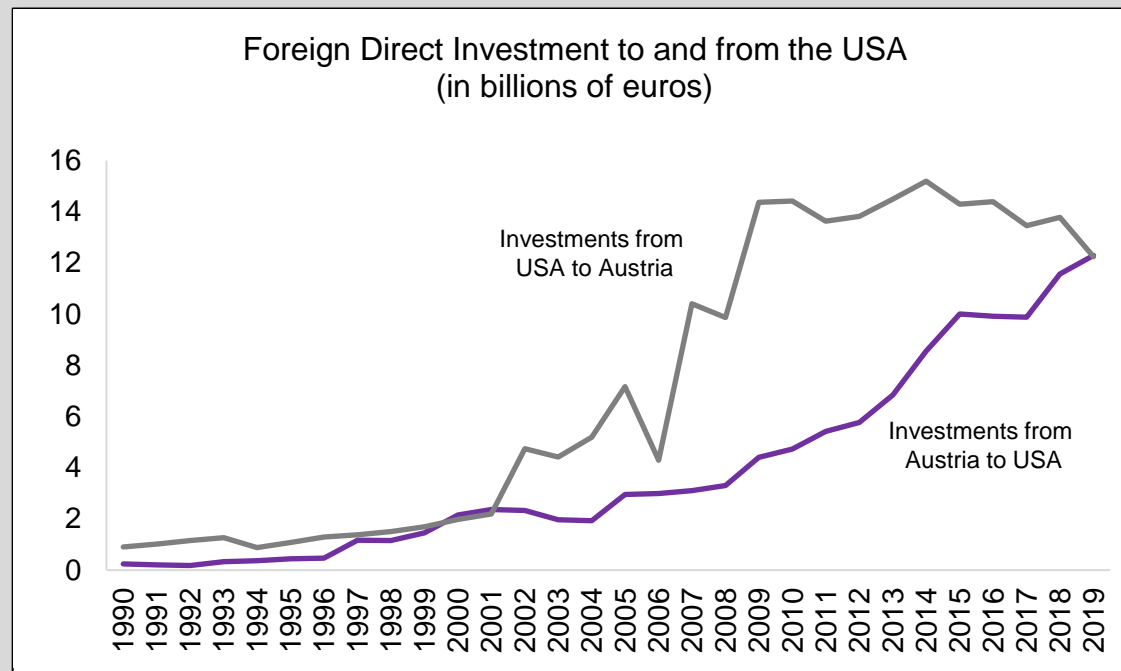
The USA is the **third most important investor** in Austria–Austria invests same amount



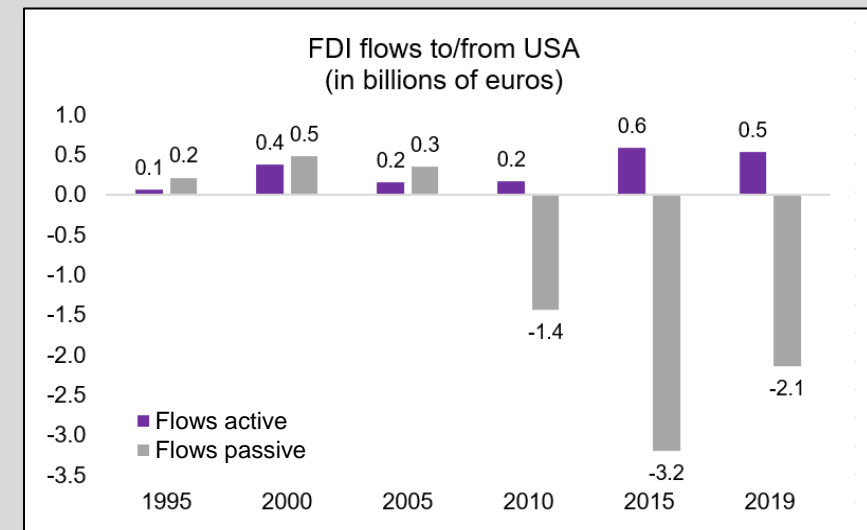
Stock of foreign direct investments (FDIs) 2019:
Investments from U.S. (active FDI): 12.2 billion euros
Investments to U.S. (passive FDI): 12.3 billion euros



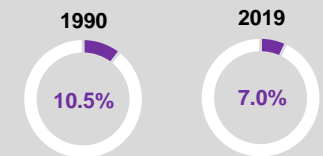
Investments from Austria to the U.S. increase;
the U.S.-importance as an investor in Austria is declining



Source: OeNB, Accenture Research.



Share of direct investment
in AT by the USA:



US companies in Austria

Significance & economic contribution

The top 10 U.S. companies in Austria generate 1% of all revenues

Rank	Company	Activity	Revenue 2019 (in million euros)	Employees
1	Herba Chemosan Apotheker	Pharmacy wholesale	1,266.5	611
2	INNIO Jenbacher	Gas engines and cogeneration units	930.0	1,819
3	EMC Computer Systems	IT services and products	865.4	594
4	Philip Morris Austria	Trade in tobacco products and cigarettes	851.1	55
5	Amazon	Online mail order business	834.3	n.a.
6	Kennametal	Tool manufacturing / distribution	730.6	n.a.
7	McDonald's	Fast Food	700.0	n.a.
8	Microsoft Österreich	Hardware and software development	595.0	n.a.
9	Ford Motor Company	Automotive manufacturing / sales	549.1	n.a.
10	JET Tankstellen	Gas stations	540.7	n.a.

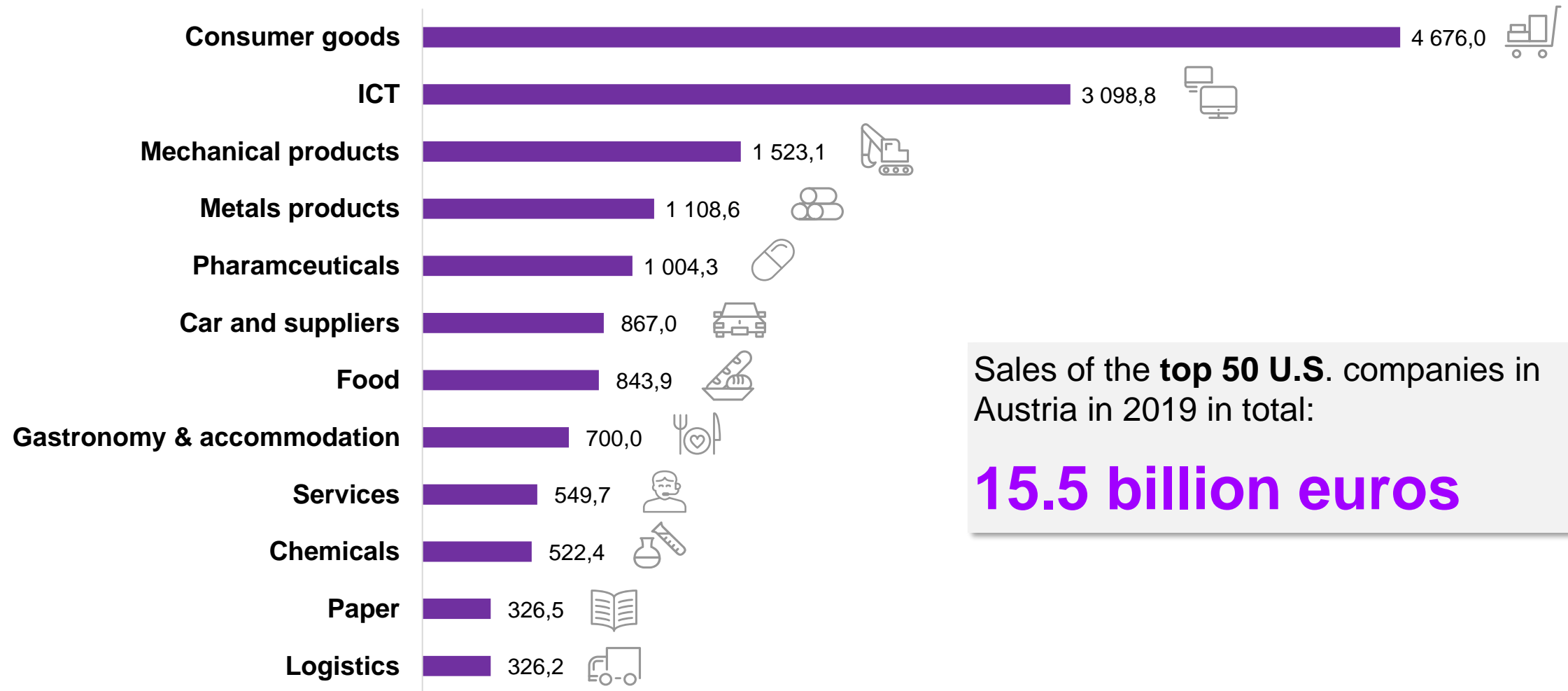
Source: Accenture Research. Note: Sales of the U.S. subsidiary in Austria (office based in the Austria) - export data of the parent company is not included.

1%

Share of sales revenue of all companies in Austria

Major importance of U.S. companies from the **consumer goods** and **ICT** sectors

Sales of the top 50 U.S. companies in Austria by industry, 2019, in millions of euros:



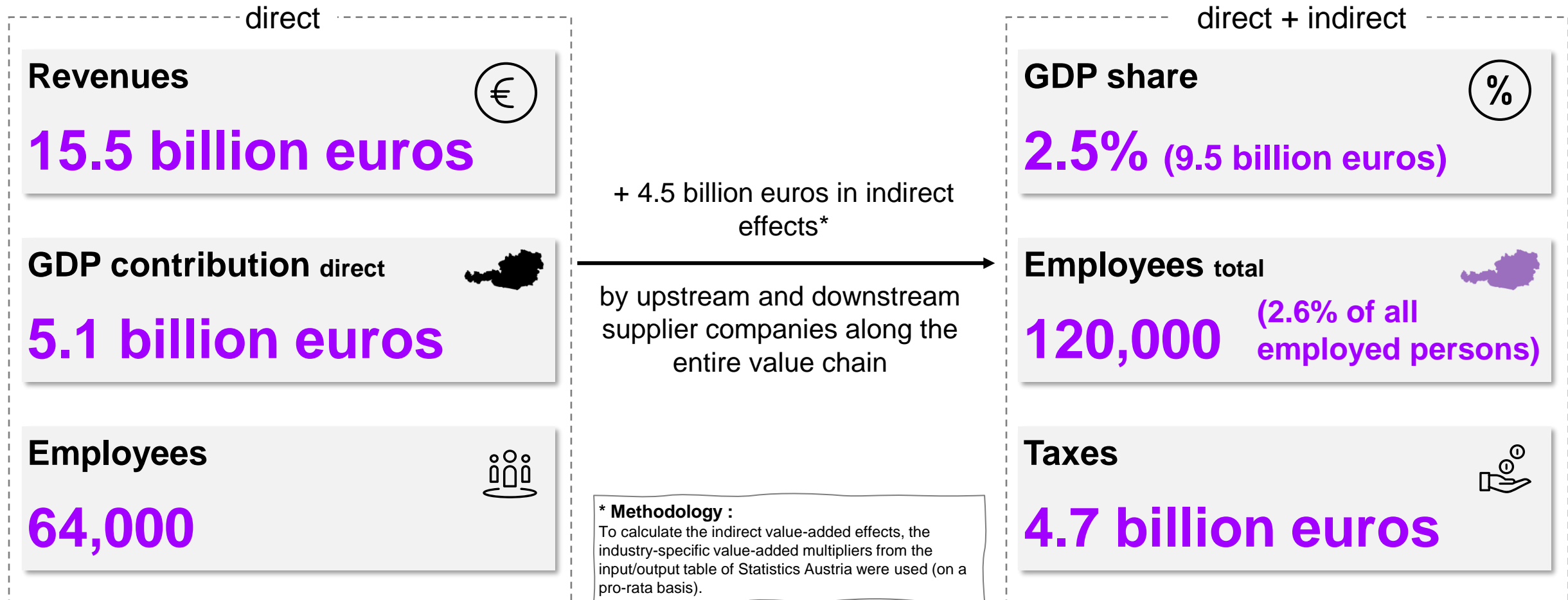
"Austria as a (pharmaceutical) location is in fierce international competition with other regions; a clear "yes" from politics to attractive framework conditions is needed. Research funding – also for clinical trials, investment incentives and further improvements in the education offered could make Austria much more competitive."

Prof. Robin Rumler
Country Manager Pfizer Austria



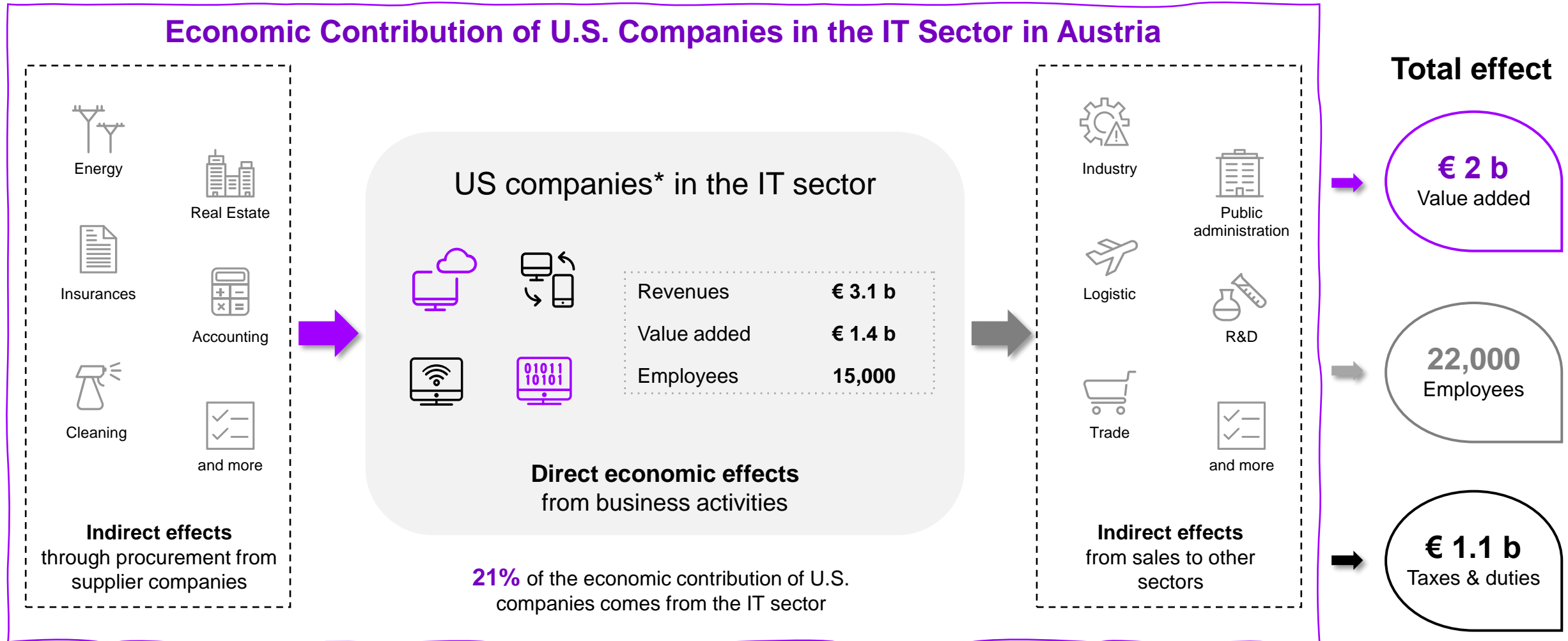
120,000 jobs are attributable to the top 50 U.S. companies in Austria

The Top 50 U.S. Companies in Austria - Economic Contribution



2 billion euros value-added by IT companies from the USA

Economic Contribution of U.S. Companies in the IT Sector in Austria



Austrian companies in the USA

Austrian companies are also successfully active in the USA

The top 10 Austrian companies based in the U.S.

Rank	Company	Activity	Revenue 2019 (in million euros)	Employees
1	Andritz	Mechanical / plant engineering	902.0	2,599
2	Benteler Automotive	Automotive supplier	651.5	2,500
3	General Shale Brick	Brick manufacturer	387.4	1,900
4	Rosenbauer America	Automotive manufacturing / sales	264.7	600
5	Voest-Alpine Tubular	High-tech tubes	249.4	n.a.
6	Exyte U.S.	Structural Engineering	231.9	348
7	Global Tungsten & Powders	Metal Processing	198.8	500
8	Knapp Logistics Automation	Automation solutions	181.8	n.a.
9	M+W Zander U.S. Operations	Structural Engineering	162.6	n.a.
10	Sylvania Lighting Services	Lamps & Lights	157.2	220

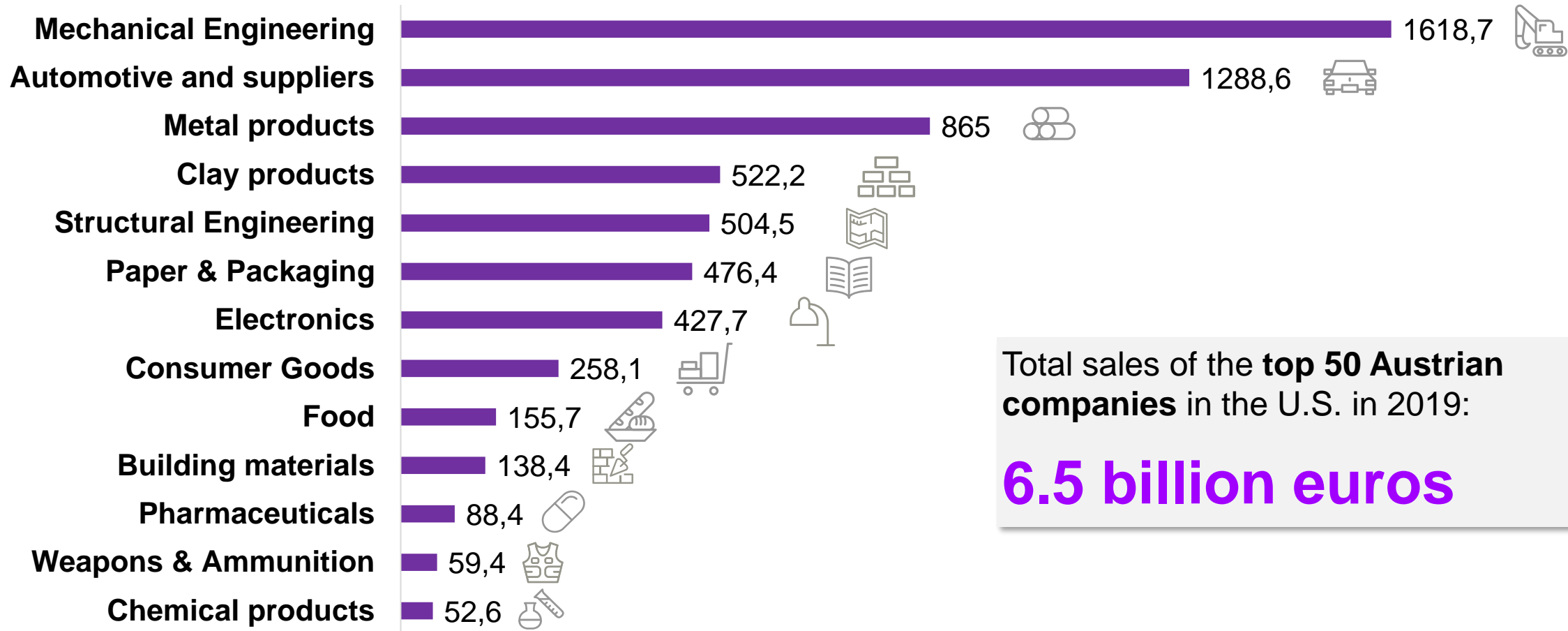
Source: Accenture Research, Capital IQ, Andritz; Note: Sales of the Austrian subsidiary in the USA (office based in the USA) - export data of the parent company is not included.

3.4 billion euros

Sales revenue of the top 10 Austrian companies in the USA

Great importance of Austrian companies in the **automotive and machinery** sector

Sales of the top 50 Austrian companies in the U.S. by industry, 2019, in millions of euros:



Total sales of the **top 50 Austrian companies** in the U.S. in 2019:

6.5 billion euros

Positions AmCham

Priorities for an attractive business location in
Austria

Positions AmCham*

1. Countering rising protectionism - clear commitment to multilateralism and free trade
2. New agreement for data flows between the EU and the USA
3. Settle dispute due to digital tax law
4. Amend double taxation treaty: No taxation of intra-group dividends between Austria and the USA
5. Do not hindere US investments by the 'Investitionskontrollgesetz (InvKG)' (Investment Control Act)

*Excerpt from Position Paper AmCham Austria, **Restarting Transatlantic Trade Dialogue, March 2020**

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