



**Austrian Business Mission
Luanda / Angola
10 - 14 May 2010**



This Business Mission is co-organized by

**The Agência Nacional para o Investimento Privado (ANIP)
The Austrian Honorary Consulate in Luanda
MITC Investimentos SARL
The Federal Economic Chamber of Austria
The Austrian Trade Commission Johannesburg**

Tuesday, 11th of May 2010

10:00 - 12:30 Opening of the Austrian Business Mission in ?

Welcome by

- Mr., representative of Angolan government
- Mr. Andreas Meindl, head of delegation
- Mr. António Mosquito, Austrian Honorary Consul
- Mr., representative of Agência Nacional para o Investimento Privado (ANIP)

„Austria as a Business Partner“, presentation by
Austrian Trade Commissioner Stefan Pistauer

“Business opportunities in Angola”, presentation by representative of ANIP

Presentation of the participating Austrian companies

12:30 - 14:00 Lunch Break

14:00 - 18:00 One-to-one talks

Wednesday, 12th of May 2010

from 09:00 Individual business- and ministerial meetings

19:00 Cocktail reception hosted by the Austrian-Angolan company MITC Investimentos SARL

Thursday, 13th of May 2010

from 09:00 Individual business- and ministerial meetings

19:00 Cocktail reception hosted by the Austrian Honorary Consul, António Mosquito



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Dear Business Partner

The Austrian Trade Commission Johannesburg in co-operation with the Agência Nacional para o Investimento Privado (ANIP) organizes a business mission to Luanda to promote trade and bilateral business relations between Austria and Angola.

Angola is becoming one of Austria's most important business partners on the African continent and after a country forum on Angola in Vienna in 2006 this is the third business mission to Luanda since then. The trade volume between our two countries has increased constantly during the last years. In 2009 Austria exported goods to Angola valued at EUR 25,000,000 - an increase by 27% compared to 2008.

The multi-pronged Austrian economy is based mainly on industry, tourism, banking, transportation and commercial services. More than 50% of Austria's GDP is generated by exports of goods and services. Starting from a very modest position 50 years ago, Austria is now considered to be one of the wealthiest nations in the EU and the world. Measuring the standard of living by gross national product (GDP) per person places Austria 4th in the EU and 10th in the world.

Annual economic growth tends to be close to potential and above the average of the 27 European Union nations. Unemployment and inflation rates are consistently among the lowest in Europe.

Austria, despite its small size, provides you with high quality equipment and state of the art products and services. From heavy machinery, tools, specialized technology (water and environmental engineering), to construction material, chemicals, furnishing and services (esp. financial services and personnel placement) as well as know-how you will find it all in Austria.

Austria today is also well known as an international financial centre. Its banking services have an excellent reputation in Europe and around the world, maintaining a tradition of savings and banking confidentiality.

ADVANTAGE AUSTRIA - Austria's foreign trade organization - runs a tight network of more than 100 offices around the world, is globally oriented and facilitates the internationalization of Austrian companies. The activities are mainly focused on exports, but also promoting direct investment in and sourcing from other countries as well. The gateway to ADVANTAGE AUSTRIA is <http://www.advantageaustria.org> - the international internet portal for the Austrian economy. www.advantageaustria.org has 194 individual country sites in 28 languages, making it the most comprehensive information hub for news from and about Austria, the Austrian economy and Austrian companies, including an extensive company database.

The companies and banks listed below will be available for business discussions from May 11 to 13, 2010.

Please join us for the opening of our Business Mission at on

Tuesday, May 11, 2010 at 10:00 am

For appointments on May 12 or 13 please contact

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ANDRITZ HYDRO is a global supplier of electromechanical systems and services ("Water to Wire") for **hydropower plants**. The company is a leader in the world market for hydraulic power generation

Our experience

- More than 170 years of turbine experience with over 30,000 turbines with a total output of over 400,000 MW installed
- Over 120 years experience in electrical power plants
- Complete range up to 800 MW unit output
- Leading in Service & Rehabilitation
- World leader for small hydro power plants

Range of products and services

- Turbines (all types), Digital speed governors, Shut-off valves, Generators, governors, Shut-off valves, Generators, Automation, control, protection, excitation and synchronization, Site management, installation, commissioning, testing, training
- Rehabilitation and upgrading of existing hydropower plants
- Compact Hydro Power plants with unit sizes up to 30 MW
- Pumps

AEP Education Projects GmbH & Co KG is specialized in the field of education and training projects and has experience for more than 25 years. AEP develops and provides **complete academic and non-academic training programs worldwide** on an international level and is an all-in-one provider, from project development, financing, detailed planning to projects implementation and sustainable operation.

Fields of education:

- Technology
- Tourism
- Administration & Management
- Environment & Health
- Agriculture

Projects references (excerpt):

- **Oman Tourism College, Sultanate of Oman**
The College runs three years higher education programs, two years professional and vocational programs and tailor made programs with a total capacity of 1200 students.
- **Vocational Schools, Gabonese Republic**
This project is a turn-key project, including multilateral financing, studies, planning, construction works, delivery of equipment, technical assistance, train-the-trainer programs etc.
- **Rajamangala Universities of Technology (RMUT), Kingdom of Thailand**
RMUT plays a key role in the development of national manpower and quality of life in the community. Its overseas collaborations have increased its capability in offering academic and research services at international levels.



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BAUER GROUP: technological leader of irrigation systems and slurry technology

Production programme:

Irrigation-management: Pivotsystems and Linear-systems for fully automated, energy- and water saving extensive irrigation. BAUER - Rainstar - the full mechanised mobile irrigation machine is flexible in the use and ideal suitable also for crops such as corn, sugar cane or orange plantations. Diesel units, tractor gear pumps, pipes and fittings.

Waste management: slurry technology, mixer and stirring units, pumps, slurry tankers, waste water- and slurry sprinklers, pipes and fittings, BRU - Bedding Recovery Unit

Bauer offers complete solutions: slurry separation with the Separator, slurry processing with pumps and mixers, transport with slurry tankers and output or recovery of the slurry.

Energy-management:
Systems of energy-agriculture, separators, biogas components and -plants.

Presently 21 companies all over the world belong to the BAUER group. 8500 suppliers in more than 80 countries round the globe represent BAUER.

HypoVereinsbank - Member of UniCreditGroup

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UniCredit Bank Austria AG is the number one in the Austrian banking sector with total assets of EUR 194,5 billion.

In the Austrian market Bank Austria, as a universal bank, operates a network of about 360 branches, with about 10.886 employees.

Bank Austria's dominant position in the corporate segment in Austria and long-standing close relations with more than 3,000 correspondent banks worldwide are important pillars of Bank Austria's cross-border business.

Bank Austria forms part of the **UniCredit Group**, one of the leading European banking groups. Within the UniCredit Group, Bank Austria is - amongst others - responsible for the **sub-Saharan African countries**, and operates the most extensive network in CEE, comprising about 3,800 branches. **UniCredit Group** itself has banking operations in 22 countries and employs over 168,000 people in about 10,000 branches.



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BOHLER UDDEHOLM AFRICA

Bohler Uddeholm Africa is a subsidiary of Böhler Uddeholm AG which is a Division of the Austrian voestalpine Group of Companies, a steel producing and processing company with more than 40,000 employees and revenues in excess of EUR 10bn. Bohler Uddeholm has a presence in almost 60 countries and every continent with some 300 production and sales companies worldwide.

Bohler is the market leader for special steels, tool steels and high speed steels in South Africa. Furthermore, Bohler is the leading supplier for medium to high alloyed welding electrodes and wires for the South African industry. Bohler is also the general distributor for Fronius Welding Machines from Austria, the technologically leading welding machine supplier in the world for highest quality applications.

Bohler is also the leading supplier for highest quality welding consumables to the LNG- and petrochemical industry.

Together with its general distributor "Rare Angola" Bohler is looking to expand its market presence by adding sub-agents/re-sellers to cover the Angolan market. Focus markets are the oil- and gas- and petrochemical industry in Angola where Bohler wants to sell its high quality (medium to high alloyed) consumables and Fronius Welding Machines.

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ELK Fertighaus AG is the European market leader for **prefabricated houses and log houses**. Since the foundation in 1959 the Austrian company has sold, produced and assembled several thousand houses. As at its beginning ELK still is a family enterprise. ELK is represented on the European market for many years. There are numerous show houses in Europe.

The unique price-performance ratio, high quality and the large product range led the company to the top of the European house producers. From prefabricated houses to log houses, from bungalow to multi-storey houses, from traditional to modern house - ELK provides the perfect solution for each family.



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F.J. ELSNER TRADING is a subsidiary of Raiffeisen Zentralbank Vienna and an internationally established trading company for steel and chemical products. It has its headquarters in Vienna and sales offices in Miami, Belgrade, Accra, Dubai, Mumbai, Ho Chi Minh City, Beijing as well as representatives worldwide.

- **Steel:** raw materials for steel production, slabs, billets, hot/cold rolled coils and sheets, concrete reinforcing bars, merchant bars, galvanised and colour coated products, pipes, wire rods.

- **Chemical products:** petrochemical products and industrial chemicals such as

1. **plastics:** PVC, LDPE, HDPE, PP, EPS, GPPS, HIPS, PET

2. **plasticisers:** for plastic processing

3. **additives** for the production of tyres and technical parts made of rubber

4. **raw materials** and additives for the production of varnish, paint, detergent and other industrial applications

FREQUENTIS AG

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FREQUENTIS - Committed to Air Traffic Management

The core business of Frequentis are highly available communication and information solutions for the civil air traffic management market. Frequentis is the global market leader in communication systems for air traffic control.

The excellent engineering quality of Frequentis systems and the company's detailed understanding of safety-critical processes underpin many success stories outside civil aviation, as evidenced by the business success in public safety & transport, maritime, and defence markets.

Supplier of Integrated Solutions

Frequentis is a provider of complete solutions with outstanding competence in integration. The core activities of Frequentis in civil air traffic management are end-to-end communication systems, tower automation systems, ATM information systems and value added Front-Ends. The company's comprehensive product range covers all the central requirements of air traffic management. Voice and data switches, network solutions, back-up systems, recording systems, tower automation systems and information management and display systems form a broad and flexible product base for integration with radio, flight plan or radar systems.



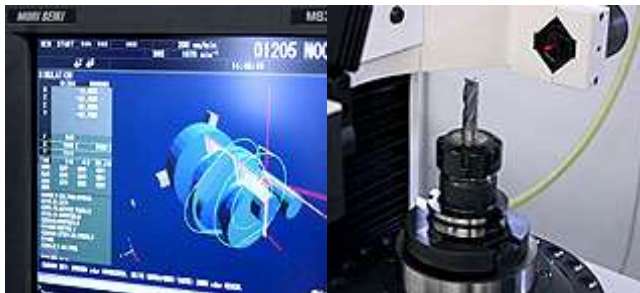
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htw formen und fertigungstechnik e.U.
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High Performance Injection Molds - Quality "Made in Austria"

HTW mold construction is specialized in the production of high performance injection molds in the field of closures. 1-fold pilot molds as well as 96-fold series molds can be produced and delivered in a very short period of time. The tools used for the production of **soft drink caps, sport bottle caps, oil caps, flip-top caps, shampoo caps, cosmetic caps and screw caps** of all kinds are manufactured on site by our highly educated toolmakers on state-of-the-art machinery.

HTW's range of services includes:

- Construction design in the field of mold making, tool design and construction
- Development and design of plastic parts
- Manufacturing of individual component parts as well as realization of serial molds

HTW's department of development and engineering is specialized in realizing particular customer demands. Due to patents pending on different kinds of screw caps, we grant licenses for production.

htw molds- and manufacturing technology stands for

- Expertise and customer proximity
- Extensive technical guidance - from design to the point of project completion
- Highest precision in production on the basis of mature technology



Since its foundation in 1994, IMC University of Applied Sciences Krems has emerged as one of the top institutions of Higher Education:

- 1800 students, 350 faculty and staff
- ISO 9001:2000 Certificate
- Undergraduate and graduate programmes in Business, Health and Life Sciences

IMC's key assets include academic excellence, practice-orientation and international focus. These qualities ensure IMC students' employability and success on the increasingly competitive labour market.

The high quality of its programmes has turned IMC into a renowned business partner for:

Transnational Education - design and implementation of accredited study degree programmes in cooperation with international university partners at the partner's location, specially designed to address local market requirements.

Consulting Services - provided in the following areas:

- In education: consulting regarding academic, infrastructural or staffing requirements
- In tourism: hotel classification systems, feasibility studies for tourism resorts or full-scale projects in regional tourism development
- In other areas of IMC expertise (Business Studies, Health Studies, Life Sciences)



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10 - 14 May 2010**



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Pressure for your success

Oesterreichische Kontrollbank AG (OeKB)

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LMF is the leading Austrian manufacturer of **high pressure compressor systems** for air, natural gas, technical and industrial gases (process gases), in the power range from 30 to 8000 hp and for pressures up to 8700 psi.

As a single source **LMF** offers design, engineering, production, testing under full load, erection, start-up and related services with over 60 years of experience in the compressor business.

LMF with its factory 30 km south of Vienna, exports more than 95% of its production to countries all over the world for many different applications, mainly in the oil & gas producing (and transporting) industry, the chemical, petrochemical and plastics industry, and many more.

Main product lines

- Air and watercooled compressor units
- Watercooled compressors with vertical and balanced-opposed cylinder arrangements, lubricated or non-lubricated, especially for PET and CNG
- High speed balanced-opposed compressors
- High pressure compound units
- Compound units with integrated nitrogen separation system
- Special compressor units, produced according to customer specifications



Oesterreichische Kontrollbank AG
www.oekb.at



Oesterreichische Kontrollbank Aktiengesellschaft (OeKB) is Austria's main **provider of financial and information services to the export industry and the capital market**. True to its mandate to support the Austrian economy, OeKB has served trade and industry since the institution's founding in 1946.

OeKB offers a wide range of specialised services to companies in all sectors, including financial institutions and Austrian government agencies. OeKB acts as a central hub in the markets, operating impartially and in accordance with its sustainability policy. Its shareholders are Austrian commercial banks.

Funding for international activities on favourable terms

Guarantees and avals (third-party guarantees of payment on bills of exchange) are the key to OeKB's Export Financing Scheme. With these, OeKB backs the lending of its customers' own banks, which facilitate exports and investment abroad through attractively priced credit.



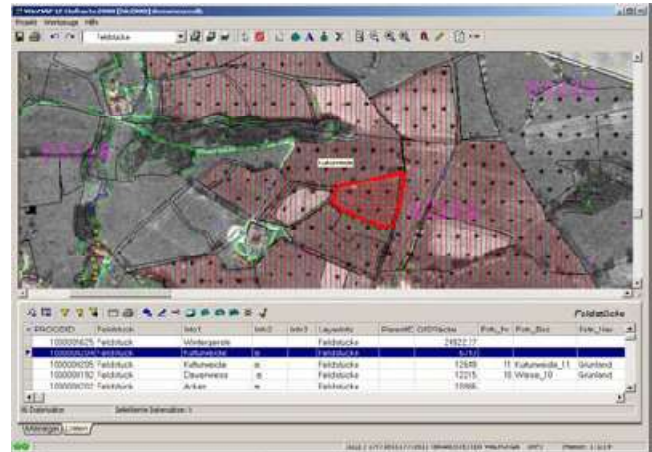
**Austrian Business Mission
Luanda / Angola
10 - 14 May 2010**



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PALFINGER stands for innovative **lifting, loading and handling solutions** at the interfaces of the transport chain. This is how we make our customers more successful worldwide. For many years PALFINGER has been one of the world's leading manufacturers of hydraulic lifting, loading, and handling systems.

PALFINGER is the worldwide market leader in the segment of **truck mounted hydraulic knuckle boom cranes**. The company is known for its leadership in technology and service. With a network of more than 4.000 sales- and service points in more than 130 countries we are always in proximity to our customers.

In EPSILON timber and recycling cranes and hook loaders (PALIFT and GUIMA) PALFINGER is also the world's biggest manufacturer. Moreover PALFINGER can offer a wide product range with MBB tail lifts, BISON and WUMAG truck mounted access platforms or RAILWAY applications and bridge inspection units.

The Group has production and assembly facilities in Europe, in North and South America as well as in Asia.

PROGIS Software GmbH is a specialist in the development of **Geographic Information Systems (GIS)** software and applications for the rural area.

With the core-product WinGIS, a Windows based object-oriented and hybrid GIS, we offer applications for agriculture, forestry, ecology, risk and land management, for logistics, community and utility management, Geo-INFOtainment, precision- and virtual farming but also for governmental solutions like land consolidation or the development of a cadastre. In addition to the development of software, PROGIS focuses on organisational tasks like the furthering of political awareness, professionalism and competence, training and know-how transfer.

The PROGIS product line includes:

- A state of the art, object-oriented and hybrid (raster & vector) GIS software "WinGIS" with tools and a complete software development environment.
- A group of applications - AGROffice - which covers the needs of agricultural-, forestry-, environmental-, rural area- and rural logistics management, etc.



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10 - 14 May 2010**



Starlinger & Co. Ges.m.b.H.

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Starlinger



Starlinger leads the world market in the field of **machinery and process technology for woven plastic sack production** and offers the world's widest range of plant machinery in this field. Technology offered includes the world famous AD*STAR® block bottom valve sack concept for cement and other products, internationally patented by Starlinger, as well as FIBC production and testing and raffia sack plants for bulk and retail packaging.

Starlinger **recycling technology** offers a spectrum of innovative machinery solutions for food-safe bottle-to-bottle recycling of PET and for efficient reclamation of hard-to-process waste from PE, PP, PA, PS, PET, and other plastics.

The family enterprise, which has been in the machine building business for 175 years, has nearly 40 years' experience as supplier of complete turnkey plants to Africa and has equipped 199 factories on the African continent. Starlinger has production sites in Weissenbach, Lower Austria and branch offices and agents worldwide. With an export quota of over 99.5%, Starlinger is quality and technology leader in more than 130 countries.

TTI Personaldienstleistung GmbH

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The Human Resource and Recruitment Consultancy, T.T.I. Personaldienstleistung, since its very first days, has successfully provided more than 2.700 leading organisations and companies both in Austria and overseas with **qualified personnel for the widest range of projects** and sites. On average, T.T.I. employs some 1.100 persons per annum.

The specialist division, T.T.I. Personnel Solutions International, (PSI) has been operating successfully for over a decade now in providing **specialist manpower** to clients on the international market for their diverse sites and projects.

Our clients special fields include:

- Oil and gas industry (offshore and onshore)
- Thermal Power Stations
- Hydro Power Stations
- Petrochemical plants
- Pipelines
- Electrical engineering
- Industrial plants (steel, cement, paper industries, water treatment)
- Civil and engineering and tunneling
- Mining industry
- Transport and conveying technology
- Hospitals and Life Science Institutions

Foremost in all our activities is our aim to provide our clients with individually perfected solutions in the form of the ideal personnel for their special projects.



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10 - 14 May 2010**



VA INTERTRADING Aktiengesellschaft

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VA INTERTRADING AKTIENGESELLSCHAFT (VAIT) is Austria's largest commodity trading house. The main shareholder is Austria's steel producer voestalpine AG, majority shareholders are BANK AUSTRIA, ERSTE BANK and RAIFFEISEN.

VAIT was established in 1978 and has presently a turnover of 1 - 1.6 billion EURO. The company is a pure trading company being active in international trade of

- steel and raw materials
- foodstuff
- chemicals
- pharmaceuticals
- agricultural machinery and
- technical products

The company has more than 30 international subsidiaries and more than 95 % of the business is realized outside of Austria. Besides its own representatives VAIT has joint ventures and a network of agency agreements in approximately 100 countries. It is providing financial and logistical services in order to support its trading activities.

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WB Panel Bridge

With a history going back to 1854, Waagner-Biro Stahlbau is a successful international group specializing in the fields of **bridge construction, steel and mechanical engineering**. Some 10,000 reference installations around the world testify to Waagner-Biro's comprehensive capability to perform the complete range of services for steel bridge superstructures, including design, engineering, fabrication, supply, erection, supervision, inspection, maintenance and rehabilitation.

PANEL BRIDGES

The Waagner-Biro panel bridge is a modular bridge system which can be easily adapted to different span widths (over 70m possible). The system is particularly suited to temporary applications as, for example, an emergency bridge, temporary bridge, or military bridge.

MODULAR BRIDGES

Based on the proven basic idea of truss structures, this is a modular concept that offers all benefits of modern bridge construction and the highest level of flexibility with regards to bridge width, span length and load. Over the past 10 years, Waagner-Biro has delivered around 2200 modular bridges. Modular bridges are used mainly for permanent and semi-permanent bridging of valleys and rivers. The main advantages of the modular bridge system are low unit weights of bridge components, high durability, long service life, simple assembly with unskilled assistants, low maintenance and replaceable elastomeric bearings.



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Federal Economic Chamber - ADVANTAGE AUSTRIA

Africa / Middle East

Mr. Andreas Meindl

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Areas:

Africa

Middle East



Areas (amongst others)

Angola

Kenya

Mozambique

Namibia

South Africa

Tanzania

etc.



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Areas:

Angola

Malawi

Mozambique

Zambia

Zimbabwe

