

## Austria –

### Where Medical Technology Moves Mountains

A long tradition in mechanical engineering, innovative companies, and research facilities together with a fertile environment featuring funding, a supportive infrastructure, and short paths comprise the drivers of Austria's thriving medical technology industry. The sector's pronounced expertise ranges from diagnostics, imaging, monitoring to sensor technology, robotics, automation, and 3D printing. One focal point is regenerative medicine, from implants and tissue engineering to prosthetics, orthotics, and rehabilitation. Austrian medical technology companies mostly specialise in niche markets and boast an exceedingly high export rate of up to 98%. A strong supplier industry in the fields of plastics and mechanical engineering promote the development of new products. About 37% of medical technology companies focus on medical software, telemedicine, and e-health solutions.

**3.2%** R&D/GDP ratio

**No. 1** in the EU for direct and indirect research funding

**14%** research premium

**No. 1** in the EU for employee training

**16%** above the EU average for labour productivity

Source: Statistics Austria 04/2023, European Innovation Scoreboard 2023, IMD World Competitiveness Yearbook 2023, EU Commission 08/2023



**626**  
companies and startups



**61,800**  
employees



**€ 18.6 billion**  
in revenue



**€ 2.7 billion**  
in R&D expenditures



**98%**  
export rate



**4.11%**  
projected growth

Source: Institute for Industrial Research (IWI)  
on behalf of AUSTROMED 2023, Life Science  
Austria Report 2021, Statista 2023

# The Ecosystem

## In Good Company – The Optimal Environment for Your Success

An effective public sector funding system for companies, a cluster policy supporting the cooperation of business with a wealth of innovative minds combined with an active startup community make Austria an interesting business location for international companies in the health industry.

### Clusters and Networks

- > Austromed
- > Cluster Life Sciences Tirol
- > Human.technology Styria
- > IHE Austria
- > LISAvienna
- > Medizintechnik Cluster
- > ÖGBMT
- > ÖMS
- > Platform for healthcare technology

### Companies

#### B | BRAUN

The development office of B. Braun Melsungen AG in Graz, a research and development unit of the parent company, is engaged in the product development of biochemical sensor technology for the medical technology sector.



Greiner Bio One specialises in quality plastics products for use in laboratories. The company is a technology partner for hospitals, laboratories, universities, research facilities, the diagnostic and pharmaceutical industry and biotechnology.



The laboratory in Krems works closely together with university research facilities to conduct research and develop new approaches. Products to treat kidney and liver problems as well as autoimmune diseases and severe allergies are also produced here.



Innovation leader in the research and development of cochlea implants and the globally leading manufacturer of implantable hearing solutions headquartered in Austria, with more than 30 branch offices across the globe.



The global development centre for three- and four-dimensional ultrasound in Zipf: as the location for the GE Healthcare Women's Health Ultrasound Division, Zipf is at the forefront when it comes to obstetrical and gynaecological medical technology.



Vienna is home to a large proportion of Ottobock's research and development activities. The Vienna University of Technology, University of Applied Sciences Technikum Wien, Medical University of Vienna and other renowned local partners drive international research from Vienna.

### Startups and Scaleups



# Research and Education

## Medical Technology in Austria

Austria's advantages include the close links between academic research and medical practice as well as access to qualified employees in science and industry. This is related to the Austria's excellent educational offerings and an outstanding research landscape. The superb quality of life combined with tax incentives also attract international scientists.

### Lower Austria

- > ACMIT Austrian Center for Medical Innovation and Technology: R&D centre in the fields of surgery, sensor technology and therapy planning
- > Danube University Krems: Studies in clinical medicine, orthopaedics
- > Medauston: centre for ion-beam therapy and research
- > Technopol Krems: international centre for health technologies
- > University of Applied Sciences Wiener Neustadt: Studies in functional medical technology/ radiotherapy, diagnostic ultrasound, sonography

### Upper Austria

- > University of Applied Sciences Upper Austria – Campus Linz: Studies in medical engineering, medical diagnostics etc.
- > Johannes Kepler University of Linz: Studies in medical engineering and various research projects

### Tyrol

- > Management Center Innsbruck (MCI): Studies in medical technologies

### Carinthia

- > Carinthia University of Applied Sciences: Studies in digital dental technology, biomedical analytics

### Styria

- > BioTechMed-Graz: Collaboration of the University of Graz, the Medical University of Graz, and the Graz University of Technology
- > Joanneum Research: Health F&E

### Vienna

- > Austrian Institute of Technology AIT: Diagnostics & therapy support, regulatory affairs, healthcare solutions, personalised medicine
- > University of Applied Sciences Technikum Wien: Studies in medical, biomedical, clinical engineering, tissue engineering, regenerative medicine, and health assisted engineering
- > Vienna University of Technology: Research Unit Medical Radiation Physics and Institute of Biomedical Electronics
- > Vienna University of Technology and Medical University of Vienna: Vienna Center for Engineering in Medicine VICEM



Treetop Medical is a young company headquartered in Switzerland which provides smart digital applications to support doctors in their everyday clinical practice. In an extremely short time, the firm generated rapid growth, not least thanks to Austria's attractive funding landscape.

**"The Austrian business location offers precisely the ecosystem we need, featuring an outstanding collaboration between top-notch universities and research units as well as excellent conditions for our international team."**

Michael Roiss, Founder and CEO, Treetop Medical

# How we can support you – at no cost to yourself!

## FIRST CONTACT

- > General information
- > Benchmarking with other countries
- > Sector-specific data
- > Legal & financial information



### Typical questions

Why should I choose Austria?  
What R&D centers can I find in my sector?  
What do I need to set up a company here  
- and how long does it take?

## EVALUATION

- > Finding the right location
- > Cost details
- > Identifying suitable networks
- > Contacting service providers



What's the optimal location for me in Austria?

What is a "collective agreement"?

How much will I spend on labour costs?

What is meant by a "Gewerbeberechtigung"?

## REALISATION

- > Organisation of fact-finding missions
- > Identifying the right grants/funding programmes
- > Finding specific properties/locations
- > Explaining cultural differences



Who can organize all the necessary appointments for me?

How do I find employees here?

Which funding programme is relevant for my project?

## EXPANSION

- > "Troubleshooter"
- > Establishing useful contacts
- > Support of local management in winning expansion project



Our HQ is evaluating different locations – how can I pitch Austria?

Help! I need somebody ...  
[investinaustria.at](https://investinaustria.at)

