

# AUSTRIA EUROPE'S HEART

Economic Reports & Business Guide 2023



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***“Our advice is never just legal, especially when we already have a longer-term business relationship with the client.”***

**ALEXANDER GROHMANN,**  
Partner and Head of Real Estate  
at BAIER Rechtsanwälte

Peter Fassl from HSP Rechtsanwälte also points to Austria's stable legal system and economic and political advantages: “For example, this is a country that loses relatively little time to strikes, a fact that is largely due to our functioning social partnership”, says the expert.

#### **THE ADVICE IS NEVER JUST LEGAL**

However, given the ever increasing complexity of the legal and taxation environment, a successful corporate relocation also requires legal knowhow. And a bundle of other expertise. “Our advice is never just legal, especially when we already have a longer-term business relationship with the client. This applies to both Austrian and foreign clients. International companies benefit in particular from our local contacts”, says the lawyer Alexander Grohmann, Partner and Head of Real Estate at BAIER Rechtsanwälte. There are many areas – such as company, labour, real estate and commercial law – in which companies are faced with challenges that they can only meet with legal support. Without specialist knowledge of the international context and interrelationships it can sometimes be difficult for a relocating company to even identify the key questions and challenges. The result? The company's arrival in Austria's Metropolis on the Danube may not be optimal. “Alongside the classic lawyer's agenda, we also carry out the entire local legal management process on behalf of our international clients. And they also benefit from our local network. This is a win-win situation for everyone, which also enables us to work together much more efficiently”, explains Nemetschke. International networking and maintaining con-

# Relocating With Legal Guidance

There are many reasons why so many international companies come and make a home in Austria. But a successful corporate relocation also requires **legal support**. \*TEXT: *Robert Penz*

**A**s a location, the Alpine Republic is as attractive as ever for international companies. According to an investigation carried out by Vienna University of Economics and Business as part of the “Headquarters in Austria” research project, the regional and divisional headquarters of no fewer than 390 international compa-

nies could be found in the country in May 2022. “The overall economic situation and the social stability in our country continue to make the case for us. And our role as the ‘Gateway’ to the East shouldn't be underestimated either”, explains the lawyer Alfred Nemetschke from the law firm NHK-Rechtsanwälte. His fellow lawyer

tacts form an essential part of this work. "BAIER is a member of 'The Law Firm Network' (LFN), which is represented in over 40 countries", reveals Grohmann. LFN can provide international companies with comprehensive advice about delivering services across borders. Fassel also underlines the importance of such networks: "In international terms, Austria is a very small country that is highly dependent upon exports. This means that it is even more important to build networks and maintain contacts across borders. Conversely, it's very important for foreign companies to join Austrian networks and to understand how these work." What's more, Alfred Nemetschke believes that an



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international network is just as important as a local one.

### **SPECIAL LOCAL FACTORS**

International companies in Austria must pay particular attention to such special local factors as the law governing statutory fees and charges, the interaction between construction law and the law governing operating facilities, the details of commercial law and the fact that building

regulations in Austria are the responsibility of each individual province. In order to keep an overview and remain on the safe side, foreign companies in Austria need a legal "escort". Nevertheless, this remains a country that offers a stable legal and tax environment, an excellently qualified workforce and a high quality of living in a fascinating geopolitical location.