

MAJOR COMPANIES IN ROMANIA

MCR

2016 EDITION

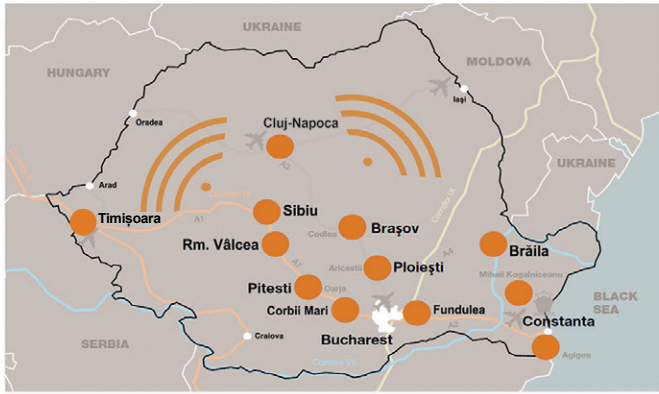
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- Loading docks: 1/1,000 m²
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- Car parking space
- Columngrid 22.80 m x 12.00 m
- Centrally secured site (wired fence and 24 h operated gatehouse)



MAJOR COMPANIES IN ROMANIA

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TOP MCR:

- BANKING
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TOP MCR:

- OIL & GAS
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TOP MCR:

- CHEMICAL BASE PRODUCTS
- CHEMICAL PRODUCTS
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- LUBRICANTS
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043 PHARMACEUTICALS

TOP MCR:

- PHARMACEUTICAL PRODUCTS
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- PHARMACY CHAINS

047 GLASS & CERAMICS

TOP MCR:

- GLASS
- CERAMICS
- TRADE

049 METAL & METALWORKING

TOP MCR:

- BASIC METAL PRODUCTS
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- TOOLS, CUTLERY AND IRONMONGERY
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By Daniel Pana, Country Manager, SAS Analytical Solutions

TOP MCR:

- SOFTWARE
- HARDWARE
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- TELECOMMUNICATIONS SERVICES
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- TELECOMMUNICATIONS INFRASTRUCTURE
- OFFICE EQUIPMENT

077 ENGINEERING & CONTRACTORS

TOP MCR:

- INDUSTRIAL CONTRACTORS
- ENGINEERING CONSULTANTS
- CERTIFICATION
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- TESTING

081 CONSTRUCTIONS

TOP MCR:

- CONTRACTORS
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- GAS, WATER, PLUMBING, HVAC CONTRACTORS
- ARCHITECTS
- BUILDING MATERIALS AND PRODUCTS
- BUILDING MACHINERY AND EQUIPMENT

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TOP MCR:

- PROPERTIES DEVELOPMENT AND MANAGEMENT
- COMMERCIAL BUILDINGS AND BUSINESS CENTRES
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- FACILITY MANAGEMENT AND CLEANING SERVICES
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By Esat Özoguz, General Manager, Kastamonu Romania

TOP MCR:

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- FURNITURE AND HOME DECORATIONS
- PAPER, CARDBOARD AND PRINTING

107 TEXTILES & LEATHER

TOP MCR:

- FIBERS
- FABRICS
- WEARING APPAREL

- FOOTWEAR AND LEATHER GOODS
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113 AGRICULTURE & LIVESTOCK

TOP MCR:

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2017 WILL BRING THE LAUNCH OF NEW TASTES, NEW PRODUCTS, AND INNOVATION

By Eberhart Raducanu, General Manager/ Head of Sales South East Europe, Döhler Romania

TOP MCR:

- FOOD
- BEVERAGES
- TOBACCO
- HYGIENE AND CLEANING
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TOP MCR:

- CASH AND CARRY
- HYPERMARKETS





- SUPERMARKETS
- ONLINE RETAILERS/ E-COMMERCE
- BRICOLAGE
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TOP MCR:

- PASSENGER CARS PRODUCERS
- CAR IMPORTERS
- DEALERS
- COMMERCIAL VEHICLES AND TRAILERS
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- ELECTRIC AND ELECTRONIC PARTS
- RUBBER AND PLASTIC PRODUCTS
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COACHING, A WAY OF GROWING AND DEVELOPING SYSTEMS AND QUALITY

By Mihai Stanescu, Executive Coach, RoCoach

TOP MCR:

- BUSINESS MANAGEMENT CONSULTANTS
- FINANCIAL MANAGEMENT CONSULTANTS AND SERVICES
- AUDIT, ACCOUNTING, FAS AND TAX SERVICES
- OUTSOURCING SERVICES
- HR SERVICES AND CONSULTANTS
- PAY-ROLL
- EXECUTIVE SEARCH
- MARKETING AND SALES
- PUBLIC RELATIONS (PR) AND COMMUNICATION CONSULTANTS
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TOP MCR:

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- TOURISM, TRAVEL AGENTS, TOUR OPERATORS
- SAFETY AND SECURITY
- RECYCLING AND ENVIRONMENTAL SERVICES

227 MEDIA & ADVERTISING

TOP MCR:

- ADVERTISING AGENCIES
- MEDIA AGENCIES
- PUBLISHING

231 HEALTHCARE

TOP MCR:

- MEDICAL CENTERS
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- MEDICAL EQUIPMENT



RANKING METHODOLOGY FOR MAJOR COMPANIES IN ROMANIA

Developed by EY Romania and Doingbusiness.ro

EY ROMANIA AND DOINGBUSINESS.RO DEVELOPED THE PRESENT STUDY

by analyzing a composite mix of indicators based on the results reported by companies registered in Romania for 2015. EY Romania, together with doingbusiness.ro, have put together an in-depth assessment algorithm, which balances the most relevant business performance indicators, factoring in the particular conditions of today's economic context. The ranking methodology includes a scoring system by which each company is assessed, based on turnover, financial and non-financial aspects, all considered by separate weights which reflect our insights regarding the specifics of doing business in the local market.

The most important criteria taken into consideration by our methodology was the turnover reported by companies. This was further weighted alongside other financial and non-financial performance aspects. The indicators included in this methodology are computed based on public information disclosed either by

authorized bodies and institutions or by the companies themselves. The analysis of non-financial indicators was applied to aspects such as average number of employees, type of company (listed, unlisted, large companies, SMEs or microenterprises), corporate social responsibility and environmental initiatives developed in Romania as well as the contribution to developing a local brand. The financial indicators were computed based on information extracted from annual financial statements as at 31 December 2015. A number of financial indicators were selected, such as Total assets turnover, Earnings before Interest, Taxes, Amortization and Depreciation (EBITDA) growth, Current Ratio, Return on Equity Ratio, Debt to Equity Ratio and Interest Coverage Ratio. Each indicator has been assessed based on a scoring grid from 1 to 5 allotted for specific value intervals, 1 being the value assigned for the lowest performance and 5 being assigned for the highest performance.

We have developed a separate methodology for the banking sector. Apart from Total Assets, which represent the major size measure,

we have considered other indicators such as: Net Banking Income growth, Return on Equity, Cost/Income Ratio, Net Interest Income/Income Bearing Assets, Loans/Deposits Ratio. Furthermore, for insurance companies we have considered the Gross Written Premiums ('GWP'), while for leasing companies we have considered annual turnover.

With this revised approach, Major Companies looks at the performance of companies registered in Romania that have filed the financial statements for the year ended 31 December 2015 with the Trade Register. Companies that have not submitted their financial statements for 2015 were not included in this analysis.

EY Romania was pleased to bring its contribution to Major Companies drawing upon its significant experience in serving leading companies and investors across various industry sectors. Our 20 years of experience on the local market allowed us to thoroughly customize the research algorithm in order to reflect the particular aspects of doing business in Romania.

You may access the ranking methodology at mcr.doingbusiness.ro.

LIVING THE HIGHLY

By Radu Soviani, Economic Analyst and Journalist

THE CHIEF EXECUTIVE OFFICERS OF THE MAJOR COMPANIES IN ROMANIA WERE RIGHT LAST YEAR WHEN THEY PREDICTED 2016 WOULD BE A GOOD YEAR.

As we showed back then, CEOs were aiming for an excellent 2016 – defining it as a period when the market evolves within the anticipated parameters and they overachieve their targets by being innovative and being able to develop against the backdrop of a stable legal framework. And that’s what they got: they found new clients, they used innovative digital solutions, they managed to achieve high profitability and to retain their employees, in other words, a growth which needs now to be celebrated. And, as you flip through the pages of Major Companies in Romania 2016, you’ll find that CEOs expect the same growth in 2017 and that they have very strong arguments for this forecast. Last year, we concluded we expect 2016 to be a good year. Nevertheless, we warned that unfortunately, so many times the political decisions distorted the business climate, and this is the greatest danger for 2016, coming from the public finances;

vulnerabilities are being generated by not respecting any fiscal rules, instead of planting the seeds for durable growth. We were right in full: it has been a good year but, unfortunately, we can now notice some of the seeds for a volatile growth. We define volatile growth as growth that is susceptible to be seriously affected by hidden imbalances or by black swans. Nassim Taleb is the one who coined the term ‘black swan’ and introduced it to the general public. According to his definition, ‘a black swan is a highly improbable event with three principal characteristics: it is unpredictable, it carries a massive impact and, after the fact, we manage to concoct an explanation that makes it appear less random and more predictable than it was’.

Are we ready to talk about a ‘black swan’ now? Of course not, because a crisis or recession seems highly improbable now, when the economy is heading for an up to 5% yearly growth and an economic contraction that carries a massive impact also seems highly improbable. But 2016 was the year of highly improbable events. Let us remember the Brexit vote (June 24th) and the election of Donald Trump as the 45th President of the United States (November, 8th) – both breaking news started as highly improbable, both turned into incredibly close ‘contests’ and both materialized events, despite the initial odds. According to the

experts, there is no doubt that what Trump will do in his first 100 days in office (first quarter of 2017), together with what he refrains from doing, will have an enormous impact on the global economy. As you’ll see, in the CEOs’ opinions, Romania seems sheltered from any predictable turmoil. But again, we are living in the age of highly improbable. And even if the majority of Romanian experts say that, if any, that perfect storm will come from abroad, let us present you with an alternative approach. Surely, the context is favorable: Romania is heading towards a higher entrepreneurial economy with a relatively robust labor market (in which workers find paid work, employers still find willing workers and wage rates are somehow determined).

Nevertheless, more and more CEOs are complaining about the scarcity of qualified workforce. And, if they have managed to retain the best employees in 2016, some of them are afraid they have to do much more do have the same result in 2017. There are three objective reasons. The first one is that people want better salaries, as they don’t feel an increase in their standard of living. The second one is the demand for the workforce in a context when private companies are crowding out on the labor force pool. And the third one is an even higher competition coming from the state sector, which offers more stable jobs and incredibly, on the

IMPROBABLE

average, better paid. Statistics show that for the first 10 months in 2016, the public expenses on salaries increased by 10.7%, compared to the same period in 2015. That means roughly one extra billion euros. The most recent official forecast (November 2016) shows, for the end of the year, an average public sector salary (before taxes) of EUR 708, while in the private sector we expect EUR 607. On average, it is less risky and more profitable to be employed by the public sector and this tendency is going to amplify. The point is 72% of the extra expenses of the public budget were directed in the first 10 months of 2016 towards salary increases. The second point is that in the last 2 months of 2016, the expected expenses will surpass the expected revenues by roughly EUR 4.5 billion, so the targeted public deficit of 2.9% of GDP to be reached, and nobody knows where such a huge amount of money will be directed. For sure, it won't go into public infrastructure (this amount alone that is going to be spent in just 2 months would be enough for 550 km of highways). So we have a legitimate question: how is the administration managing the record good year of 2016? To have an answer, we have to add that the public revenue decreased in 2016 (the lower VAT rate was the main reason) and, as a result of the fiscal policy, at the end of the year, we'll have an extra public debt of roughly EUR 6

billion. This is strange as, in the context of a favorable economic period, any administration should 'make room' for fiscal stimulus that is needed in bad times, lowering deficits and public debt. Not this time (it reminds us so much of 2008): with record European growth, the public deficit is growing, while the public debt is growing even more. So, if we are in the position to find a 'black swan' for 2017-2018, this will be a budgetary crisis triggered by higher deficits in perfect times. Of course, this kind of crisis seems highly improbable now, for an economy that is growing at record pace. But, again, at worldwide level, we are living in the age when the highly improbable happens. Nevertheless, there is also good news. The benefits of exciting innovations – particularly those triggered by a mix of artificial intelligence, big data, mobility and individual empowerment, as proved by the CEOs' actions and expectations – are going to have broad economic effects, not just sector specific. This has to compensate the volatile growth (doped by a fiscal stimulus in good times and having as a result a non-inclusive nature) that shrinks the future economic potential. But this is not enough since every ascending phase of the economic cycle should add a financial-political component for a virtuous cycle. Companies will be less nervous if the new administration is able to signal its

intentions after the elections and, equally important, is what the new administration is refraining from doing (how much of the public wages increase promises will be actually fulfilled). Last but not least, entrepreneurs are keen to see how any new administration communicates, as they now ask for a clear vision of where the economy is going and what lies ahead in terms of infrastructure, health services and education for their kids. In 2017, will we find out what 'the black swan' is or will be put in the position to answer if the REAL economic growth cycle has begun with self-fulfilling elements (economic growth, financial and political performance)? Romania is now outperforming most, compared to all other European economies. But what are the benefits of the macro stability, now? And what are the future risks that are favored now? 2017 is going to be crucial to find out whether or not we have an illusory and non-inclusive economic growth that lowers the future economic growth potential and to prove that the macro-stability is not derived just from being lucky, recovering from a big hole while benefiting from the zero interest rate around the globe, with growth still not used for restructuring (of the public sector).

After 'A Good Year', we are heading towards 'A Crucial Year', while living the highly improbable turns out to be the new normal.

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BANKING & FINANCE



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FINANCIAL LEASING
OPERATIONAL LEASING
CAPITAL MARKET INTERMEDIARIES
FUND MANAGEMENT





INTERVIEW

ROMANIAN COMPANIES, IN NEED OF A HIGHLY COMPETENT CORPORATE GOVERNANCE

Radu Craciun, President of the Management Board, BCR Pensii & Vice President, Independent Directors Association

1. As a macro-economist, you are able to see pros and cons of the record growth that is being registered in Romania in 2016 (in terms of dynamics). Can you summarize them?

Indeed, Romania is likely to post this year a remarkable growth rate, most likely close to 5%. This comes in the context of the pro-cyclical fiscal stimulus which has been provided in 2015 and 2016. As a consequence, this has led to a consumption driven growth mirrored by the high wage growth rates and an acceleration of retail sales. The problem is that without a boost of the potential output due to lagging public investments, the growth acceleration is likely to lose steam and be increasingly reflected in external deficits. Therefore, already as of 2017 we should expect an economic slowdown.

2. As a keen observer of the financial markets, have you expected the unexpected in terms of Brexit?

If you refer to the unexpected results of the referendum, I have never pretended to know for sure that there will be no Brexit whatsoever. Therefore, I have never been part of the majority who ended up being totally surprised. If you refer to what some consider to be a rather mild economic reaction to the Brexit, I consider that it's far too soon to talk about this. At the end of the day, the economic impact of the

Brexit, be it positive or negative, will require at least 1-2 years to be found in the economic statistics. It has nothing to do with the initial emotional reaction of the markets or with the short-term consumer sentiment. For the time being, we see a much weaker GBP supporting to some extent the British businesses, but to the same extent making the British poorer and rising the inflationary pressures. I suspect that this is not what the Brexit voters wished for...

3. You are one of the founders of AAI, The Romanian Independent Directors Association, and one of your goals is to raise the professional standards of members of boards of directors, in order to trigger the development of Romanian companies and increase their value. To what extent have you reached your goals in 2016? From this position, do you think that Romanian companies have rather increased their values in 2016 or have their turnover growths been below their potential?

We have to be aware that the macro economic success of Romania relies heavily on how successful Romanian companies are at the microeconomic level. Companies these days have to perform in a very complicated and unpredictable environment. This requires a highly competent and sophisticated corporate governance which not so many Romanian

A STATE-OF-THE-ART CORPORATE GOVERNANCE WOULD HELP ROMANIAN COMPANIES UTILIZE, IN THE MOST EFFICIENT WAY, THE AVAILABLE RESOURCES FOR MAXIMUM RESULTS.

companies have used so far. Confronted with the scarcity of the domestic capital, Romanian companies have no other choice but to compensate for this by having a state-of-the-art corporate governance which would help them utilize, in the most efficient way, the available resources for maximum results. In terms of size and regional footprint, Romanian companies are behind their Hungarian and Polish peers and I believe that the quality of the corporate governance is one of the main reasons.

4. In which ways does the AAI plan to achieve its objectives?

Our main objective is to start to bring the Romanian corporate governance to a higher level. In order to do so, we shall act in a number of directions. First, we want to build within our Association a community of diverse professionals with relevant executive and board membership expertise and with an impeccable reputation. We shall then focus on explaining to the business community the benefits of a professional, high quality board by being present in conferences or by running training sessions on this matter. Finally, we are ready to offer this expertise directly by joining Boards or by coaching or providing consulting to them. It will not be easy, because we know that change is never easy. However, we trust that our persistence and motivation should help us to achieve our goals.

5. Indeed, if achieved, this would mean a significant break with the past. Can AAI achieve this alone?

It would be unrealistic to believe that AAI can do this by itself. We are in the process of identifying potential partners sharing the same goals with us. For instance, the Bucharest Stock Exchange is such a partner and we have already started to synchronise our activities with it. We had very interesting discussions with the Ministry of Economy, as well. Other partners we are thinking of and plan to contact in the near future are EBRD, World Bank, IFC and other similar institutions interested in creating a strong corporate governance expertise in Romania.

6. In 2016, have you seen major steps being taken in the corporate governance of state-owned enterprises? Do you think Romanian private companies have better corporate governance than the state-owned ones?

Well, I think that it is risky to generalize. Nevertheless, the private companies have enjoyed much more performance-driven shareholders than the state-owned ones. The Romanian state proved until recently to be an extremely complacent shareholder, having little interest in the economic performance of the companies which it owned. The direction for a Board and the key performance indicators are provided by the mandate given by the shareholders. As long as the Romanian state has been until recently so relaxed

about its participations, the quality of the corporate governance reflected this. The 'ice' started to be broken by the activism of the minority private shareholders who pushed for an increased transparency and for higher professional standards in the Boards of state-owned companies. This has led to a number of improvements that we have witnessed so far, but moving further requires the state to become a much more sophisticated shareholder pushing for ambitious corporate objectives. I see encouraging signs in this direction and I can only hope that the new government will continue to advance on this path.

7. What would you say were the ups and downs for BCR Pensii and for the private pension system in general, in 2016?

Our business environment is pretty unpredictable, as well, the volatility coming from different directions. The volatility of financial markets translates into the revenues that we receive as fund managers, making budgeting and long-term planning quite challenging. On top of it comes the unpredictability of the legal framework which offers us surprises. The most obvious one is the delayed calendar for the increase of the compulsory private pensions contributions which should have been at 6% from the gross wage by now, but it is still at 5.1%. All this requires us to come in front of our Supervisory Board with very well thought of business cases in which we have to use a more conservative stance.

8. A lot of fiscal measures were taken in Romania in the last year having as a result more disposable income for the population/companies. How has the extra disposable income been used for securing better retirement conditions

THERE ARE REGIONAL LABOUR MARKETS CONFRONTED WITH A VIRTUAL ZERO UNEMPLOYMENT WHICH FORCES EMPLOYERS TO BE INCREASINGLY INNOVATIVE ABOUT THE WAYS IN WHICH THEY CAN RETAIN THE STAFF.

in terms of accessing Pillar 3 of the private pension system?

We see indeed an increased interest for the voluntary private pensions (P3), but I think that the explanation is not related to the fiscal relaxation, but to something else. There are regional labour markets confronted with a virtual zero unemployment which forces employers to be increasingly innovative about the ways in which they can retain the staff. Given that most of them already offer private medical insurance and meal tickets, they have to move to the next level to make a difference. And private pensions are considered the next level for some of them asking for our support.

9. Please make a statement about what the new administration resulted from the elections should bring for the business environment in 2017.

I think that, irrespective of the political parties who will win the next elections, for Romania it is more important than ever to end up with a very professional government, able to deal with the numerous internal and external challenges that the country is facing. Seeing the future as an extrapolation of the recent path would be a terrible mistake. 'Romania Ltd.' is still in a deep need for a professional governance, otherwise risking to derail again from the optimal economic path. One should not forget that Romania's record economic growth rates came together with having one of the deepest recessions in Europe. This means that in order to have a sustainable and persistent development of the country, any future government will have to do much more than to play with the taxes.

BANKING

RANK	BANK NAME	TOTAL ASSETS 2015 (RON)	MARKET SHARE 2015 (%)	PROFIT/ LOSS 2015 (RON)
PEERS MORE THAN 4% MARKET SHARE				
1	BRD - GROUPE SOCIETE GENERALE	20,708,462,003	14.85	445,422,092
2	BANCA TRANSILVANIA	19,824,872,599	14.21	2,417,668,444
3	BANCA COMERCIALA ROMANA	16,241,456,114	11.64	963,426,958
4	RAIFFEISEN BANK	12,030,956,514	8.62	437,564,405
5	UNICREDIT BANK	11,458,562,702	8.21	222,054,978
6	CEC BANK	9,368,435,928	6.72	10,993,682
7	ING BANK N.V., AMSTERDAM SUCURSALA BUCURESTI	7,588,984,359	5.44	269,714,810
8	CITIBANK EUROPE PLC, DUBLIN SUCURSALA ROMANIA	6,971,833,660	5.00	200,711,760
PEERS BETWEEN 1% AND 4% MARKET SHARE				
1	BANCPPOST	4,674,625,151	3.35	35,247,311
2	CREDIT EUROPE BANK (ROMANIA)	4,318,928,878	3.10	50,653,831
3	ALPHA BANK ROMANIA	4,267,029,808	3.06	-26,749,963
4	GARANTI BANK	3,317,206,864	2.38	57,070,785
5	PIRAEUS BANK ROMANIA	2,991,324,039	2.14	-252,444,433
6	BANCA COMERCIALA CARPATICA	2,059,211,584	1.48	-75,448,352
7	BANCA ROMANEASCA - MEMBRA A GRUPULUI NATIONAL BANK OF GREECE	2,033,084,799	1.46	-4,483,325
8	BANCA DE EXPORT IMPORT A ROMANIEI (EXIMBANK)	1,823,685,817	1.31	41,809,676
9	OTP BANK ROMANIA	1,476,189,933	1.06	-110,152,577
PEERS LESS THAN 1% MARKET SHARE				
1	BANCA COMERCIALA INTESA SANPAOLO ROMANIA	1,338,955,114	0.96	10,811,080
2	LIBRA INTERNET BANK	1,036,740,736	0.74	23,854,204
3	BCR BANCA PENTRU LOCUINTE	1,002,421,176	0.72	14,920,638
4	VENETO BANCA SCPA ITALIA MONTEBELLUNA SUCURSALA BUCURESTI	616,007,378	0.44	-149,344,181
5	PATRIA BANK	604,127,016	0.43	-8,058,650
6	BANK OF CYPRUS PUBLIC COMPANY LIMITED NICOSIA SUCURSALA ROMANIA	578,671,793	0.41	1,525,472
7	MARFIN BANK (ROMANIA)	484,325,310	0.35	-9,985,273
8	CREDIT AGRICOLE BANK ROMANIA	458,290,011	0.33	-16,738,669
9	IDEA BANK	398,238,475	0.29	-34,252,140
10	BANK LEUMI ROMANIA	381,046,326	0.27	-24,453,032
11	PROCREDIT BANK	332,277,434	0.24	8,390,015
12	BNP PARIBAS FORTIS SA/NV BRUXELLES SUCURSALA BUCURESTI	301,437,553	0.22	-9,773,065
13	BANCA ROMANA DE CREDITE SI INVESTITII	226,515,492	0.16	-27,488,469
14	BANCA COMERCIALA FERROVIARA	173,158,867	0.12	1,024,692
15	TBI BANK EAD SOFIA SUCURSALA BUCURESTI	136,558,229	0.10	-55,466
16	RAIFFEISEN BANCA PENTRU LOCUINTE	110,398,654	0.08	1,007,650
17	BLOM BANK FRANCE SA PARIS SUCURSALA ROMANIA	92,798,399	0.07	6,050,397
18	PORSCHE BANK ROMANIA	67,982,467	0.05	322,383

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GENERAL INSURANCE

RANK	COMPANY NAME	GWP GENERAL INSURANCE 2015 (RON)	MARKET SHARE 2015 (%)	PROFIT/ LOSS 2015 (RON)
1	OMNIASIG VIENNA INSURANCE GROUP	976,686,917	14.08	15,836,541
2	ALLIANZ - TIRIAC ASIGURARI	953,663,318	13.75	81,757,849
3	GROUPAMA ASIGURARI	758,682,603	10.94	16,548,064
4	EUROINS ROMANIA ASIGURARE REASIGURARE	718,403,549	10.36	-299,754,824
5	ASIROM VIENNA INSURANCE GROUP	637,646,129	9.19	-50,510,109
6	CARPATICA ASIG	583,738,881	8.41	-204,382,536
7	SOCIETATEA DE ASIGURARE-REASIGURARE CITY INSURANCE	502,153,050	7.24	-5,074,508
8	SOCIETATEA ASIGURARE-REASIGURARE ASTRA*	435,704,140	6.28	N/A

9 **GENERALI ROMANIA SA**


GWP GENERAL INSURANCE 2015 (RON): 414,665,704

MARKET SHARE 2015 (%): 5.97

PROFIT/ LOSS 2015 (RON): 67,954,975



Bucuresti, Sector 1
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 Adrian Marin
 General Manager

10	UNIQA ASIGURARI	363,901,854	5.25	4,342,518
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LIFE INSURANCE

RANK	COMPANY NAME	GWP LIFE INSURANCE 2015 (RON)	MARKET SHARE 2015 (%)	PROFIT/ LOSS 2015 (RON)
1	NN ASIGURARI DE VIATA	628,737,959	34.66	18,630,203
2	BCR ASIGURARI DE VIATA VIENNA INSURANCE GROUP	262,455,424	14.47	21,716,352
3	METROPOLITAN LIFE ASIGURARI	235,291,252	12.97	178,151,732
4	ASIROM VIENNA INSURANCE GROUP	102,953,055	5.68	-50,510,109
5	ALLIANZ - TIRIAC ASIGURARI	100,791,205	5.56	81,757,849
6	BRD ASIGURARI DE VIATA	90,529,272	4.99	14,008,705
7	EUROLIFE ERB ASIGURARI DE VIATA	73,198,833	4.04	2,424,456

8 **GENERALI ROMANIA SA**


GWP LIFE INSURANCE 2015 (RON): 70,377,683

MARKET SHARE 2015 (%): 3.88

PROFIT/ LOSS 2015 (RON): 67,954,975



Bucuresti, Sector 1
www.generali.ro
 Adrian Marin
 General Manager

9	ERGO ASIGURARI DE VIATA	46,199,618	2.55	-737,267
10	GROUPAMA ASIGURARI	46,189,541	2.54	16,548,064

INSURANCE BROKERS

RANK	BROKER NAME	TOTAL LIFE INSURANCE 2015 (RON)	TOTAL GENERAL INSURANCE 2015 (RON)	TOTAL LIFE & GENERAL INSURANCE 2015 (RON)	MARKET SHARE 2015 (%)
1	SAFETY BROKER DE ASIGURARE SRL	892,174	385,688,359	386,580,533	7.43
2	MARSH - BROKER DE ASIGURARE-REASIGURARE SRL	8,128,224	311,771,504	319,899,728	6.15
3	TRANSILVANIA BROKER DE ASIGURARE SRL	590,881	286,552,960	287,143,841	5.52
4	DESTINE BROKER DE ASIGURARE-REASIGURARE SRL	3,547,530	230,345,942	233,893,472	4.49
5	INTER BROKER DE ASIGURARE SRL	486,279	226,500,440	226,986,719	4.36

* GWP at June 30, 2015

**sources: www.asfromania.ro, www.mfinante.ro

INSURANCE BROKERS

RANK	BROKER NAME	TOTAL LIFE INSURANCE 2015 (RON)	TOTAL GENERAL INSURANCE 2015 (RON)	TOTAL LIFE & GENERAL INSURANCE 2015 (RON)	MARKET SHARE 2015 (%)
6	DAW MANAGEMENT - BROKER DE ASIGURARE SRL	78,553	196,900,238	196,978,791	3.78
7	CAMPION BROKER DE ASIGURARE SRL	3,405,195	150,776,879	154,182,074	2.96
8	UNICREDIT INSURANCE BROKER S.R.L.	371,018	144,541,370	144,912,388	2.78
9	PORSCHE BROKER DE ASIGURARE S.R.L.	10,792	135,959,872	135,970,664	2.61
10	UNITY BROKER DE ASIGURARE REASIGURARE SRL	-	106,830,976	106,830,976	2.05
TOTAL (1-10)		17,510,646	2,175,868,540	2,193,379,186	42.14
TOTAL		129,032,557	5,076,101,596	5,205,134,153	100.00

PILLAR II PENSION FUNDS ADMINISTRATORS

RANK	COMPANY NAME	FUND NAME	NET ASSETS 2015 (RON)	NET ASSETS YEAR VARIATION	NO. OF PARTICIPANTS 31 DEC 2015	PROFIT/ LOSS 2015 (RON)
1	NN PENSII SAFPP SA	NN	9,135,910,000	27.95%	1,881,460	314,452,736
2	ALLIANZ-TIRIAC PENSII PRIVATE SAFPP SA	AZT VIITORUL TAU	5,411,010,000	27.62%	1,464,425	110,859,772
3	METROPOLITAN LIFE SAFPP SA	ALICO	3,490,300,000	28.79%	915,524	109,509,632
4	AEGON PENSII SAFPP SA	VITAL	2,263,680,000	32.38%	804,241	76,333,911
5	GENERALI SAFPP SA	ARIPI	2,074,280,000	29.64%	637,027	65,485,269
6	BCR PENSII SAFPP SA	BCR	1,522,920,000	33.59%	543,687	58,919,077
7	BRD SAFPP SA	BRD	775,480,000	36.05%	310,016	19,107,346

PILAR III PENSION FUNDS ADMINISTRATORS

RANK	COMPANY NAME	FUND NAME	NET ASSETS 2015 (RON)	NET ASSETS YEAR VARIATION	NO. OF PARTICIPANTS 31 DEC 2015	PROFIT/ LOSS 2015 (RON)
1	NN ASIGURARI DE VIATA SA	NN OPTIM	477,030,000	23.38%	125,983	9,940,386
2	BCR PENSII SAFPP SA	BCR PLUS	214,000,000	25.37%	112,847	6,316,205
3	ALLIANZ-TIRIAC PENSII PRIVATE SAFPP SA	AZT MODERATO	167,120,000	16.31%	36,822	3,233,581
4	NN ASIGURARI DE VIATA SA	NN ACTIV	141,620,000	18.31%	38,099	3,634,049
5	ALLIANZ-TIRIAC PENSII PRIVATE SAFPP SA	AZT VIVACE	66,550,000	9.10%	20,470	1,338,303
6	BRD SAFPP SA	BRD MEDIO	64,860,000	25.45%	19,020	596,972
7	CERTINVEST PENSII SAFPP SA	PENSIA MEA	45,150,000	10.93%	10,095	777,807
8	S.A.I. RAIFFEISEN ASSET MANAGEMENT SA	RAIFFEISEN ACUMULARE	57,300,000	15.80%	10,078	1,421,453
9	GENERALI SAFPP SA	STABIL	12,890,000	18.80%	5,097	226,718
10	AEGON PENSII SAFPP SA	AEGON ESENTIAL	5,700,000	6.54%	3,807	282

FINANCIAL LEASING

RANK	COMPANY NAME	TOTAL TURNOVER 2015 (RON)	TOTAL TURNOVER (2014. RON)	ANNUAL TURNOVER GROWTH (%)	PROFIT/LOSS 2015 (RON)	CONTACT
1	IVECO CAPITAL LEASING IFN SA	465,208,231	369,001,533	26.07	-51,183,332	BUCURESTI. SECTOR 1
2	UNICREDIT LEASING CORPORATION IFN SA	379,760,934	471,965,581	-19.54	15,906,838	BUCURESTI. SECTOR 1
3	BCR LEASING IFN SA	360,179,085	440,017,454	-18.14	26,000,829	BUCURESTI. SECTOR 3
4	IDEA LEASING IFN SA	337,797,960	653,615,895	-48.32	-2,233,180	BUCURESTI. SECTOR 1
5	RAIFFEISEN LEASING IFN SA	228,967,073	148,797,791	53.88	12,562,772	BUCURESTI. SECTOR 1
6	RALFI IFN SA	224,464,087	94,146,766	138.42	31,056,889	BUCURESTI. SECTOR 2

FINANCIAL LEASING

RANK	COMPANY NAME	TOTAL TURNOVER 2015 (RON)	TOTAL TURNOVER (2014. RON)	ANNUAL TURNOVER GROWTH (%)	PROFIT/ LOSS 2015 (RON)	CONTACT
7	PORSCHE LEASING ROMANIA IFN SA	193,534,357	189,565,283	2.09	21,410,426	VOLUNTARI. ILFOV
8	BRD FINANCE IFN SA	190,912,912	161,940,874	17.89	10,097,099	BUCURESTI. SECTOR 1
9	PIRAEUS LEASING ROMANIA IFN SA	179,049,039	317,857,676	-43.67	-149,064,067	BUCURESTI. SECTOR 1
10	RSL LEASING IFN SA	162,356,528	66,864,263	142.82	-1,461,075	BUCURESTI. SECTOR 3
11	DEUTSCHE LEASING ROMANIA IFN SA	147,735,044	153,021,084	-3.45	12,819,632	BUCURESTI. SECTOR 2
12	IMPULS - LEASING ROMANIA IFN SA	145,678,336	140,271,558	3.85	24,427,682	BUCURESTI. SECTOR 2
13	MOTORACTIVE IFN SA	125,218,602	149,850,288	-16.44	12,063,123	BUCURESTI. SECTOR 2
14	IKB LEASING FINANCE IFN SA	121,704,086	87,226,845	39.53	1,671,629	BUCURESTI. SECTOR 1
15	ERB LEASING IFN SA	110,960,249	210,463,382	-47.28	5,889,238	BUCURESTI. SECTOR 2
16	CREDIT EUROPE LEASING IFN SA	109,581,268	42,840,037	155.79	11,018,904	BUCURESTI. SECTOR 6
17	BRD SOGELEASE IFN SA	106,042,855	104,286,569	1.68	10,445,731	BUCURESTI. SECTOR 1
18	TIRIAC LEASING IFN SA	100,546,980	103,425,054	-2.78	13,145,780	BUCURESTI. SECTOR 1
19	BT LEASING TRANSILVANIA IFN SA	99,416,333	116,106,918	-14.38	8,679,117	CLUJ-NAPOCA. CLUJ
20	VFS INT. ROMANIA IFN SA	96,632,683	144,055,741	-32.92	13,183,564	BUCURESTI. SECTOR 6
21	BNP PARIBAS LEASE GROUP IFN SA	80,722,464	68,793,988	17.34	10,085,769	BUCURESTI. SECTOR 1
22	RCI LEASING ROMANIA IFN SA	53,461,482	57,287,465	-6.68	14,505,330	BUCURESTI. SECTOR 1
23	ERSTE GROUP IMMORENT ROMANIA IFN SA	49,595,036	56,384,784	-12.04	-10,897,993	BUCURESTI. SECTOR 3
24	ALPHA LEASING ROMANIA IFN SA	46,419,374	37,776,664	22.88	869,396	BUCURESTI. SECTOR 2
25	NBG LEASING IFN SA	45,856,935	118,451,449	-61.29	-6,473,283	BUCURESTI. SECTOR 2
26	MARFIN LEASING IFN (ROMANIA) SA	42,177,015	59,200,605	-28.76	-19,242,132	BUCURESTI. SECTOR 1
27	ROMEXTERRA LEASING IFN SA	31,469,448	66,977,320	-53.01	8,405,823	IASI. IASI
28	TBI LEASING IFN SA	17,078,875	22,893,170	-25.40	1,170,217	BUCURESTI. SECTOR 1
29	OTP LEASING ROMANIA IFN SA	4,366,374	35,161,763	-87.58	-6,244,488	BUCURESTI. SECTOR 1



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INTERVIEW

THE OPERATIONAL LEASING MARKET – PROSPECTS AND TRENDS

Frédéric Banco, General Manager, ALD Automotive Romania

1. Where does the operational leasing market stand in 2016 in terms of growth and prospects?

For 2016, the operational leasing market witnesses a positive trend as the ASLO results reported for the first 9 months indicate more than 57,000 units, which further translates into a 7% growth compared to the same period of last year. We have witnessed a constant growth from one year to another and this is triggered, on the one hand, by the dedicated consultancy activities of the operational leasing companies and, on the other hand, by the customized mobility solutions they develop in order to best meet customers' expectations.

The local operational leasing market does present significant growth potential and it is our main objective to identify those perspectives in order to capitalise on this opportunity. In this respect, with our dedicated products and White Label partnerships with the producers, we approach the segment of the SMEs whose owners start considering the benefits of the operational leasing. In parallel, our efforts are focused on raising awareness considering the logistical and financial advantages that this product can bring to their business.

2. What segment of the market was more dynamic in 2016 – was it fleet management or long-term car leasing? What are the prospects for the Romanian market regarding those sectors in 2017?

At the end of 2015, 80% of the contracts between ALD Automotive and its customers were full operational leasing, and the remaining 20% were fleet

management ones. Our segmentation of the business lines reflects the industry pattern since, according to ASLO, 73% of company portfolios are full operational leasing contracts, whereas 18% cover fleet management, and the rest covers operational leasing without administration services. Compared to the previous year, we are witnessing a slight growth in terms of customers' preferences for the full operational leasing contracts, which is accounted for by the fact that they have understood and grown more accustomed to the benefits of this product versus other forms of financing – predictability and transparency, as well as by the efforts made by major companies in the industry in terms of consultancy activities.

3. Have companies understood better the advantages of operational leasing in 2016? If so, how has this improved their businesses?

2016 appears to have been a positive year for the operational leasing market, especially if the ASLO estimates are reached by the end of the year. Most players have identified and capitalised on the growth opportunities in the market, and one such business line is that of the custom solutions created for addressing the needs of SME owners.

Moreover, for ALD Automotive, besides corporate customers, one of the main focuses has been the SME segment, which accounted for 18% of our portfolio in terms of number of customers and on which we focused much of our activities. Apart from the strategic White Label partnerships which we have launched, and intend on further developing, our

SMEs ARE OUR FOCUS IN THE MEDIUM AND LONG TERM AND, IN THIS RESPECT, WE ARE GOING TO LAUNCH DEDICATED PRODUCTS AND ESTABLISH NEW WHITE LABEL PARTNERSHIPS.

team has offered consultancy services to SME business owners in view of helping them get an overview of operational leasing products. Up to this point, there are positive signs as we are witnessing interesting shifts in their approach and willingness to test mobility solutions tailored to their exact expectations and needs. Operational leasing products are designed as support solutions for businesses, providing mobility, flexibility, as well as predictability of costs. Business owners ought not to be surprised by extra bills at the end of the month, as there is a fixed cost per month associated to this service, which is an important benefit both for large company fleets, and for SME owners.

4. What are the main challenges and opportunities for the operational leasing market in 2017?

In 2017, one of the main opportunities for the market will remain the segment of the SMEs and the associated mobility solutions which operational leasing companies can create for them. Taking into account the fact that Romania is among the EU countries with the highest number of SMEs that consequently generate an important contribution to the GDP, the potential in addressing their needs by custom operational leasing products remains considerable.

Innovation and digitalization also represent one of the main challenges for both main players in the market and customers. There is a clear demand from clients who need quick access to a whole set of integrated data regarding their fleets under administration, and ALD Automotive has already implemented solutions for the customers in this regard.

Moreover, given the international trends whose adoption rate is on the increase in Romania, as well, we expect the environmentally friendly trend of electric and hybrid vehicles to grow given the recent support from the authorities in granting subsidies to city councils, public institutions or economic agents thanks to which they can access up to 80% of the amount necessary for implementing power charging stations for electric vehicles. Nevertheless, this will be synchronized with the aim of the European Union that, by 2030, all Member States should have reduced by 50% the

number of conventional fuel vehicles and that, by 2050, these should have been progressively removed from the cities.

Another opportunity to be considered by operational leasing companies is telematics. Telematics has the potential to generate a range of favourable changes for all those involved in the automotive industry, users and car fleet managers alike, such an example being the reduction of costs and the improvement of the relationship with customers.

5. What makes ALD Automotive a leading company in your sector?

In our 11 years of presence and operation on the Romanian market, we have been investing all our efforts and capabilities in becoming better, being one step ahead of other players and meeting our customers' expectations by way of quality services to the highest professional standards.

Given our consistent international expertise, we, at ALD Automotive, have the know-how needed for implementing and designing up-to-date mobility solutions that bring added value to our customers in Romania. Our commitment to our customers, fleet managers and drivers can also be seen in the digitalization of our services in order to help them enjoy the experience of our operating lease products to the utmost. Thanks to our digital set of products, fleet managers have real-time access to the resources under their administration and can optimize their allocation more effectively.

We are also concerned about drivers' safety and, in this respect, we have a partnership with the Titi Aur Academy thanks to which users can take defensive driving classes and can also learn ways in which to contribute to environmental protection during the eco driving sessions. Moreover, vehicle maintenance is performed only in authorized service workshops and the units are equipped with premium tires unless the customers specifically choose a different range.

Our constant performance in terms of financial results and market share contributes to our positioning among the leading companies in the local operating lease industry. Nevertheless, this drives us to achieve a very good quality in everything we do, to set new standards in terms of customer service and to innovate our activity.

IN 2017, ONE OF THE MAIN OPPORTUNITIES WILL REMAIN THE SEGMENT OF THE SMEs AND THE ASSOCIATED MOBILITY SOLUTIONS WHICH OPERATIONAL LEASING COMPANIES CAN CREATE FOR THEM.



In achieving all this, we rely on our team of professionals and its vast expertise.

6. ALD Automotive offers services and solutions in 53 countries – what would you say are the main similarities and differences between Romania and other countries in your business?

Both directly and through business partnerships, ALD Automotive offers its services and solutions to customers in 53 countries. In Romania, the company was established in 2005 and has benefited from the very beginning from the international expertise of the group, identifying the opportunities and trends whose implementation would generate immediate and long-term benefits for its Romanian customers, too. Over the years, we can say for sure that European trends are becoming increasingly visible on the local market as well, which is also supported by our customers' openness and demand.

Of course, the operational leasing industry is better developed in Western European countries where nearly 75% of corporate customers choose to outsource these services to specialized companies. Likewise, the range of available services differs from one country to another given the different cultures and development levels. For example, in Europe and China, ALD Automotive manages 8,000 electric vehicles and more than 30,000 hybrids, while, in Romania, customers' focus on environmentally friendly vehicles has only just started growing since last year.

Another difference between international markets and the Romanian market has to do with the degree of

penetration of operating lease services in the SMEs segment. There is still room for improvement since it was only last year that operational leasing products started gaining ground in this direction, as opposed to other markets abroad where the things are already looking better. SMEs are our focus in the medium and long term and, in this respect, we are going to launch dedicated products and we are going to establish new White Label partnerships with the producers in order to be their preferred option when choosing this financing product.

7. At global level, ALD Automotive has proudly recorded an 8% annual growth in the last 10 years. What are the dynamics and forecasts for Romania?

Our activities for 2015 have generated a total turnover of EUR 30.5 million, based on the international financial reporting standards, thanks to our portfolio, which is on the rise, with customers from different industries – pharmaceutical and financial services, FMCG and telecommunications. This gives us grounds for an optimistic outlook of reaching our projections for this year for all of our business lines. For the first 9 months of the year, we have a 10% increase in our full service operational leasing portfolio, which keeps us in line with achieving the targeted annual growth in full service leasing by the end of the year. For the future, our aim is to sign new partnerships, continue focusing on SMEs and improve and develop new tools and apps that might facilitate mobility for our customers and quick access to information anytime, anywhere.



INTERVIEW

TRANSPARENCY IS THE KEY FACTOR IN A PARTNERSHIP

Philip Aarsman, the Managing Director of Business Lease Romania

1. How has your business been impacted by the VAT cut?

Operational Leasing is a 'Business-to-Business' product and companies are able to deduct the VAT on leasing, so this had no direct significant impact on our business. Of course it could have positively affected the business of our customers.

2. What was really remarkable for Business Lease in 2016?

Oh, many things were remarkable this year. I am especially proud on the combined deal we made with our international customer UPC, providing them Combo Fleet mobility – a combination of Financial Lease and Car fleet Management. Because of the great support by our partner OTP Leasing, we were able to provide UPC a total one-stop-shopping service proposition with a price similar to Operational Leasing. Also, our cooperation with Uber is starting to deliver good results in Romania. Business Lease is the international partner of Uber, in all the countries we are present in. This partnership started in the Netherlands in 2015.

3. What are your hopes and predictions for 2017?

Well, our team, systems and processes are ready to do the job. So I trust them to deliver the results, as stated in our 2017 business plan, which we presented to our board in the Netherlands; to continue our growth and financial results, the loyalty of our existing customers and the trust of many more new customers to come.

Our new online application, Care Online, is ready, but

the operational rollout with our service partners still requires some time. It will be launched this year, first with a selection of our customers, and the full launch is expected in the first Q of 2017. This will speed up the convenience and satisfaction at our customers and car users, and the efficiency within our company.

4. One of the mottos underpinning Business Lease Romania's activity is 'whatever happens, we have solutions'. What was the most difficult situation for which you had to find solutions in 2016?

What a difficult question, because we have to deal on a daily basis with many challenging requests made by demanding customers. But this is part of our job, providing added value and taking CARE of our customers and car users.

5. How has the company evolved in 2016 in terms of reaching new clients and making existing clients understand better the need for Business Lease's solutions?

I want to start by saying that the perspectives for Operational Leasing and Car Fleet Management services in Romania look good. In the first half of this year we had an increase of 27% in operational leasing contracts, compared to the same period in 2015. And this happened after we developed our service portfolio, increased the number of customers and approached SMEs. With Operational Leasing, we present our

customers and potential customers, in advance, a clear and transparent calculation, which includes all services that can assure their mobility, which is the result of our economy of scale, expertise and better care.

OUR EXPERTISE TRANSLATES TO OFFERING THE RIGHT COMBINATION OF SOLUTIONS. BECAUSE A COMPLETE SOLUTION MEANS AN OPTIMIZED TCO.

6. Sometimes, when a big company decides to replace its car fleet they ask a company like Business Lease to provide a 'complete solution'. In your view, what does a 'complete solution' mean?

Business Lease has the CARE approach, and this CARE can differ from company to company. Some are looking for flexibility, others for transparency and cost savings, and others want to outsource everything. However, what is mainly important for a company is the total cost of ownership (TCO), which includes a lot of direct and variable costs, and this is exactly what we offer: our experience and expertise that translates to offering the right combination of solutions for our customers. A complete solution means an optimized TCO.



7. What differentiates you from your competition?

Like I've said before, the main thing setting us apart from other companies which offer the same type of solutions is our CARE approach. We focus on offering the best possible solutions to our customers, in regard with their needs. Moreover, as a company for which the responsibility goes further than just 'putting cars on the road', Business Lease continuously monitors the effects of daily car usage in relation to the TCO, and also the effects on our environment and society as whole. And we do this through our Blue Care project, which reduces fleet costs and also makes the fleet 100% CO₂ – neutral.

It's not
the product
it's our
people



OPERATIONAL LEASING

RANK	COMPANY NAME	TOTAL TURNOVER 2015 (RON)	TOTAL TURNOVER 2014 (RON)	ANNUAL TURNOVER GROWTH (%)	PROFIT/ LOSS 2015 (RON)	CONTACT
1	LEASEPLAN ROMANIA SRL	186,695,642	186,966,991	-0.15	4,089,434	BUCURESTI, SECTOR 2
2	ARVAL SERVICE LEASE ROMANIA SRL	166,091,710	146,610,812	13.29	13,189,589	BUCURESTI, SECTOR 1
3	ALD AUTOMOTIVE SRL  ALD Automotive	TOTAL TURNOVER 2015 (RON): 159,545,133 TOTAL TURNOVER 2014 (RON): 160,150,715 ANNUAL TURNOVER GROWTH (%): -0.38 PROFIT/ LOSS 2015 (RON): 21,965,053		Bucuresti, Sector 1 www.aldautomotive.ro Catalin Olteanu Commercial Director		
4	UNICREDIT LEASING FLEET MANAGEMENT SRL	122,964,762	85,391,197	44.00	-10,296,933	BUCURESTI, SECTOR 1
5	PORSCHE MOBILITY SRL	96,379,136	79,676,994	20.96	7,951,453	VOLUNTARI, ILFOV
6	RCI FINANTARE ROMANIA SRL	65,964,825	39,721,709	66.07	16,132,176	BUCURESTI, SECTOR 1
7	NEW KOPEL ROMANIA SRL	52,979,752	56,298,278	-5.89	2,743,935	OTOPENI, ILFOV
8	AUTOTECHNICA FLEET SERVICES SRL	48,921,533	40,800,437	19.90	6,167,115	BUCURESTI, SECTOR 1
9	PREMIUM LEASING SRL	35,090,288	27,255,558	28.75	1,672,200	BUCURESTI, SECTOR 6
10	OPERATIONAL AUTOLEASING SRL	29,281,600	24,102,733	21.49	1,344,396	SCHEIA, SUCEAVA
11	OPER LEASING SRL	28,072,280	29,443,347	-4.66	965,420	ZALAU, SALAJ
12	ZENITH LEASING OPERATIONAL SRL	27,931,599	32,481,403	-14.01	1,055,331	BUCURESTI, SECTOR 2
13	BCR FLEET MANAGEMENT SRL	26,398,770	11,672,503	126.16	1,719,230	BUCURESTI, SECTOR 3
14	BT OPERATIONAL LEASING SA	24,773,358	15,719,468	57.60	2,646,841	BUCURESTI, SECTOR 1
15	MERCEDES-BENZ SERVICE LEASING SRL	22,798,921	11,217,282	103.25	1,833,500	BUCURESTI, SECTOR 1
16	BRD SOGELEASE ASSET RENTAL SRL	19,399,292	21,099,558	-8.06	492,035	BUCURESTI, SECTOR 1

17 BUSINESS LEASE ROMANIA SRL

TOTAL TURNOVER 2015 (RON): 18,211,355
TOTAL TURNOVER 2014 (RON): 17,693,013
ANNUAL TURNOVER GROWTH (%): 2.93
PROFIT/ LOSS 2015 (RON): -424,746



Philip Aarsman
Managing Director

ABOUT BUSINESS LEASE

Business Lease (www.businesslease.ro) is an international Full Service Operational Leasing company, that built a solid reputation in all aspects of car fleet management with a focus on offering the best possible care to customers, drivers and suppliers as reflected in its slogan: same cars, better care. Apart from Romania, Business Lease operates in the Netherlands, Slovakia, Czech Republic, Hungary and Poland. Business Lease Group is headquartered in The Netherlands and is a division of the AutoBinck Group (www.autobinck.com), headquartered in The Hague. AutoBinck Group is one of the premier players in the European mobility market, operating in eight European countries.

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www.businesslease.ro, Phone: +40 21 404 14 13
info@businesslease.ro

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18	TIP TRAILER SERVICES ROMANIA SRL	15,831,895	14,134,774	12.01	2,414,036	BUCURESTI, SECTOR 1
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CAPITAL MARKETS INTERMEDIARIES

RANK	COMPANY NAME	TRADED VALUE JAN - JUN 2016 (RON)	MARKET SHARE JAN - JUN 2016 (%)	TRADED VALUE 2015 (RON)	MARKET SHARE 2015 (%)
1	WOOD & COMPANY FINANCIAL SERVICES, A.S. PRAGA	1,758,149,980.43	20.71	4,545,978,607.38	25.80
2	SWISS CAPITAL SA	1,492,426,386.91	17.58	3,482,254,984.68	19.76
3	RAIFFEISEN BANK	1,126,147,195.77	13.26	2,302,216,023.94	13.06
4	BANCA COMERCIALA ROMANA	644,317,266.18	7.59	990,881,200.44	5.62
5	BT CAPITAL PARTNERS	540,671,431.09	6.37	799,988,735.59	4.54
6	KBC SECURITIES N.V.	240,149,215.35	2.83	721,272,853.45	4.09
7	NATIONAL SECURITIES S.A. ATENA SUCURSALA BUCURESTI	4,541,056.23	0.05	594,497,367.90	3.37
8	SSIF BRK FINANCIAL GROUP SA	150,018,756.19	1.77	493,081,807.50	2.80
9	IEBA TRUST	697,011,420.11	8.21	408,358,217.56	2.32
10	BRD GROUPE SOCIETE GENERALE	116,483,542.86	1.37	399,025,257.73	2.26
11	TRADEVILLE	202,708,182.19	2.39	363,119,973.09	2.06
12	ALPHA FINANCE ROMANIA	129,985,813.52	1.53	349,477,408.92	1.98
13	IFB FINWEST	165,769,129.95	1.95	341,241,419.02	1.94
14	RAIFFEISEN CENTROBANK AG	161,257,071.55	1.90	285,443,469.03	1.62
15	CONCORDE SECURITIES LTD	346,053,828.13	4.08	194,430,517.71	1.10
16	INTERCAPITAL INVEST	147,547,147.57	1.74	171,697,344.23	0.97
17	ESTINVEST	79,623,861.01	0.94	163,684,262.68	0.93
18	GOLDRING	91,086,704.09	1.07	151,008,574.22	0.86
19	PRIME TRANSACTION	56,114,819.19	0.66	141,747,995.67	0.80
20	BANCPPOST	23,539,985.20	0.28	102,444,339.34	0.58
21	S.S.I.F. BLUE ROCK FINANCIAL SERVICES SA	64,400,640.55	0.76	79,860,581.92	0.45
22	SUPER GOLD INVEST	49,435,270.42	0.58	73,770,532.22	0.42
23	VOLTINVEST	12,588,341.57	0.15	69,251,634.51	0.39
24	ROMCAPITAL	33,085,380.56	0.39	51,432,881.85	0.29
25	S.S.I.F. VIENNA INVESTMENT TRUST	8,681,259.54	0.10	48,572,796.97	0.28
26	MUNTENIA GLOBAL INVEST	21,323,282.13	0.25	48,277,622.08	0.27
27	CONFIDENT INVEST BUCURESTI	18,947,636.42	0.22	42,015,811.36	0.24
28	INTERFINBROK CORPORATION	17,248,136.37	0.20	34,955,277.17	0.20
29	IPOPEMA SECURITIES	2,644,130.16	0.03	27,316,657.17	0.16
30	ELDAINVEST	4,901,347.87	0.06	26,164,041.85	0.15
31	ROMBELL SECURITIES	9,127,960.16	0.11	23,838,356.18	0.14
32	INTERVAM	6,209,319.20	0.07	19,951,604.63	0.11
33	S.S.I.F. ROMINTRADE	16,126,583.00	0.19	18,359,070.00	0.10
34	DORINVEST	N/A	N/A	16,201,289.07	0.09
35	OLTENIA GRUP INVEST	5,500,255.49	0.06	14,568,479.36	0.08
36	PIRAEUS BANK ROMANIA	5,499,429.36	0.06	10,521,668.88	0.06
37	EASTERN SECURITIES	2,678,388.41	0.03	7,354,195.68	0.04
38	INTERDEALER CAPITAL INVEST	735,974.38	0.01	4,634,015.78	0.03
39	CREDIT EUROPE BANK (ROMANIA)	N/A	N/A	1,859,740.21	0.01
40	FINACO SECURITIES	682,191.12	0.01	1,439,436.48	0.01
41	ERSTE GROUP BANK AG	36,783,196.73	0.43	N/A	N/A

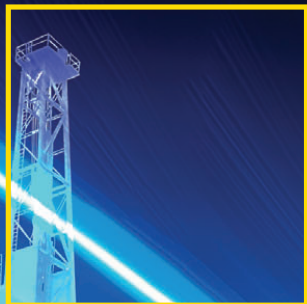
FUND MANAGEMENT

RANK	ASSET MANAGEMENT COMPANIES	TRADED VALUE JAN - JUN 2016 (RON)	MARKET SHARE JAN - JUN 2016 (%)	TRADED VALUE 2015 (RON)	MARKET SHARE 2015 (%)
1	ERSTE ASSET MANAGEMENT	7,773.81	33.83	7,968.93	34.93
2	RAIFFEISEN ASSET MANAGEMENT	6,675.16	29.06	6,703.87	29.39
3	BRD ASSET MANAGEMENT	2,687.34	11.68	2,916.15	12.78
4	BT ASSET MANAGEMENT	2,646.40	11.51	2,280.53	9.70
5	NN INVESTMENT PARTNERS C.R.	1,905.56	8.29	1,844.79	8.09
6	SIF BANAT - CRISANA	1,776.50	-1.30	1,827.37	N/A
7	SIF MOLDOVA	1,514.80	5.60	1,486.98	N/A
8	SIF OLTENIA	1,436.70	3.20	1,627.24	N/A
9	SIF MUNTENIA	1,137.80	2.80	1,082.07	N/A
10	SIF TRANSILVANIA	809.30	5.20	1,147.87	N/A
11	OTP ASSET MANAGEMENT	524.42	2.28	465.80	5.27
12	PIONEER ASSET MANAGEMENT (ROMANIA)	509.97	2.22	458.59	2.01
13	NN INVESTMENT PARTNERS B.V.	281.44	1.26	282.98	1.27
14	PIONEER ASSET MANAGEMENT (LUXEMBURG)	181.03	0.81	227.38	1.02
15	CARPATICA ASSET MANAGEMENT	87.15	0.38	83.68	0.36
16	CERTINVEST	53.70	0.23	63.98	0.30
17	GLOBINVEST	46.29	0.21	49.33	2.20
18	ATLAS ASSET MANAGEMENT	17.95	0.08	18.30	0.08
19	SWISS CAPITAL ASSET MANAGEMENT	17.82	0.08	21.11	0.09
20	STAR ASSET MANAGEMENT	11.32	0.05	11.65	0.05
21	TARGET ASSET MANAGEMENT	6.54	0.03	7.18	0.03
22	SAI BROKER	6.27	0.03	8.42	0.04
23	STK FINANCIAL	3.12	0.01	2.43	0.01
24	VANGUARD ASSET MANAGEMENT	2.05	0.01	2.21	0.01
25	ZEPTEP ASSET MANAGEMENT	2.03	0.01	5.61	0.03
26	ERSTE SPARINVEST GMBH	1.89	0.01	2.18	0.01
27	RAIFFEISEN CAPITAL MANAGEMENT AU.	1.22	0.01	1.22	0.01
28	MUNTENIA INVEST	1.06	0.01	1.07	0.01
29	SIRA	1.03	0.00	1.07	0.01
30	INTERCAPITAL ASSET MANAGEMENT	0.47	0.00	0.53	0.00
31	SAFI INVEST	0.05	0.00	0.04	0.00

* sources: www.asfromania.ro, www.aaf.ro

** amounts are displayed in millions RON

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pentru afacerea dumneavoastră



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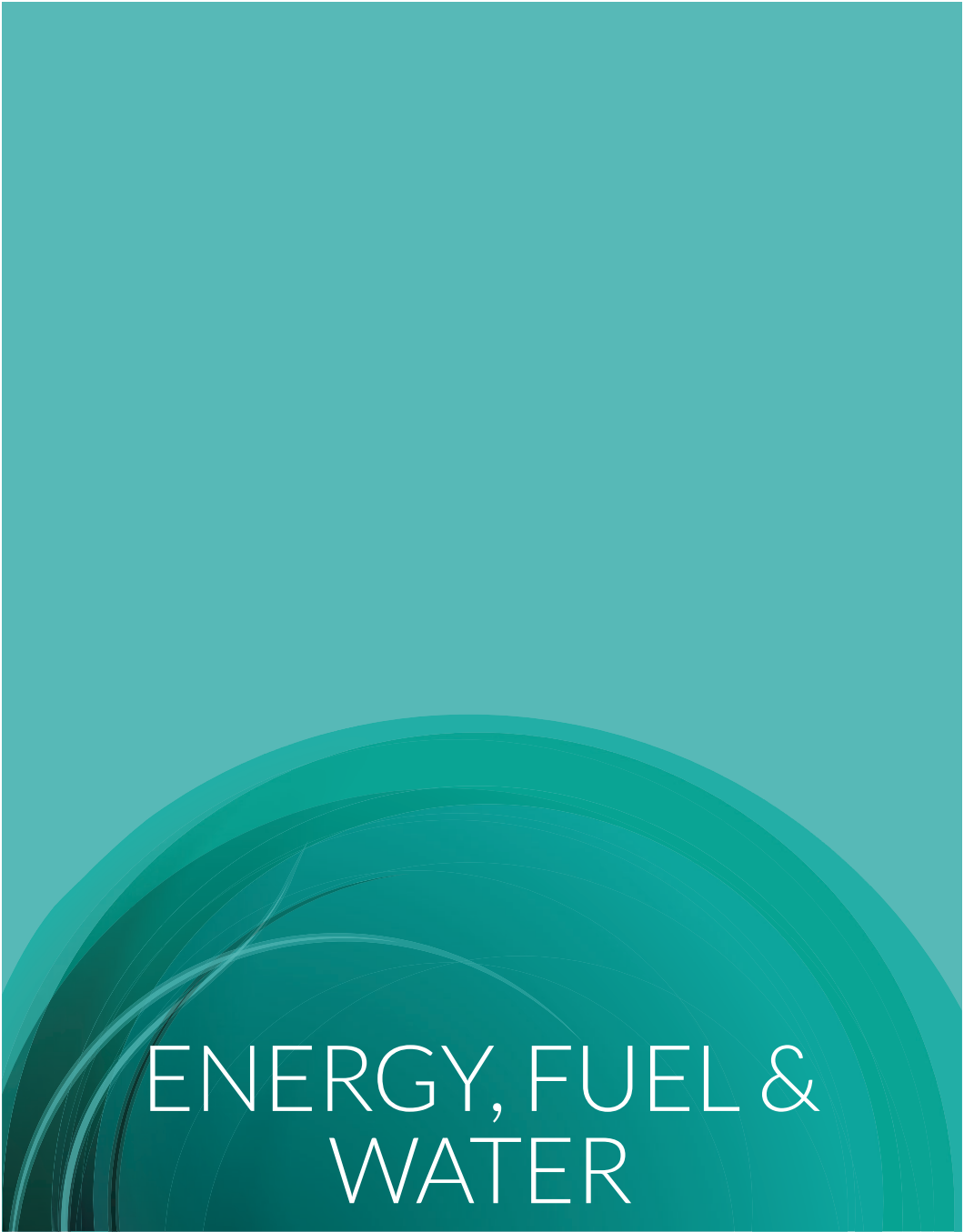


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CRUDE OIL PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	OMV PETROM SA	1	2.9375	13,687,616,179	-696,835,699	15,581	BUCURESTI, SECTOR 1
2	KMG ROMPETROL SRL	2	1.6875	194,060,121	-41,967,907	314	BUCURESTI, SECTOR 1
3	STRATUM ENERGY ROMANIA LLC WILMINGTON SUCURSALA BUCURESTI	3	1.6875	187,556,369	-13,295,683	73	BLEJOI, PRAHOVA
4	PETROSANTANDER ROMANIA SRL	4	1.3750	77,960,556	-76,585,341	370	ARAD, ARAD

OIL REFINERIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ROMPETROL RAFINARE SA	2	2.9375	9,811,196,252	-143,746,087	1,173	NAVODARI, CONSTANTA
2	PETROTEL - LUKOIL SA	1	3.1875	4,341,890,040	15,139,985	428	PLOIESTI, PRAHOVA
3	BULROM GAS IMPEX SRL	3	2.8125	421,326,088	27,567,907	150	BUCURESTI, SECTOR 1
4	TOTAL ROMANIA SA	4	2.5625	265,338,299	9,419,642	119	CRISTIAN, BRASOV
5	ALMATAR TRANS SRL	5	1.8125	61,544,146	4,664,001	37	COZIENI, BUZAU

OIL & FUELS TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	OSCAR DOWNSTREAM SRL	1	3.5000	1,763,935,788	50,415,619	372	BUCURESTI, SECTOR 2
2	COMISION TRADE SRL	6	2.5000	461,537,539	5,592,295	263	BRAILA, BRAILA
3	ROTTCO CONSULT SRL	7	2.4375	453,301,553	580,422	19	BUCURESTI, SECTOR 1
4	ROMPETROL GAS SRL	3	2.8750	444,672,472	27,514,111	135	BUCURESTI, SECTOR 1
5	UNICOM HOLDING SA	10	2.2500	317,175,647	-7,364,563	65	VOLUNTARI, ILFOV
6	VOTROM SRL	2	3.0000	297,614,088	6,848,013	25	ORADEA, BIHOR
7	AIR BP SALES ROMANIA SRL	-	-	278,940,864	22,964,312	1	OTOPENI, ILFOV
8	OIL ENERGY TRADING SRL	4	2.5625	226,099,397	1,995,576	15	BUCURESTI, BUCURESTI
9	MEDIA ROM GRUP SRL	5	2.5625	223,753,404	2,949,930	24	IASI, IASI
10	ADE GAS OIL COMPANY SRL	8	2.4375	155,867,250	4,429,259	54	CARACAL, OLT
11	CITY GAS SRL	11	2.2500	130,365,989	1,409,174	21	GALATI, GALATI
12	ARTOIL SRL	9	2.4375	108,747,791	1,184,608	4	TIMISOARA, TIMIS
13	FOR UNITED ENERGIE SRL	22	1.3125	85,103,097	-85,046	5	ORADEA, BIHOR
14	ROMANIAN PETROLEUM SRL	16	1.9375	83,193,224	191,985	3	TIMISOARA, TIMIS
15	CARDOIL AVANTAJ SRL	15	2.0000	82,819,394	780,731	18	BUCURESTI, SECTOR 5
16	FATCOM-IMPEX SRL	13	2.1250	74,172,146	2,216,113	44	LIVADA DE BIHOR, BIHOR
17	DIESEL BUSINESS GROUP SRL	17	1.8750	73,553,483	343,335	18	CONSTANTA, CONSTANTA
18	ALGEBRIS SRL	19	1.7500	63,614,503	47,957	4	BUCURESTI, SECTOR 6
19	ALSON COM TRADING SRL	20	1.6250	63,537,902	-144,563	100	OTOPENI, ILFOV
20	UNIOIL SRL	21	1.6250	58,296,109	68,269	8	ORADEA, BIHOR
21	REDOLAJ SRL	12	2.1875	52,361,773	5,910,075	194	ORADEA, BIHOR
22	PAREXIM OIL SRL	18	1.8750	51,524,979	16,465	3	BUCURESTI, SECTOR 1
23	FRATHOS COMPANY SRL	14	2.1250	51,365,028	1,463,017	3	PETROSANI, HUNEDOARA

FUELS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	OMV PETROM MARKETING SRL	1	3.3750	14,776,387,601	395,296,767	222	BUCURESTI, SECTOR 1
2	ROMPETROL DOWNSTREAM SRL	5	3.0000	8,243,177,812	-138,982,627	1,577	BUCURESTI, SECTOR 1
3	LUKOIL ROMANIA SRL	4	3.1875	5,437,244,338	35,035,187	2,986	BUCURESTI, SECTOR 1
4	MOL ROMANIA PETROLEUM PRODUCTS SRL	2	3.3125	4,421,926,935	87,282,549	201	CLUJ-NAPOCA, CLUJ
5	SOCAR PETROLEUM SA	6	2.8750	616,265,682	2,019,601	408	BUCURESTI, SECTOR 6
6	SMART DIESEL SRL	3	3.3125	546,718,085	11,393,586	50	ARAD, ARAD
7	MOL RETAIL COMERT SRL	11	2.2500	431,300,797	-19,075,027	99	BUCURESTI, SECTOR 1
8	TURIST SERVICE SRL	9	2.3750	186,751,794	2,428,978	44	BRAGADIRU, ILFOV
9	NIS PETROL SRL	13	1.7500	171,744,931	-33,535,572	29	BUCURESTI, SECTOR 1
10	ARAL M.T.B. SRL	10	2.3750	135,585,031	5,791,604	151	TILISCA, SIBIU
11	ROMBEER CRINGASU SRL	8	2.4375	133,198,261	8,509,186	137	PLOIESTI, PRAHOVA
12	EUROGENETIC SRL	7	2.8750	107,095,363	7,068,098	98	CRAIOVA, DOLI
13	AS24 TANKSERVICE SRL	12	1.9375	101,075,498	8,899,078	10	BUCURESTI, SECTOR 1

NATURAL GAS PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SOCIETATEA NATIONALA DE GAZE NATURALE "ROMGAZ" SA	1	3.3750	4,052,683,743	1,468,836,747	6,191	MEDIAS, SIBIU
2	OMV PETROM GAS SRL	2	3.1250	3,495,155,919	40,875,828	51	BUCURESTI, SECTOR 1
3	AMROMCO ENERGY SRL	3	2.1875	272,310,883	-187,819,805	330	PLOIESTI, PRAHOVA

NATURAL GAS TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	WIEE ROMANIA SRL	1	2.6875	373,556,088	5,190,390	9	BUCURESTI, SECTOR 1
2	BUTAN GAS ROMANIA SA	4	2.0000	172,301,028	16,374,675	199	BUCURESTI, SECTOR 1
3	PANEBO GAZ SRL	3	2.0625	50,155,293	4,426,755	174	GIURGIU, GIURGIU
4	CORSAR GAS SRL	2	2.2500	30,027,514	4,343,611	88	BUCURESTI, BUCURESTI
5	GTS SPECIAL GAS SRL	5	1.8125	23,823,793	1,549,263	14	BUCURESTI, SECTOR 1

NATURAL GAS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	E.ON ENERGIE ROMANIA SA	1	3.5000	4,839,538,137	121,898,479	183	TARGU MURES, MURES
2	ENGIE ROMANIA SA	4	3.2500	4,530,787,266	424,945,435	553	BUCURESTI, SECTOR 4
3	E.ON DISTRIBUTIE ROMANIA SA	3	3.3750	1,607,911,774	318,541,545	1,866	TARGU MURES, MURES
4	DISTRIGAZ SUD RETELE SRL	2	3.4375	1,240,499,720	157,325,537	2,520	BUCURESTI, SECTOR 4
5	AXPO ENERGY ROMANIA SA	5	2.3750	478,133,957	-42,359,693	15	BUCURESTI, SECTOR 1
6	CONF GAZ SRL	6	2.3750	329,963,435	3,156,243	7	BUCURESTI, SECTOR 4

NATURAL GAS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
7	C-GAZ & ENERGY DISTRIBUTIE SRL	7	2.1250	210,589,590	2,809,642	12	BUCURESTI, SECTOR 1
8	MET ROMANIA ENERGY TRADE SRL	9	1.9375	129,275,600	-3,740,853	12	BUCURESTI, SECTOR 5
9	NOVA POWER & GAS SRL	10	1.8750	123,621,922	3,038,116	29	CLUJ-NAPOCA, CLUJ
10	PREMIER ENERGY SRL	8	2.0000	73,481,403	14,536,831	206	BUCURESTI, SECTOR 1
11	GAZ SUD SA	13	1.4375	59,494,577	2,590,936	102	BUCURESTI, SECTOR 1
12	FORTE GAZ GN SRL	12	1.6250	58,084,601	-1,081,240	5	SACELE, BRASOV
13	WIROM GAS SA	11	1.8125	51,838,149	3,261,314	95	BUCURESTI, SECTOR 1

DRILLING AND EXPLORATION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	GRUP SERVICII PETROLIERE SA	-	-	934,055,464	-185,508,796	325	CONSTANTA, CONSTANTA
2	WEATHERFORD INTERNATIONAL EASTERN EUROPE SRL	4	2.0000	304,156,031	-36,395,405	310	PLOIESTI, PRAHOVA
3	NEWPARK DRILLING FLUIDS EASTERN EUROPE SRL	1	2.3125	129,451,982	39,768,568	124	BUCURESTI, SECTOR 1
4	FORAJ SONDE SA	3	2.0625	124,099,902	10,918,546	530	CRAIOVA, DOLJ
5	EXPERT PETROLEUM SRL	6	1.8125	111,946,791	11,203,055	468	TARGU MURES, MURES
6	PETROFAC SOLUTIONS & FACILITIES SUPPORT SRL	-	-	100,683,772	-93,348,536	868	BUCURESTI, SECTOR 1
7	DAFORA SA	7	1.5625	87,078,619	-99,605,930	223	MEDIAS, SIBIU
8	BAKER HUGHES INTERNATIONAL SRL	-	-	63,642,929	-8,209,857	39	PLOIESTI, PRAHOVA
9	CDI OILFIELD SERVICES SRL	5	1.8750	61,827,457	4,387,055	197	PLOIESTI, PRAHOVA
10	OCEANEERING INTERNATIONAL SERVICES LIMITED STOCKTON ON TEES CLEVELAND ANGLIA SUCURSALA BUCURESTI	2	2.1875	53,003,381	14,112,466	-	BUCURESTI, BUCURESTI
11	FORAJ SONDE SA	8	1.2500	52,622,278	-11,558,663	429	ERNEI, MURES

PIPELINE ADMINISTRATION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SOCIETATEA NATIONALA DE TRANSPORT GAZE NATURALE TRANSGAZ SA	1	3.4375	1,581,469,944	607,100,675	4,769	MEDIAS, SIBIU
2	CONPET SA	2	2.6250	381,353,176	75,284,975	1,704	PLOIESTI, PRAHOVA
3	OIL TERMINAL SA	3	2.2500	138,265,507	10,163,184	959	CONSTANTA, CONSTANTA

OIL AND GAS MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CAMERON ROMANIA SRL	1	3.8125	1,284,647,037	400,890,359	1,103	CAMPINA, PRAHOVA
2	LUFKIN INDUSTRIES SRL	5	1.6875	233,261,894	-13,032,212	341	PLOIESTI, PRAHOVA
3	J. CHRISTOF E&P SERVICES SRL	6	1.4375	67,391,056	7,145,451	301	BRAZII DE SUS, PRAHOVA
4	UPETROM 1 MAI SA	7	1.0000	49,215,757	-31,701,697	630	PLOIESTI, PRAHOVA

OIL AND GAS MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
5	STIMPEX SA	2	2.0625	37,823,264	3,992,513	58	BUCURESTI, SECTOR 3
6	ROMTANK SRL	3	2.0000	32,913,208	881,631	3	BRASOV, BRASOV
7	IPM-PARTNERS ROMANIA SA	4	2.0000	24,866,699	677,542	62	PLOIESTI, PRAHOVA

ELECTRICITY PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SOCIETATEA DE PRODUCERE A ENERGIEI ELECTRICE IN HIDROCENTRALE "HIDROELECTRICA" SA	1	3.3125	3,183,237,563	1,110,386,445	3,568	BUCURESTI, SECTOR 1
2	SOCIETATEA COMPLEXUL ENERGETIC OLTENIA SA	4	2.7500	2,699,751,400	-960,856,433	16,349	TARGU JIU, GORJ
3	SOCIETATEA NATIONALA "NUCLEARELECTRICA" SA	2	3.1875	1,749,911,276	178,323,963	2,034	BUCURESTI, SECTOR 1
4	ELECTROCENTRALE BUCURESTI SA	3	3.1250	1,515,551,209	141,268,990	2,030	BUCURESTI, SECTOR 6
5	SOCIETATEA COMPLEXUL ENERGETIC HUNEDOARA SA	6	2.3750	525,784,746	-1,661,611,978	6,387	PETROSANI, HUNEDOARA
6	ENEL GREEN POWER ROMANIA SRL	10	2.0000	419,622,004	-470,817,055	65	BUCURESTI, SECTOR 1
7	TOMIS TEAM SA	16	1.6250	230,268,488	-218,951,668	17	COGEALAC, CONSTANTA
8	SOCIETATEA DE SERVICII HIDROENERGETICE HIDROSERV SA	14	1.6875	170,613,436	-10,105,152	1,693	BUCURESTI, SECTOR 2
9	OVIDIU DEVELOPMENT SRL	17	1.6250	146,953,810	-183,881,045	1	BUCURESTI, BUCURESTI
10	CEZ ROMANIA SA	13	1.7500	142,018,989	5,150,069	492	BUCURESTI, SECTOR 1
11	CERNAVODA POWER SA	20	1.5000	141,279,895	-26,034,243	-	BUCURESTI, SECTOR 2
12	VERBUND TRADING ROMANIA SRL	7	2.3750	132,994,150	68,914	-	BUCURESTI, SECTOR 2
13	ELECTROCENTRALE CONSTANTA SA	15	1.6875	125,077,028	-21,452,321	-	CONSTANTA, CONSTANTA
14	VEST - ENERGO SA	8	2.2500	102,366,321	6,938,060	68	BUCURESTI, SECTOR 6
15	THREE WINGS SRL	11	1.9375	96,022,447	1,218,888	6	GALATI, GALATI
16	PESTERA WIND FARM SA	41	1.1250	94,262,234	-18,697,001	1	BUCURESTI, SECTOR 2
17	BEPCO SRL	28	1.3750	94,101,803	-520,511	68	GHIMBAV, BRASOV
18	ELECTROCENTRALE GALATI SA	32	1.3125	87,904,803	-29,702,016	388	GALATI, GALATI
19	CRUCEA WIND FARM SA	29	1.3750	84,376,063	-65,193,163	1	CONSTANTA, CONSTANTA
20	LAND POWER SA	42	1.0625	76,976,436	-23,934,322	8	CONSTANTA, CONSTANTA
21	CENTRALA ELECTRICA DE TERMOFICARE ARAD SA (C.E.T. ARAD)	24	1.4375	70,483,819	493,820	283	ARAD, ARAD
22	CENTRALA ELECTRICA DE TERMOFICARE HIDROCARBURI (C.E.T. HIDROCARBURI) SA	25	1.4375	70,212,817	-13,359,333	322	ARAD, ARAD
23	THE PR HOUSE SRL	12	1.8125	69,744,337	479,301	-	DROBETA-TURNU SEVERIN, MEHEDINTI
24	EDP RENEWABLES ROMANIA SRL	36	1.2500	60,705,374	-38,832,349	30	BUCURESTI, SECTOR 2
25	CORNI EOLIAN SA	40	1.1875	57,889,739	-25,495,678	3	BUZAU, BUZAU
26	EOLIAN PROJECT SRL	33	1.3125	57,367,267	-3,016,649	10	CHITILA, ILFOV
27	IMPERIAL DEVELOPMENT SRL	21	1.5000	53,861,603	217,079	14	CLUJ-NAPOCA, CLUJ
28	LJG GREEN SOURCE ENERGY GAMMA SRL	34	1.3125	50,920,654	-17,042,999	-	BUCURESTI, SECTOR 1

ELECTRICITY PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
29	E.ON ROMANIA SRL	22	1.5000	49,772,381	-15,222,489	41	TARGU MURES, MURES
30	ALPHA WIND SRL	26	1.4375	48,965,806	-67,916,925	10	BUCURESTI, SECTOR 1
31	CAS REGENERABILE SRL	37	1.2500	46,292,478	-18,159,512	-	BUCURESTI, SECTOR 2
32	ALPIN SOLAR SA	5	2.4375	43,683,094	12,493,480	29	SANPETRU, BRASOV
33	M.W. TEAM INVEST SRL	38	1.2500	42,695,858	-46,244,326	1	COGEALAC, CONSTANTA
34	BRAILA WINDS SRL	23	1.5000	41,400,579	-46,425,302	2	BRAILA, BRAILA
35	LJG GREEN SOURCE ENERGY ALPHA SA	30	1.3750	40,773,939	-10,766,697	-	BUCURESTI, SECTOR 1
36	GPSB SOLARIS 48 SRL	27	1.4375	39,167,114	-43,465,586	-	DOMNESTI, ILFOV
37	ALIZEU EOLIAN SA	35	1.3125	39,015,426	-62,701,549	-	BUZAU, BUZAU
38	ENEL ROMANIA SRL	9	2.0625	38,675,012	2,946,436	76	OTOPENI, ILFOV
39	VENTUS RENEW ROMANIA SRL	39	1.2500	38,543,959	-4,337,923	1	BUCURESTI, SECTOR 1
40	GREEN VISION SEVEN SRL	31	1.3750	36,794,912	-23,908,951	-	MEDIAS, SIBIU
41	ELECTRO ENERGY SUD SRL	18	1.6250	36,525,319	2,071,599	17	BUCURESTI, SECTOR 1
42	SOCIETATEA PENTRU ENERGIE - GENERARE SI SERVICII SA	19	1.5625	30,389,372	5,926,240	38	BUCURESTI, BUCURESTI

ELECTRICITY TRANSMISSION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA DE TRANSPORT AL ENERGIEI ELECTRICE "TRANSELECTRICA" SA	1	3.2500	2,942,239,167	429,822,537	2,180	BUCURESTI, SECTOR 3

ELECTRICITY DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ENEL DISTRIBUTIE MUNTENIA SA	5	2.6875	932,457,801	280,661,510	985	BUCURESTI, SECTOR 1
2	CEZ DISTRIBUTIE SA	9	2.5000	875,770,497	136,002,243	1,186	CRAIOVA, DOLJ
3	FILIALA DE DISTRIBUTIE A ENERGIEI ELECTRICE "ELECTRICA DISTRIBUTIE MUNTENIA NORD" SA	4	2.7500	764,797,844	186,636,292	2,033	PLOIESTI, PRAHOVA
4	ARELCO POWER SRL	1	3.1250	724,634,052	12,902,361	22	BUCURESTI, SECTOR 1
5	SOCIETATEA FILIALA DE DISTRIBUTIE A ENERGIEI ELECTRICE "ELECTRICA DISTRIBUTIE TRANSILVANIA SUD" SA	2	2.8750	720,636,496	178,802,576	1,815	BRASOV, BRASOV
6	SOCIETATEA FILIALA DE DISTRIBUTIE A ENERGIEI ELECTRICE "ELECTRICA DISTRIBUTIE TRANSILVANIA NORD" SA	3	2.8750	675,405,531	186,062,562	1,988	CLUJ-NAPOCA, CLUJ
7	ENEL DISTRIBUTIE BANAT SA	6	2.6875	602,565,968	191,921,515	818	TIMISOARA, TIMIS
8	ENEL DISTRIBUTIE DOBROGEA SA	7	2.6875	506,155,133	140,808,349	661	CONSTANTA, CONSTANTA
9	SOCIETATEA ENERGETICA ELECTRICA SA	8	2.6250	383,830,906	300,707,909	138	BUCURESTI, SECTOR 1
10	BLACK SEA SUPPLIERS SRL	12	2.1875	342,910,827	312,500	534	CONSTANTA, CONSTANTA
11	ELECTRIFICARE C.F.R. SA	10	2.3750	322,280,335	151,721	2,426	BUCURESTI, SECTOR 1
12	ELECTROGRUP SA	13	2.1250	131,566,625	18,928,496	290	CLUJ-NAPOCA, CLUJ
13	UZINA TERMoeLECTRICA MIDIA SA	11	2.2500	105,167,652	2,562,999	162	NAVODARI, CONSTANTA



POWER TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ELECTRICA FURNIZARE SA	2	3.4375	4,177,341,470	146,967,487	1,198	BUCURESTI, SECTOR 1
2	TINMAR OIL SA	-	-	2,997,876,947	16,681,997	71	BUCURESTI, SECTOR 1
3	ENEL ENERGIE SA	3	3.2500	1,798,266,757	45,618,066	185	BUCURESTI, SECTOR 1
4	ENEL ENERGIE MUNTENIA SA	4	3.2500	1,724,892,242	32,958,316	171	BUCURESTI, SECTOR 1
5	CEZ VANZARE SA	1	3.6875	1,410,094,413	16,423,659	45	CRAIOVA, DOLJ
6	TRANSENERGO COM SA	5	3.1875	1,354,899,221	8,539,617	43	BUCURESTI, SECTOR 5
7	REPOWER FURNIZARE ROMANIA SRL	8	2.7500	509,416,428	-13,061,859	26	BUCURESTI, SECTOR 1
8	GASPECO L & D SA	9	2.7500	444,564,734	93,230,089	216	BUCURESTI, SECTOR 1
9	TREND ENERGY SRL	6	2.8125	381,903,599	1,683,991	4	BUCURESTI, SECTOR 1
10	ALPIQ ROMINDUSTRIES SRL	15	2.3750	326,739,208	-1,042,139	20	BUCURESTI, SECTOR 1
11	EFT FURNIZARE SRL	7	2.8125	301,412,907	7,648,495	5	BUCURESTI, SECTOR 3
12	MONSSON TRADING SRL	10	2.7500	286,329,256	3,397,357	34	CONSTANTA, CONSTANTA
13	ROMENERGY INDUSTRY SRL	18	2.3125	251,114,685	-38,849,287	-	ALBA IULIA, ALBA
14	ENERGY DISTRIBUTION SERVICES SRL	20	2.1250	226,638,442	431,128	17	BUCURESTI, BUCURESTI
15	KDF ENERGY SRL	21	2.0625	217,772,669	547,766	21	BUCURESTI, SECTOR 5
16	ENEL TRADE ROMANIA SRL	16	2.3750	197,906,144	2,965,124	2	BUCURESTI, SECTOR 1
17	FIDELIS ENERGY SRL	22	2.0000	196,903,646	-72,344	13	IASI, IASI
18	TINMAR ENERGY SA	-	-	194,472,279	-4,120,654	10	BUCURESTI, BUCURESTI
19	ENERGY HOLDING SRL	25	1.9375	193,274,603	-11,927,350	17	BUCURESTI, SECTOR 1
20	AZALIS SRL	11	2.7500	191,478,516	8,236,518	95	CRAIOVA, DOLJ
21	RONEFER SRL	23	2.0000	161,294,381	529,664	6	VOLUNTARI, ILFOV
22	ICCO ENERG SRL	27	1.8750	152,089,382	1,429,859	176	BRASOV, BRASOV
23	CONNECT OIL SRL	19	2.1875	131,258,752	78,146	3	BUCURESTI, BUCURESTI
24	EDISON TRADING SPA MILANO - SUCURSALA BUCURESTI	26	1.9375	126,946,195	-2,390,307	2	BUCURESTI, SECTOR 1
25	GETICA 95 COM SRL	17	2.3750	120,187,491	313,153	8	RAMNICU SARAT, BUZAU
26	CHEMTRANSFERT SRL	14	2.5000	116,260,794	3,082,505	10	VOLUNTARI, ILFOV
27	TRANSFORMER ENERGY SUPPLY SRL	28	1.8750	114,287,798	-762,363	18	BRASOV, BRASOV
28	TSV PETROLIERE SRL	13	2.6250	109,712,040	3,363,294	43	BRAGADIRU, ILFOV
29	RWE ENERGIE SRL	24	2.0000	108,076,488	-6,150,958	16	BUCURESTI, BUCURESTI
30	ENTREX SERVICES SRL	12	2.6875	104,706,763	2,080,874	7	BUCURESTI, SECTOR 2
31	RENOVATIO TRADING SRL	-	-	97,817,792	-2,538,540	10	BUCURESTI, SECTOR 1
32	OMV TRADING GMBH VIENA AUSTRIA SUCURSALA BUCURESTI	29	1.8750	93,405,121	3,667,845	2	BUCURESTI, SECTOR 1
33	ENERGY NETWORK SRL	30	1.8750	79,631,045	1,661,416	3	ZALAU, SALAJ
34	LORD ENERGY SRL	33	1.6250	71,776,798	3,287,346	6	BUCURESTI, BUCURESTI
35	REPOWER VANZARI ROMANIA SRL	34	1.5625	67,591,010	19,865	4	BUCURESTI, SECTOR 1
36	BIT-REEN SRL	31	1.8750	65,979,069	3,737,772	1	BUCURESTI, SECTOR 1
37	GDM LOGISTICS SRL	32	1.6875	51,814,963	905,839	10	RAMNICU VALCEA, VALCEA
38	OPERATORUL PIETEI DE ENERGIE ELECTRICA SI DE GAZE NATURALE "OPCOM" SA	35	1.5000	26,828,677	2,799,845	95	BUCURESTI, SECTOR 3

POWER & TELECOMMUNICATIONS LINES CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ELECTROMONTAJ SA	2	2.3750	412,433,858	51,317,379	1,164	BUCURESTI, SECTOR 4
2	SOCIETATEA FILIALA DE INTRETINERE SI SERVICII ENERGETICE "ELECTRICA SERV" SA	3	2.3750	397,392,613	1,936,200	3,288	BUCURESTI, SECTOR 1
3	ENERGOBIT SA	4	2.1250	296,103,206	3,751,560	570	CLUJ-NAPOCA, CLUJ
4	CAMUSAT ROM-TELECOMUNICATII SRL	1	2.5625	151,211,295	19,490,628	148	BALOTESTI, ILFOV
5	ENERGOTECH SA	5	2.1250	34,618,755	5,216,989	63	BUCURESTI, SECTOR 6
6	SERVICII ENERGETICE MUNTENIA SA	11	1.4375	26,934,960	-2,878,121	327	BUCURESTI, SECTOR 6
7	ELECTROCHIPAMENT INDUSTRIAL SRL	9	1.6875	25,777,340	216,556	187	RESITA, CARAS-SEVERIN
8	T&D PRO ELECTRIC SRL	6	2.0625	23,976,160	1,572,796	40	BUCURESTI, BUCURESTI
9	ELECTROCONSTRUCTIA ELECON SA	7	1.7500	23,838,898	1,001,849	68	BRASOV, BRASOV
10	EGNATIA ROM SRL	8	1.7500	18,554,930	1,564,555	35	BUCURESTI, SECTOR 1
11	UNISAT ENERGY SRL	10	1.5625	16,373,278	-2,110,236	29	BUCURESTI, SECTOR 3

DESIGN & BUILD FOR WATER TREATMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	VEOLIA WATER SOLUTIONS & TECHNOLOGIES ROMANIA SRL						
							
	RANKING BY MCR SCORING: 1						
	MCR SCORING: 1.9375						
	ANNUAL TURNOVER 2015 (RON): 84,801,761						
	PROFIT/ LOSS 2015 (RON): 3,104,068						
	NO. OF EMPLOYEES 2015: 62						
							
							Bucuresti, Sector 2 www.veolia.ro Jean-Michel Djeloyan CEO

ENERGY CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	TEMPOS SERV SRL	3	1.4375	30,083,227	61,564	70	BRANESTI, ILFOV
2	MONSSON OPERATION SRL	4	1.2500	13,321,944	59,639	121	CONSTANTA, CONSTANTA
3	BLUE LINE ENERGY SRL	2	2.0000	10,986,274	1,703,150	14	RUSU DE SUS, BISTRITA-NASAUD
4	GUNTHER WOOD SRL	1	2.1875	5,890,082	951,453	49	CHERESTUR, TIMIS



CHEMICALS



CHEMICAL BASE PRODUCTS
CHEMICAL PRODUCTS
PAINTS, VARNISHES, INKS
LUBRICANTS
TRADE
RUBBER AND PLASTIC

CHEMICAL BASE PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	OLTCHIM SA	2	2.7500	747,944,264	2,329,782,290	2,178	RAMNICU VALCEA, VALCEA
2	LINDE GAZ ROMANIA SRL	1	2.8125	545,771,116	116,170,696	453	TIMISOARA, TIMIS
3	PRIO BIOCOMBUSTIBIL SRL	3	2.0000	201,459,218	-18,266,911	50	LEHLIU-GARA, CALARASI
4	CHIMCOMPLEX SA BORZESTI	4	1.8750	193,836,735	12,953,227	714	ONESTI, BACAU
5	REGIA AUTONOMA PENTRU ACTIVITATI NUCLEARE RA	9	1.5625	186,408,008	-168,276,631	1,867	DROBETA-TURNU SEVERIN, MEHEDINTI
6	VIROMET SA	14	1.2500	92,657,984	-17,592,489	424	VICTORIA, BRASOV
7	BIO FUEL ENERGY SRL	12	1.3125	79,668,720	-18,706,475	209	ZIMNICEA, TELEORMAN
8	MESSER ROMANIA GAZ SRL	6	1.6875	70,794,254	11,283,322	97	BUCURESTI, SECTOR 2
9	AIR LIQUIDE ROMANIA SRL	11	1.3750	60,723,570	87,118	62	BUCURESTI, SECTOR 1
10	SIAD ROMANIA SRL	10	1.5000	45,560,149	-3,049,688	64	BUCURESTI, SECTOR 6
11	AROMA RISE SA	8	1.6250	34,286,335	1,323,794	75	ONESTI, BACAU
12	KEMCRISTAL SRL	7	1.6875	34,135,206	939,965	72	FUNDULEA, CALARASI
13	BUSE GAZ SRL	13	1.3125	28,310,196	-7,572,538	57	BUCURESTI, SECTOR 3
14	TEMPO INVEST SRL	5	1.8750	25,753,849	759,277	167	MURFATLAR, CONSTANTA

CHEMICAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	PUROLITE SRL	2	2.0625	169,871,447	1,697,417	249	VICTORIA, BRASOV
2	HERAEUS ROMANIA SRL	3	1.6875	105,787,620	-15,131,190	93	TIMISOARA, TIMIS
3	EFTEC (ROMANIA) SRL	1	2.1250	43,110,285	12,288,812	33	BUDEASA MARE, ARGES

PAINTS, VARNISHES, INKS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	KOBER SRL	1	2.3125	239,235,347	38,985,022	586	DUMBRAVA ROSIE, NEAMT
2	FABRYO CORPORATION SRL	2	2.2500	187,160,774	19,101,907	350	POPESTI LEORDENI, ILFOV
3	AZUR SA	4	2.0000	136,650,641	2,942,372	343	TIMISOARA, TIMIS
4	DEUTEK SA	3	2.2500	131,576,256	15,787,435	344	BUCURESTI, SECTOR 3
5	POLICOLOR SA	7	1.7500	108,998,137	-4,891,696	346	BUCURESTI, SECTOR 3
6	NUBIOLA ROMANIA SRL	5	1.9375	87,131,938	11,121,356	149	DOICESTI, DAMBOVITA
7	DAW BENTA ROMANIA SRL	8	1.7500	80,482,770	5,202,601	227	SANCRAIU DE MURES, MURES
8	SENTOSA IMPEX SRL	9	1.6250	61,733,768	8,073,956	215	CLUJ-NAPOCA, CLUJ
9	DRUCKFARBEN ROMANIA SRL	6	1.8125	40,598,563	6,315,216	87	MAGURELE, ILFOV

LUBRICANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CASTROL LUBRICANTS RO SRL	1	2.5625	196,854,354	45,663,148	33	BUCURESTI, SECTOR 5
2	LUKOIL LUBRICANTS EAST EUROPE SRL	5	1.5000	88,919,495	-7,888,859	85	PLOIESTI, PRAHOVA

LUBRICANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
3	LUBEXPERT ROMANIA SRL	4	1.7500	64,804,533	850,799	35	SATU MARE, SATU MARE
4	STAR LUBRICANTS SRL	3	1.9375	52,555,839	1,866,323	58	CLUJ-NAPOCA, CLUJ
5	PODER OILS SRL	2	2.0000	15,668,283	553,557	7	RAMNICU VALCEA, VALCEA

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BAYER SRL	1	2.8125	700,056,712	6,886,007	202	BUCURESTI, SECTOR 2
2	CIECH SPOLKA AKCYJNA VARSOVIA SUCURSALA RAMNICU VALCEA	2	2.6250	431,898,411	15,227,243	50	RAMNICU VALCEA, VALCEA
3	B A S F SRL	5	2.3125	247,225,967	8,223,128	86	BUCURESTI, SECTOR 1
4	BRENTAG SRL	4	2.5000	221,938,295	10,840,993	92	CHIAJNA, ILFOV
5	DEN BRAVEN ROMANIA COMEX SRL	6	2.3125	173,549,397	22,127,879	162	BUFTEA, ILFOV
6	DUPONT ROMANIA SRL	8	2.2500	130,589,768	9,729,155	22	BUCURESTI, SECTOR 1
7	GOVCREST INTERNATIONAL SRL	7	2.3125	119,597,718	2,043,091	21	BUCURESTI, SECTOR 2
8	SIKA ROMANIA SRL	10	2.0625	117,336,339	4,409,541	64	BUCURESTI, SECTOR 5
9	MARIA INVEST HOLDING SRL	3	2.5625	101,877,217	13,088,178	25	CHIRNOGI, CALARASI

10

ELTON CORPORATION SA



RANKING BY MCR SCORING: 11

MCR SCORING: 2.0000

ANNUAL TURNOVER 2015 (RON): 96,746,996

PROFIT/ LOSS 2015 (RON): 6,056,157

NO. OF EMPLOYEES 2015: 50



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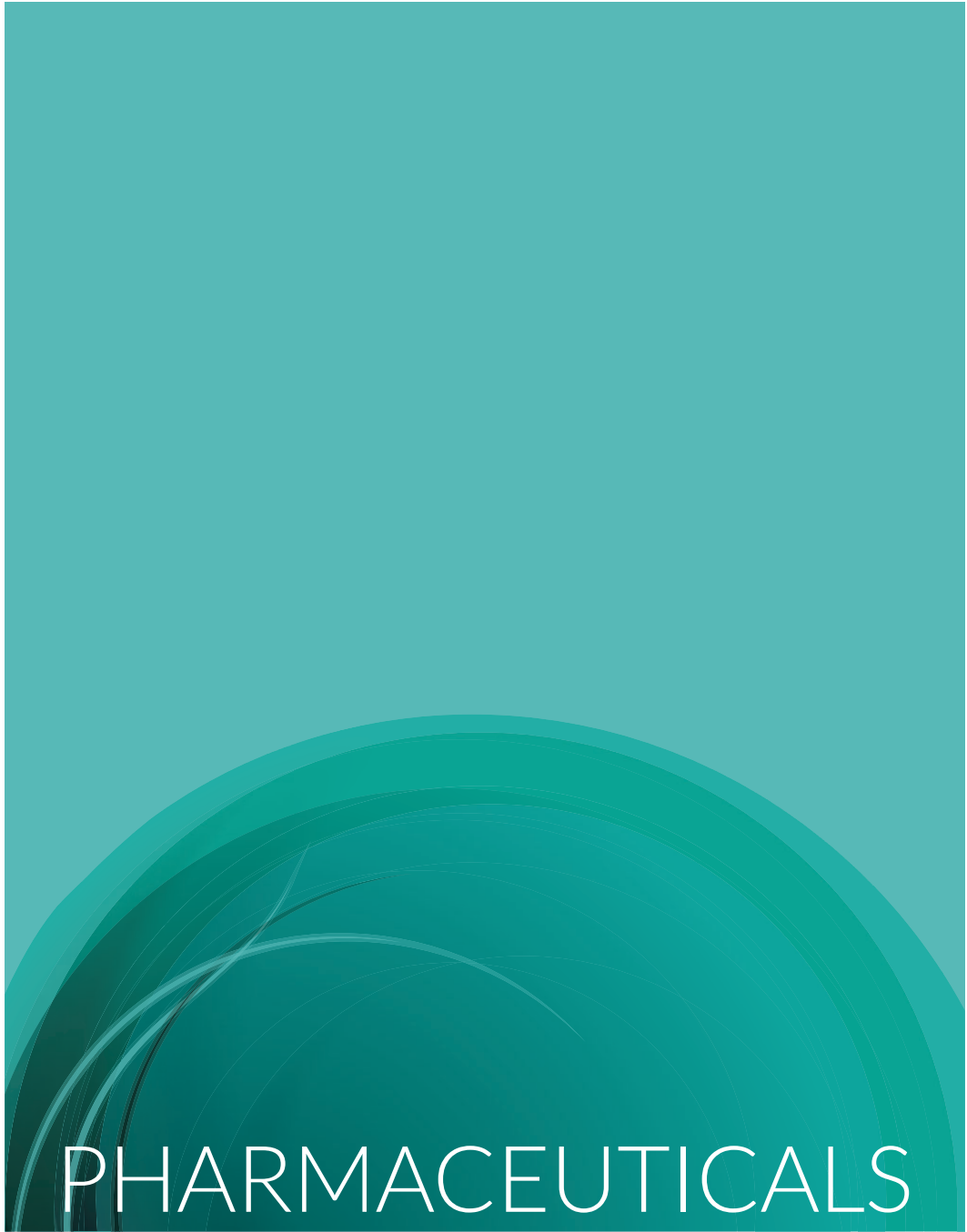
11	KASAKROM CHEMICALS SRL	12	2.0000	87,442,370	2,267,409	8	BUCURESTI, SECTOR 3
12	OMSK CARBON ROMANIA SRL	9	2.1250	80,433,851	2,308,969	8	GALATI, GALATI
13	BASF COATINGS SERVICES SRL	14	1.8125	77,814,891	66,690	17	BUCURESTI, SECTOR 1
14	ASCOM INTERNATIONAL SRL	13	2.0000	55,134,186	1,332,903	10	BUCURESTI, SECTOR 1
15	ORBIT POLYMERS SRL	15	1.5625	40,612,717	-489,279	9	BUCURESTI, SECTOR 1

RUBBER PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CONTITECH THERMOPOL ROMANIA SRL	16	2.5000	198,167,130	30,663,892	473	NADAB, ARAD
2	ARTEGO SA	1	2.3750	151,689,051	13,776,334	1,071	TARGU JIU, GORJ
3	OPTIBELT POWER TRANSMISSION SRL	7	1.7500	106,376,423	8,657,015	283	TAUTII-MAGHERAUS, MARAMURES
4	CAUCHO METAL PRODUCTOS SRL	6	1.8125	104,700,896	1,187,622	184	SELIMBAR, SIBIU
5	PMG EAST SRL	5	1.8750	41,405,745	5,083,912	18	TIMISOARA, TIMIS
6	V.M. COMP SRL	2	2.3125	36,432,685	9,019,623	234	STEFANESTI, ARGES
7	RONERA RUBBER SA	8	1.6250	34,636,813	4,294,391	218	BASCOV, ARGES
8	IMM HYDRO EST SRL	3	2.2500	33,049,797	6,031,430	87	CLUJ-NAPOCA, CLUJ
9	ARGOMM RO SRL	4	2.0000	28,344,824	5,243,461	136	TIMISOARA, TIMIS
10	GANNE A.T.C.P. SA	9	1.6250	26,555,228	2,017,152	114	DRAGASANI, VALCEA

PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	VALEO LIGHTING INJECTION SA	5	2.5625	628,219,331	4,421,643	1,099	TIMISOARA, TIMIS
2	VALROM INDUSTRIE SRL	4	2.6875	301,887,249	32,649,238	407	BUCURESTI, SECTOR 6
3	TERAPLAST SA	1	2.8125	267,974,858	32,502,223	383	SARATEL, BISTRITA-NASAUD
4	ROMCARBON SA	17	2.0625	179,235,483	6,492,801	786	BUZAU, BUZAU
5	EUROFOAM SRL	7	2.3750	168,893,529	11,630,000	218	SELIMBAR, SIBIU
6	VITAFOAM ROMANIA SRL	15	2.1875	166,694,529	11,774,193	187	LUDUS, MURES
7	ISOVOLTA SA	29	1.8125	141,714,697	-4,989,135	507	BUCURESTI, SECTOR 3
8	TRIPLAST SRL	2	2.7500	136,937,833	53,561,463	150	TARGU MURES, MURES
9	STAR EAST PET SRL	18	2.0000	129,167,276	4,151,068	69	BRASOV, BRASOV
10	IRIDEX-GROUP-PLASTIC SRL	3	2.7500	128,200,366	12,837,414	73	VOLUNTARI, ILFOV
11	TEHNO WORLD SRL	8	2.3750	125,281,829	12,255,084	98	BAIA, SUCEAVA
12	DELTA INVEST SRL	19	2.0000	117,363,859	10,598,519	364	TITESTI, ARGES
13	HIPAC ROMANIA SRL	20	2.0000	112,093,135	1,108,250	40	DRAGOMIRESTI-DEAL, ILFOV
14	VERNICOLOR SRL	9	2.3750	106,970,330	8,634,354	408	SANTANDREI, BIHOR
15	PET STAR HOLDING SRL	36	1.6250	106,770,575	-7,130,511	101	SLOBOZIA, IALOMITA
16	GOLD PLAST PRODUCTION SRL	6	2.4375	103,557,810	5,954,743	527	TOPOLOVENI, ARGES
17	AUSTRIA CARD SRL	31	1.7500	96,456,199	1,156,298	124	BUCURESTI, BUCURESTI
18	POLITUB SA	10	2.3750	95,132,598	9,884,459	63	SIEU-MAGHERUS, BISTRITA-NASAUD
19	NICPREM IMPEX SRL	16	2.1875	93,238,869	4,759,114	396	BUCURESTI, SECTOR 3
20	SOGEFI AIR&COOLING SRL	30	1.8125	92,878,260	11,992,236	52	VALEA STANII, ARGES
21	PLASTOR SA	26	1.9375	90,860,260	10,519,932	719	ORADEA, BIHOR
22	AUSTROTHERM COM SRL	40	1.3750	89,413,478	367,335	97	BUCURESTI, SECTOR 6
23	VALPLAST INDUSTRIE SRL	21	2.0000	87,526,834	10,091,252	104	BUCURESTI, SECTOR 6
24	SCHLEMMER ROMANIA SRL	22	2.0000	87,227,141	15,754,889	163	VETIS, SATU MARE
25	STERK PLAST SRL	11	2.3125	86,168,596	13,961,113	256	MEDGIDIA, CONSTANTA
26	ROECHLING AUTOMOTIVE PITESTI SRL	14	2.2500	82,189,897	24,726,076	38	OARJA, ARGES
27	ROMCOLOR 2000 SA	23	2.0000	75,041,775	9,484,193	82	COPACENI, ILFOV
28	JASZ PLASZT RO SRL	41	1.2500	74,266,295	-5,403,581	561	MADARAS, BIHOR
29	BESSER ROMANIA SRL	24	2.0000	72,671,053	16,808,046	103	ORASTIE, HUNEDOARA
30	INDUSTRIAL MECANO IMPORT EXPORT SRL	27	1.9375	69,914,172	2,207,578	118	POPESTI LEORDENI, ILFOV
31	PERPLASTIC COMPOUNDING SRL	32	1.7500	69,320,751	2,163,957	24	ARAD, ARAD
32	ELBROMPLAST SA	33	1.7500	67,027,784	6,443,661	191	TIMISOARA, TIMIS
33	HOBAS PIPE SYSTEMS SRL	38	1.5000	64,746,630	78,056	88	CLINCENI, ILFOV
34	PLASESS (ROMANIA) SRL	35	1.6875	60,896,495	8,235,669	334	CHISODA, TIMIS
35	JIFFY PACKAGING SA	25	2.0000	59,158,528	1,998,068	181	PIATRA NEAMT, NEAMT
36	GRASS TECH SRL	12	2.3125	56,958,710	17,036,156	107	ORADEA, BIHOR
37	TECNOSTAMP TRIULZI EAST EUROPE SRL	28	1.8750	55,906,699	4,480,862	188	HEMEIUS, BACAU
38	CAPIROM SRL	37	1.6250	53,791,004	1,367,764	257	SANTANDREI, BIHOR
39	SUPERLIT ROMANIA SA	39	1.4375	52,163,666	-389,936	97	BUCURESTI, SECTOR 5
40	TECNO PLAST CUGIR SRL	34	1.7500	52,065,538	1,572,110	165	CUGIR, ALBA
41	CARDINAL SRL	13	2.3125	50,575,299	5,628,217	68	BUCURESTI, SECTOR 3



PHARMACEUTICAL PRODUCTS
PHARMACEUTICALS TRADE
PHARMACY CHAINS

PHARMACEUTICAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EUROPHARM SA	1	3.3125	612,646,625	42,601,677	170	BRASOV, BRASOV
2	TERAPIA SA	2	3.0625	538,846,798	118,705,979	863	CLUJ-NAPOCA, CLUJ
3	ZENTIVA SA	3	2.7500	396,824,592	59,981,669	497	BUCURESTI, SECTOR 3
4	SANDOZ SRL	4	2.6875	338,174,107	17,464,501	284	TARGU MURES, MURES
5	ANTIBIOTICE SA	-	-	331,740,206	32,047,535	1,458	IASI, IASI
6	BIOFARM SA	5	2.5000	149,691,393	31,749,472	394	BUCURESTI, SECTOR 3
7	LABORMED-PHARMA SA	10	1.8125	129,323,928	-9,111,358	239	BUCURESTI, SECTOR 3
8	GEDEON RICHTER ROMANIA SA	11	1.8125	118,713,274	138,216	535	TARGU MURES, MURES
9	INFOMED FLUIDS SRL	8	1.9375	110,453,559	470,910	437	BUCURESTI, SECTOR 3
10	FITERMAN PHARMA SRL	6	2.3125	103,072,931	17,688,052	157	IASI, IASI
11	ROMPHARM COMPANY SRL	13	1.7500	91,935,612	7,907,840	276	OTOPENI, ILFOV
12	ABBVIE SRL	12	1.8125	91,177,843	8,982,963	109	BUCURESTI, SECTOR 2
13	PASTEUR - FILIALA FILIPESTI SRL	-	-	84,014,368	27,872,907	202	FILIPESTI DE PADURE, PRAHOVA
14	BERLIN- CHEMIE A.MENARINI SRL	7	2.1250	61,909,793	4,319,472	209	BUCURESTI, SECTOR 1
15	BIOTEHNOS SA	14	1.7500	57,189,033	30,027,022	143	OTOPENI, ILFOV
16	FERROSAN SRL	16	1.5625	57,039,138	3,017,075	119	CLUJ-NAPOCA, CLUJ
17	HIPOCRATE 2000 SRL	-	-	56,449,933	5,527,761	40	MOGOSOIA, ILFOV
18	HERBALIFE RO SRL	9	1.9375	53,959,486	614,825	16	BUCURESTI, SECTOR 1
19	QUALICAPS ROMANIA SRL	15	1.6250	51,453,797	5,340,636	92	BUCURESTI, SECTOR 1
20	ROMVAC COMPANY SA	17	1.5625	50,978,886	4,393,276	428	VOLUNTARI, ILFOV

PHARMACEUTICALS TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MEDIPLUS EXIM SRL	4	3.0625	3,360,058,016	102,208,839	885	MOGOSOIA, ILFOV
2	FARMEXPERT D.C.I. SRL	2	3.5625	2,808,206,351	100,969,554	964	BUCURESTI, SECTOR 6
3	FARMEXIM SA	3	3.1875	1,762,238,661	19,269,992	716	BALOTESTI, ILFOV
4	FILDAS TRADING SRL	1	3.6250	1,676,006,372	73,962,065	712	BUCURESTI, SECTOR 1
5	EUROPHARM HOLDING SA	8	2.7500	928,534,674	3,163,558	447	BRASOV, BRASOV
6	SANOFI ROMANIA SRL	7	2.9375	899,260,001	42,339,237	156	BUCURESTI, SECTOR 2
7	PHARMAFARM SA	12	2.6250	592,566,695	993,460	422	CORUNCA, MURES
8	PFIZER ROMANIA SRL	5	3.0625	562,198,369	30,074,361	155	BUCURESTI, SECTOR 1
9	POLISANO SRL	-	-	527,191,745	-35,293,444	601	SIBIU, SIBIU
10	SERMEDIC SRL	6	3.0000	508,059,927	44,889,457	12	BUCURESTI, SECTOR 1
11	GLAXOSMITHKLINE (GSK) SRL	13	2.6250	499,342,669	21,228,962	-	BUCURESTI, SECTOR 5
12	NOVARTIS PHARMA SERVICES ROMANIA SRL	9	2.7500	448,158,666	22,197,849	138	BUCURESTI, SECTOR 1
13	ROMASTRU TRADING SRL	14	2.6250	427,210,964	3,757,629	194	BUCURESTI, SECTOR 1
14	ACTAVIS SRL	16	2.4375	342,346,842	2,679,741	169	BUCURESTI, SECTOR 1
15	BIO EEL SRL	25	2.1250	209,444,875	4,905,440	175	TARGU MURES, MURES
16	BOEHRINGER INGELHEIM RCV GMBH & CO KG VIENA SUCURSALA BUCURESTI	21	2.1875	203,528,254	3,351,765	70	BUCURESTI, SECTOR 1
17	A & D PHARMA MARKETING & SALES SERVICES SRL	18	2.2500	201,843,487	2,211,603	199	MOGOSOIA, ILFOV

PHARMACEUTICALS TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
18	GLAXOSMITHKLINE CONSUMER HEALTHCARE SRL	-	-	197,153,578	-	79	BUCURESTI, SECTOR 5
19	TEVA PHARMACEUTICALS SRL	22	2.1875	193,771,668	9,872,771	90	BUCURESTI, SECTOR 5
20	LABORMED PHARMA TRADING SRL	26	2.0625	159,863,362	1,984,529	106	BUCURESTI, SECTOR 3
21	ONEDIA DISTRIBUTION SRL	19	2.2500	154,298,659	2,602,717	255	PANTELIMON, ILFOV
22	ANGELINI PHARMACEUTICALS ROMANIA SRL	27	2.0625	154,142,288	10,402,479	94	BUCURESTI, SECTOR 4
23	PHARMNET PLUS SRL	10	2.7500	148,520,209	11,326,813	19	BUCURESTI, SECTOR 1
24	FRESENIUS MEDICAL CARE ROMANIA SRL	17	2.3125	145,956,102	13,263,469	75	BUCURESTI, SECTOR 1
25	FARMAVET SA	-	-	144,953,210	4,113,252	461	BUCURESTI, SECTOR 6
26	SIEPCOFAR DEPOZIT SRL	28	2.0000	139,411,366	3,049,583	47	BUCURESTI, BUCURESTI
27	ALCON ROMANIA SRL	29	2.0000	134,197,596	4,013,210	55	BUCURESTI, SECTOR 2
28	MERCK ROMANIA SRL	23	2.1875	128,233,451	2,174,170	41	BUCURESTI, SECTOR 6
29	GADAGROUP ROMANIA SRL	11	2.6875	123,307,798	25,218,421	47	BUCURESTI, SECTOR 2
30	PHARMA SA	20	2.2500	116,753,396	2,207,928	153	IASI, IASI
31	MEDIMFARM SA	30	2.0000	107,764,299	543,713	322	PLOIESTI, PRAHOVA
32	SOF MEDICA SRL	24	2.1875	106,075,610	14,661,633	52	OTOPENI, ILFOV
33	MARAVET SA	15	2.6250	105,941,260	19,906,948	85	BAIA MARE, MARAMURES
34	ASTRAZENECA PHARMA SRL	-	-	91,576,202	2,818,943	224	BUCURESTI, SECTOR 1
35	ROCHE ROMANIA SRL	-	N/A	N/A	N/A	N/A	BUCURESTI, SECTOR 1

PHARMACY CHAINS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SENSIBLU SRL	1	3.1250	1,186,232,851	31,238,425	2,243	MOGOSOAIA, ILFOV
2	S.I.E.P.C.O.F.A.R. SA	4	2.5625	889,429,880	-12,573,351	1,956	BUCURESTI, SECTOR 4
3	HELP NET FARMA SA	2	2.8125	470,939,794	16,512,969	1,435	BUCURESTI, SECTOR 1
4	ROPHARMA SA	5	2.5000	434,083,007	9,828,262	829	BRASOV, BRASOV
5	CATENA HYGEIA SRL	3	2.6875	298,922,030	23,371,685	556	PITESTI, ARGES
6	FARMACEUTICA ARGESFARM SA	6	2.4375	226,815,138	6,677,536	389	PITESTI, ARGES
7	BLD PHARMA SRL	7	2.4375	185,833,310	5,029,333	48	MAGURELE, ILFOV
8	MED-SERV UNITED SRL	12	2.1875	167,028,588	26,374,454	171	BUCURESTI, SECTOR 1
9	GEDEON RICHTER FARMACIA SA	13	1.8125	137,063,765	-6,869,426	457	CORUNCA, MURES
10	LAVIRA TRANSPORT SRL	11	2.2500	119,278,817	7,551,139	203	BUCURESTI, SECTOR 3
11	FARMACIA TEI SRL	9	2.3125	119,236,588	5,227,765	100	BUCURESTI, SECTOR 2
12	VILEUS MED-COM SRL	10	2.3125	118,947,107	10,297,215	210	PITESTI, ARGES
13	TRI FARM SRL	8	2.3750	115,824,518	3,633,162	196	PLOIESTI, PRAHOVA
14	BELLADONNA TRADE PHARM SRL	14	1.8125	110,097,184	-100,421	356	MAGURELE, ILFOV
15	SIBPHARMAMED SRL	15	1.8125	101,284,764	-13,166,667	329	SIBIU, SIBIU



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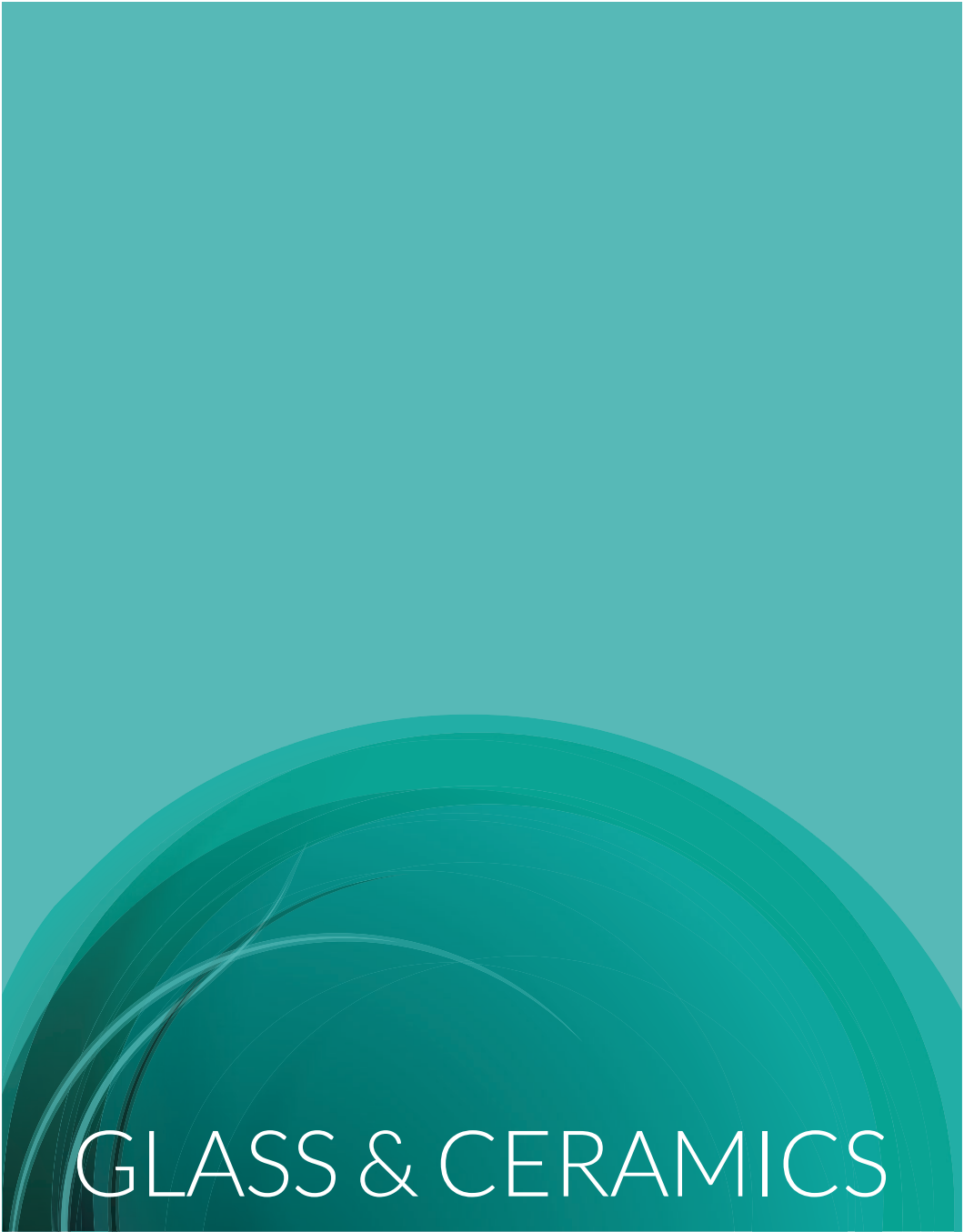
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RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SAINT-GOBAIN GLASS ROMANIA SRL	1	2.2500	339,650,129	5,396,722	271	CALARASI, CALARASI
2	STIROM SA	-	-	251,346,555	19,739,875	395	BUCURESTI, SECTOR 3
3	PIETTA GLASS WORKING SRL	8	1.7500	90,877,208	12,263,367	453	VALENII DE MUNTE, PRAHOVA
4	CRISTAL BRAD SERVICE SRL	11	1.6250	49,283,764	1,630,113	214	BUCURESTI, SECTOR 4
5	GLASS CONTAINER COMPANY-SP SRL	4	1.9375	25,920,984	1,000,100	3	BUCURESTI, SECTOR 6
6	DAHUA PRODUCTION SRL	10	1.6875	24,238,569	5,973,528	169	GIURGIU, GIURGIU
7	TC ROM GLASS SRL	5	1.8750	23,951,544	1,497,200	11	BUCURESTI, SECTOR 4
8	OLIN SRL	9	1.7500	23,364,351	1,974,693	73	BRASOV, BRASOV
9	DAFERMANN SRL	7	1.8125	22,327,389	2,380,765	27	BACAU, BACAU
10	DELTA GLASS SRL	2	2.1250	19,597,725	3,259,659	76	BUCURESTI, SECTOR 4
11	SUFLI GLASS SRL	12	1.5000	19,377,542	60,669	11	CAREI, SATU MARE
12	LUSTIC INVEST SA	6	1.8750	16,293,855	2,308,540	82	CRISTIAN, BRASOV
13	DAKO DISTRIBUTION SRL	3	2.0000	15,457,796	357,603	28	CONSTANTA, CONSTANTA

CERAMICS


RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	APULUM SA	2	2.0000	108,710,788	7,596,737	1,117	ALBA IULIA, ALBA
2	CESIRO SA	8	1.6875	104,395,482	-3,460,136	1,430	SIGHISOARA, MURES
3	IPEC SA	3	1.9375	100,072,689	4,511,213	873	ALBA IULIA, ALBA
4	LAPP INSULATORS SA	6	1.8125	76,678,385	4,728,583	426	TURDA, CLUJ
5	KAI CERAMICS SRL	9	1.5625	35,090,047	-944,182	23	BUCURESTI, SECTOR 1
6	FAIMAR SA	5	1.8750	21,232,023	1,362,679	322	BAIA MARE, MARAMURES
7	PRODUSE REFRACTARE SRL	10	1.5000	15,513,196	199,457	19	CRIZBAV, BRASOV
8	MCM & BAV IMPEX SRL	1	2.0625	15,369,625	991,822	72	BEIUS, BIHOR
9	ELECTROCERAMICA SA	11	1.2500	14,980,445	170,028	83	TURDA, CLUJ
10	TREMAG SA	4	1.9375	14,546,575	1,545,310	96	TULCEA, TULCEA
11	CESIRO HOUSE ALL SRL	7	1.8125	14,203,850	407,166	36	SIGHISOARA, MURES

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	FICOSOTA MARKETING ROMANIA SRL	7	1.9375	132,239,887	-1,413,912	48	BUCURESTI, SECTOR 2
2	ECOLAB SRL	8	1.8750	61,181,990	3,371,203	86	IASI, IASI
3	CERAMIC DEKOR SRL	6	2.0000	20,105,436	762,398	6	SLOBOZIA, IALOMITA
4	TEMOSANIT SRL	4	2.1250	18,933,640	1,101,597	20	BUCURESTI, SECTOR 6
5	METALIM PROD SRL	1	2.2500	17,032,523	732,103	19	BUCURESTI, BUCURESTI
6	PREMIER DISTRIBUTION GROUP SRL	9	1.5625	16,684,002	232,028	15	SLOBOZIA, IALOMITA
7	ARC PROIECT SOLUTIONS SRL	10	1.5000	14,139,470	6,371	4	BUCURESTI, SECTOR 5
8	BOHEMIA SRL	3	2.1875	11,914,473	1,301,380	41	VALEA LUPULUI, IASI
9	HONTFAR SRL	2	2.2500	11,896,450	1,866,660	54	ODORHEIU SECUIESC, HARGHITA
10	TESANO SRL	5	2.1250	10,639,257	450,207	25	SUCEAVA, SUCEAVA



METAL & METALWORKING



BASIC METAL PRODUCTS
METAL PIPEWORK, VALVES AND CONTAINERS
TOOLS, CUTLERY AND IRONMONGERY
METALWORKING
METALWORKING MACHINERY AND EQUIPMENT
TRADE

BASIC METAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARCELORMITTAL GALATI SA	2	3.0000	3,803,508,731	-297,616,460	6,379	GALATI, GALATI
2	ALRO SA	1	3.1875	2,312,775,379	-20,284,358	2,397	SLATINA, OLT
3	ALUM SA	4	2.8125	635,519,848	7,362,816	698	TULCEA, TULCEA
4	COS TARGOVISTE SA	-	-	623,332,244	1,178,367	1,290	TARGOVISTE, DAMBOVITA
5	HAMMERER ALUMINIUM INDUSTRIES SANTANA SRL	3	2.8750	517,090,730	13,817,953	117	SANTANA, ARAD
6	ARCELORMITTAL HUNEDOARA SA	6	2.5000	507,984,568	-15,489,436	633	HUNEDOARA, HUNEDOARA
7	TMK - RESITA SA	9	2.3125	459,205,247	2,512,845	737	RESITA, CARAS-SEVERIN
8	ASO CROMSTEEL SA	7	2.5000	340,228,418	10,814,961	530	TARGOVISTE, DAMBOVITA
9	DONALAM SRL	13	2.1875	332,568,759	-10,817,107	230	CALARASI, CALARASI
10	DOOSAN IMGB SA	15	2.0625	305,763,823	-12,030,655	450	BUCURESTI, SECTOR 4
11	VIMETCO EXTRUSION SRL	5	2.5625	284,297,736	4,709,699	232	SLATINA, OLT
12	DUCTIL STEEL SA	28	1.5000	247,312,162	-20,201,052	602	BUZAU, BUZAU
13	DAN STEEL GROUP BECLEAN SA	26	1.7500	242,139,710	2,790,522	547	BECLEAN, BISTRITA-NASAUD
14	VOESTALPINE STEEL SERVICE CENTER ROMANIA SRL	10	2.2500	208,362,143	13,211,609	55	GIURGIU, GIURGIU
15	UNIVERSAL ALLOY CORPORATION EUROPE SRL	24	1.8750	203,305,776	37,761,716	840	DUMBRAVITA, MARAMURES
16	DUCTIL SA	11	2.2500	180,058,074	8,916,035	383	BUZAU, BUZAU
17	OTELINOX SA	14	2.1250	152,481,517	4,423,801	699	TARGOVISTE, DAMBOVITA
18	STG STEEL SRL	-	-	135,941,843	-	181	BUCURESTI, SECTOR 1
19	HARSHA ENGINEERS EUROPE SRL	12	2.2500	128,594,679	6,720,905	197	GHIMBAV, BRASOV
20	CIE MATRICON SA	18	2.0000	121,605,736	13,002,119	242	TARGU MURES, MURES
21	EUCASTING RO SRL	8	2.3750	119,736,076	22,990,265	155	BRADU, ARGES
22	ERDEMIR-ROMANIA SRL	22	1.9375	112,350,012	1,925,916	277	TARGOVISTE, DAMBOVITA
23	SATURN SA	19	2.0000	99,036,399	6,598,856	506	ALBA IULIA, ALBA
24	METALSIL PROD SRL	29	1.3750	99,034,134	-1,707,394	109	BRASOV, BRASOV
25	INDUSTRIA SARMEI CAMPIA TURZII SA	31	1.2500	78,590,075	2,163,970	233	CAMPIA TURZII, CLUJ
26	SCHULTE & SCHMIDT SRL	23	1.9375	71,715,662	14,053,605	158	BRASOV, BRASOV
27	ALMET SA	27	1.7500	71,368,809	1,924,156	49	NAVODARI, CONSTANTA
28	FONDAL INTERNATIONAL SRL	16	2.0625	64,221,234	7,191,440	315	LETCANI, IASI
29	SIRME SI CABLURI SA	30	1.3125	61,426,292	-941,623	320	HARSOVA, CONSTANTA
30	WEST STEEL SRL	17	2.0625	59,158,690	458,809	10	TIMISOARA, TIMIS
31	TECHNO DOPO TOTAL SA	20	2.0000	55,398,859	2,659,441	59	PITESTI, ARGES
32	ALU METALL GUSS SRL	25	1.8125	55,135,049	10,857,181	87	DETA, TIMIS
33	TITAN STEEL 1921 SRL	21	2.0000	53,641,884	1,834,863	1	GALATI, GALATI

METAL PIPEWORK, VALVES AND CONTAINERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SILCOTUB SA	1	3.4375	1,696,555,756	262,967,129	1,605	ZALAU, SALAJ
2	TMK-ARTROM SA	3	2.6875	901,444,864	3,188,326	-	SLATINA, OLT
3	ARCELORMITTAL TUBULAR PRODUCTS ROMAN SA	4	2.4375	385,751,135	1,798,148	1,255	CORDUN, NEAMT
4	CAN-PACK ROMANIA SRL	2	2.8125	352,085,863	36,316,822	177	BUCURESTI, SECTOR 4
5	ARCELORMITTAL TUBULAR PRODUCTS IASI SA	6	2.1875	303,182,031	-2,023,441	258	IASI, IASI
6	MAIRON TUBES SRL	5	2.3750	125,500,646	1,974,748	115	GALATI, GALATI
7	COMTECH CO SRL	13	1.6875	92,365,712	6,135,694	49	SLATINA, OLT
8	ARCELORMITTAL TUBULAR PRODUCTS GALATI SRL	10	1.7500	85,230,483	16,661,935	131	GALATI, GALATI
9	TECHNOSTEEL LBR SRL	17	1.3750	82,567,511	822,593	206	IASI, IASI
10	PIROUX INDUSTRIE ROMANIA SRL	8	2.0000	66,756,429	13,011,543	269	MIOVENI, ARGES
11	BENTELER DISTRIBUTION ROMANIA SRL	16	1.5000	58,344,847	-784,741	26	SLATINA, OLT
12	ARDAGH METAL PACKAGING BUFTEA SA	15	1.5625	48,895,490	-2,703,164	77	BUFTEA, ILFOV
13	UPRUC CTR SA	14	1.6875	39,556,444	1,105,557	324	FAGARAS, BRASOV
14	GRUPPO ITALIANO IMBALLAGGI SRL	11	1.7500	32,783,109	4,896,676	61	BUCURESTI, SECTOR 2
15	PREMS-TECHNOLOGICAL PRODUCTS SA (PREMS-T.P.SA)	9	1.8125	28,512,613	281,110	134	BRASOV, BRASOV
16	UZINA MECANICA RAMNICU VALCEA SA	12	1.7500	24,150,116	3,105,676	203	RAMNICU VALCEA, VALCEA
17	INTFOR SA	18	1.3125	22,036,224	-5,490,957	115	GALATI, GALATI

TOOLS, CUTLERY AND IRONMONGERY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HUF ROMANIA SRL	4	1.8125	166,328,560	-6,309,967	425	ARAD, ARAD
2	ASSA ABLOY ROMANIA SRL	2	2.1250	156,119,045	16,492,593	550	BUCURESTI, SECTOR 6
3	WALTER TOOLS SRL	1	2.1875	46,031,408	2,130,544	19	TIMISOARA, TIMIS
4	FERONERIA PROD SA	8	1.5625	45,997,664	67,163	290	ARAD, ARAD
5	KUKA SYSTEMS SRL	12	1.4375	37,708,546	-7,089,335	214	SIBIU, SIBIU
6	MONTANA MG SRL	5	1.6250	15,626,719	145,083	221	CAMPULUNG, ARGES
7	S F TOOLSHOP SRL	3	1.9375	14,067,239	1,353,336	220	ARAD, ARAD
8	VEROFER SRL	6	1.6250	13,991,574	524,862	21	ARAD, ARAD
9	MCI INGINERIE SRL	9	1.5000	13,012,019	223,587	79	MIOVENI, ARGES
10	FEROMET M SRL	13	1.3750	11,149,202	295,351	103	DUMBRAVA ROSIE, NEAMT
11	EVOLUZIONE SRL	14	1.3750	10,958,097	140,366	59	IASI, IASI
12	MUSA-PITESTI'96 SRL	10	1.5000	10,915,722	948,673	97	PITESTI, ARGES
13	IUS SA	11	1.5000	10,775,645	-1,710,045	92	BRASOV, BRASOV
14	METAMOB SRL	7	1.6250	10,140,612	171,657	79	SATU MARE, SATU MARE

METALWORKING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BAMESA OTEL SA	1	2.8125	426,389,382	35,169,295	108	TOPOLOVENI, ARGES
2	BEKAERT SLATINA SRL	2	2.7500	337,562,922	43,398,351	561	SLATINA, OLT
3	VILMAR SA	4	2.1250	219,738,011	3,191,874	366	RAMNICU VALCEA, VALCEA
4	GIC NOSAG METAL SRL	7	1.9375	218,662,237	1,192,920	446	BRADU, ARGES
5	JCR - CHRISTOF CONSULTING SRL	5	2.1250	124,468,293	6,129,385	757	BRAZII DE SUS, PRAHOVA
6	ALTUR SA	13	1.8125	102,164,785	-2,948,476	655	SLATINA, OLT
7	PHOENIX MECANO PLASTIC SRL	11	1.8750	96,694,485	2,664,774	255	SIBIU, SIBIU
8	VOESTALPINE AUTOMOTIVE COMPONENTS ARAD SRL	17	1.6250	88,540,137	3,418,406	180	ARAD, ARAD
9	EMAILUL SA	6	2.0000	88,114,060	4,126,073	865	MEDIAS, SIBIU
10	DUNA STEEL COMPANY SRL	14	1.8125	81,046,064	910,407	19	TIMISOARA, TIMIS
11	ELMET INTERNATIONAL SRL	8	1.9375	79,727,983	7,687,177	215	BACAU, BACAU
12	LINDAB SRL	9	1.9375	73,544,366	905,945	95	STEFANESTII DE JOS, ILFOV
13	FORJA ROTEC SRL	15	1.7500	71,686,641	12,039,456	172	BUZAU, BUZAU
14	FORJA NEPTUN SRL	21	1.4375	65,885,526	4,590,702	172	BAICOI, PRAHOVA
15	RAMOSS COM SRL	20	1.5000	65,808,965	4,013,178	189	SACELE, BRASOV
16	PROFILAND STEEL SRL	18	1.6250	63,919,450	-2,040,154	106	GALATI, GALATI
17	DOLADELA COMPANY SRL	10	1.9375	62,625,139	4,548,484	62	GALATI, GALATI
18	TECSA MECCANISMI SRL	12	1.8750	59,369,352	10,438,271	103	APAHIDA, CLUJ
19	WALOR RO SRL	22	1.3750	57,782,546	-495,118	163	SFANTUL GHEORGHE, COVASNA
20	TERWA ROMANIA SRL	23	1.3125	56,082,601	-346,358	174	CRISTIAN, BRASOV
21	SYSMEC SRL	19	1.5625	53,842,883	-6,749,084	158	ARAD, ARAD
22	LEMAN INDUSTRIE SRL	16	1.6875	51,437,119	1,553,323	242	TIMISOARA, TIMIS
23	PRESSAFE SRL	3	2.1875	51,111,287	17,795,004	75	GHIRODA, TIMIS

METALWORKING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	GUHRING SRL	2	1.8750	95,299,486	19,109,884	224	SIBIU, SIBIU
2	TITAN MASINI GRELE SA	3	1.8750	74,297,739	3,330,260	462	BUCURESTI, SECTOR 3
3	I.A.M.U. SA	5	1.8125	73,999,022	6,211,229	724	BLAJ, ALBA
4	POPECI UTILAJ GREU SA	12	1.3750	67,594,296	827,830	685	CRAIOVA, DOLJ
5	EMSIL TECHTRANS SRL	-	-	64,204,284	5,496,468	170	ORADEA, BIHOR
6	ADREM INDUSTRIES SRL	10	1.5000	57,214,420	2,718,800	46	BUCURESTI, SECTOR 1
7	ROTEC SA BUZAU	9	1.5625	52,826,618	1,128,841	419	BUZAU, BUZAU
8	PROMEX SA	11	1.4375	46,958,975	182,758	608	BRAILA, BRAILA
9	UZINSIDER TECHNO SA	4	1.8750	45,953,515	1,404,122	16	BUCURESTI, SECTOR 3
10	24 IANUARIE SA	6	1.8125	38,118,855	805,665	362	PLOIESTI, PRAHOVA
11	NAPOMAR SA	13	1.3125	28,634,152	-1,825,148	309	CLUJ-NAPOCA, CLUJ
12	VDL - ROTTECH SRL	7	1.7500	26,313,165	726,346	101	ARAD, ARAD
13	SCHUMAG ROMANIA SRL	1	2.0625	19,643,585	1,470,462	99	CHISODA, TIMIS
14	AGMUS SA	8	1.7500	16,453,354	264,802	89	IASI, IASI
15	FORTUS SA	14	1.1875	2,098,921	-20,067,129	508	IASI, IASI

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MAIRON GALATI SA	1	3.0000	949,565,761	28,122,361	395	GALATI, GALATI
2	MIRAS INTERNATIONAL SRL	4	2.3125	194,839,532	7,659,738	195	BUFTEA, ILFOV
3	BAUROM CONSTRUCT SRL	5	2.1250	193,187,951	3,684,478	193	GALATI, GALATI
4	DAN STEEL GROUP NEGRESTI OAS SA	8	2.0625	171,395,302	2,273,232	26	NEGRESTI-OAS, SATU MARE
5	THYSSENKRUPP MATERIALS ROMANIA SRL	11	1.8750	167,488,379	-1,571,099	77	BUCURESTI, SECTOR 1
6	MELINDA-IMPEX STEEL SA	6	2.1250	155,782,886	2,719,013	148	ODORHEIU SECUIESC, HARGHITA
7	MOLD STEEL IMPORT-EXPORT SRL	2	2.6250	125,274,559	6,660,810	5	IASI, IASI
8	A-KEMI SRL	3	2.5000	122,336,425	904,398	3	ROSU, ILFOV
9	PROSIDER INTERNATIONAL TRADING SRL	15	1.6875	93,158,145	1,734,354	51	BUCURESTI, SECTOR 3
10	ITALINOX ROMANIA SRL	16	1.6250	92,827,465	2,086,983	54	BUCURESTI, SECTOR 1
11	FRANKSTAHL ROMANIA SRL	12	1.8125	88,814,074	2,062,827	45	BUCURESTI, SECTOR 4
12	ARCELORMITTAL DISTRIBUTION ROMANIA SRL	18	1.5000	86,920,825	-9,909,272	22	BUCURESTI, SECTOR 2
13	SIDMA ROMANIA SRL	19	1.4375	82,670,047	-3,660,506	41	CERNICA, ILFOV
14	MAGONTEC SRL	20	1.4375	78,539,518	88,878	69	SANTANA, ARAD
15	STEELMET ROMANIA SA	13	1.8125	78,508,654	502,961	23	BUCURESTI, SECTOR 3
16	DIRECT LINE INOX IMPEX SRL	14	1.8125	77,865,148	1,966,199	103	CLUJ-NAPOCA, CLUJ
17	GALVA METAL INTERNATIONAL SRL	17	1.6250	71,174,393	-88,847	3	BUCURESTI, SECTOR 3
18	KONIG FRANKSTAHL SRL	9	2.0625	66,009,870	4,294,175	43	BUCURESTI, SECTOR 4
19	COLOR-METAL SRL	10	2.0000	64,705,816	3,251,087	48	ODORHEIU SECUIESC, HARGHITA
20	DACOTRANS SRL	7	2.1250	60,782,337	1,968,650	37	TARGOVISTE, DAMBOVITA

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INTERVIEW

ON THE VERGE OF A NEW INDUSTRIAL REVOLUTION

Radu Garbea, Managing Director, Kaeser Kompressoren

1. How has 2016 been for Kaeser Kompressoren? Has the market met your expectations?

This year has been more challenging than 2015 because of the lack of investments. The few big projects that we targeted were delayed and others were shut down. It was the year of multiple crises and the economic one was the most ruthless. Therefore, we had to base our growth on multiple smaller projects, that implying, of course, a greater effort. We knew from the start that it would not be easy, but we were determined to reach our goals.

2. What are the main drivers on your market in 2016 and do you expect any significant changes in 2017? Please detail.

The food industry has been supplying us with an increasing number of projects and we believe that this trend will be maintained in 2017, as well. We don't expect major changes to take place next year. Nevertheless, we hope that, in 2017, some of the postponed investments will materialize. We also have high hopes for the return of projects financed with European funds; unfortunately, in 2016, they lacked almost entirely. The automotive parts industry also continues to pleasantly surprise us, as some companies resume development projects which seemed to have been abandoned.

3. How would you describe the competition on the market?

Against the backdrop of the general economic situation and the reduced number of potential clients, competition is harsh. On the other hand, our line of business is very specialized and some of our competitors have diversified their offers and included complementary equipment which can be

used for a wider range of applications. All in all, the competition is similar to the one in the other sectors of the economy.

4. What are the main challenges and opportunities on the Romanian market in 2016-2017? What are your biggest concerns about the national market?

Our growth depends very much on our clients' investments in their production capacity. And there is still enough space for growth. There are industries in which almost no investments were made and in which investors haven't shown any interest yet, but things are surely about to change in the near future. There are also companies which relocate or reduce their production capacities. Nevertheless, this does not necessary affect our group because we have branches all over the world.

5. As a global group, Kaeser Kompressoren is able to compare the Romanian market with those in Central and Eastern Europe. What are the main similarities and differences?

All Eastern European countries have similar economic evolutions. Kaeser Romania started its activity later and, in the beginning, we had a different dynamic. In time, these differences have faded, the procedures have aligned and we have comparable results regarding the market share. The only difference resides in the payment methods, as the cash flow is faster in neighboring countries.

6. At the local level, we have seen two main drivers for growth: the borrowing price from banks has reached a minimum low and taxes have been lowered. Have these tendencies helped the industry and your market? Please detail.

The influence of these drivers doesn't seem to be too

WE ARE READY TO COLLECT AND STORE A HUGE QUANTITY OF INFORMATION AND DIGITALIZE COMPLEX PROCESSES.



big, or perhaps other opposing factors are countering the potential benefits. Our partners are still complaining about the difficulties they encounter in accessing finance and about the numerous taxes. Some of the tax regulations adopted are hazardingly applied to all operators, although they are subject to exemptions in other member states.

7 Please emphasize some of your strategies for growth in the following years. Does the concept of Industry 4.0 play a part in your strategy? Please define and detail.

We believe that more and more companies will outsource activities which are currently using valuable resources, and we are getting ready for that. We are focusing on our main activity, as supplier of compressed air equipment, and leaving the complementary activities to others. We are on the verge of a new industrial revolution, and Industry 4.0 or the Internet of Things are trends which we take very seriously. We have developed equipment

and applications which allow us to be constantly connected to the compressed air systems we installed. This is surely what the future will be all about. Each partner who owns one of our central management

system, SAM 4.0, will also have a virtual compressed air station on our servers, which will retain all the relevant information. This will help us step up from preventive maintenance to predictive maintenance. We are ready to collect and store a huge quantity of information and digitalize complex processes. Mr. Thomas Kaeser, CEO of Kaeser Group, often says that: 'This company will have to turn digital or it

will cease to exist.'

8 What is your forecast for growth in 2017?

Although Kaeser Romania is already a mature company, we will never stop aiming for improvement and growth. Our goal for 2017 is reaching a growth of at least 10%, provided that truly significant factors don't stop us from achieving our target.

'THIS COMPANY WILL HAVE TO TURN DIGITAL OR IT WILL CEASE TO EXIST'

Thomas Kaeser, CEO of Kaeser Group

ENGINES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMELF SA	4	1.8750	171,296,503	2,109,095	1,159	BISTRITA, BISTRITA-NASAUD
2	GENERAL TURBO SA	5	1.3750	64,407,480	-40,205,048	544	BUCURESTI, SECTOR 4
3	CARRIER CHLADICI TECHNICA CZ S.R.O. PRAGA SUCURSALA BUCURESTI	-	-	34,880,837	1,068,901	17	BUCURESTI, BUCURESTI
4	KRONES ROMANIA PROD SRL	3	2.1250	33,935,721	4,790,711	10	BUCURESTI, SECTOR 1
5	PLASTICS BAVARIA SRL	1	2.3750	33,115,169	5,712,654	23	BRASOV, BRASOV
6	TECH-CON INDUSTRY SRL	2	2.1875	31,955,698	2,988,226	59	BUCURESTI, SECTOR 6

PUMPS, COMPRESSORS AND PNEUMATIC TOOLS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EMERSON SRL	1	2.8125	692,433,771	28,987,439	2,318	CLUJ-NAPOCA, CLUJ
2	BOSCH REXROTH SRL	3	2.5625	514,241,495	5,620,830	1,435	BLAJ, ALBA
3	STABILUS ROMANIA SRL	2	2.7500	462,156,903	58,892,633	913	SANPETRU, BRASOV
4	GRUNDFOS POMPE ROMANIA SRL	4	2.0625	78,206,118	2,858,985	39	BUCURESTI, SECTOR 1
5	EURO GAS SYSTEMS SRL	6	1.6875	52,060,522	3,084,278	74	TARGU MURES, MURES
6	SEKO SIETA SRL	7	1.3125	18,362,152	-2,216,228	109	CLUJ-NAPOCA, CLUJ
7	TRICOMSERV SA	5	1.8125	17,599,455	1,038,841	87	SFANTUL GHEORGHE, COVASNA

BEARINGS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SCHAEFFLER ROMANIA SRL	1	3.1875	1,740,866,132	42,931,844	3,804	CRISTIAN, BRASOV
2	TIMKEN ROMANIA SA	2	2.6875	358,926,633	65,145,938	891	PLOIESTI, PRAHOVA
3	KOYO ROMANIA SA	3	2.6875	344,875,867	50,957,969	1,462	ALEXANDRIA, TELEORMAN
4	RULMENTI SA	4	2.0000	201,853,455	2,688,171	1,706	BARLAD, VASLUI
5	NTN-SNR RULMENTI SRL	5	1.3750	95,880,292	-6,101,319	802	SIBIU, SIBIU

OVENS, FURNACES AND FURNACE BURNERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HEURTEY PETROCHEM MANUFACTURING SA	5	1.5625	48,488,207	1,650,638	288	BUZAU, BUZAU
2	SOMIPRESS ROMANIA SRL	1	2.1250	25,156,949	2,800,218	53	SATU MARE, SATU MARE
3	CNUD-EFCO ROMANIA SRL	4	1.6875	22,640,023	2,357,263	149	IASI, IASI
4	UTTIS INDUSTRIES SRL	3	1.7500	22,595,640	159,402	82	VIDRA, ILFOV
5	FROILABO INSTRUMENTS SRL	2	2.1250	10,845,306	596,643	24	PODU BROSTENI, ARGES

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OTHER MACHINERY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	NEPTUN SA	13	1.7500	124,847,537	-2,783,644	334	CAMPINA, PRAHOVA
2	OMCO ROMANIA SRL	16	1.5000	72,742,174	1,565,098	383	IASI, IASI
3	MPO PRODIVERS REZISTENT SRL	7	1.9375	65,209,990	3,701,319	209	PISCANI, ARGES
4	TECHNOPHAR EQUIPMENT AND SERVICE SRL	2	2.2500	61,243,460	9,848,527	195	CORNU DE JOS, PRAHOVA
5	GRIRO SA	19	1.3750	57,858,660	-5,148,709	418	BUCURESTI, SECTOR 1
6	DEME MACARALE SRL	10	1.8750	53,039,566	6,480,666	172	ORADEA, BIHOR
7	BYXAN TRANS SRL	6	2.0000	50,926,372	618,000	97	BREAZA, PRAHOVA
8	DURKOPP ADLER SRL	8	1.9375	45,710,435	1,547,007	346	SANGEORGIU DE MURES, MURES
9	FSA SISTEME DE ASAMBLARE SRL	5	2.0625	43,856,316	2,903,065	147	CLUJ-NAPOCA, CLUJ
10	UZUC SA	17	1.5000	43,174,631	253,492	441	PLOIESTI, PRAHOVA
11	BMT AEROSPACE ROMANIA SRL	9	1.9375	37,380,752	5,571,528	174	IASI, IASI
12	SEGULA INTEGRATION SRL	18	1.5000	33,451,811	-1,029,411	104	MIOVENI, ARGES
13	FONTANA PIETRO ROMANIA SRL	15	1.6250	30,922,169	1,469,379	107	LAZARESTI, ARGES
14	ADARCO INVEST SRL	1	2.3750	29,586,800	6,645,366	75	PETROSANI, HUNEDOARA
15	GONZALES MECANICA DE PRECIZIE SRL	12	1.8125	28,851,870	4,086,052	52	FLORESTI, PRAHOVA
16	ESCEMOMATICA SRL	11	1.8750	23,260,666	2,154,701	139	OSORHEI, BIHOR
17	GG MANUFACTURING SRL	3	2.1250	22,438,558	2,628,208	45	SIBIU, SIBIU
18	COMES SA	14	1.6875	21,498,617	243,829	149	SAVINESTI, NEAMT
19	NOVA GRUP SRL	4	2.1250	20,142,197	3,533,803	164	CUGIR, ALBA

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARISTON THERMO ROMANIA SRL	14	2.0625	136,244,115	-703,482	81	BUCURESTI, SECTOR 1
2	DAAS IMPEX SRL	4	2.3125	123,146,694	6,186,842	196	BUCURESTI, SECTOR 1
3	ANDREAS STIHL MOTOUNELTE SRL	8	2.2500	121,621,606	12,540,381	26	OTOPENI, ILFOV
4	WILO ROMANIA SRL	5	2.3125	120,814,784	18,435,774	57	CHIAJNA, ILFOV
5	THONAUER AUTOMATIC SRL	1	2.4375	100,803,147	9,889,970	14	BUCURESTI, SECTOR 3
6	VAILLANT GROUP ROMANIA SRL	10	2.1875	97,976,631	5,932,958	46	BUCURESTI, SECTOR 1
7	FERROLI - ROMANIA SRL	20	1.8125	95,782,433	3,073,025	48	BUCURESTI, SECTOR 6
8	ATLAS COPCO ROMANIA SRL	19	1.8750	95,043,519	3,695,983	82	BUCURESTI, SECTOR 1
9	EMERSON PROCESS MANAGEMENT ROMANIA SRL	15	2.0000	90,013,524	7,238,798	73	BUCURESTI, SECTOR 2
10	ITACO INTERNATIONAL SRL	21	1.6875	81,805,490	1,899,173	23	BUCURESTI, SECTOR 3
11	PASSAVANT ENERGY & ENVIRONMENT GMBH FRANKFURT SUCURSALA BUCURESTI	-	-	79,466,804	441,989	-	BUCURESTI, BUCURESTI
12	WYLZE LOGISTIK SRL	24	1.6250	70,345,829	4,737,531	93	PLOIESTI, PRAHOVA
13	TOYOTA MATERIAL HANDLING ROMANIA SRL	26	1.5000	66,307,894	2,142,484	83	BUCURESTI, SECTOR 4

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TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
14	STILL MATERIAL HANDLING ROMANIA SRL	25	1.6250	61,671,046	2,427,983	47	BOLINTIN-DEAL, GIURGIU
15	SANDVIK SRL	17	1.9375	60,564,373	3,219,056	30	BUCURESTI, SECTOR 1
16	MAKITA ROMANIA SRL	22	1.6875	57,917,826	4,591,055	36	AFUMATI, ILFOV
17	IRCAT-CO SRL	11	2.1250	57,813,855	9,551,439	58	CIOROGARLA, ILFOV
18	ADISS SA	23	1.6875	55,761,174	1,517,918	123	TAUTII-MAGHERAUS, MARAMURES
19	GREENBAU TEHNOLOGIE SRL	12	2.1250	52,140,218	3,182,394	31	BUCURESTI, SECTOR 4
20	CEMPS SA	6	2.3125	47,916,554	4,281,333	59	BUCURESTI, SECTOR 6

21 **KAESER KOMPRESSOREN SRL**
KAESER COMPRESOARE

RANKING BY MCR SCORING: 18
MCR SCORING: 1.9375
ANNUAL TURNOVER 2015 (RON): 43,542,856
PROFIT/ LOSS 2015 (RON): 10,920,841
NO. OF EMPLOYEES 2015: 43



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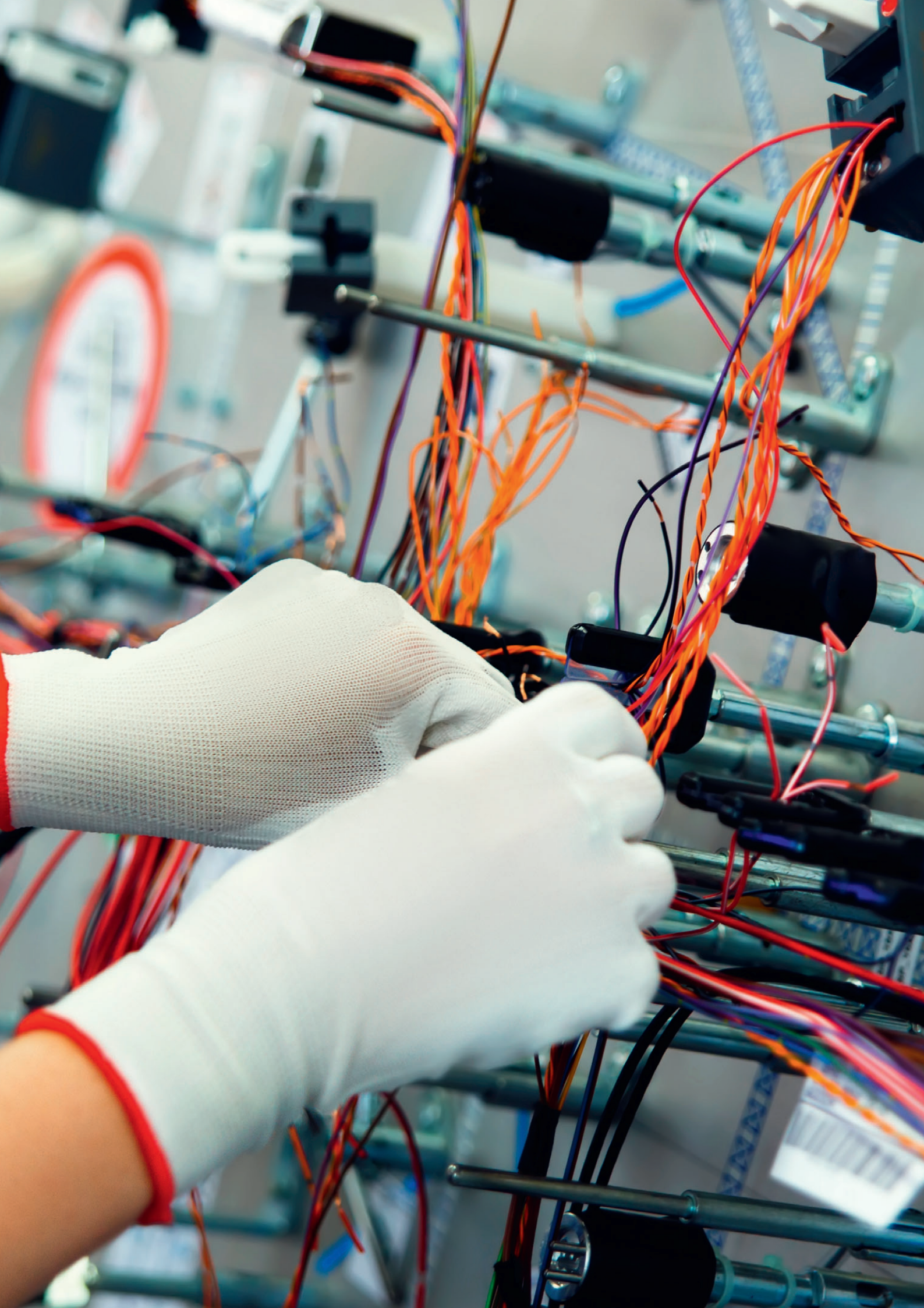
22	SCHRACK TECHNIK SRL	13	2.1250	39,433,070	2,231,989	41	BUCURESTI, SECTOR 6
23	INDIS PARTENER SRL	3	2.3750	39,293,272	4,409,083	28	CLUJ-NAPOCA, CLUJ
24	KARCHER ROMANIA SRL	2	2.4375	35,577,823	5,311,449	29	BUCURESTI, SECTOR 1
25	PROENERG SA	16	2.0000	33,840,775	2,773,910	69	BUCURESTI, SECTOR 4
26	INTERFRIG PLOIESTI SRL	7	2.3125	31,273,392	2,280,417	35	PLOIESTI, PRAHOVA
27	EXPOTEHNICA SRL	9	2.2500	31,020,506	1,805,095	47	BLEJOI, PRAHOVA


WEAPONS AND AMMUNITION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA UZINA MECANICA CUGIR SA	1	2.0625	140,950,622	45,811,539	1,063	CUGIR, ALBA
2	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA FABRICA DE ARME CUGIR SA	3	1.8125	111,539,733	5,642,957	77	BUCURESTI, SECTOR 6
3	SOCIETATEA "UZINA MECANICA SADU" SA FILIALA A COMPANIEI NATIONALE "ROMARM" SA	4	1.4375	67,924,350	2,099,631	895	CUGIR, ALBA
4	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA CARFIL SA	5	1.3125	56,143,306	-10,361,241	892	BUMBESTI-JIU, GORJ
5	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA MIJA SA	6	1.3125	42,644,744	-8,109,485	353	BRASOV, BRASOV
6	UZINA MECANICA PLOPENI SA	2	2.0625	35,239,543	10,023,282	420	I. L. CARAGIALE, DAMBOVITA
7	COMPANIA NATIONALA ROMARM SA FILIALA SOCIETATEA METROM SA	7	1.3125	13,528,227	-7,155,775	240	PLOPENI, PRAHOVA
8		8	1.2500	12,761,869	-5,905,979	83	BRASOV, BRASOV




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RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EATON ELECTRO PRODUCTIE SRL	1	3.3125	974,065,949	34,100,545	2,004	SARBI, MARAMURES
2	ROMCAB SA	4	2.8125	837,073,867	46,903,541	500	TARGU MURES, MURES
3	PRYSMIAN CABLURI SI SISTEME SA	3	2.9375	675,467,351	21,038,370	283	SLATINA, OLT
4	ICME ECAB SA	5	2.6250	652,207,418	-6,914,636	515	BUCURESTI, SECTOR 3
5	ZES ZOLLNER ELECTRONIC SRL	2	3.0000	568,832,012	43,462,975	1,207	SATU MARE, SATU MARE
6	COFICAB PLOIESTI SRL	6	2.5000	475,947,039	24,094,695	224	ARICESTII RAHTIVANI, PRAHOVA
7	ELECTROMAGNETICA SA	12	2.3750	385,540,466	-22,636,993	615	BUCURESTI, SECTOR 5
8	CUMMINS GENERATOR TECHNOLOGIES ROMANIA SA	8	2.4375	253,650,572	16,383,420	733	CRAIOVA, DOLJ
9	HONEYWELL LIFE SAFETY ROMANIA SRL	-	-	226,463,788	3,473,053	677	LUGOJ, TIMIS
10	COOPER INDUSTRIES ROMANIA SRL	14	2.3125	215,819,092	12,209,067	220	ARAD, ARAD
11	ALEWIJNSE MARINE GALATI SOCIETATE PE ACTIUNI	19	2.1875	199,001,658	4,272,724	388	GALATI, GALATI
12	ELBA SA	33	1.9375	195,304,443	17,088,156	985	TIMISOARA, TIMIS
13	ASKOLL ROMANIA SRL	13	2.3750	177,992,104	17,966,563	451	STEFANESTI, ARGES
14	LUXTEN LIGHTING COMPANY SA	23	2.0625	164,218,007	17,853,342	485	BUCURESTI, SECTOR 1
15	HARTING ROMANIA MANUFACTURING SCS	7	2.5000	159,287,784	11,750,870	551	SIBIU, SIBIU
16	ELECTROPUTERE SA	41	1.6875	149,586,620	-23,626,103	734	CRAIOVA, DOLJ
17	LOIAL IMPEX SRL	15	2.3125	144,765,147	5,925,952	222	SCHEIA, SUCEAVA
18	CONNECTRONICS ROMANIA SRL	35	1.8750	130,422,529	-2,852,437	887	ORADEA, BIHOR
19	EKR-ELEKTROKONTAKT ROMANIA SRL	20	2.1250	129,766,782	3,642,391	2,419	SANTANA, ARAD
20	CABLETEAM SRL	24	2.0625	127,374,929	2,035,150	311	SIGHISOARA, MURES
21	WEIDMÜLLER INTERFACE ROMANIA SRL	38	1.7500	122,708,557	1,016,947	596	TAUTII-MAGHERAUS, MARAMURES
22	RCB ELECTRO 97 SA	9	2.4375	116,091,129	2,313,310	101	BISTRITA, BISTRITA-NASAUD
23	ELECTRO-ALFA INTERNATIONAL SRL	26	2.0000	114,583,334	3,475,654	246	BOTOSANI, BOTOSANI
24	EVEREL ROMANIA SRL	36	1.8750	111,850,682	24,789	480	LIPOVA, ARAD
25	IPROEB SA	10	2.4375	110,655,471	5,916,453	325	BISTRITA, BISTRITA-NASAUD
26	STC S.P.A. FORLI SUCURSALA BUCURESTI	17	2.2500	105,523,894	7,411,204	-	BUCURESTI, BUCURESTI
27	ODU ROMANIA MANUFACTURING SRL	27	2.0000	97,185,350	3,141,012	254	SIBIU, SIBIU
28	ELECTRO SISTEM SRL	42	1.6875	88,664,457	2,731,230	331	BAIA MARE, MARAMURES
29	POLYSTART IMPEX SRL	45	1.5625	74,605,887	2,451,490	241	CRAIOVA, DOLJ
30	DIETAL ROUMANIE SRL	34	1.9375	70,484,545	3,196,669	221	CODLEA, BRASOV
31	ELECTROPLAST SA	48	1.3750	69,980,404	-2,084,103	113	BISTRITA, BISTRITA-NASAUD
32	ALLSYS ENERGY SA	21	2.1250	68,677,191	789,163	1,685	BUCURESTI, SECTOR 1
33	ELECTROPRECIZIA ELECTRICAL MOTORS SRL	47	1.4375	64,362,896	267,523	365	SACELE, BRASOV
34	NIDEC MOTOR CORPORATION ROMANIA SA	28	2.0000	63,593,955	129,837,608	288	PITESTI, ARGES
35	HONEYWELL INTERNATIONAL SERVICES SRL	-	-	63,527,436	2,861,615	316	BUCURESTI, SECTOR 2
36	RETRASIB SA	49	1.3750	61,878,605	-964,759	136	SIBIU, SIBIU
37	EXIMPROD GRUP SRL	44	1.6250	59,698,326	9,169,970	179	BUZAU, BUZAU

ELECTRIC EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
38	ELECTROTEL SA	29	2.0000	57,994,509	5,252,581	471	ALEXANDRIA, TELEORMAN
39	GRUPO ANTOLIN SIBIU SRL	39	1.7500	57,012,320	5,052,227	311	SIBIU, SIBIU
40	BACHMANN ROMANIA SRL	25	2.0625	53,233,195	3,093,705	178	MEDIAS, SIBIU
41	GENERAL ME.EL ELECTIC SRL	37	1.8125	49,742,199	3,322,044	110	BAICOI, PRAHOVA
42	KABLUTRONIK SRL	11	2.4375	46,486,361	4,990,859	249	ULMI, DAMBOVITA
43	IRON COMPANY SRL	18	2.2500	45,355,088	6,124,693	131	VETIS, SATU MARE
44	EXIMPROD POWER SYSTEMS SRL	43	1.6875	42,783,823	5,852,991	103	BUZAU, BUZAU
45	BENNING POWER ELECTRONICS ROM SCS	22	2.1250	41,605,043	6,513,657	128	BUCHIN, CARAS-SEVERIN
46	B&K ELECTRO SYSTEM SRL	16	2.3125	40,959,113	2,256,060	14	BAIA MARE, MARAMURES
47	ELBA-COM SA	30	2.0000	40,235,109	5,760,201	91	TIMISOARA, TIMIS
48	ELECTRICAL BUSINESS CENTER SRL	31	2.0000	39,507,318	1,033,118	48	PITESTI, ARGES
49	ALSTOM GENERAL TURBO SA	32	2.0000	37,596,516	2,431,373	-	BUCURESTI, SECTOR 4
50	CIS AUTOMOTIVE CABLE SRL	46	1.5625	36,196,320	365,062	408	SIBIU, SIBIU
51	UMEB SA	40	1.7500	35,940,563	996,345	271	BUCURESTI, SECTOR 6

ELECTRONIC EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CELESTICA (ROMANIA) SRL	4	2.6250	881,595,408	-6,614,197	1,016	BORS, BIHOR
2	STEINEL ELECTRONIC SRL	1	3.0000	445,334,373	27,510,801	467	CURTEA DE ARGES, ARGES
3	FLEXTRONICS ROMANIA SRL	3	2.6875	340,287,820	16,156,265	3,450	TIMISOARA, TIMIS
4	BENCHMARK ELECTRONICS ROMANIA SRL	2	2.8750	322,418,806	33,456,202	737	GHIMBAV, BRASOV
5	PLEXUS SERVICES RO SRL	9	2.1875	303,621,474	-14,217,700	583	ORADEA, BIHOR
6	SYSTRONICS SRL	7	2.3125	213,120,230	10,041,901	523	ARAD, ARAD
7	MIELE TEHNICA SRL	10	2.1875	180,056,971	13,092,029	150	FELDIOARA, BRASOV
8	GDS MANUFACTURING SERVICES SA	13	2.0000	176,077,463	138,728	429	ARAD, ARAD
9	KENDRION AUTOMOTIVE (SIBIU) SRL	6	2.5000	174,221,168	4,861,371	422	SIBIU, SIBIU
10	DUCATI ENERGIA ROMANIA SA	14	1.9375	168,296,742	673,313	359	BUSTENI, PRAHOVA
11	SIMEA SIBIU SRL	8	2.2500	162,411,279	2,557,063	898	SIBIU, SIBIU
12	PSICONTROL SRL	5	2.5625	102,513,329	11,593,573	122	RASNOV, BRASOV
13	SUMIDA ROMANIA SRL	11	2.0625	91,593,241	3,331,979	1,242	JIMBOLIA, TIMIS
14	SHINHEUNG ELECTRONICS SRL	18	1.3750	78,725,836	323,282	459	ORADEA, BIHOR
15	WENGLOR ELECTRONIC INNOVATION LITO SOCIETATE IN COMANDITA	12	2.0625	63,591,434	8,941,620	213	SIBIU, SIBIU
16	PANDUIT EUROPEAN SOLUTIONS SRL	17	1.5000	52,872,720	913,081	266	ARAD, ARAD
17	ELECTRONICA P.M.A. SRL	15	1.8125	44,272,918	5,057,842	207	BAIA MARE, MARAMURES
18	SYSCOM - 18 SRL	19	1.3750	38,397,347	94,571	102	BUCURESTI, SECTOR 6
19	A-E ELECTRONICS SA	16	1.6875	30,556,835	3,214,452	206	BACAU, BACAU

MEASURING AND TESTING EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ELSACO ELECTRONIC SRL	2	2.6250	376,688,350	16,184,704	368	BOTOSANI, BOTOSANI
2	AEM SA	4	2.4375	314,116,678	24,191,199	1,565	TIMISOARA, TIMIS
3	HANNA INSTRUMENTS SRL	5	2.3125	133,103,800	19,185,523	13	NUSFALAU, SALAJ
4	NITECH SRL	3	2.5625	127,749,369	11,790,673	67	BUCURESTI, SECTOR 1
5	FLUID GROUP HAGEN SRL	1	2.7500	115,871,635	30,133,612	198	CAREI, SATU MARE
6	MECRO SYSTEM SRL	7	2.1875	58,385,429	9,105,504	46	BUCURESTI, SECTOR 6
7	ELSTER ROMETRICS SRL	12	1.9375	53,222,129	3,602,374	146	GHIRODA, TIMIS
8	E-TESTBOARDS SRL	14	1.8750	50,973,585	15,830,441	75	BRATASANCA, PRAHOVA
9	RONEXPRIM SRL	13	1.9375	50,885,592	1,956,621	33	BUCURESTI, SECTOR 1
10	AEROTEH SA	10	2.0625	50,280,806	12,093,219	117	BUCURESTI, SECTOR 6
11	ARC BRASOV SRL	8	2.1250	43,110,896	4,056,154	30	BRASOV, BRASOV
12	MULTIGAMA TECH SRL	9	2.1250	42,112,347	3,637,752	35	BUCURESTI, SECTOR 3
13	ELSTER AEROTEH SRL	6	2.2500	40,293,444	7,683,796	40	BUCURESTI, SECTOR 6
14	AFRISO-EURO-INDEX SRL	11	2.0625	31,343,917	4,472,189	194	BUCURESTI, SECTOR 5

OPTICAL EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SAV INTEGRATED SYSTEMS SRL	2	1.5000	33,741,061	348,013	40	BUCURESTI, SECTOR 2
2	OPHIR OPTICS SRL	3	1.3125	24,402,935	-1,115,079	89	BUCURESTI, SECTOR 3
3	HOYA LENS HUNGARY ZRT, BUDAPESTA - SUCURSALA ROMANIA	1	2.1250	18,001,935	1,676,960	35	BUCURESTI, SECTOR 2
4	IOR SA	4	1.2500	16,136,568	-1,724,471	342	BUCURESTI, SECTOR 3

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SAMSUNG ELECTRONICS ROMANIA SRL	1	3.5000	3,308,303,515	74,529,300	122	BUCURESTI, SECTOR 1
2	HUAWEI TECHNOLOGIES SRL	5	2.8125	909,010,987	11,915,165	1,101	BUCURESTI, SECTOR 1
3	GERSIM IMPEX SRL	2	3.3125	744,528,108	33,968,689	18	BUCURESTI, SECTOR 1
4	SIEMENS SRL	3	3.1875	678,771,855	96,176,917	600	BUCURESTI, SECTOR 6
5	ELBI ELECTRIC & LIGHTING SRL	6	2.6250	294,312,017	14,732,733	147	BRAGADIRU, ILFOV
6	SCHNEIDER ELECTRIC ROMANIA SRL	11	2.3750	267,878,356	862,662	254	BUCURESTI, SECTOR 2
7	TAIRA YAMAMOTO TRADING SA	4	3.0000	262,044,211	35,284,746	4	BUCURESTI, SECTOR 1
8	PAYPOINT SERVICES SRL	15	2.1875	187,991,375	16,314,046	125	BUCURESTI, SECTOR 1
9	WORLD COMM SRL	10	2.4375	173,956,806	5,720,244	23	BUCURESTI, SECTOR 6
10	ABB SRL	9	2.5000	167,858,217	12,439,154	79	BUCURESTI, SECTOR 1
11	VISION DIGITECH SRL	16	1.9375	157,320,082	-1,442,137	425	ORADEA, BIHOR
12	BANESTO SRL	14	2.2500	154,950,431	749,137	39	PIATRA NEAMT, NEAMT
13	EATON ELECTRIC SRL	12	2.3750	128,814,502	3,278,267	64	BUCURESTI, SECTOR 1
14	ELECTRO DISTRIBUTION SRL	13	2.3750	121,143,807	4,294,824	115	BAIA MARE, MARAMURES
15	B2B EXPERT MOBILE CONECTION SRL	7	2.6250	118,688,027	10,593,458	3	BUCURESTI
16	LESSOR SRL	8	2.6250	110,114,937	822,227	4	PIATRA NEAMT, NEAMT



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INTERVIEW

THE DEMOCRATIZATION OF ANALYTICS, A TRIGGER FOR HUGE BUSINESS OPPORTUNITIES

Daniel Pana, Country Manager, SAS Analytical Solutions

1. Please tell us a few things about the concept of the 'democratization of analytics' and how it is perceived by Romanian companies.

Analytics are everywhere – managing business processes, shaping customer interactions, embedded in our smart phones and the apps we use. Through our experiences both as consumers and employees, we are becoming more aware of what data and analytics can do for us. We're more attentive to the data we've got, and we use it differently. We become more curious, asking for more and better data, assuming that answers must be obtainable somewhere. We're asking smarter questions, and the answers create business value.

We call this trend the 'democratization of analytics.' No longer the exclusive province of statisticians and specialists, analytics are for all of us, as we become more data-driven and analytical in our thinking and our work.

Ten years ago, 'forecasting' often meant the budget process. And if you said 'predictive analytics,' people's eyes might glaze over. Today, we recognize what analytical models can help us do – anticipate customer responses, predict customer or employee attrition, optimize allocation of resources of all kinds, make smarter decisions faster. We may not be able to build the complex models and simulations ourselves, but we can appreciate and capitalize on the outputs of advanced analytics.

This democratization of analytics is a person-by-person phenomenon. However, collectively, these grassroots analysts are changing how enterprises

function, and changing them in ways that the enterprise cannot directly control. This is happening whether enterprises like it or not. Leadership's role is to encourage and enable citizen data scientists, steer them a bit through challenging goals, and empower their creativity and impact. The democratization of analytics makes for interesting times and enormous business opportunity.

The majority of Romanian companies are still either not on an analytical journey or, those who are engaged in analytics, are not 'democratized.' I could explain this situation as part of the legacy that we have; nevertheless, the good news comes from the newcomers in the analytical world that understand and appreciate the power of analytical 'democracy' – quick improvements and short learning curve.

2. At worldwide level, SAS has morphed from a tools-based analytics company into a solutions-based company. What kind of solutions has SAS Romania provided

in 2016, for whom, and how have these solutions been received?

In 2016, SAS Romania continued its traditional business strategy focused on the financial industry – and here we have delivered dedicated solutions for Marketing Optimisation and for Risk Management. Nonetheless, we are steadily advancing into the manufacturing and energy territories, where we are consolidating our position – especially into the Data Management & Information Systems, closely followed by the Forecasting and Operational Optimization.

ANALYTICS ARE FOR ALL OF US, AS WE BECOME MORE DATA-DRIVEN AND ANALYTICAL IN OUR THINKING AND OUR WORK.

3. If there is data being produced, SAS is most likely analyzing it – from fighting fraud in banking and insurance (HSBC is using such a solution – http://www.sas.com/en_us/customers/HSBC.html), to finding cures for some of the world’s most dangerous diseases – for instance, giving researchers access to the largest cardiovascular database in the world. In your opinion, for which sectors are SAS analytics solutions a must?

Three years ago, we talked about Analytics Culture; last year, the focus was on Analytics for EVERYone – democratization of analytics, with new tools to facilitate the use of analytics pervasively in the company. Today is dedicated to Analytics EVERYwhere, underlining the widespread of analytic solutions. The driving force is the Internet of EVERYthings that brings together people, process, data and things to make networked connections more relevant and valuable than ever before – turning information into actions that create new capabilities and richer experiences, affects many aspects of the everyday life and contributes to the data explosion, opening the doors to new business models and services. The economist Jeremy Rifkin talks about the third industrial revolution, at zero marginal cost. The modern era is characterized by many disruptive elements: product co-development with customers, interpenetration of industries, ‘new deal on data’ (people share personal information in exchange for value added services); democratization of information and analytics; streaming analytics to process data when they are generated.

As implied, simply producing data triggers the usage of data and usage of data is Analytics. In short, my answer is EVERYWHERE.

4. What is the most important feedback from your clients/ prospective clients that you received in 2016?

Unity & simplicity. In my opinion, more and more of our clients are looking for a ‘Swiss Army Analytical Tool’, capable of performing from very approachable analysis to advanced and very specialized statistical analytics. A tool that can be flexible, as well as scalable. For this reasons, we have launched in 2016 the SAS Viya.

SAS Viya is a unique platform that enables your organization to quickly conquer all kinds of analytical

challenges; to easily assemble and share solutions built with embedded analytical services; to build governed applications, quickly deliver answers and consistently get the best results. Its open architecture serves everyone from data scientists to business analysts, from application developers to executives. Moreover, it provides the reliable, scalable and secure analytics inventory management and governance necessary for agile IT enablement.

SAS Viya helps your organization handle the ever-changing and ever-growing range of analytical demands. Regardless of how many users you have, what size your data is or how it’s refreshed, you’ll get answers fast. The architecture is designed with resilient distributed processing for optimized analytical workloads.

With SAS Viya, it is possible to integrate all aspects of the analytical life cycle – whether they are in SAS, from other programming languages like Python, Java or Lua, or called from your own applications using public REST APIs. You can access the power of SAS in one managed and monitored platform, with a single inventory of all analytical assets. Moreover, you can solve synchronization issues arising from different code bases. As a central backbone for analytics, the cost of updates between different environments is eliminated and you no longer need to spend time worrying about compliance issues and more time on innovation.

5. What’s the biggest opportunity that you perceived in the business environment in 2016 and how can SAS Romania’s solutions help customers take advantage of this opportunity?

For me, the biggest opportunity is the deregularization of the energy market. Across Europe, the energy market liberalization has reached different levels, as each member state approached the process in its own way. While some of the countries viewed the liberalization process as a necessity in order to maintain the community prosperity, evolution, international competitiveness and economic growth, others preferred to maintain the government monopoly. The liberalization process started in late 1990s when the creation of the European Common Market brought into attention the fact that the differences between energy prices in the European countries affect the competitiveness of national companies.

LAST YEAR, THE FOCUS WAS ON ANALYTICS FOR EVERYONE; TODAY IS DEDICATED TO ANALYTICS EVERYWHERE, UNDERLINING THE WIDESPREAD OF ANALYTIC SOLUTIONS.



The liberalization of the energy market in Romania means, as we've seen so far, the separation of the main activities of generation, transport, distribution and supply (UNBUNDLING), step that has already been taken. At the moment, a consumer can freely choose their supplier in theory. The next step would be the government's release of the price control (DEREGULATION). Another related topic is how to implement a new infrastructure that can enable such a complex process and address Environmental Concerns (SMART GRIDS).

Energy Liberalizations also means new players, new processes, new rules and new business. SAS Business Analytics for the energy sector, leveraging on 40 years of successful history and more than 500 customers from the energy sector, can help increase the system efficiency and reduce the total price for customers. In particular, SAS Business Analytics supports in a unique, integrated way, new business development for all players: regulated operators and market operators.

New business development for regulated operators means: reducing operation and asset costs, managing uncertain and limited visibility, fraud management, smart grid and renewable energy and, finally, sell value added services.

For market operators, business development implies market penetration, competitive analysis, customer management and revenue assurance.

SAS can support (and we already did it) all these

processes, providing a holistic Architecture (High Performance Business Analytics Framework) and dedicated Business Analytics Engine for Consumer-based analytics, Risk Management, Situational awareness – gained through sensor and reporting the health of the equipment on an ongoing basis – and Grid optimization analytics for transmission & distribution networks.

6. In terms of the business environment, what do you want to see in 2017 and what would you not like to happen?

I want to see genuine production growth and stability. These two elements will allow the business environment to start thinking in strategic terms and give away the constant fire fight that practically paralysed and disabled the development. I want us to have the necessary time to think – in terms of 6 months to 12 months for an upgrade and optimization project; I want us to have time to think 'what if'? I want us to produce and use scenarios based on real data insight and not only on our gut feeling.

7. As a business leader, please make a statement about what the new administration resulted from the elections should bring for the business environment in 2017.

The new administration should bring macroeconomic and legislation stability, fundamentally restructure state-owned companies, focus on EU funds absorption and encourage businesses that bring added value.

SOFTWARE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ORACLE ROMANIA SRL	2	3.1250	784,708,898	34,241,199	3,043	BUCURESTI, SECTOR 1
2	BITDEFENDER SRL	1	3.1875	387,037,483	65,148,109	708	BUCURESTI, SECTOR 2
3	TEAMNET INTERNATIONAL SA	-	-	316,798,057	6,586,262	238	BUCURESTI, SECTOR 5
4	MICROSOFT ROMANIA SRL	5	2.5000	238,175,457	42,538,854	430	BUCURESTI, SECTOR 1
5	SIVECO ROMANIA SA	25	2.1250	222,710,778	15,528,704	543	BUCURESTI, SECTOR 1
6	LUXOFT PROFESSIONAL ROMANIA SRL	12	2.3125	222,312,744	21,987,244	1,326	BUCURESTI, SECTOR 1
7	ENDAVA ROMANIA SRL	13	2.3125	217,564,864	36,414,944	1,381	CLUJ-NAPOCA, CLUJ
8	SAP ROMANIA SRL	18	2.2500	183,889,316	53,914,437	371	BUCURESTI, SECTOR 1
9	INSOFT DEVELOPMENT & CONSULTING SRL	31	1.9375	155,536,475	2,104,302	160	BUCURESTI, SECTOR 6
10	UBISOFT SRL	14	2.3125	146,626,795	6,971,616	1,220	BUCURESTI, SECTOR 1
11	METRO SYSTEMS ROMANIA SRL	26	2.1250	135,614,575	5,427,041	781	VOLUNTARI, ILFOV
12	ELECTRONIC ARTS ROMANIA SRL	20	2.1875	133,291,129	9,816,681	440	BUCURESTI, SECTOR 6
13	TEAMNET BUSINESS SERVICES SRL	21	2.1875	129,607,833	1,766,594	119	BUCURESTI, SECTOR 5
14	SOFTVISION SRL	3	2.8125	117,911,636	4,205,723	1,104	CLUJ-NAPOCA, CLUJ
15	NTT DATA ROMANIA SA	4	2.5625	110,588,900	16,554,630	438	CLUJ-NAPOCA, CLUJ
16	SOFTWARE SCOPE SRL	35	1.8750	102,821,702	-6,101,499	-	PLOIESTI, PRAHOVA
17	GAMELOFT ROMANIA SRL	15	2.3125	102,797,950	3,854,405	1,181	BUCURESTI, SECTOR 1
18	INFINEON TECHNOLOGIES ROMANIA & CO. SCS	8	2.3750	102,315,380	4,525,676	262	BUCURESTI, SECTOR 2
19	IQUEST TECHNOLOGIES SRL	28	2.0625	98,779,678	3,856,797	432	CLUJ-NAPOCA, CLUJ
20	MISYS INTERNATIONAL FINANCIAL SYSTEMS SRL	36	1.8750	97,836,856	20,485,569	503	BUCURESTI, SECTOR 6
21	TEAMNET PROJECT MANAGEMENT SOLUTIONS SRL	37	1.8750	97,698,962	458,439	45	BUCURESTI, SECTOR 6
22	IXIA SRL	32	1.9375	96,704,440	8,517,176	378	BUCURESTI, SECTOR 1
23	TOTAL SOFT SA	41	1.6875	94,825,976	5,352,941	427	VOLUNTARI, ILFOV
24	BETFAIR ROMANIA DEVELOPMENT SRL	33	1.9375	92,980,417	8,078,017	306	CLUJ-NAPOCA, CLUJ
25	VODAFONE ROMANIA TECHNOLOGIES SRL	16	2.3125	85,980,624	7,764,707	527	VOLUNTARI, ILFOV
26	PENTALOG ROMANIA SRL	22	2.1875	83,630,138	10,337,040	440	BUCURESTI, SECTOR 1
27	FORTECH SRL	6	2.4375	81,605,447	16,082,979	468	CLUJ-NAPOCA, CLUJ
28	PRINTEC GROUP ROMANIA SRL	38	1.8750	74,924,582	7,025,800	161	BUCURESTI, SECTOR 1
29	AROBS TRANSILVANIA SOFTWARE SA	9	2.3750	71,476,019	10,886,901	388	CLUJ-NAPOCA, CLUJ
30	INTEL SOFTWARE DEVELOPMENT SRL	27	2.1250	69,167,546	5,933,904	207	BUCURESTI, SECTOR 2
31	AMAZON DEVELOPMENT CENTER (ROMANIA) SRL	7	2.4375	68,132,658	5,667,799	371	IASI, IASI
32	YMENS TEAMNET SRL	17	2.3125	66,196,745	5,979,471	55	BUCURESTI, SECTOR 5
33	NXP SEMICONDUCTORS ROMANIA SRL	42	1.6875	64,137,419	1,807,478	267	BUCURESTI, SECTOR 5
34	CRYS COMPUTERS SRL	23	2.1875	62,994,518	11,775,857	265	BUCURESTI, SECTOR 3
35	CEGEKA ROMANIA SRL	24	2.1875	60,996,353	15,679,630	214	BUCURESTI, SECTOR 1
36	LOGIKA IT SOLUTIONS SRL	10	2.3750	57,832,137	3,105,019	24	OTOPENI, ILFOV
37	1&1 INTERNET DEVELOPMENT SRL	29	2.0000	57,121,698	8,827,206	255	BUCURESTI, SECTOR 1
38	TEAMNET SOLUTIONS INTERNATIONAL SRL	45	1.5000	56,380,965	-1,143,245	250	BUCURESTI, SECTOR 6
39	ACCENTURE INDUSTRIAL SOFTWARE SOLUTIONS SA	40	1.7500	55,211,789	-2,676,579	382	CLUJ-NAPOCA, CLUJ
40	MOOD MEDIA ROMANIA SRL	43	1.5625	52,956,984	620,500	145	BUCURESTI, SECTOR 1

SOFTWARE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
41	3PILLAR GLOBAL SRL	19	2.2500	50,799,253	4,173,910	304	CLUJ-NAPOCA, CLUJ
42	SIEMENS CONVERGENCE CREATORS SRL	30	2.0000	47,606,132	406,712	209	BRASOV, BRASOV
43	BULL ROMANIA SRL	44	1.5625	47,105,745	-1,926,140	31	BUCURESTI, SECTOR 2
44	SOBIS SOLUTIONS SRL	39	1.8750	45,195,804	8,452,078	237	SIBIU, SIBIU
45	AXWAY ROMANIA SRL	34	1.9375	45,132,039	2,471,966	248	BUCURESTI, SECTOR 4
46	INFO WORLD SRL	11	2.3750	45,071,636	6,407,072	201	BUCURESTI, SECTOR 2

HARDWARE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	NETWORK ONE DISTRIBUTION SRL	2	2.8750	930,923,571	9,096,412	224	BUCURESTI, SECTOR 2
2	IBM ROMANIA SRL	1	3.3125	744,599,760	85,327,418	2,172	BUCURESTI, SECTOR 1
3	HEWLETT - PACKARD (ROMANIA) SRL	3	2.8125	288,941,948	75,716,955	345	BUCURESTI, SECTOR 2
4	ELKOTECH ROMANIA SRL	17	1.9375	240,188,778	-1,534,505	59	BUCURESTI, SECTOR 1
5	SKIN MEDIA SRL	25	1.8125	209,558,801	524,033	69	BUCURESTI, SECTOR 1
6	ASBIS ROMANIA SRL	18	1.9375	206,919,359	268,609	40	BUCURESTI, SECTOR 6
7	ABC DATA DISTRIBUTIE SRL	15	2.0000	198,073,939	-211,523	23	BUCURESTI, BUCURESTI
8	LIKEIT SOLUTION SRL	12	2.0625	183,602,506	1,724,073	49	BUCURESTI, SECTOR 2
9	MB DISTRIBUTION SRL	11	2.1250	150,465,452	3,620,306	70	BUCURESTI, SECTOR 2
10	COMPLET ELECTRO SERV SA	5	2.6875	143,601,446	3,050,754	24	VOLUNTARI, ILFOV
11	LASTING SYSTEM SRL	6	2.3750	128,670,360	4,280,654	97	TIMISOARA, TIMIS
12	DESPEC ROMANIA SRL	22	1.8750	126,744,817	-2,750,469	74	BUCURESTI, SECTOR 6
13	AGIS COMPUTER SRL	4	2.8125	115,229,067	11,419,921	32	CLUJ-NAPOCA, CLUJ
14	IT SMART DISTRIBUTION SRL	8	2.3125	112,473,153	2,668,734	37	BUCURESTI, SECTOR 1
15	LOGICOM INFORMATION TECHNOLOGY DISTRIBUTION SRL	19	1.9375	102,204,690	-1,181,356	24	MOGOSOAIA, ILFOV
16	XEROX (ROMANIA) ECHIPAMENTE SI SERVICII SA	13	2.0625	100,662,242	9,325,522	68	BUCURESTI, SECTOR 2
17	RRC TECH DISTRIBUTION SRL	26	1.8125	83,554,275	719,471	18	BUCURESTI, SECTOR 1
18	DELL INTERNATIONAL SERVICES SRL	10	2.1875	73,602,679	2,718,552	374	BUCURESTI, SECTOR 2
19	GEMINI SP SRL	28	1.6250	68,615,710	657,912	6	BUCURESTI, SECTOR 1
20	PRODUCTON SRL	20	1.9375	64,413,568	1,092,474	91	BUCURESTI, SECTOR 5
21	ROYAL COMPUTERS SRL	23	1.8750	63,023,392	1,780,272	51	BUCURESTI, SECTOR 6
22	FUJITSU TECHNOLOGY SOLUTIONS GESMBH VIENA SUCURSALA BUCURESTI	30	1.5000	59,331,461	-496,280	10	BUCURESTI, SECTOR 1
23	GMN DISTRIBUTIE SRL	29	1.5625	58,660,031	-1,737,134	35	BUCURESTI, SECTOR 1
24	LENOVO TECHNOLOGY B.V. OLANDA AMSTERDAM - SUCURSALA BUCURESTI	16	2.0000	52,664,063	3,289,594	48	BUCURESTI, SECTOR 1
25	MAGUAY IMPEX SRL	14	2.0625	52,570,307	968,033	39	BUCURESTI, SECTOR 2
26	SYSTEM PLUS SRL	24	1.8750	52,048,445	1,534,849	54	BUCURESTI, SECTOR 1
27	LOGIC COMPUTER SRL	7	2.3750	51,751,681	2,090,279	19	BUCURESTI, SECTOR 2
28	MIDA SOFT BUSINESS SRL	9	2.3125	51,161,489	4,404,251	26	BUCURESTI, SECTOR 5
29	AVNET TECHNOLOGY SOLUTIONS SRL	21	1.9375	48,085,297	2,045,141	8	BUCURESTI, SECTOR 1
30	HAMA DISTRIBUTION ROMANIA SRL	27	1.6875	47,917,213	3,552,510	19	BUCURESTI, BUCURESTI

IT&C CONSULTANCY AND RELATED SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	UTI GRUP SA	20	2.1250	491,503,641	-18,781,263	1,420	BUCURESTI, SECTOR 2
2	GLOBAL E-BUSINESS OPERATIONS CENTRE SRL	1	2.6250	336,554,854	121,219,044	2,363	BUCURESTI, SECTOR 2
3	ATOS IT SOLUTIONS AND SERVICES SRL	2	2.5625	200,296,818	47,460,216	1,219	BUCURESTI, SECTOR 1
4	S & T ROMANIA SRL	16	2.1875	196,276,613	8,889,713	131	BUCURESTI, SECTOR 1
5	EXPERT ONE RESEARCH SRL	4	2.4375	192,909,102	3,411,784	383	BUCURESTI, SECTOR 6
6	COMPUTER GENERATED SOLUTIONS ROMANIA SRL	8	2.3125	190,611,562	59,579,786	2,300	BUCURESTI, SECTOR 6
7	ROMSYS SRL	26	1.8750	154,466,528	-30,070,480	189	BUCURESTI, SECTOR 1
8	ETA2U SRL	11	2.2500	152,993,037	5,575,304	240	TIMISOARA, TIMIS
9	STEFANINI ROMANIA SRL	12	2.2500	137,600,376	4,157,938	1,152	BUCURESTI, SECTOR 2
10	COMDATA SERVICE SRL	3	2.5000	132,958,965	31,681,432	1,953	CRAIOVA, DOLJ
11	BION ADVANCED SUPPORT TEAM SRL	13	2.2500	108,040,503	2,424,886	26	BUCURESTI, SECTOR 6
12	ASSECO SEE SRL	14	2.2500	106,984,988	3,059,413	145	BUCURESTI, SECTOR 1
13	NET BRINEL SA	5	2.3750	106,568,715	6,813,026	90	CLUJ-NAPOCA, CLUJ
14	INTRAROM SA	30	1.7500	105,170,446	-25,296,030	364	BUCURESTI, SECTOR 2
15	WEBHELP ROMANIA SRL	9	2.3125	101,385,122	5,709,301	1,629	BUCURESTI, SECTOR 1
16	E.ON BUSINESS SERVICES IASI SRL	23	2.0000	101,204,375	-63,489	64	IASI, IASI
17	DB GLOBAL TECHNOLOGY SRL	6	2.3750	100,571,242	35,855,462	299	BUCURESTI, BUCURESTI
18	ORANGE SERVICES SRL	17	2.1875	95,745,487	12,485,989	535	BUCURESTI, BUCURESTI
19	ARVATO SERVICES SRL	18	2.1875	91,718,264	13,298,045	867	BRASOV, BRASOV
20	EURONET SERVICES SRL	25	1.9375	88,232,383	15,752,193	45	BUCURESTI, SECTOR 1
21	ASESOFT TECHNOLOGIES SRL	36	1.2500	83,020,368	-10,850,354	34	PLOIESTI, PRAHOVA
22	KAPSCH SRL	27	1.8750	82,667,787	1,311,910	54	BUCURESTI, SECTOR 1
23	INFOTREAT SRL	19	2.1875	82,537,759	6,059,437	8	BUCURESTI, BUCURESTI
24	SECVISION BUSINESS SOLUTIONS SRL	7	2.3750	69,605,212	11,161,169	6	BUCURESTI, BUCURESTI
25	BOSCH SERVICE SOLUTIONS SRL	22	2.0625	67,021,108	8,810,110	532	TIMISOARA, TIMIS
26	STAR STORAGE SRL	-	-	62,985,175	-4,647,202	375	BUCURESTI, SECTOR 2
27	SYKES ENTERPRISES EASTERN EUROPE SRL	28	1.8750	62,632,212	9,509,525	845	CLUJ-NAPOCA, CLUJ
28	OMNILOGIC SRL	34	1.3750	58,157,289	-18,565,669	60	OTOPENI, ILFOV
29	SCC SERVICES ROMANIA SRL	21	2.1250	57,221,441	4,207,867	808	IASI, IASI
30	PROVISION SOFTWARE DIVISION SRL	35	1.3125	56,699,180	323,967	34	BUCURESTI, SECTOR 1
31	CRESCENDO INTERNATIONAL SRL	24	2.0000	54,914,520	2,828,048	76	BUCURESTI, SECTOR 2
32	OPEN GOV SRL	15	2.2500	52,574,362	3,645,817	25	BUCURESTI, SECTOR 1
33	SMART ID DYNAMICS SA	10	2.3125	49,276,093	4,737,926	38	BUCURESTI, SECTOR 1
34	RINF OUTSOURCING SOLUTIONS SRL	31	1.6875	47,683,882	-292,778	275	BUCURESTI, SECTOR 2
35	MIRA TELECOM SA	32	1.5625	46,102,785	1,431,836	53	OTOPENI, ILFOV
36	FOCALITY SRL	29	1.8750	44,100,238	3,646,661	35	IASI, IASI
37	Q'NET INTERNATIONAL SRL	33	1.4375	43,460,841	-3,797,312	83	BUCURESTI, SECTOR 2

TELECOMMUNICATIONS SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ORANGE ROMANIA SA	1	3.0625	4,585,755,248	366,671,746	2,386	BUCURESTI, SECTOR 1
2	VODAFONE ROMANIA SA	2	3.0625	3,330,641,989	220,177,448	2,724	BUCURESTI, SECTOR 2
3	RCS & RDS SA	4	2.5625	2,698,208,692	-17,902,620	10,579	BUCURESTI, SECTOR 5
4	TELEKOM ROMANIA COMMUNICATIONS SA	-	-	2,578,919,225	-122,842,482	5,291	BUCURESTI, SECTOR 1
5	TELEKOM ROMANIA MOBILE COMMUNICATIONS SA	3	2.8750	1,848,458,924	-234,991,318	976	BUCURESTI, SECTOR 6
6	UPC ROMANIA SRL	6	2.3750	536,119,974	-230,317,326	1,428	BUCURESTI, SECTOR 1
7	SOCIETATEA NATIONALA DE RADIOCOMUNICATII SA	7	2.0000	280,637,396	-28,295,435	1,405	BUCURESTI, SECTOR 4
8	DIGITAL CABLE SYSTEMS SA	16	1.6250	172,178,315	-8,755,643	1,177	BUCURESTI, SECTOR 2
9	VOX CARRIER SRL	5	2.5000	153,830,322	5,665,399	40	BUCURESTI, BUCURESTI
10	TELEMOBIL SA	-	-	102,327,323	-62,166,959	5	BUCURESTI, SECTOR 6
11	2K TELECOM SRL	23	1.0625	95,154,542	-7,922,464	220	VOLUNTARI, ILFOV
12	NEXTGEN COMMUNICATIONS SRL	19	1.3750	91,795,928	-4,637,119	547	BUCURESTI, SECTOR 1
13	GTS TELECOM SRL	20	1.3750	80,371,448	-154,404	121	BUCURESTI, SECTOR 5
14	FOCUS SAT ROMANIA SRL	21	1.3125	80,262,604	-24,190,798	75	BUCURESTI, SECTOR 4
15	D & D COMPANY SRL	8	2.0000	75,623,556	460,819	3	BUCURESTI, SECTOR 3
16	INFINITY NETWORK SRL	9	2.0000	75,282,480	257,255	-	VALEA BUDULUI, BACAU
17	NECC TELECOM ROMANIA SA	11	1.9375	70,797,801	1,739,453	2	BUCURESTI, SECTOR 2
18	RADCOM SRL	12	1.9375	67,925,048	7,896,782	122	BUCURESTI, SECTOR 2
19	COMBRIDGE SRL	13	1.7500	66,120,973	6,681,519	37	BUCURESTI, SECTOR 1
20	EAD TELECOM SRL	10	2.0000	60,027,662	1,142,091	17	BRASOV, BRASOV
21	AKTA TELECOM SA	22	1.3125	53,955,538	-2,666,817	626	BUCURESTI, SECTOR 2
22	TELECOMUNICATII C.F.R. SA	17	1.5625	43,000,588	3,287,988	937	BUCURESTI, SECTOR 1
23	DIRECT ONE SA	15	1.6875	42,421,477	15,570,426	25	BUCURESTI, SECTOR 1
24	NETCITY TELECOM SA	18	1.5625	40,385,442	17,171,017	24	BUCURESTI, SECTOR 2
25	SOCIETATEA PENTRU SERVICII DE TELECOMUNICATII SI TEHNOLOGIA INFORMATIEI IN REțele ELECTRICE DE TRANSPORT "TELETRANS" SA	14	1.7500	40,137,103	4,643,104	235	BUCURESTI, SECTOR 1

TELECOMMUNICATIONS EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ERICSSON TELECOMMUNICATIONS ROMANIA SRL	1	3.0625	658,506,945	17,495,749	2,798	BUCURESTI, SECTOR 1
2	ALCATEL - LUCENT ROMANIA SA	-	-	361,889,647	20,820,638	-	TIMISOARA, TIMIS
3	GERMANOS TELECOM ROMANIA SA	-	-	188,469,334	-39,779,428	896	BUCURESTI, SECTOR 1
4	ARSIS TRADING SRL	4	2.1875	138,088,058	1,530,977	611	BUCURESTI, SECTOR 6
5	COSMOS MOBILE SRL	13	1.8750	82,874,738	2,556,912	12	BUCURESTI, SECTOR 1
6	HR FRANCHISING SRL	14	1.8750	78,541,753	6,964,087	560	CLUJ-NAPOCA, CLUJ
7	AVENIR TELECOM SA	-	-	55,929,654	-1,283,343	194	BUCURESTI, SECTOR 1
8	ILEX COM SA	7	2.1250	50,107,169	1,833,037	310	CRAIOVA, DOLJ
9	REGENERSIS(BUCHAREST) SRL	16	1.6875	46,330,360	2,313,146	183	BUCURESTI, SECTOR 6
10	ROHDE & SCHWARZ TOPEX SA	8	2.1250	46,057,214	6,812,430	158	BUCURESTI, SECTOR 1
11	ROBEST COM SRL	9	2.0625	44,410,758	1,445,751	275	CARCEA, DOLJ

TELECOMMUNICATIONS EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
12	ASGO TELECOM SRL	2	2.3125	42,550,095	7,060,121	140	BUCURESTI, SECTOR 2
13	UNIVERSAL CARD SYSTEMS SA	18	1.6250	41,083,532	271,222	49	BUCURESTI, SECTOR 1
14	ECCO GROUP DEVELOPMENT SRL	15	1.8125	40,352,006	205,449	16	BUCURESTI, SECTOR 2
15	FELIX TELECOM SRL	5	2.1875	38,184,357	3,727,536	72	BUCURESTI, SECTOR 2
16	M.C.S. COMMUNICATIONS SRL	17	1.6875	34,837,625	-1,654,235	214	BUCURESTI, SECTOR 6
17	GENERAL SECURITY SRL	12	2.0000	32,569,995	5,148,823	74	CLUJ-NAPOCA, CLUJ
18	FRONTAL COMMUNICATION SRL	10	2.0625	30,279,623	880,837	15	OTOPENI, ILFOV
19	CELLULAR ONE SRL	3	2.2500	28,060,754	2,562,097	198	BRAILA, BRAILA
20	ELETTRA COMMUNICATIONS SA	11	2.0625	26,000,292	2,723,587	141	PLOIESTI, PRAHOVA
21	DIANGI GRUP SRL	6	2.1875	25,457,049	1,645,290	107	BUCURESTI, BUCURESTI

TELECOMMUNICATIONS INFRASTRUCTURE


RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	KATHREIN ROMANIA SRL	1	2.8125	600,375,364	3,027,525	2,073	TIMISOARA, TIMIS
2	VERTA TEL SRL	2	2.0625	67,810,931	4,165,600	231	BUCURESTI, SECTOR 4
3	CENTRUL PENTRU SERVICII DE RADIOCOMUNICATII SRL	4	1.6250	60,641,583	1,775,573	66	BUCURESTI, SECTOR 1
4	DELTATEL SRL	3	2.0000	55,052,234	3,621,228	357	TIMISOARA, TIMIS

OFFICE EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	3M ROMANIA SRL	12	2.0000	176,978,579	35,979,969	87	BUCURESTI, SECTOR 1
2	RTC PROFFICE EXPERIENCE SA	13	1.9375	125,093,794	232,067	170	BUCURESTI, SECTOR 6
3	XEROX BUSINESS SERVICES ROMANIA SRL	2	2.3125	123,788,775	7,967,403	1,945	IASI, IASI
4	TURBON ROMANIA SRL	7	2.1250	95,884,464	5,300,743	631	OLTENITA, CALARASI
5	KONICA MINOLTA BUSINESS SOLUTIONS ROMANIA SRL	18	1.6250	95,874,110	1,084,821	162	BUCURESTI, SECTOR 1
6	DACRIS IMPEX SRL	15	1.8750	87,488,033	1,601,301	221	OTOPENI, ILFOV
7	LECOM BIROTICA ARDEAL SRL	4	2.1875	67,319,047	3,518,462	94	CLUJ-NAPOCA, CLUJ
8	ROPECO BUCURESTI SRL	5	2.1875	56,585,236	6,658,053	98	CHIAJNA, ILFOV
9	COMSERVICE-COMPANY SRL	8	2.1250	39,018,933	1,954,692	28	BACAU, BACAU
10	ROPACK ASSEMBLING & DISTRIBUTION SRL	1	2.4375	38,004,729	4,167,856	20	BRASOV, BRASOV
11	SAMA CONSUL SRL	16	1.8750	32,626,662	1,030,821	35	BUCURESTI, SECTOR 2
12	EUROCOM SA	3	2.3125	30,745,232	2,201,186	36	BUCURESTI, SECTOR 1
13	SIOROM SRL	14	1.9375	28,405,523	709,399	257	IASI, IASI
14	ROEL SRL	9	2.1250	28,011,436	2,395,002	194	BUCURESTI, SECTOR 4
15	DANUBIUS EXIM SRL	10	2.1250	27,746,223	5,315,453	30	BUCURESTI, SECTOR 1
16	TOP EDGE ENGINEERING SRL	17	1.8750	27,035,534	1,556,718	18	CRAIOVA, DOLJ
17	EUTRON INVEST ROMANIA SRL	6	2.1875	26,015,007	1,269,354	93	BUCURESTI, SECTOR 1
18	M.G.T. EDUCATIONAL SRL	11	2.0625	25,239,571	397,428	33	BUCURESTI, SECTOR 1



ENGINEERING & CONTRACTORS



INDUSTRIAL CONTRACTORS
ENGINEERING CONSULTANTS
CERTIFICATION
RESEARCH
TESTING

INDUSTRIAL CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ROMINSERV SRL	1	2.8750	704,952,230	37,612,115	656	BUCURESTI, SECTOR 1
2	IMSAT SA	2	2.5625	267,463,006	13,179,777	876	BUCURESTI, SECTOR 6
3	ROMENERGO SA	3	2.3125	238,523,097	708,796	21	BUCURESTI, SECTOR 1
4	ROMELECTRO SA	9	1.7500	225,343,797	-6,741,133	104	BUCURESTI, SECTOR 2
5	TIAB SA	6	2.1875	213,384,413	6,584,279	708	BUCURESTI, SECTOR 1
6	MOLDOCOR SA	5	2.2500	110,244,795	8,020,933	404	PIATRA NEAMT, NEAMT
7	SUTECH SRL	4	2.3125	109,049,649	1,474,533	15	MEDIAS, SIBIU
8	KRAFTANLAGEN ROMANIA SRL	7	1.8750	83,144,579	2,505,664	246	PLOIESTI, PRAHOVA
9	KREMSMUELLER ROMANIA SRL	12	1.3750	73,894,070	-12,305,264	221	PLOIESTI, PRAHOVA
10	S.U.C.T. SA	8	1.8750	69,072,884	2,868,739	242	SUCEAVA, SUCEAVA
11	CONSTRUCTIONS INDUSTRIELLES DE LA MEDITERRANEE - CNIM SA PARIS - FRANTA, SUCURSALA BUCURESTI	10	1.6875	66,080,422	1,040,549	-	BUCURESTI, SECTOR 2
12	T.M.U.C.B. SA	11	1.4375	56,594,663	-5,176,370	437	BUCURESTI, SECTOR 6

ENGINEERING CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SCHLUMBERGER LOGELCO INC. PANAMA CIUDAD DE PANAMA SUCURSALA BUCURESTI	1	3.1250	941,307,574	89,818,557	282	BUCURESTI, SECTOR 1
2	RENAULT TECHNOLOGIE ROUMANIE SRL	2	2.7500	631,387,416	26,867,838	1,674	VOLUNTARI, ILFOV
3	GENERAL ELECTRIC INTERNATIONAL INC. - WILMINGTON SUCURSALA ROMANIA	3	2.7500	265,627,947	35,408,225	111	BUCURESTI, SECTOR 1
4	COMAU ROMANIA SRL	10	2.0625	194,542,752	2,779,635	462	ORADEA, BIHOR
5	SCHLUMBERGER OILFIELD EUROPE SUPORT SRL	11	2.0625	122,113,423	9,745,250	86	BUCURESTI, BUCURESTI
6	DMT MARINE EQUIPMENT SOCIETATE PE ACTIUNI	7	2.1250	106,566,143	13,005,107	122	GALATI, GALATI
7	ADREM INVEST SRL	14	1.6875	105,423,217	3,134,586	865	BUCURESTI, SECTOR 1
8	WEATHERFORD ATLAS GIP SA	19	1.3750	89,575,137	-32,366,385	214	PLOIESTI, PRAHOVA
9	TEAMNET ENGINEERING SRL	8	2.1250	74,340,563	4,930,211	42	BUCURESTI, BUCURESTI
10	RENERGY POWER PLANTS SRL	4	2.3750	67,818,645	1,795,034	38	BUCURESTI, SECTOR 3
11	METROUL SA	15	1.6875	56,191,355	26,738,358	191	BUCURESTI, SECTOR 5
12	EPTISA ROMANIA SRL	9	2.1250	54,804,148	13,615,898	133	BUCURESTI, SECTOR 3
13	RAMBOLL SOUTH EAST EUROPE SRL	12	1.8750	54,200,770	6,116,799	87	BUCURESTI, SECTOR 3
14	ICEPRONAV ENGINEERING SRL	6	2.1875	50,967,053	7,525,752	314	GALATI, GALATI
15	PSE ENGINEERING GMBH GERMANIA SUCURSALA PLOIESTI	13	1.8750	50,573,141	5,945,039	44	PLOIESTI, PRAHOVA
16	AECOM INGENIERIA SRL	21	1.2500	50,477,719	73,836	-	BUCURESTI, SECTOR 1
17	ADREM ENGINEERING SRL	16	1.6875	48,058,224	2,938,957	74	BUCURESTI, BUCURESTI
18	AEDIFICIUM PROJEKTENTWICKLUNG SRL	5	2.3750	46,826,436	4,048,388	114	CLUJ-NAPOCA, CLUJ
19	ECOPAN SRL	20	1.3750	44,486,150	-24,993	2	BUCURESTI, SECTOR 1
20	SNAMPROGETTI ROMANIA SRL	18	1.4375	43,825,218	-8,292,754	245	BUCURESTI, SECTOR 2
21	AMEC FOSTER WHEELER ITALIANA SRL CORSICO SUCURSALA PLOIESTI ROMANIA	17	1.5625	41,136,425	7,971,566	-	PLOIESTI, PRAHOVA

CERTIFICATION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	INTERTEK ATI SRL	2	2.1875	10,861,747	2,139,136	50	BUCURESTI, SECTOR 5
2	CERTIND SA	1	2.4375	10,160,343	2,737,217	27	BUCURESTI, SECTOR 1
3	TÜV RHEINLAND ROMANIA SRL	3	2.0000	9,581,894	447,608	28	BUCURESTI, SECTOR 1
4	INTERTEK INDUSTRY SERVICES ROMANIA SRL	4	1.8125	8,962,565	2,247,797	4	BUCURESTI, SECTOR 3

RESEARCH

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ICON CLINICAL RESEARCH SRL	2	2.1250	13,450,828	712,716	41	BUCURESTI, BUCURESTI
2	BIO HIGH TECH SRL	3	2.1250	9,051,489	3,240,137	32	BUCURESTI, SECTOR 4
3	PHARMA SERV INTERNATIONAL SRL	5	1.6250	7,153,111	20,251	20	BUCURESTI, BUCURESTI
4	ARENSIA EXPLORATORY MEDICINE SRL	1	2.1875	5,915,569	474,799	23	BUCURESTI, SECTOR 4
5	INSTITUTUL NATIONAL DE CERCETARE - DEZVOLTARE CHIMICO - FARMACEUTICA - I.C.C.F. BUCURESTI	4	1.6875	5,578,909	39,000	114	BUCURESTI, SECTOR 3

TESTING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REGISTRUL AUTO ROMAN RA	1	2.5625	282,906,285	69,724,272	1,669	BUCURESTI, SECTOR 1
2	ASSYSTEM ROMANIA SRL	6	1.9375	98,923,300	18,925,859	658	BUCURESTI, SECTOR 6
3	SGS ROMANIA SA	10	1.8750	80,116,211	12,055,823	560	BUCURESTI, SECTOR 4
4	COMPANIA NATIONALA PENTRU CONTROLUL CAZANELOR, INSTALATIILOR DE RIDICAT SI RECIPIENTELOR SUB PRESIUNE - (CNCIR) SA	13	1.8125	66,205,195	24,039,709	409	BUCURESTI, SECTOR 1
5	TUV AUSTRIA ROMANIA SRL	2	2.1875	50,318,511	4,469,576	71	BUCURESTI, SECTOR 6
6	TRIGO INDUSTRY SERVICES SA	3	2.1875	30,669,029	6,567,224	381	TIMISOARA, TIMIS
7	ROMPETROL QUALITY CONTROL SRL	14	1.7500	26,880,821	4,125,758	183	NAVODARI, CONSTANTA
8	TUBOSCOPE VETCO GMBH CELLE GERMANIA SUCURSALA TARGOVISTE	11	1.8750	21,137,643	8,847,998	48	TARGOVISTE, DAMBOVITA
9	DNV GL ROMANIA SRL	12	1.8750	20,475,044	7,350,260	15	CONSTANTA, CONSTANTA
10	BUREAU VERITAS ROMANIA CONTROLE INTERNATIONAL SRL	7	1.9375	19,913,504	5,825,481	57	GALATI, GALATI
11	CONTROL-UNION ROMANIA SRL	15	1.7500	17,706,660	2,821,843	135	CONSTANTA, CONSTANTA
12	B. LOOK LINE SRL	8	1.9375	15,443,497	6,511,547	1	BUCURESTI, BUCURESTI
13	TUV SUD ROMANIA SRL	16	1.6250	14,168,964	-1,386,260	68	BUCURESTI, SECTOR 1
14	MATEMAR ZOOTEC CLAS SRL	9	1.9375	12,175,479	1,383,349	8	PITESTI, ARGES
15	ALS ROMANIA SRL	5	2.0625	11,521,631	3,704,945	34	GURA ROSIEI, ALBA
16	IMAGE QUALITY CONTROL DIVISION SRL	4	2.1250	11,331,784	787,917	279	SBOGHITESTI, ARGES
17	ROMCONTROL SA	17	1.6250	11,159,076	45,365	171	BUCURESTI, SECTOR 1



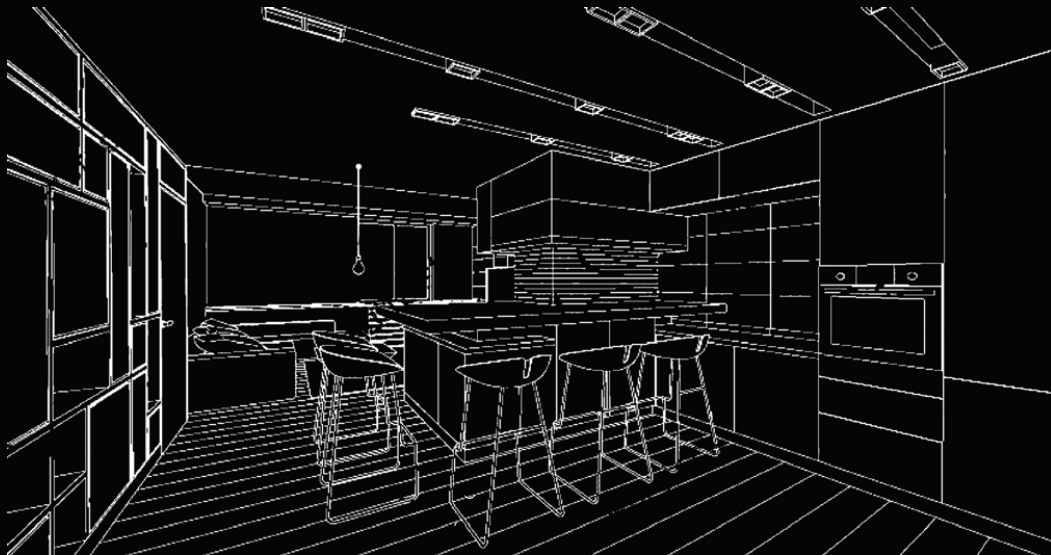
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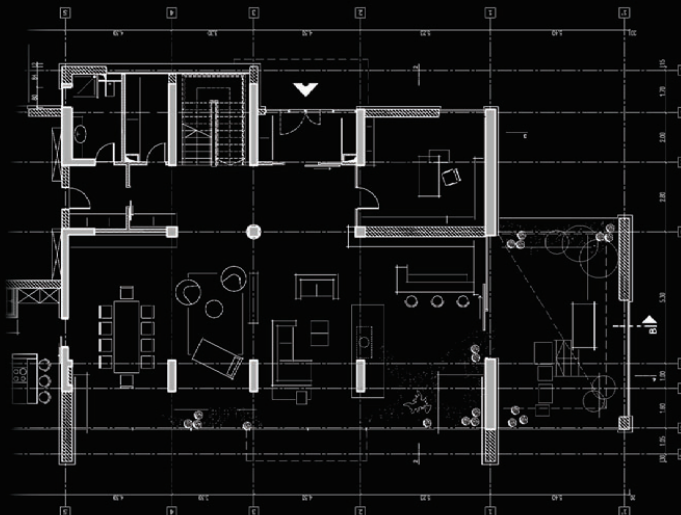
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CONSTRUCTIONS



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ARCHITECTS
BUILDING MATERIALS AND PRODUCTS
BUILDING MACHINERY AND EQUIPMENT

CIVIL AND INDUSTRIAL BUILDINGS CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	STRABAG SRL	1	3.5000	1,056,529,718	14,770,575	563	BUCURESTI, SECTOR 5
2	BOG'ART SRL	10	2.3750	474,315,570	10,724,612	-	BUCURESTI, SECTOR 1
3	CONSTRUCTII ERBASU SA	2	2.6875	406,674,506	31,831,852	519	BUCURESTI, SECTOR 6
4	PORR CONSTRUCT SRL	6	2.5000	353,567,776	4,584,671	224	BUCURESTI, SECTOR 2
5	STRABAG AG AUSTRIA SUCURSALA BUCURESTI ROMANIA	11	2.3750	273,200,785	3,151,439	-	BUCURESTI, SECTOR 5
6	CON-A SRL	3	2.6875	251,513,550	19,500,666	499	SELIMBAR, SIBIU
7	VEGA 93 SRL	27	1.8125	239,476,456	-45,997,735	945	GALATI, GALATI
8	CORAL SRL	4	2.5625	239,351,734	53,171,029	210	TULCEA, TULCEA
9	IASICON SA	20	2.0625	231,875,521	2,116,117	617	IASI, IASI
10	AKTOR SOCIETATE TEHNICA ANONIMA (AKTOR SA) - GRECIA - SUCURSALA BUCURESTI, ROMANIA	22	1.9375	210,924,694	-4,646,907	248	BUCURESTI, SECTOR 6
11	AEDIFICIA CARPATI SA	23	1.9375	203,553,764	9,576,430	-	BUCURESTI, SECTOR 5
12	ROTARY CONSTRUCTII SRL	21	2.0625	193,770,032	4,361,421	167	BUCURESTI, SECTOR 3
13	P.A.B. ROMANIA SRL	12	2.3750	192,446,022	20,400,893	228	ARAD, ARAD
14	DANYA CEBUS ROM SRL	14	2.3125	174,901,167	64,501,031	57	BUCURESTI, SECTOR 6
15	CONEST SA	26	1.8750	165,277,299	2,072,140	506	IASI, IASI
16	DANYA CEBUS ROM DEVESELU SRL	15	2.3125	142,116,598	38,516,741	34	BUCURESTI, SECTOR 6
17	CONIZ ROMARG SRL	7	2.5000	131,749,144	3,407,026	240	PITESTI, ARGES
18	CONCELEX SRL	8	2.5000	125,413,457	4,327,868	120	BUCURESTI, SECTOR 1
19	VIVA CONSTRUCT SRL	9	2.4375	123,298,906	24,484,398	206	DEVA, HUNEDOARA
20	GENERAL CONSTRUCT SRL	13	2.3750	123,210,060	5,724,676	491	SUCEAVA, SUCEAVA
21	OCTAGON CONTRACTING & ENGINEERING SA	24	1.9375	120,970,441	2,560,725	157	BUCURESTI, SECTOR 1
22	VICTOR CONSTRUCT SRL	19	2.1250	115,457,595	3,931,754	228	BOTOSANI, BOTOSANI
23	CONSTRUCTII SA	16	2.3125	115,067,769	3,863,689	314	SIBIU, SIBIU
24	ACI CLUJ SA	25	1.9375	113,925,425	2,380,454	343	CLUJ-NAPOCA, CLUJ
25	CONARG AG SRL	17	2.1875	110,255,176	8,403,483	106	PITESTI, ARGES
26	ZAFER TAHHÜT İNŞAAT VE TİCARET ANONİM ŞİRKETİ ANKARA - SUCURSALA BUCURESTI	5	2.5625	102,270,936	3,316,884	36	BUCURESTI, BUCURESTI
27	APOLODOR GRUP CONSTRUCT SRL	18	2.1875	14,112,038	4,782,962	2	BUCURESTI, BUCURESTI

HYDRO, WATERWAY AND WATER SUPPLY CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HIDROCONSTRUCTIA SA	2	2.6250	763,561,009	6,158,066	2,750	BUCURESTI, SECTOR 1
2	VAN OORD DREDGING AND MARINE CONTRACTORS B.V. ROTTERDAM-SUCURSALA CONSTANTA	1	2.6875	630,621,591	28,565,817	39	CONSTANTA, CONSTANTA
3	PROSPECTIUNI SA	13	1.7500	191,882,315	-34,210,847	1,256	BUCURESTI, SECTOR 1
4	IREM CONSTRUCTII GENERALE SRL	-	-	150,133,624	5,642,938	1,133	BUCURESTI, SECTOR 6
5	IRIDEX GROUP CONSTRUCTII SRL	3	2.4375	119,599,413	4,032,298	140	VOLUNTARI, ILFOV
6	INSPET SA	4	2.3125	114,559,353	11,339,586	545	PLOIESTI, PRAHOVA
7	LESCACI COM SRL	14	1.6875	87,606,925	3,055,974	432	NEGRESTI-OAS, SATU MARE
8	HABAU PPS PIPELINE SYSTEMS SRL	8	2.1250	72,189,280	8,691,895	113	PLOIESTI, PRAHOVA

HYDRO, WATERWAY AND WATER SUPPLY CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
9	OCIDE CONSTRUCCION SA VALENCIA SUCURSALA BUCURESTI	11	1.9375	68,948,097	3,983,128	-	GIURGIU, GIURGIU
10	T.A.G.C.M. DUNAREA SOCIETATE PE ACTIUNI	15	1.6875	63,593,914	357,912	113	GALATI, GALATI
11	LUDWIG PFEIFFER SRL	10	2.0625	63,015,467	13,114,053	24	TIMISOARA, TIMIS
12	ERBASU TOTAL CONSTRUCT SA	5	2.3125	58,330,486	5,275,804	243	BUCURESTI, SECTOR 6
13	ESPINA OBRAS HIDRAULICAS SA SANTIAGO DE COMPOSTELA SUCURSALA CLUJ NAPOCA	9	2.1250	57,875,811	524,919	32	CLUJ-NAPOCA, CLUJ
14	EMIT GROUP RO-ERCOLE MARELLI IMPIANTI TECNOLOGICI SRL	7	2.1875	55,710,477	1,340,861	21	IASI, IASI
15	OMS ROMANIA SRL	12	1.8750	53,620,474	919,559	103	CLUJ-NAPOCA, CLUJ
16	ERBASU EDIL CONSTRUCT SA	6	2.2500	51,121,328	3,486,684	146	BUCURESTI, SECTOR 1

TRANSPORT INFRASTRUCTURE CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA DE ADMINISTRARE A INFRASTRUCTURII RUTIERE SA	1	3.1875	1,172,129,352	472,013,746	5,905	BUCURESTI, SECTOR 1
2	DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 SRL	10	2.3125	471,986,593	19,412,233	521	BUCURESTI, SECTOR 3
3	ASTALDI SPA ITALIA SUCURSALA ROMANIA BUCURESTI	13	2.2500	441,336,000	12,143,649	588	BUCURESTI, SECTOR 1
4	TANCRAD SRL	4	2.5000	374,293,445	12,154,492	249	GALATI, GALATI
5	EURO CONSTRUCT TRADING 98 SRL	7	2.3750	324,241,044	15,528,146	980	BUCURESTI, SECTOR 4
6	TIRRENA SCAVI CONDOTTE G.I.E.	8	2.3750	317,351,980	0	414	SANNICOARA, CLUJ
7	TEHNOSTRADE SRL	5	2.4375	314,173,365	4,048,423	1,266	ADJUD, VRANCEA
8	ARCADA COMPANY SA	2	2.7500	295,389,397	64,663,647	239	GALATI, GALATI
9	DIMAR SRL	14	2.2500	247,824,061	8,700,112	580	BUCURESTI, SECTOR 2
10	FCC CONSTRUCCION SA BARCELONA SUCURSALA BUCURESTI	27	1.7500	244,077,303	-38,492,506	171	BUCURESTI, SECTOR 1
11	IMPRESA PIZZAROTTI & C SPA ITALIA SUCURSALA CLUJ	25	1.9375	232,448,481	482,155	121	CLUJ-NAPOCA, CLUJ
12	DIFERIT SRL	16	2.1875	228,861,581	3,246,232	195	CLUJ-NAPOCA, CLUJ
13	SPEDITION UMB SRL	15	2.2500	210,367,608	33,559,906	34	BACAU, BACAU
14	ANTREPRIZA DE REPARATII SI LUCRARI A R L CLUJ SA	11	2.3125	208,493,419	13,223,549	264	CLUJ-NAPOCA, CLUJ
15	VIAROM CONSTRUCT SRL	17	2.0625	207,096,203	3,768,478	241	BUCURESTI, SECTOR 2
16	TEHNIC-ASIST SRL	21	2.0000	200,220,943	6,300,205	200	CATAMARESTI-DEAL, BOTOSANI
17	TEL DRUM SA	18	2.0625	185,822,512	2,162,039	703	ALEXANDRIA, TELEORMAN
18	TIRRENA SCAVI SPA ITALIA SUCURSALA CLUJ	26	1.8750	184,823,672	30,125,276	55	SANNICOARA, CLUJ
19	GEIGER TRANSILVANIA SRL	12	2.3125	151,134,463	15,791,789	290	CRISTESTI, MURES
20	OYL COMPANY HOLDING AG SRL	3	2.6875	147,326,458	42,972,952	295	SLOBOZIA, IALOMITA
21	STRACO GRUP SRL	28	1.7500	147,143,009	-66,487,576	440	BUCURESTI, SECTOR 5
22	COMSA SA BARCELONA SUCURSALA BUCURESTI	29	1.7500	144,893,895	-3,123,436	38	BUCURESTI, SECTOR 1

TRANSPORT INFRASTRUCTURE CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
23	TECHOCER SRL	22	2.0000	144,702,598	6,473,088	502	LUGOJ, TIMIS
24	SOCIETA ITALIANA PER CONDOTTE D'ACQUA SPA ROMA SUCURSALA CLUJ	9	2.3750	143,084,071	22,350,880	-	SANNICOARA, CLUJ
25	MAZZA CONSTRUCT SRL	23	2.0000	128,496,763	-64,384	6	SIBIU, SIBIU
26	ALPHA CONSTRUCT SISTEM SA	19	2.0625	128,464,753	708,702	604	BUCURESTI, SECTOR 1
27	MAX BOEGL ROMANIA SRL	24	2.0000	119,952,775	-4,316,393	106	CUCI, MURES
28	ALDESA CONSTRUCCIONES SA MADRID SUCURSALA BUCURESTI	20	2.0625	117,548,467	22,999,158	13	BUCURESTI, SECTOR 1
29	SWIETELSKY BAUGESELLSCHAFT M.B.H. LINZ SUCURSALA BUCURESTI	30	1.6875	106,346,637	-15,833,209	31	BUCURESTI, SECTOR 1
30	DRUPO SRL	6	2.4375	104,490,435	9,365,559	223	CALAN, HUNEDOARA

LAND AND TUNNELLING CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CONFER GROUP SRL	4	1.6250	26,674,289	1,401,023	118	ONESTI, BACAU
2	CONSTRUCTII FERROVIARE DRUMURI PODURI SRL	1	2.1875	18,942,320	2,113,048	52	COTU CIORII, BUZAU
3	ARGIF SA	3	2.0000	18,259,019	341,454	62	PITESTI, ARGES
4	TEHNOFOR STAR SRL	2	2.0625	13,332,912	7,229,189	26	CERTEJU DE SUS, HUNEDOARA

RENOVATION AND INTERIOR DESIGN CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARCA STUDIO CONSTRUCT SRL	1	2.4375	101,876,086	1,886,599	61	POPESTI LEORDENI, ILFOV
2	EDAS-EXIM SRL	2	1.9375	69,593,253	5,862,100	51	BUCURESTI, SECTOR 1
3	PROSERV SA	5	1.7500	61,669,452	4,231,244	297	HUNEDOARA, HUNEDOARA
4	IAMSAT MUNTENIA SA	3	1.8125	61,379,981	462,550	177	BUCURESTI, SECTOR 3
5	COLBUS SRL	6	1.6250	14,829,330	256,869	47	CLUJ-NAPOCA, CLUJ
6	HIDRO TOP CONSTRUCT SRL	4	1.8125	13,286,067	1,665,123	43	BUCURESTI, SECTOR 5

DEMOLITION CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	APOLODOR DEMOLARI SRL	2	2.0625	36,458,866	4,192,679	46	BUCURESTI, SECTOR 3
2	SWISS TRADE SRL	5	1.8125	20,166,784	3,093,360	111	HUNEDOARA, HUNEDOARA
3	DEL CAR SRL	1	2.3750	14,235,075	5,498,987	36	ZALAU, SALAJ
4	BSGROUP INFRA CONSTRUCT SRL	3	2.0625	13,480,571	1,067,807	47	POPESTI LEORDENI, ILFOV
5	BS RECYCLING SRL	4	2.0000	11,910,181	1,731,664	44	CLUJ-NAPOCA, CLUJ

ELECTRICAL INSTALLATION CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	PROMS CONCEPT GROUP SRL	18	1.3750	29,325,604	-7,867,866	60	BUCURESTI, BUCURESTI
2	MULTIPROD ENERGO SRL	10	1.9375	29,196,612	703,006	56	BUZAU, BUZAU
3	ELECTROCENTER DUE SRL	1	2.4375	25,964,665	1,920,883	47	BAIA MARE, MARAMURES
4	AFCON ELECTRA YARDEN SRL	9	2.0000	25,951,382	2,132,319	-	BUCURESTI, BUCURESTI
5	ELCONET SRL	6	2.0625	25,780,902	1,848,505	11	CLUJ-NAPOCA, CLUJ
6	BK SIMACEK TECHNIK SRL	2	2.1250	24,999,022	1,382,322	80	BUCURESTI, SECTOR 1
7	FIBEC SA	17	1.4375	24,877,045	-1,618,347	119	CAMPINA, PRAHOVA
8	GEVOLT ELECTRIC SRL	14	1.7500	24,854,102	597,447	32	VIIISOARA, BISTRITA-NASAUD
9	ICCO-SYSTEMS SRL	11	1.9375	24,750,339	456,990	114	GHIMBAV, BRASOV
10	ELECTROPLUS SRL	3	2.1250	24,369,708	2,354,896	80	CLUJ-NAPOCA, CLUJ
11	SAN SYSTEMS INDUSTRY SRL	4	2.1250	24,116,275	2,953,161	98	PITESTI, ARGES
12	VALORIS SRL	13	1.8750	23,772,334	1,314,946	100	RAMNICU VALCEA, VALCEA
13	QUICKBUILD TEAM SRL	16	1.5000	23,321,789	-836,991	186	BUCURESTI, BUCURESTI
14	BIT INVEST SRL	5	2.1250	22,030,012	1,532,407	112	TARGOVISTE, DAMBOVITA
15	ELECTRO GRUP SRL	7	2.0625	21,787,677	5,641,751	90	ZALAU, SALAJ
16	COM PIETA CCC SRL	15	1.5625	21,115,511	65,106	38	IASI, IASI
17	AFCON ELECTRA ROMANIA SA	8	2.0625	20,866,276	8,743,928	13	BUCURESTI, BUCURESTI
18	EVOPRO SYSTEMS ENGINEERING SRL	12	1.9375	20,324,060	409,369	74	CLUJ-NAPOCA, CLUJ

GAS, WATER, PLUMBING, HVAC CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ENERGOMONTAJ SA	6	2.1875	317,964,537	-34,699,720	1,986	BUCURESTI, SECTOR 1
2	DAS SRL	4	2.2500	100,404,510	10,764,282	294	IASI, IASI
3	ACVATOT SRL	22	1.5000	94,138,911	-14,988,707	145	BUCURESTI, SECTOR 2
4	I R I G C INTREPRINDEREA DE REPARATII SI INSTALATII GAZE SI CONSTRUCTII IMPEX SRL	1	2.3125	94,136,002	41,438,808	214	BUCURESTI, SECTOR 1
5	REPCON SA	16	1.8125	90,876,900	903,310	89	ORADEA, BIHOR
6	PAULUS SRL	12	2.0625	82,004,711	3,516,479	240	PLOIESTI, PRAHOVA
7	CONI SRL	2	2.3125	80,852,728	33,181,507	349	PLOIESTI, PRAHOVA
8	AGASI SRL	9	2.1250	71,778,480	10,298,458	155	TIMISOARA, TIMIS
9	ANTREPRIZA MONTAJ INSTALATII SA	20	1.6250	68,156,362	481,218	203	BAIA MARE, MARAMURES
10	HIGH-TECH CLIMA SRL	10	2.1250	62,735,279	5,467,893	119	BUCURESTI, SECTOR 4
11	MONTIN SA	7	2.1875	58,830,057	1,814,797	78	PLOIESTI, PRAHOVA
12	CRIOMECC SA	18	1.7500	57,380,290	1,818,803	362	GALATI, GALATI
13	KASDUM-GF SRL	17	1.8125	56,749,396	451,577	58	DROBETA-TURNU SEVERIN, MEHEDINTI
14	FRIGOTEHNICA SRL	21	1.6250	56,471,209	65,694	88	BUCURESTI, SECTOR 2
15	TRUSTUL DE INSTALATII MONTAJ SI CONSTRUCTII SA	-	-	55,687,917	-30,541,113	283	CLUJ-NAPOCA, CLUJ

GAS, WATER, PLUMBING, HVAC CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
16	RADEL & HAHN SRL	14	1.9375	52,200,700	4,196,871	31	SAG, TIMIS
17	FLEXIK AUTOMATION SRL	3	2.3125	52,177,218	5,778,539	207	TIMISOARA, TIMIS
18	ENERGOUTIL CONTACT SA	13	2.0625	50,466,752	11,625,998	146	BUCURESTI, SECTOR 5
19	ENGIE SERVICII SRL	15	1.9375	45,331,677	7,408,197	333	BUCURESTI, SECTOR 2
20	PROMTEH SRL	19	1.6875	42,799,293	21,545	51	BUCURESTI, SECTOR 1
21	MET ENGINEERING SA	11	2.1250	42,566,683	6,289,983	47	BUCURESTI, SECTOR 1
22	BRANPIS SRL	5	2.2500	40,994,987	3,564,012	61	BACAU, BACAU
23	F HAUS SRL	8	2.1875	40,168,814	975,534	80	SATU MARE, SATU MARE

ARCHITECTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MULTINVEST SRL	17	1.7500	31,997,769	5,697,487	44	TARGU MURES, MURES
2	SNC LAVALIN ROMANIA SA	25	1.5000	21,286,577	-3,173,034	135	BUCURESTI, SECTOR 2
3	SPRING ROAD CARGO SRL	-	-	16,059,497	834,937	6	NANOV, TELEORMAN
4	W.K. GROUP SRL	19	1.6875	13,781,424	878,694	7	SIBIU, SIBIU
5	TECON SRL	11	1.8750	11,622,826	3,200,494	30	BUCURESTI, BUCURESTI
6	INTERACTIVE DESIGN SRL	20	1.6875	11,219,054	166,683	7	BALTA RATEI, VRANCEA
7	TAHAL ROMANIA SRL	22	1.6250	11,141,439	468,954	7	BUCURESTI, SECTOR 2
8	ASCO CONSTRUCTII SRL	14	1.8125	10,122,177	1,733,352	61	VOLUNTARI, ILFOV
9	DICO SI TIGANAS BIROU DE PROIECTARE SRL	15	1.8125	8,726,339	1,726,857	43	CLUJ-NAPOCA, CLUJ
10	WSP GROUP SRL	10	1.9375	8,340,392	664,855	55	BUCURESTI, SECTOR 4
11	GISCAD SRL	5	2.1875	7,099,055	1,208,612	10	ARAD, ARAD
12	ARCHITECT-SERVICE SRL	12	1.8750	7,069,639	147,726	13	BUCURESTI, SECTOR 1
13	ARHIMAR SERV SRL	4	2.2500	6,982,198	1,997,505	32	CLUJ-NAPOCA, CLUJ
14	AGORA CONSTRUCT SRL	2	2.4375	6,647,015	2,660,649	28	BUCURESTI, SECTOR 3
15	ROCIF CONSTRUCT SRL	8	2.1250	6,375,207	203,754	44	BRAILA, BRAILA
16	VITALIS CONSULTING SRL	1	2.5000	6,017,380	1,214,815	18	BUCURESTI, SECTOR 1
17	S.M. ART PROIECT SRL	21	1.6875	5,933,830	1,257,419	8	SIBIU, SIBIU
18	WEST GROUP ARCHITECTURE SRL	9	2.0625	5,871,622	1,394,825	16	BUCURESTI, SECTOR 1
19	SPRING SERV COM SA	3	2.3125	5,851,787	674,072	11	NANOV, TELEORMAN
20	HBRO SRL	13	1.8750	5,740,551	1,169,207	1	SANGEORGIU DE MURES, MURES
21	VIA PROCONS SRL	23	1.5625	5,621,364	-116,580	3	ORADEA, BIHOR
22	HACHIKO DESIGN SRL	18	1.7500	5,610,871	617,983	20	BUCURESTI, SECTOR 2
23	CASA PROIECT SRL	6	2.1875	5,597,024	2,040,095	1	BECLEAN, BISTRITA-NASAUD
24	K-BOX CONSTRUCTION DESIGN SRL	7	2.1875	5,152,724	181,907	9	BUCURESTI, SECTOR 1
25	ATRIUM DESIGN SRL	24	1.5625	5,135,690	319,204	15	BUCURESTI, SECTOR 2
26	EPSTEIN - ARCHITECTURE & ENGINEERING SRL	16	1.8125	5,033,075	727,564	16	BUCURESTI, SECTOR 1

CERAMIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	WIENERBERGER - SISTEME DE CARAMIZI SRL	5	2.0000	168,746,248	11,028,639	206	BUCURESTI, SECTOR 1
2	MONDIAL SA	2	2.0625	167,912,001	7,312,850	746	LUGOJ, TIMIS
3	SANEX SA	3	2.0625	140,927,519	5,995,741	477	CLUJ-NAPOCA, CLUJ
4	SOCERAM SA	8	1.6875	124,359,729	-11,173,698	244	CAMPINA, PRAHOVA
5	FIRST INVESTMENT MANAGEMENT SRL	10	1.6250	90,474,965	750,693	24	BUCURESTI, BUCURESTI
6	CERSANIT ROMANIA SA	11	1.5625	88,134,423	10,631,923	483	ROMAN, NEAMT
7	EUROFORESTER INTERNATIONAL SRL	1	2.1250	79,039,309	1,118,344	11	BUCURESTI, BUCURESTI
8	SICERAM SA	6	1.9375	75,879,101	9,131,678	307	SIGHISOARA, MURES
9	BRIKSTON CONSTRUCTION SOLUTIONS SA	9	1.6875	67,209,317	3,478,372	204	IASI, IASI
10	AVA GROUP IMPEX SRL	7	1.9375	44,730,887	209,343	8	BUCURESTI, SECTOR 4
11	ROCA OBIECTE SANITARE SRL	13	1.5000	38,383,248	-1,532,373	189	BUCURESTI, SECTOR 6
12	MACOFIL SA	12	1.5625	28,998,183	1,038,303	225	TARGU JIU, GORJ
13	ECO WOOD SRL	4	2.0625	27,737,524	1,464,538	23	ORADEA, BIHOR
14	HELIOS SA	14	1.4375	25,380,126	1,192,380	121	ASTILEU, BIHOR

METAL PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	FAIST MEKATRONIC SRL	2	2.3750	320,783,908	30,794,527	1,253	BORS, BIHOR
2	PROCEMA - INSTITUT DE CERCETARE, PROIECTARE SI PRODUCTIE EXPERIMENTALA IN DOMENIUL CONSTRUCTIILOR SI AL MATERIALELOR DE CONSTRUCTII SA	1	2.4375	260,034,447	17,705,526	152	BUCURESTI, SECTOR 1
3	SIDEROM STEEL SRL	13	1.9375	232,475,996	-7,848,754	25	BUCURESTI, SECTOR 3
4	ELDON SRL	10	2.0000	197,406,735	5,388,438	765	PREJMER, BRASOV
5	BILKA STEEL SRL	7	2.1875	191,686,468	13,762,872	111	BRASOV, BRASOV
6	NIMET SRL	8	2.1875	190,498,281	18,104,250	415	LAZURI, DAMBOVITA
7	CONFIND SRL	11	2.0000	180,230,365	17,279,788	1,153	CAMPINA, PRAHOVA
8	ISOPAN EST SRL	3	2.3750	162,020,285	17,670,696	74	POPESTI LEORDENI, ILFOV
9	JORIS IDE SRL	-	-	131,181,213	-13,519,922	115	BUZIAS, TIMIS
10	ASSA ABLOY ENTRANCE SYSTEMS PRODUCTION ROMANIA SRL	6	2.3125	119,151,411	4,193,825	205	HUNEDOARA, HUNEDOARA
11	PLASTSISTEM SA	4	2.3750	115,957,005	10,347,028	84	SIEU-MAGHERUS, BISTRITA-NASAUD
12	DEPACO SRL	5	2.3750	106,383,314	6,732,414	140	BAICOI, PRAHOVA
13	FIERCTC SIBEL SRL	9	2.1875	102,390,792	4,815,807	107	GALATI, GALATI
14	PROINVEST GROUP SRL	28	1.4375	92,939,453	3,010,146	315	PASCANI, IASI
15	DURAZIV SRL	21	1.6250	92,881,326	1,474,167	145	POPESTI LEORDENI, ILFOV
16	DEXION STORAGE SOLUTIONS SRL	14	1.8750	91,684,437	8,709,419	297	RASNOV, BRASOV
17	TOPANEL PRODUCTION PANELS SA	24	1.5625	90,639,591	1,951,566	83	RAMNICU VALCEA, VALCEA
18	FAIST METALWORKING SRL	25	1.5625	86,211,011	3,778,460	426	BORS, BIHOR
19	CSI ROMANIA SRL	17	1.7500	84,595,741	1,350,353	258	CLUJ-NAPOCA, CLUJ

METAL PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
20	METABET C.F. SA	15	1.8125	82,747,751	8,921,943	506	PITESTI, ARGES
21	ENERGOMONTAJ GRUP SRL	12	2.0000	81,495,866	2,050,120	183	BASCOV, ARGES
22	VIKINGPROFIL SRL	18	1.6875	67,387,741	318,435	58	FILIPESTII DE PADURE, PRAHOVA
23	GRUPPO RAGAINI ROMANIA SRL	27	1.5000	66,822,517	-6,436,817	174	BUCURESTI, SECTOR 4
24	ENERGO SA	29	1.4375	61,988,409	582,110	230	BRASOV, BRASOV
25	BDM GRUP INVEST SRL	19	1.6875	60,762,129	736,879	183	BAIA MARE, MARAMURES
26	GORMET SRL	26	1.5625	60,035,277	7,036,379	153	CLUJ-NAPOCA, CLUJ
27	PROLYTE PRODUCTS RO SRL	30	1.4375	59,587,789	1,318,558	156	SLATINA, OLT
28	ALUSYSTEM SRL	22	1.6250	57,125,605	594,860	87	TIMISOARA, TIMIS
29	COMPANIA DE CONSTRUCTII DIN ALUMINIU TEHNOREX SRL (C.C.A.TEHNOREX)	20	1.6875	54,704,850	4,535,066	138	MAGURENI, PRAHOVA
30	MARCEGAGLIA ROMANIA SRL	23	1.6250	54,052,585	1,393,319	38	CHISODA, TIMIS
31	CENTRUL DE PRELUCRARE A OTELULUI SRL	31	1.1875	52,588,138	-1,953,276	162	BUCURESTI, BUCURESTI
32	COILPROFIL SRL	16	1.8125	52,151,355	4,305,385	81	CEPTURA DE JOS, PRAHOVA
33	RUUKKI ROMANIA SRL	-	-	41,700,730	-	53	TUNARI, ILFOV

CEMENT, CONCRETE AND PLASTER

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HOLCIM (ROMANIA) SA	33	3.1875	1,123,282,485	156,669,484	744	BUCURESTI, SECTOR 1
2	CRH CIMENT (ROMANIA) SA	36	2.9375	852,095,747	136,262,466	461	BUCURESTI, SECTOR 1
3	HEIDELBERGCEMENT ROMANIA SA	34	3.0625	748,137,902	128,969,757	752	BUCURESTI, SECTOR 1
4	HENKEL ROMANIA SRL	35	3.0625	640,882,215	71,200,526	497	BUCURESTI, SECTOR 2
5	SAINT-GOBAIN CONSTRUCTION PRODUCTS ROMANIA SRL	38	2.6875	332,671,097	29,848,259	481	BUCURESTI, SECTOR 2
6	ADEPLAST SA	39	2.3125	306,505,484	16,727,367	282	PLOIESTI, PRAHOVA
7	SAMUS CONSTRUCTII SA	44	2.0000	151,401,734	17,567,875	272	DEJ, CLUJ
8	BAUMIT ROMANIA COM SRL	45	2.0000	148,936,167	4,191,653	159	BUCURESTI, SECTOR 6
9	ELIS PAVAJE SRL	42	2.1250	143,890,950	7,443,612	289	PETRESTI, ALBA
10	ETEX BUILDING PERFORMANCE SA	56	1.5000	123,958,852	-15,251,542	242	BUCURESTI, SECTOR 3
11	SOMACO GRUP PREFABRICATE SRL	53	1.6250	123,138,430	-3,247,050	423	BUCURESTI, SECTOR 1
12	CARMEUSE HOLDING SRL	47	1.8750	121,799,525	3,703,289	158	BRASOV, BRASOV
13	MACON SRL	55	1.5625	110,605,631	-14,837,625	607	DEVA, HUNEDOARA
14	ELPRECO SA	40	2.2500	109,256,648	3,923,033	410	CRAIOVA, DOLJ
15	BAUELEMENTE SRL	37	2.8125	105,926,396	13,858,540	135	ARICESTII RAHTIVANI, PRAHOVA
16	CELCO SA	41	2.2500	100,107,475	15,975,723	277	CONSTANTA, CONSTANTA
17	GENERAL BETON ROMANIA SRL	46	1.9375	97,610,537	8,814,307	166	BUCURESTI, SECTOR 1
18	FLOREA GRUP SRL	48	1.8750	95,526,102	10,421,383	406	ALBA IULIA, ALBA
19	CARPAT BETON SRL	59	1.2500	88,561,214	-7,791,034	107	BUCURESTI, SECTOR 1
20	SYMMETRICA SRL	52	1.6875	87,300,693	2,839,630	271	SUCEAVA, SUCEAVA
21	COMPREST UTIL SRL	51	1.7500	81,915,699	7,534,879	181	CONSTANTA, CONSTANTA

CEMENT, CONCRETE AND PLASTER

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
22	AUTO ALEX SRL	32	-	79,638,363	4,332,577	139	MOLDOVA NOUA, CARAS-SEVERIN
23	READYMIX ROMANIA SRL	50	1.8125	76,847,857	2,788,349	158	ORADEA, BIHOR
24	SW UMWELTECHNIK ROMANIA SRL	49	1.8750	76,634,773	9,049,728	130	VANATORII MICI, GIURGIU
25	POMPONIO SRL	58	1.3125	62,700,361	-1,394,272	95	VINTU DE JOS, ALBA
26	CRH COMMORD SA	57	1.5000	58,870,759	-8,564,259	50	BUCURESTI, SECTOR 1
27	XELLA RO SRL	60	1.2500	53,993,872	-7,017,906	121	BUCURESTI, SECTOR 1
28	BRAMAC - SISTEME DE INVELITORI SRL	43	2.1250	51,358,008	7,866,840	75	SIBIU, SIBIU
29	NEST - C.M. COM SRL	54	1.6250	50,030,615	1,149,551	117	POPESTI LEORDENI, ILFOV

HVAC AND REFRIGERATION

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	FRIGOGLASS ROMANIA SRL	1	2.3125	427,585,961	4,653,598	880	PARTA, TIMIS
2	RAAL SA	3	2.0625	235,189,543	29,402,340	1,708	BISTRITA, BISTRITA-NASAUD
3	IRROM INDUSTRIE SRL	8	1.8125	99,692,335	7,849,451	288	FUNDATURA, CLUJ
4	RUCK VENTILATOARE SRL	12	1.5625	56,757,339	5,104,504	153	TARNAVENI, MURES
5	SONDEX PRODUCTION SRL	9	1.7500	53,408,889	4,350,949	123	TASNAD, SATU MARE
6	MAXIGEL SRL	4	2.0000	52,903,118	8,799,867	128	PLOIESTI, PRAHOVA
7	DANFOSS DISTRICT HEATING SRL	11	1.6250	51,426,939	2,776,597	81	POPESTI LEORDENI, ILFOV
8	VP INDUSTRIES ROMANIA SRL	5	2.0000	40,870,862	726,107	156	GHIMBAV, BRASOV
9	TECNOSERVICE BUCURESTI SA	10	1.6875	39,186,072	3,897,910	94	VOLUNTARI, ILFOV
10	RADOX SRL	6	1.9375	35,268,030	1,399,300	152	BUCURESTI, SECTOR 6
11	HORECO IMPEX SRL	2	2.3125	33,610,252	1,697,451	19	COSTESTI, BUZAU
12	MACCHI ROMANIA SRL	7	1.8750	23,919,330	1,601,697	118	DROBETA-TURNU SEVERIN, MEHEDINTI

PLASTIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REHAU POLYMER SRL	5	2.0625	228,624,690	-256,889	95	BACAU, BACAU
2	CASA NOASTRA SA	9	1.9375	186,478,456	12,175,512	1,076	PIEESTI, DOLJ
3	ARCON SRL	3	2.1250	124,968,490	8,780,692	159	SFANTUL GHEORGHE, COVASNA
4	MADRUGADA COM SRL	6	2.0625	93,697,185	19,366,688	188	PALOTA, BIHOR
5	GEALAN ROMANIA SRL	14	1.5625	92,920,022	1,903,524	99	BUCURESTI, SECTOR 6
6	ELECTRIC PLUS SRL	4	2.1250	85,968,255	6,581,551	535	BACAU, BACAU
7	OPTIMEDIA SRL	7	2.0000	70,729,636	4,429,729	237	ORADEA, BIHOR
8	ROMCO SYSTEM SRL	16	1.5000	58,409,959	426,050	107	BUCURESTI, SECTOR 3
9	MAR & PET GRUP SRL	2	2.1875	56,562,515	7,972,081	150	DRAGANESTI, PRAHOVA
10	MARTPLAST SRL	8	2.0000	52,098,549	2,112,070	200	URZICENI, IALOMITA
11	G.M. DEVELOPEMENT SRL	1	2.2500	51,046,237	5,483,343	80	APATEU, SATU MARE
12	DELTA STUDIO SRL	12	1.8125	39,188,021	908,893	180	BUCURESTI, SECTOR 5

PLASTIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
13	VOX PROFILE SRL	13	1.6875	39,050,406	2,474,538	80	MIHAESTI, VALCEA
14	LIPOPLAST SRL	17	1.4375	38,553,848	1,054,579	140	TIMISOARA, TIMIS
15	PROHEAT INSTALATII SRL	15	1.5625	37,005,360	333,134	83	PANTELIMON, ILFOV
16	FAR EST WINDOWS SRL	10	1.8750	36,639,126	2,945,613	160	BUCURESTI, SECTOR 6
17	BICO INDUSTRIES SRL	11	1.8750	35,726,493	1,007,104	101	PIATRA NEAMT, NEAMT

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARABESQUE SRL	1	3.1250	1,548,539,425	58,829,732	2,603	BUCURESTI, SECTOR 1
2	MITLIV EXIM SRL	2	2.7500	356,544,167	22,650,680	435	CRAIOVA, DOLJ
3	HOLVER SRL	9	1.8750	224,151,451	208,051	288	BRASOV, BRASOV
4	AMBIENT SA	14	1.7500	216,370,631	-114,693,788	714	SIBIU, SIBIU
5	DAMILA SRL	10	1.8750	204,649,507	2,079,191	207	RAMNICU VALCEA, VALCEA
6	FERCO CAPITAL SA	5	2.2500	201,092,266	300,585	35	BUCURESTI, SECTOR 1
7	INTERTRANSCOM IMPEX SRL	6	2.1875	196,279,005	5,227,152	147	BUHUSI, BACAU
8	RUSTRANS SRL	8	1.9375	118,424,941	1,200,916	283	BACAU, BACAU
9	MITLIV PH CONSTRUCT SRL	13	1.8125	113,825,094	25,825	49	CRAIOVA, DOLJ
10	REGENCY COMPANY SRL	3	2.5000	112,890,562	10,270,658	305	BUCURESTI, SECTOR 2
11	KNAUF GIPS SRL	11	1.8750	109,650,339	-3,933,464	60	BUCURESTI, SECTOR 1
12	BADUC SA	7	2.0000	104,822,820	520,211	160	BUCURESTI, SECTOR 5
13	SIPEX COMPANY SRL	4	2.3125	102,822,844	3,167,360	179	ARICESTII RAHTIVANI, PRAHOVA
14	CLEMANS SRL	15	1.6250	93,763,455	3,394,294	130	BASCOV, ARGES
15	REGATA SRL	12	1.8750	80,271,848	1,039,022	177	TARGOVISTE, DAMBOVITA

BUILDING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ROMSTAL IMEX SRL	1	2.8750	580,544,153	44,038,388	1,074	BUCURESTI, SECTOR 4
2	MAKITA EU SRL	6	2.3750	427,264,426	10,362,603	645	BRANESTI, ILFOV
3	GRADINARIU IMPORT EXPORT SRL	2	2.6250	231,432,488	27,591,454	44	BUCURESTI, SECTOR 3
4	BERGERAT MONNOYEUR SRL	7	2.3750	222,672,518	21,911,310	126	MOGOSOIAIA, ILFOV
5	TERRA ROMANIA UTILAJE DE CONSTRUCTII SRL	3	2.4375	151,995,922	2,800,229	70	TUNARI, ILFOV
6	MELINDA-IMPEX INSTAL SA	12	2.1250	140,143,692	4,379,496	222	ODORHEIU SECUIESC, HARGHITA
7	HONEST GENERAL TRADING SRL	15	2.0625	137,699,579	14,205,331	318	GLINA, ILFOV
8	VISSMANN SRL	10	2.1875	130,746,360	3,201,054	61	GHIMBAV, BRASOV
9	SECPRAL PRO INSTALATII SRL	13	2.1250	130,112,685	6,679,994	120	CLUJ-NAPOCA, CLUJ
10	MARCOM R.M.C. 94 SRL	4	2.4375	113,282,726	13,819,888	69	OTOPENI, ILFOV
11	SALZGITTER MANNESMANN DISTRIBUTIE SRL	27	1.6250	96,923,254	1,005,488	22	BUCURESTI, SECTOR 3
12	WIRTGEN ROMANIA SRL	21	1.8750	87,250,740	8,687,303	28	OTOPENI, ILFOV
13	HONEYWELL ROMANIA SRL	16	2.0625	77,216,869	15,435,561	624	BUCURESTI, SECTOR 2



BUILDING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
14	FELBERMAYR ROMANIA SRL	11	2.1875	73,440,683	4,347,290	128	DRAGOMIRESTI-VALE, ILFOV
15	TECHNOVA INVEST SRL	25	1.6875	68,560,023	779,027	97	BUCURESTI, SECTOR 6
16	TRITON SRL	17	1.9375	66,552,342	4,759,022	181	CONSTANTA, CONSTANTA
17	BRODRENE DAHL SRL	22	1.8750	65,677,116	3,427,343	93	TULCEA, TULCEA
18	ASCENDUM MACHINERY SRL	23	1.8750	57,401,109	3,517,056	33	BUCURESTI, SECTOR 1
19	EMIT.ERCOLE MARELLI IMPIANTI TECNOLOGICI S.P.A-MILANO SUCURSALA CRAIOVA SRL	26	1.6875	56,632,036	-2,300,701	-	CRAIOVA, DOLU
20	MAGDOLNA IMPEX SRL	24	1.8750	54,847,709	2,602,414	77	ODORHEIU SECUIESC, HARGHITA
21	PROPER RECYCLING SRL	9	2.2500	53,390,962	2,194,486	3	BUCURESTI, BUCURESTI
22	LIEBHERR-ROMANIA SRL	28	1.5625	53,156,140	2,408,699	61	OTOPENI, ILFOV
23	INSTAL IMPEX SRL	18	1.9375	51,003,732	1,368,204	83	ARAD, ARAD
24	RET UTILAJE SRL	5	2.4375	47,243,062	5,964,739	31	BUCURESTI, SECTOR 3
25	RETTIG SRL	8	2.3125	44,130,623	1,275,774	17	GILAU, CLUJ
26	ROCAST SRL	19	1.9375	38,313,871	2,440,780	238	BUCURESTI, SECTOR 2
27	COM GAZ STEEL SA	29	1.5625	32,415,110	478,859	23	PLOIESTI, PRAHOVA
28	ROYAL N SRL	20	1.9375	31,089,823	36,712	22	CAMPINA, PRAHOVA
29	MIRA-COM SRL	14	2.1250	30,708,184	1,863,478	71	DOROHOI, BOTOSANI



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RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ADMINISTRATIA PATRIMONIULUI PROTOCOLULUI DE STAT RA	6	1.8750	183,033,856	-50,395,586	2,136	BUCURESTI, SECTOR 1
2	KESZ EPITO ES SZERELO ZRT SZEGED SUCURSALA CLUJ NAPOCA	1	2.3750	150,493,113	6,721,202	44	CLUJ-NAPOCA, CLUJ
3	NIRO INVESTMENT SA	5	2.0625	137,767,069	19,696,122	363	FUNDENI, ILFOV
4	BCR REAL ESTATE MANAGEMENT SRL	11	1.4375	135,876,991	-34,655,049	1	BUCURESTI, SECTOR 3
5	IULIUS MANAGEMENT CENTER SRL	2	2.2500	125,542,707	25,258,590	828	IASI, IASI
6	IMMOCHAN IMOBILIARE SRL	13	1.3125	93,023,729	9,050,876	-	BUCURESTI, SECTOR 6
7	OPUS LAND DEVELOPMENT SA	9	1.5000	91,146,542	8,918,326	18	STEFANESTII DE JOS, ILFOV
8	REWE PROJEKTENTWICKLUNG ROMANIA SRL	14	1.3125	77,468,303	20,980,155	-	BUCURESTI, SECTOR 2
9	ELJ VATRA SRL	12	1.3750	75,284,613	-193,555,727	14	BUCURESTI, BUCURESTI
10	SOCIETATE DEZVOLTARE COMERCIAL SUDULUI (SDCS) SRL	7	1.6875	70,027,191	92,582,413	1	BUCURESTI, SECTOR 4
11	POLUS TRANSILVANIA COMPANIE DE INVESTITII SA	8	1.6250	66,946,466	16,555,531	-	FLORESTI, CLUJ
12	BOC REAL PROPERTY SRL	16	1.0000	62,057,554	-2,216,442	1	BUCURESTI, BUCURESTI
13	NIVA SRL	4	2.1250	57,254,170	535,663	4	RAMNICU VALCEA, VALCEA
14	ITALIAN-ROMANIAN INDUSTRIAL DEVELOPMENT ENTERPRISE - IRIDE SA	15	1.1250	53,399,608	-20,413,592	-	BUCURESTI, SECTOR 2
15	GLOBAL VISION PROPERTY MANAGEMENT SRL	3	2.1875	51,989,980	8,520,599	113	BUCURESTI, BUCURESTI
16	IMMOFINANZ SERVICES ROMANIA SRL	-	-	28,232,870	4,475,625	80	BUCURESTI, SECTOR 1
17	GENESIS DEVELOPMENT SA	-	-	17,548,579	2,318,194	8	BUCURESTI, SECTOR 6
18	METRO GROUP RETAIL REAL ESTATE ROMANIA SRL	10	1.5000	6,792,090	-3,382,990	2	VOLUNTARI, ILFOV

COMMERCIAL BUILDINGS AND BUSINESS CENTRES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	FLOREASCA CITY CENTER SRL	2	1.2500	63,219,221	-112,450,913	-	BUCURESTI, SECTOR 1
2	BARDEAU IMOBILIARE SRL	1	1.6875	7,029,048	6,309,451	-	TIMISOARA, TIMIS

SHOPPING CENTRES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BANEASA DEVELOPMENTS SRL	1	1.8750	208,995,551	72,831,972	185	BUCURESTI, SECTOR 1
2	COTROCENI PARK SA	2	1.7500	146,818,965	24,488,905	38	BUCURESTI, SECTOR 6
3	IULIUS MALL TIMISOARA SRL	8	1.2500	89,696,273	12,167,616	3	TIMISOARA, TIMIS
4	PALAS 1 SRL	9	1.2500	79,176,442	-38,297,653	2	IASI, IASI
5	UNIREA SHOPPING CENTER SA	-	-	70,729,230	-5,342,967	115	BUCURESTI, SECTOR 3
6	DRAGONUL ROSU SA	3	1.6875	60,640,837	26,756,596	8	FUNDENI, ILFOV
7	IULIUS MALL CLUJ SRL	6	1.3750	59,046,392	21,697,047	1	CLUJ-NAPOCA, CLUJ
8	BUCURESTI MALL DEVELOPMENT AND MANAGEMENT SRL	-	-	50,859,728	8,300,257	2	BUCURESTI, SECTOR 3

SHOPPING CENTRES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
9	EXPO MARKET DORALY SRL	5	1.5000	45,488,683	8,555,190	-	AFUMATI, ILFOV
10	LAND DEVELOPMENT PROIECT SRL	10	1.2500	38,757,331	-7,999,148	-	BUCURESTI, SECTOR 6
11	WIN MAGAZIN SA	4	1.6250	38,002,978	7,679,759	-	BUCURESTI, SECTOR 3
12	IULIUS MALL SUCEAVA SRL	7	1.3750	32,641,742	4,487,325	136	SUCEAVA, SUCEAVA

FACILITY MANAGEMENT & CLEANING SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ICCO FACILITY MANAGEMENT SRL	3	2.3125	74,561,306	3,343,086	62	BRASOV, BRASOV

ISS FACILITY SERVICES SRL



RANKING BY MCR SCORING: 8

MCR SCORING: 1.9375

ANNUAL TURNOVER 2015 (RON): 64,097,672

PROFIT/LOSS 2015 (RON): 2,604,028

NO. OF EMPLOYEES 2015: 1,480



Bucuresti, Sector 1
www.ro.issworld.com
 Laurentiu Gheorghe
 Country Manager

2	ISS FACILITY SERVICES SRL						
3	MT & T PROPERTY MANAGEMENT SRL	-	-	41,046,141	5,054,813	219	BUCURESTI, SECTOR 1
4	BUILDING SUPPORT SERVICES SRL	-	-	40,557,079	1,308,569	538	BUCURESTI, SECTOR 1
5	MINPREST SERV SA	5	2.1875	30,299,955	1,009,649	1,396	VIRT, GORJ
6	FABI TOTAL GRUP SRL	6	2.1875	22,999,512	3,187,235	235	BUCURESTI, SECTOR 4
7	MEDLINE COM SRL	9	1.9375	18,639,325	473,732	445	CLUJ-NAPOCA, CLUJ
8	GLANZ SRL	7	2.0000	17,778,997	2,382,875	227	CLUJ-NAPOCA, CLUJ
9	VIKING SRL	4	2.3125	16,738,374	3,695,232	94	ODORHEIU SECUIESC, HARGHITA
10	OMCRO SRL	1	2.4375	12,948,133	1,638,178	173	ORADEA, BIHOR
11	HGC FACILITY MANAGEMENT SERVICES SRL	10	1.8125	12,873,591	201,908	99	BUCURESTI, SECTOR 2
12	ROMNICON SRL	12	1.3750	10,665,720	38,660	462	CRAIOVA, DOLJ
13	MUNTENIA GRUP 2003 SRL	2	2.3750	10,250,971	2,102,886	341	PITESTI, ARGES
14	DEEP SERV 2000 SRL	11	1.8125	10,152,369	900,406	314	FOCSANI, VRANCEA

EVALUATORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	KNIGHT FRANK ROMANIA SRL	2	1.9375	18,892,793	2,319,905	17	BUCURESTI, SECTOR 1
2	DARIAN DRS SA	-	-	10,469,665	1,460,313	20	CLUJ-NAPOCA, CLUJ
3	NEOCONSULT VALUATION SRL	1	2.4375	6,044,416	1,932,625	7	BUCURESTI, SECTOR 6

AGENCIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	JONES LANG LASALLE SERVICES SRL	-	-	30,237,946	1,929,192	-	BUCURESTI, SECTOR 1
2	CBRE REAL ESTATE CONSULTANCY SRL	6	1.9375	29,605,694	2,006,323	74	BUCURESTI, SECTOR 1
3	SUDREZIDENTIAL REAL ESTATE SRL	2	2.4375	24,450,941	9,034,235	19	POPESTI LEORDENI, ILFOV
4	COLLIERS INTERNATIONAL SRL	7	1.8750	17,862,160	398,107	25	BUCURESTI, SECTOR 1

AGENCIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
5	DTZ ECHINOX HOLDING SRL	1	2.5000	11,031,852	985,539	38	BUCURESTI, BUCURESTI
6	AGORA MARKETING & CONSULTING SRL SRL	12	1.1250	9,370,772	1,408,219	7	BUCURESTI, SECTOR 1
7	STIL IMOBIL SRL	10	1.4375	8,829,507	-64,068	23	CLUJ-NAPOCA, CLUJ
8	CUBIC INVEST SRL	9	1.6250	8,400,013	-32,033	-	BUCURESTI, SECTOR 1
9	E.E.C. INVEST IMOBILIARE SRL	11	1.3125	7,450,217	1,654,839	3	BUCURESTI, SECTOR 1
10	AETHER SOLUTION SRL	3	2.1250	6,789,701	291,872	10	BUCURESTI, BUCURESTI
11	CBAR MOSILOR-DACIA SRL	4	2.0625	6,041,580	720,571	20	BUCURESTI, SECTOR 2
12	CONADI IMOB CONSTRUCT SRL	8	1.8125	5,523,962	2,909,289	20	BUCURESTI, SECTOR 5
13	ACTIV PROPERTY SERVICES SRL	5	2.0625	4,966,376	551,152	25	BUCURESTI, SECTOR 3
14	REGATTA ESTATE SRL	-	-	4,289,943	460,464	14	BUCURESTI, SECTOR 1
15	ESOP CONSULTING SRL	-	-	2,263,910	714,358	15	BUCURESTI, SECTOR 5



FORESTRY, TIMBER AND WOODEN PRODUCTS
FURNITURE AND HOME DECORATIONS
PAPER, CARDBOARD AND PRINTING





INTERVIEW

KASTAMONU ROMANIA PLANS NEW INVESTMENTS

Esat Özoğuz, General Manager, Kastamonu Romania

1. As Romania is heading towards a 4% growth in 2016, how do you see your prospects for growth in 2016 and 2017?

I think that Romania's economy can reach easily a 4% growth rate target this year and also next year. This is thanks to the decisions related to taxes and the increase of the minimum salary taken by the Government, which are helping to increase domestic consumption. Moreover, similar supportive decisions must be considered to increase export and new investments for more production capacity. Such decisions are most important and healthier for the long term benefits on Romania's economy.

2. What makes Kastamonu Romania a leading company in your industry?

Kastamonu Romania's position as a leading company in the industry comes as a result of our practice and policies. We are customer-oriented, flexible and fast adapting to the market's request. It is one of our purposes, as a company, to offer high quality products at affordable prices.

We dedicate our time and experience to follow constantly the trends in the industry and continuously enlarge our product portfolio.

3. What were the main markets for Kastamonu Romania in 2016 and 2017?

Our main markets, after domestic, are Hungary, Italy and Serbia, but our export area is much larger, reaching almost 50 countries. Because of increasing demand and limited production capacity, at the beginning of this year we took the strategic decision to leave some of the Balkan markets to our sister companies in Bulgaria and Turkey. It seems that there is a strong need to make additional new investments and we already started certain projects in this direction.

KASTAMONU ROMANIA'S POSITION AS A LEADING COMPANY IN THE INDUSTRY COMES AS A RESULT OF OUR PRACTICE AND POLICIES.

4. At regional level, we are witnessing some turbulences (especially in terms of politics). Does this context have any impact on your company? If so, how does Kastamonu Romania manage to lead through turbulences? Please detail.

Indeed, as a resident of this region, we are exposed to such turbulences. However, we would rather not take part in these for mainly two reasons: one, we are a part of a global enterprise; and two, we are politically impartial in any community in which we are operating. Unfortunately, it is not uncommon to witness political struggles that curb public good and entrepreneurial environment within the region. The parties within these discussions sometimes are so indifferent to the damages they cause, they leave me, as a foreign professional, astonished. We are not immune to these impacts, but our main anchor in handling these situations is following strictly the legislation. We cooperate with internationally recognised counsellors, consultants and jurists, who have good experience and expertise on local and European legislation. Besides that, we employ many modern tools to inform our employees, the community and the authorities.

Our past experience has shown us that in a crisis situation, such as the war in Ukraine, even if this market was targeted to be one of the most important export markets at the beginning of the investment in particle board plant, we managed, in a timely manner, to open new markets and disregard completely the Ukrainian market until the situation comes back to normal.

5. How do you see the prospects for growth in terms of exports and the internal market? Which segment will be more dynamic in 2017 and why?



We are confident that both segments, the export and the domestic market, will increase in 2017. As for our company, we believe that the export segment will be more dynamic, as it is the area we are focusing on; it is one of our aims for next year to grow on certain export markets.

6. What does Kastamonu Romania represent for the local industry (Mures County) in terms of exports, investments and jobs?

Kastamonu Romania is one of largest investments in Mures County. Being in the top 5 industrial companies in the county with more than EUR 250 million investment amount, the company is the largest employer in Reghin city, the second largest city in Mures County, after Targu Mures.

Kastamonu Romania employs 15% of all workforce in town and provides a living for more than 8,000 people directly or indirectly, not only in Mures, but also in the neighbouring counties, as well.

Our company is number 50 in top exporters list of Romania. Export amounts to 65% of the turnover generated. The company generated EUR 85 million worth of exports in 2015, being the largest exporter of Mures County.

WE DEDICATE OUR TIME AND EXPERIENCE TO CONSTANTLY FOLLOW THE TRENDS IN THE INDUSTRY AND CONTINUOUSLY ENLARGE OUR PRODUCT PORTFOLIO.

7. What are the factors that will convince you to invest more in 2017 and beyond? How much is the total investment made by Kastamonu Group in Romania?

The increasing demand coming from our current markets and the need for value-added products are the main factors which lead us to take new investment decisions. The total value of investments we have made up to now is approximately EUR 250 million.

8. What are your biggest fears regarding your market in 2017? What is the main opportunity that makes you confident in growth?

I could state as an important factor the political situation worldwide; stability will play a substantial role in our sector as indirect competitive advantages could be obtained by countries in the area. A clear example are the countries which now have a significant benefit due to the currency exchange rate.

We are trustful that 2017 will bring business growth and development, and to support this we have a team of well-trained professionals, market knowledge and a deep understanding of what our customers' needs and expectations are.



kastamonu

DIVERSITATEA TE INSPIRĂ SĂ CREEZI



PAL brut

PAL melaminat

Blaturi de lucru

Fețe de uși

Foi de uși

Plăci ultralucioase

FORESTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REGIA NATIONALA A PADURILOR ROMSILVA RA	1	3.5000	1,588,255,050	189,692,993	16,488	BUCURESTI, SECTOR 2
2	RO XI WOOD SYSTEMS SRL	6	2.1250	23,042,054	911,505	140	ORASTIE, HUNEDOARA
3	TERRA SILVA SRL	7	2.1250	22,857,984	1,036,486	60	CRAIOVA, DOLJ
4	REGIA PUBLICA LOCALA OCOLUL SILVIC PADURILE SINCHII RA	8	2.1250	17,658,145	6,039,756	78	SERCAIA, BRASOV
5	ALROB-SILV SRL	4	2.2500	14,855,257	1,866,245	17	IZVOARELE, PRAHOVA
6	FAG INTERNATIONAL SRL	13	1.5000	14,338,884	-1,579,946	140	GURENI, GORJ
7	REGIA PUBLICA LOCALA A PADURILOR KRONSTADT RA	2	2.3125	13,120,690	4,230,361	57	BRASOV, BRASOV
8	AGROZOOINDUSTRIALA SRL	9	2.1250	12,040,088	1,673,549	59	GURAHONT, ARAD
9	MANCOR SRL	5	2.1875	11,681,013	1,359,283	29	CODLEA, BRASOV
10	OCOLUL SILVIC LIGNUM SRL	11	1.9375	10,731,206	1,247,327	33	DARMANESTI, BACAU
11	REGIA PUBLICA LOCALA A PADURILOR MAIERUS RA	3	2.3125	10,675,081	5,045,192	35	MAIERUS, BRASOV
12	OCOLUL SILVIC DE REGIM GHEORGHENI SA	10	2.0000	10,668,061	274,632	69	GHEORGHENI, HARGHITA
13	REGIA PUBLICA LOCALA OCOLUL SILVIC PADURILE FAGARASULUI RA	12	1.9375	10,333,381	2,319,457	60	VOILA, BRASOV

TIMBER AND SAWN WOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HOLZINDUSTRIE SCHWEIGHOFER SRL	1	3.3125	1,984,902,242	206,674,966	2,055	SEBES, ALBA
2	AVIVA SRL	7	1.9375	249,454,394	17,374,846	1,466	SIGHETU MARMATIEI, MARAMURES
3	BARLINEK ROMANIA SA	12	1.6250	102,885,612	-7,380,990	265	ONESTI, BACAU
4	SILVANIA INTERNATIONAL PROD SRL	14	1.5625	98,345,666	2,718,907	215	LUNCA ILVEI, BISTRITA-NASAUD
5	FORESTAR SA	18	1.3750	91,560,120	-14,761,708	194	TARCAU, NEAMT
6	ROMANEL INTERNATIONAL GROUP SA	21	1.1250	88,094,430	-5,938,438	356	BUCURESTI, SECTOR 1
7	KARELIA - UPOFLOOR SRL	15	1.5625	84,570,662	-3,649,273	263	SATULUNG, MARAMURES
8	ALREDIA SRL	16	1.5000	80,962,519	440,409	215	AIUD, ALBA
9	EUROGULF INVESTMENTS SRL	5	2.0625	78,091,329	696,047	23	BUCURESTI, BUCURESTI
10	XILOBAIA SRL	13	1.6250	71,137,594	1,321,523	146	BAIA MARE, MARAMURES
11	MASIFPANEL SRL	11	1.7500	69,516,459	5,028,159	364	MANDRA, BRASOV
12	FORESTCOV SRL	17	1.5000	57,571,368	540,758	246	PAUSESTI, VALCEA
13	EUROCOM - EXPANSION SA	9	1.8750	51,970,965	8,006,207	156	BAICULESTI, ARGES
14	HARDWOOD SRL	10	1.8750	46,519,290	2,309,353	144	RAMNICU VALCEA, VALCEA
15	H L V TRANSILVANIA SRL	19	1.3750	44,847,759	-63,976	37	TALMACIU, SIBIU
16	VIRIX PROD SRL	3	2.3750	39,698,881	7,679,790	177	CRANGURILE DE SUS, DAMBOVITA
17	ROWO SA	-	-	38,219,751	-377,433	335	SOVATA, MURES
18	LEMNCOV SRL	6	2.0625	37,824,505	239,797	1	PAUSESTI, VALCEA
19	PAMIRCO SRL	4	2.1875	35,044,861	1,201,498	110	MANASTIUR, TIMIS
20	DIP & GIP SRL	20	1.1875	32,540,391	1,101,211	243	ZARNESTI, BRASOV

TIMBER AND SAWN WOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
21	ILROM LEGNO SA	8	1.9375	32,023,514	1,088,734	125	SANNICOLAU MARE, TIMIS
22	EXPO-TRANS NMN SRL	2	2.4375	31,086,742	1,869,290	38	GURA RAULUI, SIBIU

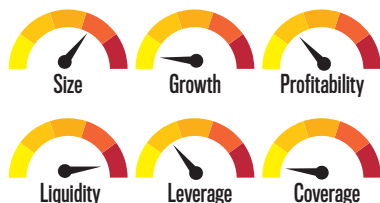
WOOD AND WOODEN PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EGGER ROMANIA SRL	1	3.0000	1,300,843,201	-3,030,120	681	RADAUTI, SUCEAVA
2	KRONOSPAN SEBES SA	2	2.6875	1,088,174,653	-16,107,277	447	SEBES, ALBA

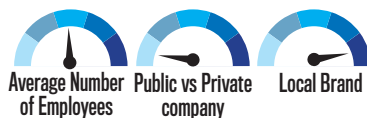
3 KASTAMONU ROMANIA SA

RANKING BY MCR SCORING: 4
MCR SCORING: 2.5000
ANNUAL TURNOVER 2015 (RON): 577,975,260
PROFIT/LOSS 2015 (RON): 5,328,657
NO. OF EMPLOYEES 2015: 846

FINANCIAL SCORING: 2.17



NON-FINANCIAL SCORING: 1.75



ESAT ÖZGÜZ

General Manager, Kastamonu Romania



'Kastamonu Romania's position as a leading company in the industry comes as a result of our practice and policies. We are customer-oriented, flexible and fast adapting to the market's request. It is one of our purposes, as a company, to offer high quality products at affordable prices.'

REGHIN, MURES

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4	KRONOSPAN ROMANIA SRL	11	1.8750	467,685,127	-69,480,307	161	BRASOV, BRASOV
5	EGGER TECHNOLOGIA SRL	5	2.4375	284,421,592	10,368,363	48	RADAUTI, SUCEAVA
6	HOLZINDUSTRIE SCHWEIGHOFER BACO SRL	3	2.6250	262,268,568	26,754,914	696	COMANESTI, BACAU
7	LOSAN ROMANIA SRL	10	1.9375	120,171,759	12,539,853	501	BRASOV, BRASOV
8	FRASINUL SRL	6	2.3750	107,040,513	9,584,261	274	ANIES, BISTRITA-NASAUD
9	J.F. FURNIR SRL	19	1.2500	92,893,757	-7,209,046	354	BRASOV, BRASOV
10	M.I.S-GRUP SRL	8	2.1250	85,335,930	5,705,393	186	ANIES, BISTRITA-NASAUD
11	IRIS SERVICE CIUC SA	18	1.3750	74,203,987	321,165	1,149	MIERCUREA CIUC, HARGHITA
12	CARPAT STICKS SRL	9	2.0000	70,178,805	10,008,581	180	TIMISOARA, TIMIS
13	CH INDUSTRIAL PROD SRL	17	1.4375	61,935,280	504,564	346	GHERLA, CLUJ

WOOD AND WOODEN PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
14	R.G.HOLZ COMPANY SRL	13	1.6250	61,169,246	2,599,507	497	VISEU DE SUS, MARAMURES
15	PORTA KMI ROMANIA SRL	14	1.6250	58,480,730	1,472,976	240	ARAD, ARAD
16	WERZALIT LEMN TECH SCS	15	1.6250	49,334,299	204,399	239	LUGOJ, TIMIS
17	CILDRO PLYWOOD SRL	7	2.1875	39,192,896	3,563,085	281	DROBETA-TURNU SEVERIN, MEHEDINTI
18	SIGSTRAT SA	12	1.8750	33,462,957	1,852,824	457	SIGHETU MARMATIEI, MARAMURES
18	INDUSTRY TRANSILVAN SRL	16	1.5625	32,542,783	1,315,355	191	GHEORGHENI, HARGHITA

FURNITURE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARAMIS INVEST SRL	1	2.7500	659,360,337	28,643,282	3,240	BAIA MARE, MARAMURES
2	ECOLOR SRL	2	2.6250	289,111,930	21,862,667	517	CLUJ-NAPOCA, CLUJ
3	TAPARO SA	3	2.5000	282,990,020	6,625,983	944	BORCUT, MARAMURES

RANKING BY MCR SCORING: 6

MCR SCORING: 2.1875

ANNUAL TURNOVER 2015 (RON): 249,207,335

PROFIT/LOSS 2015 (RON): 9,648,373

NO. OF EMPLOYEES 2015: 1,049

4

PGS SOFA
& CO SRLOradea, Bihor
Jose Ferreira
Executive Director

5	ADA FABRICA DE MOBILA SRL	7	2.1875	217,684,002	5,714,081	915	SALONTA, BIHOR
6	SORTILEMN SA	20	1.8750	181,199,388	1,040,575	1,208	GHERLA, CLUJ
7	PLIMOB SA	8	2.1875	180,659,398	17,000,448	1,491	SIGHETU MARMATIEI, MARAMURES
8	COTTA INTERNATIONAL SRL	4	2.5000	179,358,785	7,076,239	541	ARAD, ARAD
9	GP SOFA SRL	21	1.8750	173,299,755	3,089,832	1,312	SATU MARE, SATU MARE
10	RUS-SAVITAR SRL	5	2.4375	120,159,645	26,134,300	581	DUDESTII NOI, TIMIS
11	ITALROM LEATHER SRL	13	2.0000	113,273,096	3,165,643	465	MINTIA, HUNEDOARA
12	POLIPOL MOBILA SRL	15	1.9375	112,685,100	567,245	698	FOIENI, SATU MARE
13	LEMET SRL	9	2.1250	107,947,630	4,469,920	668	BREBU MEGIESESC, PRAHOVA
14	GAMMET 2000 SRL	14	2.0000	90,674,489	2,113,054	324	LUGOJ, TIMIS
15	PURE HOME COLLECTIONS SRL	11	2.0625	85,193,661	8,232,559	166	SATU MARE, SATU MARE
16	PRESTIGE MOB SRL	25	1.8125	82,038,531	4,095,991	604	BALOTESTI, ILFOV
17	SAVINI DUE SRL	16	1.9375	81,147,794	14,221,096	278	SEBES, ALBA
18	CASA RUSU SRL	17	1.9375	74,116,201	2,199,591	267	DUMBRAVITA, TIMIS
19	NIKMOB SA	22	1.8750	71,123,265	1,818,091	421	NEHOIU, BUZAU
20	DITRE INTERNATIONAL SRL	26	1.8125	70,633,120	555,218	368	ARAD, ARAD
21	SARMISMOB SA	12	2.0625	69,729,607	21,198,267	271	DEVA, HUNEDOARA
22	TOP DESIGN FURNITURE SRL	18	1.9375	67,149,799	4,818,334	350	MEDIESU AURIT, SATU MARE
23	ARTEMOB INTERNATIONAL SRL	23	1.8750	64,999,036	11,870,600	508	SOVATA, MURES
24	CLASS FURN ROMANIA SRL	30	1.6875	61,395,045	2,783,479	409	SABOLCIU, BIHOR
25	STAER INTERNATIONAL SA	27	1.8125	60,229,981	6,067,522	282	GALATI, GALATI

FURNITURE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
26	MOBILUX SA	33	1.5625	56,013,918	2,812,847	298	BUCURESTI, SECTOR 2
27	LARIX MOBILA SRL	31	1.6875	53,109,286	622,336	420	REGHIN, MURES
28	FUTURE SRL	29	1.7500	50,029,201	3,993,118	101	OTOPENI, ILFOV
29	ELVILA SA	34	1.5625	49,836,052	1,426,931	868	BUCURESTI, SECTOR 1
30	BELLINEA SRL	24	1.8750	49,623,840	2,235,491	400	ZALAU, SALAJ
31	MOBILIER GENERAL ARAD MGA SRL	28	1.8125	49,507,639	5,343,590	392	ARAD, ARAD
32	BECKER ROMANIA SRL	19	1.9375	47,747,801	3,228,243	383	GHERLA, CLUJ
33	NOUL WOODST SRL	10	2.1250	43,564,809	2,774,961	226	ORADEA, BIHOR
34	MAXSTILE SRL	32	1.6875	42,160,637	485,072	163	ARAD, ARAD

HOME DECORATIONS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ITALSOFA ROMANIA SRL	1	2.5625	280,546,813	11,788,707	1,235	BAIA MARE, MARAMURES
2	SALTEX MOB SRL	3	2.3750	42,792,714	10,710,882	151	PANTELIMON, ILFOV
3	SUPER BALL INTERNATIONAL SRL	4	2.1250	30,317,184	1,759,389	127	BUCURESTI, BUCURESTI
4	SALT CONFORT SRL	5	1.6875	25,070,990	949,939	190	URLATI, PRAHOVA
5	SOFT MEX CONFORT SRL	2	2.4375	14,012,695	3,177,095	25	BUCURESTI, BUCURESTI

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AX PERPETUUM IMPEX SRL	4	2.0625	126,397,585	7,568,717	199	CLUJ-NAPOCA, CLUJ
2	MOBEXPERT BANEASA SRL	5	1.9375	86,380,934	9,444,681	166	BUCURESTI, SECTOR 1
3	PROGES SRL	11	1.3750	75,340,421	-19,469,646	93	ORADEA, BIHOR
4	CORPORATE OFFICE SOLUTIONS SRL	2	2.1875	70,909,022	6,434,916	71	BUCURESTI, SECTOR 1
5	KIKA MOBILIER SRL	9	1.6250	60,909,307	-484,912	97	DOMNESTI, ILFOV
6	M & D RETAIL PIPERA SRL	6	1.9375	55,803,526	1,254,578	143	BUCURESTI, SECTOR 2
7	TECHO ROMANIA SRL	8	1.8750	49,308,823	1,508,429	24	BUCURESTI, SECTOR 6
8	2B GROUP SRL	10	1.5625	46,922,301	-595,670	175	REGHIN, MURES
9	STEELCASE SRL	1	2.3125	32,910,520	3,107,172	194	CLUJ-NAPOCA, CLUJ
10	RO.WE.NI INTERNATIONAL SRL	7	1.9375	29,239,239	396,072	8	BUCURESTI, SECTOR 4
11	M & D RETAIL MILITARI SRL	3	2.1250	27,226,117	690,187	64	BUCURESTI, SECTOR 2
12	IKEA ROMANIA SRL	-	N/A	N/A	N/A	N/A	BUCURESTI, SECTOR 1

PRINTING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA "IMPRIMERIA NATIONALA" SA	1	2.6250	370,535,342	165,581,946	471	BUCURESTI, SECTOR 6
2	INFORM LYKOS SA	3	1.9375	148,250,834	1,535,019	212	BUCURESTI, SECTOR 1
3	INFOPRESS GROUP SA	4	1.8750	132,868,616	7,439,052	340	ODORHEIU SECUIESC, HARGHITA
4	EDS ROMANIA SRL	15	1.4375	85,823,408	61,418	95	GHIMBAV, BRASOV

PRINTING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
5	SODEXO PASS ROMANIA SRL	8	1.6250	79,790,288	29,378,944	173	BUCURESTI, SECTOR 2
6	IMPRIMERIA BANCII NATIONALE A ROMANIEI RA	9	1.6250	76,923,851	22,623,772	134	BUCURESTI, SECTOR 4
7	G. CANALE & C. SA	13	1.5000	71,401,291	132,066	174	PANTELIMON, ILFOV
8	ZIPPER SERVICES SRL	2	2.1250	71,355,330	7,218,265	68	BUCURESTI, SECTOR 3
9	MONITORUL OFICIAL RA	10	1.6250	68,575,232	28,157,970	336	BUCURESTI, SECTOR 1
10	SUNIMPROF ROTTAPRINT SRL	11	1.6250	61,989,097	2,659,165	-	APAHIDA, CLUJ
11	MEGA PRESS HOLDINGS SA	14	1.5000	59,347,482	1,060,546	39	BUCURESTI, SECTOR 4
12	CONSTANTIA FLEXIBLES BUCURESTI SRL	16	1.4375	47,732,143	-9,917,140	80	BUCIUMENI, CALARASI
13	NOVIS CASA DE EDITURA SI TIPOGRAFIA SRL	12	1.5625	40,110,300	597,228	92	CLUJ-NAPOCA, CLUJ
14	BEST PRINT SERVICES SRL	5	1.8125	37,422,923	2,405,425	195	BUCURESTI, SECTOR 6
15	CONPHYS SRL	17	1.3125	36,695,242	216,081	129	RAMNICU VALCEA, VALCEA
16	RODATA SRL	6	1.8125	35,941,852	2,791,334	88	BUCURESTI, SECTOR 2
17	IMPRIMERIA ARTA GRAFICA SA	7	1.7500	35,819,045	1,982,791	137	BUCURESTI, SECTOR 4

PAPER AND CARDBOARD PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	RONDOCARTON SRL	1	2.6875	298,583,453	28,632,486	294	SANNICOARA, CLUJ
2	PEHART TEC SA	3	2.1875	277,709,638	6,408,708	298	PETRESTI, ALBA
3	AMBRO SA	8	2.0000	241,410,640	21,763,934	535	SUCEAVA, SUCEAVA
4	SOFIDEL ROMANIA SA	14	1.8125	220,866,466	1,130,823	260	CALARASI, CALARASI
5	VRANCART SA	4	2.1875	210,089,199	20,819,826	902	ADJUD, VRANCEA
6	ECOPAPER SA	15	1.7500	167,998,324	15,450,923	197	ZARNESTI, BRASOV
7	METALICPLAS IMPEX SA	9	1.9375	147,878,136	43,205,280	243	DEJ, CLUJ
8	ROMCARTON SA	5	2.1875	142,421,478	3,835,799	288	BUCURESTI, SECTOR 3
9	DUNAPACK RAMBOX PRODIMPEX SRL	2	2.2500	119,187,306	7,553,946	174	SFANTUL GHEORGHE, COVASNA
10	DS SMITH PACKAGING ROMANIA SRL	10	1.9375	117,919,229	1,114,750	200	TIMISOARA, TIMIS
11	ECOPACK SA	7	2.0625	115,946,927	8,978,947	201	GHIMBAV, BRASOV
12	MAYR MELNHOF PACKAGING ROMANIA SRL	16	1.7500	97,309,908	6,833,371	162	BLEJOI, PRAHOVA
13	VPK PACKAGING SRL	22	1.3750	95,549,069	-2,256,538	225	SALONTA, BIHOR
14	PETROCART SA	24	1.3125	86,538,307	469,578	225	PIATRA NEAMT, NEAMT
15	TIGER SOMES IMPEX SA	11	1.9375	77,276,166	3,572,884	70	DEJ, CLUJ
16	ROMANIAN PAPER DISTRIBUTION SRL	6	2.1250	73,085,223	4,321,449	66	BUCURESTI, SECTOR 3
17	ROMPRIX EXIM SRL	17	1.7500	61,866,248	4,762,168	182	PANTELIMON, ILFOV
18	ASIL SRL	13	1.8750	59,324,995	1,035,228	292	VANATORI, GALATI
19	PIGNA ROMANIA IMPEX SRL	18	1.6875	56,060,024	2,155,305	97	BUFTEA, ILFOV
20	PENTAROM SRL	12	1.9375	52,099,424	7,199,749	81	DARMANESTI, ARGES
21	ROM PAPER SRL	19	1.6875	51,572,715	2,946,322	110	BRASOV, BRASOV
22	MONTE BIANCO SA	20	1.5625	49,769,196	1,240,876	147	TARGOVISTE, DAMBOVITA
23	BARLETA SRL	21	1.5625	47,216,896	3,025,390	187	BACAU, BACAU
24	SEGEZHA PACKAGING SRL	23	1.3750	45,858,026	-4,854,475	71	PLOIESTI, PRAHOVA



TEXTILES & LEATHER



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FIBERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	RIFIL SA	2	2.5625	329,348,669	27,855,402	622	SAVINESTI, NEAMT
2	GREENFIBER INTERNATIONAL SA	1	2.6875	307,475,912	30,246,536	557	BUZAU, BUZAU
3	ITALTEXTIL SARATA SRL	4	2.3125	267,050,918	1,841,299	482	SARATA, BISTRITA-NASAUD
4	ROLANA TEX SRL	9	1.8125	234,509,902	3,271,220	294	BOTOSANI, BOTOSANI
5	SILVANIA WORSTED SPINNING SRL	5	2.1250	173,907,196	1,717,777	264	SIMLEU SILVANIEI, SALAJ
6	COATS ODORHEI SRL	3	2.4375	153,638,403	23,769,678	399	ODORHEIU SECUIESC, HARGHITA
7	YARNEA SRL	7	1.9375	147,431,215	1,648,106	374	SAVINESTI, NEAMT
8	INDUSTRIA FILATI BUZAU SRL	8	1.9375	82,945,577	3,097,953	411	BUZAU, BUZAU
9	AMANN ROMANIA SRL	11	1.6250	75,539,046	1,573,093	167	HARMAN, BRASOV
10	ROMTEXTIL SA	13	1.3750	71,939,890	681,953	442	CONSTANTA, CONSTANTA
11	MONOSUISSE RO SRL	6	2.0625	56,030,956	9,005,960	99	SIGHISOARA, MURES
12	FILECA INDUSTRY SA	10	1.7500	48,531,873	1,688,500	163	BECLEAN, BISTRITA-NASAUD
13	DOROTEX SRL	12	1.5625	30,856,327	1,463,352	105	BOTOSANI, BOTOSANI

FABRICS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COINDU ROMANIA SRL	1	2.8125	419,501,624	11,778,240	1,524	CURTICI, ARAD
2	SUN GARDEN MANAGEMENT SOCIETATE IN COMANDITA SIMPLA	6	2.2500	234,687,427	12,676,105	1,096	PUCIOASA, DAMBOVITA
3	TRIMSOL ROMANIA SRL	2	2.5625	183,785,721	13,598,566	766	FAGET, TIMIS
4	CONFEZIONI ANDREA ROMANIA SRL	5	2.3750	159,124,123	13,576,033	649	LUPENI, HUNEDOARA
5	PREVENT AUTOMOTIVE ROMANIA SRL	-	-	154,747,685	-3,092,495	1,059	DETA, TIMIS
6	EUROPEAN INTERIOR SRL	4	2.5000	149,156,584	24,662,690	353	AFUMATI, ILFOV
7	CARREMAN ROMANIA SRL	8	2.1250	131,520,287	4,412,595	351	BOTOSANI, BOTOSANI
8	INTEX SA	7	2.1875	109,143,599	2,577,088	310	NASAUD, BISTRITA-NASAUD
9	TREVERTEX SRL	3	2.5625	101,143,535	5,802,648	52	CURTICI, ARAD
10	SEFAR SRL	16	1.5000	63,366,668	-691,249	219	SIGHISOARA, MURES
11	MINET SA	12	1.6250	55,872,753	2,529,029	89	RAMNICU VALCEA, VALCEA
12	MARTELLI EUROPE SRL	17	1.5000	51,734,831	-91,383,838	794	BUZAU, BUZAU
13	TESSUTICA ROMANIA SRL	13	1.6250	51,582,188	826,590	45	ARICESTII RAHTIVANI, PRAHOVA
14	DESLEECLAMA EASTERN EUROPE SRL	11	1.6875	49,861,309	4,460,481	268	MIERCUREA SIBIULUI, SIBIU
15	TESSITURA DI SARATA SRL	10	1.8125	48,263,771	1,621,686	77	SARATA, BISTRITA-NASAUD
16	TESUTI TRANSILVANIA SRL	15	1.5625	39,212,479	1,627,436	109	SARATA, BISTRITA-NASAUD
17	I.M.P. ROMANIA INDUSTRIAL CO SA	18	1.3750	38,263,460	-1,439,388	108	CHISODA, TIMIS
18	VALMEDY PROD SRL	-	-	34,783,668	1,168,513	334	SIGHETU MARMATIEI, MARAMURES
19	GST SAFETY TEXTILES RO SRL	19	1.1875	32,516,938	559,293	257	SIGHISOARA, MURES
20	HACKENBERG TEXTILE PRODUCTION SRL	9	2.0625	32,374,596	3,544,632	36	ODORHEIU SECUIESC, HARGHITA

FABRICS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
21	BORGSTENA TEXTILE RO SRL	14	1.6250	31,131,717	-68,020	18	OTELU ROSU, CARAS-SEVERIN

WEARING APPAREL

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ALISON HAYES (ROMANIA) SRL	2	2.6250	322,464,144	6,247,105	1,281	URZICENI, IALOMITA
2	HANES GLOBAL SUPPLY CHAIN ROMANIA SRL	1	2.8750	280,156,681	16,727,194	1,065	CURTICI, ARAD
3	OLIMPIAS MFG. ROMANIA SRL	8	2.2500	247,566,616	9,401,648	83	MIERCUREA SIBIULUI, SIBIU
4	FORMENS SRL	3	2.5625	240,948,261	24,739,311	939	BOTOSANI, BOTOSANI
5	PANDORA PROD SRL	5	2.5000	198,914,686	26,038,854	835	FOCSANI, VRANCEA
6	ARIES TEXTILE SRL	6	2.3125	181,469,591	3,690,522	483	ARAD, ARAD
7	ARTIFEX SRL	17	1.9375	153,553,776	3,128,767	1,344	FOCSANI, VRANCEA
8	PRODUCTIE ZARAH MODEN SRL	10	2.1875	139,752,712	19,793,723	839	TIRGU SECUIESC, COVASNA
9	OZTASAR SRL	13	2.0625	135,648,752	13,023,014	41	PAULESTI, PRAHOVA
10	TIME INTERNATIONAL TRADING SRL	4	2.5625	107,726,915	17,449,650	1,325	BUCURESTI, SECTOR 6
11	COTTONTEX SRL	11	2.1875	100,712,247	8,832,265	855	TIMISOARA, TIMIS
12	EUROTEX COMPANY SRL	27	1.8125	91,334,270	7,202,714	324	TARGU FRUMOS, IASI
13	SORSTE SA	33	1.5000	72,496,960	1,825,740	243	FOCSANI, VRANCEA
14	ROMANITA SA	18	1.9375	71,391,820	6,009,577	1,144	CARACAL, OLT
15	ROULEAU-GUICHARD ROUMANIE SRL	32	1.5625	68,707,508	1,479,998	752	SACELE, BRASOV
16	UNICONFEX EXIM SRL	19	1.9375	66,946,245	2,021,738	138	SLATINA, OLT
17	BIANCOSPINO SRL	24	1.8750	64,722,671	13,053,372	448	BREAZA, PRAHOVA
18	ADESGO SA	34	1.5000	64,679,632	1,489,380	225	BUCURESTI, SECTOR 4
19	NORADA SA	28	1.7500	64,562,098	10,897,955	893	ODORHEIU SECUIESC, HARGHITA
20	VERSO CORPORATION SRL	20	1.9375	64,102,311	3,324,587	406	BUCURESTI, SECTOR 6
21	TANEX SRL	25	1.8750	58,633,060	3,953,740	670	BUCURESTI, SECTOR 5
22	FRANCESCA INDUSTRIES SA	21	1.9375	55,260,932	3,992,895	228	PITESTI, ARGES
23	IMPERIAL SA	38	1.3125	53,655,597	303,938	533	TURNU MAGURELE, TELEORMAN
24	GRAFTEX PRODCOM SRL	-	-	53,388,938	4,377,635	198	BUCURESTI, SECTOR 1
25	NEW-FASHION SA	29	1.7500	50,755,623	6,995,664	1,002	TIRGU SECUIESC, COVASNA
26	TEXTILE GEL & CO ROM SA	15	2.0000	49,172,595	4,757,011	583	TULCEA, TULCEA
27	IKOS-CONF SA	31	1.6875	47,913,745	5,760,630	1,083	ODORHEIU SECUIESC, HARGHITA
28	MAGREB KNITWEAR EAST SA	35	1.5000	47,670,620	204,443	301	CLUJ-NAPOCA, CLUJ
29	PAOLA CONFECTII SRL	12	2.1250	46,781,198	12,347,743	351	TITU, DAMBOVITA
30	JOLIDON IMPORT EXPORT SRL	39	1.2500	44,502,643	-23,753,903	851	CLUJ-NAPOCA, CLUJ
31	BIG CONF SRL	9	2.2500	42,663,323	5,505,058	165	BOTOSANI, BOTOSANI
32	ARTSANA ROMANIA SRL	22	1.9375	41,753,677	662,201	813	BOTOSANI, BOTOSANI
33	MAGLIERIE CRISTIAN IMPEX SRL	37	1.3750	41,018,642	108,165	856	CALAFAT, DOLJ
34	CONFECTII BIRLAD SA	14	2.0625	37,782,060	7,958,300	942	BARLAD, VASLUI
35	INCOM-VRANCO SA	16	2.0000	37,724,806	3,694,886	572	FOCSANI, VRANCEA

WEARING APPAREL

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
36	CONFEX SOCIETATE COOPERATIVA	26	1.8750	37,080,532	810,296	456	BUZAU, BUZAU
37	RING TEXTILE PRODUCTION RTP SRL	23	1.9375	36,621,645	1,419,254	184	BUZAU, BUZAU
38	PANCARPROD SRL	7	2.3125	35,341,545	488,219	573	VASLUI, VASLUI
39	ROSCA-CONF SRL	30	1.7500	35,258,106	5,526,460	999	FOCSANI, VRANCEA
40	STEILMANN ROMANIA SRL	36	1.5000	34,789,266	-2,248,618	228	BUCURESTI, SECTOR 4

FOOTWEAR AND LEATHER GOODS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	RIEKER ROMANIA SRL	1	2.5625	261,735,593	3,698,423	96	LUGOJ, TIMIS
2	RAFFAELLO SHOES FACTORY SRL	7	2.1875	234,866,737	1,649,600	803	POPESTI LEORDENI, ILFOV
3	ARA SHOES ROMANIA SRL	2	2.3750	219,982,781	12,430,226	1,212	VALEA LUI MIHAI, BIHOR
4	LLOYD SHOES ROMANIA SRL	3	2.3125	154,751,387	4,919,938	675	VALEA LUI MIHAI, BIHOR
5	BIHORE SRL	9	2.1250	113,880,366	2,678,856	687	ORADEA, BIHOR
6	ALPINA SHOE PRODUCTION SRL	17	1.8125	96,489,920	428,320	564	REGHIN, MURES
7	REKORD SRL	21	1.6875	89,964,229	9,353,236	460	ALBA IULIA, ALBA
8	REROPAM SRL	20	1.7500	86,677,661	11,892,819	290	BORS, BIHOR
9	MELANIA NEW SRL	22	1.6875	83,744,484	427,635	1,026	ALES, BIHOR
10	CFS-COMPONENTS FOR SHOES SRL	10	2.0000	78,022,807	3,540,279	207	CHISODA, TIMIS
11	SOMAREST SRL	18	1.8125	66,002,357	9,113,873	700	CISNADIE, SIBIU
12	CLASS SHOE SRL	5	2.2500	61,119,181	4,904,844	184	CLUJ-NAPOCA, CLUJ
13	MUSETTE EXIM SRL	23	1.6875	60,588,204	5,039,563	452	BUCURESTI, SECTOR 4
14	AMADEUS SRL	8	2.1875	58,907,722	4,916,986	228	SOIMUS, HUNEDOARA
15	ROMIPEL SRL	24	1.5625	58,013,941	3,092,035	31	SIBIU, SIBIU
16	GARTEK SRL	14	1.9375	50,820,872	2,557,525	366	HUSI, VASLUI
17	MARELBO PROD-COM SRL	6	2.2500	48,280,922	13,559,267	221	VICOVU DE SUS, SUCEAVA
18	RASITAL SRL	11	2.0000	48,216,938	1,108,032	222	SIBIU, SIBIU
19	JOMO THERMOMOLDING SRL	19	1.8125	46,860,413	2,997,248	158	TIMISOARA, TIMIS
20	CALZATURIFICIO SKANDIA SA SAN BIAGIO DI CALLALTA TREVISO-ITALIA SUCURSALA BRASOV-ROMANIA	16	1.8750	46,067,910	949,340	-	BRASOV, BRASOV
21	ILSOLE SRL	12	2.0000	44,664,214	10,548,205	52	VALEA LUI MIHAI, BIHOR
22	FINPROJECT ROMANIA SRL	4	2.3125	43,664,894	8,587,752	228	VALEA LUI MIHAI, BIHOR
23	DENIS SRL	13	2.0000	37,853,437	1,884,436	213	SUCEAVA, SUCEAVA
24	LEGERO SHOES ROMANIA SRL	15	1.9375	37,117,234	787,491	466	VALEA LUI MIHAI, BIHOR

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	H&M HENNES & MAURITZ SRL	2	3.0625	665,279,330	21,513,318	870	BUCURESTI, SECTOR 3
2	ZARA BUCURESTI SRL	1	3.3125	504,765,479	91,931,758	789	BUCURESTI, SECTOR 3

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
3	ROUMASPORT SRL	6	2.5625	411,389,331	19,900,362	432	BUCURESTI, SECTOR 6
4	C&A MODA RETAIL SRL	3	2.9375	314,414,244	23,569,739	240	BUCURESTI, SECTOR 6
5	DEICHMANN COMERCIALIZARE INCALTAMINTE SRL	4	2.6875	265,444,829	42,855,272	423	BUCURESTI, SECTOR 1
6	NY'ER ROMANIA SRL	5	2.6250	175,563,115	37,498,024	279	CLUJ-NAPOCA, CLUJ
7	PEEK & CLOPPENBURG SRL	12	2.2500	166,719,147	22,463,450	161	BUCURESTI, SECTOR 1
8	BERSHKA CARPATI SRL	8	2.4375	163,348,443	24,972,499	246	BUCURESTI, SECTOR 3
9	PEERAJ BRANDS INTERNATIONAL SRL	9	2.4375	157,018,042	10,624,330	458	BUCURESTI, SECTOR 2
10	FF GROUP ROMANIA SRL	20	2.0000	149,181,152	9,960,150	399	BUCURESTI, SECTOR 5
11	TAKKO FASHION INTERNATIONAL SRL	13	2.2500	135,722,811	7,621,623	337	BUCURESTI, SECTOR 1
12	PULL & BEAR RO SRL	11	2.3125	129,102,181	16,633,540	190	BUCURESTI, SECTOR 3
13	OTTER-DISTRIBUTION SRL	14	2.1875	120,356,060	11,846,766	357	CHIAJNA, ILFOV
14	RENANIA TRADE SRL	10	2.4375	114,789,289	16,993,177	124	TARGU MURES, MURES
15	HERVIS SPORTS AND FASHION SRL	7	2.5000	105,568,020	5,410,379	175	BUCURESTI, SECTOR 2
16	MASSIMO DUTTI RO SRL	15	2.1875	96,566,117	26,206,175	111	BUCURESTI, SECTOR 3
17	STRADIVARIUS RO SRL	24	1.8125	95,806,467	10,840,405	164	BUCURESTI, SECTOR 3
18	E-QUATION SRL	16	2.1875	90,583,940	2,763,777	1	SEBES, ALBA
19	AGRESIV C&B SRL	25	1.8125	87,555,684	22,679	-	VASLUI, VASLUI
20	MONTECRISTO RETAIL RO SRL	21	2.0000	86,239,163	13,932,918	203	BUCURESTI, SECTOR 3
21	BENVENUTI SRL	22	1.9375	85,430,921	4,625,712	345	ORADEA, BIHOR
22	DAMAREX SRL	18	2.1250	83,446,183	105,313	-	VASLUI, VASLUI
23	ADIDAS ROMANIA SRL	17	2.1875	83,125,186	6,634,349	259	BUCURESTI, SECTOR 1
24	KOTON SRL	30	1.2500	78,699,892	-14,792,991	205	FUNDENI, ILFOV
25	PEPCO RETAIL SRL	26	1.8125	68,687,100	3,436,705	202	BUCURESTI, BUCURESTI
26	SMS ROMANIA SRL	19	2.0625	64,004,403	1,520,017	145	BUCURESTI, BUCURESTI
27	LPP ROMANIA FASHION SRL	23	1.8750	59,877,147	3,190,717	211	BUCURESTI, SECTOR 1
28	VASLUIANUL SRL	28	1.5625	55,052,888	-7,548,357	-	VICOVU DE SUS, SUCEAVA
29	GREAT ATLANTIC IMPEX SRL	29	1.3125	52,805,565	-4,903,042	21	AFUMATI, ILFOV
30	COATS ROMANIA IMPEX SRL	27	1.6875	52,267,633	-39,412	51	BUCURESTI, SECTOR 6



Farmers
Market



AGRICULTURE & LIVESTOCK



AGRICULTURE
LIVESTOCK
MIXED FARMS

CROPS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AGRO-CHIRNOGI SA	1	2.6250	566,982,561	1,464,395	707	CHIRNOGI, CALARASI
2	INTERAGRO SRL	8	2.0625	374,549,765	-104,614,247	712	BUCURESTI, SECTOR 2
3	AGRICOST SA	3	2.5000	365,271,060	72,517,992	924	BRAILA, BRAILA
4	INTERAGRO SA	7	2.1250	275,060,600	-59,158,383	95	BUCURESTI, SECTOR 2
5	PLANTAGRO-COM SRL	4	2.4375	266,280,383	6,662,697	130	VASLUI, VASLUI
6	AGROIND CAUACEU SA	9	2.0625	241,157,298	6,298,976	121	CAUACEU, BIHOR
7	ZOO SINTEX SRL	14	1.8750	216,568,528	301,844	90	INDEPENDENTA, CALARASI
8	PIONEER HI - BRED SEEDS AGRO SRL	5	2.1875	164,315,380	10,425,450	108	SINDRILITA, ILFOV
9	AGRINVEST SRL	6	2.1875	163,310,169	6,400,870	136	BUZAU, BUZAU
10	SCHWAB AGRO PROD SRL	19	1.7500	136,040,883	808,430	50	ARDUD, SATU MARE
11	MERPANO SRL	2	2.6250	107,591,417	12,621,972	34	SACALAZ, TIMIS
12	COMCEREAL SA	15	1.8750	106,360,809	1,066,837	261	FOCSANI, VRANCEA
13	OLTYRE SRL	22	1.3750	94,590,311	3,834,190	-	SEGARCEA, DOLJ
14	PATROL SERVICE SRL	16	1.8750	88,699,517	8,385,841	66	CIHEI, BIHOR
15	EMILIANA WEST ROM SRL	23	1.3750	81,569,988	9,826,831	83	DUDESTII VECHI, TIMIS
16	CERVINA SA	24	1.3125	80,221,038	377,727	17	SEGARCEA, DOLJ
17	AGRO EXIM GRUP SRL	17	1.8125	77,302,287	2,571,384	18	TULCEA, TULCEA
18	COMCEREAL SA	20	1.5000	77,060,590	-3,079,959	216	BOTOSANI, BOTOSANI
19	COMCEREAL SA	25	1.3125	76,390,581	-57,538,447	372	VASLUI, VASLUI
20	UNIGRAINS TRADING SRL	21	1.5000	69,598,397	383,247	65	CONSTANTA, CONSTANTA
21	MARSAT SA	18	1.8125	64,163,227	7,218,484	83	ROMAN, NEAMT
22	MARAGRO SRL	26	1.1875	60,709,240	275,363	52	GIERA, TIMIS
23	AGRINATURA SA	11	2.0000	57,255,155	9,723,638	96	NANOV, TELEORMAN
24	BEIRA MAR IMPEX SRL	12	1.9375	52,351,892	1,832,865	18	LAZU, CONSTANTA
25	MEDEEA AGRO PROD SRL	13	1.9375	52,009,038	83,490	8	PISCARI, SATU MARE
26	AGROINTER SRL	10	2.0625	51,793,150	7,913,257	200	TIGANESTI, TELEORMAN

VEGETABLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	PRODVEG SOLARIS SRL	8	1.3750	90,031,333	585,433	3	CONSTANTA, CONSTANTA
2	E.N.B. SRL	5	1.6250	74,491,320	116,778	70	CONSTANTA, CONSTANTA
3	BOGLAR CHAMP SRL	6	1.5625	53,542,362	5,903,208	278	ZALAU, SALAJ
4	LEOSER SA	7	1.4375	26,832,728	57,969	115	POPESTI LEORDENI, ILFOV
5	SUD OIL SRL	3	1.7500	23,721,815	3,687,191	162	BISTRET, DOLJ
6	IAZUL V & V SRL	4	1.7500	20,962,021	2,951,986	107	ZALAU, SALAJ
7	CHIRANA SERV SRL	2	1.8125	20,016,189	201,537	43	SLOBOZIA, IALOMITA
8	LEADER INTERNATIONAL SA	9	1.0625	17,763,868	-11,214,096	229	MOGOSOIA, ILFOV
9	AGRIRO SRL	1	2.0000	17,574,149	449,112	60	ANT, BIHOR

FRUITS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	GEMARCO INDUSTRY SRL	6	1.3125	98,446,142	-70,959,725	7	MEDGIDIA, CONSTANTA
2	MIB PRODCOM SRL	-	-	32,319,290	1,413,923	88	CLUJ-NAPOCA, CLUJ
3	DOMENIUL COROANEI SEGARCEA SRL	2	1.5625	29,369,401	996,183	78	SEGARCEA, DOLJ
4	MARIA TURISM SRL	3	1.5000	22,298,973	2,318,239	119	JIDVEI, ALBA
5	DA BACCO SRL	1	2.1250	22,202,185	2,612,252	33	CASIN, BACAU
6	CETATEA DE BALTA SRL	4	1.5000	18,649,880	1,373,302	51	JIDVEI, ALBA
7	PROMOTION SRL FILIALA BLAJ	5	1.3750	17,149,499	497,848	53	BLAJ, ALBA

SEEDS AND PLANT BREEDING SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MONSANTO ROMANIA SRL	2	2.3750	346,159,474	12,070,426	153	VOLUNTARI, ILFOV
2	PIONEER HI-BRED ROMANIA SRL	1	2.7500	312,751,957	7,140,702	24	SINDRILITA, ILFOV
3	AGRICULTORUL SRL	3	2.3750	109,167,726	3,269,828	46	BARSANESTI, BACAU
4	KWS SEMINTE SRL	10	1.1875	82,848,762	-13,512,741	106	BUCURESTI, SECTOR 1
5	TOTAL GRAIN SRL	7	1.5000	73,665,863	-749,506	6	TOPRAISAR, CONSTANTA
6	CAUSSADE SEMENCES EST EUROPA SRL	6	1.6875	70,312,105	2,798,202	39	BUCURESTI, SECTOR 1
7	TCE MOBILE DRYERS SRL	4	2.1250	62,318,350	42,872,194	63	ROZNOV, NEAMT
8	AGROPEST SEED SRL	5	1.8750	55,656,398	5,339,212	15	ALEXANDRIA, TELEORMAN
9	GARDEN CENTER GRUP SRL	8	1.5000	36,990,657	1,038,930	215	MAGURELE, ILFOV
10	SEMROM MUNTENIA SA	9	1.5000	35,125,014	-6,255,489	281	BUCURESTI, SECTOR 3

FERTILISERS, HERBICIDES, INSECTICIDES, FUNGICIDES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AZOMURES SA	1	3.2500	1,728,273,019	148,365,307	1,413	TARGU MURES, MURES
2	AGRICOVER SRL	3	2.9375	1,189,061,333	-5,987,911	693	VOLUNTARI, ILFOV
3	ALCEDO SRL	2	3.0000	529,149,156	29,458,902	256	BUCURESTI, SECTOR 1
4	SYNGENTA AGRO SRL	7	2.4375	376,721,499	5,516,811	91	BUCURESTI, SECTOR 1
5	COMFERT SRL	15	2.2500	369,730,071	-77,050,337	204	BACAU, BACAU
6	REDOXIM SRL	4	2.8750	284,484,414	33,421,032	190	GHIRODA, TIMIS
7	PROMAT COMIMPEX SRL	5	2.8750	274,453,674	32,920,034	49	TASNAD, SATU MARE
8	AZOCHIM SRL	6	2.5625	228,282,501	9,095,387	132	CALUGARENI, GIURGIU
9	AGROTEX SRL	8	2.3750	217,097,543	27,249,256	62	CAREI, SATU MARE
10	ADAMA AGRICULTURAL SOLUTIONS SRL	16	2.1250	179,905,132	3,194,117	22	VOLUNTARI, ILFOV
11	TIMAC AGRO ROMANIA SRL	12	2.3125	161,826,476	15,617,607	108	BUCURESTI, SECTOR 1
12	BIOCHEM SRL	17	2.1250	151,003,244	14,453,432	80	CONSTANTA, CONSTANTA
13	DAFCOCHIM SRL	9	2.3750	145,509,635	9,152,924	45	TARGU MURES, MURES
14	KWIZDA AGRO ROMANIA SRL	30	1.8750	137,306,272	-26,716	56	BUCURESTI, SECTOR 3
15	CHEMARK ROM SRL	23	2.0000	126,047,264	3,714,574	123	CODLEA, BRASOV

FERTILISERS, HERBICIDES, INSECTICIDES, FUNGICIDES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
16	ARCHIM FERTIL SRL	13	2.3125	123,276,006	4,074,270	45	VLADIMIRESCU, ARAD
17	SUMMIT AGRO ROMANIA SRL	14	2.3125	122,980,181	13,188,719	51	BUCURESTI, SECTOR 1
18	AUTOCORA SRL	18	2.1250	108,402,213	2,480,098	39	ALEXANDRIA, TELEORMAN
19	BIZ SOLUTIONS SRL	19	2.1250	102,501,174	2,974,947	39	AMARASTII DE JOS, DOLJ
20	GLISSANDO SRL	24	2.0000	100,574,269	2,611,269	126	TIMISOARA, TIMIS
21	SOLAREX IMPEX SRL	25	2.0000	99,107,047	21,310,707	114	CRAIOVA, DOLJ
22	COMBINATUL DE INGRASAMINTE CHIMICE SRL	34	1.5625	93,531,034	951,628	74	NAVODARI, CONSTANTA
23	CHIMAGRI SRL	26	2.0000	89,664,182	4,159,260	35	CHISCANI, BRAILA
24	INTERNATIONAL AUTOMOTIVE COMPONENTS GROUP SRL	35	1.5000	88,458,453	-2,977,082	341	BALS, OLT
25	NATUREVO SRL	28	1.9375	83,487,217	7,636,149	75	BUCURESTI, SECTOR 5
26	NUFARM ROMANIA SRL	38	1.3125	82,529,556	-1,125,374	17	BUCURESTI, SECTOR 1
27	NOBEL AUTOMOTIVE ROMANIA SRL	21	2.0625	81,287,936	4,606,954	209	CAMPULUNG, ARGES
28	CHIMAGRI DISTRIBUTION SRL	22	2.0625	66,288,958	1,783,533	30	CHISCANI, BRAILA
29	ECOPLANT SRL	10	2.3750	60,255,863	7,660,095	30	CARCEA, DOLJ
30	ALCHIMEX SA	29	1.9375	58,164,026	12,871,156	54	BUCURESTI, SECTOR 1
31	AECTRA AGROCHEMICALS SRL	27	2.0000	56,524,404	2,131,161	42	BUCURESTI, SECTOR 1
32	NETAGRO SRL	31	1.8125	55,799,638	1,896,452	42	VIDRA, ILFOV
33	ARVI AGRO SRL	36	1.5000	54,323,449	246,785	20	HOLBOCA, IASI
34	SELS AGRO SRL	20	2.1250	52,711,478	2,197,257	11	CIOROGARLA, ILFOV
35	TOP SEEDS SRL	11	2.3750	52,696,978	2,241,445	8	SLOBOZIA, IALOMITA
36	ADIDANA SRL	33	1.6250	52,400,256	891,567	19	PITESTI, ARGES
37	PROCERA AGROCHEMICALS ROMANIA SRL	37	1.5000	51,724,139	373,848	5	FUNDULEA, CALARASI
38	CHEMIROL AGRO SRL	32	1.6875	51,126,139	2,443,491	51	ARAD, ARAD

AGRICULTURAL MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	IPSO SRL	1	3.2500	509,602,354	42,738,882	333	MOGOSOIAIA, ILFOV
2	MEWI IMPORT EXPORT AGRAR INDUSTRIETECHNIK SRL	2	2.5000	175,690,130	12,562,898	98	ORTISOARA, TIMIS
3	GENERAL LEASING SA	4	2.1250	115,750,891	7,853,784	124	BUCURESTI, SECTOR 1
4	MASCHIO-GASPARD ROMANIA SRL	16	1.6875	111,039,678	-6,640,256	231	CHISINEU-CRIS, ARAD
5	HUSQVARNA PADURE & GRADINA SRL	5	2.1250	85,763,400	8,600,596	37	BUCURESTI, SECTOR 1
6	AGRITHEHNICA SERVICE SRL	9	2.0000	79,470,953	5,803,885	43	VALEA SEACA, BACAU
7	SERV CLASS SRL	12	1.8750	75,150,549	11,155,217	34	BRAILA, BRAILA
8	NHR AGROPARTNERS SRL	11	1.9375	69,322,887	2,136,778	192	OTOPENI, ILFOV
9	IRUM SA	17	1.6875	68,182,411	7,554,726	380	REGHIN, MURES
10	TITAN MACHINERY ROMANIA SRL	19	1.5000	64,469,923	-1,742,329	113	DRAGOMIRESTI-DEAL, ILFOV
11	PROINVEST SRL	13	1.8125	59,332,272	3,634,094	159	ALEXANDRIA, TELEORMAN
12	PROAGROSERVICE SRL	6	2.1250	58,174,527	4,514,869	34	OVIDIU, CONSTANTA
13	RURIS IMPEX SRL	3	2.1875	52,017,802	8,344,501	58	CRAIOVA, DOLJ

AGRICULTURAL MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
14	IMA COMPONENTES IASI SRL	18	1.6875	45,290,992	2,241,315	56	IASI, IASI
15	BELARUS TRACTOR SRL	15	1.7500	44,551,088	445,375	14	VANATORI, GALATI
16	MUNAX SRL	20	1.4375	40,658,434	-3,433,939	99	TIMISOARA, TIMIS
17	AGROCOMERT HOLDING SA	14	1.8125	39,761,854	2,787,842	77	TIMISOARA, TIMIS
18	FARM TECH SRL	10	2.0000	39,414,552	2,592,121	31	SAFTICA, ILFOV
19	AGROMECC STEFANESTI SA	8	2.0625	36,087,897	1,535,754	49	STEFANESTII DE JOS, ILFOV
20	CLAAS REGIONAL CENTER SOUTH EAST EUROPE SRL	7	2.1250	35,582,006	2,276,032	1	AFUMATI, ILFOV

SUPPORT ACTIVITIES FOR AGRICULTURE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AZROM AGRO PT SRL	3	2.0000	35,477,955	260,464	1	BUCURESTI, BUCURESTI
2	ELIANGIS SRL	5	1.8750	18,506,397	197,348	18	BRAILA, BRAILA
3	AGRIND SA	4	1.9375	16,427,511	4,641,030	46	TASNAD, SATU MARE
4	ANDISOL SRL	1	2.3125	13,756,004	867,810	10	MUNTENI-BUZAU, IALOMITA
5	SILO AGRIGRUP SRL	7	1.3125	13,685,608	-388,768	8	VALCELELE, BUZAU
6	AGRO BICOST SRL	6	1.8125	12,373,296	1,571,341	9	GHERASENI, BUZAU
7	LEGAM AGRO SRL	2	2.1250	11,516,501	4,585,316	17	NEGRU VODA, CONSTANTA

AGRICULTURAL TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ADM ROMANIA TRADING SRL	4	3.1250	2,384,870,713	-11,899,107	74	BUCURESTI, SECTOR 2
2	AMEROPA GRAINS SA	2	3.3750	2,376,058,264	17,777,787	274	CONSTANTA, CONSTANTA
3	CARGILL AGRICULTURA SRL	6	3.0000	2,091,862,355	-82,745,406	270	BUCURESTI, SECTOR 1
4	NIDERA ROMANIA SRL	3	3.2500	1,563,280,344	10,106,808	56	BUCURESTI, SECTOR 1
5	GLENCORE PROTEIN ROMANIA SRL	1	3.5000	1,257,310,591	14,198,537	55	BUCURESTI, SECTOR 2
6	BRISGROUP SRL	5	3.1250	1,117,942,019	1,396,571	363	CONSTANTA, CONSTANTA
7	CHS AGRITRADE ROMANIA SRL	8	2.7500	898,074,552	-9,911,246	40	BUCURESTI, SECTOR 5
8	BUNGE DANUBE TRADING SRL	7	2.8750	868,522,089	1,984,295	48	VOLUNTARI, ILFOV
9	CEREALCOM DOLJ SRL	11	2.6250	762,081,408	5,116,788	301	SEGARCEA, DOLJ
10	RODBUN GRUP SRL	15	2.2500	301,208,530	5,879,667	301	BUCURESTI, SECTOR 6
11	ARDEALUL TRADING SRL	13	2.3750	219,467,296	1,931,416	107	CAREI, SATU MARE
12	SOUFFLET AGRO ROMANIA SRL	17	2.1250	183,941,183	4,555,032	25	BUZAU, BUZAU
13	BAYWA AGRI ROMANIA SRL	-	-	180,532,828	-16,615,125	29	BUCURESTI, BUCURESTI
14	CAMBELA PROD SRL	18	2.0625	155,556,251	2,158,509	87	STEJARU, TULCEA
15	BRISE AGRICULTURA SA	20	2.0000	151,651,122	-6,163,076	98	SLATINA, OLT
16	CEREALE COLECT DISTRIBUTION SRL	14	2.3750	136,045,466	3,472,510	39	MIHAIL KOGALNICEANU, TULCEA
17	MICROFRUITS SRL	9	2.6875	126,429,701	5,801,331	66	BRANESTI, ILFOV

AGRICULTURAL TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
18	CARCO GRUP SRL	12	2.5000	123,413,116	3,017,709	9	CONSTANTA, CONSTANTA
19	EUROSILOZ SA	19	2.0625	121,887,509	5,845,530	87	ALEXANDRIA, TELEORMAN
20	POPASUL TREBES SRL	16	2.1875	121,333,838	12,183,704	50	MARGINENI, BACAU
21	FIRST GRAIN SRL	10	2.6875	119,085,915	7,478,630	25	AMZACEA, CONSTANTA

CATTLE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MARIA TRADING SRL	4	2.0625	229,802,109	9,500,005	305	CONSTANTA, CONSTANTA
2	DUTCH TRADING INTERNATIONAL SRL	1	2.4375	67,272,288	7,747,824	33	MIZIL, PRAHOVA
3	MIMAGI SRL	3	2.1875	42,498,687	1,262,838	20	TIMISOARA, TIMIS
4	TRACIAN BEEF SRL	7	1.8125	31,562,074	667,021	20	CIRESANU, PRAHOVA
5	DN AGRAR APOLD SRL	11	1.1250	30,417,727	-679,016	42	ALBA IULIA, ALBA
6	I.T.L.-AGROCOMPLEX SRL	2	2.3125	26,956,853	2,308,982	26	LECHINTA, BISTRITA-NASAUD
7	FRAHER SRL	10	1.1875	23,415,057	14,704	106	TULCEA, TULCEA
8	LACTO AGRAR SRL	8	1.6250	21,710,089	1,801,619	43	ALBA IULIA, ALBA
9	SAVA ZOOTEHNIC SRL	5	1.9375	21,127,217	8,316,987	44	HORIA, CONSTANTA
10	AGRO COSM FAN SRL	9	1.4375	20,829,522	57,407	12	SANNICOARA, CLUJ
11	AGROLUSERNA SRL	6	1.8750	20,442,604	459,392	11	MIHAI VITEAZU, CLUJ

PIGS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SMITHFIELD FERME SRL	1	2.7500	643,913,140	35,174,075	1,108	TIMISOARA, TIMIS
2	NUTRICOM SA	6	1.8750	120,321,004	155,712	293	OLTENITA, CALARASI
3	DEGARO SRL	10	1.7500	86,462,825	9,495,211	83	TULCEA, TULCEA
4	EUROPIG SA	26	1.2500	64,334,954	-514,566	211	SERCAIA, BRASOV
5	CONSINTERFIN SRL	11	1.7500	62,231,171	2,702,992	32	SLOBOZIA CIORASTI, VRANCEA
6	PREMIUM PORC SRL	16	1.5625	60,610,690	2,424,069	52	GOLESTI, VRANCEA
7	SUINPROD SA	14	1.6250	53,059,893	8,155,874	183	ROMAN, NEAMT
8	COOPERATIVA AGRICOLA DANBRED	12	1.7500	51,887,749	40,607	3	SLOBOZIA, ARGES
9	PREMIUM PORC NEGRENI SRL	17	1.5625	50,027,448	4,017,641	16	GOLESTI, VRANCEA
10	ABO MIX SA	21	1.4375	48,551,143	800,317	105	SATU MARE, SATU MARE
11	LANDBRUK SRL	13	1.7500	43,305,494	2,109,844	55	FELDIOARA, BRASOV
12	DANBRED ARGES SRL	4	1.9375	42,055,365	4,560,995	82	SLOBOZIA, ARGES
13	PORCELLINO GRASSO SRL	5	1.9375	40,685,353	1,611,809	53	FRANCESTI, VALCEA
14	AVICOLA COSTESTI SA	20	1.5000	40,434,271	503,476	161	PITESTI, ARGES
15	ROMCIP SA	22	1.4375	39,558,826	138,779	203	SALCIA, TELEORMAN
16	COMPLEXUL DE CRESTERE A PORCILOR SRL	18	1.5625	38,490,845	-571,415	122	VADENI, BRAILA
17	CIRRUS COMEXIM SRL	27	1.2500	37,205,674	84,939	37	ALBA IULIA, ALBA

PIGS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
18	NUTRISUIN SRL	3	2.1875	29,385,248	1,662,609	27	PALOTA, BIHOR
19	PICOFARM SRL	15	1.6250	28,628,978	168,197	44	POPESTI LEORDENI, ILFOV
20	CRINSUIN SA	23	1.3750	28,527,528	175,213	105	PECINEAGA, CONSTANTA
21	TAGRO GRUP SRL	19	1.5625	27,517,953	58,467	27	IASI, IASI
22	SUINTEST SRL	24	1.3125	26,907,512	-11,838,322	134	GALATI, GALATI
23	EUROSPATIAL SRL	8	1.8125	26,211,357	2,701,354	56	TUFENI, OLT
24	ZOOSAB SRL	9	1.8125	24,313,693	7,530,666	70	SABAOANI, NEAMT
25	VENTURELLI PROD SRL	7	1.8750	23,556,933	361,021	48	AVRIG, SIBIU
26	BELSUINTEST SRL	25	1.3125	23,128,486	173,668	115	MOVILA VERDE, CONSTANTA
27	LUIE TOTAL SRL	2	2.2500	21,667,617	1,445,133	7	PICIOR DE MUNTE, DAMBOVITA

POULTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	TRANSAVIA SA	1	2.6250	462,311,203	61,689,284	1,145	SANTIMBRU, ALBA
2	AVICOLA BUZAU SA	4	2.3750	283,886,221	3,426,151	663	BUZAU, BUZAU
3	AGRSOL INTERNATIONAL R.O. SRL	3	2.5000	276,589,424	1,686,683	1,155	BOLDESTI-SCAENI, PRAHOVA
4	AVICARVIL SRL	13	1.9375	178,520,018	4,332,028	-	FRANCESTI, VALCEA
5	GROENLAND POULTRY SRL	11	2.0625	157,426,440	-19,100,827	392	BUCURESTI, BUCURESTI
6	FERMADOR SRL	5	2.3125	121,604,194	12,219,763	351	PODU ILOAIEI, IASI
7	AVICOLA BRASOV SA	8	2.1875	119,340,786	8,631,552	487	BRASOV, BRASOV
8	AVICOLA FOCSANI SA	14	1.9375	116,581,864	293,448	431	FOCSANI, VRANCEA
9	VITALL SRL	2	2.5625	113,785,490	4,776,621	92	COSOVENI, DOLJ
10	BRAVCOD SA	18	1.8125	82,068,996	304,002	176	CODLEA, BRASOV
11	ONCOS PROD SRL	19	1.8125	81,367,561	4,836,831	305	CLUJ-NAPOCA, CLUJ
12	AVICOLA DRAGOS VODA SA	15	1.9375	68,526,997	6,403,752	63	DRAGOS VODA, CALARASI
13	AVICOLA SLOBOZIA SA	25	1.6875	63,241,894	1,595,918	376	SLOBOZIA, IALOMITA
14	AVI-TOP SA	28	1.5000	52,226,167	1,442,787	301	ION NECULCE, IASI
15	AVIS 3000 SA	22	1.7500	50,508,404	917,662	156	MINTIA, HUNEDOARA
16	MORANDI-COM SRL	23	1.7500	46,115,798	1,965,477	70	LIPOVAT, VASLUI
17	OPREA AVI COM SRL	6	2.3125	44,422,265	6,572,748	279	CRAIESTI, MURES
18	SUPER EGGS SRL	9	2.1875	44,390,143	2,489,691	106	TIMISOARA, TIMIS
19	COLLINI SRL	20	1.8125	42,044,044	1,075,172	155	BOCSA, CARAS-SEVERIN
20	ALIS PROD IMPEX SA	12	2.0625	41,890,600	3,005,632	51	MINTIA, HUNEDOARA
21	CHICK SRL	10	2.1250	39,372,199	4,777,216	92	MINTIA, HUNEDOARA
22	VIS-AVIS SA	24	1.7500	38,976,182	4,844,424	65	VADU CRISULUI, BIHOR
23	GOLDEN CHICKEN SRL	26	1.6875	38,450,994	1,549,210	31	MIHAILESTI, GIURGIU
24	BANVIT FOODS SRL	21	1.8125	37,951,515	5,669,291	136	OTOPENI, ILFOV
25	ARCOM INTERNATIONAL COMPANY SRL	27	1.6875	37,135,348	73,688	46	ARONEANU, IASI
26	PRIMA NOVA SRL	7	2.3125	37,024,610	3,140,672	53	CALARASI, CALARASI

POULTRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
27	AVICOLA LUMINA SA	16	1.8750	36,160,943	3,459,371	100	LUMINA, CONSTANTA
28	AVICOLA BUCURESTI SA	17	1.8750	36,045,565	377,465	161	BUCURESTI, SECTOR 4

ANIMAL FOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	NUTRIENTUL SA	10	1.6875	148,782,113	494,016	159	PALOTA, BIHOR
2	SAM MILLS FEED SRL	4	1.8750	142,058,866	2,446,346	25	BOTIZ, SATU MARE
3	FATROM - ADITIVI FURAJERI SRL	6	1.8125	91,792,678	9,766,456	47	PANTELIMON, ILFOV
4	DSM NUTRITIONAL PRODUCTS ROMANIA SRL	1	2.1250	89,567,520	3,567,408	28	STEFANESTII DE JOS, ILFOV
5	G&M GRUP IMPORT EXPORT SRL	15	1.3125	83,350,680	83,800	57	BUCURESTI, SECTOR 1
6	CARGILL NUTRITIE ANIMALA SRL	14	1.3750	77,924,495	-5,469,877	-	SURA MICA, SIBIU
7	NUTRIVA SRL	8	1.7500	76,656,233	3,136,923	39	GARA ROSIESTI, VASLUI
8	PROVIMI ROMANIA SRL	11	1.6250	70,646,130	-2,786,811	52	CRAIOVA, DOLJ
9	COMBIAL SA	9	1.7500	59,826,514	5,242,031	46	URZICENI, IALOMITA
10	NUTRIMOLD SA	16	1.1875	59,650,252	39,843	48	IASI, IASI
11	VITALL FURAJE SRL	3	1.9375	51,141,016	282,456	1	COSOVENI, DOLJ
12	RIMNICOMB SRL	2	2.0625	45,119,585	1,239,103	79	RAMNICU SARAT, BUZAU
13	TONELI NUTRITION TITU SA	7	1.8125	44,598,696	1,210,256	47	BUCURESTI, BUCURESTI
14	VIVA FEED SRL	12	1.5625	40,719,615	837,750	40	BUHUSI, BACAU
15	NORDIC PETFOOD PRODUCTION SRL	5	1.8750	38,123,480	2,342,671	60	BUFTEA, ILFOV
16	PROTAN SA	17	1.1875	36,908,064	-5,260,047	166	BUCURESTI, BUCURESTI
17	G-A NUTRITIE ANIMALA SRL	13	1.5000	34,775,642	-2,518,918	37	BERESTI-BISTRITA, BACAU

LIVESTOCK TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AL KASTAL CHARTERING SRL	1	2.4375	128,824,461	4,897,031	23	CRUCEA, CONSTANTA
2	C.C. BOVINE SRL	2	2.2500	85,705,221	3,912,056	13	TULGHIES, MARAMURES
3	GRUPUL DE PRODUCATORI CARNE DE PORC NUTRIENTUL SRL	5	1.8750	76,803,740	55,683	2	PALOTA, BIHOR
4	ALNASER SRL	4	2.0000	68,203,448	12,798,687	14	CONSTANTA, CONSTANTA
5	GRUPUL DE PRODUCATORI CARNE PASARE NUTRIENTUL SRL	3	2.1875	56,516,819	503,985	2	PALOTA, BIHOR
6	HUNLAND LIVESTOCK TRADING SRL	7	1.6250	55,907,085	-448,748	2	SIBIU, SIBIU
7	TRANSILVANIA PIG COOPERATIVA AGRICOLA	6	1.8750	48,450,377	104,950	2	CEHU SILVANIEI, SALAJ

MIXED FARMS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	INTERAGROALIMENT SRL	4	1.8750	129,786,000	4,090,726	243	BOGDANESTI, BACAU
2	PREMIUM PORC FEED SRL	5	1.8125	115,908,376	1,005,147	-	GOLESTI, VRANCEA
3	PAJO HOLDING SRL	7	1.7500	106,902,212	718,941	95	BABA ANA, PRAHOVA
4	AGRICOP COOPERATIVA AGRICOLA	6	1.8125	86,548,624	529,795	1	ZANESTI, NEAMT
5	COMBINATUL AGROINDUSTRIAL CURTICI	-	-	64,796,478	980,203	226	CURTICI, ARAD
6	ELCOMEX AGROINDUSTRIAL SA	9	1.1250	61,778,118	-19,972,323	137	NICOLAE BALCESCU, CONSTANTA
7	TOLIL COMPANY SRL	1	2.1250	58,741,848	10,133,279	57	CONSTANTA, CONSTANTA
8	VIS CAMPI SRL	3	1.9375	55,805,535	8,879,490	71	URZICENI, IALOMITA
9	AGROCOMPLEX BIRLAD SA	8	1.3125	40,940,176	-42,457,234	202	BARLAD, VASLUI
10	VIS AGRI SRL	2	2.1250	36,550,222	5,498,601	130	GLODEANU-SILISTEA, BUZAU





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FOOD
BEVERAGES
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HOME APPLIANCES
TRADE
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INTERVIEW

2016 SAW A DECREASE IN BLACK MARKET ACTIVITY AND AN INCREASE IN LOYAL COMPETITION

Khaled el Solh, CEO, Caroli Foods Group

1. Romania is heading towards an annual growth of 4% in 2016. What are the prospects for growth for Caroli Foods Group in 2016 and what are the prospects for 2017?

In 2016, we continued to consolidate our leadership and growth in the market, following our ambition to continuously respond to our consumers' needs and thus remain their first choice. Our growth for this year was sustained by leveraging key market trends and context. A lower VAT rate and the economic context brought an increase in local consumption, that Caroli Foods Group addressed by customizing offers accordingly. Moreover, our studies showed that Romanian consumers are increasingly concerned with their wellbeing, so they take a more careful look at quality recipes and natural ingredients. We had anticipated this trend a long time ago; as a result, our product development strategy included a strong focus on quality products that came ahead of the market. Our permanent commitment is to deliver the best products at the best prices and we do this by continuous improvement and investments in our production process. As a result, our latest product category launch, EXTRA range under Caroli brand, with more than 80% meat, generated double digit growth in the first half of this year and strongly sustained our growth. Another milestone of this year was the launch of a new range of products with low fat content under Sissi brand. For 2017, we will continue what we have been building in the

A VERY IMPORTANT EFFECT OF A LOWER VAT RATE WAS UPGRADING THE CONSUMER'S CHOICE.

previous years and we will come up with products and strategies in order to satisfy consumers' needs. In this way, Caroli aims to offer a great experience to the consumers.

2. The market in which Caroli Foods Group conducts its business has been the subject of one main challenge and opportunity in 2016: the lowering of the VAT rate to a historically low level for food. What was the effect of this factor on your business?

The lowering of the VAT rate generated an increase in consumers' consumption that was also reflected into our business, but one very important and impactful effect was upgrading the consumer's choice. The change will bring a real revolution in the market as it generated price reductions of around 10%. Now consumers can choose the products that fit their lifestyle and their wellbeing concerns. We are proud to have built not only a strong business in Romania, but

to have helped build the market, as well. 2016 saw a decrease in black market activity and also an increase in loyal competition.

3. Do you think these factors will have impact beyond 2016? Please detail.

Romania was among the countries with the highest increases in the total retail trade volume in September, growing by 9.7 percent compared with the same month of 2015. We have strong reasons to anticipate a continuous growth of 5% and consolidation also in the following years. On top of

market conditions, healthier nutrition choices and a balanced lifestyle are on a strong upward trend. The new milestone in this respect will be a responsible consumer, that chooses based on brand values and premium benefits.

4. In 2015, Caroli Foods Group's turnover almost reached EUR 100 million. Is this an important milestone for the Romanian market and for Caroli Foods Group?

Reaching the 100 million in turnover is, indeed, a milestone in our development. Our positive business growth confirms our leadership position on the market. Going beyond this milestone, this growth brings a new responsibility as market leader and a new challenge for Caroli Foods Group to continue to innovate and develop quality products, to both fit the consumers' lifestyle and help grow the local market.

5. What investments have you made in 2016 and what do you plan for 2017? What is the determinant factor for investing more in Romania (low financing rates, trust in the economy, etc.)?

In 2016, we've invested around 4 million euros in developing new products such as sliced and recipes formulation, but also into our logistic network and supply chain development. For 2017, we are budgeting to double the amount in order to strengthen our mission to remain the consumers' preferred choice and in order to continue setting new market standards for quality products.

6. Within your group, which business line performed better than expected (and why) and which business line performed worse than expected (and why)?

Overall, all our business lines performed very well. Some of the more established categories (such as Sausages or Specialties) had a spectacular growth of more than 20%. Moreover, new entries such as the Sliced category performed with a promising growth.

Compared with the same period last year, our company has also experienced an increase of 25% in Modern Trade network. This operational increase is due to internal factors, such as offering consistency in

products quality, as well as to external factors such as increasing the minimum wage, lowering of the VAT to 9% and growth of the processed meat market.

One of the underlying factors of these growth rates is the strong level of trust in Caroli Foods brand. Our tradition of over 20 years in the market, with a strong commitment for quality products, has sustained this growth throughout the years. We will continue to develop our business strategy in order to reward our consumers for their trust.

The financial outcome for this year comes as a result of the constant effort made by Caroli Foods Group teams across the country to improve the offer of existing products, but also in order to offer a great experience to the consumers with the launch of the new products.

7. What are the major challenges and opportunities in 2017 for Caroli Foods Group? What about for the Romanian market as a whole?

The major challenge we're facing and the challenge that a lot of the companies are facing locally is access to qualified workforce. It's becoming more and more challenging for us to find skilled workers and we are putting all our efforts into that direction. The lack of specialized people, a problem economists are referring to as a skills mismatch, has become a growing problem for our economy in big and small firms alike. We believe the government should work hand in hand with associations to find a way of attracting work force in Romania.

8. Do you plan any mergers or acquisitions in 2017? Do you foresee any major mergers or acquisitions taking place on the market in 2017?

As an active and dynamic player on the market, we are always open to new opportunities for growth. We have quite a strong history in M&As in the processed meat business in Romania started by acquiring Gourmet brand in 2001, followed by the acquisition of Maestro (Transylvania market leader) in 2006 and the latest by concluding the joint-venture with Tabco Campofrio in 2010. Therefore, if we believe there is an opportunity in doing an M&A which is in line with our strategy, then we will chase it.

ROMANIAN CONSUMERS ARE INCREASINGLY CONCERNED WITH THEIR WELLBEING, SO THEY TAKE A MORE CAREFUL LOOK AT QUALITY RECIPES AND NATURAL INGREDIENTS.



Creată din apreciere pentru femei



SISSI, ȘUNCĂ CU 1,5% GRĂSIME

MEAT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SMITHFIELD PROD SRL	5	2.6250	773,541,175	-22,951,593	795	TIMISOARA, TIMIS
2	UNICARM SRL	3	2.7500	645,471,547	33,919,616	2,825	VETIS, SATU MARE
3	CRISTIM 2 PRODCOM SRL	6	2.5625	448,233,229	6,238,134	852	BUCURESTI, SECTOR 1
4	AAYLEX PROD SRL	15	2.3125	439,162,846	24,861,746	827	BUZAU, BUZAU
5	CAROLI FOODS GROUP SRL	7	2.5000	400,078,001	18,444,182	1,045	BUCURESTI, SECTOR 6
6	AGRICOLA INTERNATIONAL SA	22	2.1875	365,931,969	11,980,536	1,713	BACAU, BACAU
7	RECUNOSTINTA PRODCOM IMPEX SRL	16	2.3125	309,086,602	5,913,938	770	FILIPESTII DE PADURE, PRAHOVA
8	AAYLEX DISTRIBUTION SRL	17	2.3125	305,310,736	-2,348,161	104	BUCURESTI, SECTOR 1
9	DIANA SRL	1	2.9375	289,959,480	24,148,713	581	RAMNICU VALCEA, VALCEA
10	FOX COM SERV DISTRIBUTION SRL	4	2.6875	251,347,961	33,330,947	364	BUCURESTI, SECTOR 4
11	ALDIS SRL	31	1.8125	224,137,870	1,460,885	1,023	CALARASI, CALARASI
12	FOX COM SERV SRL	20	2.2500	160,058,457	12,219,762	354	BUCURESTI, SECTOR 4
13	C+C SA	32	1.8125	158,809,164	1,042,909	398	RESITA, CARAS-SEVERIN
14	ANA & CORNEL SRL	18	2.3125	157,799,474	20,790,368	779	MIZIL, PRAHOVA
15	MAURIZIARO MEAT SRL	8	2.5000	153,236,280	7,174,682	19	ARAD, ARAD
16	EUROAVI SRL	25	2.0000	152,928,942	611,224	287	DRAGALINA, CALARASI
17	WESTFLEISCH ROMANIA SRL	23	2.0625	147,154,958	4,285,215	136	TARNAVENI, MURES
18	MIMBU SRL	29	1.8750	142,087,344	880,508	70	BRAILA, BRAILA
19	SAFIR SRL	26	1.9375	138,432,922	512,981	362	VASLUI, VASLUI
20	AGROALIM DISTRIBUTION SRL	27	1.9375	134,838,803	-10,609,266	210	TIMISOARA, TIMIS
21	MEDA PROD 98 SA	21	2.2500	131,491,693	14,225,957	530	BUCURESTI, SECTOR 3
22	BANVIT FOODS SRL	13	2.3750	130,242,447	7,524,779	52	OTOPENI, ILFOV
23	SERGIANA PRODIMPEX SRL	19	2.3125	128,648,864	8,853,219	646	BRASOV, BRASOV
24	INDUSTRIALIZAREA CARNII (KOSAROM) SA	30	1.8750	127,873,437	2,039,372	457	PASCANI, IASI
25	FERMA ZOOTEHNICA SRL	12	2.4375	125,916,496	11,369,260	302	BAIA MARE, MARAMURES
26	CONVENIENCE PROD SRL	33	1.8125	124,364,414	3,126,143	427	TUNARI, ILFOV
27	BONA AVIS SRL	24	2.0625	120,674,259	3,705,544	379	IANCA, BRAILA
28	BERTIS SRL	14	2.3750	117,574,305	4,280,733	441	SFANTUL GHEORGHE, COVASNA
29	SAM MEAT INDUSTRY SRL	28	1.9375	114,188,810	-2,477,273	443	SATU MARE, SATU MARE
30	SALBAC SA	9	2.5000	114,067,455	16,369,548	328	BACAU, BACAU
31	AGRISERV EUROPA MEAT SRL	2	2.8750	109,778,240	8,378,057	149	BRASOV, BRASOV
32	GOODIES SALES & MARKETING SRL	10	2.5000	107,543,250	4,748,480	23	CEPTURA DE JOS, PRAHOVA
33	RADICSTAR SRL	11	2.5000	103,602,222	8,604,200	228	STEFANESTI, ARGES

OILS & FATS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BUNGE ROMANIA SRL	1	3.2500	1,330,257,280	-57,796,149	296	BUCURESTI, SECTOR 2
2	EXPUR SA	2	3.0625	1,064,090,417	15,188,811	493	BUCURESTI, SECTOR 5
3	PRUTUL SA	3	2.6250	735,652,418	3,530,868	629	BUCURESTI, SECTOR 1

OILS & FATS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
4	FLOAREA INTERNATIONAL SRL	-	-	347,347,681	-34,402,440	322	BUCURESTI, BUCURESTI
5	ARDEALUL SA	4	2.3750	244,633,231	35,009,229	268	CAREI, SATU MARE
6	ARGUS SA	7	1.8750	211,799,687	-1,579,993	246	CONSTANTA, CONSTANTA
7	LTA MONDIAL SRL	5	2.2500	155,417,770	7,470,732	80	CONSTANTA, CONSTANTA
8	ORKLA FOODS ROMANIA SA	6	2.1875	152,918,059	3,340,428	333	BUCURESTI, SECTOR 1
9	MANDRA SA	8	1.5000	66,835,237	417,753	91	BARLAD, VASLUI
10	PRIO EXTRACTIE SRL	9	1.3750	65,042,383	-82,821,792	171	LEHLIU-GARA, CALARASI







INTERVIEW

UPTRADING, A GROWING TREND WHICH ACCOUNTS FOR A MORE RELAXED PURCHASING BEHAVIOR

Carmen Gavrilesco, Marketing Manager, Agricola International

1. How was the year 2016 for Agricola in terms of business development, sales and brand expectations?

From a marketing viewpoint, this has been a challenging year. For the first time after many years we have seen what we call market up-trade, more relaxed consumers, and a moderate growth in consumption – things that are interesting premises for the FMCG market. From a business-related perspective, Agricola has recorded quantitative growth across all its business lines, which naturally reflects into higher sales. From a brand perspective, we continue to enjoy high consumer recognition, with relevant awareness indicators shown by consumer research, resulting directly from product quality and the investments we made in our brand through the integrated advertising campaigns we ran over the past four years.

2. You represent a company with Romanian roots and strong engagement towards Romania.

What does Agricola mean in terms of business, jobs created, facilities and perspectives?

We can look at Agricola International Bacau as a constant example of business excellence. It is not an exaggeration to speak of ourselves as one of the leaders of Romania's meat industry, a statement that is supported by such crucial arguments as the professionalism of our staff, the business results, which are obviously backed by exceptional product quality, and the brand equity, considering we operate in an

increasingly crowded and competitive market.

Agricola is a company whose most valuable asset is its people. We work here as a large family, with clear tasks and following performance indicators, proud of our brand and products. 3,000 jobs, each business line offering facilities for the wellbeing of people, to make them feel appreciated by providing them with a proper workplace and fair pay for work – these are just some of the relevant aspects for our employees.

THE UNIQUENESS OF AGRICOLA BRAND CONSISTS IN ITS LINK TO TRADITION, TO WHICH WE HAVE MANAGED TO GIVE A CONTEMPORARY FLAVOR.

3. What is the trademark of this brand? What makes it stand out from other brands in this segment?

Agricola's competitors have initiated a trend toward modernity and youth – they are putting out brands that are less steeped in tradition and closer to family and the daily life. The uniqueness of Agricola brand consists in its link to tradition, to which we have managed to give a contemporary flavor, so that in addition to projecting the image of a specialist company, thanks to our decades-old market presence and

constant preoccupation with quality and innovation, we have built our communication around living traditions like family reunions around the table.

4. The Romanian economy has been the subject of a major tax cut in 2016, after a significant VAT cut for food in 2015. How has this tax cut influenced your sector? Did this tax cut come at the right moment?

It is obvious that the VAT cut came at the right time.

On the one hand, it drove up consumption, and on the other it contributed to introducing order to the market and curbing tax evasion in our field. What is more interesting is that after the VAT cut (which in 2015 was accompanied by other macroeconomic changes, such as increasing pensions, increasing wages of the civil servants in education and health care, along with a growing average income) we can see a slightly growing trend in the consumption of premium products, until not long ago just aspirational for medium income people. Today, thanks to the VAT cut, such consumers find these more affordable and obviously less prohibitive to test. The quality of our products matters to consumers and if the price to quality ratio is also right, consumers can be more easily won over to premium products. This way consumption goes up, life quality gets better, and consumers can happily mix savory meals and lifestyle, with subsequent benefits to their health. All these have changed the consumers' mindset and influenced their purchase behavior.

5. Within your company, for the first three quarters of 2016, what were the highest performing segments and why? What segments decreased and why?

Agricola Group companies continue last years' trend of growing and differentiating on the meat market. Thus, the first semester of 2016 saw increases of 10% in the sales of poultry meat, of over 13% for pre-cooked and ready-meal products, 20% for dry sausages, and 10% for boiled/ smoked products.

But other segments were affected: the market of raw and powdered eggs was severely affected by 'uncontrolled' imports, coming especially from Poland. Also, pig farming and pork processing were hit hard this time of the year, with prices dropping, at one point, way below 4 lei/kg for live animals, which is below production costs. Staying on a positive course, Agricola Group has recorded an almost 9% turnover increase in the first 9 months of 2016, compared to the same period of 2015.

This positive result is also driven by high-performing, differentiating Agricola products. The differentiating chicken products – Puiul Fericit (Happy Chicken), Puiul Familist (Family Chicken), and Puiul Antistres (Stress-free Chicken) – have all recorded significant sales increases year after year. The Sibiu salami has maintained its leading position in the

premium dry meat products category, as did Nuggets and Strips din piept de pui (Breast Chicken Strips) ready meals, which have no competitor.

6. Is there still fuel for the increase remaining from the tax cut or is the effect of the VAT cut starting to fade?

The positive effect of the VAT cut is already fading after one year but the purchasing behavior has changed in comparison to the previous years: consumers do not go shopping as often but they spend more for every purchase. This uptrading is important because it accounts for a more relaxed purchasing behavior; people do not stick that closely to their shopping list as they did before and even if they are still looking for better prices, the trend of buying on the cheap seems to have abated. To us, the following is also relevant: the uptrading-driven market growth is only happening on modern retail channels, where figures show a trend that sets it apart from traditional retail.

7. You had a very successful campaign, 'The Happy Chicken', that was followed by 'For Fairytale Meals'. How have the emotions generated by those concepts helped your business and what can you tell us about the perception of the consumers?

Our 'Pentru mese de poveste' ('For Fairytale Meals') campaign has been running for more than two years and targets Agricola Group's product categories: poultry meat (Agricola International SA), dry sausages (SALBAC SA), and pre-cooked and ready-meals (EUROPROD SA).

The family table is one of the closest witnesses of our life events; this is why the whole campaign has it front and center. Be it the one in the kitchen, the living-room or the terrace, the family table is like a storybook: it preserves all the events and moments it witnessed. In its latest brand campaign, Agricola tells three such stories, one for each of us, and this year has included three TV ads that center on moving or funny stories, about the importance of having family and friends sharing together a meal, a traditional as well as contemporary value. One of the TV ads featured Puiul Fericit (The Happy Chicken), a differentiating product for Agricola, as its main character. Romanian consumers pay increasingly more attention to the ingredients of the food they buy for themselves and their families. Agricola has always

WE CAN SEE A SLIGHTLY GROWING TREND IN THE CONSUMPTION OF PREMIUM PRODUCTS, UNTIL NOT LONG AGO JUST ASPIRATIONAL FOR MEDIUM INCOME PEOPLE.

THE MOST IMPORTANT MARCOMMS DEVELOPMENTS IN OUR FIELD ARE TAKING PLACE IN ONLINE SHOPPING.



tried to meet the demands of this generically named 'healthy food' market. For this purpose, the company's portfolio has innovative products both in terms of certification of origin and manufacturing processes, and in terms of packaging, thus meeting the consumers' needs. This is simply normal. We keep researching and surveying the habits and times of consumption, in order to permanently bring about innovations benefiting our targeted customers.

8. In your industry and in your business, how have you seen the exports and the internal markets in 2016, in terms of evolution?

Exports of poultry meat account for about 12% of the total sales and the main destinations are the UK, Germany, Austria, Spain, Italy, France, and Malta.

Both the exported meat and that sold on the domestic market bear the quality certifications required on the EU market: BRC, IFS, GC-MARK, ISO 22000, ISO 9001.

The poultry meat sold on markets abroad is of superior cuts: boneless, standard-size products in fixed-weight packaging, with a long shelf life.

The main export markets for meat products are: Spain, Italy, Great Britain, Austria, and France. We have recently begun shipping merchandise to Malta and Switzerland. But Salbac has ambitious projects targeting the US and Canada.

Our most successful exports are Micii Gustoși (Tasty Mititei) and the Sibiu salami, followed by grill sausages, minced meat, and Salam de Vara Extra (Superior Summer Salami).

In the case of pre-cooked products and ready-meals, EUROPROD has developed strong ties with partners in France, Great Britain, Ireland, Malta, and Denmark. We are currently negotiating access to the respective category markets of Germany, Austria, and Spain.

Not least, our frozen and refrigerated pre-cooked products are among the most requested by Europrod's foreign partners.

9. Which are the latest marketing trends in the FMCG market (especially in your segment)?

The most important marcomms developments in our field are taking place in online shopping – this is a Western trend that is growing in Romania as well. The general idea is that urban consumers are increasingly turning to online shopping. As a manufacturer and marketer, we are now involved in a process of putting our digital assets in order, so we can be present where our consumers are looking. As to the management of the online community that took shape in the wake of the Mese de Poveste campaign, we try to follow social media's established guidelines through the digital assets we have developed for the purpose: avoid flooding consumers with messages about the Agricola brand or our products, generate quality content and then keep a genuine dialogue going. As to building the community, the fact is that Agricola cannot (and will not) take on the role of a community 'builder'. Rather, we prefer to be seen as a sort of catalyst and facilitator for a community that grows organically and by itself around our brand – for as long as Agricola's digital content is viewed as relevant by consumers.

10. What are your prospects for 2017?

The world has changed and its dynamics is no longer predictable. My generation was used to think in terms of competition and consumption, under the tyranny of growing the business, but the complexities of this new age require other values for us to perform adequately.

Romanians score above average for the desire to 'feel good'.

This is why we believe that ahead of us there is a window of opportunity for building customer loyalty. Therefore, it is only natural for us to develop a strategy with a clearly defined focus on that. People expect brands to do something for them, to make them feel part of a community; this is why I believe 2017 will be a more challenging year in our product categories.

SUGAR

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AGRANA ROMANIA SA	2	2.5625	928,698,080	-5,086,730	442	BUCURESTI, SECTOR 1
2	AGRANA BUZAU SRL	1	2.6250	344,033,867	1,404,619	22	BUZAU, BUZAU
3	ZAHARUL ORADEA SA	-	-	299,902,168	38,679,952	266	ORADEA, BIHOR
4	TEREOS ROMANIA SA	3	1.9375	140,058,177	-15,623,748	195	LUDUS, MURES
5	FABRICA DE ZAHAR BOD SA	4	1.3750	98,925,125	-21,904,413	271	BOD, BRASOV
6	LEMARCO CRISTAL SRL	5	1.3125	63,241,783	-14,710,739	244	URZICENI, IALOMITA

DAIRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DANONE - PRODUCTIE SI DISTRIBUTIE DE PRODUSE ALIMENTARE SRL	2	2.5625	484,353,752	15,579,561	429	BUCURESTI, SECTOR 2
2	ALBALACT SA	3	2.5000	450,338,614	15,935,021	607	GALDA DE JOS, ALBA
3	FRIESLANDCAMPINA ROMANIA SA	10	2.2500	393,916,157	-13,085,949	241	TARGU MURES, MURES
4	FABRICA DE LAPTE BRASOV SA	14	2.1250	338,283,110	818,292	324	HALCHIU, BRASOV
5	DELACO DISTRIBUTION SA	1	2.9375	284,255,593	19,625,279	383	CODLEA, BRASOV
6	HOCHLAND ROMANIA SRL	7	2.3125	216,057,958	24,128,059	312	SIGHISOARA, MURES
7	COVALACT SA	12	2.1875	199,493,229	6,993,488	357	SFANTUL GHEORGHE, COVASNA
8	INDUSTRIALIZAREA LAPTELUI MURES SA	20	1.9375	195,836,994	-3,182,293	190	CLUJ-NAPOCA, CLUJ
9	DORNA LACTATE SA	-	-	179,743,614	-13,179,167	441	BUCURESTI, SECTOR 1
10	NAPOLACT SA	21	1.9375	165,899,467	-11,862,752	175	CLUJ-NAPOCA, CLUJ
11	SIMULTAN SRL	4	2.5000	143,880,397	19,834,546	226	ORTISOARA, TIMIS
12	BETTY ICE SRL	5	2.3750	113,270,049	26,926,134	609	SUCEAVA, SUCEAVA
13	KALLAS - PAPADOPOULOS ROMANIA SRL	17	2.0000	96,488,778	1,844,481	12	MOGOSOIA, ILFOV
14	ALPIN 57 LUX SRL	11	2.2500	88,808,966	13,135,960	506	SEBES, ALBA
15	TOP GEL PROD SRL	23	1.8125	88,038,642	26,415,704	510	CARCEA, DOLJ
16	LACTO FOOD SRL	15	2.0625	83,555,817	5,215,774	65	SOFRONEA, ARAD
17	NUTRICIA EARLY LIFE NUTRITION ROMANIA SRL	24	1.8125	76,659,337	871,395	46	BUCURESTI, SECTOR 2
18	LACTAG SA	29	1.1250	68,756,479	-1,639,334	414	COSTESTI, ARGES
19	CARMO-LACT PROD SRL	25	1.8125	64,802,013	2,175,033	206	MONOR, BISTRITA-NASAUD
20	EUROCAS-TEHNICA ALIMENTARA SRL	16	2.0625	62,433,701	3,785,215	93	LUGOJ, TIMIS
21	GORDON-PROD SRL	18	2.0000	60,891,560	8,586,166	208	LUPENI, HARGHITA
22	RARAUL SA	27	1.4375	60,470,778	901,516	214	CAMPULUNG MOLDOVENESC, SUCEAVA
23	MULLER DAIRY RO SRL	26	1.5625	60,413,952	-4,908,977	44	BRAGADIRU, ILFOV
24	TELETEXT SRL	13	2.1875	58,969,419	9,886,819	155	SLOBOZIA, IALOMITA
25	FIVE CONTINENTS GROUP SRL	8	2.3125	52,201,937	4,342,942	-	RACHITI, BOTOSANI
26	GEROLA PRODINVEST SRL	19	2.0000	51,719,710	5,384,117	56	LUGOJ, TIMIS
27	ALMERA INTERNATIONAL SRL	22	1.9375	50,293,113	1,256,814	183	BACAU, BACAU
28	INDLACTO MURES SRL	6	2.3750	45,402,751	10,306,308	38	TARGU MURES, MURES
29	LACTO-SOLOMONESCU SRL	9	2.3125	43,455,314	3,943,600	133	MIRON COSTIN, BOTOSANI

DAIRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
30	PRODLACTA SA	28	1.3750	43,062,990	-6,205,000	191	BRASOV, BRASOV
31	DORNA SA	-	-	42,185,562	2,057,187	109	VATRA DORNEI, SUCEAVA

FRUITS & VEGETABLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	LUCO FRUCHT MARKETING SRL	2	2.3750	167,543,854	9,452,589	23	STEFANESTII DE JOS, ILFOV
2	OZR FRUIT SRL	3	2.2500	158,171,672	3,721,309	60	TARGU MURES, MURES
3	G&A FRUIT BUSINESS SRL	1	2.4375	139,422,147	510,482	7	BUCURESTI, SECTOR 3
4	ALGIDA CENTER SRL	17	1.9375	135,133,225	1,449,141	87	SINDRILITA, ILFOV
5	HORTIFRUCT SRL	22	1.6875	112,677,836	133,844	78	BUCURESTI, SECTOR 4
6	EFES EXPORT SA	11	2.0625	109,732,082	6,239,796	121	MARACINENI, ARGES
7	CONTEC FOODS SRL	5	2.1875	103,443,420	11,127,036	433	TECUCI, GALATI
8	KAREMA FRUCT SRL	6	2.1875	96,424,487	5,784,667	29	AFUMATI, ILFOV
9	LUCIDIUS SRL	7	2.1875	87,662,082	2,548,418	33	BUCURESTI, SECTOR 2
10	UNIFRUTTI IMPEX SRL	4	2.2500	86,339,874	2,203,374	8	CONSTANTA, CONSTANTA
11	AGRICANTUS SRL	20	1.8125	80,362,709	3,145,729	47	BUFTEA, ILFOV
12	GOLDEN BANANA SRL	14	2.0000	79,597,744	5,054,642	12	BUCURESTI, BUCURESTI
13	PIEMONTANA LOGISTIC SRL	9	2.1250	66,082,175	2,209,100	31	DUMBRAVITA, TIMIS
14	SANO VITA SRL	12	2.0625	62,115,338	7,581,696	189	ULMETEL, VALCEA
15	DECO FRUCHT SRL	-	-	53,473,730	3,439,913	14	STEFANESTII DE JOS, ILFOV
16	ALL FRUITS FRESH PRODUCT SRL	18	1.9375	52,700,449	2,220,149	20	AFUMATI, ILFOV
17	TUROKA FRUCT SRL	13	2.0625	52,427,620	1,825,717	6	AFUMATI, ILFOV
18	EUROBANANAS SRL	-	-	49,505,512	3,894,799	5	POPESTI LEORDENI, ILFOV
19	AVA 3 COMPANY SRL	19	1.8750	48,267,877	752,841	47	CURTICI, ARAD
20	WEST FRUTA SRL	21	1.7500	47,640,120	4,072,254	45	ORADEA, BIHOR
21	OLD STAR SRL	10	2.1250	47,032,087	827,313	14	BUCURESTI, BUCURESTI
22	GOLDEN FOODS SNACKS SRL	23	1.4375	44,665,331	74,085	-	BUCURESTI, SECTOR 1
23	SAHPROD METEOR SRL	15	2.0000	43,615,210	3,009,754	138	FILIPESTII DE PADURE, PRAHOVA
24	DOLE FRESH ROM SRL	8	2.1875	40,649,042	1,842,638	10	BUCURESTI, BUCURESTI
25	SERMONA IMPEX SRL	16	2.0000	40,140,598	168,298	21	AFUMATI, ILFOV

CONDIMENTS & SEASONING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SUPREMIA GRUP SRL	3	2.0000	173,470,276	9,785,651	280	ALBA IULIA, ALBA
2	ION MOS SRL	7	1.8125	98,641,628	12,241,173	164	CHIAJNA, ILFOV
3	FUCHS CONDIMENTE RO SRL	10	1.6250	84,166,490	1,424,852	245	CURTEA DE ARGES, ARGES

CONDIMENTS & SEASONING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
4	KAMIS - CONDIMENTE SRL	4	1.8750	49,843,703	3,912,187	50	BUCURESTI, SECTOR 6
5	NOY BUSINESS TRANZACTIIONS SRL	1	2.1875	40,774,215	23,467,002	155	VANATORI, GALATI
6	KRALEX FOOD SOLUTIONS TECHNOLOGY SRL	2	2.1250	31,745,433	2,772,722	12	STEFANESTII DE JOS, ILFOV
7	SIMA PROD SRL	5	1.8750	23,267,705	278,882	-	BUFTEA, ILFOV
8	COMPANIA INDIILOR ORIENTALE PROD SRL	6	1.8750	22,155,940	1,707,237	82	PANTELIMON, ILFOV
9	SITEMANI SRL	8	1.6875	18,467,202	542,039	64	SIBIU, SIBIU
10	PACOVIS ROMANIA SRL	9	1.6875	14,880,713	489,839	27	TARGU MURES, MURES

COCOA, CHOCOLATE & CONFECTIONERY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	NESTLE ROMANIA SRL	1	3.0625	676,050,480	25,545,328	859	BUCURESTI, SECTOR 2
2	SECA DISTRIBUTION SRL	3	2.6875	343,619,389	7,291,466	566	PLOIESTI, PRAHOVA
3	EUROPEAN FOOD SA	12	2.2500	307,659,757	-387,370,918	1,116	ORADEA, BIHOR
4	FERRERO ROMANIA SRL	4	2.6875	299,464,117	17,869,334	51	BUCURESTI, SECTOR 1
5	D.R.I.M. DANIEL SRL	2	3.0000	273,042,669	4,173,126	449	MARACINENI, ARGES
6	MARS ROMANIA SRL	10	2.3125	238,742,044	17,447,391	78	BUCURESTI, SECTOR 1
7	WRIGLEY ROMANIA SRL	13	2.2500	225,814,364	48,276,026	163	BUCURESTI, SECTOR 1
8	NORDIC IMPORT EXPORT CO SRL	5	2.5000	215,795,503	10,206,085	205	JOITA, GIURGIU
9	KANDIA DULCE SA	19	1.8750	169,800,797	-2,142,816	483	BUCURESTI, SECTOR 5
10	AGRIROM SRL	14	2.2500	149,763,507	2,103,332	165	ARAD, ARAD
11	ALKA TRADING CO SRL	15	2.2500	137,080,304	704,168	253	BUCURESTI, SECTOR 1
12	ECUATOR SRL	11	2.3125	121,417,089	1,791,074	165	IPOSTESTI, SUCEAVA
13	PURATOS PROD SRL	7	2.4375	118,534,475	5,173,126	142	TUNARI, ILFOV
14	HEIDI CHOCOLAT SA	21	1.6250	98,790,835	1,564,342	383	PANTELIMON, ILFOV
15	SAMMILLS DISTRIBUTION SRL	23	1.3125	92,349,421	347,061	244	APAHIDA, CLUJ
16	TECSA BUSINESS SRL	22	1.6250	88,692,892	7,054,945	653	BUCURESTI, SECTOR 3
17	PHOENIX SRL	18	1.9375	86,860,191	9,932,378	269	BAICOI, PRAHOVA
18	LAS VEGAS-MI SRL	8	2.4375	72,205,043	3,339,982	123	BRADU, ARGES
19	NARDO TRADING CO SRL	20	1.7500	54,560,089	1,535,877	45	BUCURESTI, SECTOR 5
20	CARAVELLE IMPEX SRL	17	2.1250	53,569,892	1,046,481	4	GIURGIU, GIURGIU
21	ARZE - MED INVEST SRL	6	2.5000	44,924,145	1,875,421	8	PANTELIMON, ILFOV
22	MIRAN ORIENTAL SRL	9	2.3750	44,274,554	577,711	16	BUCURESTI, SECTOR 2
23	ONCAS COM SRL	16	2.1875	42,243,372	1,127,427	25	TARGOVISTE, DAMBOVITA
24	MONDELEZ ROMANIA SA	-	N/A	N/A	N/A	N/A	BUCURESTI, SECTOR 2

GRAIN MILL PRODUCTS & STARCHES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	STAR FOODS E.M. SRL	1	3.1875	503,999,449	22,723,302	714	BUCURESTI, SECTOR 4
2	SAM MILLS SRL	14	2.0625	377,418,301	4,335,387	218	BOTIZ, SATU MARE
3	CHIPITA ROMANIA SRL	2	2.5000	365,992,375	35,175,448	795	CLINCENI, ILFOV

GRAIN MILL PRODUCTS & STARCHES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
4	VEL PITAR SA	6	2.3125	333,154,672	1,613,334	2,411	RAMNICU VALCEA, VALCEA
5	GOODMILLS ROMANIA SA	7	2.2500	314,717,603	7,685,012	912	PANTELIMON, ILFOV
6	BOROMIR IND SRL	18	2.0000	236,232,259	7,425,861	678	RAMNICU VALCEA, VALCEA
7	SAPTE SPICE SA	8	2.1875	230,321,932	2,442,580	414	RAMNICU VALCEA, VALCEA
8	SOUFFLET MALT ROMANIA SA	19	2.0000	209,026,425	22,063,899	24	BUZAU, BUZAU
9	PAMBAC SA	15	2.0625	191,099,466	5,981,725	540	BACAU, BACAU
10	DOBROGEA GRUP SA	24	1.7500	155,877,142	-5,830,629	631	CONSTANTA, CONSTANTA
11	OLTINA IMPEX PROD COM SRL	9	2.1875	135,851,617	9,416,152	327	URLATI, PRAHOVA
12	FORNETTI ROMANIA SRL	10	2.1875	133,631,015	14,317,487	403	SATCHINEZ, TIMIS
13	M.P. BANEASA - MOARA SA	11	2.1875	128,590,816	4,013,604	80	BUFTEA, ILFOV
14	ATIFCO FINE FOOD SRL	12	2.1875	125,709,984	3,909,029	160	BRAGADIRU, ILFOV
15	CROCO SRL	3	2.5000	120,824,740	30,335,447	224	ONESTI, BACAU
16	MOARA CIBIN SA	25	1.7500	115,371,748	1,111,137	238	SIBIU, SIBIU
17	RISO SCOTTI DANUBIO SRL	16	2.0625	99,658,768	3,520,254	50	BUCURESTI, SECTOR 5
18	ROMPAK SRL	26	1.7500	99,624,092	16,861,801	218	PASCANI, IASI
19	TRANS AGAPE SRL	20	1.8750	94,606,454	3,370,118	447	SIBIU, SIBIU
20	MIRALEXA COMERCIAL SRL	29	1.4375	84,422,104	-465,278	35	COGEALAC, CONSTANTA
21	AGFD TANDAREI SRL	30	1.4375	81,584,503	-1,212,826	127	TANDAREI, IALOMITA
22	LIDO GIRBEA SRL	17	2.0625	73,734,321	7,318,226	235	PAULESTI, PRAHOVA
23	FARINSAN SA	31	1.4375	72,470,674	410,233	180	GRADISTEA, GIURGIU
24	EXPERTAROM FOOD INGREDIENTS SRL	27	1.6875	72,147,775	5,675,701	204	SIBIU, SIBIU
25	BEST FOODS PRODUCTIONS SRL	4	2.3750	71,757,667	18,403,509	209	BUCURESTI, SECTOR 6
26	LA LORRAINE SRL	22	1.8125	70,340,769	12,371,862	102	CAMPIA TURZII, CLUJ
27	EUROPAN SRL	32	1.3125	65,360,079	12,202	-	SARMASAG, SALAJ
28	ATIFCO GROUP SRL	5	2.3750	60,137,438	1,794,648	9	BRAGADIRU, ILFOV
29	M.P. BANEASA - PASTE SA	23	1.8125	56,310,834	2,927,746	85	BUFTEA, ILFOV
30	SIMPA SA	13	2.1875	55,147,093	5,505,551	235	SIBIU, SIBIU
31	AMYLON SA	21	1.8750	52,910,492	1,856,743	189	SIBIU, SIBIU
32	VLASAR AGRO SRL	28	1.5000	50,741,168	223,056	59	BICACI, BIHOR
33	DOBRE & FIII SRL	33	1.3125	46,209,522	140,443	128	CONSTANTA, CONSTANTA

FISH & SEA FOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	INTERSNACK ROMANIA SRL	2	2.3125	316,843,642	1,004,330	572	BUCURESTI, SECTOR 3
2	OCEAN FISH SRL	6	1.9375	151,162,008	5,166,649	226	AFUMATI, ILFOV
3	NEGRO 2000 SRL	3	2.1875	131,372,882	14,755,667	213	BUCURESTI, SECTOR 4
4	PESCADO GRUP SRL	7	1.8125	42,802,023	1,453,917	211	BUHUSI, BACAU
5	SABIKO-IMPEX SRL	9	1.5000	27,096,244	-300,284	90	TIMISOARA, TIMIS
6	POMAROM SRL	4	2.1875	17,898,606	1,697,343	104	ALBA IULIA, ALBA
7	ELIXIR CD SRL	5	2.0625	14,237,120	644,412	34	BANESTI, PRAHOVA
8	ROLUX SRL	8	1.8125	14,178,138	1,879,424	145	HATEG, HUNEDOARA
9	GROUP OMEGA FISH SRL	1	2.4375	13,010,671	2,209,498	96	BRAILA, BRAILA

FROZEN OR READY MADE FOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DR. OETKER RO SRL	1	2.7500	295,070,713	24,342,575	465	CURTEA DE ARGES, ARGES
2	ZONE INTERNATIONAL TRADING SRL	4	2.1250	221,762,119	1,704,525	39	VOLUNTARI, ILFOV
3	SCANDIA FOOD SRL	16	1.5000	211,460,901	-1,064,868	512	SIBIU, SIBIU
4	PARMAFOOD GROUP DISTRIBUTION SRL	5	2.1250	88,172,856	465,884	70	DRAGOMIRESTI-VALE, ILFOV
5	ORLANDO IMPORT-EXPORT 2001 SRL	9	1.8125	87,737,518	1,760,800	163	CLINCENI, ILFOV
6	ANNABELLA FABRICA DE CONSERVE RAURENI SRL	7	2.0625	73,696,220	3,610,399	180	RAMNICU VALCEA, VALCEA
7	FILEOMERA SRL	14	1.6250	51,204,704	48,240	46	FAGARAS, BRASOV
8	ROMFOOD TRADING SRL	2	2.3750	48,952,688	3,365,336	13	BUCURESTI, SECTOR 4
9	ZEELANDIA SRL	3	2.1875	43,203,737	1,769,369	90	IASI, IASI
10	DOHLER ROMANIA SRL	17	1.5000	41,935,144	-593,085	30	CHIAJNA, ILFOV
11	VEBO IMPORT EXPORT SRL	15	1.5625	39,525,308	-48,750	54	PLOIESTI, PRAHOVA
12	ROMCO SRL	6	2.1250	37,227,278	7,382,146	32	BUCURESTI, SECTOR 3
13	GAROM FOOD SRL	12	1.7500	35,225,019	-220,819	15	URICANI, IASI
14	UNIVER PRODUCT SRL	8	2.0625	34,875,178	603,509	30	BAIA MARE, MARAMURES
15	APIDAVA SRL	10	1.8125	32,709,507	1,577,232	46	BLAJ, ALBA
16	OCEANIS SEAFOOD EUROPA SRL	13	1.6875	31,572,641	1,333,866	3	POPESTI LEORDENI, ILFOV
17	RON'S LAND GREEN SRL	11	1.8125	30,644,926	1,108,111	136	PETRACHIOAIA, ILFOV

PET FOOD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ROYAL CANIN ROMANIA SRL	1	2.0000	83,228,690	7,530,245	46	BUCURESTI, SECTOR 1
2	NORDIC PETFOOD DISTRIBUTION SRL	2	1.7500	50,449,126	1,691,856	54	BUFTEA, ILFOV





INTERVIEW

ROMANIA HAS GOOD OPPORTUNITIES TO STAND AS A REGIONAL LEADER

Dragos Ion, CFO, Coca-Cola HBC Romania

1. What does Coca-Cola represent in terms of relevance, jobs created, facilities and perspectives in Romania?

We are part of Coca-Cola HBC, a leading bottler in the Coca-Cola System, with a 60 year history and the world's best-selling non-alcoholic beverage brands

portfolio – a very diverse one. Coca-Cola HBC has the most diverse footprint among the bottlers, covering 28 countries.

Coca-Cola HBC Romania is the largest beverage company in the local market and we employ over 1,500 people. We have three bottling plants in

Romania, located in Ploiesti, Timisoara and Poiana Negri – the latter being our mineral water bottling plant.

The plant in Ploiesti is the largest within the Coca-Cola HBC Group, for the East-European region. It is here that we inaugurated, back in 2013, the first aseptic production line in the country – with investments of over 22 million Euro. Following this investment, we are exporting Cappy Pulpy to ten other European countries. Our commitment here in Romania is a strong one and we are constantly looking to further investment opportunities on the local market. It is in Ploiesti that we also have, since 2009, the intelligent, completely automated warehouse, High-Bay, the first of its kind in Romania. Through its automated systems, High Bay reduces the vehicles movements necessity, thus contributing to reducing our carbon footprint. In fact, our Ploiesti plant is energetically independent and has a reduced carbon footprint due to the Combined Heat and Power plant, the first of a series of 15 such heating plants throughout Coca-Cola HBC Group.

We are also very proud that all our 3 bottling facilities have the Gold Medal from the European Water Stewardship, an important recognition for their minimum impact on the environment.

2. What is Coca-Cola HBC's contribution to the Romanian economic growth?

As the largest beverage company in Romania, we have a significant contribution to the local economy, through the taxes we pay here, through the jobs and opportunities we create for Romania.

Just as an example, for 2015, the taxes paid by Coca-Cola HBC in Romania reached EURO 38.6 million and we estimate that our tax contribution in 2016 will also be of significant value.

Moreover, every job at Coca-Cola supports more than 10 in the broader economy. We are proud to say that 2015 was the best year Coca-Cola HBC had in its 25 years of history in Romania: we increased our turnover to EURO 475.8 million and our net profit reached EURO 54.7 million.

3. How would you characterize the business environment in Romania in 2016?

I would say that Romania has good opportunities to stand as a regional leader, however it needs to transfer the economic performance of recent years to the population's well-being and to accompany

the economic growth with measures to increase competitiveness.

While the business environment in Romania is highly competitive, it is also challenged by a consistent dose of ambiguity. From an economic perspective, I consider necessary a medium term development, to strengthen Romania's main segments of economic growth, of sectors with high competitive potential.

I am confident that, through a more intense dialogue between the private and public sectors, the Romanian economy can grow sustainably and, as active member in several business and industry associations, Coca-Cola HBC Romania contributes to this cooperation between the business community and the public institutions.

4. The Romanian economy has been the subject of a major tax cut in 2015. How has this tax cut helped your sector? Has this tax cut come at the right moment?

The VAT decrease from 24% to 9% for food and non-alcoholic drinks led to retail prices dropping and therefore contributed to the consumption stimulus. According to the data we have from GfK, over 75% of the savings went back in FMCG shopping, with a slice more than 50% in food and non-alcoholic beverages.

What we saw in 2015 and 2016 as well is the fact that the economic growth also supports traditional trade, which is an important segment of the overall trade.

Also for us, at Coca-Cola CHBC, traditional trade has always been a focus, since both modern and tradition trade have important roles to play in the Romanian economy.

5. Within your company, for the first three quarters of 2016, what were the highest performing segments and why? What segments have decreased and why?

We continued to grow our business in 2016, supported by good macroeconomic environment but also by our diverse portfolio, the love of our consumers and innovation. The 330 ml non-returnable glass bottle, the new Fanta bottle and the recently launched Coca-Cola Lime, currently available in Romania only, are three innovations introduced in 2016, of which we are very proud.

Coca-Cola HBC Romania started to cycle the VAT reduction on our products in June 2015, which supported volume growth for several quarters. Romania has maintained a positive momentum in the

EVERY JOB AT COCA-COLA SUPPORTS MORE THAN 10 IN THE BROADER ECONOMY.

third quarter of 2016, with strong growth in all categories, while performance in Water was flat versus last year. We are very proud of our strong results and achievements. Everyone at Coca-Cola HBC Romania has contributed to refreshing the business and bringing the Company back to growth. As mentioned before, our volumes continue to grow very well, due to the relatively stable economic environment and to the VAT reduction which increased consumption and brought the consumers' confidence back. We saw a comeback in the buying power, most probably due to reduced inflation and an overall positive macro-economic environment. Volume in Romania increased by low teens – the second quarter of 2016 was the sixth consecutive quarter of growth. Sparkling performance in the second quarter of the current year was supported by our 1.25L pack for the organized trade, as well as single-serve package performance. Cappy Pulpy continued to drive robust results in Juice. Package mix continued to improve driven by good growth in the Sparkling single-serve packages.

6. What makes Coca-Cola HBC Romania the most responsible company here in terms of CSR?

We recognize the critical importance of creating shared value for employees, consumers, customers, suppliers and communities. We were honored to have been awarded as the most responsible company in Romania, at the beginning of 2016, due to our integrated efforts and focus on sustainable development. Romania CSR Index 2015, the analysis which placed us on the first place in terms of corporate responsibility, has taken into consideration the most complex reporting tools for CSR at a global level. This recognition adds to the amazing performance of Coca-Cola HBC Group, which is the world sustainability leader in the beverage industry, topping the Dow Jones World and Europe Sustainability

Indexes for beverage companies for three years in a row – 2014, 2015 and 2016.

For us, social responsibility starts from building and maintaining a sustainable business, treating employees with fairness and care and it continues with the various environmental and community programs that we support and invest in. The progresses we have made in some key areas prove that we are always on the lookout for ways to improve our business performance and maintain our stakeholder trust in our company and products. In 2015, Coca-Cola HBC Romania became a founding member of the UN Global Compact Network

Romania, to represent locally the UN Global Compact – the largest sustainability platform worldwide – and promote the 10 principles related to human rights, labor, environment and anti-corruption. We continued to reduce water used for beverage production, to decrease our energy consumption and our carbon emissions. Moreover, we started including environmental and social clauses in all our supplier contracts and we increased the average training hours per employee by 17%. Detailed information on our achievements are included in our 2015 Sustainability Report which we plan to launch soon.

We strongly believe that we are what we leave behind, which is why Coca-Cola HBC Romania has integrated all its sustainability initiatives, as well as the projects born within communities, in the After Us – www.afterus.ro – platform, launched in mid 2016. We aim to inspire as many people as possible to be aware of the importance of what they leave after themselves, to adopt a responsible lifestyle and to pass it on to future generations.

Sustainability is integrated across every aspect of our business, as we look to create and share value for all our stakeholders. We have a strong commitment to be at the forefront of sustainable practice and performance in the beverage industry.

**OUR COMMITMENT
HERE IN ROMANIA
IS A STRONG ONE
AND WE ARE
CONSTANTLY
LOOKING TO
FURTHER
INVESTMENT
OPPORTUNITIES
ON THE LOCAL
MARKET.**

NEW

One single page is just not enough space to tell you how important 2016 was for us. But we'll mention here some of the things which made it special, so you can share our happiness while enjoying the new Coca-Cola Lime!

- Significant growth in volumes
- Innovation with 330 ml non-returnable glass bottle, new Fanta bottle and Coca-Cola Lime
- The best summer campaigns in our history



**Coca-Cola HBC
Romania**

WATER & SOFT DRINKS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COCA-COLA HBC ROMANIA SRL	1	3.5000	2,112,882,161	291,723,825	1,511	BUCURESTI, SECTOR 4
2	TRANSILVANIA GENERAL IMPORT-EXPORT SRL	-	-	832,641,192	-10,621,136	2,465	ORADEA, BIHOR
3	QUADRANT - AMROQ BEVERAGES SRL	3	2.5625	701,521,894	-11,637,301	684	BUCURESTI, SECTOR 4
4	ROMAQUA GROUP SA	2	2.7500	632,129,861	51,529,495	1,895	BUCURESTI, SECTOR 1
5	TYMBARK MASPEX ROMANIA SRL	4	2.5625	327,121,648	28,151,289	888	VALENII DE MUNTE, PRAHOVA
6	EUROPEAN DRINKS SA	6	2.2500	307,491,221	10,041,614	720	ORADEA, BIHOR
7	VALVIS HOLDING DISTRIBUTION SA	7	2.2500	192,443,944	10,785,963	67	VATRA DORNEI, SUCEAVA
8	RIO BUCOVINA SRL	5	2.3125	179,150,179	11,957,838	606	BUCURESTI, SECTOR 1
9	LA FANTANA SRL	13	1.8125	153,196,354	12,333,402	737	BUCURESTI, SECTOR 2
10	GLOBAL AQUA INVEST SA	14	1.8125	129,218,979	-76,016,017	11	BIBORTENI, COVASNA
11	CARPATHIAN SPRINGS SA	21	1.4375	99,743,273	6,643,075	141	VATRA DORNEI, SUCEAVA
12	PERLA HARGHITEL SA	10	1.9375	88,512,590	4,658,027	331	SANCRAIENI, HARGHITA
13	ALCONOR COMPANY SRL	17	1.6250	80,917,216	3,792,066	212	CAREI, SATU MARE
14	COCA-COLA ROMANIA SRL	15	1.7500	78,969,740	48,682,790	26	VOLUNTARI, ILFOV
15	AZUGA WATERS SRL	18	1.6250	71,160,546	2,477,140	151	VOLUNTARI, ILFOV
16	EDRINKS.RO SRL	8	2.1875	67,369,150	1,776,442	147	CHIAJNA, ILFOV
17	RED BULL ROMANIA SRL	11	1.9375	64,471,610	2,449,536	50	BUCURESTI, SECTOR 3
18	RIENI DRINKS SA	22	1.3750	62,996,079	2,658,601	98	ORADEA, BIHOR
19	APEMIN ZIZIN SA	12	1.8750	52,224,511	3,282,624	119	ZIZIN, BRASOV
20	CALIPSO SRL	16	1.6875	45,168,734	7,021,080	126	VOLUNTARI, ILFOV
21	PARMALAT ROMANIA SA	19	1.6250	44,904,667	1,810,810	88	TUNARI, ILFOV
22	APEMIN TUSNAD SA	9	2.0625	41,361,947	6,097,302	137	TUSNADU NOU, HARGHITA
23	PERLA COVASNEI SA	20	1.6250	40,465,812	469,591	38	VOLUNTARI, ILFOV

SPIRITS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	B.D.G. IMPORT SRL	1	2.4375	195,735,471	15,332,671	88	BUCURESTI, SECTOR 2
2	PERNOD RICARD ROMANIA SRL	4	2.0000	140,254,620	33,131	35	BUCURESTI, SECTOR 4
3	ALEXANDRION GRUP ROMANIA SRL	6	1.9375	119,144,395	10,745,110	192	OTOPENI, ILFOV
4	GRANDDIS SRL	5	2.0000	111,662,369	1,230,455	49	CALDARARU, ILFOV
5	BARTENDERS DISTILLERIES SRL	9	1.5000	75,322,527	-26,493,749	11	POSTA CALNAU, BUZAU
6	PRODALCOM DISTRIBUTION SRL	7	1.8750	74,624,575	1,379,092	122	BOTOSANI, BOTOSANI
7	SCANDIC DISTILLERIES SA	11	1.1250	48,056,648	-4,930,258	236	ORADEA, BIHOR
8	PRODAL 94 SRL	10	1.5000	33,633,168	1,598,391	89	CERNICA, ILFOV
9	PROVINALCO SA	8	1.6875	23,551,000	3,267,433	95	CLUJ-NAPOCA, CLUJ
10	AMIGO SRL	3	2.1875	19,643,902	1,876,386	28	MIERCUREA CIUC, HARGHITA
11	COMAN PRODUCT FILIALA BUCURESTI SRL	2	2.4375	19,218,204	1,777,999	25	BUCURESTI, SECTOR 2

WINE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	JIDVEI SRL FILIALA ALBA	4	2.0000	129,454,258	13,910,468	146	JIDVEI, ALBA
2	MURFATLAR ROMANIA SA	7	1.8750	124,391,649	3,548,229	191	MURFATLAR, CONSTANTA
3	COTNARI SA	3	2.1250	117,533,510	6,622,625	363	COTNARI, IASI
4	CRAMELE RECAS SA	1	2.3750	100,244,302	22,936,511	104	RECAS, TIMIS
5	CRAMELE RECAS GROUP SRL	5	1.9375	63,044,198	3,781,247	35	RECAS, TIMIS
6	ZAREA SA	10	1.6250	62,354,656	6,568,488	152	BUCURESTI, SECTOR 1
7	VINCON VRANCEA SA	8	1.7500	60,003,672	2,760,614	411	FOCSANI, VRANCEA
8	ANGELLI SPUMANTE & APERITIVE SRL	6	1.9375	52,218,998	4,179,551	75	BUCURESTI, SECTOR 6
9	VINEXPORT TRADE-MARK SA	12	1.5000	50,514,191	2,418,375	107	FOCSANI, VRANCEA
10	WINE SOLUTIONS SRL	11	1.5625	44,426,659	184,152	14	BUCURESTI, SECTOR 1
11	CRAMELE HALEWOOD SA	15	1.2500	38,222,090	46,013	134	PLOIESTI, PRAHOVA
12	DOMENIILE VITICOLE TOHANI SRL	14	1.3750	29,002,653	709,949	82	GURA VADULUI, PRAHOVA
13	OVIDIUS MERCADO SRL	2	2.3125	27,799,996	890,348	38	CONSTANTA, CONSTANTA
14	CRAMA CEPTURA SRL	9	1.7500	25,397,200	1,558,424	68	CEPTURA DE JOS, PRAHOVA

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INTERVIEW

2017 WILL BRING THE LAUNCH OF NEW TASTES, NEW PRODUCTS, AND INNOVATION

Eberhart Raducanu, General Manager/ Head of Sales South East Europe, Döhler Romania

1. You have stated that Romania is a country with many interesting opportunities. Can you detail some of the opportunities unlocked in 2016 and the ones which you foresee for the years to come?

Romania is a market with a great deal of potential in the food and beverage industry and it remains a place for innovation and launching new product categories.

One category which has generated an expected volume in 2016 is juice not from concentrate (NFC), also known as fresh-squeezed juice. Another product which has been welcomed in our market is flavoured cider, launched starting this year under various prestigious, international brands. In the second half of this year and all the more next year, we're going to see greater concentration on developing these products, we just need further clarifications to be made in the current legislation.

For 2017 and the coming years, we foresee the development of NFC drinks, smoothies, cider drinks, malt-based beverages, still drinks, ice tea, energy drinks, flavoured water and sport drinks.

2. How has your business developed in 2016 compared to other years and what are your prospects for 2017?

2016 has been a very good year, but for 2017 we foresee an evolution just as good as this year, the launch of new tastes, new products, and innovation.

3. How would you characterize, in key figures, the soft drinks market in 2016? What component was the 'star' in 2016?

In the first half of 2016, the beverage market grew by a little more than 5%, but it was surprising for us to see that not a single category from this segment registered a decline. This might be due to the appearance of new

IN THE FIRST HALF OF 2016, THE BEVERAGE MARKET GREW BY A LITTLE MORE THAN 5%, BUT IT WAS SURPRISING FOR US TO SEE THAT NOT A SINGLE CATEGORY FROM THIS SEGMENT REGISTERED A DECLINE.

tastes in the market, or because prices fell due to VAT, or simply because consumers have begun buying juices more than they did in 2015, but no category showed a decline. As I said, there is potential in this market, and we're going to contribute to its growth each year. The smallest growth was in the category of ice tea (approximately 2%), while the largest growth came in the NFC juice category where we registered a volume 50% greater than the first half of 2015. The leader by volume continues to be the carbonated drinks category, with cola taste being the undeniable leader in our market with over 250,000,000 litres sold in the first half of 2016, a 5% increase on this period in 2015.

4. Please detail the impact of the general VAT cut on your industry in 2016 (following the decrease in VAT for non-alcoholic drinks applied in 2015). Has it proven to be an efficient solution for a 'sustainable growth'?

The lowering of VAT for food and non-alcoholic



beverages was one of the most awaited measures in 2015, with a clear impact on 2016 as well. These tax cuts are a good thing for the population and for the economy in general. Adjusting VAT on food products to 9% will have consequences both macroeconomic and budgetary or social, as foodstuffs represent the greatest share of Romanians' shopping baskets, which is obviously something good for us, too, in the business we're developing. These measures that have been taken can contribute to the rebound of domestic consumption by increasing the disposable income of the population, along with lowering prices and less inflation.

Also, these tax cuts have generated greater consumption of premium products, as they are now accessible to a larger slice of consumers.

5. According to one of the company's mottos, Döhler Romania proudly 'brings ideas to life' by turning smart ideas into amazing products. How has 2016 been from this point of view?

THE TREND IN THE MARKET IS FOR NEW PRODUCTS TO APPEAR, WITH INGREDIENTS AS NATURAL AS POSSIBLE.

It has been that way so far and it will continue to be so: we support our partners, from the initial concept to the final product, with an integrated solution, a comprehensive product portfolio, and solid experience in product development. We will continue to offer all services from a single source: from market and consumer research, development of concepts and recipes, to advice on regulations and support in promoting and marketing products. To meet our partners' demands, as well as to anticipate their needs, we are going to continually expand our product portfolio and thus provide a full range of products in services in the food segment, along with all its applications for beverages.

With all this, I can say that just like in other years, we managed in 2016 to create together with our partners some products that are a real success in the Romanian market, such as Radler beer blends, cider, energy drinks that are fruit-flavoured or contain fruit, juice not from concentrate (fresh-squeezed), biscuits with fruit pieces, drinking yoghurts and many more.

6. How do you perceive the global consumer trends? Please detail.

As a supplier of natural ingredients and ingredient systems, Döhler is continually developing innovative foods and beverages for its clients. In order to do this, our company monitors the global food and beverage industry so that we can detect trends in good time. However, trends and preferences can vary from one country to another.

Naturalness is still one of the key market drivers in the food & beverage industry. But consumers' demands go a step further. Along with using 'untreated' ingredients to the greatest extent possible, consumers are also looking for an authentic and pure taste as well as products whose production methods are also compelling: just 'like homemade'! At the same time, demands that foods must provide a healthy nutritional value, and thus support a contemporary and individual lifestyle, are increasing.

Today, organic is far more than just a seal of quality: It's a way of life which has long since emerged from its former niche existence. The organic movement is booming; the younger generation in particular choose products coming from organic cultivation, and which fit their 'healthier' and 'sustainable' lifestyle. At the same time, consumers are looking for a greater variety of organic products on the store shelves – products beyond the typical cloudy apple splashes etc.

Another popular tendency among consumers is the growing interest for low sugar products. Consumers around the world are increasingly regarding sugar as being unhealthy. Even governments are initiating measures, such as raising a penalty tax on sugar, in an effort to significantly reduce the use of sugar in foods. In order to meet customer expectations, Döhler introduces tailored sweetening systems and innovative beverage concepts that satisfy the various requirements in different markets.

7. What can you tell us about the trends in the beverage segment in Romania?

Some of the trends in the non-alcoholic beverage space are NFC juices, smoothies, non-carbonated beverages with fruit pulp or fruit pieces,

premium carbonated beverages with a 10–15% fruit content and pulp, low-sugar soft drinks, ice tea, energy drinks, and sports drinks.

For all beverage categories, whether water plus, carbonated soft drinks, juices, nectars or smoothies, beer mixes and ciders – Döhler presents the next generation of innovative beverages that are in line with the latest trends and satisfy the wishes of consumers. All these innovations are based on the comprehensive portfolio of natural ingredients consisting of natural flavours, natural colours, health & nutrition ingredients, cereal ingredients, dairy & dairy-free ingredients, speciality ingredients, dry ingredients, fruit & vegetable ingredients and ingredient systems.

Nevertheless, naturalness and health can only win over consumers when the taste of a product is satisfying! Consumers are not only looking for new and extraordinary taste experiences, but also for authentic and pure and unadulterated taste. This is why NFC juices are more successful than ever before.

8. What can you tell us about the trends in the food segment in Romania?

In the food segment, you can see a significant growth in the biscuit category. The trend in the market is for new products to appear, with ingredients as natural as possible (fruit and vegetable purées, natural flavours, food colourings that don't have an E number, pieces of dehydrated fruit freeze dry, fruit powder). Döhler is actively involved in the food segment and offers a very large range of natural ingredients, while through an applied food laboratory in Romania, opened in 2015, we are supporting our partners with innovative ideas and concepts.

There is nonetheless one trend that can be seen across all food and beverage categories: vegetables as a taste or as a 'natural flavouring' ingredient, juices or purées, are becoming increasingly popular in drinks, such as fruit and vegetable-flavoured drinks, isotonic sports drinks, or cucumber-flavoured Aqua Plus beverages. However, the importance of vegetables is growing also in other food product categories, such as yogurt, ice cream, and confectionary. Often these are not used as a sole flavour, or a taste with a dominant note, but rather are ideal for rounding fruit notes and offering something special. At the same time, they give products a healthy, natural image. With its portfolio of fruit and vegetable ingredients, Döhler is constantly developing concepts that contribute to this trend and offer personalized solutions for each product category.

BEER

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	URSUS BREWERIES SA	-	-	1,582,551,058	65,710,952	1,419	BUCURESTI, SECTOR 2
2	HEINEKEN ROMANIA SA	1	3.1875	1,205,906,433	127,894,331	1,102	BUCURESTI, SECTOR 1
3	BERGENBIER SA	-	-	531,268,929	-54,720,161	671	VOLUNTARI, ILFOV
4	CARLSROM BEVERAGE CO SRL	2	2.3125	416,763,926	-13,867,733	394	PANTELIMON, ILFOV
5	UNITED ROMANIAN BREWERIES BEREPROD SRL	3	2.3125	334,885,206	10,219,706	293	PANTELIMON, ILFOV
6	BERE BAUTURI BUCURESTI SA	4	2.2500	161,813,316	6,136,856	340	GLINA, ILFOV
7	MARTENS SA	6	1.3125	36,534,351	125,125	141	GALATI, GALATI
8	ALBRAU PROD SA	5	1.6250	35,345,558	2,608,527	96	BUCURESTI, SECTOR 1

COFFEE & TEA

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	STRAUSS ROMANIA SRL	1	2.5625	279,523,642	9,268,246	243	BUCURESTI, SECTOR 3
2	JACOBS DOUWE EGBERTS RO SRL	-	-	171,837,925	3,866,313	104	BUCURESTI, BUCURESTI
3	CAFEA FORTUNA SRL	3	2.2500	156,515,225	15,086,831	166	DRAGOMIRESTI-DEAL, ILFOV
4	TCHIBO BRANDS SRL	2	2.3125	109,008,715	2,086,859	22	BUCURESTI, SECTOR 1
5	ZOZO CAFE DISTRIBUTION SRL	4	2.0625	87,271,048	836,428	13	BUCURESTI, SECTOR 3
6	FARES TRADING SRL	7	1.8125	85,112,514	259,313	323	ORASTIE, HUNEDOARA
7	ALKA CO SRL	10	1.4375	77,124,909	-1,234,595	285	BUCURESTI, SECTOR 1
8	PARTENER COFFEE SERVICES SRL	5	2.0000	62,592,956	3,851,838	78	JILAVA, ILFOV
9	LABORATOARELE FARES BIO VITAL SRL	8	1.8125	56,436,002	13,289,287	330	ORASTIE, HUNEDOARA
10	GOLDIM SRL	6	1.8750	39,049,945	441,088	25	MOACSA, COVASNA
11	JBC EDEN SRL	9	1.7500	36,356,655	1,213,220	6	VICTORIA, BRASOV

TOBACCO

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	3	3.6250	7,350,865,953	532,507,073	715	BUCURESTI, SECTOR 1
2	J.T. INTERNATIONAL (ROMANIA) SRL	1	3.6875	3,219,410,302	87,225,071	675	BUCURESTI, SECTOR 2
3	PHILIP MORRIS TRADING SRL	2	3.6875	2,246,771,053	31,776,077	259	OTOPENI, ILFOV
4	JT INTERNATIONAL MANUFACTURING SA	4	2.8750	686,815,197	43,760,801	291	BUCURESTI, SECTOR 2
5	M. TABAC SRL	5	2.5625	309,436,910	4,276,897	68	MIERCUREA CIUC, HARGHITA
6	BRITISH - AMERICAN TOBACCO ROMANIA INVESTMENT SRL	11	1.8125	220,821,502	9,905,272	579	BUCURESTI, SECTOR 3
7	PHILIP MORRIS ROMANIA SRL	10	1.8750	190,389,135	33,199,425	630	OTOPENI, ILFOV
8	HTS HONGTA SERVICES SRL	6	2.5000	181,863,679	1,716,400	31	BUCURESTI, SECTOR 2
9	GALAXY DISTRIBUTION SRL	13	1.5625	95,520,491	-779,723	58	BUCURESTI, SECTOR 6
10	ANDBER DISTRIBUTION SRL	7	2.3125	72,551,372	543,742	44	CALARASI, CALARASI
11	CHINA TOBACCO INTERNATIONAL DISTRIBUTION SRL	14	1.5625	68,075,624	-2,390,885	20	BUZAU, BUZAU
12	TOTAL DISTRIBUTION GRUP PRODIMPX SRL	9	1.9375	64,046,258	321,159	22	BUZAU, BUZAU

TOBACCO

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
13	CHINA TOBACCO INTERNATIONAL EUROPE COMPANY SRL	15	1.5000	63,644,964	5,409,514	153	PANTELIMON, ILFOV
14	NARID COMMERCE SRL	12	1.8125	61,574,345	398,378	16	BOBDA, TIMIS
15	TOTH COMEL IMPEX SRL	8	2.3125	51,036,268	1,585,837	18	TARGU MURES, MURES

PERSONAL CARE PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	PROCTER & GAMBLE DISTRIBUTION SRL	1	3.6250	1,301,058,962	26,318,891	38	BUCURESTI, SECTOR 2
2	UNILEVER SOUTH CENTRAL EUROPE SA	2	3.1250	864,694,254	29,439,737	234	BUCURESTI, SECTOR 1
3	AVON COSMETICS (ROMANIA) SRL	3	2.9375	497,741,928	66,828,698	351	BUCURESTI, SECTOR 2
4	RECKITT BENCKISER (ROMANIA) SRL	6	2.6250	377,908,379	20,538,807	138	BUCURESTI, SECTOR 1
5	L'OREAL ROMANIA SRL	4	2.9375	283,791,683	31,904,796	164	BUCURESTI, SECTOR 1
6	COLGATE-PALMOLIVE (ROMANIA) SRL	11	2.4375	249,164,431	6,591,600	72	BUCURESTI, SECTOR 2
7	BEIERSDORF ROMANIA SRL	7	2.5625	215,539,549	14,632,571	63	BUCURESTI, SECTOR 4
8	SARANTIS ROMANIA SA	8	2.5625	204,097,460	20,782,123	224	POPESTI LEORDENI, ILFOV
9	FARMEC SA	16	2.0625	172,505,129	16,815,106	623	CLUJ-NAPOCA, CLUJ
10	JOHNSON WAX SRL	9	2.5625	171,592,124	6,346,042	26	BUCURESTI, SECTOR 2
11	REDIS MARKET SRL	5	2.7500	154,940,608	5,484,107	60	VOLUNTARI, ILFOV
12	SCA HYGIENE PRODUCTS SRL	10	2.5625	152,496,825	12,772,084	-	BUCURESTI, SECTOR 1
13	COSMETICS ORIFLAME ROMANIA SRL	14	2.3125	137,627,741	8,238,386	56	BUCURESTI, SECTOR 1
14	BELLA ROMANIA IMPEX SRL	12	2.4375	131,360,822	5,312,009	101	CLINCENI, ILFOV
15	CLEOPATRA CENTER SRL	13	2.3750	115,176,139	1,424,360	184	BARLAD, VASLUI
16	COTY COSMETICS ROMANIA SRL	-	-	99,931,216	4,048,143	42	BUCURESTI, SECTOR 1
17	SUPERFOOD COMPANY SRL	17	2.0000	80,273,175	3,713,568	187	PANTELIMON, ILFOV
18	AMWAY ROMANIA MARKETING SRL	19	1.9375	78,736,552	2,098,474	31	BUCURESTI, SECTOR 2
19	CORIOLAN IMPEX SRL	15	2.1250	59,580,199	4,127,016	110	BACAU, BACAU
20	YVES ROCHER ROMANIA SRL	-	-	57,940,720	4,565,629	8	BUCURESTI, BUCURESTI
21	SANGRIA INTERNATIONAL SRL	18	2.0000	47,592,740	3,212,289	-	BUCURESTI, BUCURESTI
22	FOREVER LIVING PRODUCTS ROMANIA SRL	20	1.5625	46,415,036	1,932,804	60	BUCURESTI, SECTOR 1

CLEANING PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DETERGENTI SA	2	2.1875	133,029,630	32,959,592	434	URLATI, PRAHOVA
2	PROCTER & GAMBLE MARKETING ROMANIA SRL	1	2.3125	120,244,648	84,897,573	298	BUCURESTI, SECTOR 2
3	INTERSTAR CHIM SA	3	2.1875	119,663,879	4,607,683	211	BUCURESTI, SECTOR 3
4	UNILEVER ROMANIA SA	5	1.4375	67,013,591	5,541,544	283	BUCURESTI, SECTOR 1
5	DALLI PRODUCTION ROMANIA SRL	-	-	65,451,230	1,419,859	198	TIMISOARA, TIMIS
6	STERA CHEMICALS SRL	4	2.0000	61,898,638	2,740,533	35	JILAVA, ILFOV

HOME APPLIANCES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ARCTIC SA	1	3.5625	1,784,345,197	168,811,760	2,942	GAESTI, DAMBOVITA
2	ZOPPAS INDUSTRIES ROMANIA SRL	3	3.1875	637,236,442	14,326,825	3,056	SANNICOLAU MARE, TIMIS
3	PHILIPS ROMANIA SRL	2	3.3750	546,524,515	23,263,445	100	BUCURESTI, SECTOR 2
4	PHILIPS ORASTIE SRL	-	-	506,226,160	-	884	ORASTIE, HUNEDOARA
5	DE'LONGHI ROMANIA SRL	4	2.6875	504,847,285	18,053,851	699	JUC-HERGHELIE, CLUJ
6	ELECTROLUX ROMANIA SA	10	2.3125	427,950,416	-23,314,699	787	BUCURESTI, SECTOR 1
7	LG ELECTRONICS ROMANIA SRL	8	2.5000	402,668,536	-11,719,724	45	BUCURESTI, SECTOR 1
8	VISUAL FAN SRL	5	2.6250	274,036,943	20,526,747	155	BRASOV, BRASOV
9	MARELVI IMPEX SRL	6	2.6250	190,426,726	5,681,553	87	RADAUTI, SUCEAVA
10	ELECTROARGES SA	9	2.3750	167,883,750	9,785,072	476	CURTEA DE ARGES, ARGES
11	BSH ELECTROCASNICE SRL	7	2.6250	153,606,378	4,077,485	34	BUCURESTI, SECTOR 1
12	MOBILE DISTRIBUTION SRL	15	2.0000	127,109,355	-3,360,127	112	CLUJ-NAPOCA, CLUJ
13	CONSOLIGHT COM SRL	11	2.2500	115,849,906	2,885,137	133	BUCURESTI, SECTOR 3
14	DAIKIN AIRCONDITIONING CENTRAL EUROPE - ROMANIA SRL	12	2.1875	81,608,183	3,149,408	23	BUCURESTI, SECTOR 1
15	BIALETTI STAINLESS STEEL SRL	19	1.6875	61,869,295	2,177,234	267	DUMBRAVESTI, PRAHOVA
16	TECNOWIND EAST EUROPE SRL	20	1.6875	53,717,445	209,931	198	ARAD, ARAD
17	GLOBAL PLAST SRL	14	2.0625	50,168,875	5,904,668	59	PANTELIMON, ILFOV
18	AUSTRAL TRADE SRL	17	1.9375	49,780,266	180,641	123	BUCURESTI, SECTOR 1
19	SPECTRUM BRANDS ROMANIA SRL	13	2.1250	47,612,521	2,910,886	7	BUCURESTI, BUCURESTI
20	ADIMAG COM IMPEX SRL	16	2.0000	47,437,389	2,248,136	138	TARGU MURES, MURES
21	FRANKE ROMANIA SRL	18	1.8125	32,889,428	1,863,902	25	PANTELIMON, ILFOV
22	WHIRLPOOL ROMANIA SRL	-	N/A	N/A	N/A	N/A	BUCURESTI, SECTOR 1

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DINAMICA IMPEX SRL	10	1.7500	83,492,909	1,303,252	124	BUCURESTI, SECTOR 1
2	TONELI HOLDING SRL	14	1.5625	83,239,484	133,632	16	BUCURESTI, SECTOR 1
3	REVANS TRANS SRL	4	2.1250	82,916,626	670,655	38	BUCURESTI, SECTOR 6
4	DARIMEX INTERNATIONAL SRL	15	1.5625	81,146,325	-2,797,105	197	ARAD, ARAD
5	CBA NORD VEST SRL	8	1.9375	78,237,743	2,206,886	128	SATU MARE, SATU MARE
6	HARIVEX COM SRL	2	2.2500	77,770,220	1,915,470	56	SCHEIA, SUCEAVA
7	PERPETUUS COM SRL	5	2.1250	60,648,603	223,027	62	BARLAD, VASLUI
8	ROMPAN PROIECT - SERVICE SA	13	1.6875	59,827,934	1,320,924	33	BUCURESTI, SECTOR 6
9	UNILEVER DISTRIBUTION SRL	16	1.5625	59,398,003	-8,135,188	40	PLOIESTI, PRAHOVA
10	CASANDRA SRL	1	2.3750	58,515,461	4,589,321	94	CALARASI, CALARASI
11	ONE CS DISTRIBUTION SRL	6	2.1250	58,118,748	775,685	180	CLUJ-NAPOCA, CLUJ
12	RAVUL SRL	7	2.0625	53,524,955	655,177	45	CLUJ-NAPOCA, CLUJ
13	PROSONIC PRODCOM SRL	11	1.7500	51,359,728	275,137	90	CLUJ-NAPOCA, CLUJ
14	PROGRES DISTRIBUTIE SRL	9	1.8125	50,862,100	1,541,576	69	FOCSANI, VRANCEA
15	GOLDEN PROVIDER DISTRIBUTION SRL	3	2.2500	47,058,161	4,139,827	40	BUCURESTI, BUCURESTI

TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
16	HELL ENERGY SRL	12	1.7500	46,593,876	226,919	45	UNGHENI, MURES

MACHINERY & EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CROWN COOL SRL	1	2.2500	33,317,902	2,875,611	118	MIERCUREA CIUC, HARGHITA
2	MACCHINE PER CAFFE ESPRESSO-MCE SRL	2	2.1250	30,027,650	3,225,431	48	TIMISOARA, TIMIS
3	INOTEC SRL	4	2.0000	29,835,779	3,723,313	63	CLUJ-NAPOCA, CLUJ
4	ICPIAF SA	5	1.8125	13,937,878	692,191	89	CLUJ-NAPOCA, CLUJ
5	COMOD IMPORT EXPORT SRL	3	2.1250	10,125,113	1,149,100	14	FLORESTI, CLUJ



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INTERVIEW

THE FMCG MARKET IN ROMANIA HAS REACHED ITS HIGHEST LEVEL OF PERFORMANCE

Anca Vizireanu, Strategic Partner, Retail House

1. As one of the most experienced and successful executives in the Fast Moving Consumer Goods industry, please share with our readers some of your thoughts about 2016 for FMCG.

The experience gained in over 20 years of trading FMCG, both in private Romanian companies, as well as in large multinational companies, as top executive or expert adviser, gave me the opportunity to understand that in 2016 the FMCG market in Romania is at the highest level of performance compared to previous years. I mean the production or import, distribution and trade through the largest retail chains or traditional commerce, but also the high level of consumption.

2. Have you seen any changes in strategy/ tactics for FMCG companies in 2016?

There are changes in the strategy of FMCG companies in the sense that I have noticed an increased interest in rigorously defining the target customer groups and knowledge of psychological profile in terms of needs and expectations. Changes in the behavior of different types of customers obviously generate a change in strategy or tactics depending on the life cycle of that company, brand or product. Also, we notice that the strategies for expansion are continuing, especially with the proximity format, acquisition and strengthening of the market position. Meanwhile, we are witnessing an intensive

development of strategies to offer the customer what we call Total Shopping Experience through the operating model on - off line. In the e-commerce FMCG market we are witnessing significant increases, but it is still far from reaching its full potential.

3. What are the biggest challenges for FMCG in 2017? What are the latest tendencies?

As I see myself, in the collaboration with different FMCG companies in my current role of consultant or trainer, the big challenge for 2017 is to establish business relationships of deeper and wider partnerships between suppliers and retailers in order to identify and meet the customer's expectations and reach the financial goals of both partners. Trying to be permanently informed with news from the international market, I can say, based on what I have studied, that what is most important for a company in FMCG remains to have a clear and consistent strategy, in which to place with major focus the components of category management as assortment, pricing, promotion and merchandising policies. By strategy, we mean a set of decisions regarding the structure, organization, functions and processes.

4. The Romanian fiscal system was subject to a major decrease in taxes in 2016. How do you characterize the boost in spending triggered by the VAT cut? Can we talk about a temporary growth or a permanent boost in spending power?

I CONSIDER CATEGORY MANAGEMENT A COMBINATION OF SCIENCE, PHILOSOPHY, ART AND FASHION, AT THE SAME TIME.

I believe that lowering VAT has caused an increase in consumption and purchasing power for the long term because the possibility of real and fair competition in the FMCG segment was acknowledged, especially in the supply of raw materials and fresh products. Increased demand should influence the development of FMCG companies, through a quantitative increase in the number of employees and their income, but also through a qualitative evolution of the investment in human resource training, as well as in technology and software. So, the demand also extends horizontally by upgrading the consumption habits.

5. How did the companies in FMCG adjust to the new taxes? What did they do wrong? Where did they excel?

The companies in FMCG adjusted quite quickly and in a fair way to the new taxes, with a good communication around the adjustments. The game was to profit from the favorable economic environment generated by the fiscal changes and other positive factors, and this indeed happened. The current price level of food products absorbed almost the entire level of the tax decrease. On top of that, I perceive a smaller focus on price competition and aggressive promotional offers. Anyway, a breath of fresh air was needed and expected in FMCG for many years now, so I mostly see the positive effects of the fiscal changes.

6. In June 2016, the Chamber of Deputies voted, in unanimity, a law imposing a 51% ratio of marketed food products to consist of Romanian products. How do you see the effects of such a legislative change? In this context, how should retailers manage imports, by obeying the law and, at the same time, by not jeopardizing their profits and market share?

As far as I understood correctly from the law complementing the famous 321/2009, it is not exactly mentioned that a 51% ratio of marketed food products need to be Romanian, but to be delivered through the shortest chain directly by the producers. This condition is also supposed to be applied to certain categories of food products. The spirit of the law consists, indeed, in offering higher opportunities for Romanian products to be exposed, which should be seen by retailers as an advantage. I believe it is useful to mention what a recent

market research shows, namely that products/ brands wearing Romanian symbols (flag, national colors, traditional motifs, name...) are sold 5% more than other products with a similar level of price and quality. By consequence, enlarging the assortment of Romanian products will generate more sales and at least, preserve the market share. According to my experience, Romanian products from new suppliers are usually bringing higher profitability versus notoriety brands. Therefore, one potential solution to the necessity of obeying the food law would be to focus the assortment,

merchandising and promotional policies on Romanian products. Moreover, as described above, a partnership retailer – supplier upgraded to the level of Fact Based Selling by sharing information and profit, together with a very efficient internal costs management would represent important contributors to the way of achieving the financial objectives.

7. At the global level, 'category management' is highly valued. In simple terms, this means that a company is managing a product category as a strategic business unit. How has this concept been applied in Romania? Does it work? Are we ready for it?

Category management is definitely one of my favorite topics. Having deep knowledge about it, I consider category management a combination of science, philosophy, art and fashion, at the same time. Category management is applied in Romania and it is of big interest for more and more companies. It is of highest importance to understand that CM should be a mandatory part of the global strategy, focusing the target customer groups according to the company's segmentation criteria. Unfortunately, sometimes CM is confused with a onetime project approach concluded with a planogram. The fact is that CM is a permanent process of analyzing the customers' behavior and applying the appropriate assortment, pricing, merchandising and promotional policies. It requires dedicated teams and a cross functional approach of the process. Despite the permanent efforts and resources involved, it is worth applying CM rigorously, due to the big benefits brought in terms of customer satisfaction and high financial profit. It is strongly demonstrated that retailers save time and own investments if they closely

MY FIRST RECOMMENDATION FOR COMPANIES WOULD BE TO INVEST IN THE DEVELOPMENT OF THE PEOPLE IN ORDER TO GET FULL ENGAGEMENT AND PASSION FOR THE JOBS, AS THE MAIN WAY TO REACH THE OBJECTIVES.



cooperate, during the category management process, with suppliers using those resources and expertise.

8. As an expert with a huge experience in multinational companies, as well as an entrepreneur, what are the best 3 advices for FMCG companies in 2017? What are your best advices for entrepreneurs in 2017?

If I were to use my expertise in order to advise the entrepreneurs and the management of the companies, my first recommendation would be to invest in the

development of the people in order to get full engagement and passion for the jobs, as the main way to reach the objectives. Furthermore, a partnership way of working with the employees could generate an ideal level of performance. Meanwhile, building and implementing a clear and consistent customer centric strategy as an umbrella for the category management' components represents the main challenge which enables SATISFACTION GUARANTEED as Sam Walton (founder of Wal-Mart USA) liked to say.

CASH & CARRY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	METRO CASH & CARRY ROMANIA SRL	2	3.0625	4,494,359,155	63,757,243	4,576	BUCURESTI, SECTOR 3
2	SELGROS CASH & CARRY SRL	1	3.3750	2,934,450,404	55,077,547	3,745	BRASOV, BRASOV

HYPERMARKETS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	KAUFLAND ROMANIA SCS	1	3.2500	9,173,630,241	757,779,612	13,263	BUCURESTI, SECTOR 2
2	CARREFOUR ROMANIA SA	2	3.2500	5,149,498,472	166,370,091	7,985	BUCURESTI, SECTOR 2
3	AUCHAN ROMANIA SA	3	3.0000	4,444,160,904	50,654,365	9,430	BUCURESTI, SECTOR 6
4	ROMANIA HYPERMARCHÉ SA	4	3.0000	1,723,406,919	-38,941,264	4,779	BUCURESTI, SECTOR 3

SUPERMARKETS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MEGA IMAGE SRL	3	3.3125	3,562,917,265	128,286,491	8,077	BUCURESTI, SECTOR 6
2	PROFI ROM FOOD SRL	2	3.3750	2,547,961,743	62,329,519	7,354	TIMISOARA, TIMIS
3	COLUMBUS OPERATIONAL SRL	1	3.4375	1,509,682,771	9,487,106	3,112	BUCURESTI, SECTOR 2
4	ARTIMA SA	4	3.0625	1,024,573,431	7,372,061	2,294	CHIAJNA, ILFOV
5	REAL HYPER MAGAZINE SRL	9	2.0000	249,291,739	-48,803,789	735	BUCURESTI, SECTOR 3
6	ANNABELLA SRL	5	2.3125	197,116,085	8,431,424	665	RAMNICU VALCEA, VALCEA
7	SUCCE NIC COM SRL	10	1.6875	155,279,702	-17,302,678	1,162	TARGU JIU, GORJ
8	KONSTA SPLENDID SRL	6	2.3125	133,452,075	4,086,618	179	MEDIAS, SIBIU
9	ZANFIR SNC	7	2.2500	115,928,917	2,748,621	326	FOCSANI, VRANCEA
10	COLLINI COM SRL	8	2.2500	114,063,897	485,507	335	BOCSA, CARAS-SEVERIN
11	LIDL ROMANIA SCS	-	-	91,242,873	-2,896,099	-	CHIAJNA, ILFOV

ONLINE RETAILERS / E-COMMERCE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DANTE INTERNATIONAL SA	-	-	1,701,021,588	-119,299,377	1,195	VOLUNTARI, ILFOV
2	FASHION DAYS SHOPPING SRL	7	1.9375	221,343,994	-7,584,985	379	VOLUNTARI, ILFOV
3	CORSAR ONLINE SRL	5	2.1875	173,437,682	319,009	103	BUCURESTI, SECTOR 6
4	PC GARAGE SRL	3	2.5000	166,496,008	1,940,693	79	BUCURESTI, SECTOR 3
5	JYSK ROMANIA SRL	4	2.2500	159,996,860	14,188,807	314	BUCURESTI, SECTOR 6
6	PRETURI PENTRU TINE SRL	1	2.6250	152,223,325	9,046,553	859	BUCURESTI, BUCURESTI
7	LYONESS ROMANIA SRL	6	2.0625	112,999,629	176,376	17	BUCURESTI, SECTOR 1
8	F 64 STUDIO SRL	2	2.6250	101,263,462	6,939,356	128	BUCURESTI, SECTOR 5
9	ELEFANT ONLINE SA	9	1.5000	77,512,009	-9,709,468	145	BUCURESTI, SECTOR 1
10	EVOLUTION PREST SYSTEMS SRL	8	1.8750	76,810,711	541,371	-	BUCURESTI, SECTOR 3

BRICOLAGE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DEDEMAN SRL	1	3.5625	4,361,619,720	652,213,527	7,656	BACAU, BACAU
2	PRAKTIKER ROMANIA SRL	3	2.6875	607,832,815	-10,619,402	1,493	VOLUNTARI, ILFOV
3	HORNBACK CENTRALA SRL	2	2.8125	541,811,515	5,577,920	680	DOMNESTI, ILFOV
4	TIGER AMIRA COM SRL	7	1.8750	171,459,858	7,361,181	441	ORADEA, BIHOR
5	ARTSANI COM SRL	6	2.0000	143,255,024	6,228,799	367	PLOIESTI, PRAHOVA
6	OLINT COM SRL	5	2.1875	101,383,696	11,238,738	155	RADAUTI, SUCEAVA
7	ALBERTEMMA SRL	8	1.8750	67,398,496	1,607,049	64	GURA HUMORULUI, SUCEAVA
8	BRIOTHERMXPS SRL	4	2.2500	54,243,279	9,872,383	245	BUCURESTI, SECTOR 4
9	BRICO EXPERT SA	9	1.2500	46,875,834	-789,322	166	BUCURESTI, SECTOR 3
10	LEROY MERLIN BRICOLAJ SRL	-	N/A	N/A	N/A	N/A	BUCURESTI, SECTOR 2

DEPARTMENT & CHAIN STORES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ALTEX ROMANIA SRL	1	3.3125	1,958,418,884	19,376,762	2,539	BUCURESTI, SECTOR 1
2	FLANCO RETAIL SA	3	2.6250	776,240,847	644,316	1,230	VOLUNTARI, ILFOV
3	B & B COLLECTION SRL	2	2.6875	260,638,586	37,101,406	1,042	BUCURESTI, SECTOR 3
4	DM DROGERIE MARKT SRL	10	1.8750	208,036,678	-7,690,112	516	TIMISOARA, TIMIS
5	SEPHORA COSMETICS ROMANIA SA	5	2.3125	162,943,038	13,796,820	258	BUCURESTI, SECTOR 3
6	LC WAIKIKI RETAIL RO SRL	4	2.5625	124,905,605	14,806,967	240	BUCURESTI, BUCURESTI
7	MILLENIUM PRO DESIGN SRL	6	2.2500	121,872,358	11,328,234	237	OTOPENI, ILFOV
8	EURO GSM IMPEX SRL	8	1.9375	99,479,160	5,108,940	26	CLUJ-NAPOCA, CLUJ
9	AGROLAND BUSINESS SYSTEM SRL	12	1.3125	98,449,420	247,802	89	TIMISOARA, TIMIS
10	PARFUMERIE DOUGLAS SRL	7	2.0625	76,746,648	3,373,065	177	BUCURESTI, SECTOR 5
11	VENETIA SRL	11	1.8125	69,555,480	857,597	5	BAIA MARE, MARAMURES
12	VOGUE SRL	9	1.9375	38,228,529	100,628	6	BUCURESTI, BUCURESTI

RETAIL TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPPI SA	4	2.1250	97,240,692	2,383,613	34	TARGOVISTE, DAMBOVITA
2	DCN EU RETAIL SRL	1	2.4375	83,074,902	4,510,274	54	AFUMATI, ILFOV
3	ISTYLE RETAIL SRL	7	1.8750	77,178,492	311,129	34	BUCURESTI, SECTOR 5
4	PARTENER SRL	3	2.1875	68,038,722	2,562,473	123	BACAU, BACAU
5	INFLUENT SRL	5	2.1250	62,681,213	2,141,738	70	NASAUD, BISTRITA-NASAUD
6	ASTON COM SA	2	2.3750	55,433,140	4,854,500	30	BUCURESTI, SECTOR 2
7	COMIND SA	6	2.0000	50,004,835	1,717,538	142	SLOBOZIA, IALOMITA
8	NORDEXIM COFFEE SERVICES SRL	8	1.3750	46,305,018	-3,129,292	274	PLOIESTI, PRAHOVA

GENERAL TRADERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REWE (ROMANIA) SRL	1	3.3750	2,655,940,996	22,950,420	3,472	STEFANESTII DE JOS, ILFOV
2	WORLD COMM TRADING GFZ SRL	6	2.3750	211,261,381	5,005,970	4	GIURGIU, GIURGIU
3	STUDIO MODERNA SRL	11	2.3125	188,385,868	901,421	611	BUCURESTI, SECTOR 6
4	UNITED METAL TRADING CORPORATION SRL	18	2.1250	177,158,572	1,423,473	-	BUCURESTI, BUCURESTI
5	ORLEN ASFALT SP. Z O.O. PLOCK SUCURSALA BUCURESTI	20	2.0000	173,366,603	1,703,693	6	BUCURESTI, BUCURESTI
6	AGRESSIONE GROUP SA	7	2.3750	166,315,732	8,742,596	117	CLUJ-NAPOCA, CLUJ
7	COM PRODALIMENT DISTRIBUTIE SRL	15	2.1875	148,047,070	718,407	50	DROBETA-TURNU SEVERIN, MEHEDINTI
8	YUKO GROUP SRL	23	1.8750	147,029,575	66,807	9	CARCEA, DOLJ
9	GENCO TRADE SRL	19	2.0625	142,750,432	-180,166	334	BUCURESTI, SECTOR 1
10	MARTUR AUTOMOTIVE SEATING AND INTERIORS SRL	24	1.8750	135,261,333	3,969,147	35	VOLUNTARI, ILFOV
11	INTERCEREAL SA	16	2.1875	121,186,477	30,974,525	357	MOVILA, IALOMITA
12	VLG RO SRL	13	2.2500	112,092,638	1,958,486	-	MARTINESTI, CLUJ
13	SIDE GRUP SRL	14	2.2500	111,232,232	2,814,600	136	FELNAC, ARAD
14	UVERTURA COM SRL	2	2.5000	108,874,835	999,863	34	FOCSANI, VRANCEA
15	SCALA ASSISTANCE SRL	3	2.5000	107,082,429	737,332	18	CLUJ-NAPOCA, CLUJ
16	S.T.S. TRADING SRL	12	2.3125	106,571,335	2,604,683	20	BRASOV, BRASOV
17	ADRIDAN SRL	8	2.3750	106,295,065	6,969,883	124	PIATRA NEAMT, NEAMT
18	DYNAMIC SELLING GROUP SRL	9	2.3750	105,783,661	5,553,037	100	GALATI, GALATI
19	UNITED GRAIN CONSULT SRL	4	2.5000	105,601,448	1,219,451	10	BUCURESTI, SECTOR 2
20	GRANDE GLORIA SRL	5	2.5000	101,337,034	1,223,948	-	COSTI, GALATI
21	EAST GRAIN SRL	17	2.1875	98,330,699	2,210,106	10	SATU MARE, SATU MARE
22	SEA ROMANIA SRL	27	1.5625	96,192,605	11,747,272	302	BUCURESTI, SECTOR 5
23	B & B SRL	25	1.8750	95,087,135	1,008,591	165	BANESTI, PRAHOVA
24	DIOGENE DISTRIBUTIE SRL	26	1.8125	94,823,650	936,559	22	ALEXANDRIA, TELEORMAN
25	BRUMAR IMPEX SRL	21	2.0000	93,460,804	1,076,560	16	BRASOV, BRASOV
26	BARTA ATI SRL	22	1.9375	93,159,621	5,247,174	214	SATU MARE, SATU MARE
27	MEDIST IMAGING & P.O.C. SRL	10	2.3750	91,292,187	14,918,376	40	BUCURESTI, BUCURESTI

DISTRIBUTION COMPANIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	INTERBRANDS MARKETING & DISTRIBUTION SRL	1	3.0625	731,367,895	36,159,471	1,829	BUCURESTI, SECTOR 5
2	MACROMEX SRL	11	2.6250	633,478,665	1,600,708	333	BUCURESTI, SECTOR 1
3	LUZAN LOGISTIC SRL	4	2.8125	489,963,111	9,496,584	100	TARGU JIU, GORJ
4	WHITELAND IMPORT EXPORT SRL	8	2.6875	469,634,369	17,979,147	355	BUCURESTI, SECTOR 4
5	LS TRAVEL RETAIL ROMANIA SRL	2	2.8750	410,472,172	20,537,599	144	BUCURESTI, SECTOR 2
6	PUNCTUAL COMIMPEX SRL	7	2.7500	396,866,220	5,340,595	78	CLUJ-NAPOCA, CLUJ
7	MARATHON DISTRIBUTION GROUP SRL	9	2.6875	356,833,751	16,148,623	612	AFUMATI, ILFOV

DISTRIBUTION COMPANIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
8	HEINRIG DISTRIBUTION SRL	3	2.8750	327,835,660	3,871,283	53	BUCURESTI, SECTOR 5
9	SIMBA INVEST SRL	12	2.6250	303,070,317	5,551,646	616	BACAU, BACAU
10	AMIGO & INTERCOST SRL	5	2.8125	290,602,580	11,229,495	620	ODORHEIU SECUIESC, HARGHITA
11	ELGEKA - FERFELIS ROMANIA SA	30	2.0000	241,498,877	736,583	424	BUCURESTI, SECTOR 3
12	CENTRAL MORENI SRL	18	2.3750	235,714,556	3,814,113	183	RAZVAD, DAMBOVITA
13	LICURICI IMPEX SRL	27	2.1875	234,679,256	3,105,680	202	ONESTI, BACAU
14	FRANCISC FRA SRL	23	2.3125	204,456,088	537,066	39	PLOIESTI, PRAHOVA
15	ELAN-TRIO SRL	32	1.9375	204,043,266	-2,554,863	669	ODORHEIU SECUIESC, HARGHITA
16	SAVCOM SRL	14	2.5625	196,660,363	4,809,661	188	SCHEIA, SUCEAVA
17	NITELA IMPEX SRL	19	2.3750	180,377,075	5,227,339	297	CRAIOVA, DOLJ
18	AFI TOTAL DISTRIBUTION SRL	13	2.6250	172,679,505	20,791,821	106	BUCURESTI, BUCURESTI
19	P.P. DISTRIBUTORS - ROMANIA SRL	24	2.3125	168,824,164	5,925,387	66	BUCURESTI, SECTOR 2
20	SHARK GROUP SRL	31	2.0000	159,619,655	308,960	59	BUCURESTI, SECTOR 6
21	FAREL IMPEX SRL	10	2.6875	155,379,862	6,941,136	262	ACATARI, MURES
22	MIRUNA INTERNATIONAL IMPEX SRL	20	2.3750	148,789,664	3,031,328	293	RESITA, CARAS-SEVERIN
23	GRUPUL DE DISTRIBUTIE ETA SRL	21	2.3750	148,243,031	3,779,812	211	BOTOSANI, BOTOSANI
24	DE SILVA EXCLUSIV SRL	25	2.3125	147,190,062	13,757,622	112	BUCURESTI, SECTOR 1
25	PRO SOFT SRL	22	2.3750	140,441,768	7,846,622	219	BRASOV, BRASOV
26	T&O PRODCOM SRL	15	2.5000	137,284,806	4,361,335	142	HUNEDOARA, HUNEDOARA
27	TEMAD CO SRL	16	2.4375	131,143,637	12,630,606	222	CRISTIAN, BRASOV
28	COS 2000 DISTRIBUTION SRL	6	2.8125	126,312,889	8,239,878	51	BRASOV, BRASOV
29	TOPMOD SRL	17	2.4375	124,265,990	919,986	36	CARACAL, OLT
30	TOTAL DISTRIBUTION GROUP ARGES SRL	28	2.1250	122,110,887	815,458	132	PITESTI, ARGES
31	ALMIRA TRADE SRL	26	2.2500	112,441,752	6,246,275	78	TIMISOARA, TIMIS
32	VLASE DISTRIBUTION SRL	33	1.7500	107,719,775	-262,388	147	SLOBOZIA, IALOMITA
33	XIMENA DISTRIBUTIE SRL	29	2.0625	102,051,499	299,605	19	BRAILA, BRAILA

LEADERSHIP

Suntem liderul operatorilor privați pe piața de transport feroviar de marfă din România. Livrăm combustibil, produse și materiale către sute de destinații din toată țara și din statele sud-est europene.

EXCELENȚĂ ÎN OPERARE

Oferim mai mult decât transport feroviar și servicii complete de logistică - livrăm clienților răspunsuri, soluții pentru reducerea costurilor și instrumentele necesare performanței.

SIGURANȚĂ & SECURITATE

Puteți să vă bazați pe noi pentru ca afacerea dumneavoastră să fie în siguranță și profitabilă. Punem pe primul loc siguranța clienților, a partenerilor și a angajaților.

ANGAJAMENT & FLEXIBILITATE

Rămânem fideli promisiunilor noastre. Întotdeauna găsim soluții pentru afacerile complexe ale clienților noștri, suntem orientați către viitor și pregătiți să ne adaptăm situațiilor neprevăzute.

Grup Feroviar Român, compania standard a Grupului Grampet, împreună cu celelalte societăți din cadrul holdingului operează aproximativ 16.500 de vagoane de marfă și combustibili precum și 380 de locomotive, transportând mărfuri și combustibili către sute de destinații din România și Europa, oferind servicii logistice complexe.



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INTERVIEW

IB CARGO, BIG ENOUGH TO HAVE ALL LOGISTICAL SOLUTIONS AND SMALL ENOUGH TO CARE

Catalin Putineanu, Managing Director, IB Cargo

1. How would you characterize the freight market in Romania in 2016? Has the business size met your expectations? Can you make a forecast in terms of growth for 2016 and 2017?

In 2016, we can certainly notice a national uptrend in the whole market. During 1.01-31.07.2016, Romanian exports grew by 2.9% and imports by 5.8%, compared to the similar period in 2015. The transport market always reflects the economical trade because most of the products are imported/ exported, so they are transported. This uptrend is also noticed in IB Cargo's business and in 2016, we estimate ~20% growth. In 2017, our estimation is ~10%.

2. The Romanian fiscal system was subject to a major decrease in taxes. How has the VAT rate decrease affected the size of your business?

The decrease of the VAT rate encouraged the consumption. This is reflected in the increase of logistic demand in the retail area and in the increase of the imports.

3. In simple terms, can you tell us why your clients choose IB Cargo? What differentiates the company from its competitors?

We create customized solutions for freight forwarding, because we believe that personalization is the best way to continuously improve services. Our

WE CREATE CUSTOMIZED SOLUTIONS FOR FREIGHT FORWARDING, BECAUSE WE BELIEVE THAT PERSONALIZATION IS THE BEST WAY TO CONTINUOUSLY IMPROVE SERVICES.



clients are long-term partners, because we never promise more than we can deliver and we believe that a catalyst for growth is the one stop shop approach we offer, reducing the number of suppliers that they must use.

4. What was the impact of technology in international shipments (sea and air) in 2016 and how does IB Cargo use the latest technological developments in order to increase efficiency?

We have to always improve ourselves in order to move ahead of others. Communications systems are the most important ones in our business, because we always have to be updated to the most efficient and

fast ones, as we collaborate with partners worldwide and we have to be proactive in updating our clients.

In the last years, the global trend is that online technicians started to invest in automatic supply chain platforms that aspire to replace 3rd party logistic companies. Such models are still at the beginning, having trust and security issues. In the future, it might be useful for companies with huge volumes, global giants, to use this kind of automation, but for SME companies it will be difficult to migrate to such platforms, because they won't have the same flexibility and high quality service in the same time and full solutions to logistical challenges or integrated door to door solutions.



5. Which sector has the biggest dynamics (maritime, road, air) in 2016? What is the forecasted share of each sector in 2016?

In 2016, we recorded the biggest dynamics in airfreight and domestic trucking. Also, we noticed an increased demand for premium urgent services and integrated solutions to our clients' logistical situations.

The forecasted share by sector in IB Cargo's business in 2016 is:

- ▶ Airfreight 30%
- ▶ LCL (sea freight groupage) 23%
- ▶ FCL (sea freight full containers) 13%
- ▶ Domestic Trucking 24%
- ▶ International Trucking 10%

6. Do you think it's possible for the 'Uber phenomenon' to also take place in the international transports sector? What are the pros and what are the cons?

Uber started to test, since 2015, Uber Cargo in Hong Kong. It's not freight forwarding, it just means assigning a driver and a vehicle to a client, without any additional services. Visibility in real time started to become more required by clients and apps like Uber can do this perfectly, together with the electronic submission of data. But it's far from being able to include in the Uber model the flexibility and consultancy that clients often need for various situations, additional services (buyer's consolidation, groupage, warehousing,

insurance etc.), proactive information (peak season announcements etc.), like a classical freight forwarder is able to do.

7. Do you have any fears that BREXIT might shrink the international demand for cargo services? Do you see any direct effect for the Romanian market?

After Brexit, automotive producers are considering moving the management positions from London to Eastern Europe, in Hungary, Romania, Bulgaria. Renault, Daimler, Audi, Jaguar already announced new operations in Eastern Europe. In Romania, the automotive industry is leader, including in IB Cargo's operations, so maybe we will face a growth in the future with the automotive segment.

8. Do you foresee any mergers and acquisitions on your market in 2017?

This happens often at high multinational freight forwarder level and also at small level companies. We are in the middle league, where there is more stability. We overpass the multinational global spread having strong partnerships with the best forwarders in each commercial destination, so we make sure the clients receive the best services anywhere in the world. We are big enough to have solutions to any logistical challenge and small enough to care, to be flexible and a reliable partner for each of our clients.



OUR CLIENTS ARE LONG-TERM PARTNERS, BECAUSE WE NEVER PROMISE MORE THAN WE CAN DELIVER AND WE BELIEVE THAT A CATALYST FOR GROWTH IS THE ONE STOP SHOP APPROACH WE OFFER.

AIR TRANSPORT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA DE TRANSPORTURI AERIENE ROMANE TAROM SA	2	2.9375	1,136,739,193	-27,426,980	1,880	OTOPENI, ILFOV
2	BLUE AIR - AIRLINE MANAGEMENT SOLUTIONS SRL	1	3.0625	902,307,103	36,370,356	585	BUCURESTI, SECTOR 1
3	CHC GLOBAL OPERATIONS INTERNATIONAL ULC. RICHMOND SUCURSALA BUCURESTI	5	1.8750	57,964,390	-861,398	-	BUCURESTI, BUCURESTI
4	BOMBARDIER TRANSPORTATION SHARED SERVICES ROMANIA SRL	3	2.0000	49,464,124	4,130,233	482	CLUJ-NAPOCA, CLUJ
5	TOYO AVIATION SRL	8	1.2500	48,223,721	-4,067,874	19	BUCURESTI, BUCURESTI
6	REGIONAL AIR SERVICES SRL	7	1.5000	48,103,879	2,405,630	114	TUZLA, CONSTANTA
7	AIR BUCHAREST TRANSPORT AERIAN SRL	6	1.6875	34,753,202	73,483	40	BUCURESTI, SECTOR 1
8	ION TIRIAC AIR SRL	9	1.2500	27,255,042	-12,865,956	26	OTOPENI, ILFOV
9	REGIONAL AIR SUPORT SRL	4	1.9375	21,509,780	3,026,350	20	BUCURESTI, SECTOR 1

RAIL

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SOCIETATEA NATIONALA DE TRANSPORT FERROVIAR DE CALATORI - CFR - CALATORI SA	2	2.9375	1,908,483,206	31,747,854	12,514	BUCURESTI, SECTOR 1
2	COMPANIA NATIONALA DE CAI FERATE "CFR" SA	1	3.1250	1,063,594,383	177,270,060	21,695	BUCURESTI, SECTOR 1
3	SOCIETATEA NATIONALA DE TRANSPORT FERROVIAR DE MARFA "CFR - MARFA" SA	4	2.4375	775,939,261	-159,193,958	6,324	BUCURESTI, SECTOR 1

4	GRUP FERROVIAR ROMAN	RANKING BY MCR SCORING: 3				BUCURESTI, SECTOR 1	
		MCR SCORING: 2.6250				www.gfr.ro	
	GRUP FERROVIAR ROMAN	ANNUAL TURNOVER 2015 (RON): 731,347,707			Sorin Chinde		
		PROFIT/LOSS 2015 (RON): 6,080,458			General Manager		
		NO. OF EMPLOYEES 2015: 2,613					
5	METROREX SA	5	2.3750	537,776,671	0	4,072	BUCURESTI, SECTOR 1
6	UNICOM TRANZIT SA	6	2.3750	260,892,809	12,220,610	902	VOLUNTARI, ILFOV
7	TRANSFEROVIAR GRUP SA	8	1.9375	209,945,219	6,224,449	661	CLUJ-NAPOCA, CLUJ
8	DEUTSCHE BAHN CARGO ROMANIA SRL	11	1.6875	178,834,459	3,774,047	520	BUCURESTI, SECTOR 3
9	REGIOTRANS SRL	9	1.9375	171,859,721	-1,022,670	787	BRASOV, BRASOV
10	TIM RAIL CARGO SRL	14	1.3750	92,173,059	-765,696	72	DUMBRAVITA, TIMIS
11	TRANSFEROVIAR CALATORI SRL	12	1.5625	92,161,214	871,216	243	CLUJ-NAPOCA, CLUJ
12	TRANSFER INTERNATIONAL SPEDITION SRL	10	1.8125	67,804,815	2,463,590	40	BUCURESTI, SECTOR 2
13	VEST TRANS RAIL SRL	7	2.3750	60,575,055	4,969,240	163	PLOIESTI, PRAHOVA
14	SERVTRANS INVEST SA	13	1.5000	58,178,168	74,962	116	BUCURESTI, SECTOR 1
15	RC-CF TRANS SRL	15	1.3125	51,328,889	-4,216,693	1,223	BRASOV, BRASOV
16	SOFRANS SRL	16	1.1875	47,231,742	2,680,362	68	CRAIOVA, DOLJ

ROAD

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REGIA AUTONOMA DE TRANSPORT BUCURESTI RA	5	2.5625	675,804,739	8,268,699	10,274	BUCURESTI, SECTOR 1
2	AQUILA PART PROD COM SRL	2	2.8125	673,694,129	7,255,172	1,989	PLOIESTI, PRAHOVA
3	CARRION EXPEDITION SRL	3	2.7500	550,162,900	29,239,715	1,694	CLUJ-NAPOCA, CLUJ
4	XPO TRANSPORT SOLUTIONS ROMANIA SRL	20	2.1250	315,023,477	-21,230,790	790	ARAD, ARAD
5	TRANSMEC RO SRL	6	2.4375	289,248,962	6,267,252	446	BORS, BIHOR
6	DUVENBECK LOGISTIK SRL	1	2.9375	275,080,189	16,733,624	714	CRISTIAN, BRASOV
7	TOTAL N S A SRL	15	2.1875	235,631,052	10,423,154	397	SALISTE, SIBIU
8	ATLASSIB SRL	31	1.8750	197,943,968	17,643,366	1,134	SIBIU, SIBIU
9	INTERNATIONAL LAZAR COMPANY SRL	35	1.8125	187,680,705	27,399,187	439	BASCOV, ARGES
10	HARTL CARRIER SRL	4	2.6250	176,354,220	8,252,503	47	TIMISOARA, TIMIS
11	DUNCA EXPEDITII SA	16	2.1875	167,962,623	5,283,603	597	DUMBRAVITA, TIMIS
12	INTERNATIONAL ALEXANDER SRL	29	1.9375	167,580,128	6,637,638	537	ARAD, ARAD
13	ARCESE TRANSPORT SRL	32	1.8750	163,005,422	2,188,446	390	CLUJ-NAPOCA, CLUJ
14	DUMAGAS TRANSPORT SA	38	1.6250	162,322,715	282,958	468	PODARI, DOLJ
15	SKIPTRANS SRL	10	2.3750	155,007,256	20,194,759	387	CLUJ-NAPOCA, CLUJ
16	BALADEI THIRDWAY TRANSPORT SRL	17	2.1875	150,383,344	1,459,819	440	CLUJ-NAPOCA, CLUJ
17	DIANTHUS COMPANY SRL	7	2.4375	148,896,387	32,019,458	313	BRADU, ARGES
18	RAVITEX SRL	21	2.1250	148,494,535	10,174,181	430	ORADEA, BIHOR
19	HOEDLMAYR-LAZAR ROMANIA SRL	22	2.1250	146,150,870	1,032,059	161	BASCOV, ARGES
20	TIR EXPRESS SRL	36	1.8125	133,042,821	513,291	194	TIMISOARA, TIMIS
21	H ESSERS SRL	8	2.4375	126,749,181	1,440,871	502	ORADEA, BIHOR
22	VOS LOGISTICS ROMANIA SRL	23	2.0625	125,144,132	-324,680	252	CLUJ-NAPOCA, CLUJ
23	J.T. GRUP OIL SRL	9	2.4375	124,649,682	6,130,805	41	NAVODARI, CONSTANTA
24	LAGERMAX AUTOTRANSPORT SRL	18	2.1875	118,831,138	4,570,172	262	CURTICI, ARAD
25	QUEHENBERGER LOGISTICS ROU SRL	26	2.0000	117,133,025	-3,261,904	485	PITESTI, ARGES
26	LOGISTIC E VAN WIJK SRL	12	2.3125	116,394,586	13,313,181	326	SANNICOARA, CLUJ
27	COMPANIA DE TRANSPORT PUBLIC CLUJ NAPOCA SA	33	1.8750	116,392,700	1,091,604	1,471	CLUJ-NAPOCA, CLUJ
28	COM DIVERS AUTO RO SA	24	2.0625	115,121,386	2,767,407	358	BASCOV, ARGES
29	FARTUD SRL	13	2.3125	110,475,831	21,693,348	255	ORTISOARA, TIMIS
30	ORIENT SRL	11	2.3750	109,002,391	4,070,830	72	RADAUTI, SUCEAVA
31	CALBERSON ROMANIA SA	19	2.1875	103,236,382	530,657	293	JOITA, GIURGIU
32	TRANSPECO LOGISTICS & DISTRIBUTION SA	14	2.2500	100,000,431	39,924,745	357	BUCURESTI, SECTOR 1
33	VECTRA INTERNATIONAL SRL	30	1.9375	99,742,880	11,094,021	243	BRASOV, BRASOV
34	FILIP SRL	37	1.6875	95,897,620	5,463,085	272	ARAD, ARAD
35	ROMSTYL IMPEX SRL	34	1.8750	92,311,677	11,370,598	316	TARGOVISTE, DAMBOVITA
36	TOURING EUROPABUS ROMANIA SRL	27	2.0000	90,501,794	4,401,822	310	BUCURESTI, SECTOR 1
37	GARTNER EUROTRANS ROMANIA SRL	40	1.5625	89,582,151	-2,836,678	362	SANANDREI, TIMIS
38	VLASE INTERNATIONAL SRL	39	1.6250	87,366,227	957,343	-	GHEORGHE LAZAR, IALOMITA
39	GBT LOGISTIC SRL	25	2.0625	85,488,684	286,367	602	CLUJ-NAPOCA, CLUJ
40	TERRAVIA SRL	28	2.0000	85,416,215	8,219,140	205	SANNICOLAU MARE, TIMIS

SHIPPING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA DE NAVIGATIE FLUVIALA ROMANA NAVROM SA	6	2.0000	240,849,409	4,664,241	614	GALATI, GALATI
2	MSC ROMANIA SHIPPING SRL	4	2.3125	228,081,288	16,693,115	52	BUCURESTI, SECTOR 1
3	HORNBECK OFFSHORE OPERATORS, LLC WILMINGTON SUCURSALA BUCURESTI	7	2.0000	129,777,806	6,749,700	-	BUCURESTI, BUCURESTI
4	ROMAR SHIPPING AGENCY SRL	3	2.3750	118,527,254	7,227,236	41	CONSTANTA, CONSTANTA
5	CHINA SHIPPING (ROMANIA) AGENCY CO. LTD SRL	1	2.6250	108,896,818	11,103,637	38	BUCURESTI, SECTOR 4
6	NORTH STAR SHIPPING SRL	9	1.8750	98,807,529	28,007,073	139	CONSTANTA, CONSTANTA
7	TEAM LOGISTIC SPECIALISTS SRL	5	2.1250	82,200,000	16,321,469	34	BUCURESTI, SECTOR 3
8	GAZPROMNEFT MARINE BUNKER BALKAN SA	10	1.5625	70,358,330	-1,415,318	35	CONSTANTA, CONSTANTA
9	REGIA AUTONOMA ADMINISTRATIA FLUVIALA A DUNARII DE JOS GALATI RA	11	1.5000	63,932,590	151,053	622	GALATI, GALATI
10	MOORHOUSE LOGISTICS LTD SRL	8	2.0000	63,105,285	3,884,462	15	BUCURESTI, SECTOR 3
11	RIVER BROKERAGE SRL	2	2.5000	53,996,601	6,352,907	9	CONSTANTA, CONSTANTA

AIRCRAFTS & PARTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AEROSTAR SA	1	2.8125	329,763,579	59,554,128	1,659	BACAU, BACAU
2	PREMIUM AEROTEC SRL	2	2.2500	239,531,325	81,091,393	720	GHIMBAV, BRASOV
3	UNISON ENGINE COMPONENTS - BUCHAREST SA	3	2.1875	172,005,896	34,218,768	122	BUCURESTI, SECTOR 6
4	IAR SA	6	2.0000	130,892,204	17,435,124	314	GHIMBAV, BRASOV
5	AIRBUS HELICOPTERS ROMANIA SA	7	1.8125	87,047,284	9,453,091	160	GHIMBAV, BRASOV
6	TURBOMECANICA SA	9	1.5000	69,141,032	3,403,905	404	BUCURESTI, SECTOR 6
7	ROMAERO SA	-	-	53,805,852	-	863	BUCURESTI, SECTOR 1
8	AVIOANE CRAIOVA SA	13	1.2500	26,531,409	-13,409,030	306	GHERCESTI, DOLJ
9	AERONAMIC EASTERN EUROPE SRL	11	1.3750	16,424,329	-2,458,495	46	SIBIU, SIBIU
10	WINGSROM FLYING QUALITY PRODUCTS SRL	12	1.3750	13,678,083	307,979	75	NEGOIESTI, PRAHOVA
11	AERNNOVA EUROPEAN COMPONENTS SRL	10	1.4375	13,461,326	-5,096,067	48	BRASOV, BRASOV
12	AEROFINA SA	4	2.0625	9,551,826	2,679,601	51	BUCURESTI, SECTOR 2
13	DEDALUS TECH SRL	5	2.0625	9,217,328	2,802,129	34	BUCURESTI, SECTOR 3
14	LUFTHANSA TECHNIK BUDAPEST KFT. BUDAPESTA -SUCURSALA OTOPENI	8	1.6875	6,447,460	388,609	-	OTOPENI, ILFOV

RAILWAY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ASTRA RAIL INDUSTRIES SRL	1	3.0625	609,850,538	65,928,059	2,452	ARAD, ARAD
2	ALSTOM TRANSPORT SA	3	2.4375	370,204,581	43,032,318	505	BUCURESTI, SECTOR 6
3	VOESTALPINE VAE APCAROM SA	2	2.5625	143,046,201	18,906,506	262	BUZAU, BUZAU
4	ASTRA VAGOANE CALATORI SA	4	1.6250	96,148,526	2,291,556	647	ARAD, ARAD
5	SOFTRONIC SRL	6	1.5000	58,198,368	456,837	175	CRAIOVA, DOLJ

RAILWAY

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
6	REVA SA	5	1.6250	47,582,355	1,638,836	517	SIMERIA, HUNEDOARA
7	ELECTROPUTERE VFU PASCANI SA	8	1.3125	47,436,403	234,648	690	PASCANI, IASI
8	ATELIERELE CFR GRIVITA SA	7	1.5000	33,050,083	-2,900,248	419	BUCURESTI, SECTOR 1

SHIPS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DAEWOO-MANGALIA HEAVY INDUSTRIES SA	1	2.8125	2,016,401,898	-515,130,154	2,585	MANGALIA, CONSTANTA
2	VARD TULCEA SA	2	2.5000	808,685,789	-23,061,991	3,339	TULCEA, TULCEA
3	SANTIERUL NAVAL DAMEN GALATI SA	6	2.2500	469,964,142	28,078,525	2,511	GALATI, GALATI
4	VARD BRAILA SA	3	2.3750	250,660,488	1,125,964	1,680	BRAILA, BRAILA
5	SANTIERUL NAVAL CONSTANTA SA	5	2.3125	226,783,987	29,094,981	1,036	CONSTANTA, CONSTANTA
6	BATONAVAL SRL	9	1.6250	82,213,131	-33,561	2	SATU MARE, SATU MARE
7	UTILNAVOREP SA	4	2.3750	74,036,950	20,550,664	232	CONSTANTA, CONSTANTA
8	GRUP SERVICII PETROLIERE SHIPYARD SRL	-	-	70,195,321	-	148	CONSTANTA, CONSTANTA
9	VARD ELECTRO TULCEA SRL	10	1.6250	64,434,513	1,624,665	278	TULCEA, TULCEA
10	SHIPYARD ATG GIURGIU SRL	7	2.0000	47,292,612	16,592,365	376	GIURGIU, GIURGIU
11	SEVERNAV SA	8	1.7500	45,965,169	1,949,416	382	DROBETA-TURNU SEVERIN, MEHEDINTI

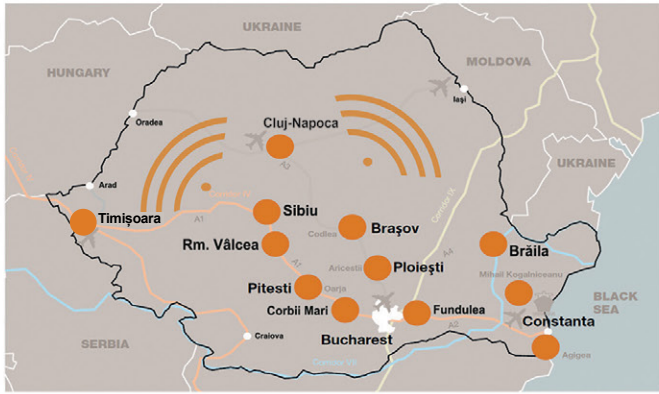
MOTORCYCLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MOTOBOOM SRL	1	1.9375	14,561,107	380,339	7	SEBES, ALBA
2	MOTODYNAMICS SRL	3	1.8125	13,082,902	325,256	8	OTOPENI, ILFOV
3	AUTHENTIC SPIRIT SRL	2	1.8750	12,155,687	423,026	14	FLORESTI, CLUJ

BICYCLES & CARRIAGES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EUROSPORT DHS SA	1	2.6875	259,444,450	10,409,257	296	DEVA, HUNEDOARA
2	MECHROM INDUSTRY SRL	2	2.2500	226,773,007	4,972,126	574	MARACINENI, ARGES
3	MADIROM PROD SRL	4	2.0000	196,776,994	782,829	33	TIMISOARA, TIMIS
4	HAWLE H SRL	5	1.9375	24,399,004	6,780,107	108	BILED, TIMIS
5	NEXTCITY SA	11	1.7500	23,756,416	1,885,990	237	RESITA, CARAS-SEVERIN
6	IFMA SA	8	1.8125	23,038,937	221,315	160	MOGOSOIA, ILFOV
7	ASCENSORUL SA	9	1.8125	15,141,149	79,666	177	BUCURESTI, SECTOR 4
8	EL-CAR SRL	7	1.8750	14,999,426	495,847	44	BISTRITA, BISTRITA-NASAUD
9	ASCENSORUL ROMSERVICE COMPANY SA	10	1.8125	13,616,152	469,491	249	BUCURESTI, SECTOR 3

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- Landscape finished office blocks (with top cooling)
- Car parking space
- Columngrid 22.80 m x 12.00 m
- Centrally secured site (wired fence and 24 h operated gatehouse)

BICYCLES & CARRIAGES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
10	CERURIM SRL	3	2.1875	11,072,529	2,096,719	32	DEVA, HUNEDOARA
11	ROMVERIS TOP SRL	6	1.9375	10,625,664	1,320,316	72	BUCURESTI, SECTOR 6

WAREHOUSES & STORAGE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CONSTANTA SOUTH CONTAINER TERMINAL SRL	4	2.1250	182,683,506	79,115,872	450	CONSTANTA, CONSTANTA
2	UNITED SHIPPING AGENCY SRL	-	-	90,512,814	23,467,514	292	CONSTANTA, CONSTANTA
3	MIDIA MARINE TERMINAL SRL	14	1.5625	76,598,280	20,304,446	195	NAVODARI, CONSTANTA
4	COMVEX SA	13	1.6875	63,664,469	8,988,263	203	CONSTANTA, CONSTANTA
5	COMCEREAL SA	10	1.8750	61,284,797	2,163,456	57	TULCEA, TULCEA
6	DELTA NAV SA	2	2.2500	44,214,792	12,382,384	84	TULCEA, TULCEA
7	GRANSILOZ SRL	7	2.0000	36,373,130	4,245,788	44	LITA, TELEORMAN
8	JOSI LOGISTIC SRL	1	2.3750	25,252,721	1,225,906	42	PANTELIMON, ILFOV
9	VIXON GAS SRL	15	1.5625	24,830,352	-868,033	8	BUCURESTI, SECTOR 4
10	H. ESSERS LOGISTICS SRL	9	1.9375	21,922,231	352,719	115	ORADEA, BIHOR
11	FISH TRANS LOGISTIC SRL	11	1.8125	18,303,466	211,415	29	BRAGADIRU, ILFOV
12	BIOVET DISTRIBUTION SRL	3	2.2500	16,111,350	2,074,907	18	BUCURESTI, BUCURESTI
13	LOGISTIC B.M.P.S. SRL	12	1.8125	14,079,618	16,912	143	BAIA MARE, MARAMURES
14	NORDIC LOGISTIC SRL	5	2.1250	12,868,103	1,517,714	105	JOITA, GIURGIU
15	NIVA PRODCOM SRL	6	2.0625	12,816,880	5,460,210	49	CONSTANTA, CONSTANTA
16	ILS SRL KAJETANY-POLONIA SUCURSALA CODLEA	17	1.3125	12,362,259	-5,596,239	-	CODLEA, BRASOV
17	HAJDU ROMGAB EXIM SRL	8	2.0000	11,279,269	222,636	9	BIHARIA, BIHOR
18	HOPI RO LOGISTICS SRL	16	1.4375	10,100,574	174,248	124	TIMISOARA, TIMIS

LOGISTICS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HAVI LOGISTICS SRL	1	3.1875	616,195,707	4,905,354	249	BUCURESTI, SECTOR 1
2	TIBBETT LOGISTICS SRL	6	1.9375	106,170,049	6,500,352	663	CHIAJNA, ILFOV
3	DHL LOGISTICS SRL	3	2.1875	97,824,689	8,723,366	57	BUCURESTI, SECTOR 1
4	KARL HEINZ DIETRICH INTERNATIONAL EXPED SRL	12	1.6250	82,134,411	2,847,399	594	OTOPENI, ILFOV
5	TRAMECO SA	10	1.7500	80,150,351	675,275	93	ORADEA, BIHOR
6	STEP ONE SPEDITION SRL	8	1.8125	67,869,273	4,821,851	203	OLTENITA, CALARASI
7	EUROPEAN LOGISTICS SRL	13	1.6250	64,598,073	6,387,072	166	BASCOV, ARGES
8	OTZ CENTRAL SRL	14	1.5000	63,585,535	229,777	30	CHIAJNA, ILFOV
9	EXPEDITORS INTERNATIONAL ROMANIA SRL	5	2.0000	61,832,598	8,055,612	48	OTOPENI, ILFOV
10	TIBBETT RETAIL SERVICES SRL	4	2.1250	56,928,376	7,729,554	325	CHIAJNA, ILFOV

LOGISTICS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
11	XPO SUPPLY CHAIN FRIGO ROMANIA SRL	-	-	53,815,724	-	192	BUCURESTI, BUCURESTI
12	INTERNATIONAL BUSINESS TRANSPORT SA	9	1.8125	50,591,126	69,952	101	BUCURESTI, SECTOR 6
13	WHITELAND LOGISTICS SRL	11	1.7500	50,209,317	237,354	318	BUCURESTI, SECTOR 4
14	DACHSER ROMANIA SRL	2	2.2500	49,702,750	2,791,368	78	BUCURESTI, SECTOR 6
15	GRUP SERVICII PETROLIERE LOGISTIC SRL	7	1.9375	40,925,914	11,783,876	126	NAVODARI, CONSTANTA

POSTAL & COURIER SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA POSTA ROMANA SA	1	2.6875	1,078,670,898	-29,405,378	24,814	BUCURESTI, SECTOR 2
2	FAN COURIER EXPRESS SRL	3	2.5000	399,323,193	88,846,259	1,723	STEFANESTII DE JOS, ILFOV
3	URGENT CARGUS SA	5	2.3750	311,920,096	16,994,098	1,205	MAGURELE, ILFOV
4	DHL INTERNATIONAL ROMANIA SRL	4	2.5000	244,042,905	7,055,316	422	BUCURESTI, SECTOR 1
5	TNT ROMANIA SRL	6	2.3750	193,893,936	11,596,250	320	BUCURESTI, SECTOR 1
6	UPS ROMANIA SRL	7	2.3125	158,965,096	2,207,220	-	BUCURESTI, SECTOR 1
7	NEMO PROD COM IMPEX SRL	2	2.5625	109,812,815	13,044,944	325	MAGURELE, ILFOV
8	DYNAMIC PARCEL DISTRIBUTION SA	11	1.6250	94,827,397	867,623	271	MOGOSOAIA, ILFOV
9	GLS GENERAL LOGISTICS SYSTEMS ROMANIA SRL	8	1.8125	55,899,977	11,138,603	82	SIBIU, SIBIU
10	TOTAL POST MAIL SERVICES SRL	12	1.5625	37,123,438	-1,572,144	1,114	BUCURESTI, SECTOR 2
11	POSTA ATASSIB CURIER RAPID SRL	9	1.7500	34,738,165	488,715	615	SIBIU, SIBIU
12	POSTMASTER SRL	10	1.6875	34,009,243	-1,830,133	755	BUCURESTI, BUCURESTI

AIRPORTS & AIRPORT SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ADMINISTRATIA ROMANA A SERVICIILOR DE TRAFIC AERIAN ROMATSA RA	2	2.7500	837,472,524	8,718,923	1,518	BUCURESTI, SECTOR 1
2	COMPANIA NATIONALA "AEROPORTURI BUCURESTI" SA	1	2.8125	729,928,160	214,129,332	1,271	OTOPENI, ILFOV
3	GLOBE GROUND ROMANIA SRL	6	1.8125	68,835,739	13,850,230	753	OTOPENI, ILFOV
4	AUTORITATEA AERONAUTICA CIVILA ROMANA RA	8	1.6250	49,753,392	1,458,441	222	BUCURESTI, SECTOR 1
5	AEROPORTUL INTERNATIONAL AVRAM IANCU CLUJ RA	10	1.3750	42,581,198	1,043,006	228	CLUJ-NAPOCA, CLUJ
6	MENZIES AVIATION (ROMANIA) SA	3	2.1250	35,006,248	3,598,763	287	OTOPENI, ILFOV
7	SOCIETATEA NATIONALA "AEROPORTUL INTERNATIONAL TIMISOARA-TRAIAN VUIA" SA	11	1.3750	30,555,375	809,907	232	GHIRODA, TIMIS
8	ROMANIAN AIRPORT SERVICES SA	7	1.6875	25,392,682	776,111	190	BUCURESTI, SECTOR 1
9	SOCIETATEA NATIONALA "AEROPORTUL INTERNATIONAL MIHAIL KOGALNICEANU-CONSTANTA" SA	12	1.3750	22,057,748	0	268	MIHAIL KOGALNICEANU, CONSTANTA
10	AEROKRAFT CONSULT SRL	5	2.0000	17,155,302	3,396,215	170	BUCURESTI, BUCURESTI

AIRPORTS & AIRPORT SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
11	OMV PETROM AVIATION SA	9	1.5000	15,610,582	43,117	62	OTOPENI, ILFOV
12	AEROPORTUL INTERNATIONAL SIBIU RA	13	1.2500	12,633,519	102,025	150	SIBIU, SIBIU
13	AEROPORTUL INTERNATIONAL "GEORGE ENESCU" BACAU RA	4	2.0625	10,896,536	3,327,472	72	BACAU, BACAU

FREIGHT FORWARDERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	SCHENKER LOGISTICS ROMANIA SA	5	2.5000	463,133,299	19,977,255	1,079	BUCURESTI, SECTOR 5
2	TTS (TRANSPORT TRADE SERVICES) SA	3	2.6250	322,410,287	19,291,365	70	BUCURESTI, SECTOR 2
3	GEFCO ROMANIA SRL	1	2.9375	285,171,988	10,750,873	92	BUCURESTI, SECTOR 2
4	E-P RAIL SRL	2	2.8750	257,201,639	4,353,175	8	BUCURESTI, BUCURESTI
5	GEBRUDER WEISS SRL	11	2.2500	213,320,453	10,931,674	490	BOLINTIN-DEAL, GIURGIU
6	HARTL CONNECT TRANSPORT GMBH AUSTRIA SUCURSALA TIMISOARA	4	2.5625	210,343,862	6,644,458	51	TIMISOARA, TIMIS
7	KUEHNE + NAGEL SRL	7	2.3125	201,260,001	4,035,403	235	JOITA, GIURGIU

8 DSV SOLUTIONS SRL



RANKING BY MCR SCORING: 6
MCR SCORING: 2.5000
ANNUAL TURNOVER 2015 (RON): 197,877,071
PROFIT/ LOSS 2015 (RON): 7,551,772
NO. OF EMPLOYEES 2015: 346



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Managing Director

9	ROFERSPED SA	8	2.3125	179,942,982	4,149,841	36	BUCURESTI, SECTOR 1
10	GOPET ROMANIA SRL	19	2.0000	173,016,317	-573,806	82	BUCURESTI, SECTOR 5
11	ROMFRACHT SRL	12	2.2500	119,965,698	3,793,912	97	CERNICA, ILFOV
12	KLG EUROPE LOGISTICS SRL	9	2.3125	112,021,793	5,585,352	339	BOLINTIN-DEAL, GIURGIU
13	FM ROMANIA SRL	13	2.1875	107,287,281	2,730,246	433	DUDESTII NOI, TIMIS
14	CARGO-PARTNER EXPEDITII SRL	14	2.1875	99,063,743	3,876,853	141	BUCURESTI, SECTOR 1
15	EURO FLEET TRANSPORTS SRL	-	-	96,086,986	12,896,748	186	GILAU, CLUJ
16	GRAMPET SA	28	1.5625	86,756,422	910,362	95	BUCURESTI, SECTOR 2

17 I.B. CARGO SRL



RANKING BY MCR SCORING: 15
MCR SCORING: 2.1875
ANNUAL TURNOVER 2015 (RON): 86,097,221
PROFIT/ LOSS 2015 (RON): 5,359,596
NO. OF EMPLOYEES 2015: 55



Voluntari, Ilfov
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Managing Partner

18	RHENUS LOGISTICS SRL	20	2.0000	74,995,555	1,501,080	66	BUCURESTI, SECTOR 1
19	STALKER MEDIA SRL	18	2.0625	73,616,909	681,688	12	TARGOVISTE, DAMBOVITA
20	DELAMODE ROMANIA SRL	21	2.0000	73,305,725	1,542,858	142	BUCURESTI, SECTOR 6
21	ARIMEX SRL	10	2.3125	69,966,528	3,254,801	34	BUCURESTI, SECTOR 4
22	ROM RAIL TRANSPORT SRL	16	2.1875	67,462,476	3,841,475	-	BUCURESTI, SECTOR 1
23	M&M MILITZER & MUNCH ROMANIA SRL	17	2.1250	62,362,638	2,001,170	39	BUCURESTI, SECTOR 6
24	AGUAVIVA SRL	27	1.6250	60,184,075	5,988,979	227	BECLEAN, BISTRITA-NASAUD

FREIGHT FORWARDERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
25	VADECO SRL	22	1.8750	58,526,057	1,028,895	12	CONSTANTA, CONSTANTA
26	ROMEXPED GROUP SRL	23	1.8750	56,126,593	5,342,384	23	BUCURESTI, SECTOR 5
27	CARGO TRANS VAGON SA	29	1.3125	51,973,870	-961,764	150	BUCURESTI, SECTOR 2
28	PANALPINA ROMANIA SRL	26	1.7500	51,674,357	586,079	31	BUCURESTI, SECTOR 1
29	ARIES LOGISTICS SRL	24	1.8750	47,927,482	3,208,474	13	CONSTANTA, CONSTANTA
30	EKOL INTERNATIONAL LOGISTICS SRL	25	1.8125	47,913,542	2,925,681	172	JOITA, GIURGIU

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INTERVIEW

CONSTANTA PORT, STEADY EVOLUTION WITH A TENDENCY OF INCREASE

Nicolae Dan Tivilichi, CEO, Constanta Port Administration

1. How was 2016 for Constanta Port Administration in terms of business development and compared to your expectations?

The total traffic of freight registered through the Romanian maritime ports was of 49.1 million tonnes in the first 10 months of 2016, as compared to 47.8 million tonnes during the same period of 2015, an increase of 2.7%.

The maritime traffic registered 38.16 million tonnes (36.92 million tonnes on October 31, 2015) and the river traffic reached 10.94 million tonnes (compared to 10.89 million tonnes on October 31, 2015).

From the total traffic, 17.7 million tonnes are exported goods, 15.7 million tonnes imported goods, 10.9 million tonnes are transited goods and 4.7 million tonnes cabotage.

The Port of Constanta has gained the 'hub' position for grains in the Black Sea basin, given the spectacular evolutions in this field as a result of investments in new storage capacities made by the companies in the field.

2. As maritime shipping constitutes just one segment of the transport chain, internationally, how is this segment developed in Romania compared to the railway shipping and terrestrial shipping?

Having in view the special geographical location and the natural parameters of this port, there are obvious premises that Constanta should be ranked among the major ports of Europe. Still, such position implies to define a corresponding strategy, to rethink the structure of the Port of Constanta and its technological upgrading.

Also, the role of the Port of Constanta on the South-

Eastern and Central European market is closely related to the development of the intermodal transport infrastructure on the national level, in close connection with the European one.

To maximize the Port of Constanta's potential, investments in road and rail infrastructure are required, thus enabling it to play its role as the gateway to the Black Sea for the Central and Eastern European countries.

Therefore, we underline the importance of the fact that all transport modes should be efficiently interconnected, which will, for sure, be positively reflected on the cargo traffic operated in the Port of Constanta.

To a great extent, the maritime traffic of Romania depends on the existence and quality of the terrestrial transport infrastructure as well.

From our viewpoint, all specialized terminals in the Port of Constanta are connected with the technological roads that are, in their turn, connected with the national roads and the Motorway of the Sun.

3. Romania is heading towards a record economic growth by the end of 2016 (around 5% of GDP). According to the latest data, in terms of volume, what can you tell us about the dynamics of the merchandise passing through Constanta Port in 2016?

The quantity of cargo operated in containers in the port of Constanta has increased during the analysed period by 4.66%, from 5.68 million tonnes (on October 31, 2015) to 5.95 million tonnes (on October 31, 2016). This corresponds to a number of 607,329 TEU (+6.51%), respectively 570,192 TEU in the first ten months of 2015.

The container traffic registered, in 2015, 6.84 million tonnes, respectively 689,012 TEU, as compared to 2014

**THE PORT OF
CONSTANTA HAS
GAINED THE 'HUB'
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GRAINS IN THE
BLACK SEA BASIN.**



when there were registered 6.77 million tonnes, respectively 668,349 TEU. In quantitative terms, the increase is of 1.04%, and regarding the number of TEUs, the increase is of 3.09%.

Beside the evolution of grain traffic, we may also speak of a steady increase of container traffic within the last years, entitling us to anticipate that for the next period of time the trend of increasing cargo traffic through the

Port of Constanta should be maintained not only on its important segments but also as total.

4. Can you identify some sectors that benefited from a higher demand for maritime transportation? What kind of merchandise was in lower demand for transportation in 2016? What are your expectations for 2017?

More or less, all sectors of our economy have benefited

from the transport of cargo through the Port of Constanta, as containers, being the most modern and efficient transport unit that is currently used by all modes of transport, may carry any type of cargo that can be transported.

Specifically, agriculture and agri-industry have been the main winners in terms of maritime and combined transportation.

Judging by figures, it is more easily to understand what are the main demands for different types of cargo used by various industries. The ups and downs reflect the real needs of our economy.

During the latest years, traffic or cargoes registered in the Romanian maritime ports has had a steady evolution with a tendency of increase.

The total traffic of goods registered in 2015 through the Romanian maritime ports Constanta, Midia and Mangalia was of 56.33 million tonnes, an increase of 1.25% as compared to 2014.

The maritime traffic registered 43.60 million tonnes (43 million tonnes in 2014) and the river traffic reached 12.73 million tonnes (12.58 million tonnes in 2014). For the maritime traffic, the increase during the analyzed period is of 1.28%, and for the river traffic is of 1.15%.

The following cargo types registered traffic increases: cereals (from 17.42 million tonnes in 2014 to 19.61 million tonnes in 2015), oil products (from 4.71 million tonnes to 5.16 million tonnes), metal products (from 1.88 million tonnes to 2.06 million tonnes) and coal, coke (from 2.15 million tonnes to 3.2 million tonnes).

Traffic decreases were registered for iron ores (from 5.5 million tonnes to 2.75 million tonnes).

In the total traffic, cereals have a share of 34.8%, crude oil 11.7%, miscellaneous 12.2%, oil products 9.2%, coal, coke 5.7%.

In October 2016, an important traffic decrease was registered for the grain. The drop was more significant during the previous period, but a good agricultural season has caused the recovery of large volumes of traffic for this category of cargo.

Moreover, 2015 was a record year for the grain traffic in the port of Constanta, a peak of almost 20 million tonnes of grain has been reached for the first time.

Thus, the difference in grain traffic continues its decreasing. If for the first half-year the difference was more than 3 million tonnes, as compared to the same period of the previous year, for 9 months the difference

was of 1.3 million tonnes. For 10 months the difference reached 0.82 million tonnes, from 17,067,195 tonnes in October 2015, to 16,244,609 tonnes in October 2016.

Good news is coming for the following types of cargo registered this year: traffic has increased for natural and chemical fertilizers, metal products, crude oil, non-ferrous ores and scrap, raw or processed minerals.

5. How many ships transitioned Constanta Port in 2016 and what does this figure represent? What are your expectations in 2017?

3,670 seagoing vessels and 8,361 river vessels called at the Romanian maritime ports between January-October 2016. Most of the seagoing vessels, 1,549 are cargo carriers, 588 are port containers, 547 tanks, 499 bulk carriers.

Analyzing the statistical data registered for the last three years, the tendency of increasing the number of higher capacity bringing commodities to the Port of

Constanta has been noticed. That is why, the Maritime Ports Administration is preoccupied with the development of port infrastructure and facilities meant to attract an increasing number of high capacity to the Port of Constanta.

Like any other big port, Constanta is simultaneously working on various projects of different size, all of them leading to a more efficient port activity and more cargo volumes to the benefit of each economic entity working in the port and of the Romanian maritime ports at large.

The year 2017 foresees investment dredging, a much awaited for project, the works of which will help develop certain areas of the port that now are needing bigger depths as a result of their development, both from the view point of their commercial activities and superstructure, where new terminals have been built with millions of EUR investments.

The most mature project to obtain financing is 'Modernization of port infrastructure through the increase of depths of fairways and basins and safety of navigation in the Port of Constanta.' This is a very important project, with the aim of ensuring safety navigation of ships within the Port of Constanta. Works will help the development of certain zones that now need bigger depths because such zones have been very much developed from the commercial and superstructure view points, resulting in the construction of new terminals. In order to bring depths to the standard quota, an area of 1.8 mil. sq.m will be dredged and the working port will be deepened on an area of 0.4 mil. sq.m.

The project has an estimated cost of EUR 39.42 mil and

AGRICULTURE AND AGRI-INDUSTRY HAVE BEEN THE MAIN WINNERS IN TERMS OF MARITIME AND COMBINED TRANSPORTATION.

it is to be financed under LIOP (Large Infrastructure Operational Programme 2014-2020).

Also, maintenance dredging is to be performed, with works of EUR 5.2 million, from own sources.

The Port of Constanta is very much preoccupied by enhancing its presence and importance in the region and in the European Union when keeping its eyes wide opened on the needs and opportunities offered by its hinterland represented by landlocked countries and the riparian countries in the Danube region and on the Rhine – Danube Corridor.

On Monday, 28 November 2016, 14:00 hours, at the head office of National Company Maritime Ports Administration S.A. Constanta, the press conference to launch the project 'Upgrade of Infrastructure and Environmental Protection in the Port of Constanta – PROTECT' was held.

Within the Connecting Europe Facility (CEF) financing programme N.C. Maritime Ports Administration S.A. Constanta as Beneficiary, and Innovation & Network Executive Agency (INEA) as Management Authority, signed, on 24 October 2016, the financing contract no. INEA/CEF/TRAN/M.2015/1131569, having as object the fulfilment of the investment project 'Upgrade of Infrastructure and Environmental Protection in the Port of Constanta – PROTECT'.

Budget of the project: 12,696,125 EUR (exclusive of VAT), of which:

- 85% CEF financing: 10,798,706 EUR
- 15% State budget contribution: 1,904,419 EUR.

Project implementation period: 01.07.2016 – 31.07.2019.

Main objectives of the project are:

- Upgrade of the port infrastructure by extending DA 2 berth with an additional 130 linear meters and creating a 4370 sqm platform
- Improving the environmental protection facilities by building a state of technology on-shore ship waste collection facility on the newly created platform
- Improvement of the port access by renewing and upgrading the signalling system in the port basins and on the fairway
- Upgrading the technical fleet of Constanta Port by purchasing 1 new 500 DWT multi purpose tanker to collect waste and bilge water from ships.

The necessity of implementing this project has resulted from the requirement of N.C. Maritime Ports Administration in its capacity of port administration, to ensure facilities regarding infrastructure, environmental and safety conditions for navigation.

N.C. Maritime Ports Administration must ensure

permanent endowment and availability of port installations to collect any type and any quantity of wastes generated by ships and cargo residues from the ships calling at the port.

Presently, capacities of collecting, stocking and treating wastes generated by ships are insufficient within the context in which the Port of Constanta is being transited by an increasing number of ships of high capacity.

Adhering to international conventions requests clear regulations to collect various types of used waters, ballast, bilge waters, grey waters and others, under restrictive terms that impose the use of specialized ships with optimum capacities, meant to limit the number of movements from the ships in the port toward the treating/ neutralizing installations on shore.

Such project is part of the standing preoccupations of Constanta Port Administration regarding a clean and safe port environment, thus contributing to the ROSPA0076 'Black Sea' area.

6. As a business leader, please make a statement about what the new administration resulted from the elections should bring for the business environment in 2017.

Administration has to understand business, this is the only way in which administration can remove bureaucratic barriers.

Our main goal for the next 3-5 years is to facilitate the development of Port of Constanta into the main transit hub of the Central and Eastern Europe for Central Asia. Having this strategic goal in mind we focus on two main instruments: enhancing the advantages and opportunities given by the Danube River and streamlining the operations of the companies from the port community. Also, in order to be able to pursue this ambitious vision we will need a comprehensive perspective upon the supply chain correlated with a systemic approach on every link.

The port of Constanta is permanently interested by the development of this commercial connection with the Black Sea and Caspian Sea regions with Central Asia and Far East in search of new business opportunities and clients.

That is why, interested public will meet the Port of Constanta as a participant in a wide range of promotional events in various countries and markets.

On behalf of the Port of Constanta community, I would like to convey an optimistic message, in the sense that all port actors are striving to enhance the quality of services rendered to all our clients, although the Black Sea market nowadays seems to be the most challenging one.

With a bright past, we are striving for a brighter future.

PORTS & PORT SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COMPANIA NATIONALA "ADMINISTRATIA PORTURILOR MARITIME" - S.A.CONSTANTA	1	2.6250	285,566,116	120,135,963	869	CONSTANTA, CONSTANTA
2	COMPANIA NATIONALA ADMINISTRATIA CANALELOR NAVIGABILE SA	5	1.5625	50,477,723	5,018,240	419	AGIGEA, CONSTANTA
3	COMPANIA DE REMORCARE MARITIMA COREMAR SA	2	2.0000	22,318,262	7,621,691	172	CONSTANTA, CONSTANTA
4	PORT BAZINUL NOU SA	6	1.5625	20,965,346	-877,171	216	GALATI, GALATI
5	COMPANIA NATIONALA ADMINISTRATIA PORTURILOR DUNARII MARITIME SA	3	1.6250	13,630,411	1,628,795	152	TULCEA, TULCEA
6	ROMCARGO MARITIM SRL	4	1.6250	12,092,079	365,975	69	BUCURESTI, SECTOR 1
7	COMPANIA NATIONALA ADMINISTRATIA PORTURILOR DUNARII FLUVIALE SA	7	1.5000	10,991,179	247,577	148	GIURGIU, GIURGIU
8	S.C.A.E.P. GIURGIU PORT SA	8	1.5000	3,048,903	3,702,004	62	GIURGIU, GIURGIU

TRANSPORT CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CHIMPEX SA	2	2.3125	108,158,084	29,326,456	254	CONSTANTA, CONSTANTA
2	LOGISTIC REMO SERVICES SRL	5	1.9375	64,524,718	7,156,014	29	CONSTANTA, CONSTANTA
3	SOCEP SA	6	1.8750	62,665,648	12,972,364	447	CONSTANTA, CONSTANTA
4	MINMETAL SRL	11	1.5000	50,259,617	9,685,775	175	CONSTANTA, CONSTANTA
5	HERCULES SA	7	1.7500	33,153,791	2,684,027	238	BRAILA, BRAILA
6	ROMPORTMET SA	10	1.5625	31,053,038	576,788	159	GALATI, GALATI
7	BLACK SEA SERVICES SRL	8	1.7500	19,592,385	9,946,815	94	CONSTANTA, CONSTANTA
8	SHARK SRL	9	1.6875	15,859,583	428,182	48	CONSTANTA, CONSTANTA
9	DECIROM SA	12	1.3750	13,780,988	4,160,173	130	CONSTANTA, CONSTANTA
10	PRODIVE SERVICES MANAGEMENT SRL	4	2.0000	12,515,508	8,371,093	18	CONSTANTA, CONSTANTA
11	CASA DE EXPEDITII "PHOENIX" SA	1	2.3750	11,430,473	1,449,664	111	CONSTANTA, CONSTANTA
12	PHOENIX RIVER TRANS SRL	3	2.1250	11,240,513	1,210,214	31	CONSTANTA, CONSTANTA

HANDLING & STORAGE MACHINERY & EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	HAULOTTE ARGES SRL	1	2.7500	317,045,446	35,167,893	185	TITESTI, ARGES
2	JLG MANUFACTURING CENTRAL EUROPE SRL	2	2.5625	230,861,137	8,868,065	384	MEDIAS, SIBIU
3	ELMAS SRL	3	1.7500	102,639,092	2,828,669	304	BRASOV, BRASOV
4	PROMPT SA	-	-	66,579,207	-6,866,337	275	TIMISOARA, TIMIS
5	UNIO SA	4	1.5000	52,178,114	799,295	659	SATU MARE, SATU MARE
6	AUTOGRUPM RO SRL	5	1.3750	49,377,360	-2,165,543	116	ARAD, ARAD
7	LOEDIGE MACHINE SRL	6	1.3125	31,271,225	-2,280,524	102	PREJMER, BRASOV



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- + Suntem lideri mondiali în mobilitate sustenabilă, inclusiv prin gama Toyota Hybrid. Yaris Hybrid este lider de segment cu emisii de noxe de 75 g/km
- + Spre deosebire de diesel, emisiile reduse de particule în suspensie și noxe ocrotesc mediul și sănătatea

Îți scădem cheltuielile companiei

- + Îți asigurăm calitatea și accesibilitatea întreținerii
- + Îți oferim garanție imbatabilă: 6 ani garanție în limita a 200.000 km, primul termen atins
- + Beneficiezi de Toyota Eurocare: asistență rutieră gratuită pentru o perioadă de până la 6 ani
- + Ai programe de finanțare dedicate, adaptate nevoilor companiei tale
- + Ai avantaje la impozite și taxe pentru modelele Toyota Hybrid
- + Încheiem parteneriate cu cei mai importanți asiguratori
- + Ai valoare reziduală competitivă
- + Ai servicii integrate post-vânzare la nivel național prin rețeaua de dealeri Toyota
- + TCO transparent și competitiv

Îți oferim alegerea potrivită, atât pentru astăzi, cât și pentru viitor

- + Vânzările globale de Toyota & Lexus Hybrid depășesc 9 milioane de unități, confirmând astfel că oferta noastră de automobile cu propulsie hibridă e cea mai bună alegere pentru tine și șoferii companiei.
- + După ce a deschis calea propulsiei hibride prin lansarea Prius, primul model din serie în 1997, Toyota este în continuare un deschizător de drumuri. Lansat în 2014, Toyota Mirai este primul automobil de serie din lume care folosește tehnologia celulelor de combustibil pe bază de hidrogen. Și ne gândim deja și la alte propulsii ale viitorului.

Află tot ce vrei să știi pe toyota.ro/businessplus, secțiunea dedicată companiilor.



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INTERVIEW

OUR CONTINUOUS COMMITMENT IS TO BRING AND 'CREATE' TECHNOLOGY IN ROMANIA

Attila Szabo, Managing Director, Ford Romania

1. At the beginning of 2016, you announced new investments for Ford in the Craiova facility; how has this process developed so far? What are your plans in terms of investments and turnover for 2017?

In March this year, Ford has announced an additional investment at our Craiova site, of up to EUR 220 million to support the production of our new small SUV – Ford EcoSport. As mentioned by our CEO Jim Farley, back in March, we plan to start the production of this new vehicle in the next fall and this is indeed a key milestone for our operations in Romania.

And by that I'm not only referring to the fact that we're a national manufacturer, but I believe we also have very good potential with this vehicle on our local sales, especially if you look at the continuous increase of the SUV segment not only in Europe, but also in Romania.

We generally do not share information regarding our turnover and forecasts, but it's obvious that we will soon see the changes at the operational level inside the plant. Basically we're at the stage where the plant is getting readier and readier to 'accommodate', let's say, the production of the new EcoSport.

2. Please define Ford Romania in figures, as part of an industry which is providing more than 200,000 jobs and generating a turnover of over EUR 20 billion.

Again, I would like to concentrate not on our financial figures, but rather on some other key figures and I would start by mentioning our over EUR 1 billion invested in the state of the art technology and facility we have here in Craiova.

Due to our investment and continuous commitment to bring and 'create' technology in Romania, Craiova is now one of Ford's most modern production facilities that we have and it does play a strategic and key role, at the same time, on Ford's manufacturing footprint at the global level.

And none of these would have been or is possible without our very skilled and talented workforce that we have in Craiova. As Henry Ford used to say, people are the most important asset for our company and we're proud to be working with almost 2,700 employees we currently have at the plant. Of course, to these we need to also add the workforce of our suppliers and their

investments to support our operations.

Craiova will become the single source of supply for the EcoSport sold across Europe, excluding the Russian market and this is an important step for Craiova, as Ford sees the overall sports utility market as a major opportunity in the years ahead.

3. Ford has stated that the infrastructure and logistics are major concerns for the company. From this point of view, how would you describe the situation in Romania now?

FORD SEES THE OVERALL SPORTS UTILITY MARKET AS A MAJOR OPPORTUNITY IN THE YEARS AHEAD.



We do believe that Craiova is the right home for our new EcoSport and because of the excellent people and operations we have here.

The decision to produce the new EcoSport in Romania also follows productive discussions with the Romanian Government on developing a positive framework to help Ford transition from its existing investment to this new opportunity and to help maintain the global competitiveness of the Ford Craiova manufacturing operations.

As you may know already, Ford has agreed with the Romanian Government that key improvements to rail

and road infrastructure will be needed to support the anticipated increase in volume of components and finished vehicles coming in and out of our manufacturing facility.

We do welcome any improvements made to the key roads and rail projects and we'll continue working with national and local government partners to ensure their timely implementation.

As part of our strong commitment and special attention we pay to this topic, we've hosted, in the presence of relevant Romanian authorities, a dedicated roundtable event on infrastructure and we shared on

that occasion some relevant information on this topic.

As an example, the improvement of road transport by building by-pass roads in Bals and Slatina would reduce transport time by 3 hours, while the improvement of the railroad network would save 15 hours. It is important to know that the average speed on the rail section Duisburg-Curtici is of 50 km/h on a 1,560 km distance, while the average speed on the Nadlac-Craiova section is of 13 km/h on a distance of almost 450 km.

We've said in September that a highway network is vital for Craiova, and as far as we know, progress has been registered and I'm fully convinced that Romania could attract more investors if infrastructure conditions would improve.

4. As Ford Romania focuses mainly on the external markets, what are the challenges in your industry for 2017 in terms of consumer and business financing, especially in the context of Brexit?

Indeed, more than 95% of our current production volumes in Craiova go to exports and UK is probably our biggest 'client' when it comes to B-MAX sales.

However, Ford's strategy has always been to adjust volumes to demand and that's not only Craiova's case, but it's also how we operate around the world.

In regards to Brexit, what we could only say is that Ford's priority always has been the need to maintain a stable trading environment so that we can continue building a strong and sustainably profitable business in the UK and Europe, and provide a more secure future for our nearly 14,000 direct employees in the UK. We will continue working toward this goal with key stakeholders in the UK and across the other Member States and EU institutions to ensure they understand our concerns, which mirror those of the majority of the UK and European auto industry.

5. What was truly remarkable for Ford Romania in 2016?

We had lots of great projects in 2016 and it's difficult to have a short list, but I'll do my best.

2016 was a great year for Ford in Romania as, on top of our Craiova announcement regarding new investments and new production opportunities, we had the chance to be launching great and iconic products, such as the Focus RS. The success we had on

this long waited model has been incredible and we had to honor a much higher number of Romanian clients than expected.

We've continued with the launch of our largest SUV – the Ford Edge, which seems to respond very well to our sales plans and the feedback we have from our clients is absolutely great. Basically, with the Edge, Ford has a full line up of the SUV Family, with EcoSport and the new Kuga which, starting this year, is also available as a ST line version, but also as Vignale version, representing Ford's interpretation on luxury.

This year has also been unique to us as we had to launch and position a new product from our current portfolio and that's the KA+ which basically completes our product presence on the small segment, along with Fiesta and B-MAX. It's remarkable how Ford managed to incorporate so much technology in a small vehicle like the KA+ and it does go hand in hand with our key target clients and, of course, these are the youngsters.

And last but not least, as part of our commitment to safety driving, we managed to train almost 2,000 Romanians this year through our Ford Driving Skills for Life programme. We're very proud of this achievement as through these free courses Ford offers around the country, we do contribute actively to the reduction of road accidents which generally happen because of the lack of experience.

We had quite a great year and I'm very proud to be working with such a

dedicated team.

6. What do you expect to be truly remarkable for Ford Romania in 2017?

2017 is expected to be a remarkable year indeed, as we will start the production of the EcoSport at Craiova plant. As mentioned before, this is an important step for us and for our investment here in Romania, so Craiova is on the spot light next year with all the news coming out from there.

At the same time, it's a very interesting year as we will be launching some of Ford's best sellers in Europe, including the new Fiesta which is the world's most technologically advanced small car which now offers expanded range with upscale Vignale, sporty ST-Line, stylish Titanium and Active crossover. Also, there will be some other important news, including our awarded Commercial Vehicles lineup.

CRAIOVA IS NOW ONE OF FORD'S MOST MODERN PRODUCTION FACILITIES AND IT PLAYS A KEY ROLE ON FORD'S MANUFACTURING FOOTPRINT AT THE GLOBAL LEVEL.

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DEALERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
9	AVIA MOTORS SRL	7	2.3750	137,998,672	5,133,921	210	PANTELIMON, ILFOV
10	MIDOCAR SRL	36	1.5625	135,505,393	-8,595,332	230	BUCURESTI, SECTOR 1
11	AUTOMOTIVE INVESTMENT CORPORATION SRL	19	2.0000	121,222,827	138,243	252	CHIAJINA, ILFOV
12	RMB INTER AUTO SRL	8	2.3750	114,683,793	2,108,163	154	CLUJ-NAPOCA, CLUJ
13	AUTO SCHUNN SRL	20	2.0000	112,794,617	1,593,500	118	ARAD, ARAD
14	AUTOWORLD SRL	21	2.0000	112,765,632	1,610,220	142	CLUJ-NAPOCA, CLUJ
15	SERVICE AUTO SERUS SRL	12	2.2500	101,447,151	5,683,529	276	BUCURESTI, SECTOR 6
16	CARLEX INTERNATIONAL SRL	5	2.5000	100,311,063	2,770,736	10	BUCURESTI, SECTOR 6
17	BUSINESS DEVELOPMENT TEAM SRL	44	1.3125	99,337,683	-5,957,807	112	BUCURESTI, SECTOR 6
18	PROLEASING MOTORS SRL	31	1.6875	98,253,869	1,839,343	115	BLEJOI, PRAHOVA
19	CTE TRAILERS SRL	24	1.8750	95,110,423	3,156,228	60	CIOROGARLA, ILFOV
20	EUROSPEED SRL	28	1.7500	94,488,159	2,353,651	100	SCHEIA, SUCEAVA
21	EURO TEHNO GROUP SRL	34	1.6250	93,728,073	873,626	127	PITESTI, ARGES
22	APAN MOTORS SRL	35	1.6250	86,086,304	2,711,078	85	BRAILA, BRAILA
23	ATP MOTORS RO SRL	22	1.9375	84,573,965	1,201,935	137	BAIA MARE, MARAMURES
24	BRIARI'S IND SA	16	2.1250	81,286,926	5,063,083	91	CARCEA, DOLJ
25	BRADY TRADE SRL	17	2.1250	80,889,744	1,705,328	126	BUCURESTI, SECTOR 6
26	RMB CASA AUTO TIMISOARA SRL	37	1.5625	78,455,683	190,639	97	TIMISOARA, TIMIS
27	CYBERNET AUTO CENTER SRL	29	1.7500	74,527,495	1,258,764	93	BACAU, BACAU
28	MIT MOTORS INTERNATIONAL SRL	30	1.7500	74,102,633	712,722	68	BUCURESTI, SECTOR 1
29	ALIAT AUTO SRL	26	1.8125	69,603,591	519,953	76	TARGU MURES, MURES
30	EURIAL INVEST SRL	38	1.5000	68,983,114	-2,137,200	266	BUCURESTI, SECTOR 6
31	D & C IMPEX SRL	41	1.4375	68,151,950	-795,965	68	ORADEA, BIHOR
32	NESTE AUTOMOTIVE SRL	14	2.1875	62,997,726	1,227,365	63	BUCURESTI, BUCURESTI
33	INCHCAPE MOTORS SRL	39	1.5000	60,837,348	390,184	54	VOLUNTARI, ILFOV
34	COMPEXIT TRADING SRL	27	1.8125	59,746,098	3,270,990	120	CLUJ-NAPOCA, CLUJ
35	EXCLUSIV AUTO ENB SRL	25	1.8750	57,587,909	1,113,137	56	CONSTANTA, CONSTANTA
36	EURO INTER TRADE CORPORATION SRL	32	1.6875	55,778,110	1,291,710	17	BUCURESTI, SECTOR 1
37	CASA AUTO SRL	42	1.3750	55,672,025	381,561	75	IASI, IASI
38	COLINA MOTORS SRL	40	1.5000	55,298,859	-2,338,246	92	POPESTI LEORDENI, ILFOV
39	DEL CAR SRL	15	2.1875	52,223,184	871,445	26	GHIMBAV, BRASOV
40	GRUP WEST PREMIUM SRL	18	2.0625	51,549,044	1,014,663	34	ORADEA, BIHOR
41	DELTA PLUS TRADING SRL	23	1.9375	48,651,398	1,949,295	106	PITESTI, ARGES
42	AUTOGLOBUS 2000 SRL	43	1.3750	47,789,937	-459,124	119	TIMISOARA, TIMIS
43	S.F.TEX SA	11	2.3125	46,540,067	2,052,803	46	GALATI, GALATI
44	DI-BAS AUTO SRL	33	1.6875	45,898,626	-39,039	64	PLOIESTI, PRAHOVA
45	AUTO COBALCESCU SRL	45	1.1250	45,215,657	-5,902,821	555	BUCURESTI, SECTOR 3

COMMERCIAL VEHICLES & TRAILERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	C & I EUROTRANS XXI SRL	9	1.5625	42,777,020	2,862,552	85	GLINA, ILFOV
2	DELTAMED SRL	6	1.7500	39,150,974	1,562,504	39	GILAU, CLUJ
3	NOOTEBOOM SRL	7	1.7500	31,404,329	411,058	41	MEDIAS, SIBIU
4	INDCAR BUS INDUSTRIES SRL	4	1.8125	30,233,663	3,381,271	67	PREJMER, BRASOV
5	LANGENDORF MEDIAS SRL	3	1.9375	27,666,386	112,835	62	MEDIAS, SIBIU
6	ROMTURINGIA SRL	1	2.3750	27,586,660	8,539,397	141	CAMPULUNG, ARGES
7	NERA CAROSERII SRL	2	2.3125	27,398,258	352,733	37	POPESTI LEORDENI, ILFOV
8	TERMOPORT SRL	10	1.4375	26,438,790	1,096,973	88	CIOROGARLA, ILFOV
9	SCHRADER MEDIAS SRL	5	1.8125	23,909,355	243,128	53	MEDIAS, SIBIU
10	OEHLER-MECANICA SRL	11	1.3125	22,752,440	174,330	155	MARSA, SIBIU
11	DYPETY SRL	8	1.7500	21,737,440	211,726	109	MOINESTI, BACAU

PARTS & ACCESSORIES FOR MOTOR VEHICLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AUTOLIV ROMANIA SRL	1	3.4375	3,051,791,239	98,190,613	8,124	BRASOV, BRASOV
2	CONTINENTAL AUTOMOTIVE ROMANIA SRL	-	-	2,633,293,387	-50,609,974	5,157	TIMISOARA, TIMIS
3	DELPHI DIESEL SYSTEMS ROMANIA SRL	3	3.3750	1,881,153,589	212,310,528	1,724	MIROSLAVA, IASI
4	HELLA ROMANIA SRL	2	3.4375	1,701,868,554	143,190,900	2,579	GHIRODA, TIMIS
5	TRW AUTOMOTIVE SAFETY SYSTEMS SRL	6	3.1250	1,223,304,680	-14,194,197	2,911	TIMISOARA, TIMIS
6	KEY SAFETY SYSTEMS RO SRL	-	-	1,098,066,908	9,729,780	1,454	CURTICI, ARAD
7	ROBERT BOSCH SRL	11	2.8125	964,163,553	30,931,145	1,055	BUCURESTI, SECTOR 1
8	JOHNSON CONTROLS ROMANIA SRL	22	2.3750	912,612,963	-20,894,850	4,146	BRADU, ARGES
9	YAZAKI ROMANIA SRL	13	2.7500	830,609,338	-4,776,369	4,848	PLOIESTI, PRAHOVA
10	WEBASTO ROMANIA SRL	-	-	779,271,716	11,439,119	906	ZIMANDU NOU, ARAD
11	LEAR CORPORATION ROMANIA SRL	8	2.9375	771,486,370	49,584,474	4,070	PITESTI, ARGES
12	YAZAKI COMPONENT TECHNOLOGY SRL	18	2.6250	750,548,570	1,492,516	1,174	ARAD, ARAD
13	RENAULT MECANIQUE ROUMANIE SRL	7	3.0000	623,238,753	12,023,551	630	MIOVENI, ARGES
14	PREH ROMANIA SRL	4	3.2500	593,772,781	32,795,138	832	GHIMBAV, BRASOV
15	JOHNSON CONTROLS JIMBOLIA SRL	5	3.1875	550,799,249	39,448,658	706	JIMBOLIA, TIMIS
16	SE BORDNETZE SRL	14	2.6875	527,481,662	-55,602,491	5,165	BUCHIN, CARAS-SEVERIN
17	COMPA SA	15	2.6875	480,430,751	30,692,249	1,743	SIBIU, SIBIU
18	KROMBERG & SCHUBERT ROMANIA TI SRL	12	2.8125	470,095,413	7,245,465	1,907	TIMISOARA, TIMIS
19	KROMBERG & SCHUBERT ROMANIA ME SRL	27	2.3125	426,670,929	6,669,783	5,405	MEDIAS, SIBIU
20	FAURECIA ROMANIA SRL	16	2.6875	406,381,680	18,764,002	1,403	TALMACIU, SIBIU
21	QUIN ROMANIA SRL	9	2.9375	376,408,144	40,823,179	1,439	GHIMBAV, BRASOV
22	JOHNSON CONTROLS FABRICS ROMANIA SRL	23	2.3750	369,740,484	2,319,675	156	TIMISOARA, TIMIS
23	BOS AUTOMOTIVE PRODUCTS ROMANIA SCS	10	2.8750	358,130,615	15,008,507	880	ARAD, ARAD
24	HIRSCHMANN ROMANIA SRL	36	2.1250	334,065,632	1,445,623	819	SANPAUL, MURES
25	MAHLE COMPONENTE DE MOTOR SRL	31	2.1875	303,294,774	409,014	582	TIMISOARA, TIMIS

PARTS & ACCESSORIES FOR MOTOR VEHICLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
26	STAR TRANSMISSION SRL	32	2.1875	288,207,356	14,171,820	1,321	CUGIR, ALBA
27	ROLEM SRL	29	2.2500	276,782,060	-6,807,213	750	CODLEA, BRASOV
28	VALEO SISTEME TERMICE SRL	19	2.4375	227,891,358	10,974,982	97	MIOVENI, ARGES
29	TMD FRICTION ROMANIA SRL	39	2.0625	227,281,024	80,043,259	433	CARANSEBES, CARAS-SEVERIN
30	CALSONIC KANSEI ROMANIA SRL	49	1.8750	224,381,183	6,924,345	467	PLOIESTI, PRAHOVA
31	TRW AIRBAG SYSTEMS SRL	45	1.9375	221,468,190	-8,151,438	998	TIMISOARA, TIMIS
32	MGI COUTIER ROM SRL	20	2.4375	217,845,907	21,423,043	491	TIMISOARA, TIMIS
33	DURA AUTOMOTIVE ROMANIA SRL	40	2.0625	198,987,886	5,421,605	830	GHIRODA, TIMIS
34	HONEYWELL GARRETT SRL	-	-	179,324,673	16,409,952	671	BUCURESTI, SECTOR 6
35	THYSSENKRUPP BILSTEIN SA	33	2.1875	170,592,693	14,457,525	476	SIBIU, SIBIU
36	MW ROMANIA SA	34	2.1875	158,694,566	24,357,946	317	DRAGASANI, VALCEA
37	ECKERLE AUTOMOTIVE SRL	35	2.1875	157,577,842	2,112,221	817	CLUJ-NAPOCA, CLUJ
38	DAR DRAXLMAIER AUTOMOTIVE SRL	42	2.0000	147,881,267	7,384,509	2,471	TIMISOARA, TIMIS
39	BRANDL RO SRL	43	2.0000	138,640,821	1,798,517	564	SIBIU, SIBIU
40	STAR ASSEMBLY SRL	56	1.6875	124,232,871	-1,837,314	321	SEBES, ALBA
41	IG WATTEUW ROMANIA SRL	37	2.1250	122,303,527	10,663,454	419	IASI, IASI
42	COGEME SET RO SRL	30	2.2500	117,251,035	15,449,818	233	MICESTI, ARGES
43	VIMERCATI EAST EUROPE SRL	17	2.6875	113,554,466	16,759,424	500	HEMEIUS, BACAU
44	MMM AUTOPARTS SRL	28	2.3125	96,052,155	9,817,268	424	TURDA, CLUJ
45	TE-ROX PROD SRL	54	1.7500	94,499,263	2,939,141	707	PASCANI, IASI
46	SYLY COM SRL	41	2.0625	90,366,009	931,776	21	BRAILA, BRAILA
47	FEDERAL - MOGUL FRICTION PRODUCTS PLOIESTI SRL	52	1.8125	87,387,804	23,105,115	325	BUCURESTI, BUCURESTI
48	HENDRICKSON ROMANIA SRL	63	1.3750	81,173,062	-18,424,256	294	SIBIU, SIBIU
49	GLOBAL LEATHER SUPPLIER SRL	24	2.3750	80,516,244	44,633,842	210	AFUMATI, ILFOV
50	BOA RBT SRL	57	1.6875	68,967,925	527,411	107	ARAD, ARAD
51	SUBANSAMBLE AUTO SA	53	1.8125	67,629,315	4,732,926	251	PITESTI, ARGES
52	SIDEM SRL	38	2.1250	64,254,904	16,340,702	240	SCHEIA, SUCEAVA
53	S.A.B. CASTING MACHINING SRL	62	1.4375	63,896,351	-1,150,507	187	PARTA, TIMIS
54	TAKOSAN AUTOMOTIV SRL	50	1.8750	61,835,922	1,233,832	63	CALINESTI, ARGES
55	HECKLER ROMANIA SRL	64	1.3750	61,537,411	308,561	35	SELIMBAR, SIBIU
56	S.I.L.D.V.B COM SA	51	1.8750	61,030,479	9,559,066	234	BEREVOESTI, ARGES
57	KAUTEX CRAIOVA SRL	46	1.9375	60,506,969	8,091,385	45	CRAIOVA, DOLJ
58	KONTEC MECANICA M&L SRL	47	1.9375	58,924,852	601,689	34	SIBIU, SIBIU
59	COMPONENTE AUTO SA	58	1.5625	58,133,877	1,281,616	369	TOPOLOVENI, ARGES
60	AUTO MARKET SRL	21	2.4375	54,859,981	1,505,120	26	IASI, IASI
61	GST AUTOMOTIVE SAFETY RO SRL	65	1.2500	54,032,074	-1,604,593	978	SIGHISOARA, MURES
62	COR.TUBI SRL	48	1.9375	53,457,281	1,180,703	70	MIOVENI, ARGES
63	REGE AUTOMOTIVE BRASOV SRL	55	1.7500	53,029,110	5,916,182	258	BRASOV, BRASOV
64	DOURDIN ROMANIA SRL	25	2.3750	52,501,798	15,749,882	121	OTOPENI, ILFOV
65	FRITZMEIER ENGINEERING SRL	26	2.3750	51,612,897	11,291,873	212	SIBIU, SIBIU
66	COMEFIN SA	59	1.5625	51,093,462	253,061	304	COSTESTI, ARGES
67	BARUM AUTOMOTIVE SRL	44	2.0000	47,794,782	7,926,251	302	TIMISOARA, TIMIS
68	IHLE ANVELOPE SRL	61	1.5000	46,255,580	-1,937,315	1	PITESTI, ARGES
69	ASAM SA	60	1.5625	45,390,889	150,448	279	IASI, IASI



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PARTS & ACCESSORIES FOR MOTOR VEHICLES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
70	CONTINENTAL AUTOMOTIVE SYSTEMS SRL	-	N/A	N/A	N/A	N/A	SIBIU, SIBIU
71	CONTINENTAL POWERTRAIN ROMANIA SRL	-	N/A	N/A	N/A	N/A	GHIMBAV, BRASOV

ELECTRIC & ELECTRONIC PARTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	COFICAB EASTERN EUROPE SRL	1	3.5625	1,413,212,084	75,319,153	424	ARAD, ARAD
2	DELPHI PACKARD ROMANIA SRL	2	3.4375	1,308,296,526	48,145,855	6,532	SANNICOLAU MARE, TIMIS
3	LEONI WIRING SYSTEMS RO SRL	4	2.8125	1,201,790,370	-13,267,620	6,364	BISTRITA, BISTRITA-NASAUD
4	MARQUARDT SCHALTSYSTEME SCS	3	3.0625	1,138,404,750	11,258,550	2,457	SIBIU, SIBIU
5	LEONI WIRING SYSTEMS ARAD SRL	5	2.8125	769,237,325	15,354,630	4,434	ARAD, ARAD
6	LEONI WIRING SYSTEMS PITESTI SRL	-	-	528,607,104	-	2,660	PITESTI, ARGES
7	ROMBAT SA	7	2.5000	309,568,697	8,122,586	707	BISTRITA, BISTRITA-NASAUD
8	DELPHI PACKARD MOLDOVA NOUA SRL	6	2.8125	307,548,025	14,094,450	1,907	MOLDOVA NOUA, CARAS-SEVERIN
9	KROMBERG & SCHUBERT ROMANIA NA SRL	8	2.3750	289,847,304	4,437,240	2,597	NADAB, ARAD
10	DRM DRAXLMAIER ROMANIA SISTEME ELECTRICE SRL	10	2.3125	263,602,877	13,916,632	5,427	SATU MARE, SATU MARE
11	LISA DRAXLMAIER AUTOPART ROMANIA SRL	11	2.1250	228,085,684	13,065,367	2,603	PITESTI, ARGES
12	SWOBODA HARTMANN ROMANIA SRL	9	2.3750	192,640,832	11,280,881	450	CISNADIE, SIBIU
13	DTR DRAXLMAIER SISTEME TEHNICE ROMANIA SRL	12	2.0000	135,033,614	5,887,334	1,356	CODLEA, BRASOV
14	TT ELECTRONICS SENSING AND CONTROL SRL	16	1.6875	120,189,488	-2,452,898	397	REMETEA MARE, TIMIS
15	YAZAKI SYSTEMS AUTOMOTIVE SRL	13	2.0000	99,726,934	5,603,706	6	BUCURESTI, SECTOR 1
16	CARANDA BATERII SRL	15	1.8125	56,760,144	4,815,322	68	BUCURESTI, SECTOR 1
17	SISTEME DE PRODUCTIE CABLAJE SRL	14	1.9375	49,152,439	2,693,079	897	TIMISOARA, TIMIS

RUBBER & PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CONTINENTAL AUTOMOTIVE PRODUCTS SRL	1	3.6875	2,848,850,558	847,949,567	2,381	TIMISOARA, TIMIS
2	TAKATA ROMANIA SRL	2	3.3125	2,269,669,664	32,079,186	4,209	ARAD, ARAD
3	MICHELIN ROMANIA SA	4	3.1875	2,081,101,283	93,613,778	2,823	VOLUNTARI, ILFOV
4	PIRELLI TYRES ROMANIA SRL	5	3.1875	1,697,823,260	46,133,803	2,507	SLATINA, OLT
5	CONTITECH FLUID AUTOMOTIVE ROMANIA SRL	6	3.0625	674,563,777	61,638,670	1,538	CAREI, SATU MARE
6	CONTITECH ROMANIA SRL	3	3.2500	667,932,630	95,260,188	1,622	TIMISOARA, TIMIS
7	TAKATA SIBIU SRL	8	2.6250	494,776,475	78,477,934	2,621	SIBIU, SIBIU
8	EURO AUTO PLASTIC SYSTEMS SRL	7	2.8750	466,571,419	68,764,387	615	MIOVENI, ARGES
9	HUTCHINSON SRL	9	2.5625	382,048,533	52,941,166	996	CRISTIAN, BRASOV
10	BRIDGESTONE ROMANIA SRL	11	2.4375	173,449,298	5,094,148	7	BUCURESTI, SECTOR 2

RUBBER & PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
11	ELJ AUTOMOTIVE SA	16	2.0000	169,414,301	7,470,604	528	TITU, DAMBOVITA
12	SEALYNX AUTOMOTIVE ROMANIA SRL	10	2.5000	137,551,163	47,122,679	232	DARMANESTI, ARGES
13	PLASTIC OMNIUM AUTO INERGY ROMANIA SRL	12	2.3750	120,975,638	7,563,133	-	PITESTI, ARGES
14	METAPLAST SRL	14	2.1250	106,405,697	17,841,765	403	BUCURESTI, SECTOR 3
15	DPR DRAXLMAIER PROCESE DE PRODUCTIE ROMANIA SRL	15	2.0625	100,533,284	2,378,374	852	TIMISOARA, TIMIS
16	MAGNA EXTERIORS (CRAIOVA) SRL	17	1.7500	59,591,200	6,208,743	90	BUCURESTI, SECTOR 1
17	INTEVA PRODUCTS SALONTA SRL	18	1.7500	55,913,199	3,462,974	633	SALONTA, BIHOR
18	ALT TECHNOLOGIES TRANSYLVANIA SRL	13	2.2500	53,072,027	11,646,321	176	LUPENI, HARGHITA

PARTS & ACCESSORIES TRADE

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AUTONET IMPORT SRL	1	3.0625	962,527,566	36,529,333	991	SATU MARE, SATU MARE
2	AD AUTO TOTAL SRL	3	2.8750	629,863,946	23,551,963	1,003	BUCURESTI, SECTOR 4
3	INTER CARS ROMANIA SRL	2	3.0625	524,633,999	10,142,776	82	CLUJ-NAPOCA, CLUJ
4	AUGSBURG INTERNATIONAL IMPEX SRL	4	2.6250	394,512,816	8,374,986	382	CHIAJNA, ILFOV
5	GOODYEAR DUNLOP TIRES ROMANIA SRL	6	2.3125	318,912,886	-13,548,244	45	BUCURESTI, SECTOR 1
6	UNIX AUTO SRL	8	2.1875	223,694,561	4,193,425	513	CLUJ-NAPOCA, CLUJ
7	DINAMIC 92 DISTRIBUTION SRL	7	2.3125	213,113,876	9,724,834	234	PIATRA NEAMT, NEAMT
8	CONEX DISTRIBUTION SA	5	2.3750	172,655,137	8,113,846	379	IASI, IASI
9	ELIT ROMANIA PIESE AUTO ORIGINALE SRL	15	1.9375	171,783,013	-3,041,759	356	CHIAJNA, ILFOV
10	ATP - EXODUS SRL	12	2.0000	165,214,660	1,668,067	368	SASAR, MARAMURES
11	TROST AUTO SERVICE TECHNIK SRL	16	1.9375	152,371,875	-8,951,881	270	BUCURESTI, SECTOR 6
12	BARDI AUTO SRL	9	2.1250	136,588,624	4,560,182	334	CHIAJNA, ILFOV
13	MATEROM SRL	17	1.9375	124,653,301	616,829	-	CRISTESTI, MURES
14	NEXXON SRL	13	2.0000	116,136,693	3,784,194	161	TIRGU SECUIESC, COVASNA
15	EUROMASTER TYRE & SERVICES ROMANIA SA	24	1.3125	99,108,935	-678,108	160	BUCURESTI, SECTOR 1
16	AUTO SOFT SERVICE ROTI SRL	22	1.4375	90,752,760	-18,135,524	83	BUCURESTI, SECTOR 2
17	MARSOROM SRL	20	1.6250	81,365,618	196,322	104	ERNEI, MURES
18	SIGEMO IMPEX SRL	11	2.0625	68,459,695	3,799,234	106	SELIMBAR, SIBIU
19	IMPAR SRL	18	1.7500	64,371,914	2,811,273	81	ODORHEIU SECUIESC, HARGHITA
20	MAVIPROD SRL	19	1.6875	57,475,557	7,680,996	71	REGHIN, MURES
21	ABI AUTOMOTION SRL	21	1.5625	48,760,601	-145,208	53	ARAD, ARAD
22	SKUBA ROMANIA SRL	10	2.1250	46,620,121	3,141,149	54	CHIAJNA, ILFOV
23	DOMPLEX PLUS SRL	23	1.3750	46,193,708	-4,012,164	37	ARAD, ARAD
24	EURO STAR GROUP SRL	14	2.0000	46,000,251	1,719,404	14	ALBA IULIA, ALBA

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INTERVIEW

ROMANIA'S COMPETITIVENESS IS CENTRAL TO THE COUNTRY'S PRIORITIES

Bogdan Ion, Country Managing Partner, EY Romania & Moldova

1. As Romania is going through another economic cycle, in the expansion phase, how has this evolution been captured by EY Romania in 2016, in terms of business growth? How was the increase compared to the group dynamics and what were the reasons?

EY Romania's revenue has grown by 15% in the last fiscal year, while, at a global level, EY's revenues were up by 9%. The leading market growth over the past five years is the result of the continuous investments in our people and in innovating our services, which serve both local and international clients.

2. EY Romania's services include assurance services, business consultancy, transaction advisory services, tax and law consulting. Which of these was the main engine for growth? What are the main economic sectors that have fueled growth in 2016 and why?

All of our service lines have significantly grown this year. The highlights of the year were given by the financial services and energy and resources sectors. There was also a significant upward trend in our consulting services such as: digital consulting, corporate finance, tax controversy, fraud investigation and dispute services.

At a global level, the audit services have increased with almost 5%, business consultancy with 13%, tax consultancy with almost 10% and consultancy in transactions with 14%.

IN TERMS OF GROWTH, THE HIGHLIGHTS OF THE YEAR WERE GIVEN BY THE FINANCIAL SERVICES AND ENERGY AND RESOURCES SECTORS.

3. How relevant is the low interest environment to the capital structuring decision for companies and how do they benefit from this window of opportunity?

Low interest rate environment as a singular event may not increase access to finance as this is dependent first on the credit merits of a company and/ or of a project. Low interest rate however stimulates other type of financing to pick up like acquisition finance, namely financial investors starting now to complement equity with debt for their acquisitions. Moreover, the low interest rate environment favors a shift from intercompany funding towards market funding, hence freeing up liquidity at group level that can be used for alternative higher yield investments.

4. At this moment in time, what are your hopes, as well as your worries regarding the fiscal developments?

The predictability and the transparency of the taxation system in Romania are as important as ever. In the last 10 years, good progress has been made in this direction – the number of adjustments and amendments of the tax legislation has decreased from year to year. The hope is that this number will go further down in the next years and that any changes will be announced with more time in advance, so that taxpayers may adjust their expectations, business models and plans in due time. One vital factor in this respect is the critically

important reform of the National Agency for Fiscal Administration, financed by the World Bank. The significant gains in tax collection efficiency expected of such a reform (and recorded in other countries with similar evolution) could make an important improvement to the state of public finances and actually reduce the need for periodical tweaking of the taxation rates, rules, procedures.

Concerns regarding the fiscal developments are usually strongly correlated to the fundamentals of the Romanian economy, its strengths and weaknesses (like reliance on consumption), the nature and sustainability of the current GDP growth, the increased volatility in our region and the world at large. Any negative macroeconomic development may translate in the need for higher taxes with all the adverse consequences this frequently entails for businesses, individual taxpayers, consumption and investments.

5. You've always been a supporter of true entrepreneurship. Are you content about its evolution in 2016? What do you expect for 2017?

EY Romania has been supporting entrepreneurship through our signature program Entrepreneur Of The Year, the barometers that uncover the entrepreneurship ecosystem's challenges and the strong partnerships developed with key support organizations, like Romanian Business Leaders, Impact Hub and Junior Achievement Romania. EY Entrepreneur Of The Year program, started in Romania in 2014, recognizes entrepreneurs who demonstrate excellence and extraordinary success in such areas as innovation, financial performance and personal commitment to their businesses and communities. 2016 brought our second participation in the worldwide final of the program and our first participation in the EY Entrepreneurial Winning Women program. With this new program, we channel our support and convening power to help women entrepreneurs achieve the full potential they envision for their companies.

6. What is your stance on the shortage of skilled workers that companies are complaining about? What is the solution you would suggest for this problem?

We are experiencing a transformational shift in the way businesses operate due to disruption created by the global trends nowadays. Talent shortage is one of

the effects of this transition and it is more a limitation of skillsets and mindsets than a lack of people available on the market. The solutions reside on one hand in adapting the current available workforce to the new models and, on the other, on leadership shifting the mindset away from the industrial revolution approach to talent management. As consultants, we are tapping into this opportunity of partnering with our clients in order to navigate these change efforts through our services in People Advisory. Some of the areas we address together to reach a shorter change curve are: upskilling and redeploying talent into a more agile mix, engaging in cultural transformation, creating innovation think tanks and communities of practice to drive a talent agenda that makes sense today and

can be flexible enough for tomorrow.

7. Did you expect the unexpected in terms of Brexit? Is there a clear way that Romania might benefit from Brexit or will the negative things coming from a shrinking European Union prevail? Please explain.



The consequences of Brexit are still difficult to assess. In the short term, there's a slight decrease in the confidence of the investors. This uncertainty has slowed down

investment, both in the UK and on the continent. However, major changes in public policy, workforce market and commerce are yet to be seen. As prospects for the Romanian economy are highly dependent on the EU, which takes 70% of its exports, we still have to see how the Brexit evolution unfolds.


8. As 2017 follows an election year in Romania, from your previous experience, what should we expect? What changes should the new administration bring to the business environment?

Romania's competitiveness is central to the country's priorities, in a multidimensional and multiannual perspective. For 2017, some of the potential priorities would be: supporting Romania's digital transformation to achieve its full potential, a regulatory environment that enables further investments in the energy sector, improving the performance and the governance of the state-owned companies and supporting the local entrepreneurs to become regional players. Last but not least, the priorities should entail moving Romania's capital market to the next level and supporting the local entrepreneurs to become regional players.

TALENT SHORTAGE IS MORE A LIMITATION OF SKILLSETS AND MINDSETS THAN A LACK OF PEOPLE AVAILABLE ON THE MARKET.



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BUSINESS MANAGEMENT CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	IAC MANAGEMENT SRL	6	2.0625	156,273,200	1,481,868	8	POPESTI LEORDENI, ILFOV
2	ERNST & YOUNG SRL	1	2.3750	119,378,440	13,671,588	58	BUCURESTI, SECTOR 1
3	MCKINSEY & COMPANY SRL	7	2.0625	108,829,395	20,929,734	37	BUCURESTI, SECTOR 1
4	ROMAIR CONSULTING SRL	14	1.8750	69,999,854	17,429,448	213	BUCURESTI, SECTOR 1
5	BRAVO CONSULT SRL	10	1.9375	55,942,697	402,473	10	BUCURESTI, SECTOR 1
6	BEARINGPOINT SRL	11	1.9375	54,043,574	8,358,264	192	BUCURESTI, SECTOR 5
7	TELSEC SRL	2	2.1875	50,564,852	6,585,689	4	BUCURESTI, SECTOR 6
8	MIADI PRODUCTION SRL	4	2.1250	49,893,814	1,832,986	2	BUCURESTI, SECTOR 5
9	PRICewaterhouseCOOPERS MANAGEMENT CONSULTANTS SRL	15	1.8750	30,737,995	2,272,074	43	BUCURESTI, SECTOR 2
10	FICHTNER ENVIRONMENT SRL	5	2.1250	28,899,770	1,992,395	34	BUCURESTI, SECTOR 3
11	VIMETCO MANAGEMENT ROMANIA SRL	12	1.9375	26,585,450	1,531,060	34	BUCURESTI, SECTOR 4
12	INNOVACION Y DESARROLLO LOCAL S.L. MADRID SUCURSALA BUCURESTI	9	2.0000	26,434,123	5,717,798	2	BUCURESTI, SECTOR 1
13	AXIVAL T&CO INVEST SRL	3	2.1875	25,814,970	385,479	1	PITESTI, ARGES
14	AGR WELL MANAGEMENT LIMITED ABERDEEN SUCURSALA BUCURESTI	8	2.0625	24,629,528	1,715,570	-	BUCURESTI, BUCURESTI
15	AUTOMATIC DATA PROCESSING (ADP) ROMANIA SRL	13	1.9375	23,691,208	1,242,815	116	BUCURESTI, BUCURESTI
16	TERRABISCO SA	20	1.5625	23,291,710	-1,326,916	29	BUCURESTI, BUCURESTI
17	INDIANA EXPERT SRL	21	1.5000	23,212,962	-4,631,255	-	BUCURESTI, SECTOR 2
18	PRICewaterhouseCOOPERS SERVICII SRL	18	1.6875	22,243,225	469,375	46	BUCURESTI, SECTOR 2
19	A.T. KEARNEY MANAGEMENT CONSULTING SRL	19	1.6875	20,829,304	-128,924	14	BUCURESTI, SECTOR 1
20	ALLIANZ MANAGED OPERATIONS & SERVICES SE MUNCHEN SUCURSALA BUCURESTI	17	1.7500	20,503,410	340,247	113	BUCURESTI, BUCURESTI
21	ITH MANAGEMENT OFFICE SRL	16	1.8125	20,455,817	376,001	56	BUCURESTI, SECTOR 1

FINANCIAL MANAGEMENT CONSULTANTS & SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	BRITISH AMERICAN SHARED SERVICES (EUROPE) SRL	1	2.2500	164,605,178	917,331	526	BUCURESTI, SECTOR 6
2	OFFICE DEPOT SERVICE CENTER SRL	4	1.8125	44,650,399	2,345,512	477	CLUJ-NAPOCA, CLUJ
3	DELOITTE CONSULTANTA SRL	7	1.5625	36,621,789	607,661	73	BUCURESTI, SECTOR 1
4	KPMG TAX SRL	3	2.0000	35,573,043	8,204,427	21	BUCURESTI, SECTOR 1
5	KPMG ADVISORY SRL	5	1.6250	30,573,317	110,967	29	BUCURESTI, BUCURESTI
6	MAZARS CONSULTING SRL	6	1.6250	18,528,245	900,075	81	BUCURESTI, SECTOR 2
7	ERNST & YOUNG SERVICE SRL	2	2.0625	11,778,881	308,464	12	BUCURESTI, BUCURESTI

AUDIT, ACCOUNTING, FAS & TAX SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ERNST & YOUNG SUPPORT SERVICES SRL	3	2.1250	98,946,640	9,931,947	385	BUCURESTI, SECTOR 1
2	KPMG ROMANIA SRL	4	2.1250	85,274,031	11,931,294	488	BUCURESTI, SECTOR 1
3	PRICEWATERHOUSECOOPERS AUDIT SRL	9	1.8750	80,343,919	4,148,789	263	BUCURESTI, SECTOR 2
4	DELOITTE AUDIT SRL	2	2.1875	78,536,942	8,747,278	274	BUCURESTI, SECTOR 1
5	KPMG AUDIT SRL	7	2.0000	71,977,923	4,584,942	57	BUCURESTI, SECTOR 1
6	ERNST & YOUNG ASSURANCE SERVICES SRL	10	1.8750	68,904,307	1,541,418	45	BUCURESTI, SECTOR 1
7	PRICEWATERHOUSECOOPERS TAX ADVISORS & ACCOUNTANTS SRL	5	2.1250	61,417,061	19,147,855	119	BUCURESTI, SECTOR 2
8	DELOITTE TAX SRL	-	-	37,239,165	7,196,726	104	BUCURESTI, SECTOR 1
9	BDO AUDIT SRL	8	1.9375	22,138,233	5,162,602	81	BUCURESTI, SECTOR 3
10	RO - SERVICE 24 SRL	11	1.8750	15,349,835	680,217	9	BUCURESTI, SECTOR 3
11	BOSCOLO & PARTNERS CONSULTING SRL	6	2.1250	11,679,965	3,140,616	56	BUCURESTI, SECTOR 2
12	MAZARS ROMANIA SRL	13	1.5000	11,115,224	144,886	37	BUCURESTI, SECTOR 2
13	SOTER SRL	12	1.7500	10,633,039	1,914,351	39	BUCURESTI, SECTOR 1
14	FIN EXPERT CONSULTING SRL	1	2.2500	10,530,716	1,934,552	81	BUCURESTI, SECTOR 1
15	RSM SCOT SRL	-	-	7,654,033	1,192,752	49	BUCURESTI, SECTOR 1

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RANKING BY MCR SCORING: -

MCR SCORING: -

ANNUAL TURNOVER 2015 (RON): 7,177,396

PROFIT/LOSS 2015 (RON): 0

NO. OF EMPLOYEES 2015: 58



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RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	OMV PETROM GLOBAL SOLUTIONS SRL	1	2.8750	544,608,921	21,416,955	1,204	BUCURESTI, BUCURESTI
2	GENPACT ROMANIA SRL	2	2.6250	404,753,142	53,554,570	2,811	BUCURESTI, SECTOR 2
3	E.ON SERVICII TEHNICE SRL	3	2.5000	329,244,538	22,513,964	2,466	TARGU MURES, MURES
4	UNICREDIT BUSINESS INTEGRATED SOLUTIONS SCPA MILANO SUCURSALA BUCURESTI	4	2.4375	161,190,798	7,275,092	1,169	BUCURESTI, SECTOR 2
5	ACCENTURE SERVICES SRL	-	-	138,008,463	7,330,375	983	BUCURESTI, SECTOR 6
6	SOCIETE GENERALE EUROPEAN BUSINESS SERVICES SA	5	2.4375	99,494,239	10,821,513	476	BUCURESTI, SECTOR 6
7	WIPRO TECHNOLOGIES SRL	8	1.8750	88,888,137	15,146,981	595	BUCURESTI, SECTOR 1
8	E.ON SERVICII CLIENTI SRL	7	2.0000	84,593,500	1,890,107	451	TARGU MURES, MURES
9	E.ON SERVICII SRL	11	1.0625	84,029,235	358,762	359	TARGU MURES, MURES
10	CAPGEMINI SERVICES ROMANIA SRL	9	1.7500	73,578,766	5,275,338	471	BUCURESTI, SECTOR 1
11	E.ON BUSINESS SERVICES CLUJ SRL	6	2.4375	59,652,656	2,812,403	500	CLUJ-NAPOCA, CLUJ
12	ACCENTURE MANAGED SERVICES SRL	10	1.5000	46,313,249	-1,186,673	376	BUCURESTI, BUCURESTI





INTERVIEW

AN INSIGHT INTO THE PROFESSIONAL SERVICES MARKET IN 2016

Anca Sucala, Managing Partner, Rödl & Partner Romania

1. As Rödl & Partner is a multidisciplinary company with contributions to audit services, accountancy services, human resources, fiscal, business and legal consultancy; which of these sectors has performed the best in 2016 and why?

In 2016, the best performing sectors were the tax consulting, transfer pricing, financial and accounting services. The constant legislative changes and new regulations that sometimes must be enforced immediately, the heavy, constraining and unclear tax system, as well as the difficulties in obtaining legal provisions in a foreign language when addressing fiscal issues to the competent authority in Romania are the main elements that determine potential investors to turn to a professional company specialized in tax consulting.

Moreover, we see a growing interest of Romanian entrepreneurs to outsource financial, accounting and tax services to professionals, thus avoiding and preventing a series of misinterpretations of the law and ensuring a higher confidence and certainty, in the context of the legislative instability. Also, due to the recent legislative changes in 2016 related to transfer pricing, we see this as a potential business line growth in the future.

2. What do you tell your clients about an economy which is growing at almost 5%/year in terms of risks and opportunities?

Most of our clients base their decision-making on sound research processes, in order to come up with an educated decision before investing in Romania or expanding their existing business. According to the data confirmed by the National Institute of Statistics in

October, in the second quarter, the Romanian economy grew by an almost eight-year high of 6.0% based on high consumption. In terms of opportunities, the Romanian economic climate reflects a stronger demand for labour and a good chance to develop and stimulate investments. At the same time, the risks are related to the quality of growth, the main problem being that the growth is based on consumption.

3. How have you perceived the business appetite in Romania in 2016 and what are the perspectives for 2017?

We are confident that the general trend of economic growth will be maintained in 2017 and its positive impact on the business environment, felt in 2016, will continue the next year even if the International Monetary Fund warns that the economic growth registered this year in Romania will be followed by a slowdown to 3.8 percent, slightly over the 3.6 percent advance forecast in April. Even so, Romania is expected to register next year the highest economic growth pace in Europe.

Another good news is the decline of the unemployment rate. According to IMF, the rate dropped from 6.8 percent in 2015 to 6.4 percent in 2016, and it's expected to reach 6.2 percent in 2017.

Although the IMF estimations for this year regarding the evolution of consumer prices in Romania have been updated from minus 0.4 percent in April to minus 1.5 percent at present, placing Romania among the top positions in Europe in respect to the negative average of annual inflation, for 2017, the IMF expects a positive consumer price index in Romania, registering an increase of 1.7 percent.

ROMANIA REMAINS A TRUSTFUL INVESTMENT DESTINATION FOR GERMAN COMPANIES.

We also consider the growing potential of other important regions in Romania, development opportunities that can have a significant contribution in reducing regional disparities and encourage interregional competitiveness. We take for example Cluj-Napoca, which has always been an important destination for foreign investors, being among the top cities in Romania to do business in and increasingly attractive in terms of real estate.

4. From your own/ your clients' experience, which economic sectors – from the ones mentioned above – will register growth in 2017?

Apart from the IT sector, which over the past years has proved to be a constant driver of Romania's economic growth, agriculture and public investments are going to be under close scrutiny next year, since they can generate a substantial amount of sustainable growth over the next years. Plus, we consider that the automotive industry, one the most important engines of economic growth, will most likely continue to consolidate. We also appreciate that the real estate market in Romania will go forward with its positive trend. Services and industry are likely to generate the most significant contribution to the real growth of the GDP for this and next year.

5. As we have witnessed a large decrease in the VAT rate in Romania in 2016, how would you characterize this measure: opportunistic, required, unnecessary or mandatory? Please explain your option.

The new and differentiated VAT rate for food products and non-alcoholic drinks was one of the biggest retailing events of the past years in Romania, as it has been reduced from 24% to 9%, enforced starting the 1st of June. Along with other tax changes, the 1st of January 2016 also marked the decrease in the general VAT rate, from 24% to 20%.

Since the previous rate was intended as a measure to increase public revenues during the economic crisis, the recently decreased rate aims to support domestic consumption and the overall economic growth in Romania, but also to support electoral strategies, considering the two series of elections in 2016 (local and legislative). Moreover, 2017 is expected to bring an additional VAT rate reduction, decreasing the tax to

19%, back to the rate applied in 2010, before the original increase.

The previously mentioned tax reduction from 24% to 20% has been heavily covered by the media in 2015, as Romania applied one of the highest VAT rates in Europe. This led to growing consumers' expectations, but through the perspective of the macroeconomic environment of Romania, it is believed to have minimal effects and to be less significant than desired.

Non-grocery products registered a 3% drop in the retail price, reflected in the new values displayed by retailers in early 2016 and welcomed by customers, however it has had an insufficient effect in changing buying habits, with an insignificant influence in consumer migration to higher priced products or even in consumption increase.

6. Real estate is one of the business sectors you are supporting. How do you perceive this sector in 2016 and what are the perspectives for 2017?

As we already mentioned above, the real estate market has recovered and will continue the positive evolution. According to the CBRE Romania report, for the first half of 2016, the investments in this sector registered the highest level of the last 5 years. Moreover, it is noted that, for H1 2016, the total investment volume was over EUR 359 million,

compared to approx. EUR 107 million, registered in the same period of 2015. Investment, office and industrial markets are expected to have a significant growth.

The highlight of 2015 was the investment market, which registered a significant revival in transactional activity for the first time after the crisis, showing an increased investment interest in Romania through new market entries and solid transactions. The outsourcing sector dominated the office segment, as local market opportunities attracted companies to enter the market or to develop their activity.

7. Do you feel there are barriers left for the foreign capital in Romania? Do you see any business barriers for the national capital in Romania?

According to the latest survey conducted by the Chambers of Commerce representing the German economy in Central and Eastern European countries, Romania remains a trustful investment destination for German companies. Foreign investors believe that the economic climate, the prospects for the Romanian

WE SEE A GROWING INTEREST OF ROMANIAN ENTREPRENEURS TO OUTSOURCE FINANCIAL, ACCOUNTING AND TAX SERVICES TO PROFESSIONALS.

economy and personal expectations regarding their own business have improved compared to last year. The efforts to access more European financing stand by the recent improvements in the absorption of EU funds. The Romanian government has engaged, as a priority objective, to absorb 80% of the EU funds allocated in the budget for 2007-2013. A business barrier that Romania is facing lately is the lack of workforce. We have companies investing in Romania, in the central and Western regions, which are seeking for workforce in neighboring countries.

Due to the multifaceted investment climate, potential investors in Romania are advised to perform careful due diligence before making any investment. However, significant progress has been made by the Romanian government in recent years, in an effort to enhance transparency, improve tax administration and collection, while supporting a legal framework favorable to foreign investment.

In order to increase the level of foreign direct investment attraction and retention, a higher progress must be made in eliminating heavy bureaucracy and in reaching economic stability, transparency and predictability.

8. What should we expect and what should we not expect from the new fiscal, accountancy and audit regulations in 2017?

Regarding accounting regulation, no significant changes are expected in 2017, but rather some adjustments intended to clarify certain accounting treatments that can lead to misinterpretation. The accounting policies and procedures have already been stabilized through the adoption of Order 1802/2014 of December 29, 2014 which provides the Accounting Regulations on the annual individual and consolidated financial statements, rules which aim to be compliant to the International financial reporting standards (IFRS).

In the audit sector, we foresee that the standards regarding the performance in financial audit applied by the Chamber of Financial Auditors of Romania (CAFR) will continue to be aligned with the changes that are carried out at European level in the next period. An important public interest project, which affects the audit profession in Romania, is the new audit reform based on the Directive 2014/56/EU of 16 April 2014 amending Directive 2006/43/EC on statutory audits of annual accounts and consolidated accounts. The audit reform has the role to strengthen the financial stability of the Public Interest Entities (PIE) and consolidate public trust in the audit profession. The Directive was under consultation until 7 November, 2016. Rödl &

Partner is an active member of the CAFR working group and contributes to the development audit profession in Romania.

Some of fiscal changes expected in 2017 are already mentioned in the current Tax Code. We believe that upcoming elections will more likely influence the tax structure and bring new fiscal changes, depending on the tax measures adopted by the future government.

9. What is Rödl & Partner's message for the Romanian business environment?

The country's economy is developing, as proven by the latest positive macroeconomic indicators, which underline diversity, complexity, European and





international standards and global connectivity in many sectors. Romania remains a successful destination for foreign investors due to its undeniable strengths, such as dynamic economic environment and skilled human resource, offered by various prestigious educational institutions, able to provide highly qualified workforce. Furthermore, measures are prepared by the government to support companies in order to develop vocational schools to solve training issues. As well, the current economic climate and the future prospects of the Romanian economy are above Central EU average, even if problems persist in certain poorer regions, in the transport infrastructure sector, as well as in health and education.

We believe that a predictable, level playing field and a stable business, political and legislative environment is the key to progress for Romania, guaranteeing stability and growth potential also for investors.

HR SERVICES & CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ADECCO RESURSE UMANE SRL	2	2.3750	225,074,441	3,689,378	5,910	BUCURESTI, SECTOR 2
2	LUGERA & MAKLER SRL	3	2.3125	165,176,968	3,082,944	4,009	BUCURESTI, SECTOR 3
3	MANPOWER ROMANIA SRL	1	2.4375	104,081,528	1,222,842	2,028	BUCURESTI, SECTOR 5
4	ADECCO ROMANIA SRL	5	2.1250	89,274,483	2,438,397	1,140	BUCURESTI, SECTOR 2
5	DAEWOO MANGALIA HUMAN RESOURCES MANAGEMENT SRL	18	1.6875	78,833,101	-925,381	1,295	MANGALIA, CONSTANTA
6	QUANTA RESURSE UMANE SRL	14	1.8125	77,444,661	214,927	792	BUCURESTI, SECTOR 4
7	APT RESOURCES & SERVICES SRL	15	1.7500	77,358,622	502,275	1,195	BUCURESTI, SECTOR 1
8	MANPOWER HR SRL	10	1.9375	71,786,742	1,164,526	2,341	BUCURESTI, BUCURESTI
9	AGENTIA DE SERVICII PROFESSIONAL SRL	11	1.9375	63,812,886	321,655	1,314	BUCURESTI, SECTOR 1
10	TANTRA INVEST SRL	6	2.1250	62,166,078	264,871	42	BUCURESTI, BUCURESTI
11	IHM TOTAL CONSULT SRL	4	2.3125	60,778,491	2,285,197	1,873	TIMISOARA, TIMIS
12	PRO SOLUTIONS AGENCY SRL	16	1.7500	52,806,786	868,184	1,162	CRAIOVA, DOLJ
13	GI GROUP STAFFING COMPANY SRL	20	1.6250	52,706,298	-296,615	2,192	BUCURESTI, SECTOR 1
14	BARNETT MCCALL RECRUITMENT SRL	21	1.5000	45,038,637	-240,045	2,193	BUCURESTI, SECTOR 1
15	OIL & GAS RECRUITMENT SRL	8	2.0000	44,635,239	6,636,239	160	CONSTANTA, CONSTANTA
16	SMARTREE ROMANIA SRL	9	2.0000	42,694,604	631,633	870	BUCURESTI, SECTOR 1
17	LUGERA & MAKLER ROMANIA SRL	17	1.7500	38,185,353	66,802	688	BUCURESTI, SECTOR 3
18	PROHR LABOR SRL	12	1.9375	36,239,758	7,214,673	329	BUCURESTI, BUCURESTI
19	HUMANGEST GROUP SRL	19	1.6875	35,342,284	-484,283	457	BUCURESTI, SECTOR 1
20	RINF TEMPS SRL	13	1.8750	34,811,045	37,753	293	BUCURESTI, SECTOR 2
21	PERSONAL SOLUTIONS AND CONSULTING SRL	7	2.1250	31,046,412	218,694	1,257	BUCURESTI, SECTOR 6

PAY-ROLL

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	UCMS, part of TFM Group  UCMS GROUP						RANKING BY MCR SCORING: - MCR SCORING: - ANNUAL TURNOVER 2015 (RON): 9,339,138 PROFIT/LOSS 2015 (RON): 1,344,338 NO. OF EMPLOYEES 2015: 84
							 Bucuresti, Sector 1 www.ucmsgroup.ro Alice Tirsea Managing Director
2	IQ.HR SOLUTIONS SRL	-	-	5,800,148	603,133	74	BUCURESTI, SECTOR 1
3	ROMANIAN SOFTWARE SRL	-	-	4,754,104	1,507,214	33	BUCURESTI, SECTOR 2
4	PAYOUT - PAYROLL OUTSOURCING SRL	-	-	2,457,439	687,826	15	BUCURESTI, SECTOR 2
5	PAYLEX CONSULTING SRL	-	-	1,513,654	203,487	12	BUCURESTI, SECTOR 1

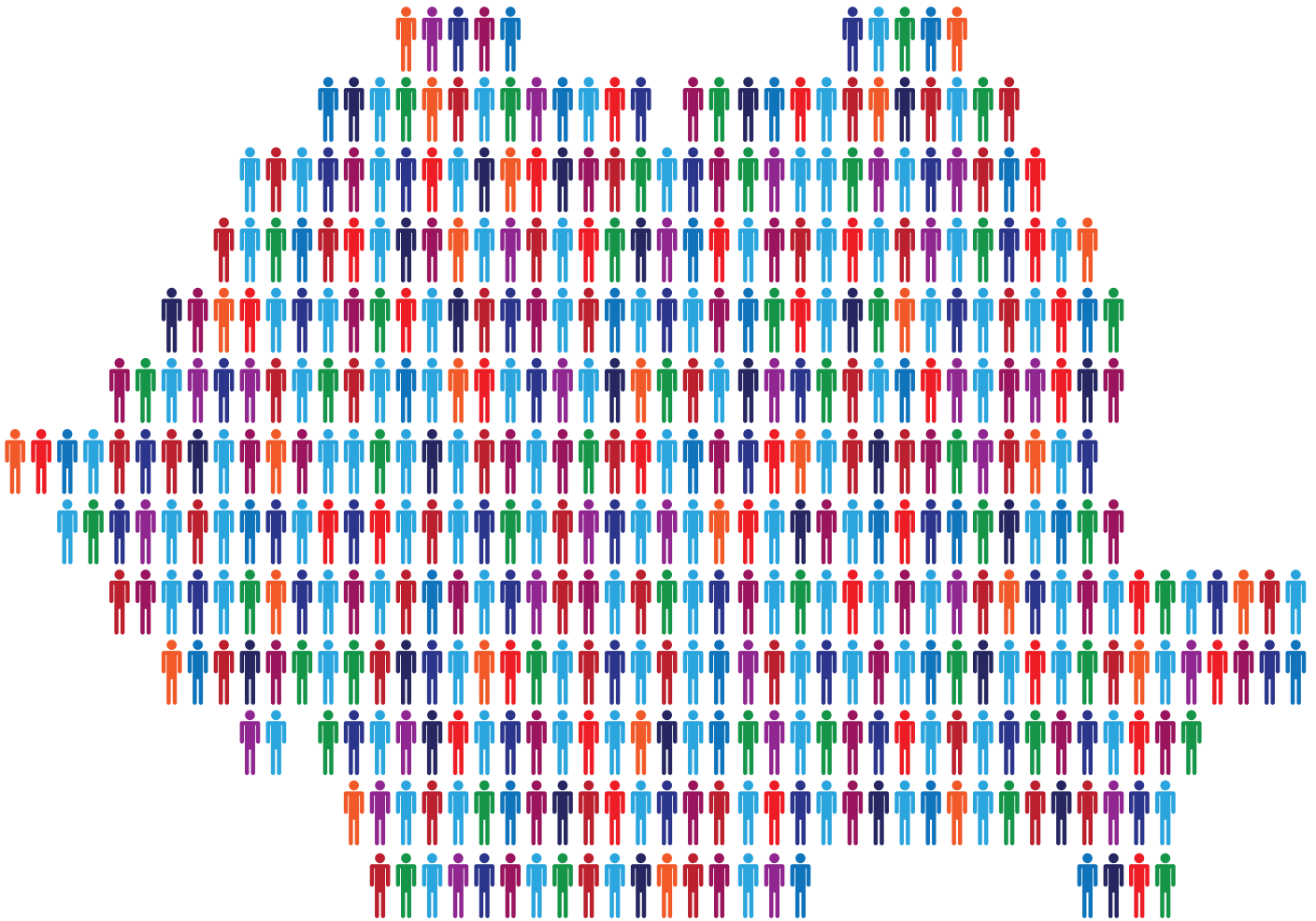
EXECUTIVE SEARCH

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	PEDERSEN & PARTNERS CONSULTING SRL	-	-	3,251,538	69,273	10	BUCURESTI, SECTOR 2
2	HILL INTERNATIONAL HUMAN RESOURCE CONSULTING ROMANIA LIMITED SRL	-	-	2,601,877	-76,852	23	BUCURESTI, SECTOR 1



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EXECUTIVE SEARCH

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
3	STEIN & PARTNER MANAGEMENT CONSULTING SRL	-	-	2,411,811	655,226	6	BUCURESTI, SECTOR 1
4	AMROP ROMANIA  Amrop	RANKING BY MCR SCORING: - MCR SCORING: - ANNUAL TURNOVER 2015 (RON): 2,016,813 PROFIT/ LOSS 2015 (RON): 909,406 NO. OF EMPLOYEES 2015: 6					Bucuresti, Sector 1 www.amrop.ro Oana Ciornei Managing Director
5	DR. PENDL & DR. PISWANGER ROMANIA S.R.L  Dr.Pendl & Dr.Piswanger <small>Human Resources Consulting</small>	RANKING BY MCR SCORING: - MCR SCORING: - ANNUAL TURNOVER 2014 (RON): 1,519,183 PROFIT/ LOSS 2014 (RON): 197,345 NO. OF EMPLOYEES 2014: 8					Bucuresti, Sector 1 www.ppromania.ro Ana Ber Managing Partner
6	ARTHUR HUNT SRL	-	-	1,435,002	90,617	4	BUCURESTI, SECTOR 1
7	AIMS HUMAN CAPITA ROMANIA SRL	-	-	1,401,281	144,619	9	BUCURESTI, SECTOR 2



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- Assertive communication – what it is and how you can use it at your workplace.

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Professionals aspiring to higher positions with increased visibility. Technical experts looking to enhance their interpersonal and social skills and people in or moving into external roles in their organizations.

ABOUT MIHAI STANESCU:



Mihai Stanescu is a licensed psychologist, anthropologist, coach and consultant since the year 2000. Since 2003, he is co-founder of RoCoach, offering coaching and mentoring services to businessmen and managers in local and international organizations.

In the past 16 years he has been implementing organizational development programs through coaching for over 500 private firms in Romania, south-eastern Europe and also US, the Philippines and Singapore, totaling over 10,000 hours of executive coaching.

In 2007 and 2013 he had the honor of receiving the 'Coach of the Year' distinction as recognition of his contribution to the growth in popularity of coaching, as well as the results of his coaching activity.





INTERVIEW

COACHING, A WAY OF GROWING AND DEVELOPING SYSTEMS AND QUALITY

Mihai Stanescu, Executive Coach, RoCoach

1. **RoCoach is the leading company in Romania in terms of coaching. How has 2016 been for RoCoach so far? Would you say it is the best year in the company's history?**

2016 is a very good year for us.

First of all because the Romanian economy is growing significantly, second of all because the organizational development processes are beginning to reach the maturity I have envisioned more than a decade ago. Also, the number of managers and management teams that need coaching is increasing. Being the pioneer of the Romanian coaching market allows me to have an overview on its growth, and we can definitely say that it is heading the right way, even if there is still a long road ahead for reaching the top of its potential.

We have the luck or maybe the luxury to have a very good year every year because we work with people and organizations that are one of a kind and the experience of diversity is the most important thing for a coaching practitioner.

2. **What are the drivers for the coaching industry in Romania in 2016 and beyond?**

In and beyond 2016, the coaching industry is driven mostly by the fact that increasingly more managers and organizations turn to coaching as a way of growing and developing their systems and quality. Furthermore, there are a lot of coaching schools in Romania and therefore, a lot of coaching graduates,

because of which the competitiveness in this market will grow.

In the long run, what matters most in a business like coaching is what the client authentically desires. This is the biggest growth driver: the moment when people go from standard solutions to specific tailored programmes. This is the time in which one can speak of a grown-up business environment. And this is our vision for 2020, 2030.

THE BIGGEST GROWTH DRIVER IS THE MOMENT WHEN PEOPLE GO FROM STANDARD SOLUTIONS TO SPECIFIC TAILORED PROGRAMMES.

3. **What fuels the appetite for executive coaching in Romania? How do you convince the executives that coaching is not just an auxiliary tool, but a real need for companies?**

The appetite for executive coaching in Romania grows due to two forces. First of all, the executives and HR managers realise that increasingly more of their colleagues or even themselves encounter different situations that cannot be solved through a directive or didactical approach. This is the decisive moment

for beginning to work with a coach. Second of all, a trend for businessmen to work with an executive coach appeared a few years ago. More than this, we strongly believe no one actually needs coaching, but there are people that need to constantly achieve results connected to personal and professional self-improvement.

When in a company there are two, three people in key positions who realize that they need this

commitment, the need exists and it is completely authentic.

Furthermore, I don't think that coaching works in a transactional or push-sales approach. The client must be informed and aware of the available options and he should choose this option for his development. The clients we are working with specifically asked for a development solution which is extremely customized to their context, objectives and culture.

4. What has been your biggest success in 2016?

In 2016 we have a lot of very big successes corresponding to the types of clients we work with: executive & business coaching. When talking about business coaching, for the Romanian entrepreneurs we managed to co-create the future of a client-company that has achieved way more than the targets that were set in the beginning. We are talking about an increase from less than one million euros to over 3 million, turnover, in small and medium entrepreneurship.

In the corporate sector, the success that stands out is an extremely difficult CEO transition between two positions, each of them holding great responsibility. The transition ended with a great success several weeks ago.

5. According to your studies, how much - in terms of percentages - does a successful executive coaching experience improve the managers' skills and efficiency?

In order to answer this question I have to say that the coaching incrementally used for statistically improving the abilities and efficiency is a secondary subject for us, here at RoCoach. We focus on transformational coaching that changes the entire

WE FOCUS ON TRANSFORMATIONAL COACHING THAT CHANGES THE ENTIRE PROFESSIONAL HORIZON: THE MANAGERIAL SKILLS, THE EXECUTIVE PRESENCE AND ALSO THE ORGANIZATIONAL EFFICIENCY.

professional horizon: the managerial skills, the executive presence and also the organizational efficiency. Usually, people come to us for building a new perspective, a perspective in which the skills, abilities and competences are viewed differently, in a new, more efficient way.

Getting back to the question, the percentages are high, even when talking about incremental coaching, there is a minimum of 50-60% improvements.

6. How expensive is it for a manager to reach his/ her full potential from the executive coaching point of view? From your experience, how fast is the return on investment?

Because RoCoach is the leading supplier of executive coaching services on the market, it is perceived to be expensive, but this perception is strongly correlated with the power and the impact of the client's objectives. The ROI appears immediately after the first meeting, basically in no time.

7. Can you forecast a growing share of the coaching market for 2017? Please detail the fundamentals.

From our perspective, the coaching market will have a moderate growth in 2017, because of several reasons. The vast majority of corporations are already working with executive coaches, so the only growth that can come from this point of view are the new players entering the market, or the companies that need an organizational transformation.

I would associate the market growth with the local and entrepreneurial businesses, because this part of the market still remains unexplored.

MARKETING & SALES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	G.T.S. SOLUTION SRL	4	1.8125	28,828,690	1,255,756	99	BUCURESTI, SECTOR 3
2	SPAR BUSINESS IDEAS PROVIDER SRL	3	2.0625	17,836,581	283,830	892	BUCURESTI, SECTOR 1
3	DATA4SHOPS SRL	1	2.2500	17,686,857	795,922	28	TIMISOARA, TIMIS
4	FMCG MARKETING & DISTRIBUTIE SRL	2	2.1875	17,023,412	3,460,428	15	BUCURESTI, SECTOR 1

PUBLIC RELATIONS (PR) & COMMUNICATION CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	APT NEW BUSINESS SOLUTIONS SRL	9	1.5625	14,132,632	-309,237	6	BUCURESTI, SECTOR 1
2	GOLIN HARRIS PUBLIC RELATIONS SA	5	2.0625	12,538,676	439,596	42	BUCURESTI, SECTOR 1
3	GRAFFITI PUBLIC RELATIONS SRL	7	1.8750	11,739,064	540,139	31	BUCURESTI, SECTOR 1
4	SMARTPOINT CONSULTING SRL	1	2.4375	10,231,340	1,888,186	27	BUCURESTI, SECTOR 3
5	GMP PUBLIC RELATIONS SRL	3	2.1875	6,753,536	689,830	22	BUCURESTI, SECTOR 3
6	OXYGEN PUBLIC RELATIONS SRL	2	2.3750	5,986,909	411,501	10	BUCURESTI, SECTOR 1
7	IMAGE PUBLIC RELATIONS SRL	8	1.8125	5,374,440	161,564	24	BUCURESTI, SECTOR 1
8	B.D.R. ASSOCIATES COMMUNICATION GROUP SRL	4	2.1250	4,492,047	316,194	27	BUCURESTI, SECTOR 1
9	DC COMMUNICATION SRL	6	2.0625	4,397,645	971,816	29	BUCURESTI, SECTOR 5

MARKET RESEARCH

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	IPSOS INTERACTIVE SERVICES SRL	1	2.5000	216,681,610	56,620,077	844	BUCURESTI, SECTOR 6
2	GFK ROMANIA-INSTITUT DE CERCETARE DE PIATA SRL	2	2.1250	59,713,216	3,013,574	373	BUCURESTI, SECTOR 2
3	ACNIELSEN ROMANIA SRL	7	1.8125	50,362,685	6,256,488	208	BUCURESTI, SECTOR 1
4	MILLWARD BROWN SRL	4	1.9375	17,727,744	2,771,919	90	BUCURESTI, SECTOR 1
5	ARMADATA SRL	6	1.8750	14,676,499	921,298	1	BUCURESTI, SECTOR 1
6	RECENSIO NOBILIS SRL	3	2.0000	13,984,416	225,352	76	TIMISOARA, TIMIS
7	KANTAR MEDIA AUDIENCES SRL	5	1.9375	12,837,562	555,328	97	BUCURESTI, BUCURESTI
8	IMS HEALTH TECHNOLOGY SOLUTIONS ROMANIA SRL	8	1.7500	11,568,738	768,998	37	BUCURESTI, SECTOR 1

INFORMATION MANAGEMENT CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/ LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	TECHNICAL TRAINING SRL	3	1.6250	32,565,176	-2,343,499	145	BUCURESTI, SECTOR 1
2	D.B.C. SRL	2	1.8125	12,748,174	477,312	38	DRAGASANI, VALCEA
3	FAXMEDIA CONSULTING SRL	1	1.8750	10,897,298	358,578	23	PLOIESTI, PRAHOVA

TRAINING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	LUMINA INSTITUTII DE INVATAMINT SA	12	1.3750	41,046,940	5,933,106	492	CONSTANTA, CONSTANTA
2	ASCENDIS CONSULTING SRL	2	2.2500	19,959,859	4,312,661	15	BUCURESTI, SECTOR 1
3	IFPTR SRL	6	1.6875	10,744,833	69,726	66	MIERCUREA CIUC, HARGHITA
4	INSTITUTUL NATIONAL DE CERCETARE STIINTIFICA IN DOMENIUL MUNCII SI PROTECTIEI SOCIALE - I N C S M P S	7	1.6875	7,436,370	68,473	50	BUCURESTI, SECTOR 1
5	ECDL ROMANIA SA	4	1.8125	4,766,525	699,013	27	BUCURESTI, SECTOR 1
6	EUROCOR - INSTITUTUL EUROPEAN DE CURSURI PRIN CORESPONDENTA SRL	8	1.6250	4,348,553	-136,535	37	BUCURESTI, SECTOR 4
7	LEXIS SRL	9	1.5625	4,345,729	-17,606	62	BUCURESTI, SECTOR 2
8	FORMENERG SA	10	1.5000	3,956,720	-653,634	29	BUCURESTI, SECTOR 4
9	INTERACT BUSINESS COMMUNICATIONS SRL	3	2.1250	3,822,020	1,086,798	13	BUCURESTI, SECTOR 3
10	COSMETIC TEST INTERNATIONAL SRL	5	1.8125	3,805,786	729,911	13	BUCURESTI, SECTOR 5
11	INSTITUTUL NATIONAL DE CERCETARE - DEZVOLTARE PENTRU PROTECTIA MUNCII - I.N.C.D.P.M. "ALEXANDRU DARABONT" - BUCURESTI	-	-	3,493,943	-402,606	77	BUCURESTI, SECTOR 6
12	BUSINESS TRAINING ROMANIA SRL	11	1.4375	3,139,935	355,006	6	BUCURESTI, SECTOR 6
13	TMI TRAINING & CONSULTING SRL	1	2.4375	3,127,390	683,455	2	BUCURESTI, SECTOR 1

OTHER PROFESSIONAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	ADMINISTRATIA NATIONALA DE METEOROLOGIE RA	18	1.6875	53,898,570	2,045,383	1,258	BUCURESTI, SECTOR 1
2	ISIS DEVELOPMENT SRL	8	2.0000	21,332,174	1,073,482	23	BUCURESTI, SECTOR 1
3	LLOYD'S REGISTER (ROMANIA) SRL	20	1.5625	20,224,964	2,020,661	40	BUCURESTI, SECTOR 2
4	SRAC CERT SRL	5	2.1875	16,480,775	3,056,379	79	BUCURESTI, SECTOR 1
5	ROMINVENT SA	16	1.8125	13,309,124	3,345,890	35	BUCURESTI, SECTOR 1
6	ELECTRICA SOLUZIONA SA	9	2.0000	12,741,846	1,714,236	24	BUCURESTI, SECTOR 1
7	DENNEMEYER & ASSOCIATES SRL	6	2.1250	12,143,784	5,464,299	29	BRASOV, BRASOV
8	ATELIER PROMOTION SRL	3	2.2500	11,235,785	1,323,223	3	BUCURESTI, BUCURESTI
9	RINA SIMTEX - ORGANISMUL DE CERTIFICARE SRL	11	1.8750	10,895,958	2,288,985	47	BUCURESTI, SECTOR 2
10	DENNEMEYER SRL	10	2.0000	9,040,020	3,165,031	48	BRASOV, BRASOV
11	FAURAR SRL	12	1.8750	8,726,631	837,608	16	TARGOVISTE, DAMBOVITA
12	RE COLLECTION SRL	2	2.3750	8,028,223	2,524,441	90	CLUJ-NAPOCA, CLUJ
13	KAMI EUROPA SRL	13	1.8750	7,967,608	491,846	22	BRASOV, BRASOV
14	TEHNIC PROIECT SRL	7	2.1250	7,870,233	223,203	11	SUCEAVA, SUCEAVA
15	PIONIX MARKETING SOLUTIONS SRL	19	1.6250	7,488,582	-42,613	47	BUCURESTI, SECTOR 3
16	HELP 92 SRL	14	1.8750	6,427,133	725,104	14	PLOIESTI, PRAHOVA
17	MUSO SRL	1	2.4375	6,082,635	995,739	7	IASI, IASI
18	EMPIRE MUSIC MANAGEMENT SRL	21	1.4375	6,074,677	38,607	10	SCHITU, CONSTANTA
19	ELFFE SYSTEM SRL	15	1.8750	6,069,978	4,886,431	95	PITESTI, ARGES
20	SARDORI SRL	17	1.7500	5,861,631	510,404	40	ARAD, ARAD



BUSINESS SERVICES



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INTERVIEW

TRULY SIGNIFICANT INVESTMENTS REQUIRE A LONG TERM TO DEVELOP AND MATURE

Paul Ciotlaus, President, The Hungarian Economists' Society of Romania (HESR)

1. As an economist, what is your professional view regarding the economic development in Romania, in 2016?

In 2016, the GDP of Romania pulled off a spectacular 6% growth in Q2, three times above the EU growth of the same period with a 19% minimum wage growth, 6% unemployment rate and a -0.4% inflation rate. The GDP in 2016, according to various predictions, will probably be between 4.5 and 5.5%. All these numbers look very impressive on the surface, but as one of the best presentations at our 2016 annual conference, held by Mr. Dumitru Ion, CEO of Kompas Romania, revealed, these indicators are not produced by the most sustainable part of the Romanian economy. The vast majority of turnover (61.57%) and profits is produced by a very thin layer of big companies (2,840 companies, representing 0.62% of the total number of companies operating in Romania). The small and medium sized companies are somewhat less profitable than the big companies, but still more profitable than the vast majority of micro companies that put up the 83.49% of the number of companies in Romania and that produce an overall 2% loss instead of profit.

In conclusion, the overall numbers look very good, but the structure and the details of Romania's economy should make us take these numbers with a grain of salt.

2. Can you tell us a few things about how The Hungarian Economists' Society of Romania is contributing to the growth of the Romanian economy?

The most important thing that we do is bringing together the academia, the economic professionals and entrepreneurs in a community centered around economic questions. The Hungarian Economists' Society from Romania is an apolitical NGO focused on the professional development of its members. We pride ourselves with approximately 500 members in 10 local chapters, half of which are members of our youth fraction – young economists.

We have a professional library in Cluj-Napoca with 7,000 books, we organize trainings, roundtables and conferences in areas that are important for the professional development of our members. We also publish professional books, and organize a financial contest for high school students.

Our partners from abroad include the Hungarian Economic Association (Hungary), the Hungarian Economists' Society from Voivodina (Serbia) and the Hungarian Economists' Society from Slovakia. We regularly attend each other's conferences, maintaining a living contact between our professionals.

We can say that the Hungarian Economists' Society of Romania can be an important asset for those companies operating in Romania that are interested in extending their business in countries of the Carpathian basin.

3. Why do you think that employers find it more difficult to hire workforce in Romania?

This topic is increasingly present in our conferences and it's somewhat puzzling that we have two

THE TWO SECTORS WHERE I THINK ROMANIA COULD DEVELOP TRUE ECONOMIC GROWTH ENGINES ARE THE IT AND TOURISM.

simultaneous and antagonist phenomena: labour shortage and unemployment. Digitalization, one of the biggest present days trend requires a big quantity of developers and engineers, but at the same time it makes a lot of jobs obsolete. The human resources needed by the market, simply do not match the free workforce's talent. This trend is expected to amplify in the long term.

Another important trend, that affects all countries in this region, not just Romania, is the emigration of skilled labour force. If and when this trend can be curved remains to be seen, but regardless, I think that the constant evolution of the educational system is very important for making sure that young people get the education they need in order to be competitive globally.

4. In your opinion, what are the engines for economic growth in Romania? What are external partners looking for in Romania and what is Romania still able to provide at competitive prices?

Unfortunately, wholesale and retail generate a big chunk of the Romanian economy (39%), and this fact suggests that the spectacular economic growth is a consumption based growth. The two sectors where I think Romania could develop true economic growth engines are the IT and tourism.

In the IT sector we have very skilled people, we have good internet connection, but the sector represents a small percentage of the total income produced in Romania. Another problem that should be addressed is the relatively small number of own products – the vast majority of the software companies work for outsourcing and that can be a vulnerability on the middle and long term.

In tourism, Romania has a big potential, but with the lack of long term vision, serious planning, KPIs, milestones, I'm afraid it could remain on this level of untapped potential. The natural resources and possibilities cannot compensate the lack of infrastructure, services and quality of the human resources.

5. How do your partners (internal and external) perceive the recent tax cut in Romania: is it rather a source of sustainable growth or a mixed source of growth and vulnerabilities?

Smaller taxes mean more money to reinvest that can be beneficial to the economy overall. One speaker at our yearly conference complained about the fact that decisions are taken with little or no extensive impact assessment. There's nothing investors hate more than the constant fiscal and regulatory changes, that create a sentiment of instability, so if the tax cuts prove to be unsustainable we're worst off than before, because it would mean a new wave of instability, lack of predictability, fiscal and regulatory changes.

Unfortunately, history tells us that rules change often in our country, but if this time is different, it could mean an important backwind for the Romanian economy amid a general trend of lowering taxes across central and eastern Europe.

6. As a business leader, please make a statement about what the new administration resulted from the elections should bring for the business environment in 2017 and what the new administration should refrain from doing.

Some say that men mature when they stop expecting politics to solve their problems, but joking aside, the political environment can influence very much the economic development of a country.

Truly significant investments require a long term to develop and mature. If there's no long-term vision based on realistically attainable goals and milestones, comprehensive and inclusive enough so that a large part of the Romanian society endorses it, there will probably not be notable results. The thing that investors hate the most is instability of economic regulations.

If there's no strategic, long term vision for the economy, the eventual good results of a year will vanish in midterm as there is no chance for consolidation.

THE OVERALL NUMBERS LOOK VERY GOOD, BUT THE STRUCTURE AND THE DETAILS OF ROMANIA'S ECONOMY SHOULD MAKE US TAKE THESE NUMBERS WITH A GRAIN OF SALT.

CAR RENTAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	AUTONOM SERVICES SA	2	1.6875	62,343,562	5,606,327	197	PIATRA NEAMT, NEAMT
2	AUTOTECHNICA FLEET SERVICES SRL	3	1.6875	48,921,533	7,367,638	45	OTOPENI, ILFOV
3	AVIROMS RENT-A-CAR SRL	1	1.8750	32,776,756	1,067,537	99	BUCURESTI, SECTOR 3
4	OPERATIONAL AUTOLEASING SRL	4	1.3750	29,281,600	1,596,817	8	SCHEIA, SUCEAVA

TOURISM, TRAVEL AGENTS, TOUR OPERATORS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	CHRISTIAN'76 TOUR SRL	1	2.5000	246,771,328	4,334,630	167	BUCURESTI, SECTOR 1
2	HAPPY TOUR SRL	13	1.9375	194,475,919	-5,483,003	82	BUCURESTI, SECTOR 1
3	PARAVION TOUR SRL	6	2.0000	193,820,420	-1,129,917	33	BUCURESTI, SECTOR 3
4	VOLA.RO SRL	-	-	187,137,369	124,066	60	BUCURESTI, SECTOR 4
5	PERFECT TOUR SRL	7	2.0000	179,283,503	-1,337,516	162	BUCURESTI, SECTOR 3
6	CONCEPT CONSULT & PROSPECT SRL	3	2.4375	137,215,447	4,431,418	47	BUCURESTI, SECTOR 2
7	FLY GO VOYAGER SRL	8	2.0000	116,549,013	444,315	35	BUCURESTI, SECTOR 3
8	HOTELAIR SRL	4	2.1875	86,158,847	1,455,191	13	BUCURESTI, SECTOR 5
9	BUSINESS TRAVEL TURISM SRL	14	1.9375	73,078,082	6,202,468	45	BUCURESTI, SECTOR 1
10	PROMPT SERVICE TRAVEL COMPANY SRL	20	1.6875	68,661,434	133,257	41	BUCURESTI, SECTOR 1
11	SUNMEDAIR TRAVEL & TOURISM SERVICES SRL	22	1.5625	66,522,801	620,533	45	BUCURESTI, SECTOR 2
12	MAREEA COMTUR SRL	21	1.6875	66,369,100	928,459	70	BUCURESTI, SECTOR 2
13	CATOANTUD SRL	15	1.9375	58,771,534	40,570	4	VASLUI, VASLUI
14	CHARTER BROKER SRL	9	2.0000	54,496,640	7,329,100	9	BUCURESTI, SECTOR 1
15	DANUBIUS TRAVEL SRL	17	1.8125	53,346,290	19,434	17	CONSTANTA, CONSTANTA
16	WECO T.M.C. SRL	16	1.9375	51,222,356	507,327	23	BUCURESTI, SECTOR 2
17	MANRED INTER SRL	10	2.0000	48,773,424	1,740,662	11	CONSTANTA, CONSTANTA
18	NOVA TRAVEL SRL	18	1.7500	48,348,623	34,671	16	BUCURESTI, SECTOR 2
19	DANCO PRO COMMUNICATION SRL	19	1.7500	45,485,738	342,127	17	BUCURESTI, SECTOR 2
20	ROMANIA TRAVEL PLUS SRL	11	2.0000	44,897,862	621,034	20	BUCURESTI, BUCURESTI
21	J'INFO TOURS SRL	12	2.0000	44,647,101	772,551	42	BUCURESTI, SECTOR 1
22	OLIMPIC INTERNATIONAL TURISM SRL	5	2.1250	41,926,112	491,100	28	BUCURESTI, SECTOR 4
23	TRAVEL TIME D&R SRL	2	2.5000	36,434,192	848,669	15	BUCURESTI, SECTOR 1
24	MARSHAL TURISM SRL	23	1.5000	34,684,637	208,508	87	BUCURESTI, SECTOR 1

SAFETY & SECURITY SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	G4S CASH SOLUTIONS SRL	1	2.1875	123,745,910	2,437,367	2,151	BUCURESTI, SECTOR 1
2	GRUP EST SECURITY SRL	2	2.1250	101,883,570	7,111,363	3,666	BUCURESTI, SECTOR 2
3	BGS DIVIZIA DE SECURITATE SRL	3	1.9375	96,936,393	10,858,519	2,233	BUCURESTI, SECTOR 4
4	G4S SECURE SOLUTIONS SRL	11	1.5625	86,963,036	-4,954,555	2,892	BUCURESTI, SECTOR 1

SAFETY & SECURITY SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
5	CIT ONE SRL	4	1.7500	73,208,599	329,363	542	BUCURESTI, SECTOR 6
6	CIVITAS P.S.G. SRL	8	1.6875	67,005,066	1,210,487	2,582	CRAIOVA, DOLI
7	INTERGUARD GROUP SRL	5	1.7500	61,403,841	596,931	1,765	BUCURESTI, SECTOR 6
8	SECURITAS SERVICES ROMANIA SRL	9	1.6250	60,092,967	-9,383,347	2,390	BUCURESTI, SECTOR 1
9	SERVICII ENERGETICE PENTRU ACASA - SEA COMPLET SA	10	1.6250	49,877,729	613,520	499	TARGU MURES, MURES
10	NEI GUARD SRL	6	1.7500	46,624,579	1,148,010	1,104	BUCURESTI, SECTOR 1
11	HELINICK SRL	7	1.7500	43,207,550	1,245,195	128	BUCURESTI, SECTOR 1
12	SIR SAFETY SRL	14	1.8750	62,565,679	3,117,674	458	BACAU, BACAU
13	EUROSTING AAW INDUSTRY SRL	15	1.3125	24,280,110	72,118	49	BUZAU, BUZAU
14	ROMIND T&G SRL	13	2.0000	16,878,659	4,034,516	67	PANTELIMON, ILFOV
15	IASISTING SRL	16	1.2500	15,931,034	-155,372	63	IASI, IASI
16	GEFIL SA	12	2.0625	10,477,887	620,646	33	PLOIESTI, PRAHOVA

WASTE MANAGEMENT & RECYCLING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	REMAHOLDING CO. SRL	3	2.5000	316,246,617	3,097,894	249	BUCURESTI, SECTOR 4
2	REMAT SA	1	2.7500	258,688,327	4,272,202	105	CALARASI, CALARASI
3	COMPANIA ROMPREST SERVICE SA	-	-	252,225,986	19,389,883	2,612	BUCURESTI, SECTOR 1
4	ROMRECYCLING SRL	17	1.9375	224,815,666	-5,618,254	54	JILAVA, ILFOV
5	ROSAL GRUP SA	10	2.0625	221,678,646	38,352,350	1,742	BUCURESTI, SECTOR 3
6	METALIMPEX ROMANIA SRL	2	2.5625	192,380,791	6,654,303	113	ARGESELU, ARGES
7	REMAT BRASOV SA	11	2.0625	187,483,011	-1,270,553	209	BRASOV, BRASOV
8	ANGHEL N.G. SRL	5	2.1875	177,832,084	573,172	88	SENDRENI, GALATI
9	REMAT M.G. SA	-	-	173,414,269	-17,909,049	171	FRUMUSENI, ARAD
10	POLARIS M.HOLDING SRL	6	2.1875	171,331,606	26,002,519	1,454	CONSTANTA, CONSTANTA
11	GREENTECH SA	23	1.7500	170,387,547	3,073,993	616	BUZAU, BUZAU
12	REMATINVEST SRL	25	1.6250	169,535,291	-2,787,714	221	CLUJ-NAPOCA, CLUJ
13	MONBAT RECYCLING SRL	9	2.1250	151,033,047	3,586,836	79	PANTELIMON, ILFOV
14	METALROM SRL	13	2.0000	150,568,958	-1,757,159	25	BUCURESTI, SECTOR 1
15	SUPERCOM SA	14	2.0000	148,045,109	24,886,585	1,590	BUCURESTI, SECTOR 2
16	URBAN SA	24	1.6875	143,923,922	2,452,639	2,199	BUCURESTI, SECTOR 6
17	ENERGROM SRL	19	1.8750	138,078,455	-1,160,192	17	BUCURESTI, SECTOR 3
18	KIRAZOGLU CORPORATION SRL	21	1.8125	133,431,990	-21,616,398	61	AGIGEA, CONSTANTA
19	SILNEF SRL	4	2.2500	129,824,539	960,675	86	BRASOV, BRASOV
20	AS METAL COM SRL	18	1.9375	127,480,006	1,430,042	88	BUCURESTI, SECTOR 4
21	REMAT MUELLER-GUTTENBRUNN SRL	20	1.8750	123,857,088	-15,110,264	206	BRASOV, BRASOV
22	PHOENIX SLAG SERVICES SRL	7	2.1875	109,990,688	32,121,335	275	GALATI, GALATI
23	METAL EXCHANGE BUCURESTI SRL	8	2.1875	93,234,608	378,210	43	BUCURESTI, BUCURESTI
24	RER ECOLOGIC SERVICE BUCURESTI REBU SA	15	2.0000	90,777,285	10,565,635	939	BUCURESTI, SECTOR 5
25	RETIM ECOLOGIC SERVICE SA	16	2.0000	76,127,088	13,791,815	572	TIMISOARA, TIMIS

WASTE MANAGEMENT & RECYCLING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
26	TEHNOINVEST & CO RECYCLING SRL	26	1.5000	69,070,070	97,474	43	BRASOV, BRASOV
27	PORT TRANS SRL	22	1.8125	68,873,093	3,196,723	103	TITU, DAMBOVITA
28	GREENWEEE INTERNATIONAL SA	12	2.0625	61,010,208	1,425,979	243	TINTESTI, BUZAU

ENVIRONMENTAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	EURITEH SRL	2	2.2500	97,714,961	12,446,424	19	ORADEA, BIHOR
2	OIL DEPOL SERVICE SRL	1	2.3125	90,729,548	50,062,717	226	CONSTANTA, CONSTANTA
3	ECO GEST SA	3	1.6875	12,116,094	-481,378	11	BUCURESTI, SECTOR 1



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RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	B.V. MCCANN-ERICKSON SRL	6	2.1250	124,914,315	2,942,006	98	BUCURESTI, SECTOR 1
2	LION COMMUNICATION SERVICES SA	11	1.9375	88,611,116	4,637,475	138	BUCURESTI, BUCURESTI
3	CONVERSION MARKETING SRL	14	1.8750	46,797,461	2,775,627	31	VOLUNTARI, ILFOV
4	MEDIA GROUP SERVICES INTERNATIONAL SRL	-	-	40,988,011	3,794,333	65	BUCURESTI, SECTOR 6
5	OLAMOBILE ROMANIA SRL	15	1.8750	39,636,475	772,121	15	TIMISOARA, TIMIS
6	GEOMETRY GLOBAL ROMANIA SRL	12	1.9375	39,592,986	3,279,466	69	BUCURESTI, SECTOR 1
7	BT PRODUCTION GROUP SRL	17	1.8125	37,367,821	2,040,398	24	BUCURESTI, SECTOR 1
8	COLOSAL MEDIA ADV SRL	5	2.1875	31,770,215	847,635	29	PANTELIMON, ILFOV
9	GRUP SAPTE SRL	18	1.8125	29,106,612	941,586	758	CLUJ-NAPOCA, CLUJ
10	GROUPM MEDIA OPERATIONS SRL	13	1.9375	28,827,496	13,127,102	11	BUCURESTI, SECTOR 1
11	ALTAVIA ROMANIA COMMUNICATION SRL	16	1.8750	28,771,668	1,043,987	4	BUCURESTI, BUCURESTI
12	DONA MARKETING GRUP SRL	25	1.4375	27,419,980	-3,179,949	28	BUCURESTI, BUCURESTI
13	CENTRADE INTEGRATED SRL	24	1.5000	26,851,937	-1,875,508	62	BUCURESTI, SECTOR 4
14	OGILVY & MATHER ADVERTISING SRL	19	1.8125	25,047,291	484,910	41	BUCURESTI, SECTOR 1
15	HOGARTH WORLDWIDE SRL	2	2.3750	24,809,450	6,137,914	57	BUCURESTI, BUCURESTI
16	4 COLOURS ADVERTISING SRL	8	2.0625	22,526,368	1,471,561	13	BUCURESTI, SECTOR 2
17	GRAFFITI/B B D O SA	23	1.5625	22,381,832	74,858	62	BUCURESTI, SECTOR 1
18	MAGUS INTERNATIONAL CO SRL	26	1.4375	20,647,554	85,450	178	TIMISOARA, TIMIS
19	MCCANN PROFESIONAL COMMUNICATION SRL	21	1.7500	19,985,504	737,149	28	BUCURESTI, SECTOR 1
20	FCB BUCHAREST SRL	7	2.1250	19,960,973	606,830	77	BUCURESTI, SECTOR 1
21	BROWN-FORMAN RO SRL	22	1.6250	18,987,004	1,702,492	4	BUCURESTI, BUCURESTI
22	INTERACTION COMMUNICATIONS SRL	10	2.0000	18,737,184	746,522	562	BUCURESTI, BUCURESTI
23	MIB GROUP BTL SRL	3	2.3750	18,067,085	375,587	-	BUCURESTI, SECTOR 2
24	GODMOTHER SRL	1	2.5000	17,807,097	1,667,125	24	BUCURESTI, SECTOR 2
25	GMP ADVERTISING SRL	20	1.8125	17,763,255	1,385,308	39	BUCURESTI, SECTOR 2
26	FIRST ADVERTISING AGENCY INTERNATIONAL SRL	27	1.3125	16,824,942	73,250	32	BUCURESTI, SECTOR 3
27	COHN&JANSEN ADVERTISING SRL	4	2.3750	16,813,811	1,064,924	10	BUCURESTI, SECTOR 4
28	THINKDIGITAL INTERNET & ADVERTISING SA	-	-	16,538,314	974,576	18	BUCURESTI, SECTOR 1
29	CLOCK ADVERTISING SRL	9	2.0625	15,905,850	1,727,957	169	BUCURESTI, SECTOR 2

MEDIA AGENCIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	MEDIA INVESTMENT COMMUNICATION SRL	2	2.3125	129,534,051	1,657,113	49	BUCURESTI, SECTOR 1
2	ZENITH MEDIA COMMUNICATIONS SRL	1	2.4375	111,021,181	4,723,566	68	BUCURESTI, SECTOR 2
3	INITIATIVE MEDIA SA	8	1.8750	93,986,868	1,819,490	45	BUCURESTI, SECTOR 1
4	MEDIACOM ROMANIA SRL	4	2.0000	74,536,973	3,119,548	36	BUCURESTI, SECTOR 1
5	MERCURY360 COMMUNICATIONS SRL	5	2.0000	45,483,875	766,620	294	BUCURESTI, SECTOR 2
6	EUROMEDIA GROUP SA	7	1.9375	40,104,356	4,795,284	59	VOLUNTARI, ILFOV

MEDIA AGENCIES

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
7	MINDSHARE MEDIA SRL	6	2.0000	38,347,692	2,346,188	18	BUCURESTI, SECTOR 1
8	CARAT ROMANIA SRL	15	1.5000	36,177,345	-499,553	12	BUCURESTI, SECTOR 1
9	MEDIAEDGE CIA ROMANIA SRL	9	1.8750	33,745,709	1,107,879	26	BUCURESTI, SECTOR 1
10	REGIE RADIO MUSIC (RRM) SRL	13	1.5625	26,688,178	-622,606	19	BUCURESTI, SECTOR 1
11	UNITED MEDIA SERVICES SRL	10	1.8125	25,411,098	1,774,029	10	BUCURESTI, SECTOR 1
12	HAVAS MEDIA SA	11	1.8125	20,984,202	718,894	23	BUCURESTI, SECTOR 1
13	THEMATIC CHANNELS SRL	3	2.2500	19,955,999	591,146	-	BUCURESTI, BUCURESTI
14	AFFICHAGE ROMANIA SRL	16	1.3125	18,125,849	-28,965,776	40	BUCURESTI, SECTOR 1
15	HOUSE OF MEDIA SRL	12	1.6875	17,314,728	84,667	16	BUCURESTI, SECTOR 1
16	CHARGEADS SRL	14	1.5625	15,116,500	89,369	19	BUCURESTI, SECTOR 2

PUBLISHING

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	RINGIER ROMANIA SRL	11	1.6875	151,303,264	-2,268,929	-	BUCURESTI, SECTOR 2
2	BURDA ROMANIA SRL	20	1.2500	62,850,353	-6,728,603	103	BUCURESTI, SECTOR 3
3	MEDIAFAX GROUP SA	21	1.2500	32,936,719	-128,637,844	294	BUCURESTI, SECTOR 2
4	CONVERGENT MEDIA SRL	13	1.6250	27,113,713	-1,250,796	62	BUCURESTI, SECTOR 1
5	GRUP MEDIA LITERA SRL	16	1.5000	26,370,783	-320,722	27	BUCURESTI, SECTOR 1
6	GRUPUL EDITORIAL ART SRL	9	1.9375	22,312,570	1,212,665	91	BUCURESTI, SECTOR 6
7	EDITURA POLIROM SA	4	2.1875	21,810,979	1,763,734	74	IASI, IASI
8	LOTUS PUBLISHING SRL	14	1.6250	18,478,669	771,104	4	BUCURESTI, SECTOR 1
9	EDITURA PRAHOVA SA	12	1.6875	17,546,582	-601,273	99	PLOIESTI, PRAHOVA
10	RENTROP & STRATON -GRUP DE EDITURA SI CONSULTANTA IN AFACERI SRL	1	2.4375	17,159,813	1,163,421	80	BUCURESTI, SECTOR 5
11	EDITURA PARALELA 45 SA	7	2.1250	17,068,809	1,658,533	74	PITESTI, ARGES
12	RUSSMEDIA PRESS SRL	5	2.1875	16,386,979	2,769,625	143	TIMISOARA, TIMIS
13	LIBRARIILE HUMANITAS SA	17	1.5000	15,949,954	-829,097	89	BUCURESTI, SECTOR 1
14	INTERNATIONAL SRV SRL	19	1.3750	14,999,756	26,658	4	BUCURESTI, SECTOR 1
15	HUMANITAS SA	8	2.0625	14,683,075	1,488,487	82	BUCURESTI, SECTOR 1
16	DESTEPTAREA SA	3	2.2500	13,612,085	644,481	59	BACAU, BACAU
17	TRUSTUL DE PRESA DUNAREA DE JOS SA	15	1.5625	11,465,247	115,319	94	GALATI, GALATI
18	EDITURA EVENIMENTUL SI CAPITAL SRL	18	1.4375	11,269,587	-1,142,083	27	BUCURESTI, BUCURESTI
19	UDVARHELYI HIRADO SRL	6	2.1875	11,108,748	2,168,649	281	ODORHEIU SECUIESC, HARGHITA
20	EDITURA TREI SRL	2	2.3125	10,937,930	4,192,302	29	BUCURESTI, BUCURESTI
21	ADI CENTER SRL	10	1.7500	10,853,273	5,458	-	VATRA DORNEI, SUCEAVA





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1	MED LIFE SA	4	2.1875	291,014,966	13,627,270	-	BUCURESTI, SECTOR 1
2	FRESENIUS NEPHROCARE ROMANIA SRL	1	2.3750	252,846,530	21,566,893	951	BUCURESTI, SECTOR 1
3	CENTRUL MEDICAL UNIREA SRL	8	1.9375	238,100,754	11,365,822	1,374	BUCURESTI, SECTOR 1
4	SANADOR SRL	9	1.9375	188,066,479	5,275,664	959	BUCURESTI, SECTOR 1
5	SYNEVO ROMANIA SRL	2	2.3750	156,247,937	15,651,086	773	CHIAJNA, ILFOV
6	INTERNATIONAL HEALTHCARE SYSTEMS SA	3	2.3750	118,829,189	5,606,704	501	OTOPENI, ILFOV
7	DIAPERUM ROMANIA SRL	12	1.6875	104,017,564	-8,520,694	370	BUCURESTI, SECTOR 3
8	AVITUM SRL	11	1.7500	99,490,546	7,651,734	394	REMETEA MARE, TIMIS
9	GRAL MEDICAL SRL	10	1.8125	87,038,270	7,730,358	418	BUCURESTI, SECTOR 3
10	HIPERDIA SA	13	1.6250	77,079,368	7,932,731	368	BRASOV, BRASOV
11	SOCIETATEA DE TRATAMENT BALNEAR SI RECUPERARE A CAPACITATII DE MUNCA "T.B.R.C.M." SA	14	1.5625	76,237,457	7,282,452	695	BUCURESTI, SECTOR 3
12	CLINICA POLISANO SRL	18	1.0000	73,166,999	-3,335,265	501	SIBIU, SIBIU
13	DELTA HEALTH CARE SRL	5	2.1875	68,953,623	7,096,254	155	BUCURESTI, SECTOR 1
14	MEDICOVER SRL	15	1.5625	66,644,946	-2,480,377	468	BUCURESTI, SECTOR 1
15	CLINICA SANTE SRL	7	2.0000	58,398,385	9,982,684	556	BUZAU, BUZAU
16	NEFROMED DIALYSIS CENTERS SRL	6	2.0625	57,981,269	8,540,650	232	BUCURESTI, SECTOR 1
17	CENTRUL MEDICAL "POLICLINICO DI MONZA" SRL	-	-	57,461,617	-19,322,797	193	BUCURESTI, SECTOR 2
18	POLICLINICA DE DIAGNOSTIC RAPID SA	16	1.5000	45,192,055	3,635,719	232	BRASOV, BRASOV
19	AFFIDEA ROMANIA SRL	17	1.2500	45,100,485	-7,506,767	161	BUCURESTI, SECTOR 1

DENTAL CENTERS

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	DENT ESTET CLINIC SA	2	2.2500	19,466,405	1,933,128	90	BUCURESTI, SECTOR 1
2	DENTALMED - CLINICA STOMATOLOGICA SRL	11	1.8125	11,908,085	1,373,451	33	BUCURESTI, SECTOR 5
3	IMPLANTODENT MEDICAL SRL	9	1.9375	8,750,948	2,276,214	26	CONSTANTA, CONSTANTA
4	MEDICAL TOURS COMPANY SRL	4	2.1250	8,329,593	1,055,193	43	PITESTI, ARGES
5	NICOLESCU & AGATSTEIN SRL	10	1.9375	7,206,509	596,999	33	BUCURESTI, SECTOR 1
6	DENTAL EXPERTS SRL	3	2.2500	6,510,978	1,591,597	14	TIMISOARA, TIMIS
7	IMPLANT EXPERT SRL	8	2.0000	5,412,716	661,658	23	BUCURESTI, BUCURESTI
8	M.G. MEDICAL SRL	6	2.0625	5,258,211	406,664	21	BUCURESTI, SECTOR 2
9	COSAMEXT SRL	7	2.0625	5,029,319	1,008,203	34	TARGU MURES, MURES
10	VICTORIA DENTAL OFFICES SRL	12	1.5625	4,958,140	-119,361	26	PITESTI, ARGES
11	STOMDAS SRL	5	2.1250	4,882,675	1,373,814	25	BACAU, BACAU
12	DR. STRATUL SRL	1	2.3125	4,701,979	1,342,852	15	TIMISOARA, TIMIS

MEDICAL EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	RANKING BY MCR SCORING	MCR SCORING	TURNOVER 2015 (RON)	PROFIT/LOSS 2015 (RON)	NO. OF EMPLOYEES 2015	CONTACT
1	TEXTILE MEDICALE SRL	5	2.0625	104,317,986	7,732,055	515	ARAD, ARAD
2	TEHNOPLUS MEDICAL SRL	1	2.4375	100,839,145	26,075,681	118	BUCURESTI, SECTOR 3
3	GENERAL ELECTRIC MEDICAL SYSTEMS ROMANIA SRL	10	1.8125	98,089,307	2,008,161	28	BUCURESTI, SECTOR 1
4	HAMILTON CENTRAL EUROPE SRL	3	2.1250	72,827,775	26,182,359	82	GHIRODA, TIMIS
5	VARINAK EUROPE SRL	11	1.7500	63,965,928	1,087,730	14	PANTELIMON, ILFOV
6	HERAEUS KULZER SRL	12	1.4375	62,308,657	3,083,547	86	SACALAZ, TIMIS
7	ORTOPROFIL PROD ROMANIA SRL	6	2.0625	52,052,382	14,443,263	218	TARGU MURES, MURES
8	DRAGER MEDICAL ROMANIA SRL	7	2.0000	46,639,790	4,267,469	21	BUCURESTI, SECTOR 1
9	ROMBIOMEDICA SRL	2	2.3125	40,359,603	8,012,998	36	BUCURESTI, SECTOR 1
10	CARL ZEISS INSTRUMENTS SRL	8	2.0000	38,009,069	2,354,017	10	BUCURESTI, BUCURESTI
11	AUDIO NOVA SRL	9	1.9375	37,832,555	5,218,924	135	BUCURESTI, SECTOR 2
12	MEDICARE TECHNICS SA	4	2.1250	34,822,286	5,157,802	22	BUCURESTI, SECTOR 1



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